



Accelerating to the Next Phase of Growth

YOMA STRATEGIC'S CORE PILLARS

Building strong verticals and collaboration



REAL ESTATE

- Leading developer
- 10 million sq ft of LDRS



AUTOMOTIVE & HEAVY EQUIPMENT

- Distribution rights for international brands
- Fleet leasing services



CONSUMER

- F&B retail, distribution and wholesale
- Cold chain logistics



INVESTMENTS

- Telecommunications
- Tourism
- Solar Power

STRONG CORPORATE GOVERNANCE FOCUS

Ranked top 5% out of 606 SGX-listed companies, 2017

Singapore Governance & Transparency Index

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 the Most Transparent Company, 2015

SIAS Investors' Choice Awards for the Construction & Materials Category



JOURNEY AND STRATEGIC ROADMAP

FY2006 – FY2010

Mainly Pure Play Real Estate Developer

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

FY2011 – FY2014

Diversifying Into Many New Businesses

- Diversify broadly into many sectors
- Act as an incubator for new businesses
- Leverage the Group position as the partner of choice
- Begin to identify core focus sectors

FY2015 – FY2017

Consolidate Into Core Operations

- Streamline into three most promising
- Fast expansion of non-real estate businesses
- Monetized non-core businesses and assets (e.g Parkson, telecom towers investment)

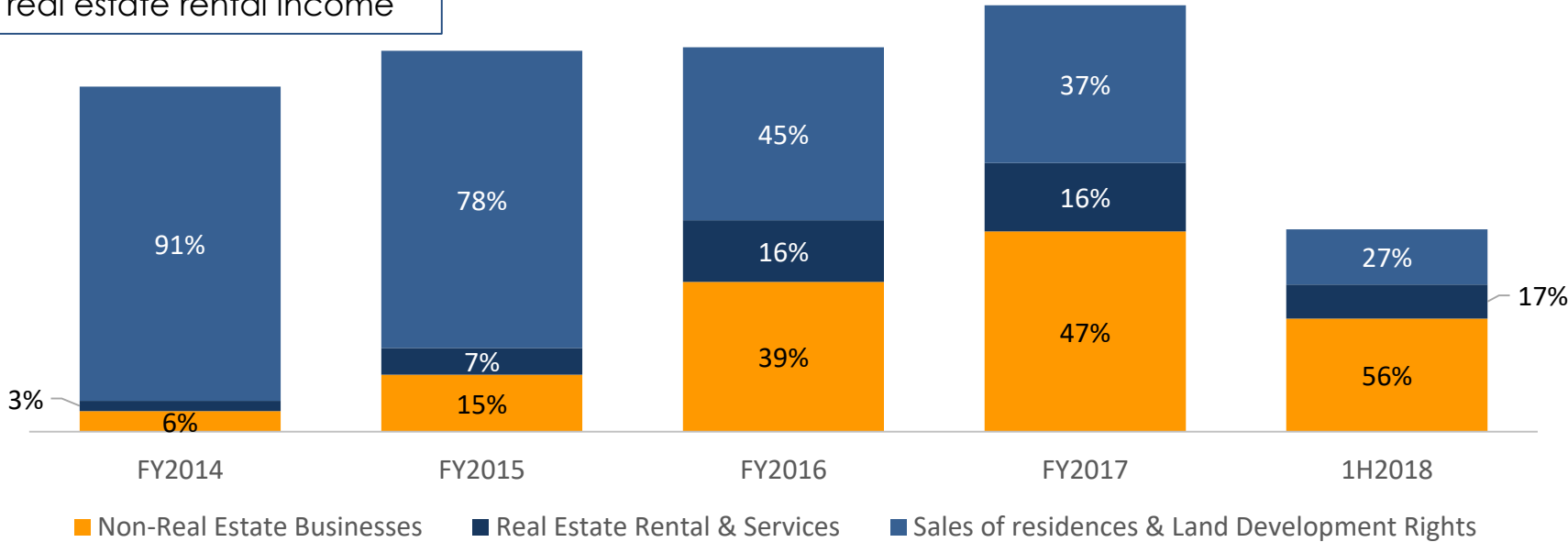
TRANSFORMING INTO A DISCIPLINED CONGLOMERATE

2020 Vision

Target is to have at least 50% of the revenue generated by non-real estate businesses and to increase real estate rental income

Ahead of our 2020 Target

Non-real-estate businesses contributed 47% of FY2017 revenue and 56% of 1H2018 revenue with improved gross margins



TARGET TO TRIPLE OUR SIZE BY 2023

- 1 Build dominant positions and nationwide footprints
- 2 Enhance autonomy and capabilities of each business unit
- 3 Rationalise non-core businesses and assets


YOMA
FOOD




YOMA
MOTOR




YOMA
LAND





YOMA
FOOD



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OUR CONSUMER BRANDS & PARTNERSHIPS

Leading International and local brands

F&B STORES



Franchisee for one of the world's largest QSR brands

BOTTLING



Owens Access Myanmar Distribution Company

DISTRIBUTION & LOGISTICS



Kokubu
a leading Japan food distribution company



Joint venture with

Metro Group
a leading German specialist in wholesale and food retail

13 KFC STORES IN YANGON

Shopping Malls

- Myanmar Plaza
- Junction Mawtin
- Capital Thaketa
- Dagon Centre
- Junction City
- AEON Orange Waizayantar
- SuperOne Hlaing Tharyar

Airports

- International & Domestic Terminals

Residential Estates

- StarCity

Standalone Stores

- ONE
- Junction Square
- Hledan



2 KFC STORES IN MANDALAY & 1 KFC STORE IN TAUNGGYI

Massive opening day turnout for our Mandalay and Taunggyi stores



FOOD & BEVERAGE EXPANSION STRATEGY

**Phase I:
Nationwide build for
KFC stores**



**Store
count**

**Revenue
S\$11 million**

12

March
2017

16

September
2017

22

March
2018

**Phase II:
Acquire and develop
new brands**

50+

2020+

BEVERAGE BOTTLING

Leading domestic alcohol producer and distributor

High Class Whisky



Opportunity for long term partnership with leading international brands



**NATIONWIDE
COVERAGE**

24 locations
Branches and
Depot

>20,000 Outlets
covering 80% of the
country

LIMITED AVAILABILITY OF MODERN LOGISTIC FACILITIES

Wholesale Market



- Fragmented
- Selection limited
- Suitable for consumers or small-scale F&B outlets

Metro Group and KOSPA to provide one-stop food distribution and logistic platform



Existing logistic facilities



- Owner-owned
- Small-sized and old facilities
- Fragmented market



BUILDING TRACEABLE SUPPLY CHAIN FOR FOOD DISTRIBUTION

WHOLESALE

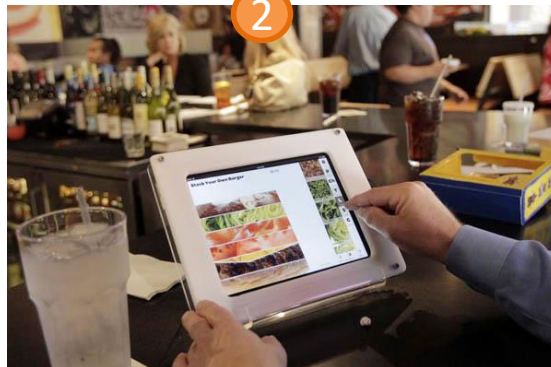
1



Wholesale Distribution Depot
Offering more than 3,300 food and non-food items

MARKETING

2



Digital Platform
Enhance CRM and drive additional sales

DISTRIBUTION

3



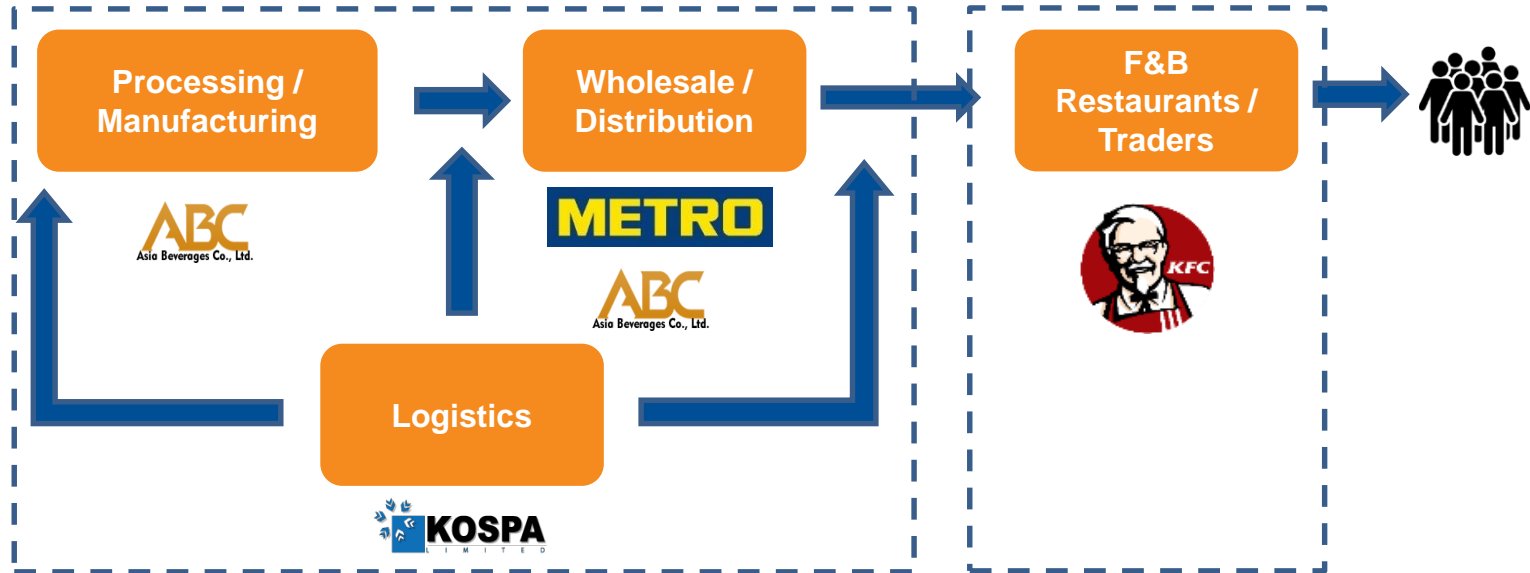
Cold Chain Logistics
Network of warehouses and refrigerated trucks

CREATING AN INTEGRATED CONSUMER PLATFORM

Establish dominant positions up and down the Value Chain

Expansion to other
FMCG products

Additional F&B
brands



YOMA FOOD

Leading the next phase of growth

F&B

Leverage knowhow from KFC (HR, marketing, locations) to build other F&B brands

BEVERAGES

Develop strategic partnership with leading brands

LOGISTICS & WHOLESALE

Build nationwide network at scale to leverage on FMCG growth



YOMA
MOTOR



POSITIONED AS THE MYANMAR EXCLUSIVE DISTRIBUTOR FOR LEADING BRANDS

Sequentially building a portfolio of businesses with different growth trajectories

A Comprehensive Suite of Brands

Heavy Equipment



Fleet Leasing



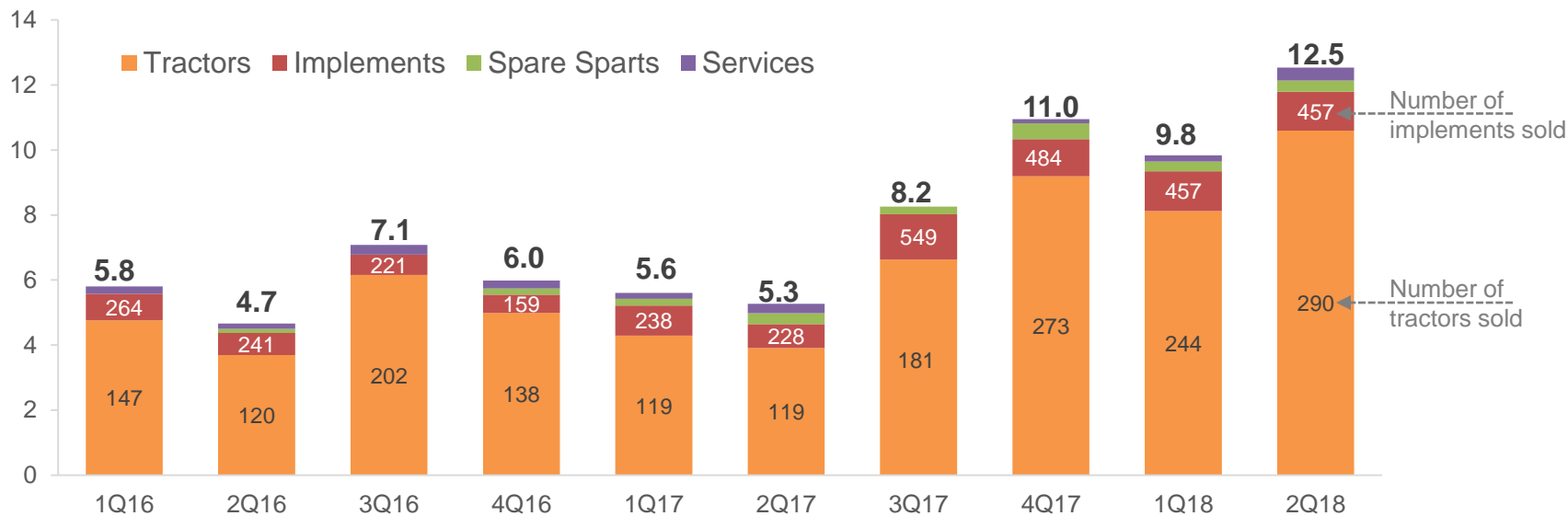
Passenger and Commercial Vehicles



NEW HOLLAND TRACTORS

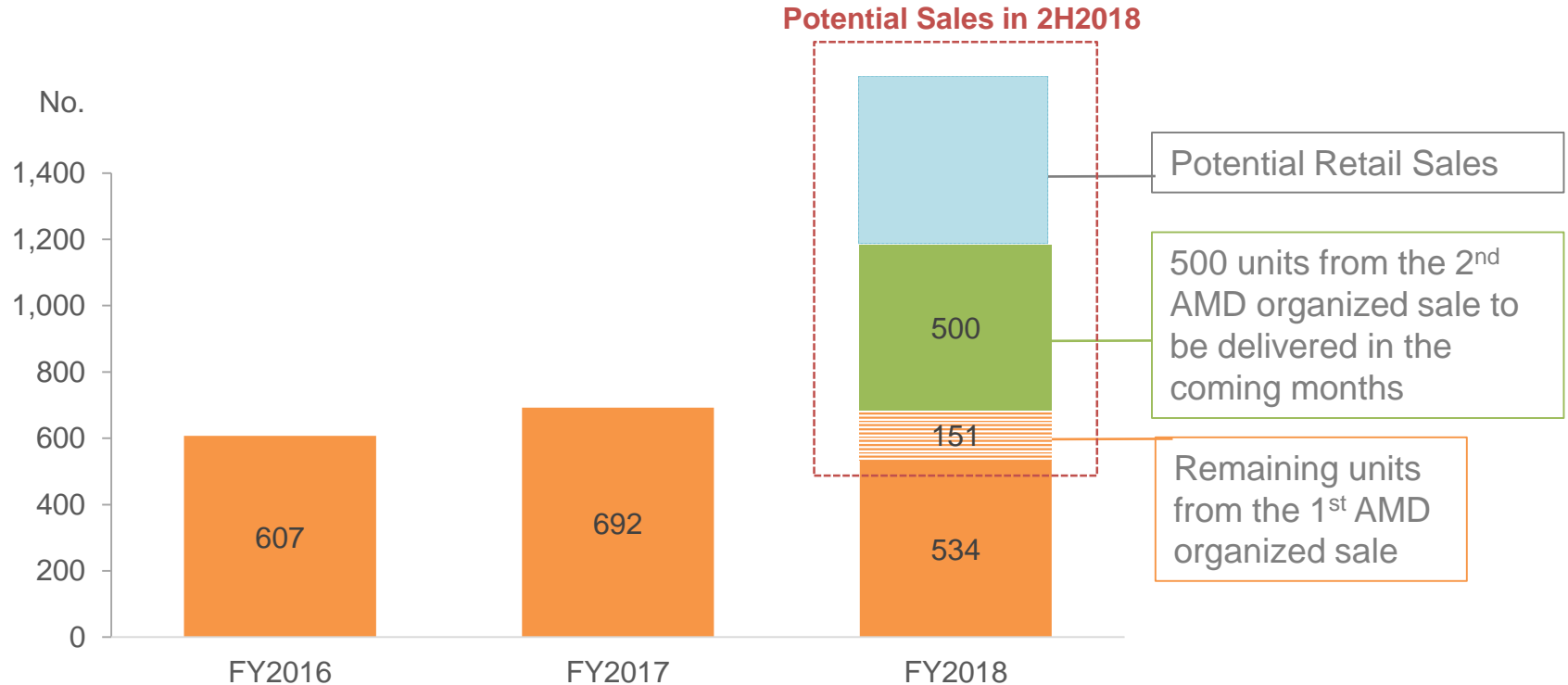
2Q2018 revenue jumped by 138% year-on-year

S\$ million



NEW HOLLAND TRACTORS

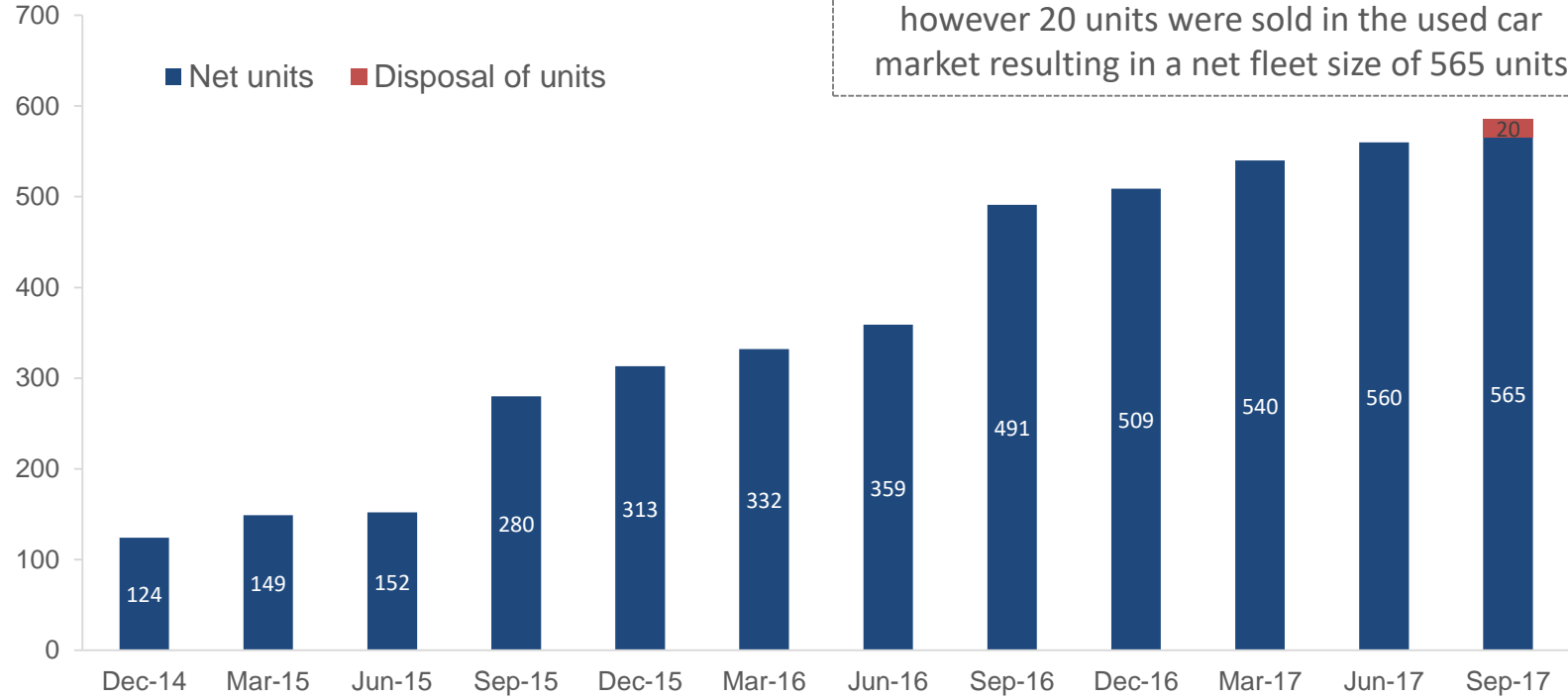
Sale of New Holland tractors is expected to continue to see strong growth



YOMA FLEET

Stable cashflows and growth from fleet

No. of units



RECENT GROWTH: NEW HOLLAND

Farming mechanisation drives start of growth



S\$31.8 m

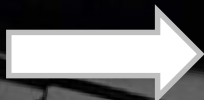
Year-on-year
growth of 29.0%
in FY2017

Biggest market for
New Holland
in South East Asia*

*Source: <http://newhollandmyanmar.com>
and <http://agriculture1.newholland.com>

NEAR TERM GROWTH: JCB

Major infrastructure buildout to start



FY2017

“Myanmar construction industry was valued at US\$8.2 billion in 2015 and is expected to grow to US\$13.5 billion in 2020*”

*Source: Timetric's Construction in Myanmar

MEDIUM TERM GROWTH: VOLKSWAGON, MITSUBISHI & HINO

National distributor position for prominent brands to capture future growth



“Economic growth
will lead to large
demand of
vehicles”

ADD STEADY CASHFLOW: YOMA FLEET

Fleet leasing provides a growing, stable revenue base to supplement the business

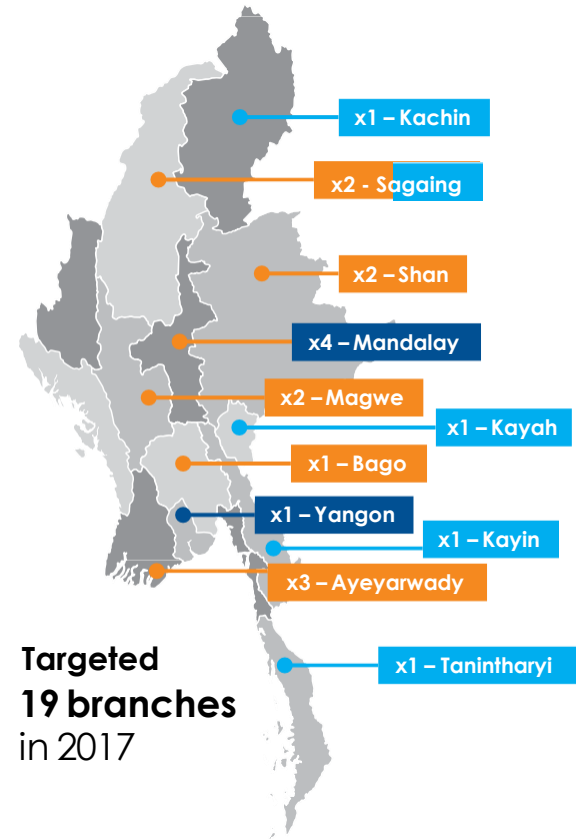
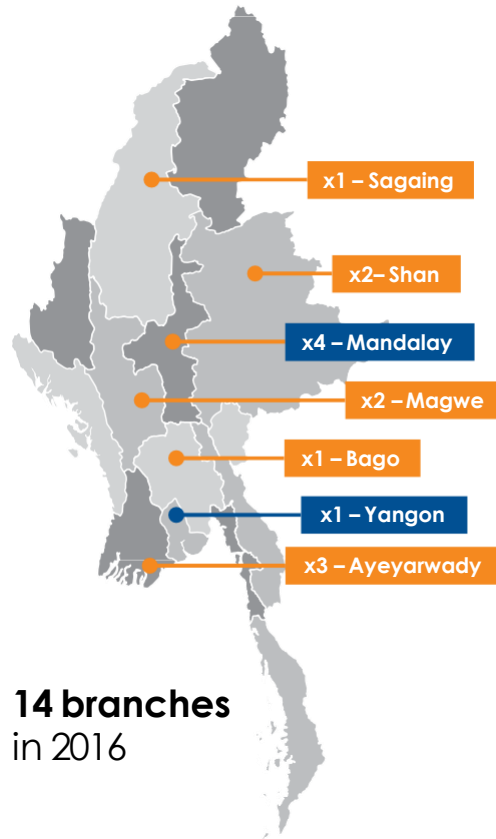
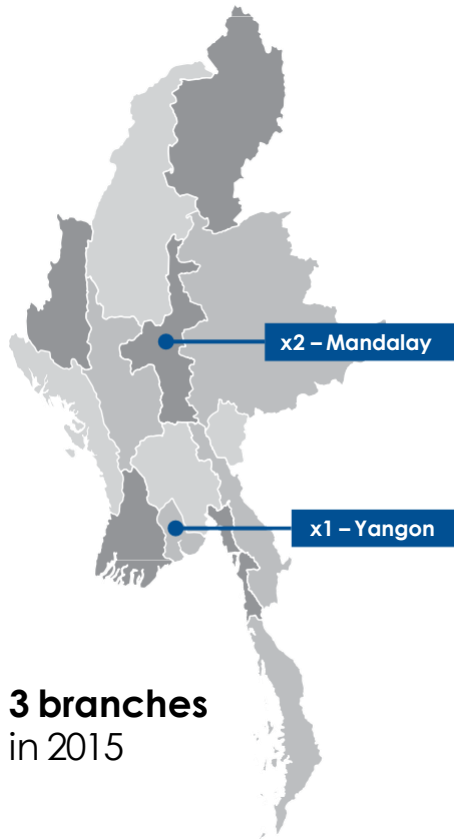


+63.2%

Year-on-year
growth

Increased fleet size to
540 vehicles
as at 31 March 2017

NEW HOLLAND NATIONWIDE NETWORK



NEW HOLLAND NATIONWIDE NETWORK



NEW HOLLAND NATIONWIDE NETWORK



REACHING OUT TO FARMERS



YOMA JCB: YANGON, MANDALAY, TAUNGGYI

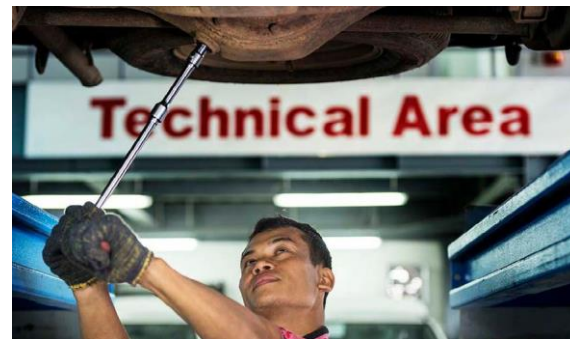


VOLKSWAGEN SHOWROOM SITE IN YANGON



Artist Impression

MITSUBISHI SHOWROOM IN YANGON



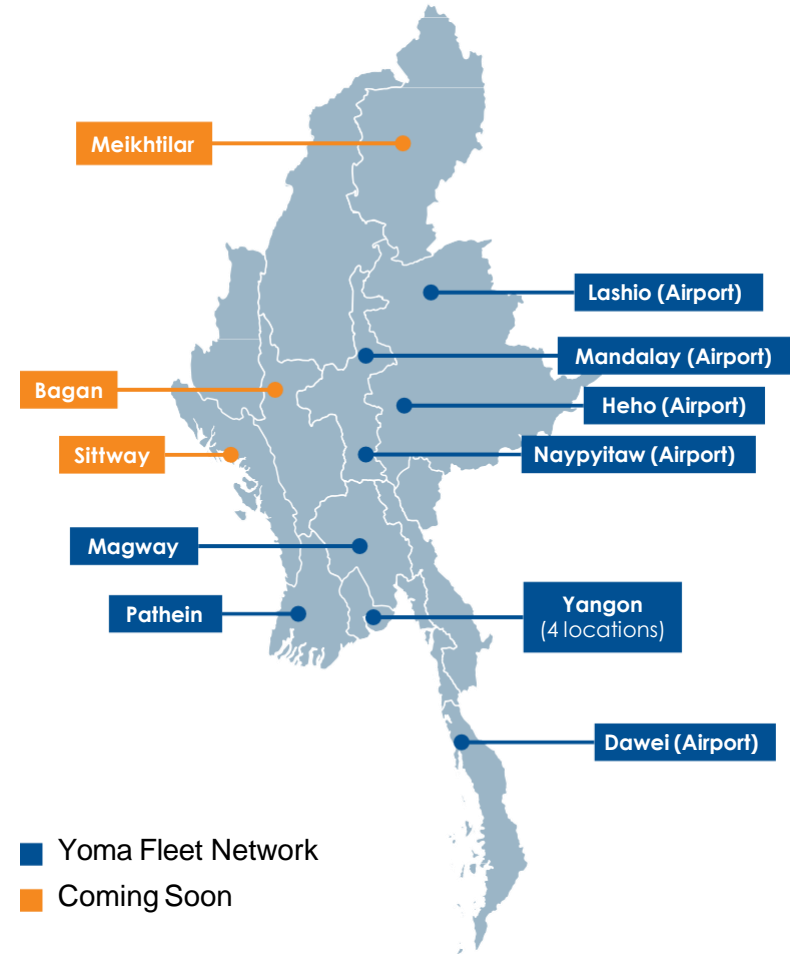
MITSUBISHI SHOWROOM IN MANDALAY



HINO SHOWROOM IN YANGON



YOMA FLEET NATIONWIDE NETWORK



YOMA MOTOR

BUILDING A DOMINANT SCALE

NATIONWIDE FOOTPRINT

Leverage existing strong presence to drive business across multi-brands

DISTRIBUTOR STATUS

Appoint regional dealers in future to leverage local regional partners to drive scale capex-effectively

FINANCING CAPABILITIES

Leverage strong relationship with local banks and Yoma Fleet to provide catalyse growth



YOMA
LAND



LEADING MYANMAR PROPERTY DEVELOPER

WITH 10 MILLION SQ. FT OF LAND BANK

- Strategy based on building large scale projects (townships)
- Value accretion over time as community grows
- Leading developer in Myanmar with 20+ year experience



PUN HLAING
ESTATE



**YOMA CENTRAL & THE
PENNISULA YANGON**



PUN HLAING ESTATE

652 acres of luxury homes and amenities



Building a Community at Pun Hlaing Estate



International Hospital –
Pun Hlaing Siloam Hospital



International School –
Dulwich College Yangon



Variety of outdoor activities –
BMX Course



Gary Player Course –
Leopalace21 Myanmar Open 2017



State-of the Art Gym



Variety of food options

STARCITY

135 acres of housing (middle-to upper market) and amenities



- Located between downtown Yangon and Thilawa Special Economic Zone
- Expected to feature 10,000 homes
- Sold more than 2,000 units*
- 1.7 million sq. ft of commercial space

*As at 31 March 2017

Building a Community at StarCity



INCREASING RECURRING RENTAL INCOME

Portfolio of Investment Properties



Residential
Apartments



Office Development at Pun Hlaing Estate



Retail units in StarCity

INCREASING RECURRING RENTAL INCOME

Portfolio of Investment Properties



DULWICH COLLEGE

[YANGON]

Pun Hlaing Campus

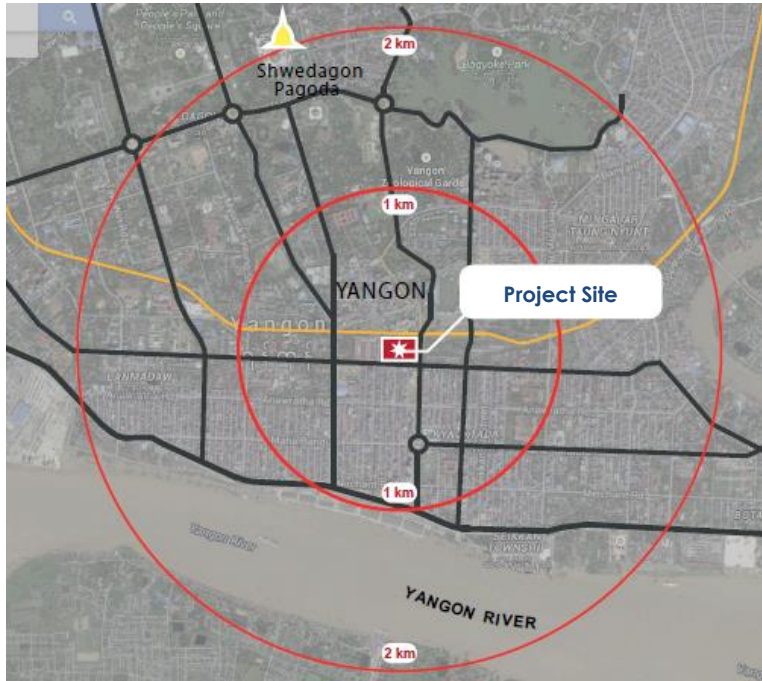


StarCity Campus



YOMA CENTRAL & THE PENINSULA YANGON

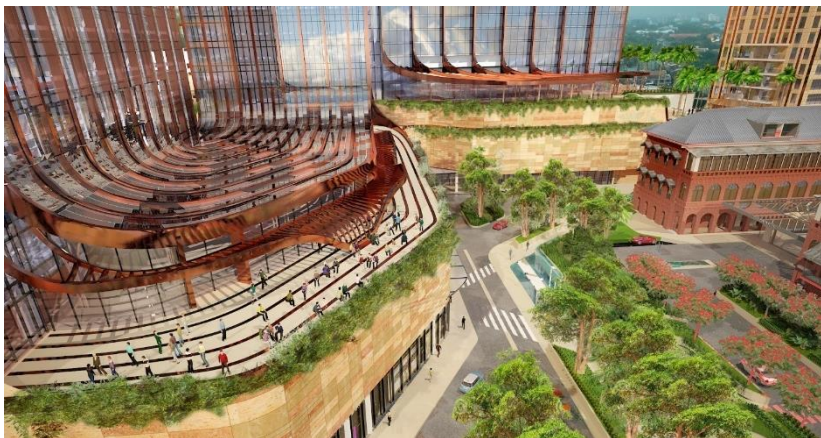
Prime site in the heart of the CBD



- Signed 2 separate extended master leases in July 2016
- Obtained MIC approvals in January 2017
- Groundbreaking ceremony held in February 2017
- Expected completion in FY2021

YOMA CENTRAL & THE PENINSULA YANGON

More than 1.3 million of retail and office space



THE PENINSULA RESIDENCES

Target to launch in the coming months





INVESTMENTS

INVESTMENTS – KEY HIGHLIGHTS

TELECOMMUNICATIONS TOWERS

- Investment has grown more than 3 times in value to US\$70.0 million
- Booked an investment gain of S\$32.2 million in FY2017
- Disposed of 12.5% interest and still holds a remaining 12.5% interest for US\$35.0 million

TOURISM ASSETS

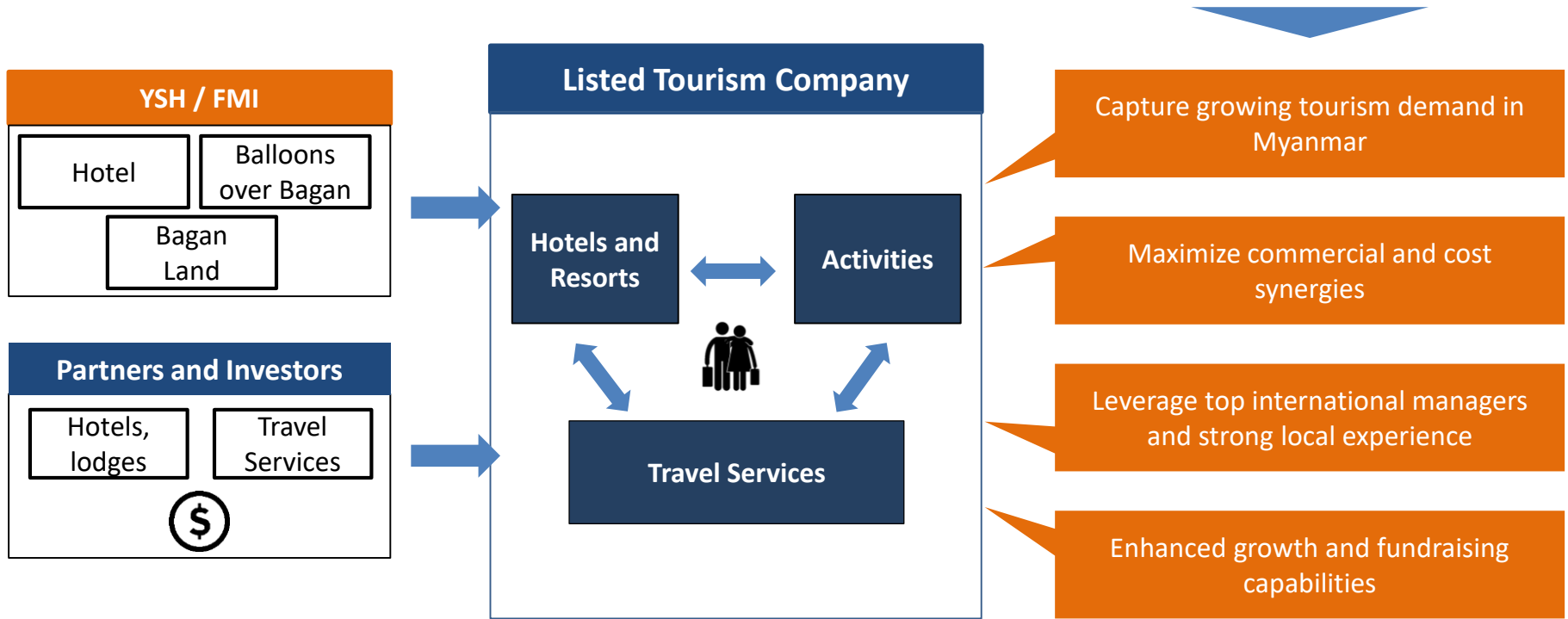
- Balloons over Bagan, 4.3 acres of land in Bagan, Pun Hlaing Lodge
- Tourism assets to be spun off into a separately listed entity

DISTRIBUTED POWER NETWORK

- Pilot programme expected to be operational in FY2018
- Holds a 47.5% interest in the company

Spinning off tourism assets into a new listed tourism platform

Main rationale for the listed platform



Initial assets in the new platform

New Tourism Platform

Proposed RTO of SHC Capital Asia Limited

Yoma Strategic & FMI



Balloons over Bagan:

- Iconic touristic activity in Bagan
- Largest balloons operator in Bagan with 12 balloons
- Additional 2 balloons in Inle Lake
- 70% Yoma Strategic

Bagan Land

- 4.3 acres on the river front in the city of Nyaung U, Bagan area
- Proposed commercial and tourism-related hospitality development
- 70% Yoma Strategic

Pun Hlaing Lodge

- Located in Pun Hlaing Estate
- 46-key resort
- Construction in progress
- 100% Yoma Strategic



Hpa An Lodge

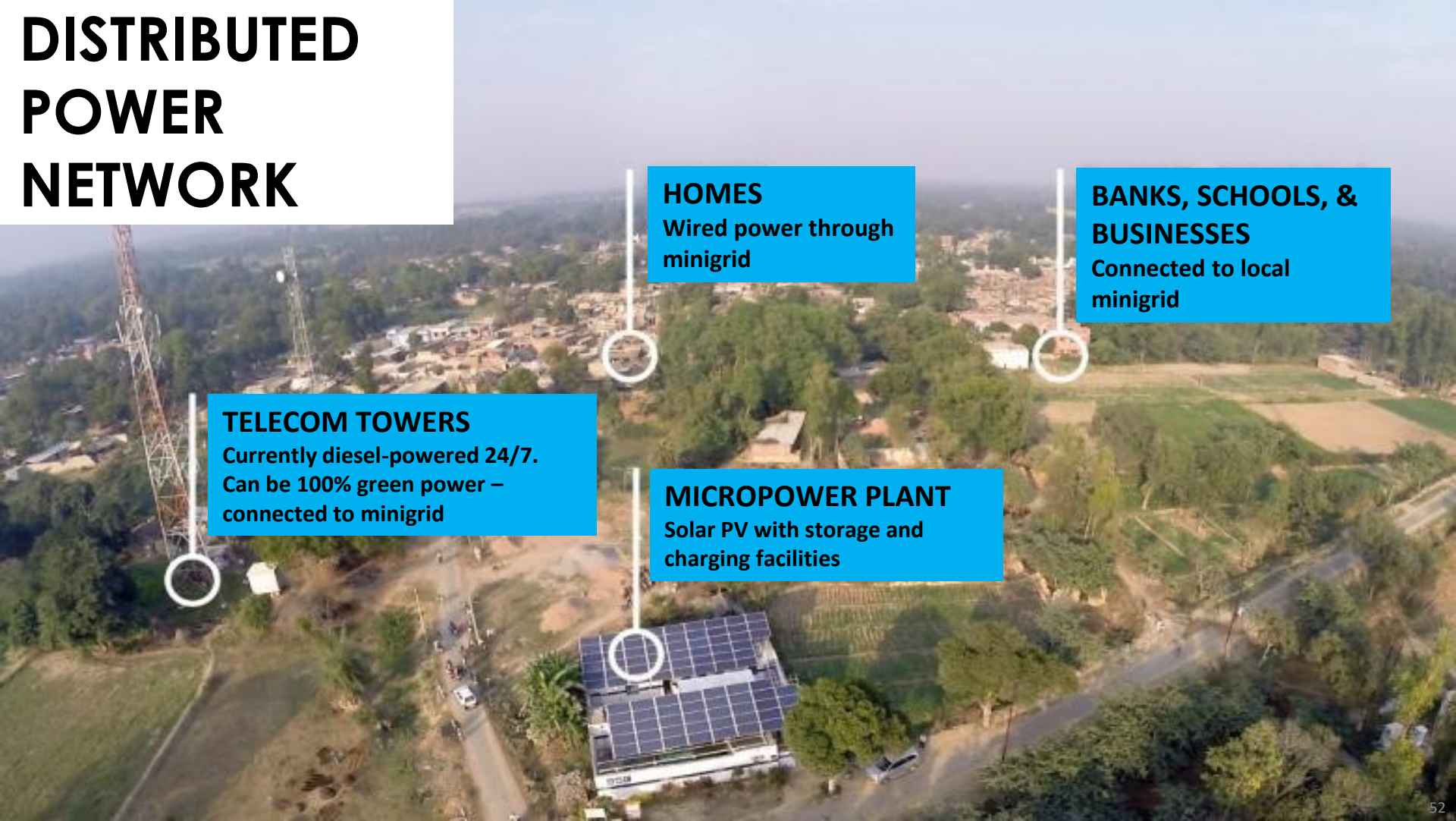
- Boutique hotel in Karen State
- Located at the foot of Mount Zwekabin
- 18 individual cottages



Asia Holidays

- Tourism and destination management business

DISTRIBUTED POWER NETWORK



TELECOM TOWERS

Currently diesel-powered 24/7.
Can be 100% green power –
connected to minigrid

HOMES

Wired power through
minigrid

BANKS, SCHOOLS, & BUSINESSES

Connected to local
minigrid

MICROPOWER PLANT

Solar PV with storage and
charging facilities



FINANCIAL HIGHLIGHTS

FY2017 KEY FINANCIAL HIGHLIGHTS

Delivering resilient performance

\$124 m

RECORD REVENUE

Driven by Consumer
and Automotive
& Heavy Equipment
businesses

40.4%

**GROSS PROFIT
MARGINS**

Improved margins
in Real Estate &
Consumer businesses
from FY2016

\$36 m

**NET PROFIT ATTRIBUTABLE
TO EQUITY HOLDERS**

Lifted by strong
gross profit and
other income

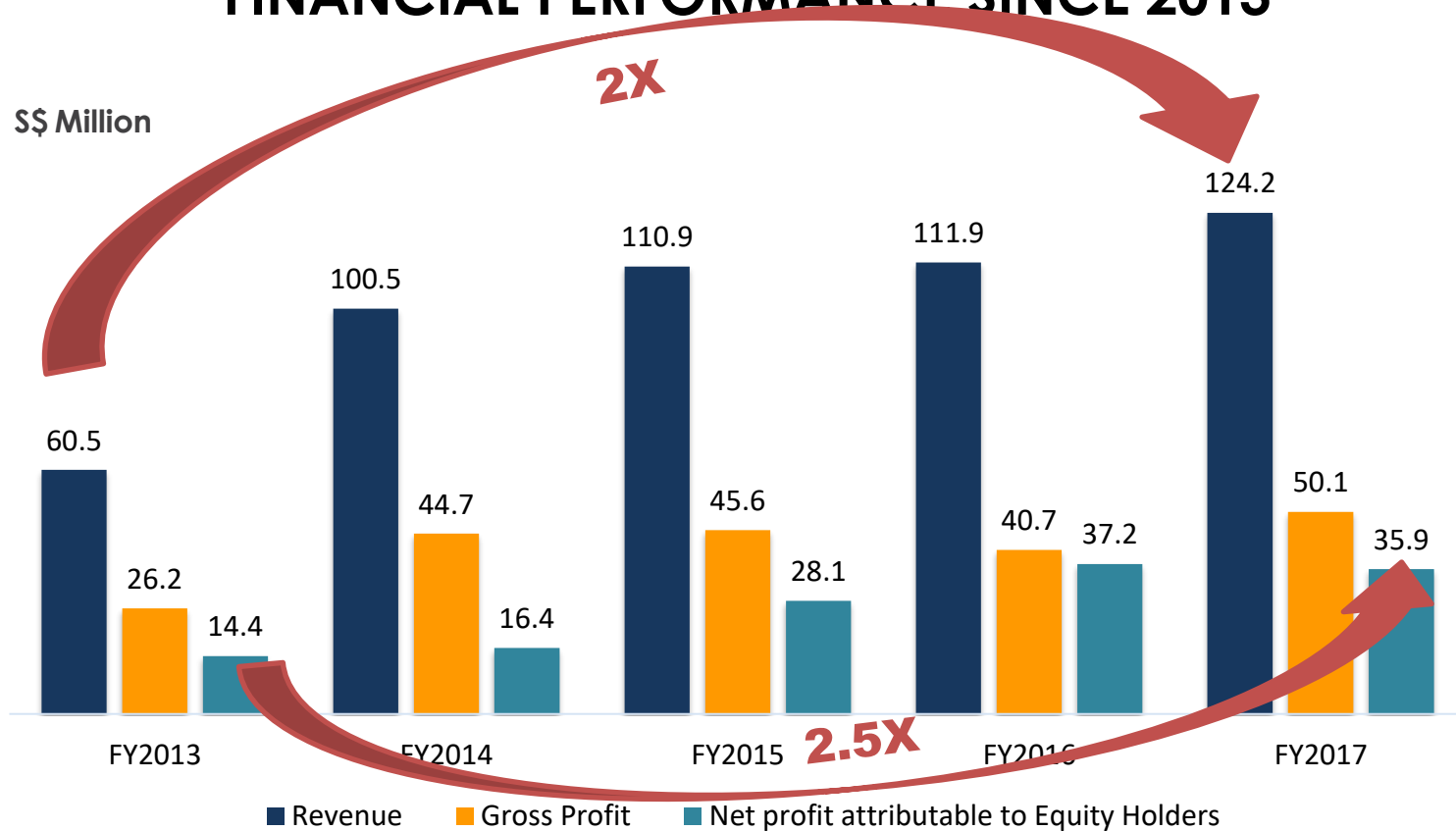
15.0%

**FINANCIAL
GEARING RATIO**

Remains below
the Group's
40% financial
gearing target

FINANCIAL PERFORMANCE SINCE 2013

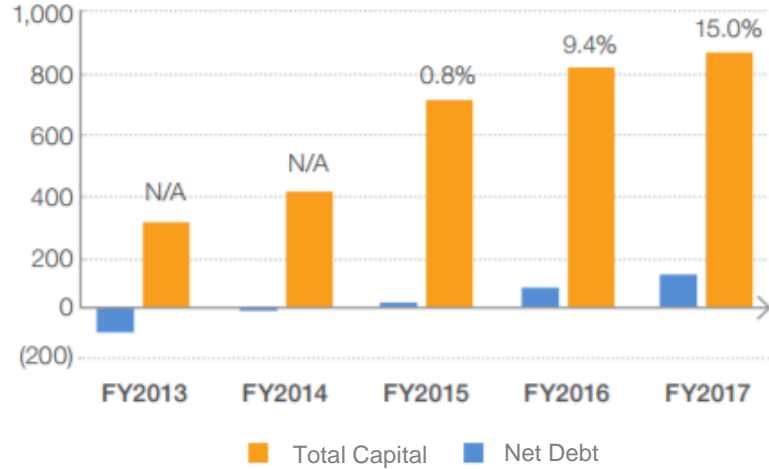
S\$ Million



HEALTHY BALANCE SHEET

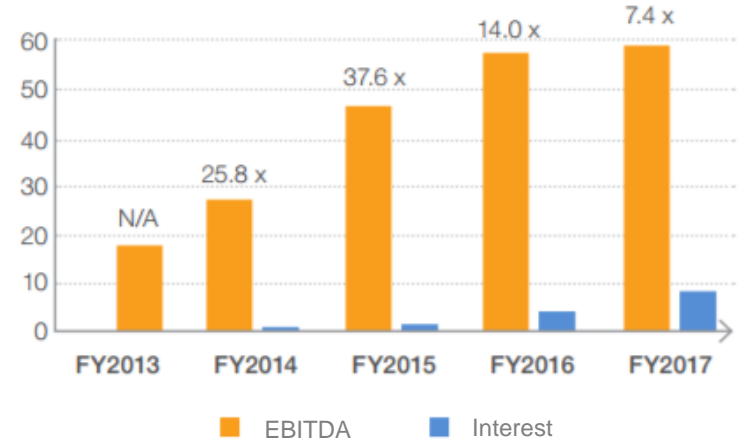
FINANCIAL GEARING RATIO¹ (NET DEBT / TOTAL CAPITAL)

S\$million



INTEREST COVERAGE RATIO (EBITDA / INTEREST)

S\$million



¹The financial 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

SOURCES OF FUNDING



Access to Equity Markets

- June 2012: 4 for 5 rights issue at S\$0.24 per share raised S\$101 million
- November 2012: Placement at S\$0.525 per share raised S\$100 million
- June 2014: Placement at S\$0.70 per share raised S\$95 million
- February 2015: 1 for 3 rights issue at S\$0.38 per share raised S\$164 million



Diversified Sources of Bank Borrowings

Remaining capacities under various financing facilities with:

- Asian Development Bank
- International Finance Corporation
- Term corporate facilities with commercial banks
- Working capital lines with commercial banks



Non-Core Asset Sales

- An investment property comprising a shopping center and retail stores in Dalian, China
- 12.5% of the Group's remaining stake in edotco Singapore at a minimum valuation of US\$ 35 million
- Tourism platform post RTO

YOMA
STRATEGIC HOLDINGS LTD.

Financial Performance

Income Statement

Unit: Thousand S\$	FY2013 (Audited)	FY2014 (Audited)	FY2015 (Audited)	FY2016 (Audited)	FY2017 (Audited)	1H/FY2017 (Unaudited)	1H/2018 (Unaudited)
Revenue	60,467	100,493	110,927	111,868	124,184	42,578	59,018
Cost of sales	(34,260)	(55,837)	(65,340)	(71,134)	(74,058)	(25,526)	(33,760)
Gross profit	26,207	44,656	45,587	40,734	50,126	17,052	25,258
Other income, net	8,125	6,840	31,342	55,583	66,949	28,035	16,515
Administrative expenses	(18,287)	(25,292)	(32,172)	(46,183)	(51,750)	(24,439)	(25,761)
Finance expenses	-	(608)	(1,244)	(3,092)	(16,049)	(6,159)	(2,229)
Share of (losses)/profits of joint ventures	(3)	(56)	25	(2,137)	(1,753)	(1,546)	(750)
Share of (losses)/profits of associates	-	-	(314)	2,607	(518)	(1,502)	(520)
Profit before income tax	16,042	25,540	43,224	47,512	47,005	11,441	12,513
Income tax expense	(1,781)	(1,606)	(3,909)	(3,507)	(4,419)	(683)	(544)
Net profit	14,261	23,934	39,315	44,005	42,586	9,620	10,476
Net Profit attributable to equity shareholders	14,444	16,392	28,051	37,188	35,871	10,093	6,433

Unit: Thousand S\$	FY2013 (Audited)	FY2014 (Audited)	FY2015 (Audited)	FY2016 (Audited)	FY2017 (Audited)	1H/FY2017 (Unaudited)	1H/FY2018 (Unaudited)
Profit before income tax	16,042	25,540	43,224	47,512	47,005	11,441	12,513
Add: Interest expense	-	1,100	1,264	4,163	8,903	3,708	7,195
Add: Depreciation	335	942	2,042	5,039	8,543	3,886	5,293
Add: Amortisation	520	805	1,006	1,723	1,723	862	804
EBITDA	16,897	28,387	47,536	58,437	57,640	19,897	25,805

Financial Performance

Balance Sheet (I)

Unit: Thousands S\$	FY2013 (Audited)	FY2014 (Audited)	FY2015 (Audited)	FY2016 (Audited)	FY2017 (Audited)	1H/FY2018 (Unaudited)
ASSETS						
Current assets						
Cash and cash equivalents	106,179	16,741	20,025	13,439	34,825	66,977
Trade and other receivables	35,353	86,074	89,212	58,186	58,685	46,285
Inventories	1,699	671	14,115	13,946	33,159	31,770
Development properties	22,749	39,442	169,210	182,894	262,789	337,254
Other current assets	2,031	23,942	21,617	13,935	24,690	27,513
Financial asset at fair value through profit or loss	-	-	-	63,098	49,843	48,470
Land development rights	10,898	9,318	28,341	16,790	7,832	7,916
Assets of disposal group classified as held for Sale (tourism assets)	-	-	-	-	-	49,073
	178,909	176,188	342,520	362,288	471,823	615,258
Non-current assets						
Trade and other receivables	-	-	16,980	61,805	79,995	12,322
Other non-current assets	-	580	394	651	688	837
Available-for-sale financial assets	-	8,442	4,379	4,918	6,084	6,183
Investments in joint ventures	739	683	4,248	9,816	11,854	11,847
Investments in associated companies	-	-	40,410	28,523	29,267	27,660
Call option to acquire land	-	13,161	13,161	13,161	-	-
Investment properties	88,830	104,657	156,143	192,933	219,314	254,407
Prepayments	12,042	13,390	8,029	6,319	6,865	7,088
Property, plant and equipment	2,509	4,632	16,801	34,273	50,970	63,622
Intangible assets	11,407	12,666	32,189	30,466	28,743	27,309
Land development rights	168,128	148,877	198,846	203,255	211,432	211,371
	283,655	307,088	491,580	586,120	645,212	622,646
Total assets	462,564	483,276	834,100	948,408	1,117,035	1,237,904

Financial Performance

Balance Sheet (II)

Unit: Thousands S\$	FY2013 (Audited)	FY2014 (Audited)	FY2015 (Audited)	FY2016 (Audited)	FY2017 (Audited)	1H/FY2018 (Unaudited)
LIABILITIES						
Current liabilities						
Trade and other payables	35,102	39,358	59,550	82,008	147,699	140,090
Current income tax liabilities	2,560	2,586	1,880	2,871	5,039	5,887
Borrowings	14,391	-	10,000	58,614	40,841	82,650
Deferred income tax liabilities	-	444	1,872	1,634	1,077	815
Liabilities of disposal group classified as held for sales (tourism assets)	-	-	-	-	-	3,607
	52,053	42,388	73,302	145,127	194,656	233,049
Non-current liabilities						
Trade and other payables	-	-	-	-	-	18,618
Borrowings	14,391	22,850	28,607	66,876	125,985	114,417
Shareholders' loan from non-controlling interest					54,498	48,349
Total liabilities	66,444	65,238	101,909	212,003	374,239	414,433
NET ASSETS	396,120	418,038	732,191	736,405	742,796	823,471
EQUITY						
Share capital	327,204	327,204	587,583	590,013	591,504	591,940
Other reserves	3,618	7,078	9,140	(23,291)	(46,654)	(54,403)
Retained profits	26,643	37,250	65,100	102,698	119,328	121,184
Non-controlling interests	38,655	46,506	70,368	66,985	78,618	164,750
Total equity	396,120	418,038	732,191	736,405	742,796	823,471