6M-Sept2021 Earnings Results

6M-Sep2021 Key Financial Highlights – Profit and Loss

1) Severe disruptions

6M-Sep2021 included periods of extraordinary disruption in Myanmar. Extended holidays were announced after the Myanmar New Year in April, whilst a severe third wave of COVID-19 occurred during July and August with significant fatalities and most households affected.

2) Signs of recovery

The third wave of COVID-19 severely impacted Myanmar along with continued uncertainty in the operating environment. However, the Group's businesses, in particular Real Estate, F&B and Wave Money have begun to recover.

3) Financial management and balance sheet stability continue to be the Group's main priorities

Stringent financial management measures, including the strict controls on fixed overheads, remain in place. The Group continues to work with its counterparties to maintain balance sheet flexibility and a stable liquidity position.

Statement of Income	6M-Sep2020 (US$ million)	6M-Sep2021 (US$ million)
Revenue	51.2	43.4
Cost of sales	(34.6)	(28.7)
Gross profit	**16.6**	**14.7**
Other (losses)/gains	(16.5)	28.8
Expenses:-		
Administrative	(24.4)	(22.1)
Finance	(12.9)	(10.6)
Interest expenses on borrowings	(8.6)	(9.7)
Interest expenses on lease liabilities and trade payables	(1.9)	(1.9)
Finance fees	(1.2)	(1.1)
Currency translation (gains)/losses on borrowings-net	(1.2)	2.1
Share of losses of joint ventures	(1.2)	(1.8)
Share of losses of associated companies	(6.7)	(0.8)
(Loss)/profit before income tax	**(45.2)**	**8.3**
Income tax expense	(2.8)	(2.3)
Net (loss)/profit	**(48.0)**	**6.0**
Core Operating EBITDA	**(15.9)**	**26.4**
Core Operating EBITDA excluding extraordinary items and current year provisions	**(8.6)**	**47.2**

6M-Sept2021 Profit and Loss Key Items

	Statement of Income	6M-Sept2021 (US$ million)
I	Revenue	43.4
	Cost of sales	(28.7)
	Gross profit	**14.7**
II	Other gains	28.8
	Expenses:-	
	Administrative	(22.1)
	Finance	(10.6)
	Share of losses of joint ventures	(1.8)
	Share of losses of associated companies	(0.8)
	Profit before income tax	**8.3**
	Income tax expense	(2.3)
	Net loss	**6.0**
	Core Operating EBITDA excluding extraordinary items and current year provisions	**47.2**

I. Revenue

- HRGCCL recognised a US$6.5 million net fair value gain on its investment properties (see below explanation). Therefore, 6M-Sept2021 revenue included positive operator fee income[1] of US$4.8 million which included the Group's share of the fair value gain on HRGCCL's investment properties of US$4.5 million.

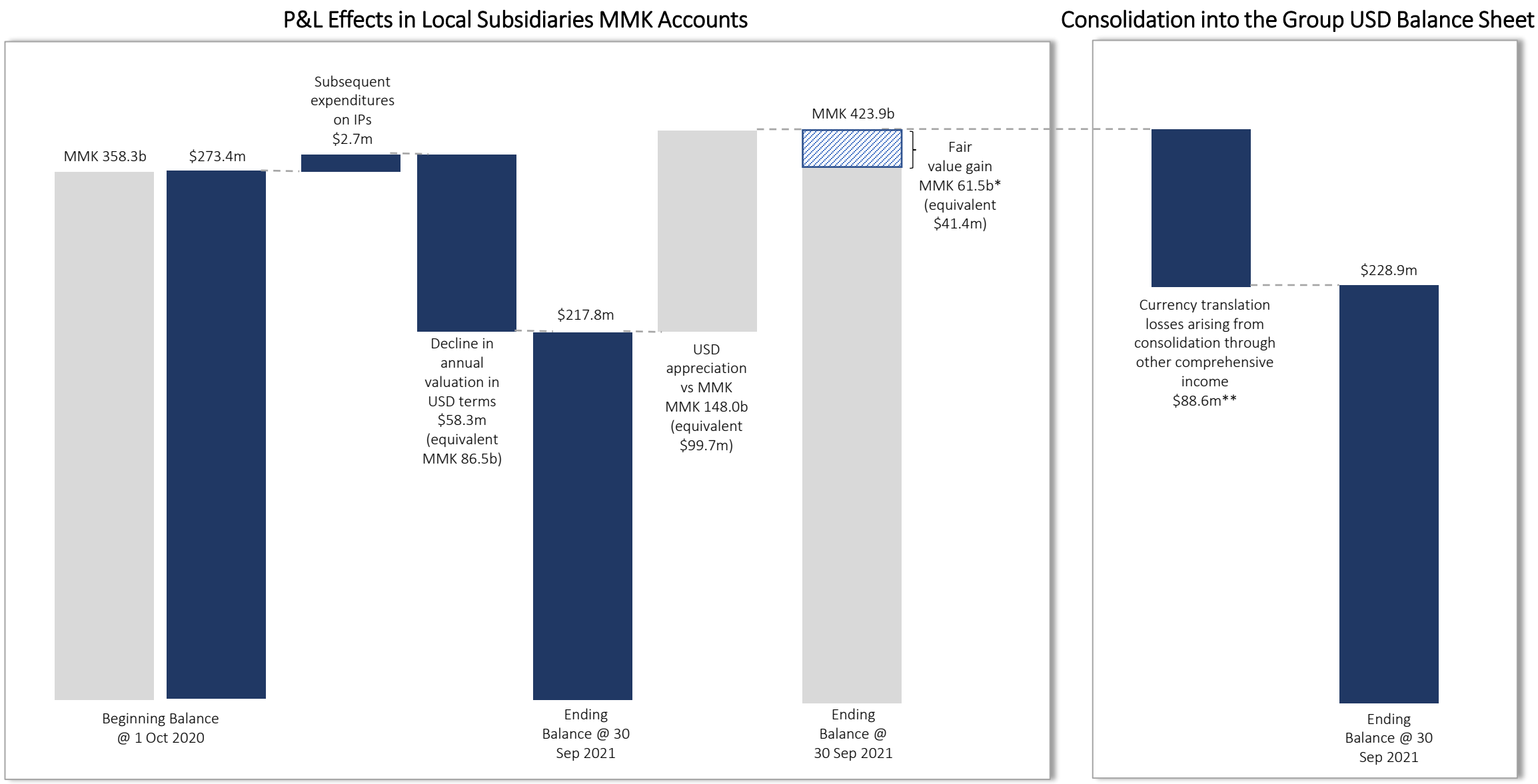
II. Key items in other gains

US$ million	
(58.3)	Fair value losses on investment properties in US$ terms. Valuation exercise conducted in US$ as 1) rent is charged in US$ and 2) selling prices of comparable properties in Myanmar are determined in US$ psft.
99.7	Currency translation gains at the Myanmar subsidiary level from the conversion of US$ valuation into MMK. US$ appreciated more than 41.3 % against MMK since 30 September 2020.
41.4[2]	**Net fair value gain on investment properties held by Myanmar subsidiaries with MMK as their functional currency.**
(6.4)	**Impairment losses related to the Group's agricultural investments and the goodwill in KOSPA, which were both affected by the COVID-19 pandemic and current operating environment.**
(2.2)	**Fair value loss on the Group's investment in a private equity fund and the Mandalay Airport.**
1.8	**Interest income from the convertible loan to Yoma Micro Power to pre-fund the scale up of its business.**
(2.8)	**Fair value loss from the shopping mall in Dalian, other currency translation losses, gains from the disposal of PPE, etc.**
(3.0)	**Provisions for the winding up costs in relation to Metro**
28.8	**Other gains**

[1] The operator fee income revenue, which is based on a 70% share of the profit of HRGCCL, the owner of Pun Hlaing Golf and Country Club, includes an annual valuation exercise in HRGCCL's 6M-Sept2021's income statement.

[2] Currency effects from the consolidation of the Group's subsidiaries with different foreign currencies (which includes the translation of non-monetary assets, such as investment properties, into the Group's reporting currency) is reflected in other comprehensive income ("OCI") and affects the currency translation reserves in balance sheet equity. The effect of the strengthening of USD against MMK would result in a countervailing OCI loss during this consolidation exercise which has a negative impact on the value of the net assets of the Group.

Illustration of Investment Properties FMV Movements



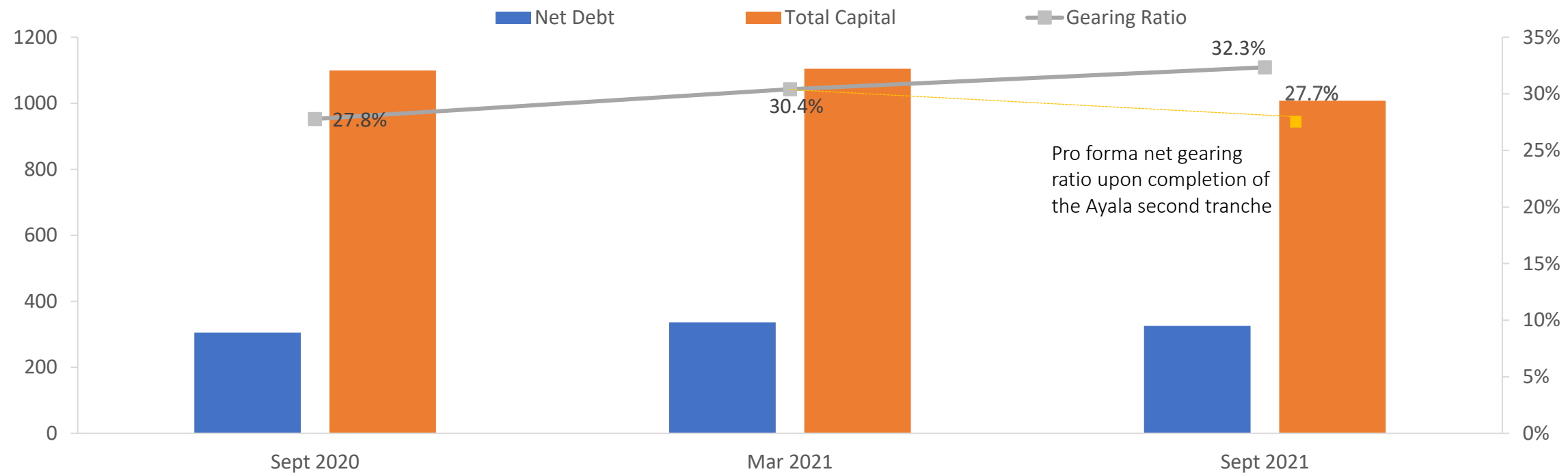
*Fair value gain in subsidiary's income statement translated using average rate 1484 for FY2021 in the Group's consolidated income statement

** Arising from the difference in closing rate 1311 for FY2020 and 1852 for FY2021

6M-Sep2021 Key Financial Highlights – Balance Sheet

Net Debt & Net Gearing Ratio

US$ million

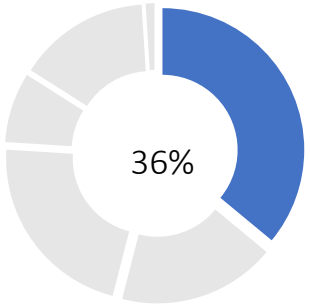


- The increase in gearing was mainly due to the decease in equity in 6M-Sep2021. Gross borrowings decreased during the period.
- Gearing ratio continues to remain well below the maximum target of 40%.

[1] The net gearing ratio is calculated as net debt divided by total capital. Net debt is calculated as borrowings (excluding loans from non-controlling interests) less cash and cash equivalents. Total capital is calculated as total equity plus net debt.

Segment Results - Yoma Land Development

Revenue Contribution:



Revenue:
US$15.6 million
-16% y-o-y

Core operating EBITDA excluding extraordinary items and current year provisions:
US$1.0 million
-57% y-o-y

Earning Highlights (US$ million)	6M-Sep2020	6M-Sep2021
Revenue	18.6	15.6
Gross profit	5.5	2.8
Loss before income tax	(2.4)	(5.3)
Core Operating EBITDA excluding extraordinary items and current year provisions	**2.3**	**1.0**

Revenue decline Y-o-Y was primarily due to the decrease in revenue recognition at the Yoma Central project due to the project's suspension.

- Revenue from StarCity and Pun Hlaing Estate remained relatively stable.
- Decrease in revenue from City Loft was offset by increase in revenue from Star Villas as well as land sales at Pun Hlaing Estate.
- Customer activity at both estates has picked up as the demand for hard assets continues.

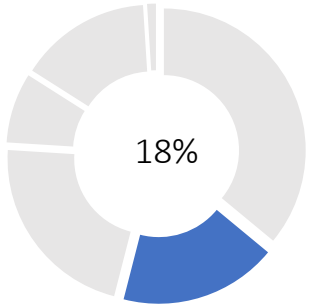
Unrecognised revenue of US$13.1 million for the sold units at StarCity and Pun Hlaing Estate is expected to be realised as construction progresses:

- **City Loft @ StarCity**: As at 30 September 2021, 931 units were launched for sale, of which 783 units were booked and sold.
- **Star Villas**: 30 units of the 32 launched units were booked and sold as at 30 September 2021.

Differences in total due to rounding, N.M: Not meaningful
For the purpose of this section, core operating EBITDA refers to earnings before interest, taxes, depreciation and amortisation of operating subsidiaries excluding currency translation differences. In the case of Real Estate Development, core operating EBITDA excludes EBITDA of the Yoma Central project as administrative expenses form part of the overall project budget and have been funded according to the shareholders' agreement.

Segment Results - Yoma Land Services

Revenue Contribution:



Revenue:
US$8.3 million
124% y-o-y

Core operating EBITDA excluding extraordinary items and current year provisions:
US$44.5 million
490% y-o-y

Earning Highlights (US$ million)	6M-Sep2020	6M-Sep2021
Revenue	3.7	8.3
Gross profit	1.6	5.8
(Loss)/profit before income tax	(12.4)	43.7
Core Operating EBITDA excluding extraordinary items and current year provisions	**(11.4)**	**44.5**

Revenue increased significantly Y-o-Y primarily due to higher operating fee income from the Hlaing River Golf and Country Club.

- Leasing revenue declined due to lower rental rates which were offered to boost occupancy levels at Pun Hlaing Estate and StarCity

Core Operating EBITDA reflects the annual fair valuation exercise of the Group's investment properties.

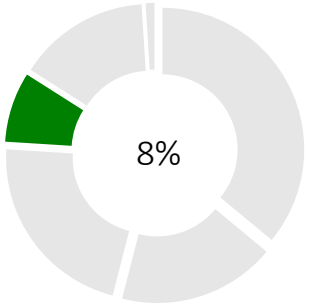
Residential leasing is expected to remain active due to the attractiveness of both estates. Furthermore, the Group expects to recognize incremental commercial leasing revenue following the conversion of the Dulwich College Campus at StarCity.

Differences in total due to rounding, N.M: Not meaningful

For the purpose of this section, core operating EBITDA refers to earnings before interest, taxes, depreciation and amortisation of operating subsidiaries excluding currency translation differences,

Segment Results - Yoma Financial Services

Revenue Contribution:



Revenue:
US$3.3 million
-13% y-o-y

Core operating EBITDA excluding extraordinary items and current year provisions:
US$2.4 million
-8% y-o-y

Earning Highlights (US$ million)	6M-Sep2020	6M-Sep2021
Revenue	3.8	3.3
Gross profit	2.0	1.5
Profit/(loss) before income tax	3.0	(0.1)
Core Operating EBITDA excluding extraordinary items and current year provisions	**2.6**	**2.4**

Yoma Fleet

- Fleet size shrank by 2.7% to 1,315 vehicles with corresponding decrease in revenue
  - Operating lease and daily rental businesses continue to face headwinds from the third wave of COVID-19 and the uncertain operating environment.
  - Yoma Plus consumer finance platform to provide an incremental revenue stream since its launch in November 2020.
- Third party AUM at US$40.9 million and unlikely to scale in the near- to medium-term until financing markets reopen.

Wave Money

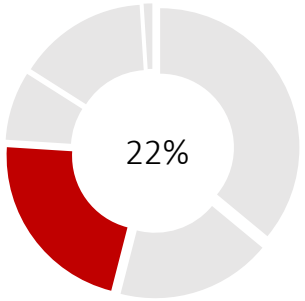
- Revenue, particularly at the OTC business, declined due to the downturn in the macro economy and third wave of COVID-19, the disruption of 4G mobile services and the cash shortages in the market.
- EBITDA remained positive despite the above headwinds due to the with strong cost control measures implemented.
- Digital business has recovered substantially following the restoration of the 4G mobile network and the focus on digitalizing financial services by the Central Bank of Myanmar.

Differences in total due to rounding N.M: Not meaningful

For the purpose of this section, core operating EBITDA refers to earnings before interest, taxes, depreciation and amortisation of operating subsidiaries excluding currency translation differences.

Segment Results - Yoma F&B

Revenue Contribution:



Revenue:
US$9.2 million
-26% y-o-y

Core operating EBITDA excluding extraordinary items and current year provisions:
US$0.8 million
-43% y-o-y

Earning Highlights (US$ million)	6M-Sep2020	6M-Sep2021
Revenue - Restaurants	9.4	6.5
Revenue – Logistics	3.1	2.7
Total revenue - F&B	12.5	9.2
Gross profit - Restaurants	4.5	2.9
Gross profit – Logistics	0.2	0.1
Total gross profit - F&B	4.7	3.0
Loss before income tax	(4.3)	(13.1)
Core operating EBITDA excluding extraordinary items and current year provisions	**1.4**	**0.8**

Restaurants business faced significant disruptions and shifts during 6M-Sep2021:

- Right-sized its operations to focus on profitability going forward. Store closures resulted in significant write-downs during the period.
- Shortened operating hours, disrupted trade zones, precautionary health and safety measures and disruptions to consumer spending from the third wave of COVID-19 and the uncertain operating environment.
- Increase in delivery sales mix affected margins from an increase in commissions and packaging costs.
- Substantial reduction in fixed overheads from cost control measures.

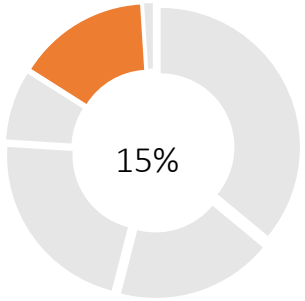
Logistics business was also impacted due to:

- Lower demand for transportation services in the beverage industry and lower B2C activities.
- COVID-19 related restrictions affecting transport operations and services.

Differences in total due to rounding, N.M: Not meaningful
For the purpose of this section, core operating EBITDA refers to earnings before interest, taxes, depreciation and amortisation of operating subsidiaries excluding currency translation differences.

Segment Results - Yoma Motors

Revenue Contribution:



Revenue:
US$6.3 million
-49% y-o-y

Core operating EBITDA excluding extraordinary items and current year provisions:
US$(0.1) million
-120% y-o-y

Earning Highlights (US$ million)	6M-Sep2020	6M-Sep2021
Revenue - Heavy Equipment	9.1	4.8
Revenue - Automotive	3.2	1.5
Total revenue - Motors	12.3	6.3
Gross profit - Heavy Equipment	1.5	0.7
Gross profit – Automotive	0.9	0.5
Total gross profit – Motors	**2.4**	**1.2**
Profit/(loss) before income tax	0.6	(3.2)
Core operating EBITDA excluding extraordinary items and current year provisions	**0.5**	**(0.1)**

Heavy Equipment business impacted by the absence of government tenders and a lower demand environment (monsoon season, falling crop prices, disruptions to hire-purchase financing from local banks to customers).

- New Holland sold 122 tractors in 6M-Sept2021 vs. 198 tractors in 6M-Sept2020, while JCB sold 3 machines in 6M-Sept2021 vs. 18 machines in 6M-Sept2020.

Automotive business continued to be impacted by periodic closures of vehicle registration offices and dealer showrooms and similar disruptions to customer financing arrangements.

- Volkswagen sold 41 vehicles in 6M-Sept2021 vs. 60 vehicles in 6M-Sept2020.
- Ducati sold 33 motorbikes in 6M-Sept2021 vs. 43 motorbikes in 6M-Sept2020.

Joint ventures were also impacted by the above with Mitsubishi Motors sales selling 373 vehicles in 6M-Sept2021 vs. 483 vehicles in 6M-Sept2020.

Differences in total due to rounding, N.M: Not meaningful

For the purpose of this section, core operating EBITDA refers to earnings before interest, taxes, depreciation and amortisation of operating subsidiaries excluding currency translation differences.

6M-Sept2021 Strategic Updates

Update on the Ayala second tranche

- The long stop date has been extended to 31st December 2021.

Wave Money

- Previous agreement to acquire Telenor's 51% stake in Wave Money. The Group remains in discussion with Telenor regarding Wave Money's future strategy and structure.

Note: This news release should be read in conjunction with the results announcement released on the SGXNet on 26 November 2021.

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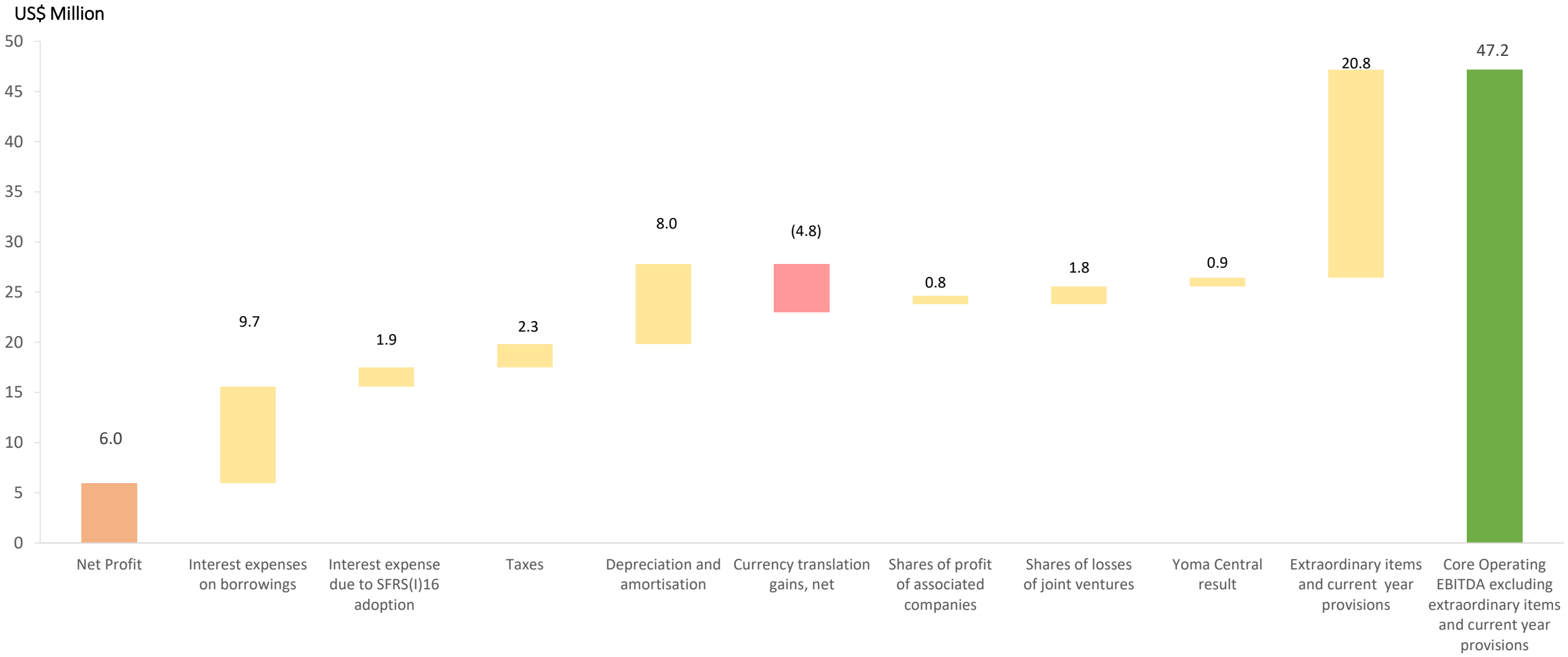
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Appendix

6M-Sep 2021 Core Operating EBITDA excluding extraordinary items and current year provisions



Appendix

Profit and Loss – 6M-Sep2020 vs 6M-Sep2021

	6M-Sep2020							6M-Sep2021						
	Real Estate Development	Real Estate Services	Financial Services	F&B	Motors	Investment & Corporate	Total	Real Estate Development	Real Estate Services	Financial Services	F&B	Motors	Investment & Corporate	Total
Revenue		3.7	3.8	12.5	12.3	0.4	51.2	15.6	8.3	3.3	9.2	6.3	0.6	43.4
Cost of sales	(13.0)	(2.1)	(1.8)	(7.8)	(9.9)	N.M	(34.6)	(12.9)	(2.5)	(1.7)	(6.2)	(5.2)	(0.2)	(28.7)
Gross profit	**5.5**	**1.6**	**2.0**	**4.7**	**2.4**	**0.3**	**16.6**	**2.8**	**5.8**	**1.5**	**3.0**	**1.2**	**0.4**	**14.7**
Other (loss)/income – net	(1.7)	(11.8)	0.4	1.1	0.8	(5.3)	(16.5)	(0.2)	39.2	(1.2)	(4.6)	(1.6)	(2.7)	28.8
Expenses:-														
Administrative	(3.9)	(1.7)	(1.1)	(8.5)	(3.0)	(6.3)	(24.4)	(4.6)	(1.2)	(0.7)	(10.6)	(2.1)	(3.0)	(22.1)
Finance	(2.3)	0.1	(0.2)	(0.8)	(0.1)	(9.6)	(12.9)	(2.2)	(0.1)	(0.1)	(0.5)	(0.1)	(7.5)	(10.6)
Share of (losses)/profits of joint ventures	-	(0.7)	-	N.M	0.5	(1.0)	(1.2)	-	N.M	-	N.M	(0.6)	(1.2)	(1.8)
Share of profits/(losses) of associated companies	N.M	-	1.9	(0.8)	-	(7.8)	(6.7)	(1.0)	-	0.4	(0.5)	-	0.3	(0.8)
Loss/(profit) before income tax	**(2.4)**	**(12.4)**	**3.0**	**(4.3)**	**0.6**	**(29.7)**	**(45.2)**	**(5.3)**	**43.7**	**(0.1)**	**(13.1)**	**(3.2)**	**(13.8)**	**8.3**
Add back:														
Interest expense	2.2	0.5	0.2	0.8	0.1	6.8	10.6	2.2	0.1	0.1	0.5	0.1	8.6	11.6
Depreciation and amortisation	0.3	0.7	1.6	5.0	0.9	0.4	8.8	0.8	0.4	1.6	3.5	0.9	0.8	8.0
Share of (profits)/losses of joint ventures	-	0.7	-	N.M	(0.5)	1.0	1.2	-	N.M	-	N.M	0.6	1.2	1.8
Share of (profits)/losses of associated companies	N.M	-	(1.9)	0.8	-	7.8	6.7	1.0	-	(0.4)	0.5	-	(0.3)	0.8
Currency translation (gains)/losses, net	0.8	(1.1)	(0.3)	(0.8)	(0.6)	3.3	1.4	(4.0)	N.M	0.6	0.9	1.5	(3.8)	(4.8)
Yoma Central result	0.7	-	-	-	-	-	0.7	0.9	-	-	-	-	-	0.9
Extraordinary items and current year provisions	0.8	0.2	N.M	N.M	0.1	6.3	7.3	5.4	0.3	0.7	8.6	0.1	5.7	20.8
Core operating EBITDA excluding extraordinary items and current year provisions	**2.3**	**(11.4)**	**2.6**	**1.4**	**0.5**	**(4.0)**	**(8.6)**	**1.0**	**44.5**	**2.4**	**0.8**	**(0.1)**	**(1.5)**	**47.2**

Differences in total due to rounding, N.M : Not Meaningful