



A LANDMARK YEAR

10th ANNUAL GENERAL MEETING

26 July 2016

Agenda

Section 1: Economic Overview & Strategic Outlook

By Mr Serge Pun, Executive Chairman

Section 2: Performance Overview

By Mr Melvyn Pun, Chief Executive Officer

Section 3: Landmark Development Overview

By Mr Cyrus Pun, Head of Real Estate

Questions & Answers

Section 1: Economic Overview & Strategic Outlook

By Mr Serge Pun, Executive Chairman

Key Economic Events



First Successful Democratic Election

A new milestone in the significant political and economic reform process



Increase in Foreign Investment

Grew from US\$8.0 billion in FY2015 to US\$9.4 billion in FY2016



Strong Economic Growth

ADB projects GDP to grow by 8.6% in FY2017

Talent Development



Developing next tier of local management

Grooming and empowering our talent



We have a workforce of 2,029 employees from more than 15 nationalities and our workforce statistics show an almost equal gender balance

Giving Back To Our Communities

10,000 Families and 45,000 Individuals

benefited from our flood relief efforts

More than 1,800 Individuals

attended the responsible business seminars and workshops

More than 4,000 Children

benefited from our CSR projects

More than 6,000 Runners

participated in the 4th Yoma Yangon International Marathon



Corporate Governance Focus

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 48th out of 639 SGX-listed companies, 2015

Governance & Transparency Index

Ranked the Most Transparent Company, 2015

SIAS Investors' Choice Awards for the Construction & Materials Category



Investors' Engagement



Some **100 participants** participated in the annual shareholders' trip

Engaged with over **400 people** from the investment community

Dividend Policy

Proposed a **cash dividend of 0.25 cents** per ordinary share **for FY2016**

Proposed an annual dividend payout of between 10% to 20% of its profit after income tax attributable to shareholders*

* Dividend payout is subject to (a) the level of cash, gearing, return on equity and retained earnings; (b) expected financial performance; (c) projected levels of capital expenditure and other investment plans; (d) restrictions on the payment of dividends that may be imposed by the Group's financing arrangements; and (e) such other factors that the Directors deem appropriate. The declaration and payment of dividends is determined at the sole discretion of the Board.

Section 2: Performance Overview

By Mr Melvyn Pun, Chief Executive Officer

Business Pillars

3 CORE PILLARS



REAL ESTATE



**AUTOMOTIVE
& EQUIPMENT**



CONSUMER



INVESTMENTS

Focus for FY2016



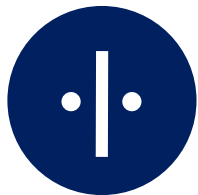
Strong FY2016 Performance

Net profit attributable to shareholders grew by 33%



Focus on Key Businesses

Strategic vision to focus on Real Estate, Automotive & Equipment and Consumer



Developing Clear Business Structure

Yoma Strategic and FMI businesses have different focuses

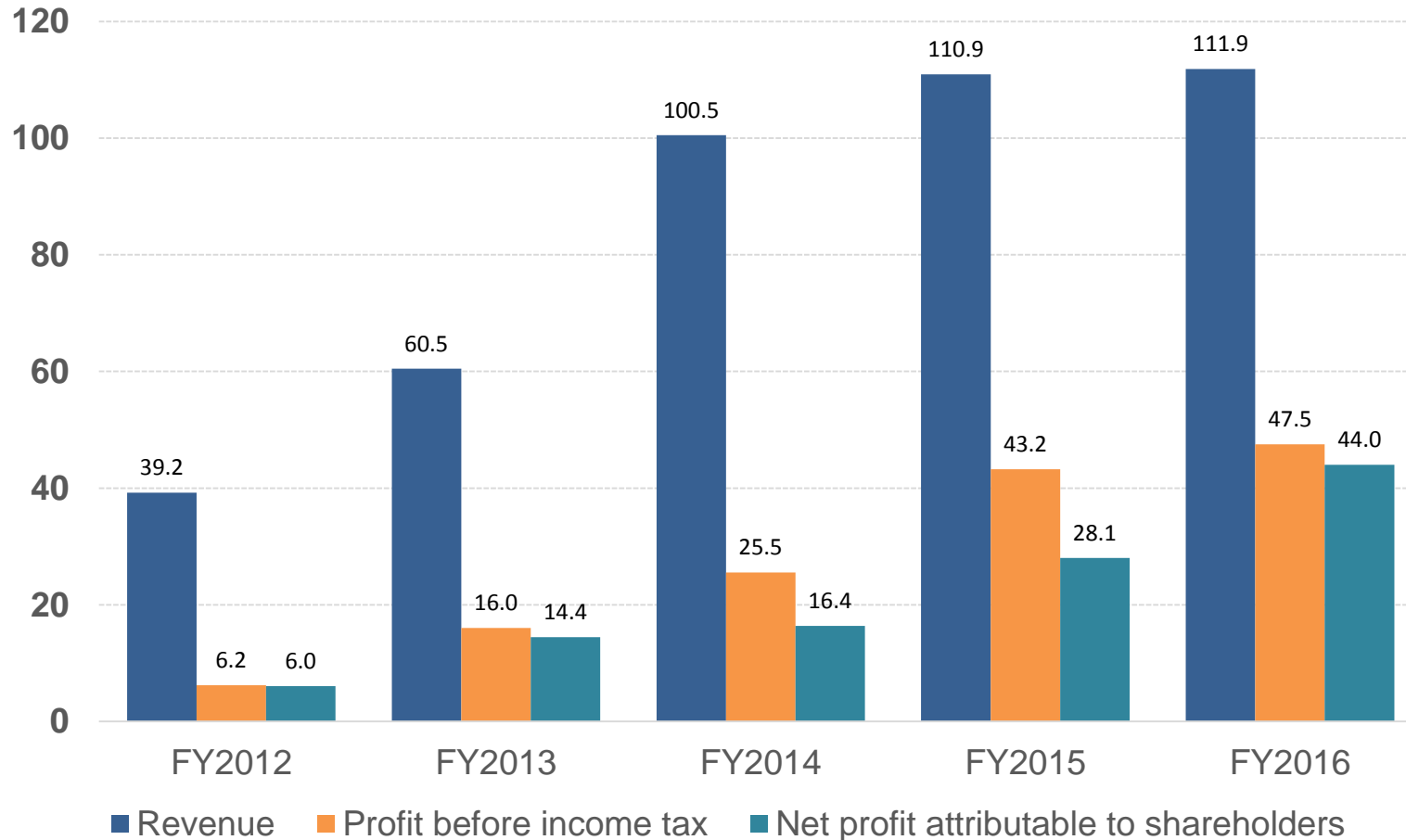


Strong Growth in Non-Real Estate Businesses

Revenue from non-real estate businesses grew by 159%

Financial Performance Since 2012

\$ Million



3x

increase in
REVENUE

8x

increase in
**PROFIT BEFORE
INCOME TAX**

6x

increase in
**NET PROFIT
ATTRIBUTABLE TO
SHAREHOLDERS**

Real Estate



REAL ESTATE



AUTOMOTIVE & EQUIPMENT



CONSUMER



INVESTMENTS

Real Estate Initiatives

Rebranding of
Pun Hlaing
Estate

Rebranding
of StarCity

Launching of
Dulwich College
Yangon

Facilitating
Mortgages

Widening
Product
Offerings



Rebranding of Pun Hlaing Estate and StarCity



PUN HLAING
ESTATE

“A Place We Call Home”



Launching of Dulwich College Yangon



DULWICH COLLEGE
| YANGON |



New international school campuses in
Pun Hlaing Estate and StarCity

New Product Launch

LH
LOTUS
HILL

Views

Last remaining golf course views at Pun Hlaing Estate

Lake

landscaped lake with water fountains to be surrounded by walkways

Amenities Area

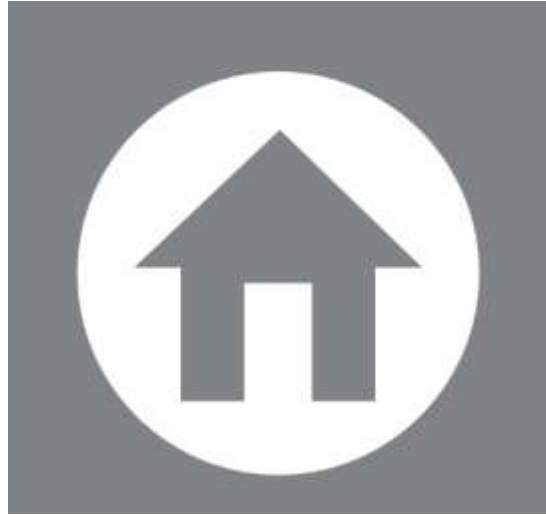
Multi-use amenity centre will include swimming pool, covered playground and multi-use hard-surface court



Lush Environment

There will be a well-maintained and manicured landscape with driveways to individual villas

Automotive & Equipment



REAL ESTATE



AUTOMOTIVE & EQUIPMENT



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INVESTMENTS

Automotive & Equipment



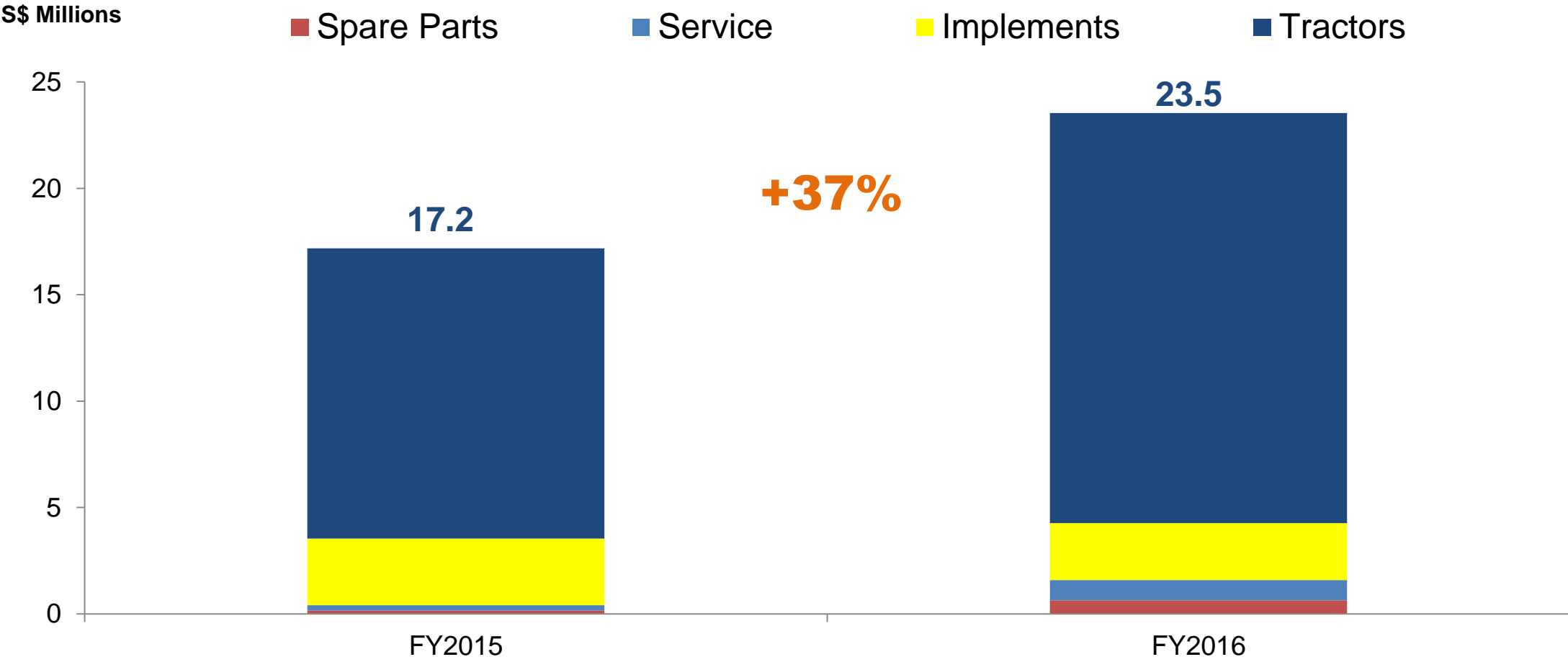
Myanmar
2nd BIGGEST MARKET
in SouthEast Asia

A Comprehensive
SUITE OF BRANDS
to serve our customers



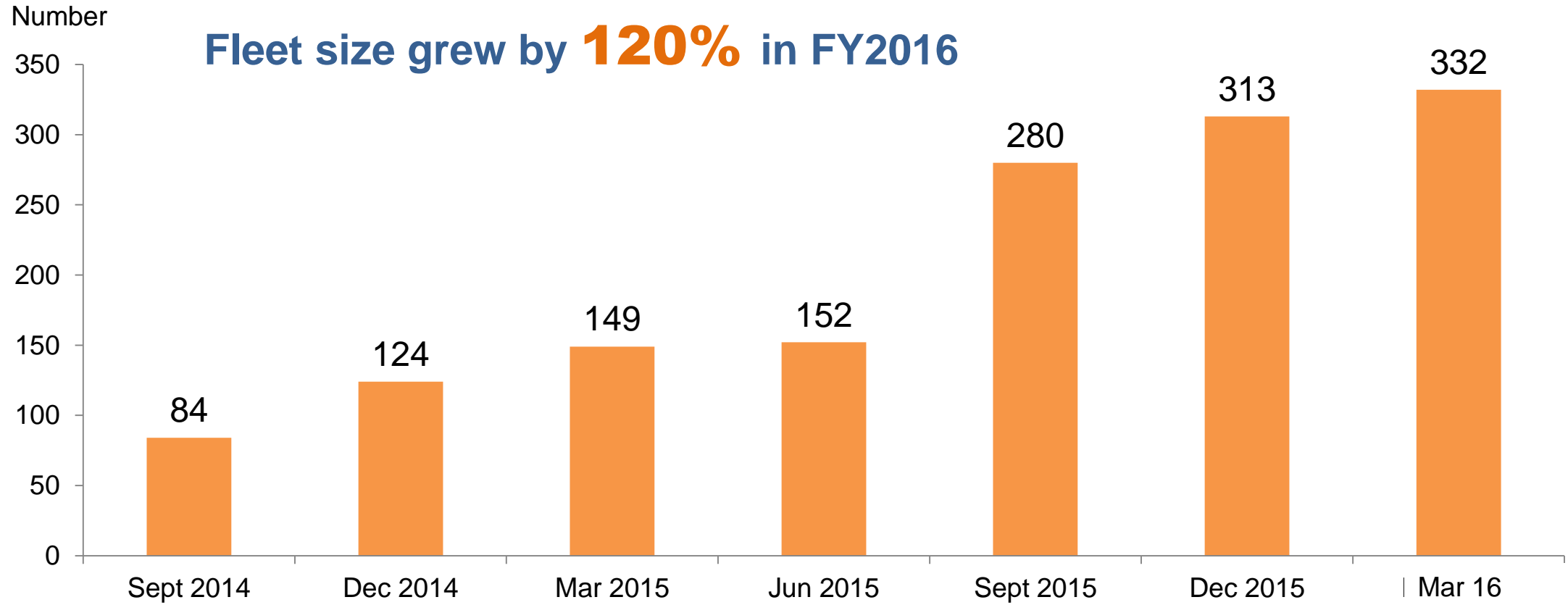
FIRST MOVER ADVANTAGE
in vehicle leasing market

Case New Holland



Please note that Yoma Strategic acquired New Holland business in Feb 2015

Yoma Fleet



Passenger Vehicle Sales

FY2017



**MITSUBISHI
MOTORS**

FY2018



Consumer



REAL ESTATE



AUTOMOTIVE & EQUIPMENT



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INVESTMENTS

KFC Myanmar



One of the leading consumer brands in Myanmar with more the 250,000 Facebook 



Created jobs for more than

350

local team members

Awards Recognition from Yum! Brands

KFC Myanmar

ROOKIE OF THE YEAR

KFC ONE Store

PEOPLE'S CHOICE BEST FLAGSHIP AWARD

Food And Beverage Distribution

Access Myanmar
Distribution Co. Ltd

Estimated

60,000

direct and indirect
point of sales



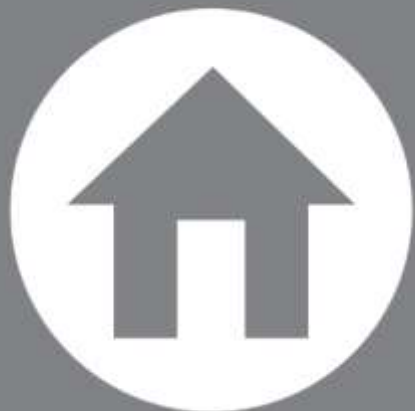
KOSPA Limited

FIRST

integrated
cold chain
logistics network



Investments



REAL ESTATE



AUTOMOTIVE & EQUIPMENT

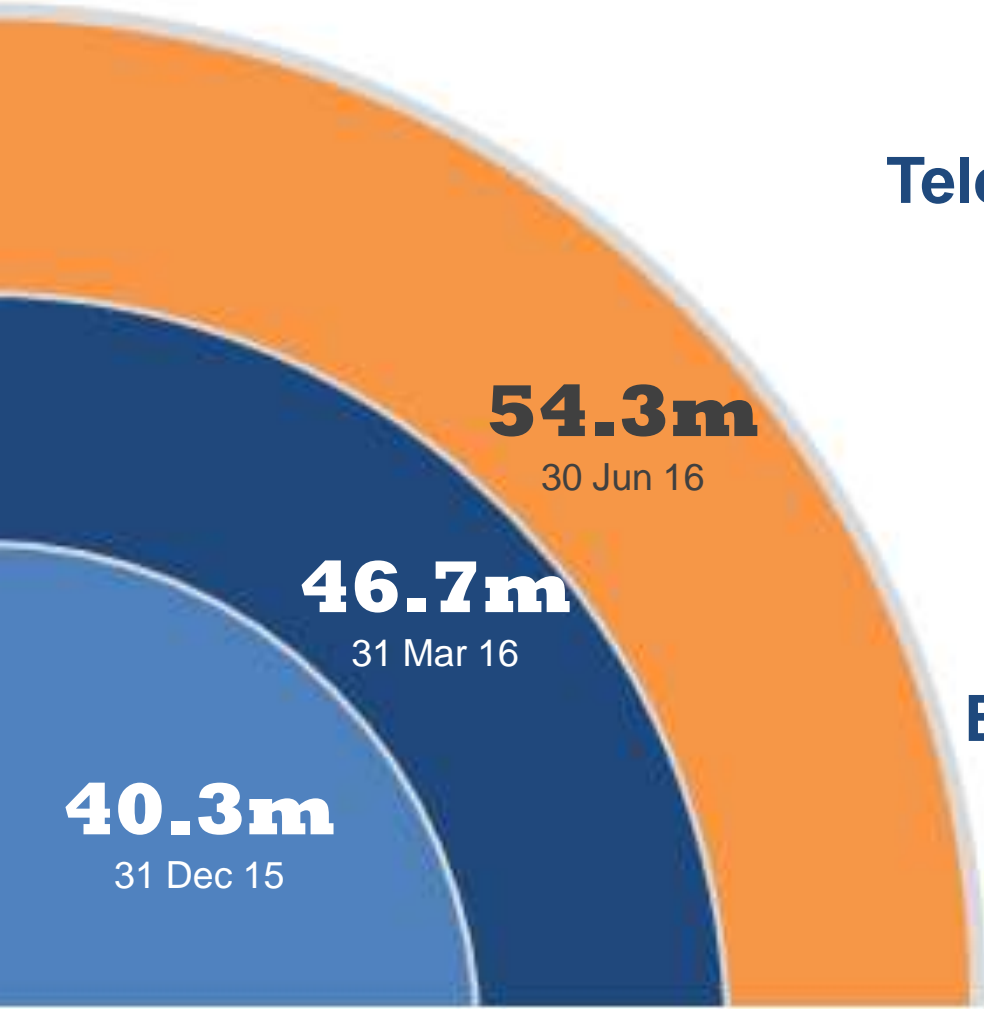


CONSUMER



INVESTMENTS

Telecommunications Towers



Value of 25% Put Option in US\$ Million

Telecommunications infrastructure remains **one of the fastest growing sectors**

Value of put option with edotco increased by **more than 30% in 6 months**

Expected growth in portfolio from 1,250 towers **to 5,000 over 3 years**

Section 3: Landmark Development Overview

By Mr Cyrus Pun, Head of Real Estate

Landmark Development Key Events



Lease extension from Government

Extension of Master Lease signed by the Ministry of Transport and Communications via Myanmar Railway



Separate leases granted for The Peninsula Yangon and Mixed-Use Development



Firm commitment from major partners

Signed agreements with joint venture partners

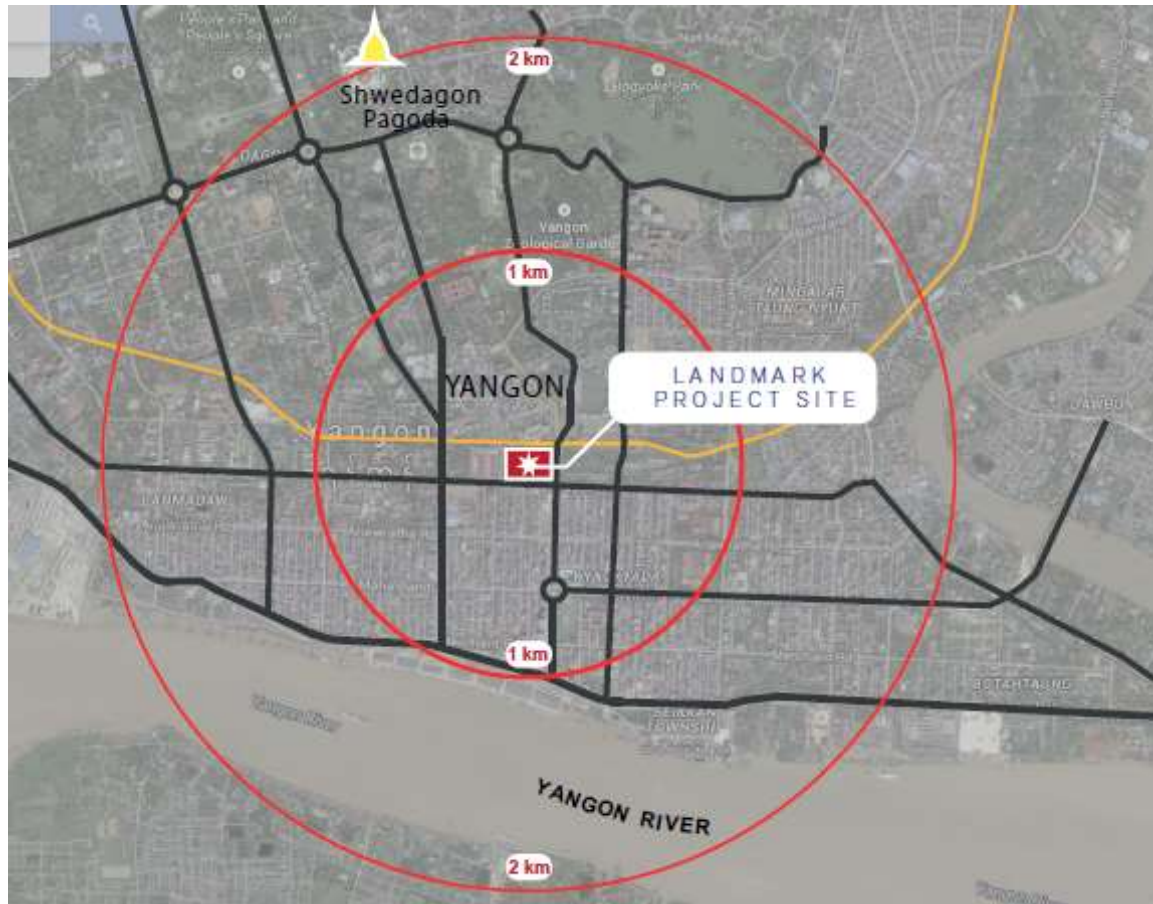


Finalisation of design plans

Increase in Gross Floor Area by approximately 15%

Location

Prestigious site in the heart of the CBD, commercial epicentre of Yangon



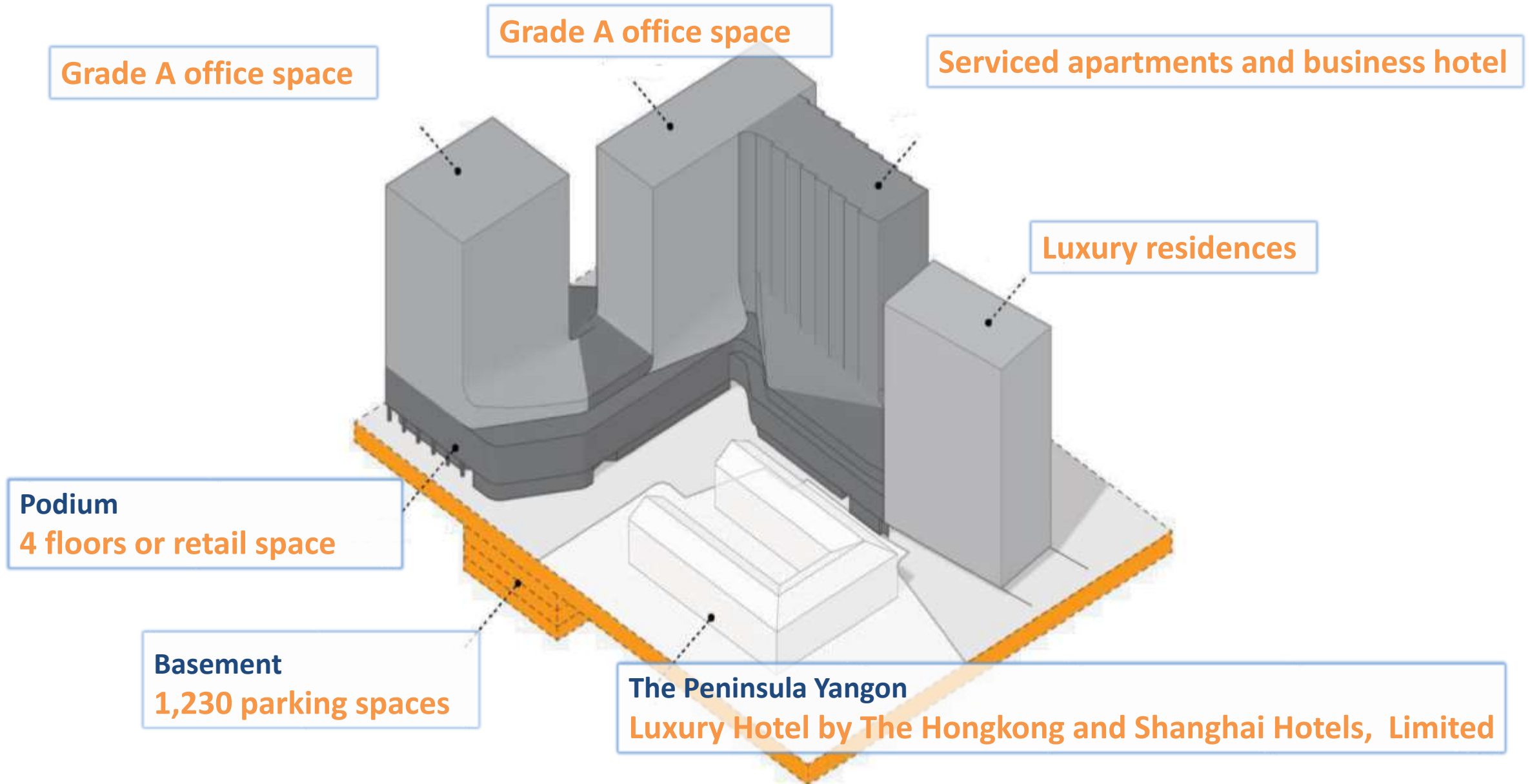
Current Site Condition



The Future Landmark Development



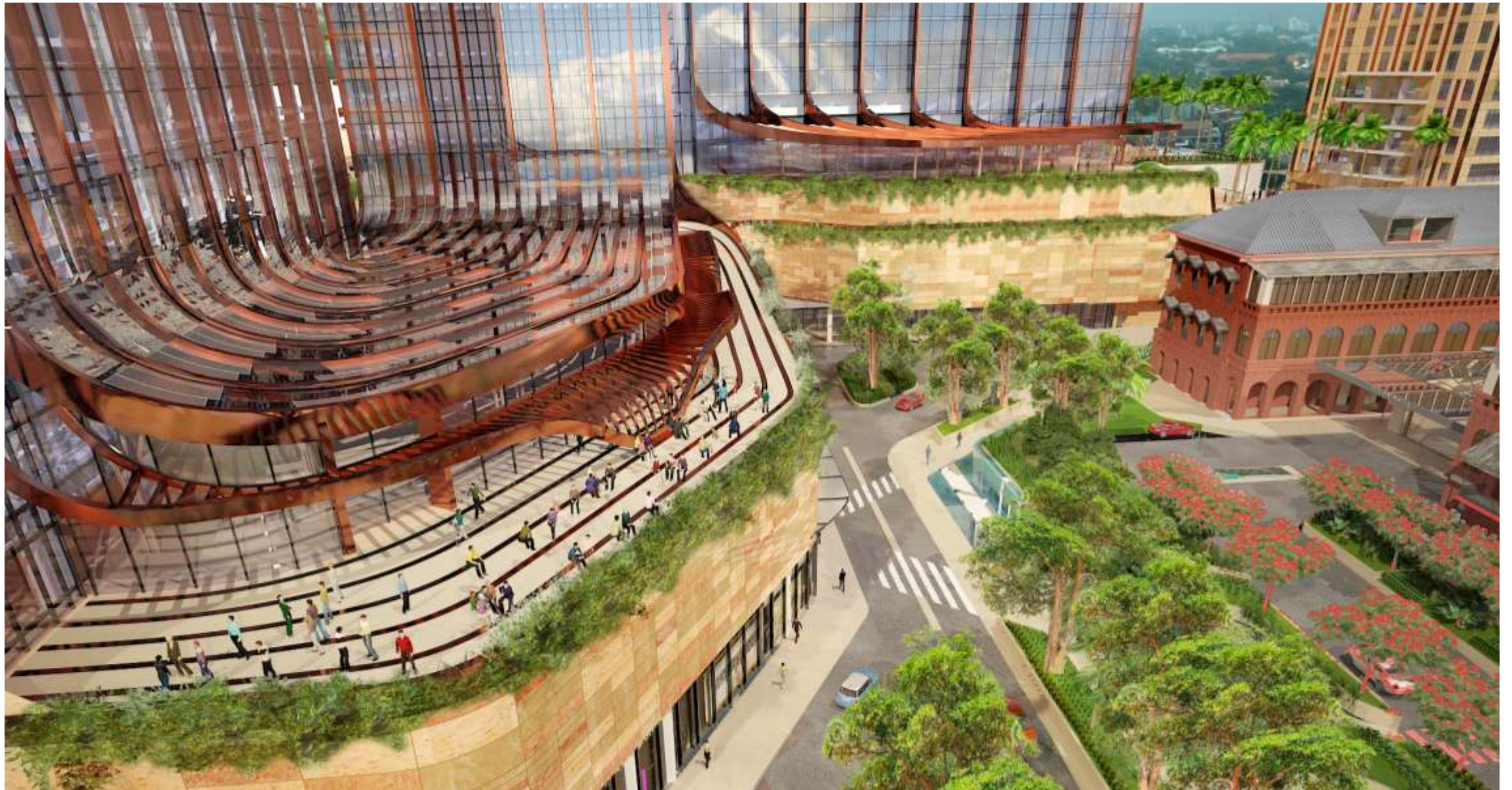
Design Plan



Grade A Office Space



The Retail Podium

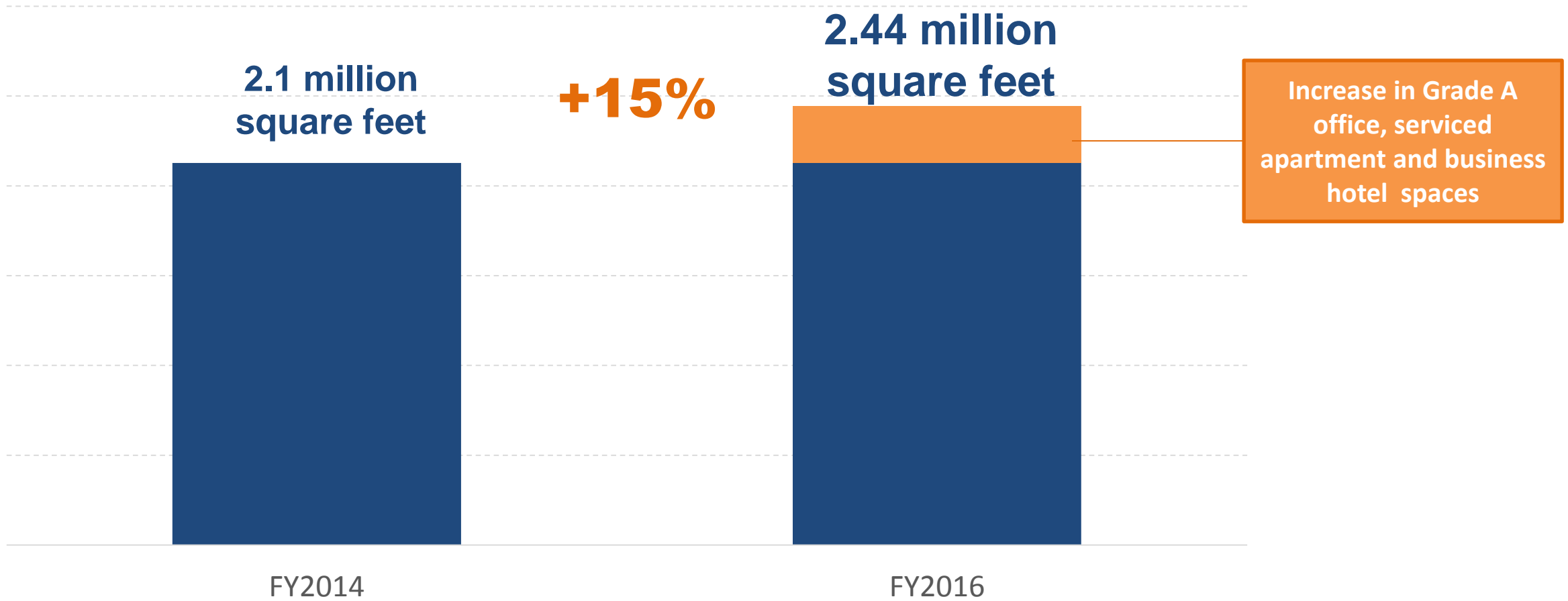


Our Partners



THE HONGKONG AND SHANGHAI HOTELS, LIMITED
香港上海大酒店有限公司

Project Gross Floor Area





QUESTIONS & ANSWERS
