



# A LANDMARK YEAR

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**10<sup>th</sup> ANNUAL GENERAL MEETING**

26 July 2016

# Agenda

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## **Section 1: Economic Overview & Strategic Outlook**

*By Mr Serge Pun, Executive Chairman*

## **Section 2: Performance Overview**

*By Mr Melvyn Pun, Chief Executive Officer*

## **Section 3: Landmark Development Overview**

*By Mr Cyrus Pun, Head of Real Estate*

## **Questions & Answers**

# **Section 1: Economic Overview & Strategic Outlook**

*By Mr Serge Pun, Executive Chairman*

## Key Economic Events

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### **First Successful Democratic Election**

A new milestone in the significant political and economic reform process



### **Increase in Foreign Investment**

Grew from US\$8.0 billion in FY2015 to US\$9.4 billion in FY2016



### **Strong Economic Growth**

ADB projects GDP to grow by 8.6% in FY2017

# Talent Development



**Developing next tier of local management**

**Grooming and empowering our talent**



*We have a workforce of 2,029 employees from more than 15 nationalities and our workforce statistics show an almost equal gender balance*

# Giving Back To Our Communities

**10,000 Families and 45,000 Individuals**

benefited from our flood relief efforts

**More than 1,800 Individuals**

attended the responsible business seminars and workshops

**More than 4,000 Children**

benefited from our CSR projects

**More than 6,000 Runners**

participated in the 4th Yoma Yangon  
International Marathon



# Corporate Governance Focus

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## **Best Managed Board Award (Gold), 2016**

Singapore Corporate Awards for the S\$300 million to S\$1 billion Market Cap Category

## **Ranked 17th among the 100 largest SGX-listed companies, 2015**

ASEAN Corporate Governance Scorecard

## **Ranked 48th out of 639 SGX-listed companies, 2015**

Governance & Transparency Index

## **Ranked the Most Transparent Company, 2015**

SIAS Investors' Choice Awards for the Construction & Materials Category



# Investors' Engagement



Some **100 participants** participated in the annual shareholders' trip

Engaged with over **400 people** from the investment community



# Dividend Policy

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Proposed a **cash dividend of 0.25 cents** per ordinary share **for FY2016**

**Proposed an annual dividend payout** of between 10% to 20% of its profit after income tax attributable to shareholders\*

\* Dividend payout is subject to (a) the level of cash, gearing, return on equity and retained earnings; (b) expected financial performance; (c) projected levels of capital expenditure and other investment plans; (d) restrictions on the payment of dividends that may be imposed by the Group's financing arrangements; and (e) such other factors that the Directors deem appropriate. The declaration and payment of dividends is determined at the sole discretion of the Board.

# **Section 2: Performance Overview**

*By Mr Melvyn Pun, Chief Executive Officer*

# Business Pillars

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## 3 CORE PILLARS



**REAL ESTATE**



**AUTOMOTIVE  
& EQUIPMENT**



**CONSUMER**



**INVESTMENTS**

# Focus for FY2016

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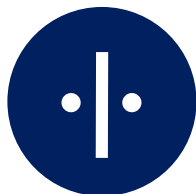
## Strong FY2016 Performance

Net profit attributable to shareholders grew by 33%



## Focus on Key Businesses

Strategic vision to focus on Real Estate, Automotive & Equipment and Consumer



## Developing Clear Business Structure

Yoma Strategic and FMI businesses have different focuses

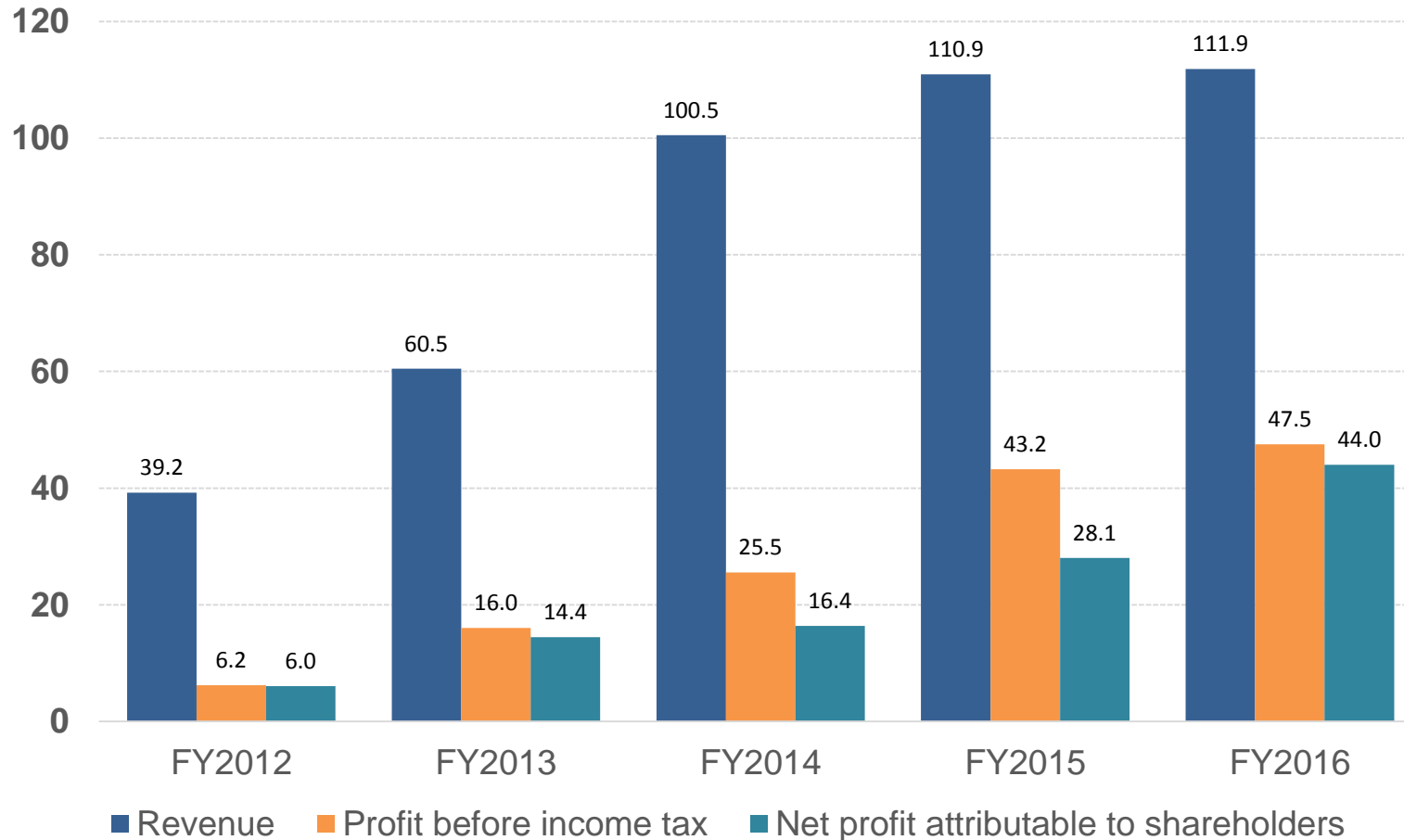


## Strong Growth in Non-Real Estate Businesses

Revenue from non-real estate businesses grew by 159%

# Financial Performance Since 2012

\$ Million



**3x**

increase in  
**REVENUE**

**8x**

increase in  
**PROFIT BEFORE  
INCOME TAX**

**6x**

increase in  
**NET PROFIT  
ATTRIBUTABLE TO  
SHAREHOLDERS**

# Real Estate

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**REAL ESTATE**



**AUTOMOTIVE & EQUIPMENT**



**CONSUMER**



**INVESTMENTS**

# Real Estate Initiatives

Rebranding of  
Pun Hlaing  
Estate

Rebranding  
of StarCity

Launching of  
Dulwich College  
Yangon

Facilitating  
Mortgages

Widening  
Product  
Offerings



# Rebranding of Pun Hlaing Estate and StarCity



**PUN HLAING**  
ESTATE

“A Place We Call Home”

Enjoying the company of friends

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The Good Life.

starcityyangon.com

**STARCITY**

Sharing moments of love

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The Good Life.

**STARCITY**

Living The Good Life

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The Good Life.

**STARCITY**

LOTUS HILL

Take the high ground in life

FIND OUT HOW

BUY PROPERTY LIVING IN PUNHLAING LIFESTYLE WHAT'S ON CONTACT

**STARCITY**



# Launching of Dulwich College Yangon

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**DULWICH COLLEGE**  
| YANGON |



New international school campuses in  
**Pun Hlaing Estate and StarCity**

# New Product Launch

**LH**  
LOTUS  
HILL

## Views

Last remaining golf course views at Pun Hlaing Estate

## Lake

landscaped lake with water fountains to be surrounded by walkways

## Amenities Area

Multi-use amenity centre will include swimming pool, covered playground and multi-use hard-surface court

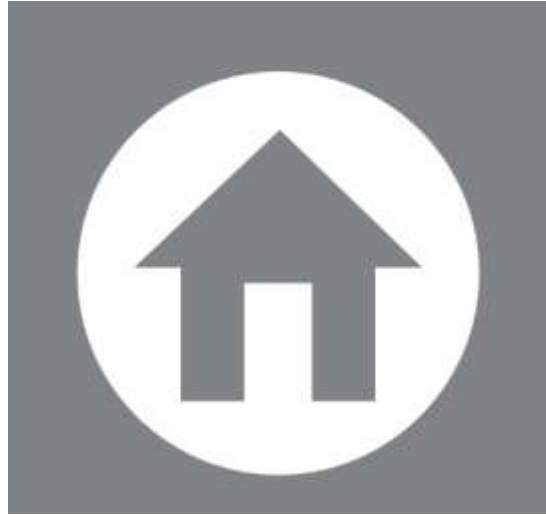


## Lush Environment

There will be a well-maintained and manicured landscape with driveways to individual villas

# Automotive & Equipment

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REAL ESTATE



AUTOMOTIVE & EQUIPMENT



CONSUMER



INVESTMENTS

# Automotive & Equipment

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Myanmar  
**2nd BIGGEST MARKET**  
in SouthEast Asia

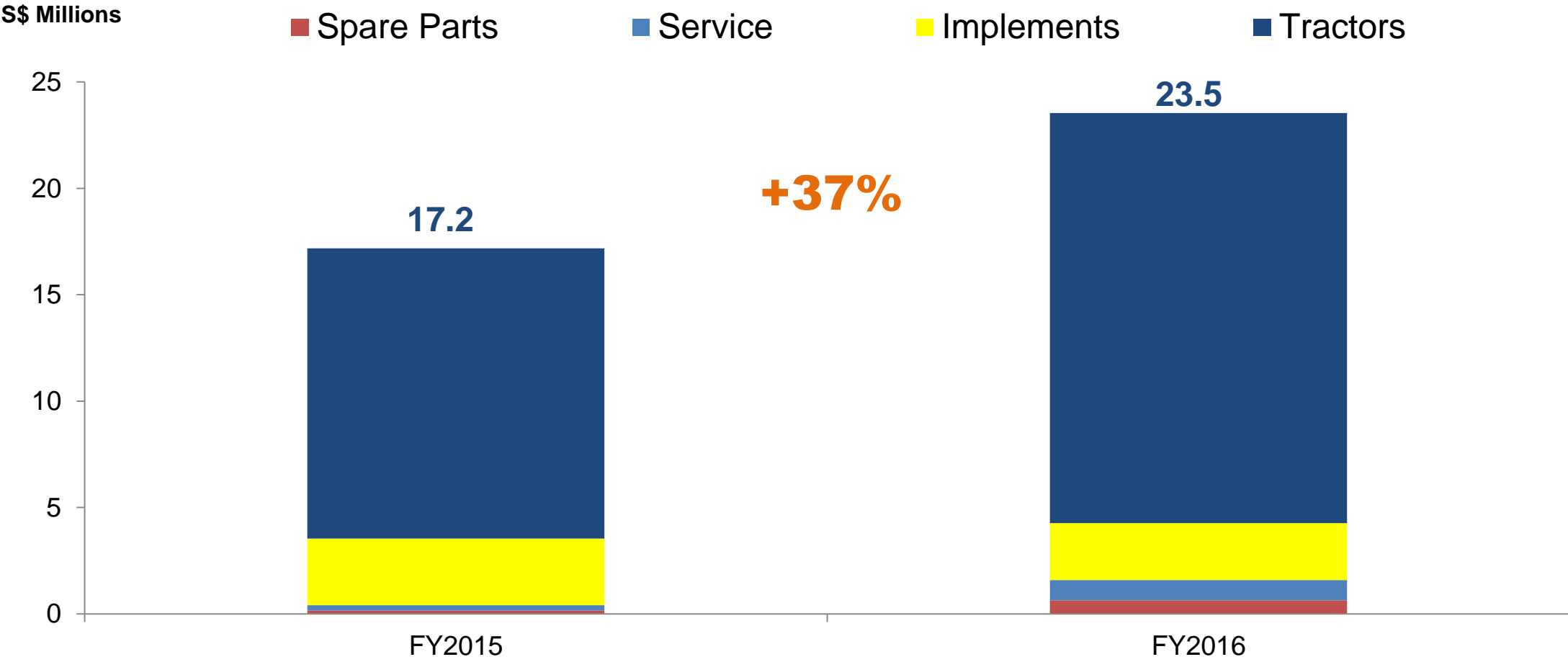
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A Comprehensive  
**SUITE OF BRANDS**  
to serve our customers



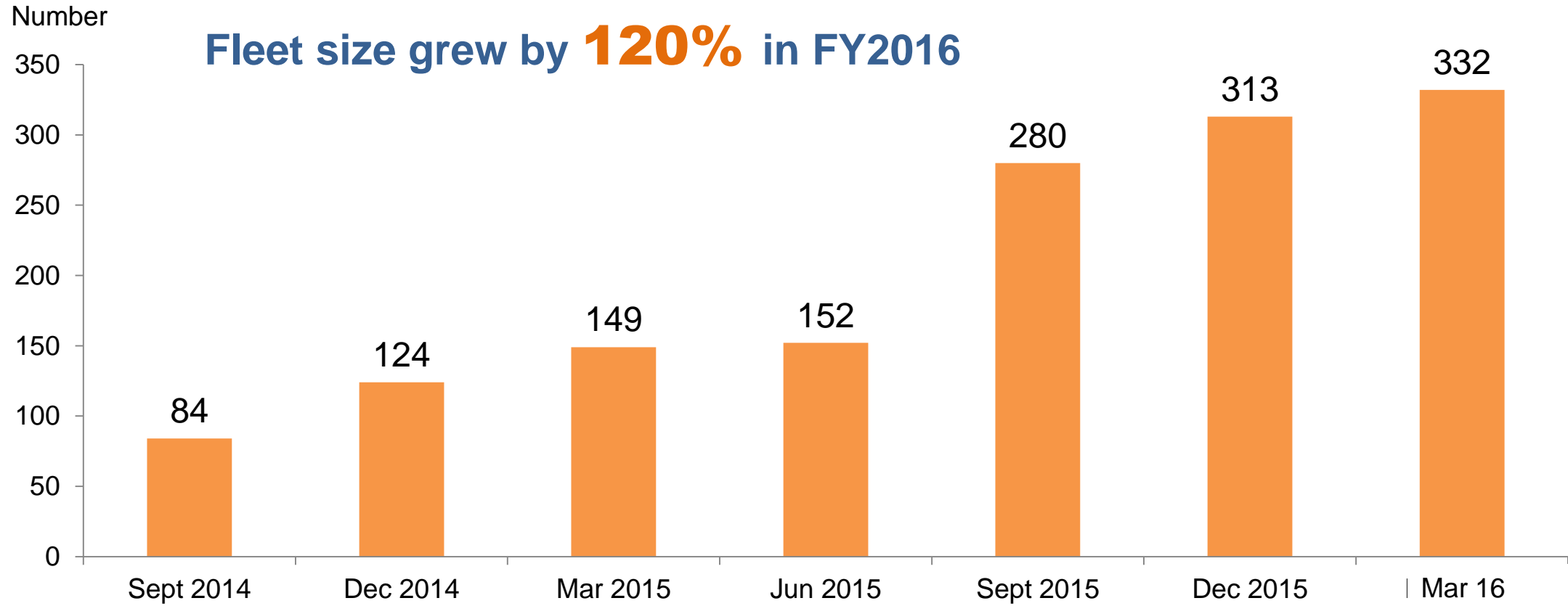
**FIRST MOVER ADVANTAGE**  
in vehicle leasing market

# Case New Holland



Please note that Yoma Strategic acquired New Holland business in Feb 2015

# Yoma Fleet



# Passenger Vehicle Sales

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**FY2017**



**MITSUBISHI  
MOTORS**

**FY2018**



# Consumer

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REAL ESTATE



AUTOMOTIVE & EQUIPMENT



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INVESTMENTS



# KFC Myanmar



One of the leading consumer brands in Myanmar with more the 250,000 Facebook 

Created jobs for more than

**350**

local team members

Awards Recognition from Yum! Brands

KFC Myanmar

**ROOKIE OF THE YEAR**

KFC ONE Store

**PEOPLE'S CHOICE BEST FLAGSHIP AWARD**

# Food And Beverage Distribution

Access Myanmar  
Distribution Co. Ltd

Estimated

**60,000**

direct and indirect  
point of sales



KOSPA Limited

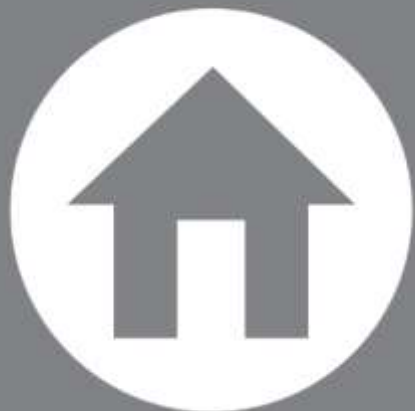
**FIRST**

integrated  
cold chain  
logistics network



# Investments

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REAL ESTATE



AUTOMOTIVE & EQUIPMENT

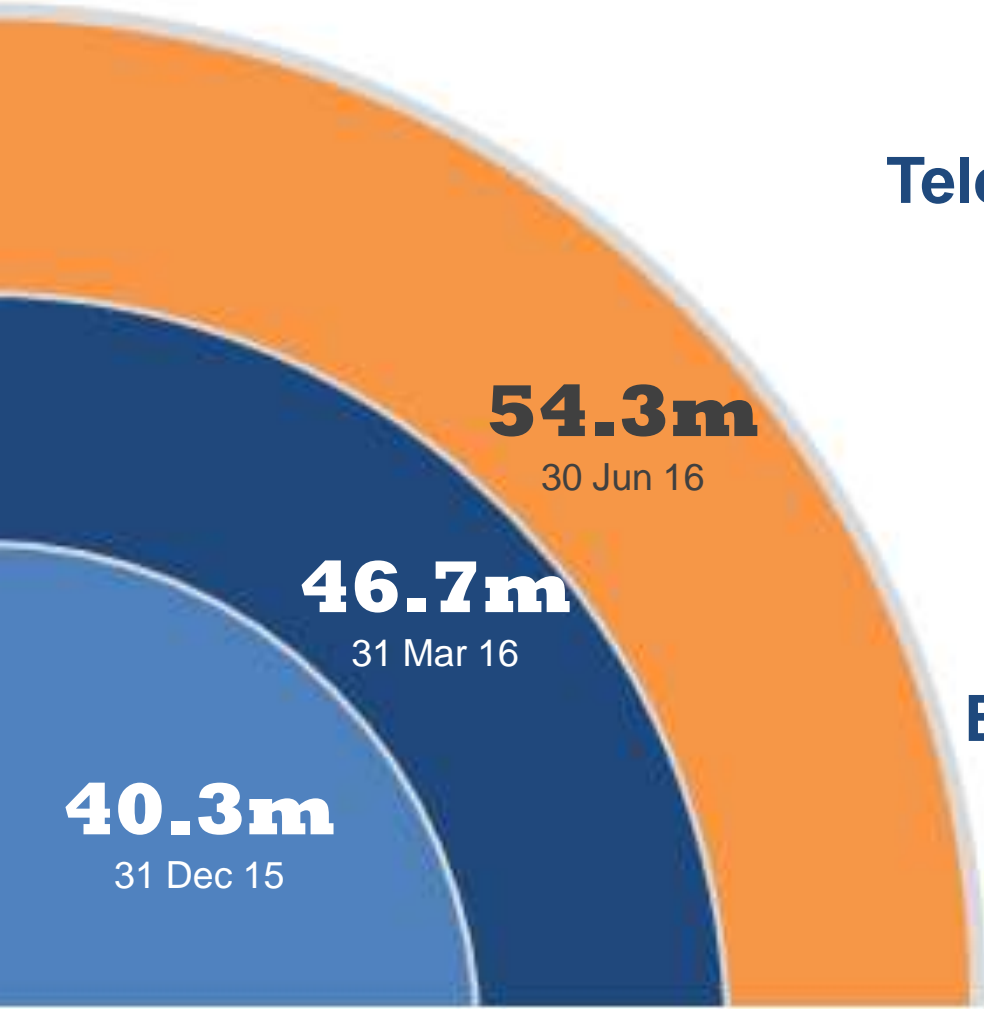


CONSUMER



INVESTMENTS

# Telecommunications Towers



Value of 25% Put Option in US\$ Million

Telecommunications infrastructure remains **one of the fastest growing sectors**

Value of put option with edotco increased by **more than 30% in 6 months**

Expected growth in portfolio from 1,250 towers **to 5,000 over 3 years**

# Section 3: Landmark Development Overview

*By Mr Cyrus Pun, Head of Real Estate*

# Landmark Development Key Events

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## Lease extension from Government

Extension of Master Lease signed by the Ministry of Transport and Communications via Myanmar Railway



## Separate leases granted for The Peninsula Yangon and Mixed-Use Development



## Firm commitment from major partners

Signed agreements with joint venture partners

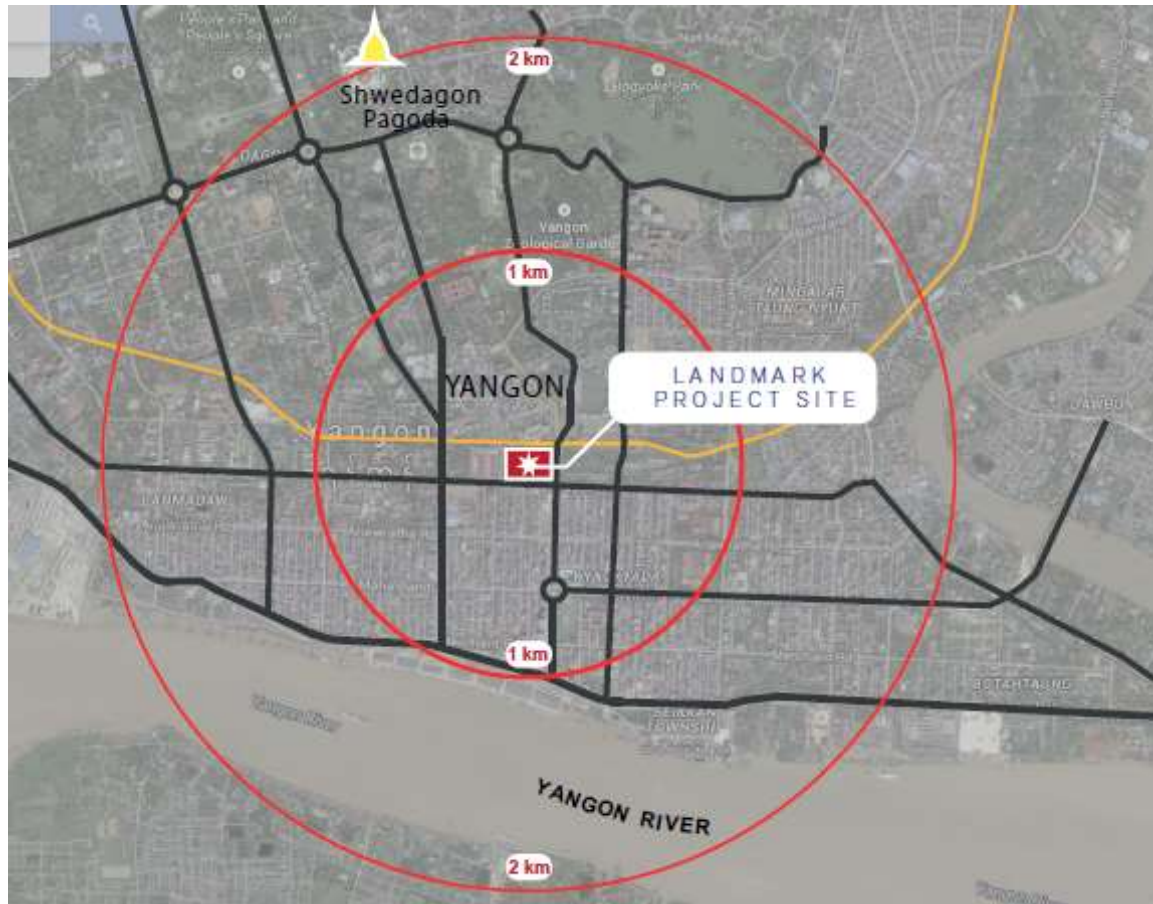


## Finalisation of design plans

Increase in Gross Floor Area by approximately 15%

# Location

Prestigious site in the heart of the CBD, commercial epicentre of Yangon



# Current Site Condition

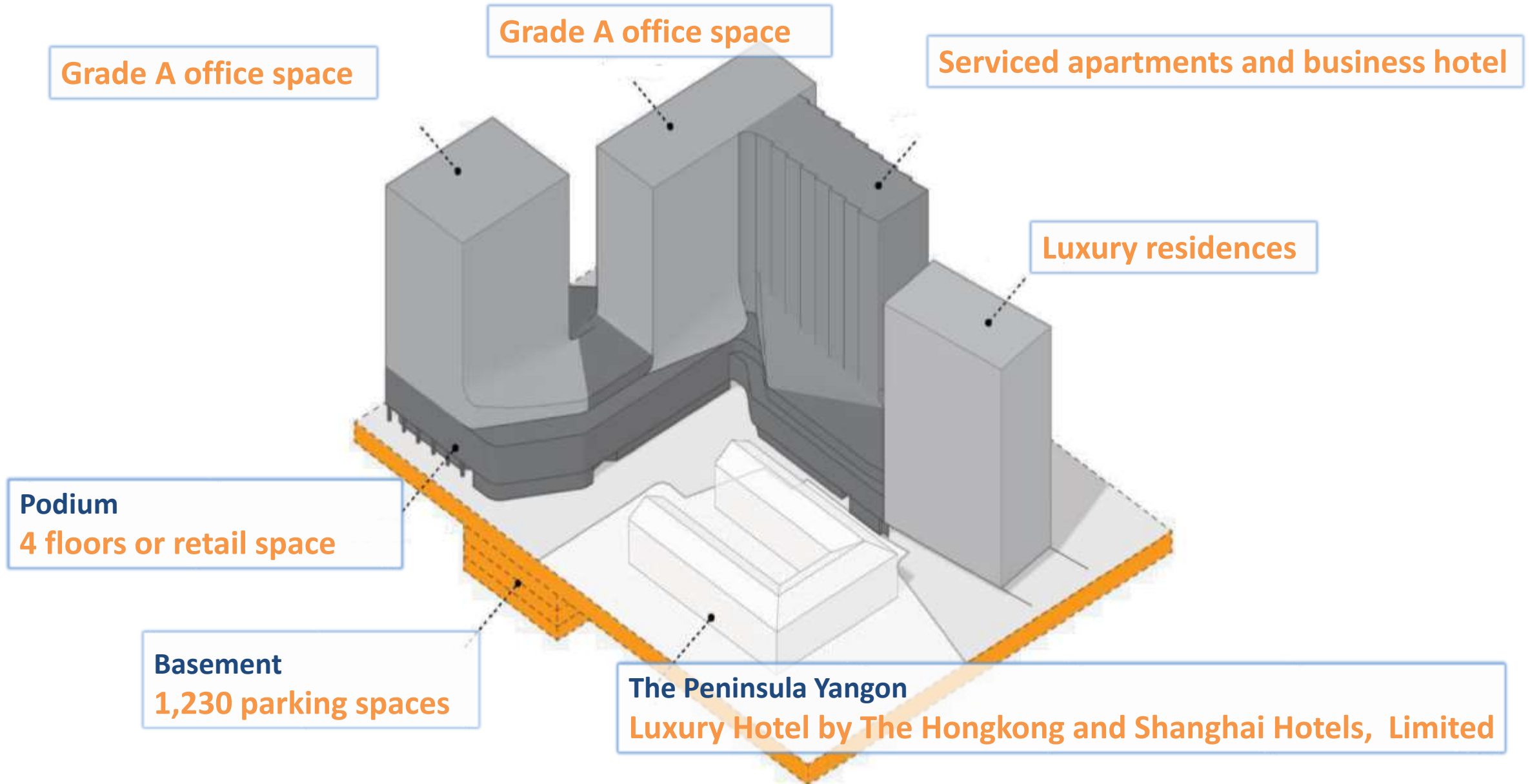




# The Future Landmark Development



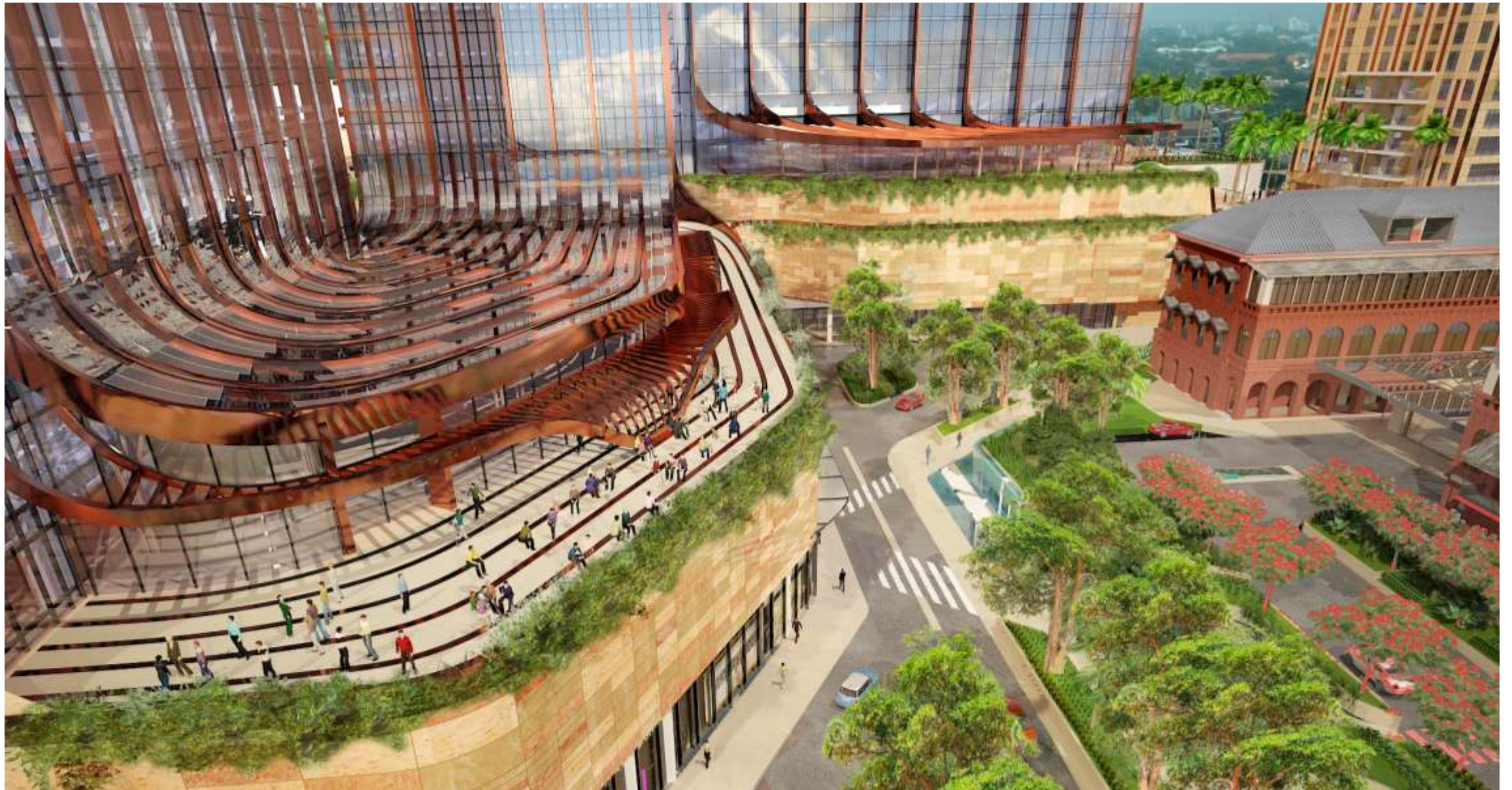
# Design Plan



# Grade A Office Space

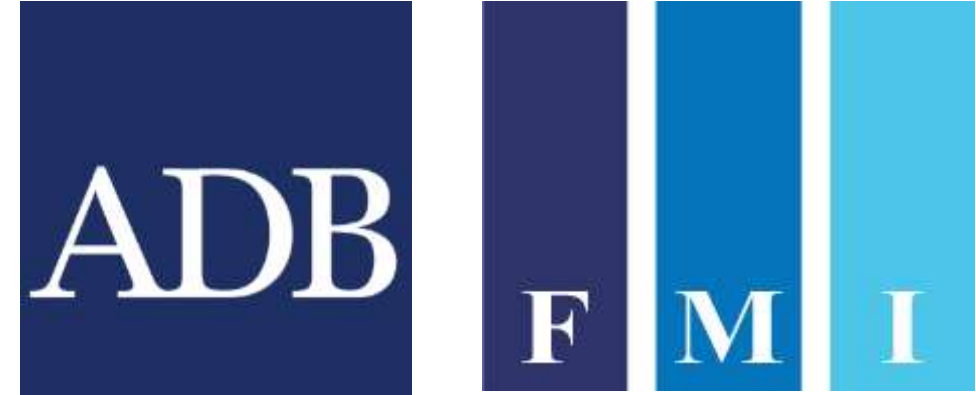


# The Retail Podium



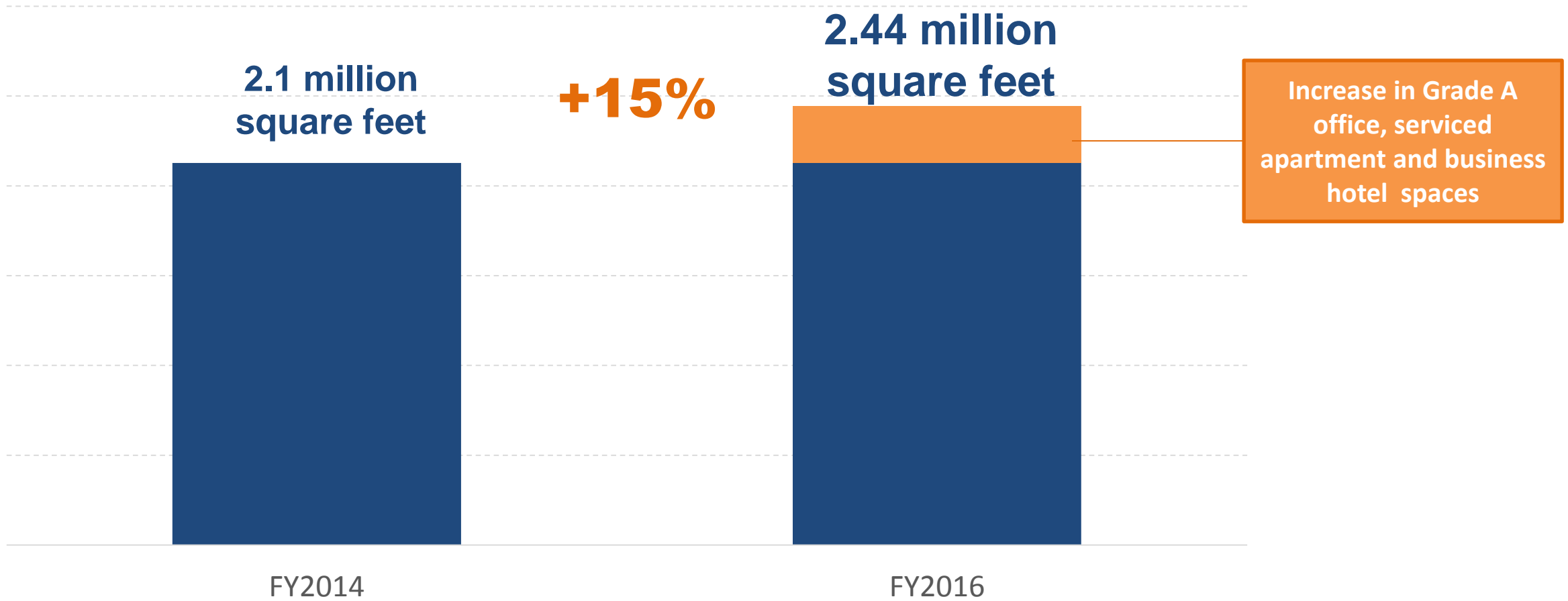
# Our Partners

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THE HONGKONG AND SHANGHAI HOTELS, LIMITED  
香港上海大酒店有限公司

# Project Gross Floor Area





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# QUESTIONS & ANSWERS

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