YOMA

STRATEGIC HOLDINGS LTD.

FY2019 Annual General Meeting

24 July 2019













EXECUTIVE CHAIRMAN'S ADDRESS

Mr. Serge Pun

Myanmar Economic Outlook

- ADB forecasts 6.6% for fiscal 2019 and 6.8% for fiscal 2020
- Pro-business reforms are expected to provide better framework for FDI
- Myanmar to benefit from China's Belt & Road Initiative
- Smooth and stable General Election will ensure continued or faster pace of reform





Maintaining Fundamentals



Investor Satisfaction

- Shareholder engagement
- Corporate governance

Customer Satisfaction

- Understand the changing needs of the Myanmar consumer

Employee Satisfaction

- Build a strong pool of talent

CEO’S PRESENTATION

Mr. Melvyn Pun

FY2019 Financial Highlights

Driven by continued growth at Yoma Financial Services and Yoma F&B as well as positive momentum at Yoma Land

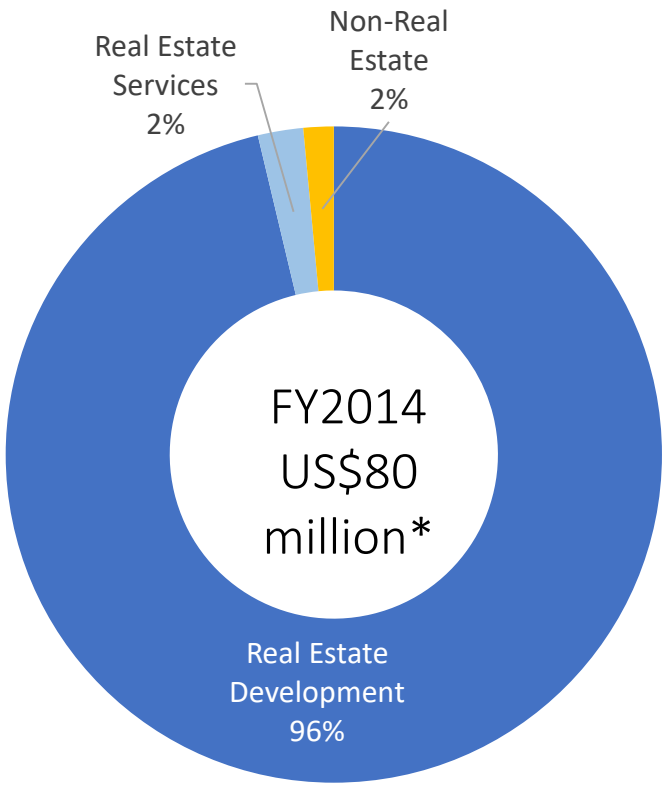


*Based on an exchange rate of 1 USD to 1.36 SGD

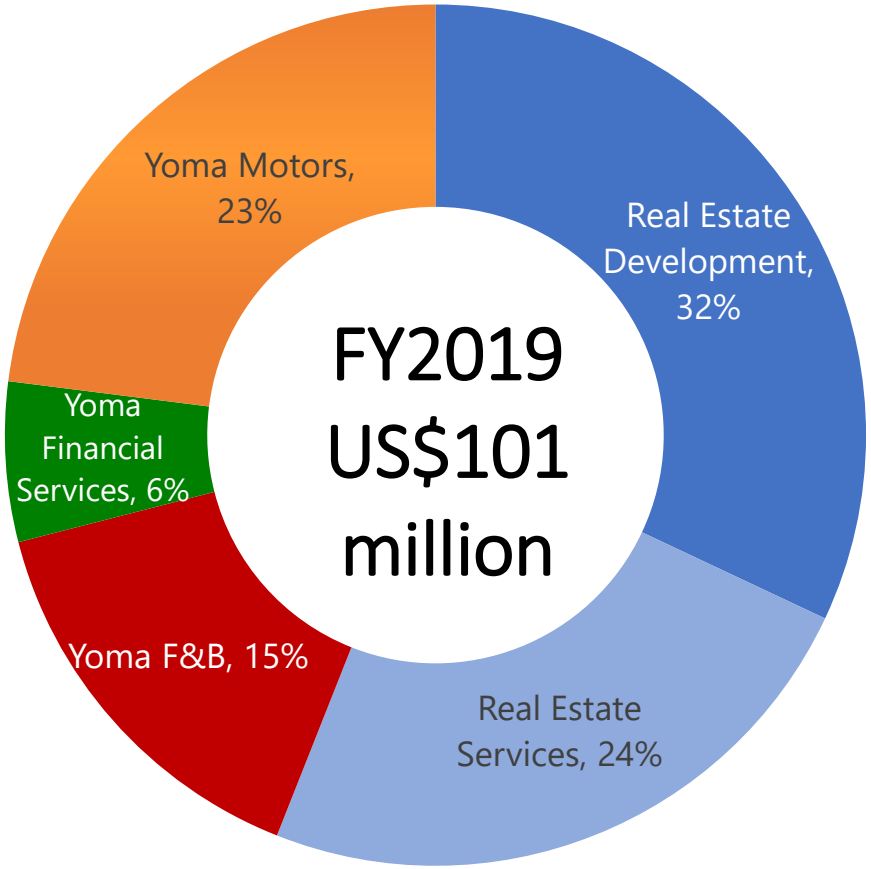
Transformation Over the Last Five Years

Strengthened our business profile and improved our earnings drivers

Non-Real Estate businesses contributed 44% of revenue whereas Real Estate Development and Services businesses contributed 32% and 24% of revenue respectively.



REVENUE WAS MAINLY DRIVEN BY REAL ESTATE DEVELOPMENT



A MORE BALANCE DIVERSIFIED CONGLOMERATE

*Based on FY2014 revenue of S$100.5 million and an average rate of 1 USD to 1.26 SGD

Business Segments

Many of our Non-Real Estate businesses are now coming out of their incubation phases with improving EBITDA performances

Yoma Land (Development)

- Revenue: US$31.8 Million +89% y-o-y.
- Core Operating EBITDA: US$9.7 Million -8% y-o-y

Yoma Land (Services)

- Revenue: US$24.4 Million +155% y-o-y
- Core Operating EBITDA: US$90.3 Million +412% y-o-y

Yoma F&B

- Revenue: US$14.6 Million +39% y-o-y
- Core Operating EBITDA: (US$1.1) Million +18% y-o-y

Yoma Financial Services

- Revenue: US$6.3 Million +25% y-o-y
- Core Operating EBITDA: US$4.0 Million +40% y-o-y

Yoma Motors

- Revenue: US$22.7 Million -30% y-o-y
- Core Operating EBITDA: (US$2.3 Million) -86% y-o-y

Progress through business cycle

Continues to be well-poised to capture new business opportunities in Myanmar

e.co enabling connectivity

More than **3X** multiple of investment

Invested **US$20 million** for a 25% stake

Investment grew to **US$70 million** by end of 2016

Disposed of 12.5% for **US$35.0 million** in December 2016

YOMA Fleet® Vehicle Lease & Rentals

IRR of **>50%**

Net investment to-date of about **US$14 million**

Tokyo Century invested **US$26.6 million** for a 20% stake in April 2019

Reflects post money implied valuation of **US$133 million**

- Yoma Land
- Yoma F&B
- Yoma Motors
- Yoma Financial Services



Presence in Cities

	Yoma Land	Yoma F&B	Yoma Motors	Yoma Financial Services
YANGON REGION	1	1	1	1
BAGO REGION		5	1	14
MANDALAY REGION		4	3	16
AYERYARWADY REGION		4	2	16
MON STATE		2		6
MAGWAY REGION		2	2	9
KACHIN STATE		4		8
KAYIN STATE				4
SAGAING REGION		3	2	11
KAYAH STATE				1
SHAN STATE		6	3	17
RAKHINE STATE				5
TANINTHAYI REGION		2	1	3
CHIN STATE				1
TOTAL:	1	33	15	112

Scaling Up Our Presence

YOMA LAND

3
large-scale real estate developments in Yangon

>9
million sq ft of landbank

YOMA F&B

72
restaurants and stores in 11 cities

30
locations comprising warehouses, branches and depots. (bottling)

2
warehouse facilities (distribution and logistics)

YOMA MOTORS

14
heavy equipment branches

9
passenger and commercial vehicle showrooms in four cities[1]

YOMA FINANCIAL SERVICES

15
Yoma Fleet branches in 11 cities with vehicles

289
townships and c.45,000 Wave Money agents nationwide

Information as at 31 March 2019.
1. *Including two dealerships*

Yoma Land

Build sustainable avenues of revenue







Broaden product offering

Launch of City Loft, an affordable mass market housing division to drive sales volume

Optimising large land bank

Existing land bank in Pun Hlaing Estate and Star City is sufficient for 10+ years of development. Master plan being revised to optimise and fit the improved economic conditions

Increase recurring rental revenue

Sizeable jump in revenue starting in 2021 once Yoma Central becomes operational. Team is opportunistically adding investment properties portfolio to grow ahead of 2021

Yoma F&B

Strengthened bottling and distribution and logistics platform







Pernod Ricard introduced Seagram

Launched two new whiskeys under the Seagram's brand umbrella and improved its bottling facilities and operations

Partnership with SF Express

KOSPA forms joint venture with SF Express to widen its scope of logistics services

METRO Myanmar starts operations

Offers around 3,000 food and non-food products through a virtual one-stop-shop platform

Yoma F&B

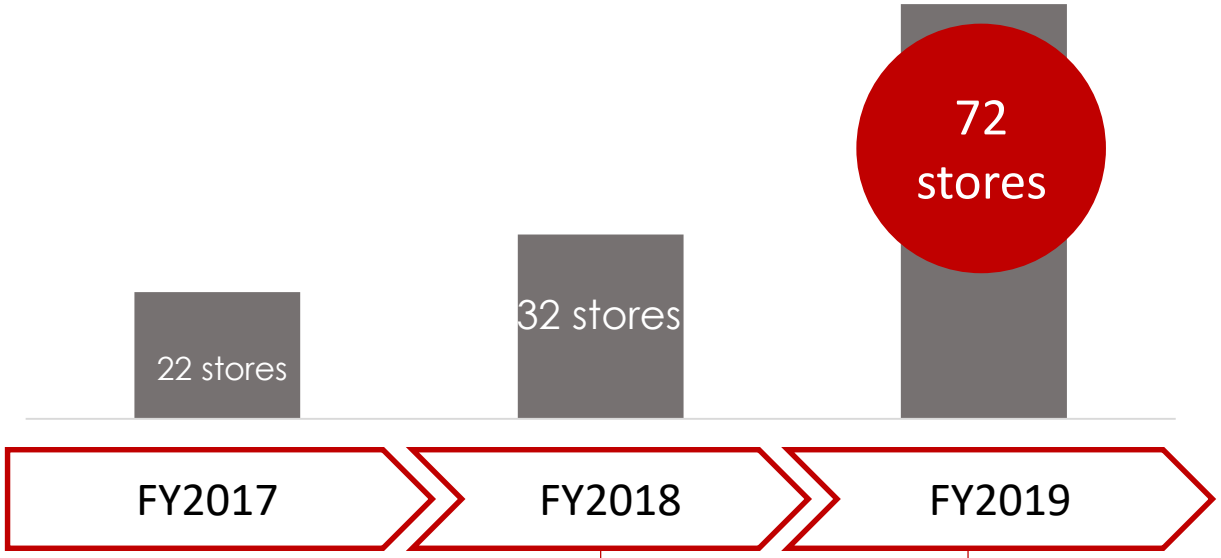
Myanmar's largest F&B operator with four international and domestic brands







Number of Restaurants

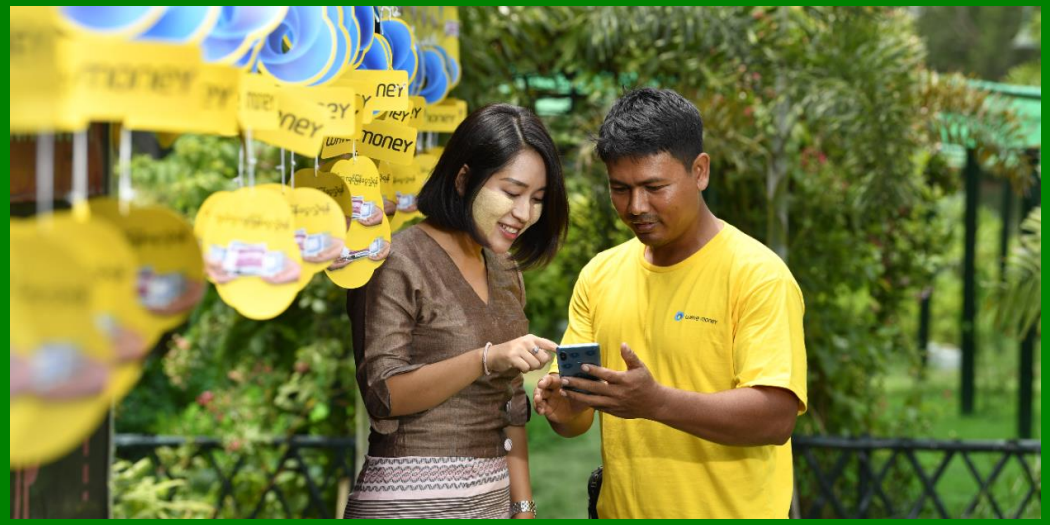


- Revenue was exclusively from KFC business
- KFC rapidly built up its nationwide presence

- Acquired YKKO, one of Myanmar largest restaurant chains
- Opened first Auntie Anne's™ store and Little Sheep Hot Pot restaurant

Yoma Financial Services

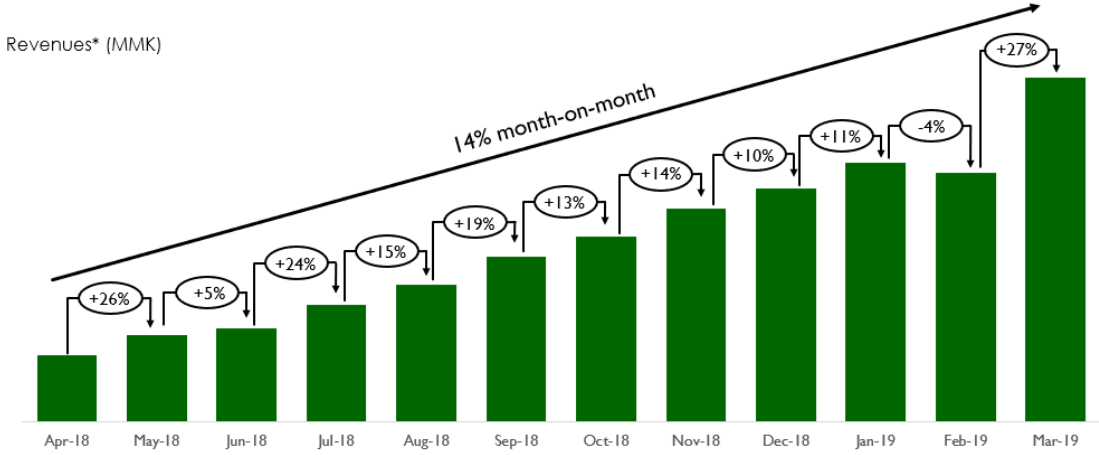
Wave Money recorded strong growth

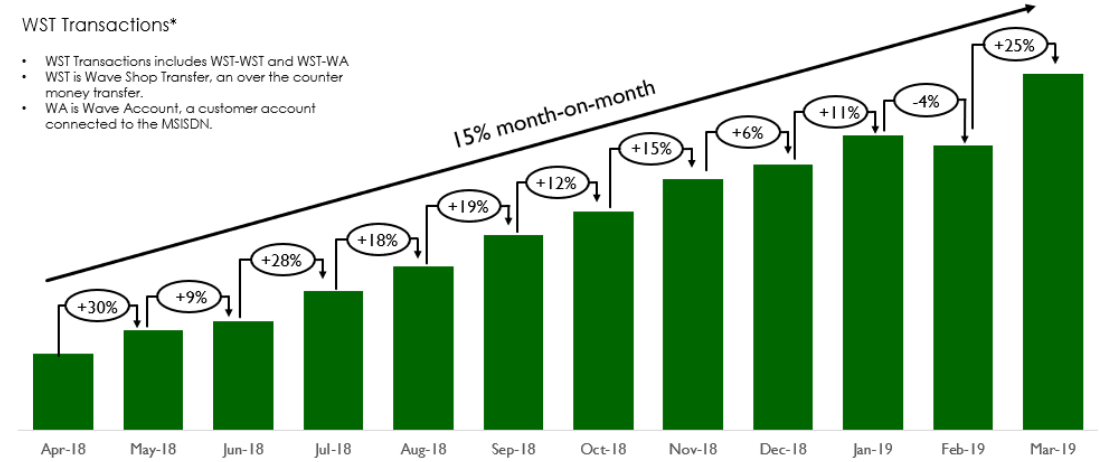






Wave Money's revenue grew 4X and turned profitable in September 2018





- Continues to grow and maintain the profitability of its money transfer business
- Expands its footprint into the mobile wallet ecosystem

Yoma Financial Services

Driving long term value for Yoma Fleet





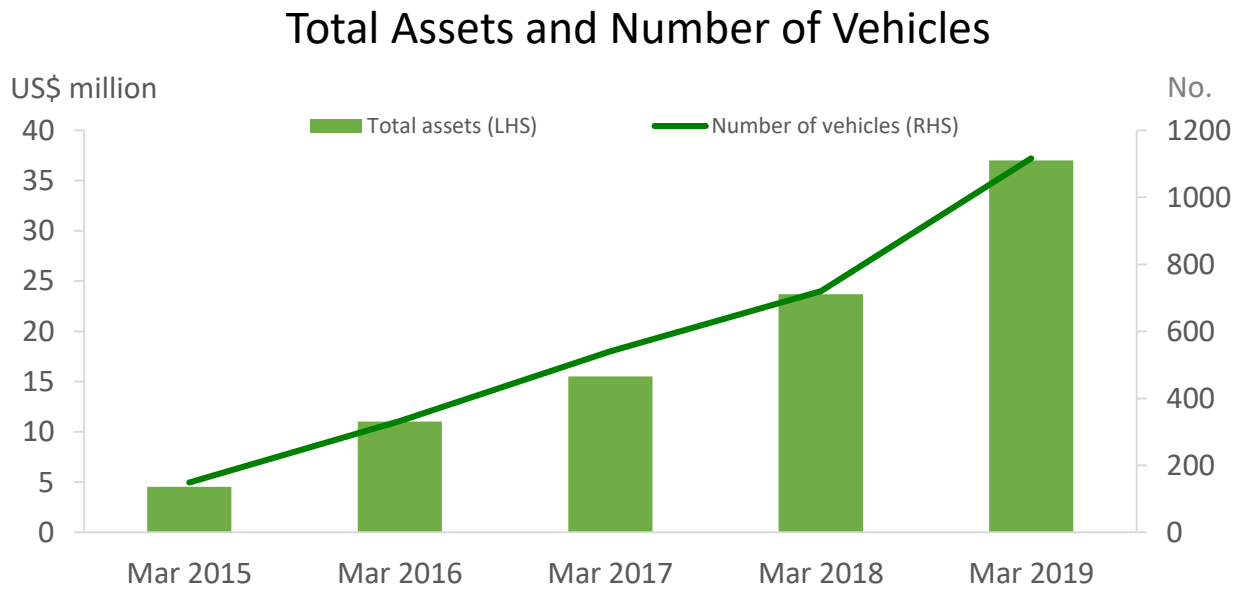


Partnership with Tokyo Century

Tokyo Century, one of the Japan's largest leasing companies invested US$26.6 million for a 20% stake

Partnership with Caterpillar

Partnership with MSP CAT, the exclusive distributor for Caterpillar heavy equipment, to provide financing solutions



Yoma Motors

Positioning for longer term opportunities







Heavy Equipment

New Holland remains one of the top three brands in Myanmar. In FY2019 sales were affected by heavy monsoon

Passenger and Commercial Vehicles

First Volkswagen showrooms in Yangon and Mandalay became fully operational in May 2019

Nationwide Branches and Strategic Dealers

Introduction of more products and the strategic expansion of its dealership network

Next Step Forward



Drive profitability and operational excellence in our businesses



Continue to seek strategic partnerships to accelerate growth



Streamline and monetise some of our non-core assets to fund growth



Maintain healthy balance sheet

BUILD A BETTER MYANMAR FOR ITS PEOPLE

INNOVATION I TEAMWORK I RESPECT I INTEGRITY