



# GROWING WITH MYANMAR

Annual General Meeting FY2014

25 July 2014

*The material presented herein is for your general information only and nothing herein shall be considered to be business or legal advice. No representation, warranty or recommendation whatsoever as to the merits of investing in any company, entity or financial instrument is to be read or inferred from any material presented herein.*

*Prospective investors should consult his or her own professional or other advisor for business or legal advice and should rely on their own investigation of the financial condition and affairs of any company or entity as well as the terms and conditions of any financial instrument to make their own appraisal and determination of the merits of investing in any company, entity or financial instrument, and shall be deemed to have done so.*







- **Myanmar Overview**

- **FY2014 Overview**

- **Myanmar Real Estate Overview**



# MYANMAR OVERVIEW

Serge Pun, Executive Chairman

# Chair of Asean

# Successful SEA Games

**FDI Upped  
to US\$46  
Billion**



# **11 New Concessions for Oil & Gas**



# **Banking Licenses to Foreign Banks**

# Yangon Stock Exchange by end of 2015

# Kyauk Phyu SEZ

# Distribution of Electricity



# 3G and 4G Services Roll Out

# Banking Reform

# Education

# Yoma Strategic's Strategy



# **Conglomerate Approach Remains**

# Maintain Our Competitive Edge in Human Capital

# Leveraging on SPA and FMI Strengths

**Thilawa**

**SEZ**



# International and Local Partners

# Mitsubishi

**IFC**

**ADB**



# Sumitomo Corporation

# The Hongkong and Shanghai Hotels

# Harrow

# Dulwich

# The Win Brothers

# More Products

# **Increase Land Bank**

**Real Estate**

**Agriculture**

**Hospitality & Tourism**

**FMCG &  
Distribution**

**Logistic &  
Infrastructure**

**Education**

**Automotive**





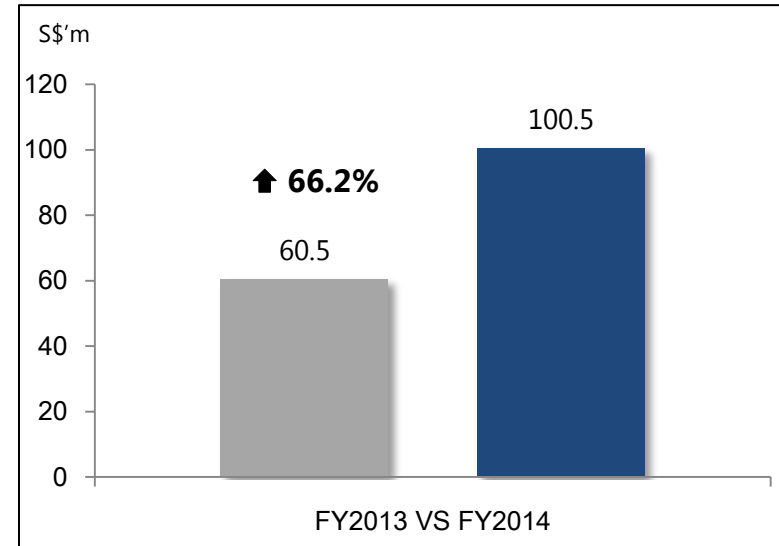
# FY2014 REVIEW

Andrew Rickards, CEO

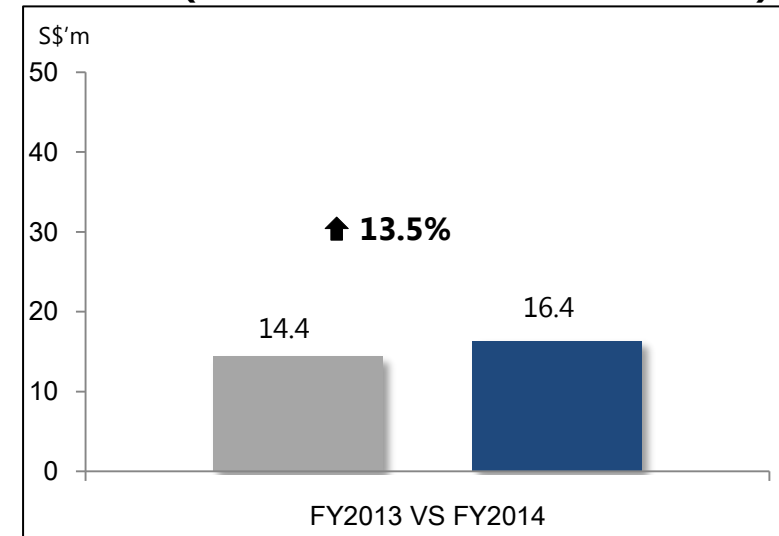
## REVENUE HITS S\$100 MILLION

- FY2014 revenue increases over 66% year-on-year to S\$100.5 million
- FY2014 net profit up 67.8% to S\$23.9 million
- FY2014 net profit attributable to shareholders rose 13.5% year-on-year to S\$16.4 million
- Gross profit margin increased marginally to 44.4% in FY2014 as compared to 43.3% in FY2013
- After stripping out the significant non-operating items, net profit attributable to shareholders increased by 13.4% to S\$13.9 million
- Earnings per share declined marginally to 1.42 cents in FY2014 as a result of slightly increased shareholder base

### Revenue

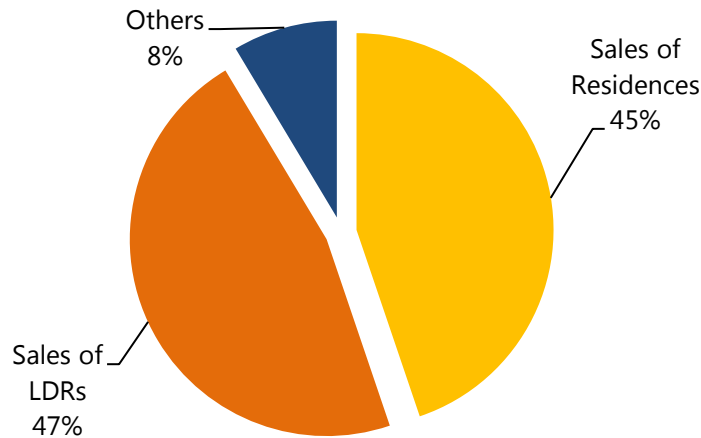


### PATMI (attributable to shareholders)

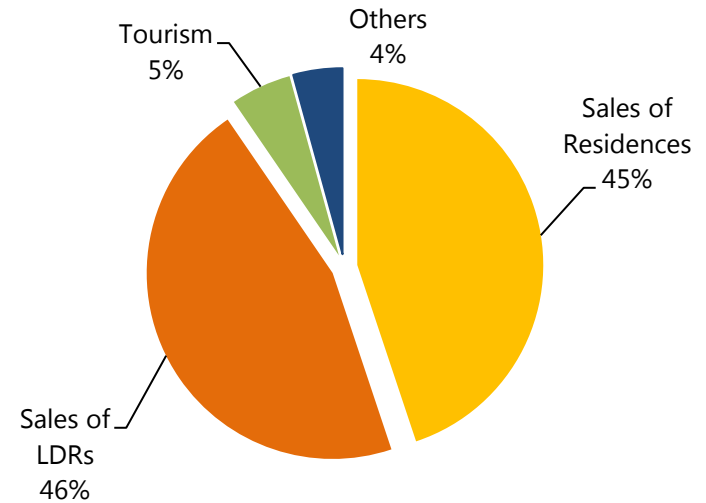


## REAL ESTATE CONTINUES TO BE GROWTH DRIVER

### FY2013



### FY2014

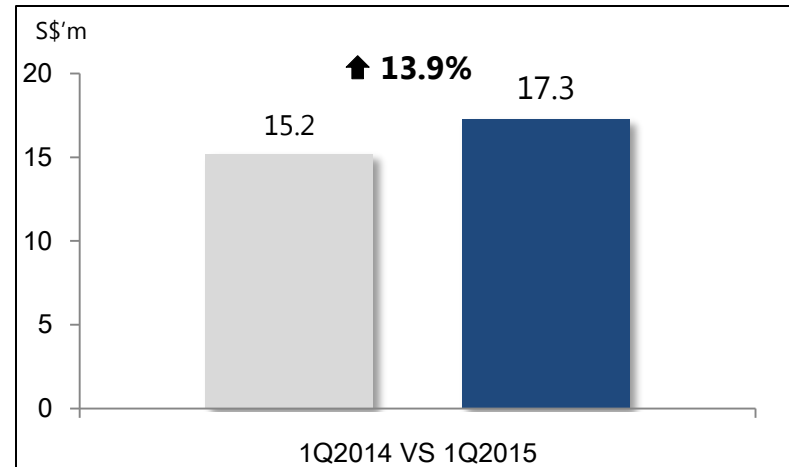


In S\$'million		FY2014	FY2013
Sales of Housing and LDRs	Residences	45.1	27.1
	LDRs	45.8	28.2
Tourism		5.3	-
Others		4.3	5.2
Total		100.5	60.5

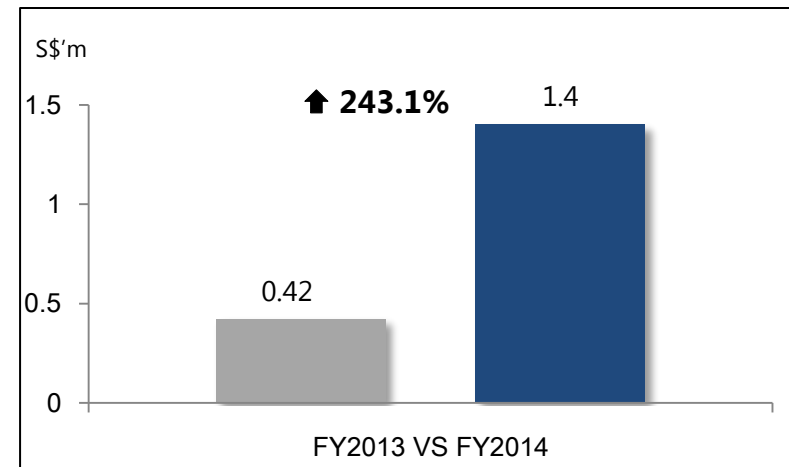
## 243% jump in net profit for 1Q2015

- 1Q2015 revenue increased 13.9% to S\$17.3 million
- 1Q2015 net profit up 127.0% to S\$2.9 million
- 1Q2015 net profit attributable to shareholders rose 243.1% to S\$1.4million
- Gross profit margin was lowered at 28.2% in 1Q2015 as compared to 39.3% in 1Q2014 because lesser LDRs sold

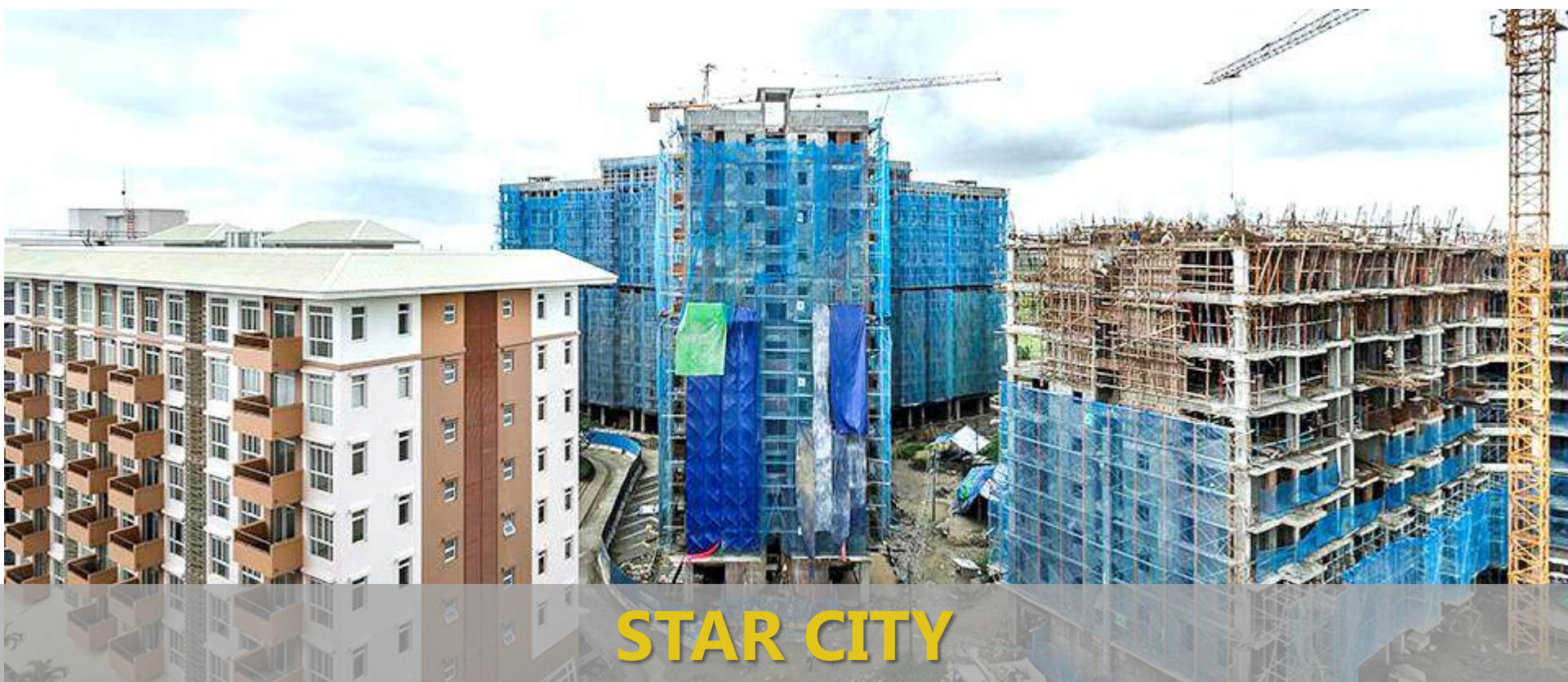
### Revenue



### PATMI (attributable to shareholders)



# OPERATIONS HIGHLIGHTS



## STAR CITY

### **Number of units sold\* as at 31 Mar 2014**

	<b>A3</b>	<b>A4</b>	<b>B1</b>	<b>B2</b>	<b>B5</b>	<b>B3</b>	<b>B4</b>
Total	528		169		441		433
Sold*	528		158		401		174
Take-up	100%		93%		91%		40%
Launch Date	May'12		April'13		Aug'13		Dec'13

\*Including those with booking deposits





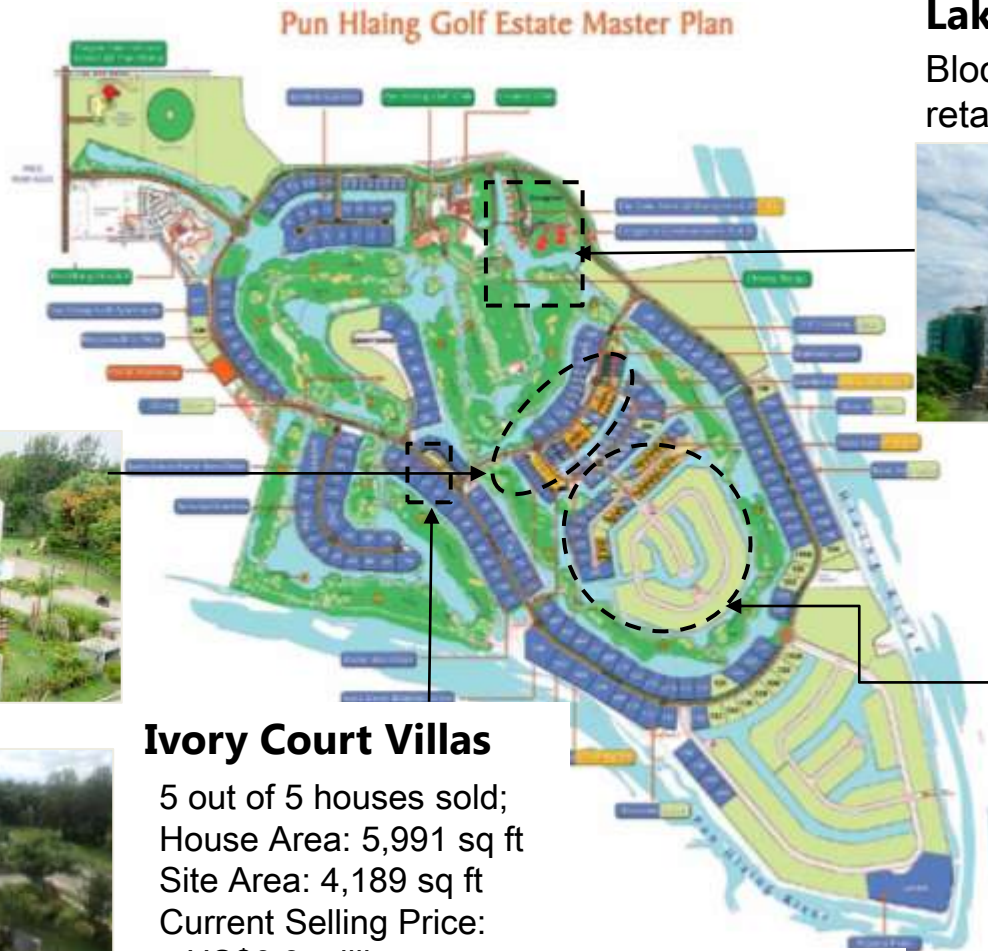
## Bamboo Grove

11 out of 12 houses sold;  
House Area: 6,784 sq ft  
Site Area: 7,910 sq ft  
Current Selling Price:  
c.US\$1.1 million



- LDRs available as at 31 Mar 2014:  
c.4.61 million sq ft

Figures as at 31 Mar 2014



## Ivory Court Villas

5 out of 5 houses sold;  
House Area: 5,991 sq ft  
Site Area: 4,189 sq ft  
Current Selling Price:  
c.US\$0.8 million

## Fairway Villas

1 out of 3 houses sold;  
House Area: 3,770 sq ft  
Site Area: 10,749 sq ft  
Current Selling Price:  
c.US\$1.0 million

## Lakeview Apartments

Blocks A to F fully sold; Block G retained for rental



## Rose Garden/ Lotus Garden Villas

2 out of 26 houses sold;  
House Area: 4,538 sq ft  
Site Area: 7,909 sq ft  
Current Selling Price:  
c.US\$1.0 million





- **52.5% stake in Balloons over Bagan**
- **Developing hotels in Bagan and Pun Hlaing Golf Estate**
- **Maiden revenue contribution from Luxury Tourism to FY2014**





- **Mitsubishi Motors Corporation and Mitsubishi Corporation**

- Operating the second After-Sales Centre in Mandalay
- Introduction of Mitsubishi vehicles has begun
- Providing sales support for Bridgestone tyres



- **Sumitomo Corporation**

- Servicing and distributing Hino brand trucks and buses
- Construction of a Hino 3S Service Centre has commenced in Yangon
- Expected to be operational in September 2014

- **Volkswagen Aktiengesellschaft (VW)**

- Providing servicing and genuine spare parts for all VW models





- **Formation of Yoma Agricultural & Logistics Holding Pte. Ltd. (YALH) to invest in the following businesses**
  - Coffee Plantation in Maw Tin Estate with ED&F Man
  - Investment in Dairy Production
  - Agricultural Cold Chain Business with Kokubu & Co., Ltd
  - Commercial Vehicle Leasing through Yoma Fleet
- **Proposed investment by IFC of up to 20% equity in YALH**
- **Partners have strong global network and operational expertise to complement the Group's local strength and expertise**

## Retail



- **First store located in FMI Centre, Pabedan Township of Yangon launched in May 2013**

## Telecommunications



- **20% interest in a JV with Digicel Group to construct telecommunication towers**
- **1st contract with Ooredoo Myanmar**

## FMCG



- **30% interest in ABC Group's assets and businesses**

## Elevators



- **20% interest in a JV with Mitsubishi and FMI in elevators, escalators and related products**

- **Raised S\$94.5 million in gross proceeds from successful private placement of 135 million new shares**
- **New shares were priced at S\$0.70**
  - Represent a 7.9% discount to closing price of S\$0.76 on 25 Jun 2014
- **Net proceeds of c.S\$92.83 million expected to be utilised as follows:**
  - Real Estate : 50% - 70%
  - Automotive : 5% - 10%
  - Agriculture & Logistics : 10% - 15%
  - Telecommunications : 10% - 15%
  - Working Capital : 5% - 10%
- **Joint book runners: CLSA & DBS**

- **Proposed acquisition of an 80% interest in Landmark Development with the existing leases of c. 24 – 26 years for US\$43.20 million**
  - Announced on 19 November 2012 to purchase the site for US\$81.28 million based on the issuance of a new master lease of 70 years
  - Value of US\$43.2 million is derived based on Jones Lang LaSalle's (JLL) valuation on remaining term of 24 years
- **Received notice to acquire the economic benefit of 70% of an additional land in Pun Hlaing Golf Estate**
  - Total area of c. 250 acres (c. 10.8 million sq ft, of which 9.6 million sq ft comprising golf course and country club and c. 1.2 million sq ft comprises land development rights)
  - Independent valuation by JLL is approximately US\$100 million
- **Proposed a new 1 for 3 rights issue at S\$0.38 to fund the above proposed acquisitions**



# MYANMAR REAL ESTATE OVERVIEW

Cyrus Pun, Executive Director, Co-head of Real Estate





## **Star City Zone C**

- High-rise buildings with Shwedagon Pagoda View
- Increased unit sizes and number of parking areas
- Fixed interior design package for purchasers
- Estimated units: 940



# UPCOMING NEW LAUNCHES



## **Pun Hlaing Golf Estate**

- Lotus Canal View Villas – 12 detached homes
- Lotus Garden Place Villas – 30 semi-detached homes
- Lotus Terrace – 18 apartments (2 and 3 bedrooms)
- Lotus Hill and Lotus Golf Villa

Based on the latest development plan and subject to change



# UPCOMING REAL ESTATE PLANS

- **Pun Hlaing Hotel**
  - 48 deluxe duplex and terrace suites alongside restaurants and ancillary facilities
- **FMI City Gates**
  - Proposed mixed-use residential and commercial building with 90 residential units and close to 20,000 sq ft of commercial leasing
- **Star City**
  - Building A5 in Star City Zone A comprising 150 units have been retained as investment properties for long term leasing purposes

**Pun Hlaing Hotel**



**FMI City Gates**



Based on the latest development plan and subject to change



## Mixed-use development comprising:

- 2 million sq ft (Gross Floor Area)
- 5-star hotel in iconic heritage building (Peninsula)
- 5-star luxury condominium building
- Business hotel
- Executive serviced apartment
- Grade-A office towers





## International partners to develop Landmark to-date:

- IFC
- ADB
- The Hongkong and Shanghai Hotels
- Mitsubishi Corporation
- Mitsubishi Estate





# LANDMARK DEVELOPMENT





# LANDMARK DEVELOPMENT





# QUESTIONS & ANSWERS

Thank You