



Build a Better Myanmar for its People

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3M-Jun 2020 results trading updates and key developments

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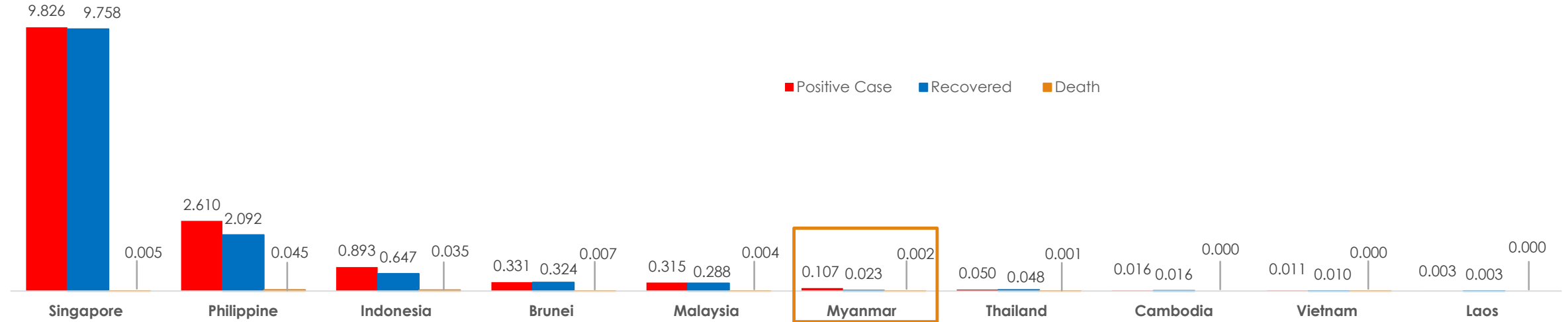
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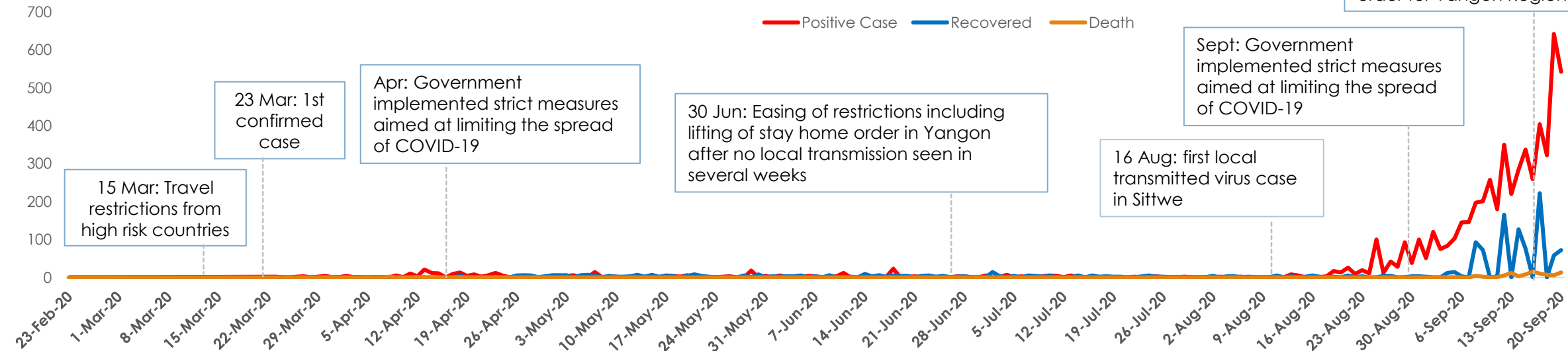
COVID-19 STATISTICS IN MYANMAR

COVID-19 cases, recovered and deaths per 1,000 person in population in ASEAN Countries as of 20th September 2020



Source : https://www.worldometers.info/coronavirus/?utm_campaign=CSauthorbio?#countries

Myanmar Government's responses and actions










Source : <https://www.mohs.gov.mm/Main/content/publication/2019-ncov>








GOVERNMENT MEASURES

Key highlights in COVID-19 Economic Relief Plan

GOALS

-  **Improve macroeconomic environment through monetary stimulus**
-  **Ease impact on the private sector through improvements to investment, trade and banking sectors**
-  Ease impact on laborers and workers
-  Ease impact on households
-  **Promote innovative products and platforms**
-  Strengthen healthcare systems
-  Increase access to COVID-19 response financing

Action Plans

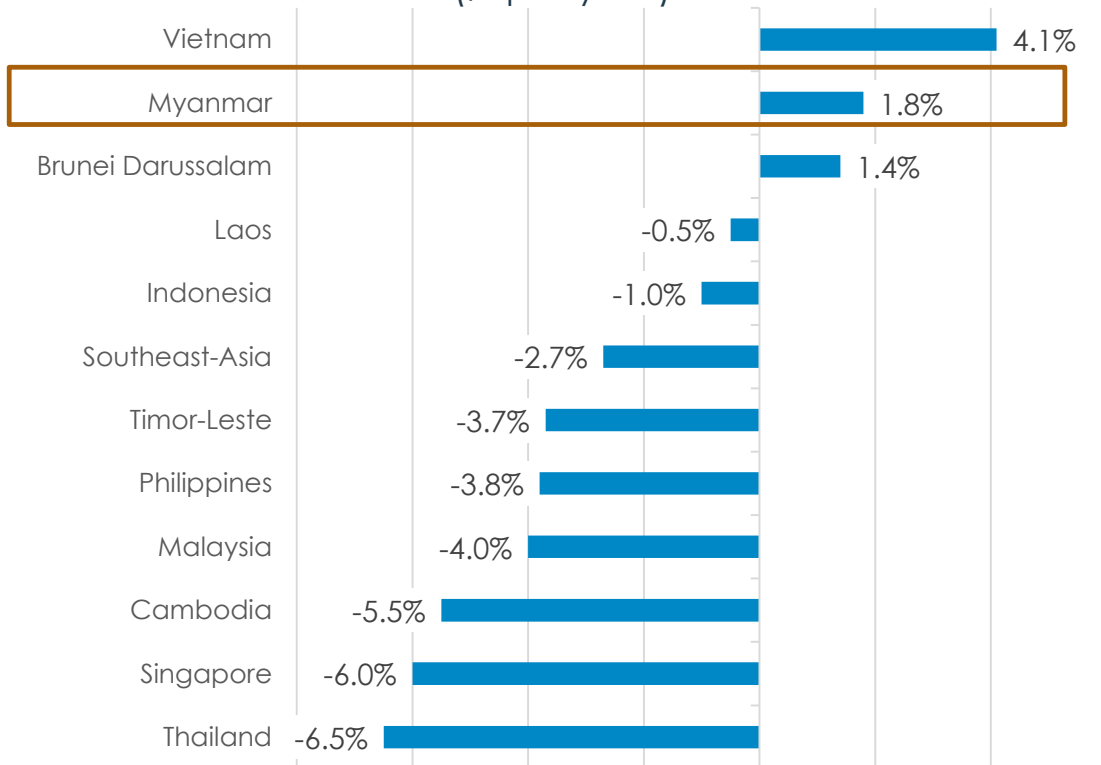
-  Lowered bank interest rate from 8.5% to 7.0% and minimum reserve requirement on banks by at least 150 bps
-  MMK 100 billion lent to the affected MSMEs before the year end, deferred corporate income tax and commercial tax for affected industries and waivers of WHT, Specific Goods Tax, the Custom Duties and Commercial Tax on medical products and supplies related to COVID-19
-  Extended the duration of Labor's benefits and implemented labor-intensive community Infrastructure projects
-  Electricity tariff exemption and unconditional cash and in-kind transfers for the vulnerable and affected households
-  Promotion of the usage of available mobile payment services and e-commerce platform
-  Extension and improvement of quarantine facilities, the importation of key medical products and the improvement of preventive measures
-  Reallocation of the 2019-2020 budget from government entities to the COVID-19 fund

MYANMAR ECONOMY

Longer term potential continues to attract foreign Investments

ADB expects Myanmar GDP to grow at 1.8% in 2020 and 6.0% in 2021

GDP Growth Rate, 2020 forecast
(% per year)

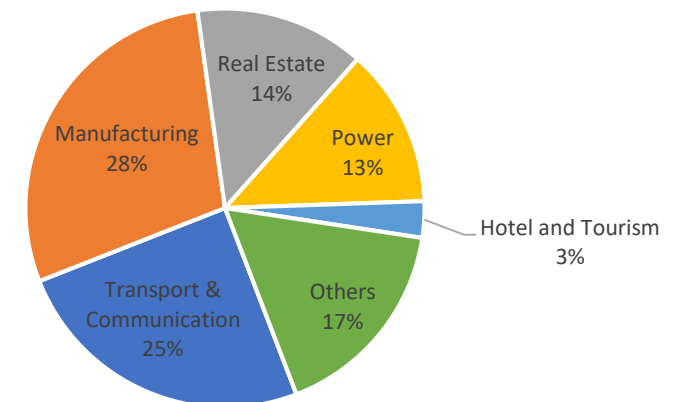


Source: <https://www.adb.org/countries/myanmar/economy>

Foreign Investments

- As at August 2020, approved FDI amounted to US\$5 billion, 20% increase from last year and the Government expects to exceed its target of US\$5.8 billion for the fiscal year ending 30 September 2020¹.
- Approved projects largely on manufacturing, power generation and real estate.
- Myanmar and China government signed 33 agreements spanning infrastructure, power and trade in January 2020.
- Japan's aid agency to provide US\$280 million loan to Myanmar to support economic recovery.

Foreign Investment of Permitted Enterprises From FY2016-2017 to 2019-2020 August²



Source:

¹ <https://www.mmtimes.com/news/foreign-direct-investments-fiscal-2019-20-exceed-target.html>

² <https://www.dica.gov.mm/sites/dica.gov.mm/files/document-files/fdi2.pdf>

YOMA WELL-POSITIONED TO EMERGE STRONGER

Milestones between January 2019 and May 2020

**JANUARY
2019**

RAISED US\$70 MILLION WITH THAI BOND ISSUANCE

The AAA rated bonds, which are fully guaranteed by CGIF, a trust fund of ADB, marked the first time a Myanmar focused entity had tapped the international bond markets

**APRIL
2019**

TOKYO CENTURY INVESTED US\$27 MILLION IN YOMA FLEET

Tokyo Century's investment for a 20% stake in Yoma Fleet, valued it at US\$133 million, placing its implied valuation at c.25% of Yoma Strategic's market cap

**OCTOBER
2019**

AC ENERGY INVESTED US\$30 MILLION IN RENEWABLE ENERGY BUSINESS

Plans to invest in Yoma Micro Power and will jointly explore developing around 200MW of additional renewable energy projects within Myanmar

**NOVEMBER
2019**

DIVESTMENT OF REMAINING 12.5% TELECOM TOWER INVESTMENT FOR US\$57.5 MILLION

Invested US\$20 million in the telecom tower business in 2014 for US\$20.0 million. Disposed 12.5% stake for US\$25.0 million in 2016 and 12.5% stake for US\$57.5 million in 2019, representing a 4.6X multiple of total investment over 5 years

**NOVEMBER
2019**

AYALA CORPORATION INVESTING UP TO US\$155 MILLION FOR A 20% STAKE

Ayala Corporation investing at SGD 45 cents per share in Yoma Strategic re-affirms its growth potential and prospects

**MAY
2020**

ANT GROUP INVESTING US\$73.5 MILLION IN WAVE MONEY

Ant Financial Services Group joining Yoma Strategic as a substantial minority shareholder in Wave Money

THE TOTAL AMOUNT RAISED FROM JANUARY TO MAY 2020 – US\$413 MILLION

MANAGING COSTS AND PRESERVING CASH

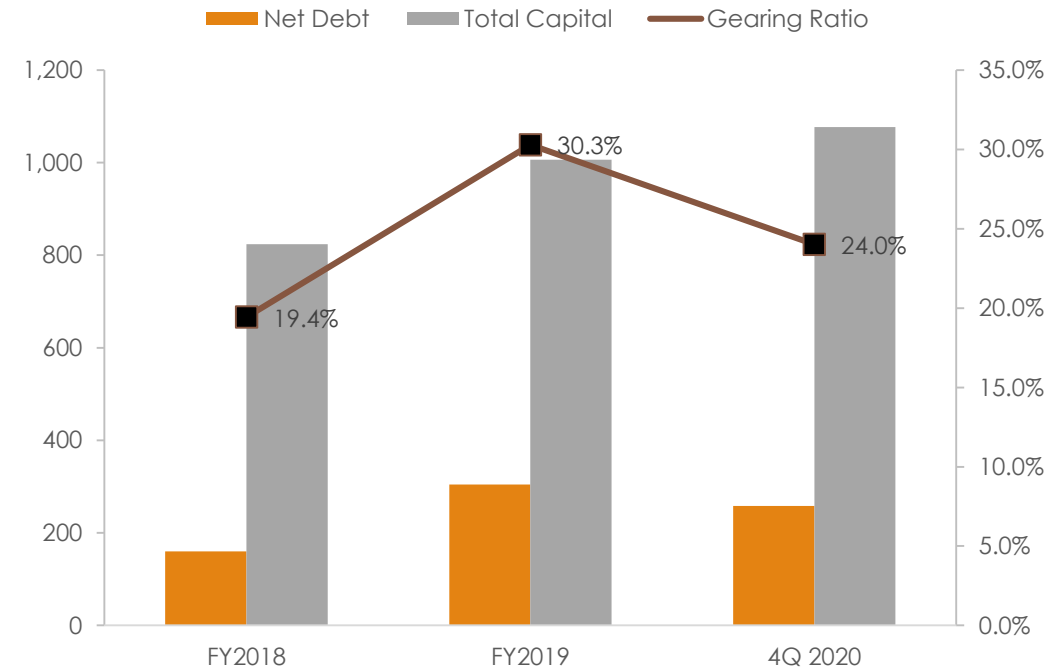
Since March 2020

Key Commentaries

- Amidst the onset of the COVID-19 pandemic, numerous steps had been taken to manage costs and preserve cash, including suspending and deferring non-essential operating and capital expenditures.
- Board and senior management took voluntary reductions in directors' fees and salary of 25 per cent, while middle management executives also took a voluntary salary reduction.
- Repayment of certain borrowings from the proceeds of the sale of telecom tower investment in November 2019 and the first tranche of Ayala Corporation's investment in December 2019.

(US\$ Million)	As at 31 Mar 2019	As at 31 Mar 2020
Total Assets	1,201.9	1,310.4
Cash and cash equivalents	15.5	40.6
Net Debt	304.8	258.5
Total Equity	701.6	818.1

Reducing Net Gearing Ratio



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.

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I. STRENGTHENING ITS ROLE AS A LEADING PLAYER IN MYANMAR'S FINTECH SECTOR

STRONG FUNDAMENTALS FOR DIGITAL MONEY

COVID-19 accelerating the trend towards a cashless society

Low banking penetration & infrastructure provides a massive opportunity



25%

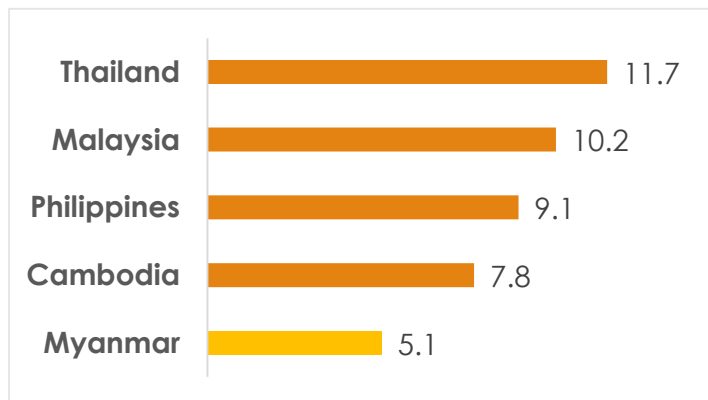
of adults have bank accounts



30%

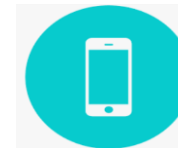
of adults are completely financially excluded

No. of bank branches per 100,000 adults



Fast evolving digital ecosystem

Mobile connection



126%

as % of total population

Internet users



22 million

(41% penetration)

Social media users



22 million

(100% of internet users)

Digital merchant ecosystem (select examples)



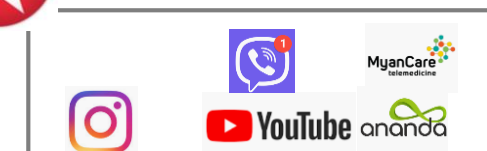
Ticketing and games



Ride hailing & food delivery



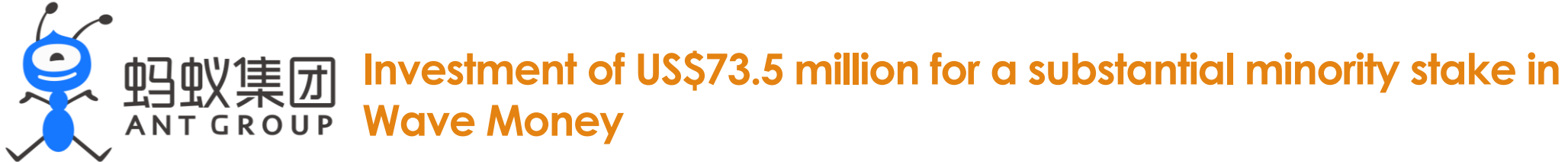
ecommerce



others

ANT FINANCIAL PARTNERSHIP

Investment and expertise to accelerate digitalisation plans

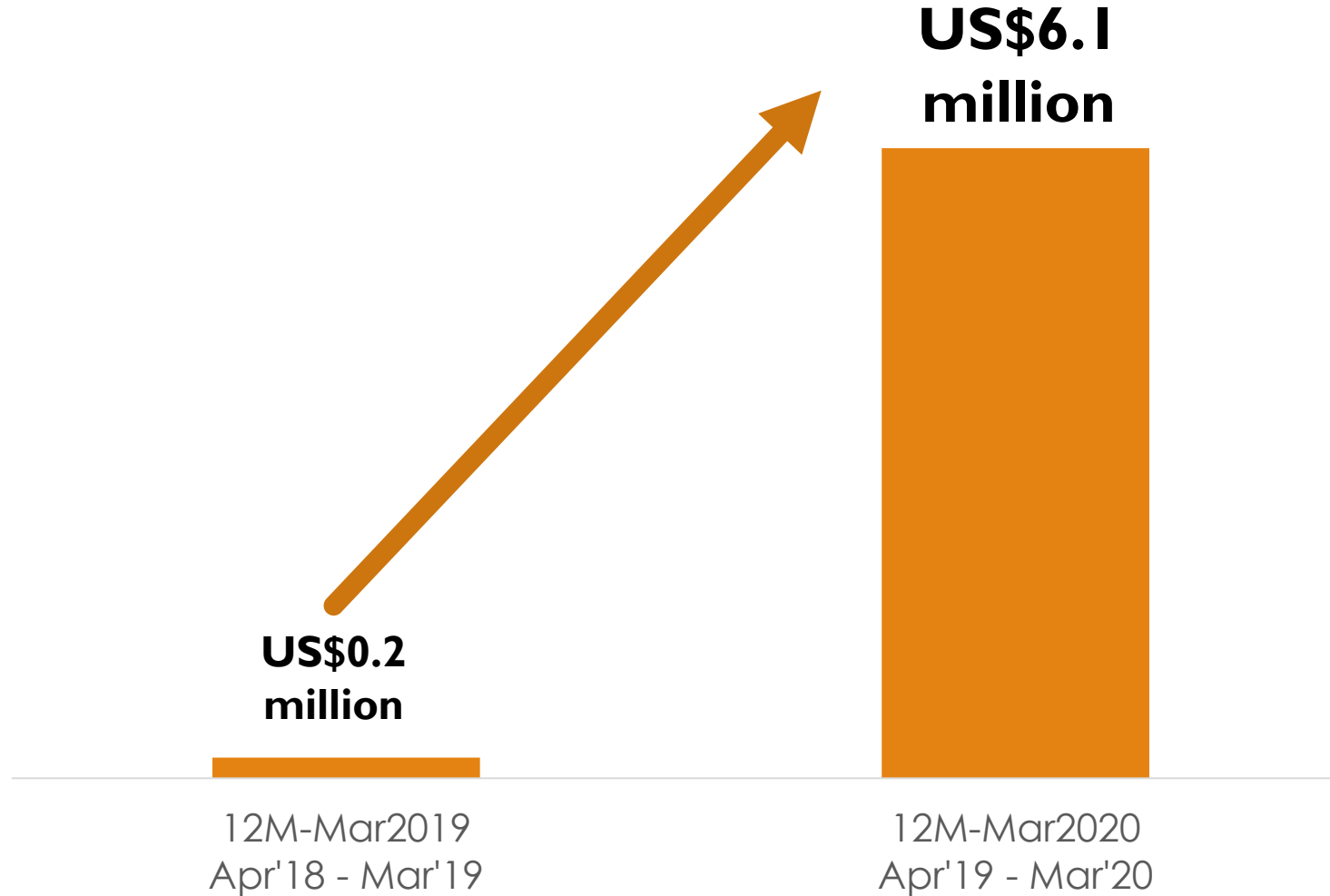


- Ant Group is the parent company of Alipay, China's largest digital payment platform serving over one billion users¹.
- Wave Money will leverage Ant Group's experience building mobile payment platforms to enhance its digital competence, capabilities, user experience and service offerings.
- Ant Group's stake in Wave Money will come by way of a new share issuance which is subject to certain conditions, including regulatory approval.

¹Source: Ant Group IPO Prospectus, figure as of 17 August 2020

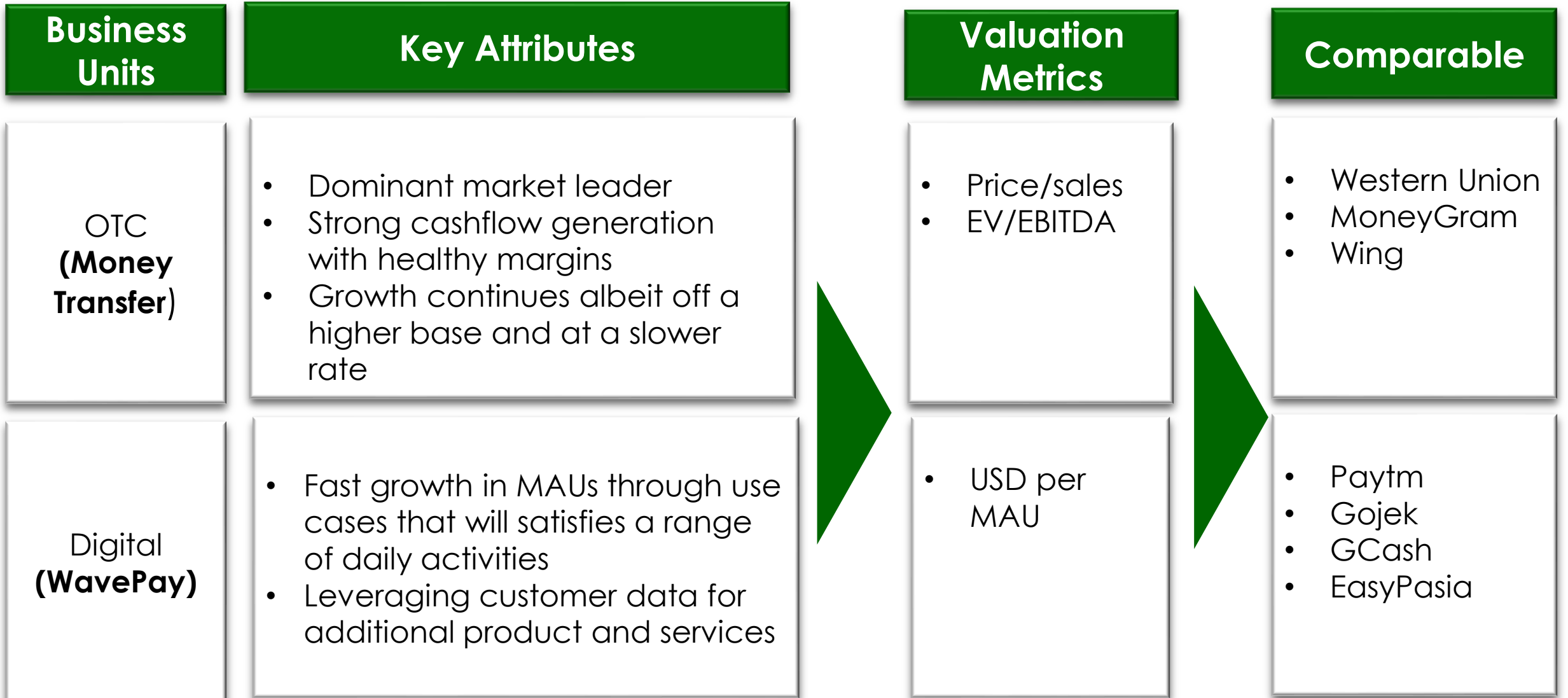
WAVE MONEY RECORDED STRONG GROWTH

Share of profit from the 34% Wave Money stake grew significantly



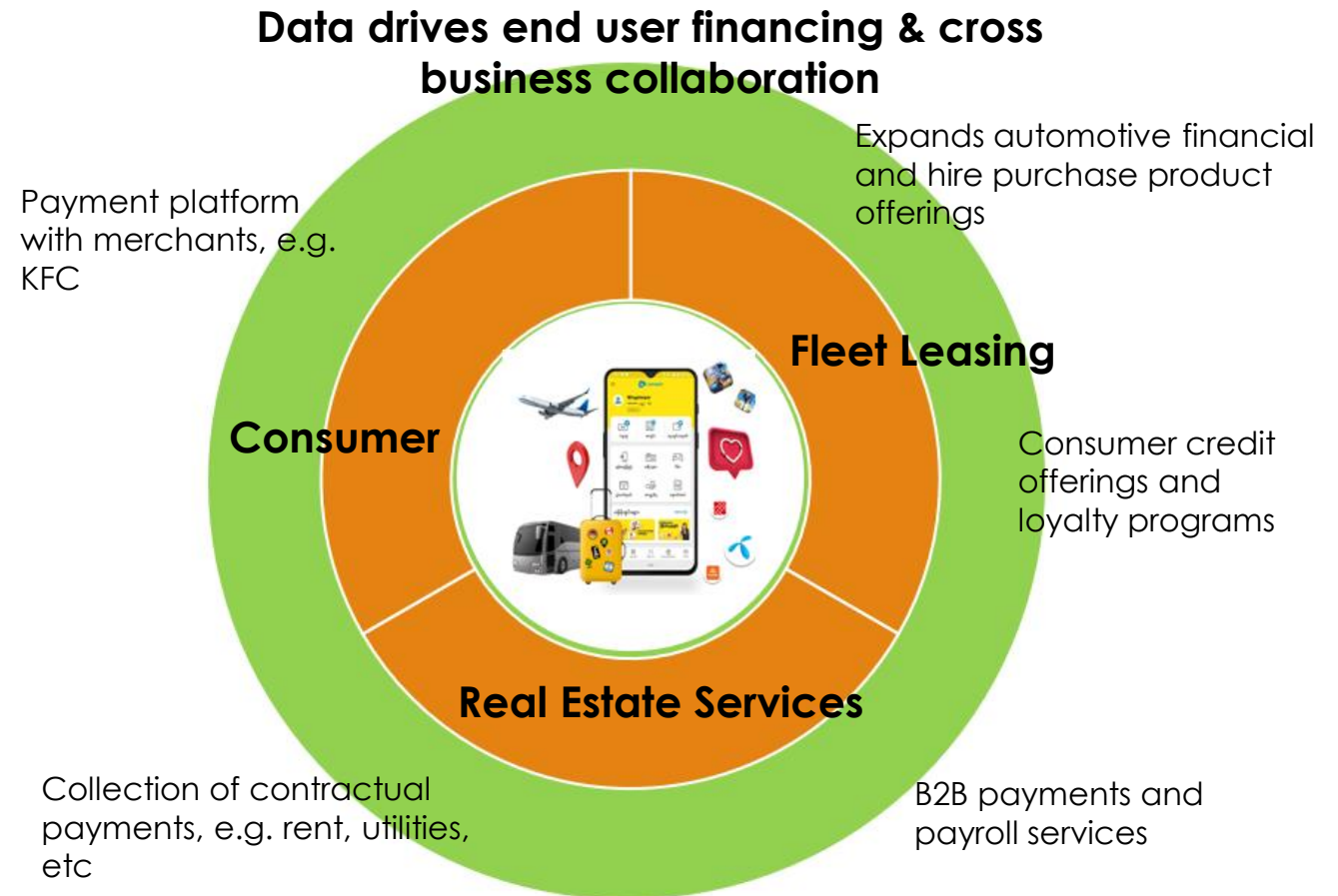
WAVE MONEY'S GROWTH TRAJECTORY

Creating greater value in the longer term



YOMA STRATEGIC TO BE THE CONTROLLING SHAREHOLDER OF WAVE MONEY

- Wave Money has strong synergies with Yoma Strategic businesses
- Yoma MFS Holdings, a newly established company to acquire the entirety of Telenor Group's stake for US\$76.5 million
- Telenor Group's existing stake in Wave Money is 51%
- Yoma MFS Holdings will raise funds from a consortium of investors led by Yoma Strategic



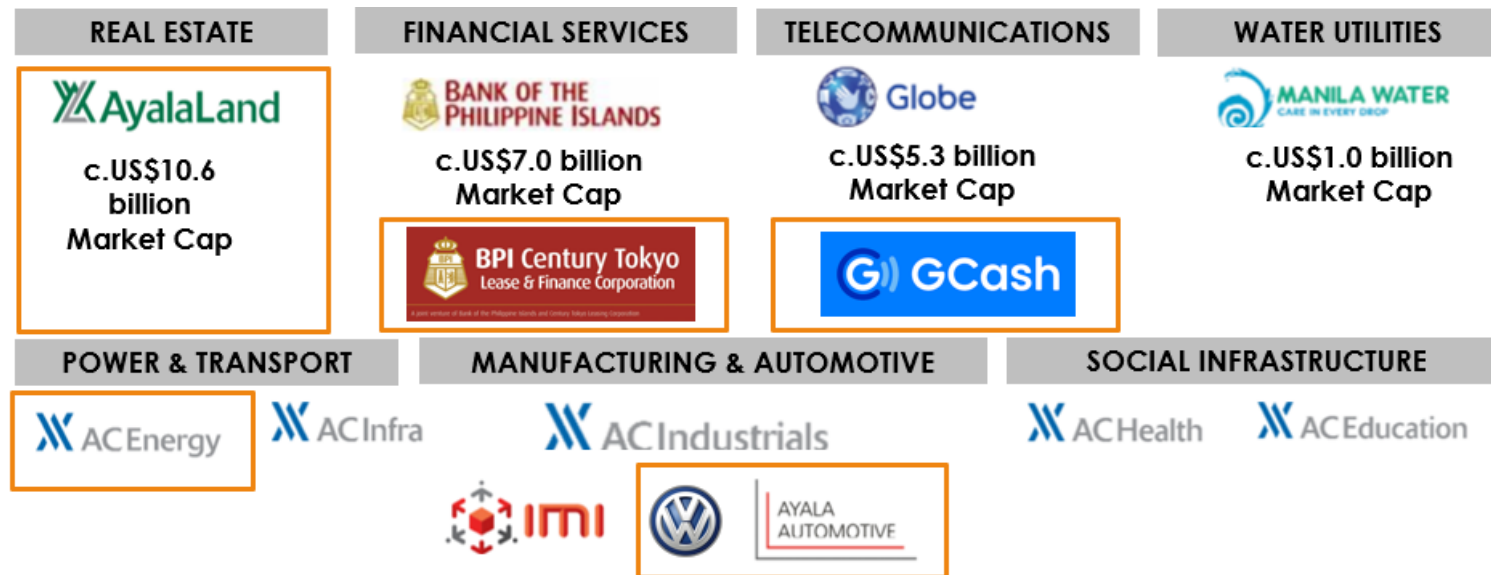
II. STRATEGIC TIE-UP WITH AYALA CORPORATION PROVIDES A VALUATION BENCHMARK

AYALA CORPORATION INVESTING AT 45 CENTS PER SHARE

Re-affirms Yoma's growth potential and prospects

Investment of up to US\$155 million for a 20% stake in Yoma Strategic

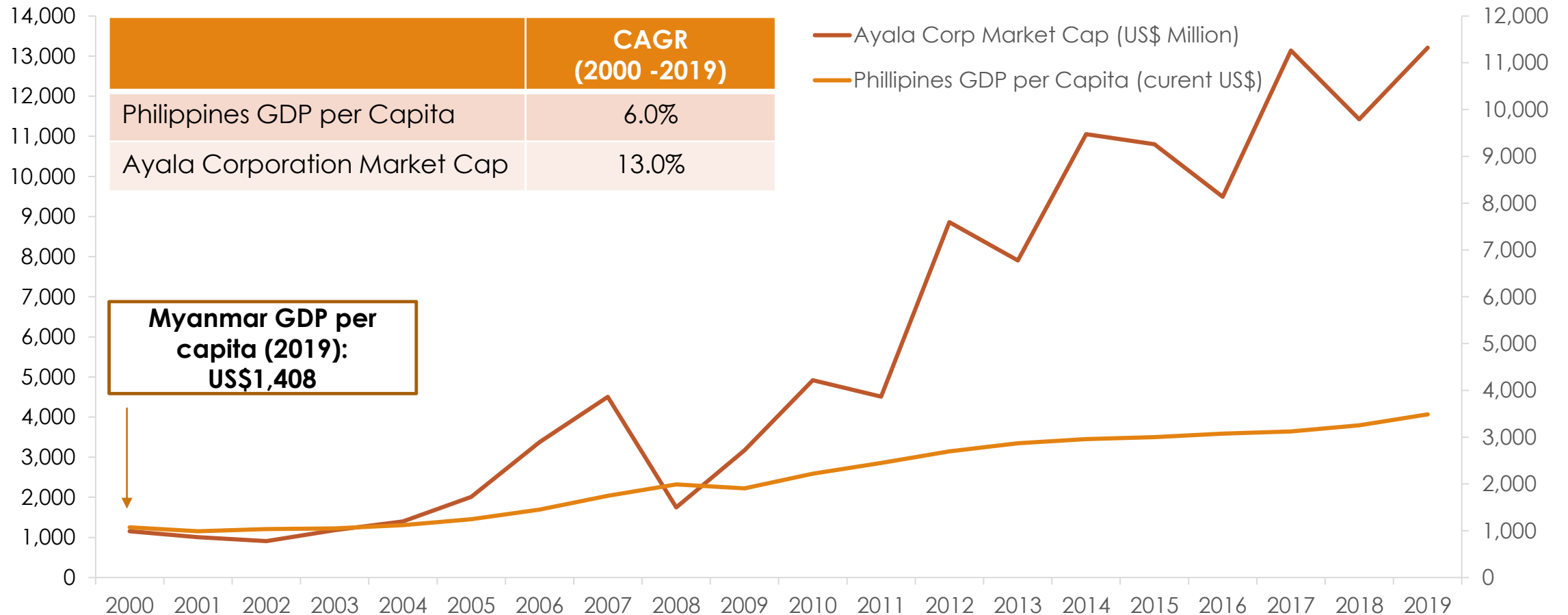
- Ayala Corporation is one of the oldest and largest conglomerates in the Philippines
- Has a portfolio of leading businesses that overlaps with many of Yoma Strategic's core business pillars and common partners across various business units, e.g. Tokyo Century, etc.
- Ayala Corporation's President and COO, Mr. Fernando Miranda Zobel de Ayala, joined Yoma Strategic's board as a Non-Independent Non-Executive Director



THE PHILIPPINES' ECONOMIC GROWTH IN THE PAST DECADE OFFERS A USEFUL REFERENCE FOR MYANMAR'S NEXT PHASE OF DEVELOPMENT

Market Cap
US\$ Million

GDP per
Capital US\$



Source: Bloomberg, World Development Indicators

SHARE PRICE IS MEANINGFULLY UNDERVALUED

Issuance price to Ayala Corporation represents a significant premium to current share price

	Singapore cents
Issuance price to Ayala Corporation	45.0
Share price (16 September 2020)	28.0
Net asset value (31 March 2020)	38.9 ¹



Represents **61% premium** over the volume weighted average price of the shares traded on 16 September 2020

- Targeting to convene a shareholders' meeting in the coming months to seek approval for the second tranche of c.US\$46 million of primary shares at S\$0.45 per share
- Placed out the first tranche of c.US\$109 million of primary shares at S\$0.45 per share to Ayala Corporation on 02 December 2019

¹Based on net asset value of 27.97 USD cent and an average rate of 1 US\$ to 1.39 S\$ as at 10 July 2020

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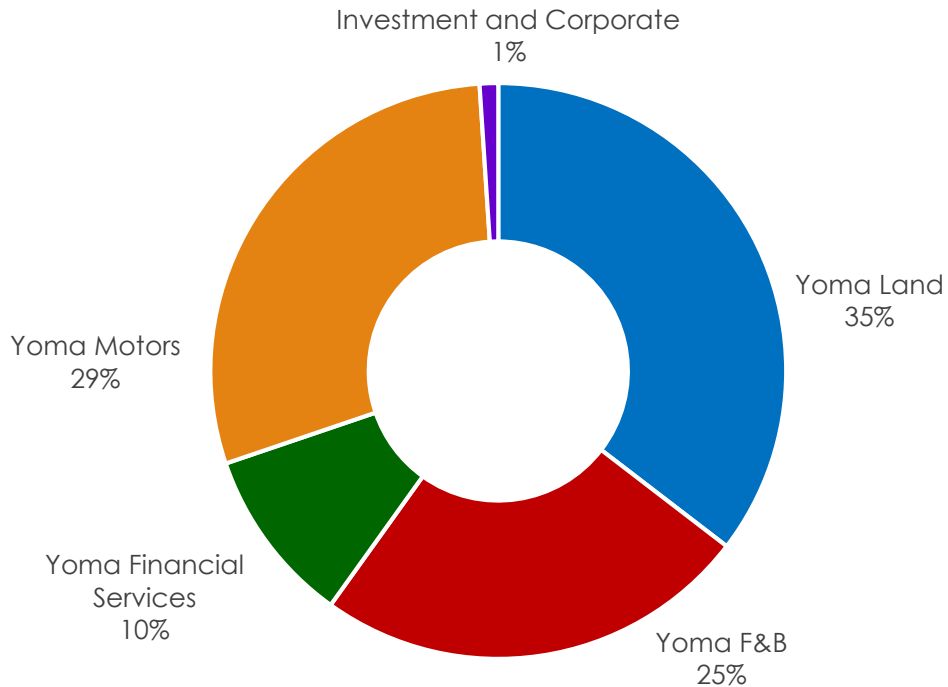
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TRADING UPDATES 3M-JUN2020

Posted a revenue growth of 3.2% in 3M-Jun2020 in spite of the unprecedented challenges posed by the COVID-19 pandemic

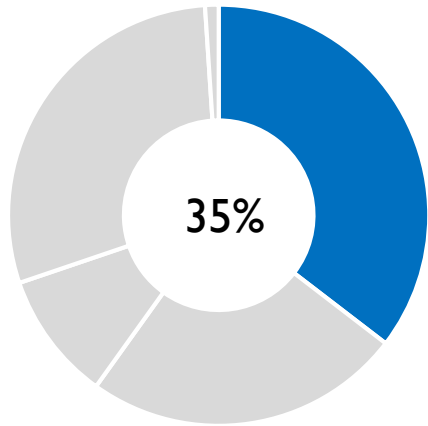


Revenue breakdown, 3M-Jun2020

Revenue, US\$(Million)	3M-Jun2019	3M-Jun2020	YoY% change
Yoma Land	5.6	6.8	21.4%
Real Estate Development	3.3	4.8	45.5%
Real Estate Services	2.3	2.0	(13.0%)
Yoma F&B	6.8	4.7	(30.9%)
Yoma Financial Services	1.8	1.9	5.6%
Yoma Motors	4.2	5.6	33.3%
Investment and Corporate	0.2	0.2	-
Group Revenue	18.6	19.2	3.2%

YOMA LAND

3M-Jun2020 revenue grew 21.4% to US\$6.8 million



- Increase was driven by Real Estate Development business, which saw revenue increased 45.5% led by City Loft @ StarCity.
- City Loft @ StarCity construction remained on track with unrecognized revenue amounted to US\$17 million¹ and new launches to drive sales revenue.
- While revenue from Real Estate Services business declined by 13.0%, occupancy level saw a partial recovery in recent months.



City Loft @ StarCity

Recorded sale/booking rate of 80% out of 791 total launched units as at 30 June 2020



Yoma Central

Completion of Yoma Central in 2021/2022 will significantly grow recurring revenue streams

¹ As at 30 June 2020

STARVILLAS

First landed housing in StarCity

32 villas where standard villa sits on 6,400 sq. ft. of land with a total gross floor area of 4,380 sq. ft.





Pun Hlaing Estate

Greenery and emphasis on security, services and amenities are attracting buyers and renters amidst the COVID-19 pandemic.

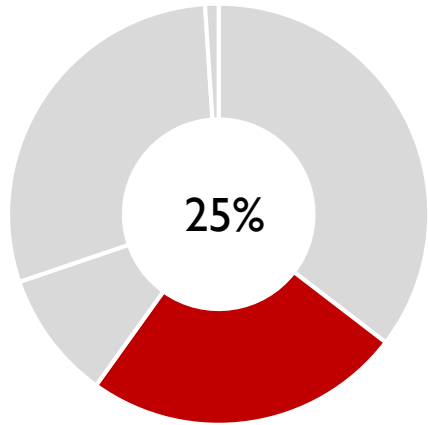


Star City

Greenery and emphasis on security, services and amenities are attracting buyers and renters amidst the COVID-19 pandemic.

Yoma F&B

3M-Jun2020 revenue declined by 30.9% to US\$4.7 million



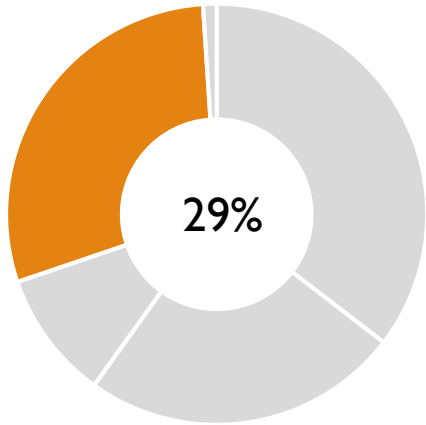
- Operates 91 restaurants as at 30 June 2020 comprising 42 YKKO restaurants, 45 KFC restaurants, 3 Auntie Anne's™ kiosks and 1 Little Sheep Hot Pot restaurant.
- Particularly affected by the COVID-19 crisis due to government-imposed lock downs, curfews and prohibitions on dine-in between April to mid-May and temporary store closures in severely affected trade zones.
- Strong growth in delivery sales since the beginning of the COVID-19 crisis with the delivery channel becoming additive (rather than substitutive) to the overall restaurant business.

Large shift towards delivery between April and June mitigated some of the shortfall in dine-in revenue.



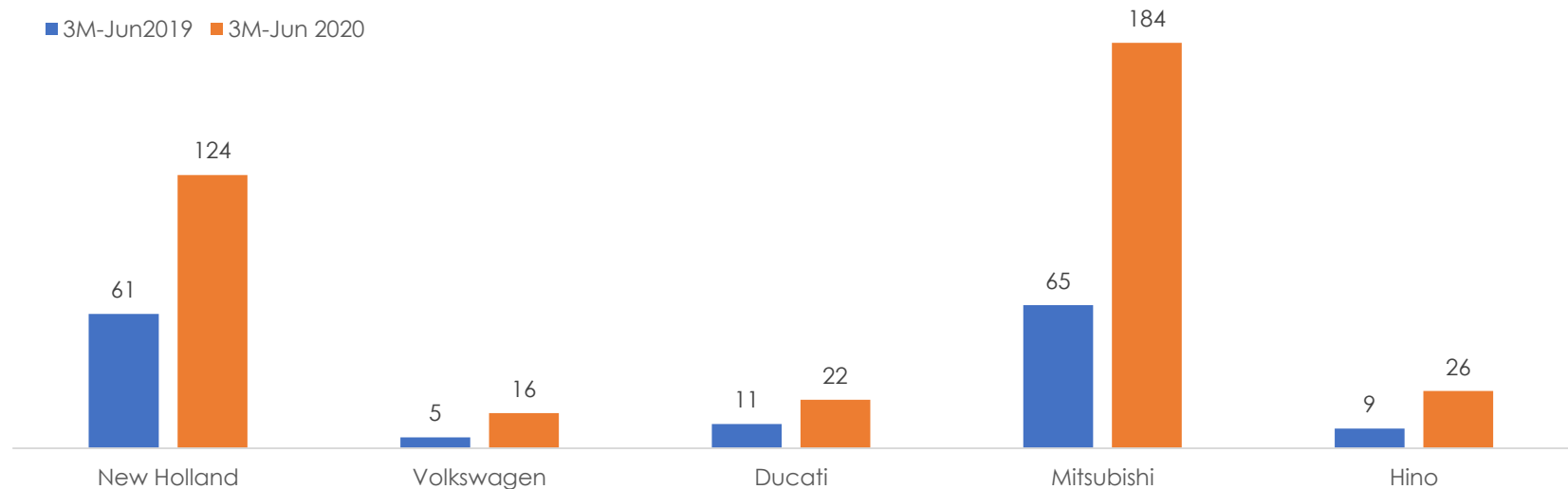
Yoma Motors

3M-Jun2020 revenue increased by 33.3% to US\$5.6 million



- Despite the COVID-19 impact from border closures and falling crop prices, a higher number of tractors and implements were sold as agriculture businesses ramped up their activities ahead of the upcoming monsoon season.
- Higher Automotive revenue was driven by the sale of 16 Volkswagen vehicles and 22 Ducati motorbikes.
- Mitsubishi and Hino businesses also saw strong growth in vehicle sales. Mitsubishi sales were boosted by the popular Xpander model and there remains a significant backlog of unfilled orders.

Higher sales recorded across Heavy Equipment and Passenger and Commercial vehicles segments.



Yoma Financial Services

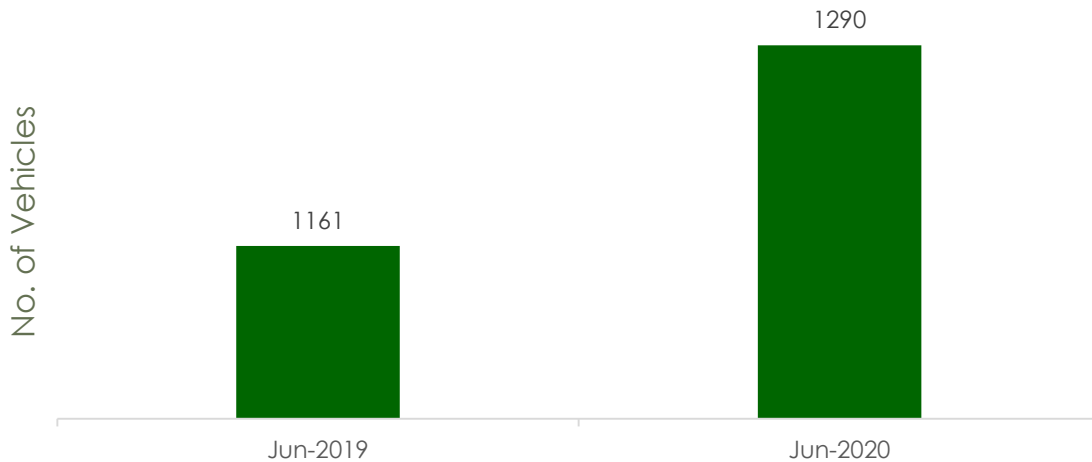
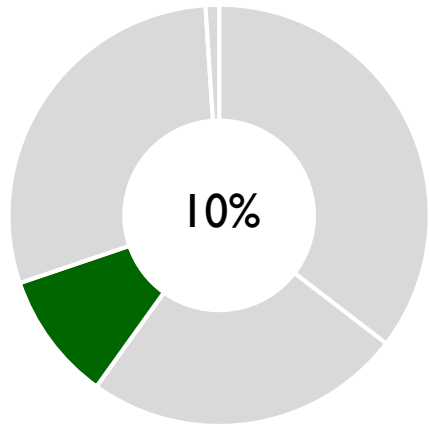
3M-Jun2020 revenue increased by 5.6% to US\$1.9 million

Yoma Fleet

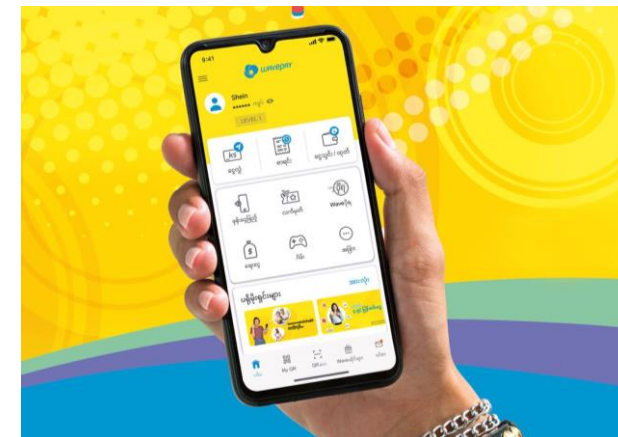
- The increase in revenue was mainly driven by an enlarged finance lease portfolio, which carries higher gross profit margins.

Wave Money

- EBITDA remained positive despite a decline in revenue and transaction numbers of 16.5% and 25.3% respectively from the previous quarter mainly due to over-the-counter business.
- Digital business continues to gain traction on cashless payment solutions and the business is on track to reach its target of 1.3 million MAUs by December 2020.



Yoma Fleet Vehicle numbers grew by 11.1% and third-party assets under management stood at US\$45.6 million as of 30 June 2020.



Number of monthly active users (“MAUs”) continues to grow month-on-month at double digit rates.



QUESTIONS & ANSWERS
