



BUILD A BETTER MYANMAR FOR ITS PEOPLE

**12th Annual General Meeting
24 July 2018**

ECONOMIC AND STRATEGIC OVERVIEW

BY MR. SERGE PUN, EXECUTIVE CHAIRMAN

IMPROVEMENTS IN INFRASTRUCTURE AND CONNECTIVITY

Expected to drive economic growth



Infrastructure investment from 2016 to 2030 is estimated to be US\$230-260 billion



4.8 million housing units required by 2040



Target 100% electrification rate by 2030

RISING CONSUMERISM

52 MILLION PEOPLE IN MYANMAR

Median Age of 27

About 55% are under the age of 30

Facebook is the Internet

14 million monthly active Facebook users

Attractive F&B Opportunities

Spend 70% of their expenditure on food and beverages



RAPID GROWTH IN DIGITALISATION

Myanmar leads ASEAN in 3G/4G rollouts



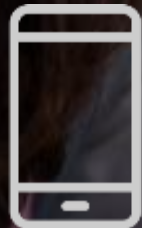
90%

Within range of mobile broadband



105%

SIM penetration



80%

Smartphone penetration

FOCUSING ON DOMESTIC CONSUMPTION

Four Core Businesses

**YOMA
LAND**



**YOMA
MOTORS**



**YOMA
F&B**



**YOMA
FINANCIAL SERVICES**



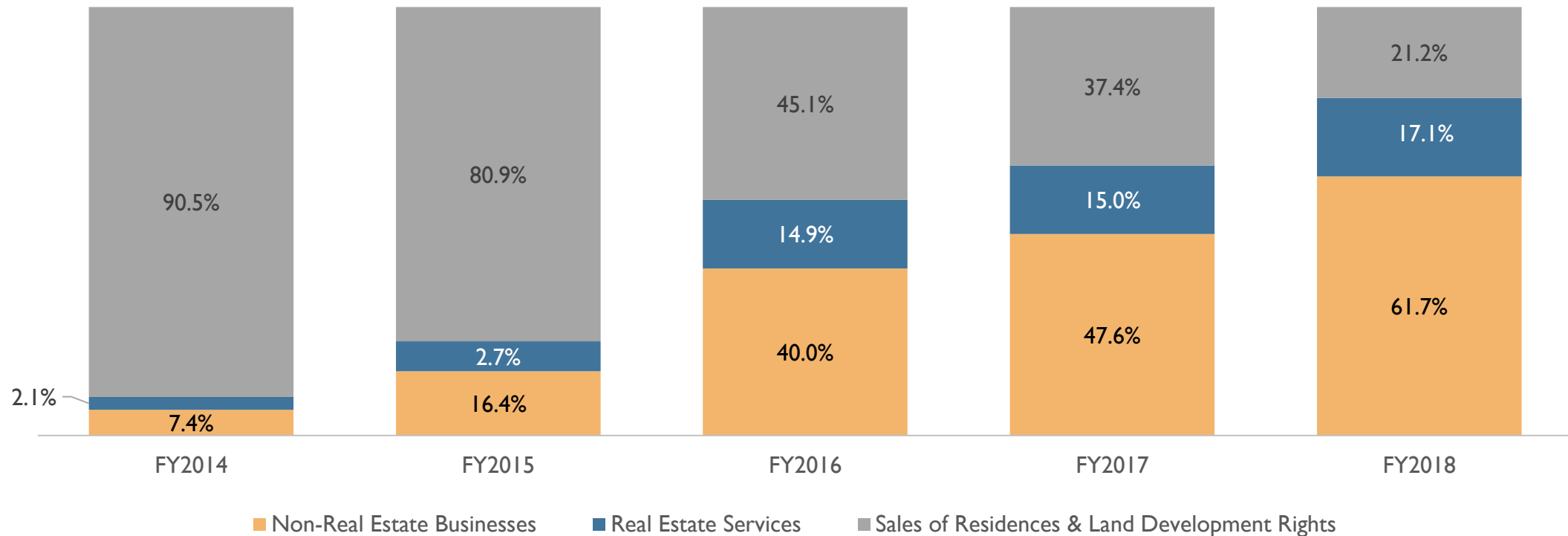
FINANCIAL HIGHLIGHTS AND OUTLOOK

BY MR. MELVYN PUN, CEO

FINANCIAL HIGHLIGHTS FY2018

TRANSITION TO A MORE BALANCED AND DIVERSIFIED CONGLOMERATE

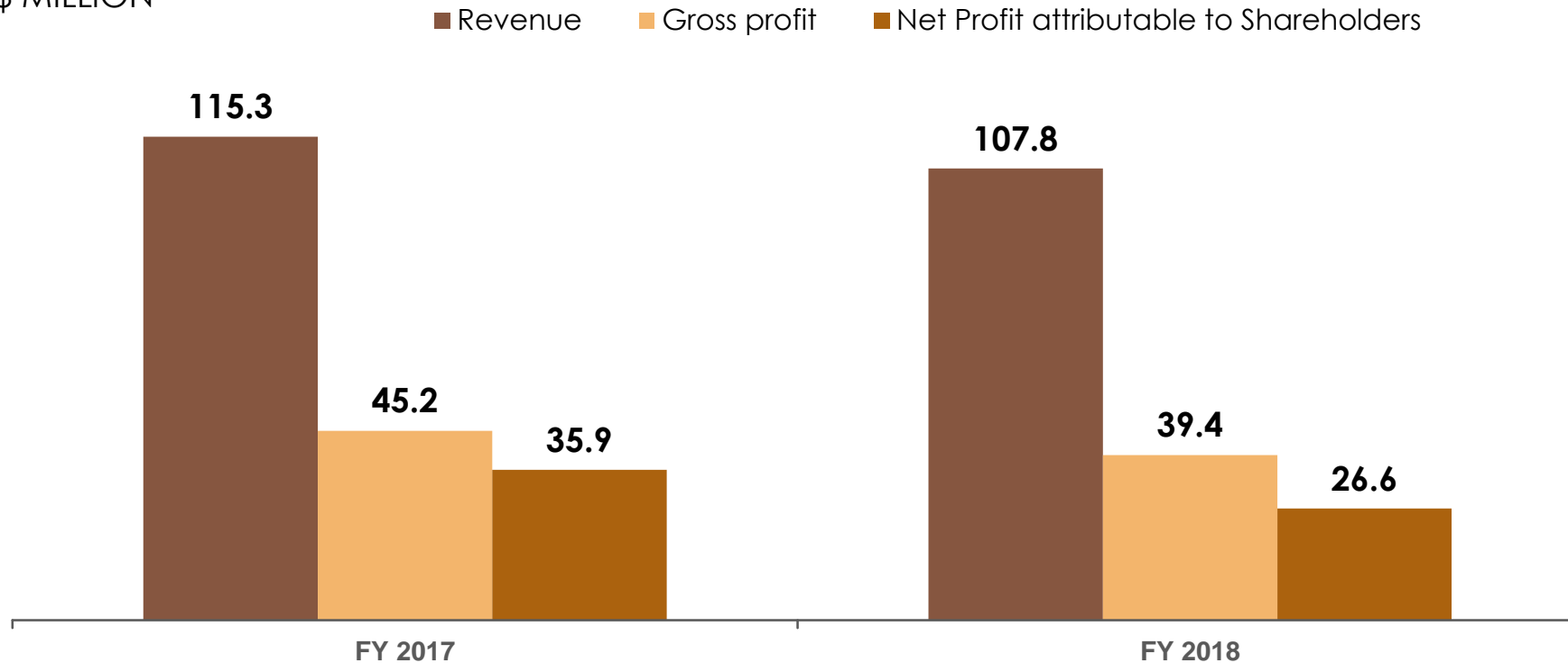
- In 2014, we set a 2020 target to have at least 50% of our revenue generated by non-real estate businesses and to increase recurring real estate services revenue
- In FY2018, non-real-estate businesses contributed 60% of revenue



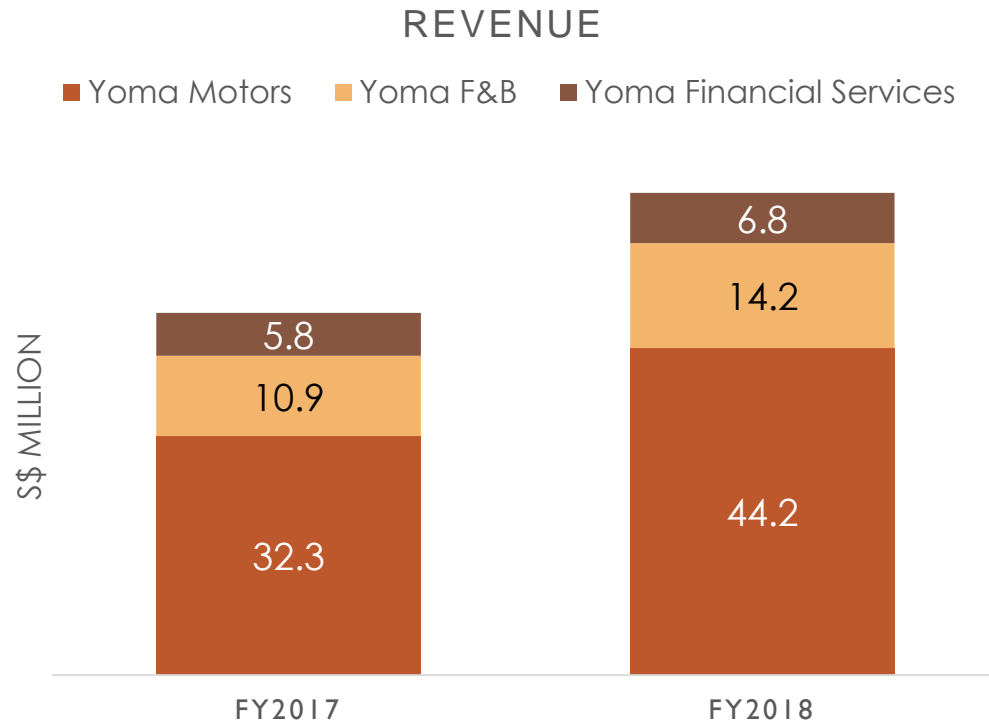
FINANCIAL HIGHLIGHTS

Strong growth in Consumer and Automotive & Heavy Equipment segments partially offsetting the slowdown in the Real Estate segment

S\$ MILLION



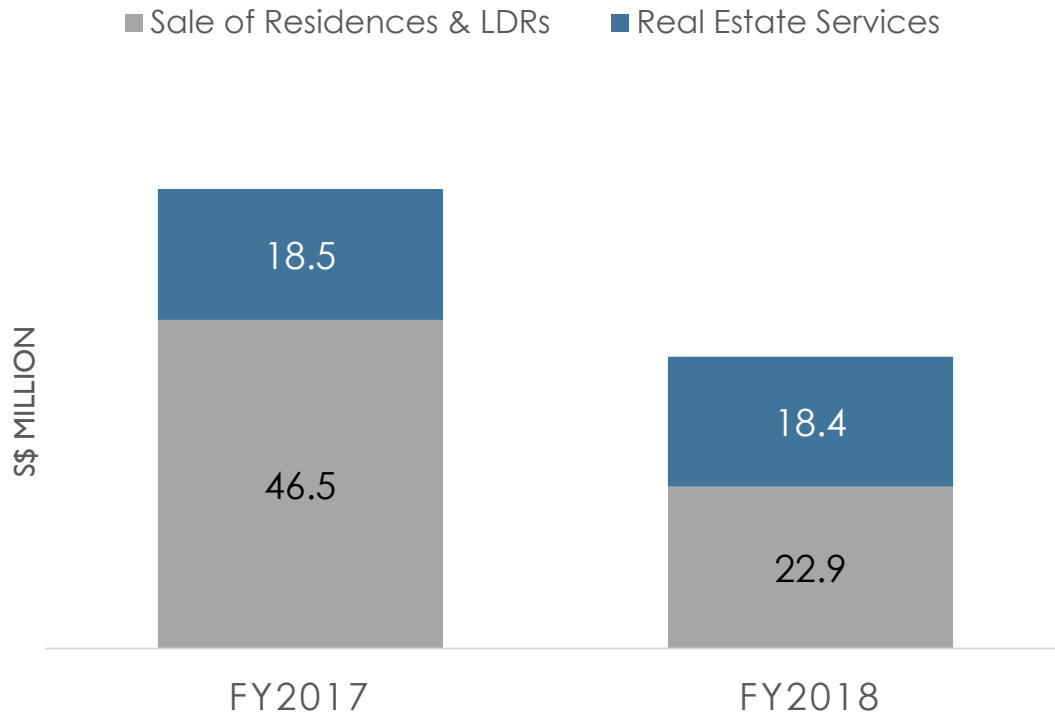
FINANCIAL HIGHLIGHTS OF NON-REAL ESTATE BUSINESSES



- Growth in Automotive & Heavy Equipment business mainly driven by sales in New Holland tractors
- Growth in Consumer business driven by more KFC store openings

FINANCIAL HIGHLIGHTS OF REAL ESTATE BUSINESSES

REVENUE



- Fewer units for sale in FY2018 as the Group adjusted its sales strategy after taking into consideration market conditions
- Completion of Dulwich international schools and The Campus partially helped offset the loss of rental revenue from FMI Centre as it was demolished for the construction of Yoma Central

KEY MILESTONES

KEY MILESTONES

Yoma Land launched
The Peninsula
Residences Yangon



Introduction of Yoma
Financial Services pillar



Yoma F&B added new
brands to its portfolio



Portfolio of Investment
recorded strong returns



YOMA CENTRAL

February 2017

Chief Minister of Yangon Regional Government, U Phyo Min Thein attending the ground breaking ceremony



November 2017

Signed the main works contracts with two world-class construction companies, Bouygues Corporation and Taisei Corporation, to build Yoma Central and The Peninsula Yangon



Ongoing construction works



LAUNCH OF THE PENINSULA RESIDENCES YANGON

- Launched in March 2018, The Peninsula Residences Yangon is a **collection of 96 luxury private homes**
- An initial 30 residences have been made available for sale and are **attracting strong interest** from both local and international buyers



INTRODUCTION OF FINANCIAL SERVICES PILLAR



First licensed and leading mobile financial services company

- Extensive network of more than 26,000 agents throughout Myanmar¹
- Network of agents is more than 10 times the number of bank branches in the country¹



Leading and established fleet leasing company

- Fleet size has recorded healthy year-on-year growth in FY2018 to 720 vehicles
- With the establishment of the Group's Financial Services pillar, Yoma Fleet will be reassigned under Financial Services

¹ Wave Money (Digital Money Myanmar Ltd.) internal data

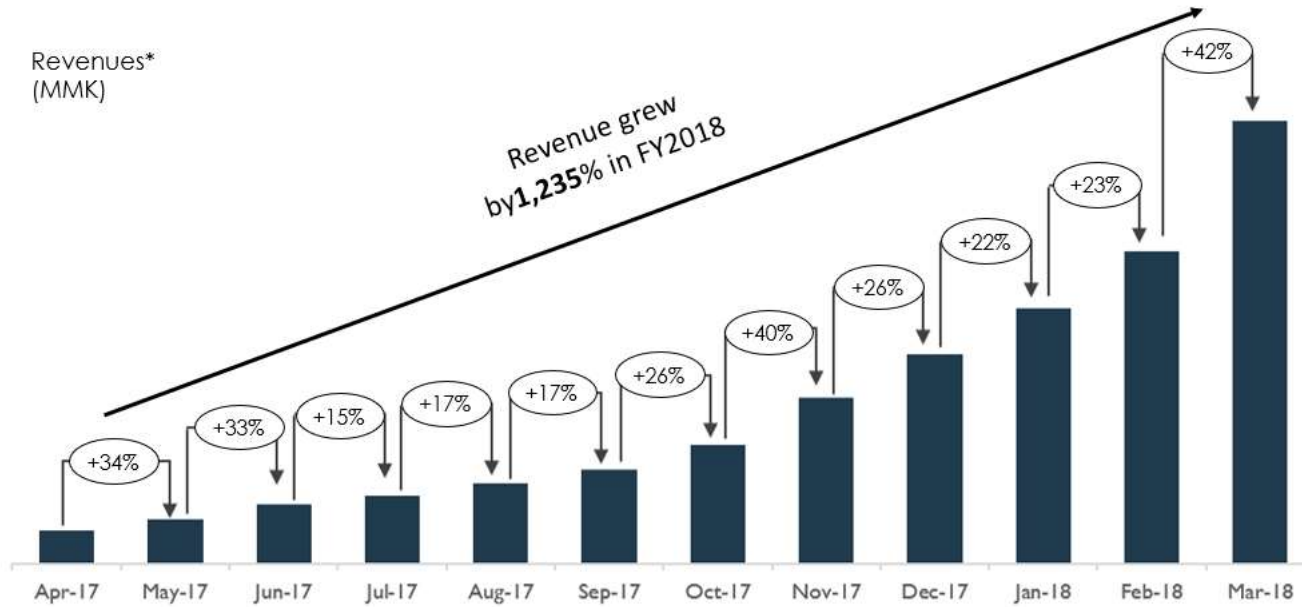
WAVEMONEY AND HOW IT HELPS MYANMAR PEOPLE

- Extensive network of more than **26,000 agents throughout Myanmar**¹
- Agent network **covers 85% of the country** and is more than ten times the number of bank branches and over six times the number of ATM's in the country¹
- Thousands of people a day are now sending money to support their families and facilitate business operations - **providing financial inclusion to millions of people**



¹ Wave Money (Digital Money Myanmar Ltd.) internal data

Revenues*
(MMK)



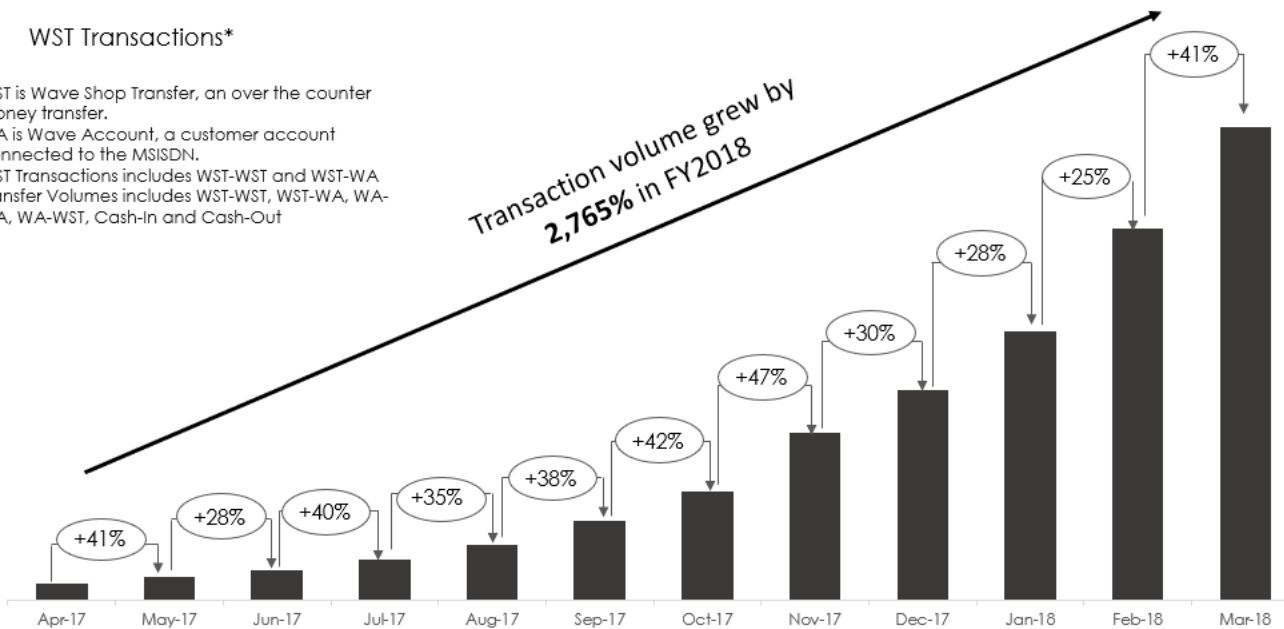
• Revenue includes prepaid airtime sales in addition to money transfer revenues.

¹ as at 30 May 2018

WST Transactions*

- WST is Wave Shop Transfer, an over the counter money transfer.
- WA is Wave Account, a customer account connected to the MSISDN.
- WST Transactions includes WST-WST and WST-WA
- Transfer Volumes includes WST-WST, WST-WA, WA-WA, WA-WST, Cash-In and Cash-Out

Transaction volume grew by 2,765% in FY2018



WAVE MONEY'S PERFORMANCES

BUILDING A COMPREHENSIVE F&B PLATFORM

KFC

One of the world's best known brands

Leading quick service restaurant brand with 24 stores¹

- 18 stores in Yangon, 5 stores outside of Yangon
- Target opening of 32 stores by March 2019

LITTLE SHEEP

One of the world's most international hot pot brands

Adding Little Sheep to its franchise portfolio

- First Yangon store planned by end of FY2019
- Plans to expand to other major cities

PERNOD RICARD

World's second-largest wines and spirits company

Joint Venture with Pernod Ricard in the bottling business

- Target leadership position in the Whisky industry
- Pernod Ricard to lead in management of the bottling business
- High Class Whisky will become part of the Pernod Ricard family alongside a portfolio of leading brands

¹ as at 24 June 2018

KFC IS ONE OF THE LEADING CONSUMER BRANDS

- Presence in **Yangon, Mandalay, Taunggyi and Bago**
- Achieved its FY2018 target of **22 stores nationwide**
- On track to achieve its next target of having **32 stores nationwide** by the financial year ending 31 March 2019



SPIN-OFF OF TOURISM RELATED BUSINESSES



Recorded a net gain of S\$27.7 million

- Spun-off tourism related businesses, which included Balloons over Bagan, Bagan Land and Pun Hlaing Lodge on 26 December 2017
- Holds 47.0%¹ in Memories Group Limited, which is listed on the Catalist Board of SGX

¹Interest as at 28 June 2018

NEXT PHASE OF GROWTH

OUR TRANSFORMATION

FY2006 – FY2010

Mainly Pure Play Real Estate Developer

- Focused on real estate business
- Leveraged the Group's strongest core competency
- Minimal exposure in other sectors

FY2011 – FY2014

Diversified Into Many New Businesses

- Diversified broadly into many sectors
- Acted as an incubator for new businesses
- Leveraged the Group's position as the partner of choice
- Began to identify core focus sectors

FY2015 – FY2017

Consolidated Into Core Operations

- Streamlined into three most promising sectors
- Fast expansion of non-real estate businesses
- Monetized non-core businesses and assets (e.g telecommunications towers investment)

NATURING STANDALONE YOMA ENTITIES

FY2006 – FY2010

Mainly Pure Play Real Estate Developer

- Focused on real estate business
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FY2011 – FY2014

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FY2018 – FY2023

Accelerating Our Next Phase of Growth

- Building dominant positions and nationwide footprints
- Enhancing autonomy and capabilities of each business unit
- Nurturing our portfolio of high growth investments
- Further rationalising non-core businesses and assets

SCALING UP OUR PRESENCE

-  YOMA LAND
-  YOMA F&B
-  YOMA MOTORS
-  YOMA FINANCIAL SERVICES



YOMA LAND

3

real estate projects
in Yangon

>10

million square feet of
landbank



YOMA F&B

24

KFC stores in
4 cities

>40,000

points of sale for
bottling business



YOMA MOTORS

17

New Holland
branches

8

showrooms in Yangon &
Mandalay ¹



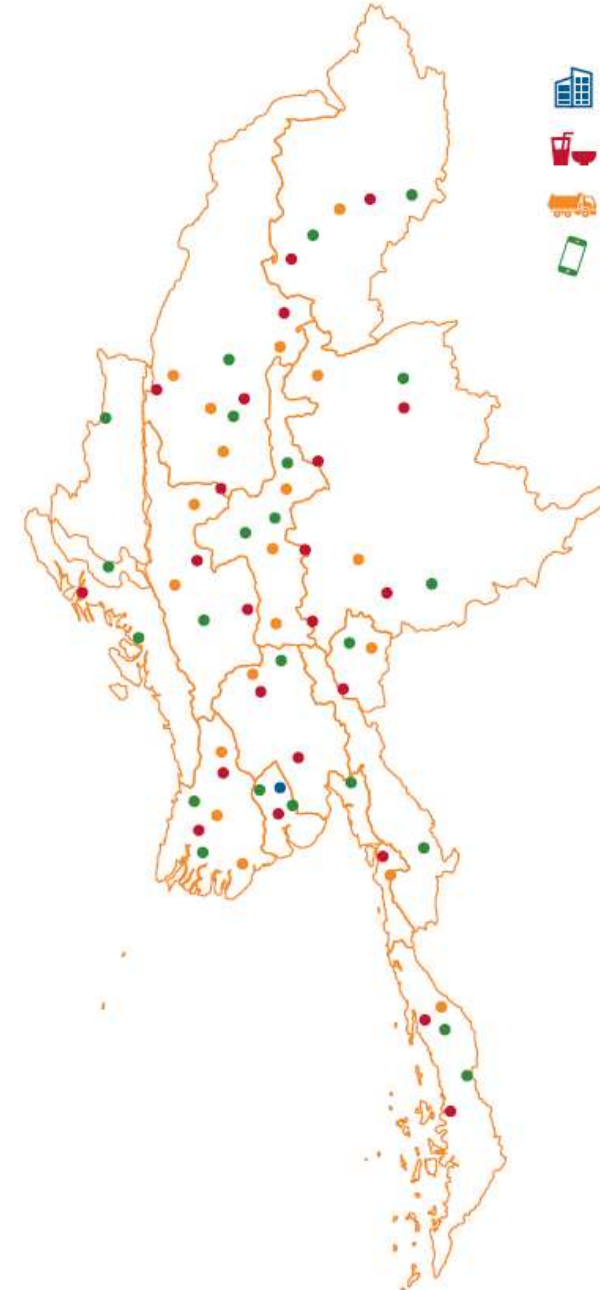
YOMA FINANCIAL SERVICES

15

Yoma Fleet branches in
11 cities

267

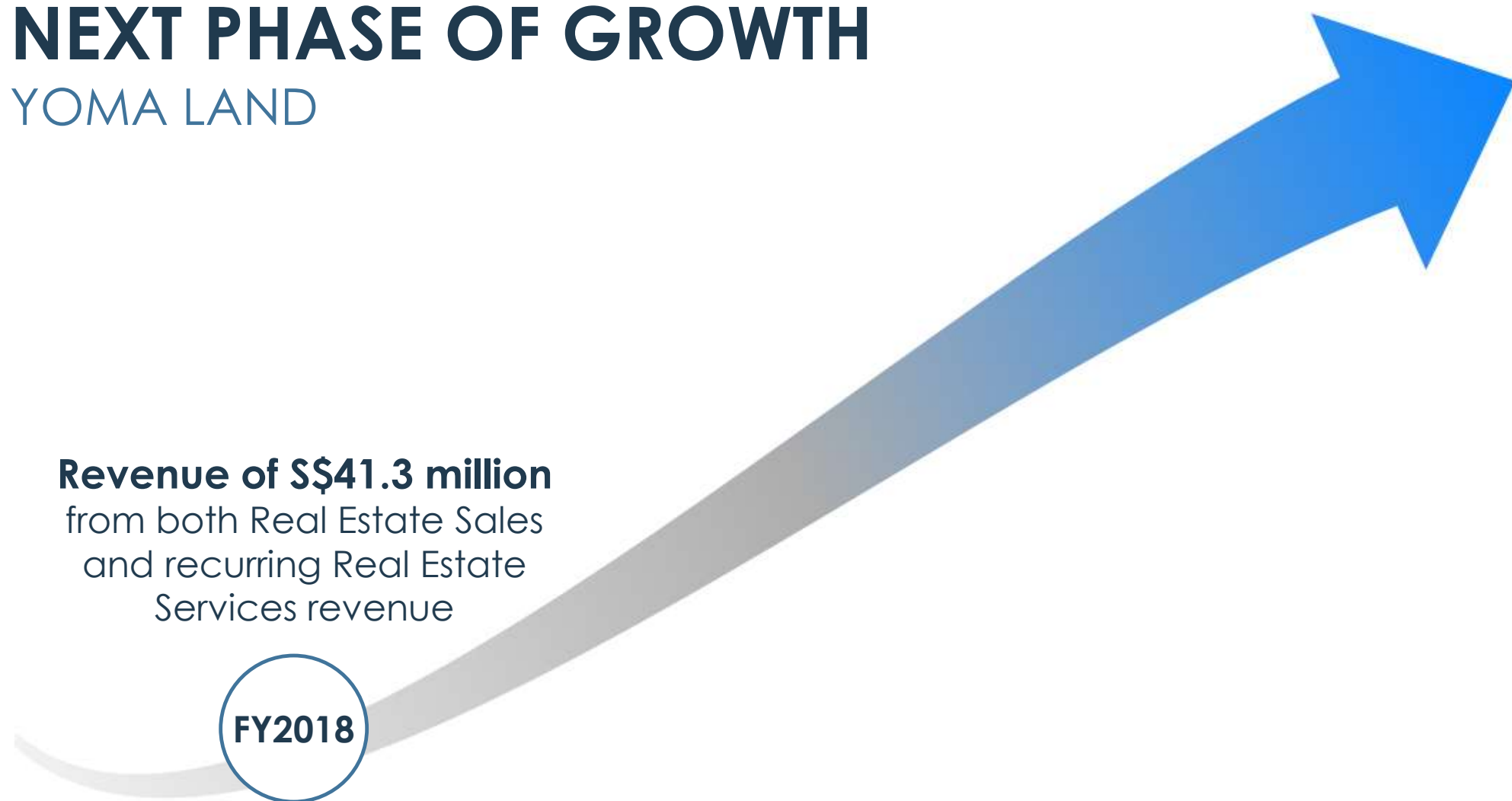
townships with over
26,000 Wave money
agents



¹ Information as at 28 June 2018 includes three dealerships

NEXT PHASE OF GROWTH

YOMA LAND



Revenue of S\$41.3 million
from both Real Estate Sales
and recurring Real Estate
Services revenue

FY2018



NEXT PHASE OF GROWTH

YOMA LAND

FY2023
Target

Expanding residential product offerings
Growing availability of mortgage
to drive StarCity and Pun Hlaing Estate sales

Yoma Central

to drive recurring rental revenue



Revenue of S\$41.3 million
from both Real Estate Sales
and recurring Real Estate
Services revenue

FY2018



NEXT PHASE OF GROWTH

YOMA MOTORS

Revenue of S\$44.2 million

was mainly contributed by
New Holland tractors



FY2018

917 New Holland Tractors
90 JCB Construction Equipment
183 Mitsubishi Vehicles (Joint Venture)

NEXT PHASE OF GROWTH

YOMA MOTORS

FY2023
Target

1,800 New Holland Tractors

500 Volkswagen Vehicles

300 JCB Construction Equipment

1,000 Mitsubishi Vehicles
(Joint Venture)

Revenue of S\$44.2 million
was mainly contributed by
New Holland tractors

FY2018



917 New Holland Tractors
90 JCB Construction Equipment
183 Mitsubishi Vehicles (Joint Venture)



NEXT PHASE OF GROWTH

YOMA F&B

Revenue of S\$14.2 million
was contributed
exclusively by KFC business



FY2018

22 KFC stores

NEXT PHASE OF GROWTH

YOMA F&B

FY2023
Target

6+ Restaurant Brands

125+ Total Stores including

70+ KFC Stores

Revenue of S\$14.2 million
was contributed
exclusively by KFC business



FY2018

22 KFC stores



ACQUIRE AND
DEVELOP NEW
BRANDS

NEXT PHASE OF GROWTH

YOMA FINANCIAL SERVICES

Revenue of S\$6.8 million
was contributed exclusively
by Yoma Fleet



FY2018

**720 vehicles with
an asset size of US\$22 million¹**

¹ As at 31 March 2018, the total assets of Yoma Fleet was S\$30.6 million. The conversion rate adopted was 1 USD = 1.36778 SGD

NEXT PHASE OF GROWTH

YOMA FINANCIAL SERVICES



¹ As at 31 March 2018, the total assets of Yoma Fleet was S\$30.6 million. The conversion rate adopted was 1 USD = 1.36778 SGD



QUESTIONS & ANSWERS
