



Focus on Future Growth

11th Annual General Meeting

26 July 2017



Economic Overview and Strategic Outlook

Mr Serge Pun, Executive Chairman



MYANMAR GAINING MOMENTUM

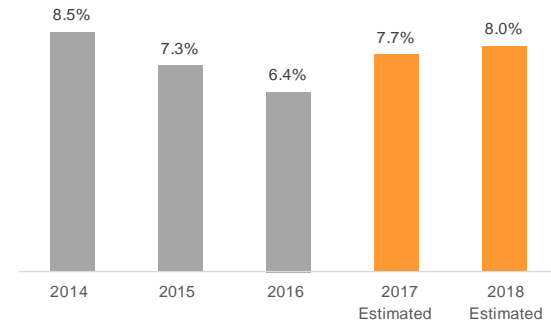


1. **Political and economic reform process continues**
2. **New legislation put in place**
3. **Market opportunities increasing**
4. **Real estate market recovering**

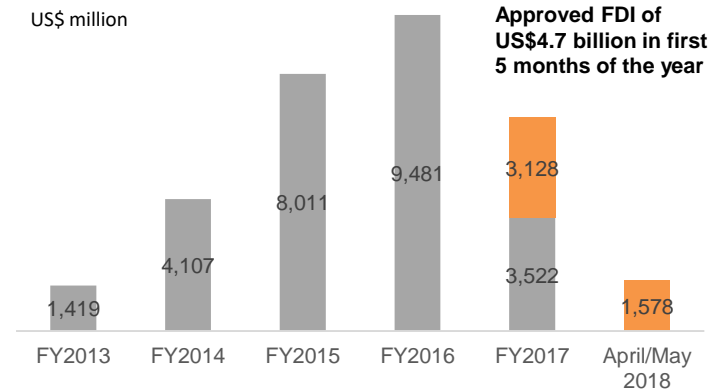
MYANMAR'S ECONOMY

Myanmar remains one of the **faster growing economies** in the world.

Singapore is the **2nd largest foreign investor**, and **FDI** is picking up.



GDP Growth



Foreign Direct Investments

COMPANY STRATEGY



Strategic Partnerships

Leveraging relationships with world-class partners to develop and grow sustainable businesses



Building Strong Verticals and Collaborations

Growing and strengthening our core businesses



Streamlining Non-core Assets

Monetising assets, providing a better platform for growth and recycling of capital

CORE PILLARS

Building strong verticals and collaboration



REAL ESTATE

- Leading developer
- 10 million square 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

SHAREHOLDERS' RETURN

25.0%

**Total shareholder return
in FY2017***

* The Group declared a cash dividend of 0.25 Singapore cents per ordinary share in FY2016 which was paid in August 2016

0.25¢

**Proposed interim cash dividend
per ordinary share for FY2018**

COMMITMENT TO STAKEHOLDERS



OUR EMPLOYEES

- Empowerment Trainings
- Succession Planning



OUR COMMUNITY

- Employment Education
- Responsible Business



OUR SHAREHOLDERS

- Engagement
- Transparency
- Sustainable Returns



Performance Overview

Mr Melvyn Pun, Chief Executive Officer



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

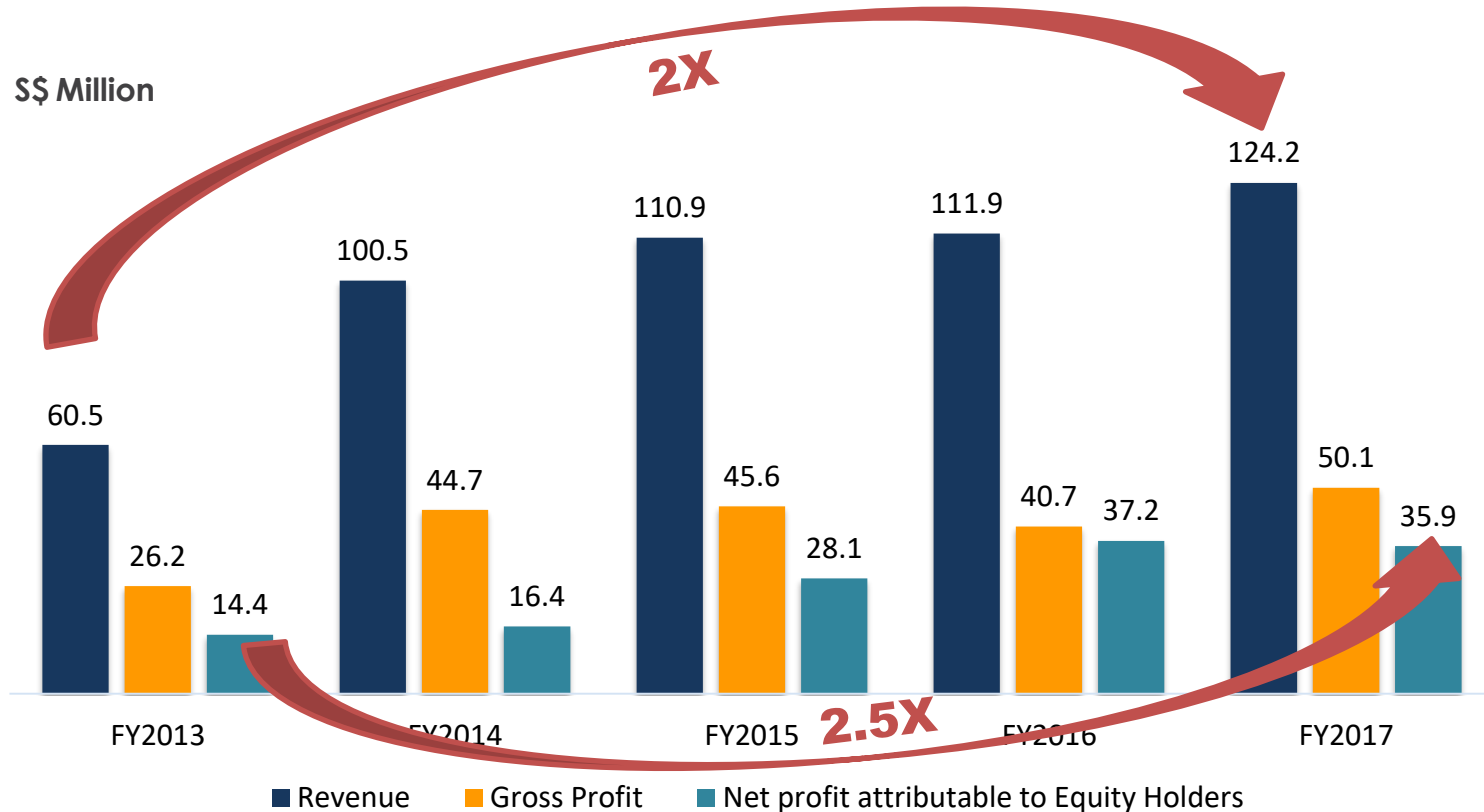
Lifted by strong gross profit and other income

15.0%

FINANCIAL GEARING RATIO

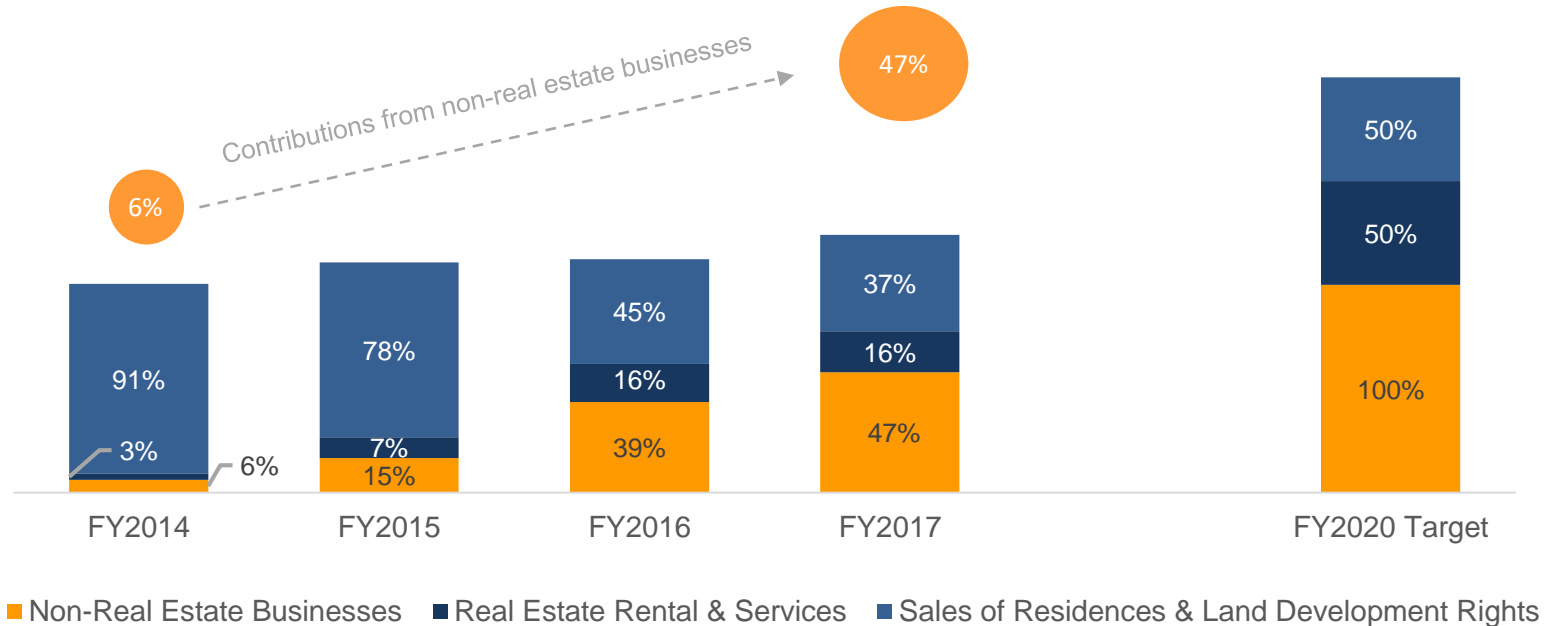
Remains below the Group's 40% financial gearing target

FINANCIAL PERFORMANCE SINCE 2013



REVENUE BREAKDOWN SINCE 2013

A balanced diversified conglomerate



REAL ESTATE





DULWICH COLLEGE
| YANGON |



PUN HLAING
ESTATE



STARCITY 



**BUILDING A
COMMUNITY**



REAL ESTATE – KEY HIGHLIGHTS

Broadening real estate offerings and exploring opportunities



StarCity and Pun Hlaing Estate

Continued interest from
buyers in the midst of overall softer
property market

16.0%

Contribution of Real Estate Leasing and Services to Total Revenue

Recorded stronger recurring
income in real estate leasing and
services

INCREASING RECURRING RENTAL INCOME

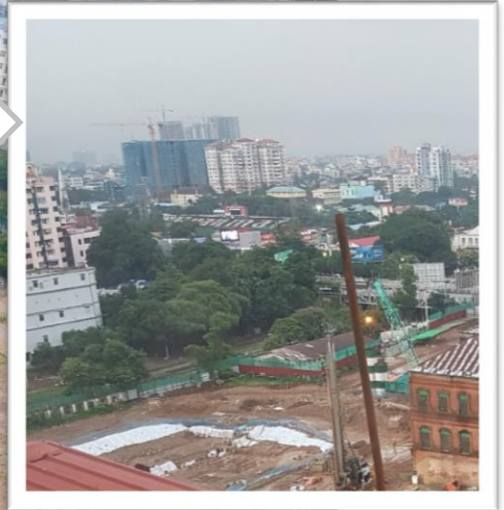
Office Development in Pun Hlaing Estate



DEVELOPMENT SITE



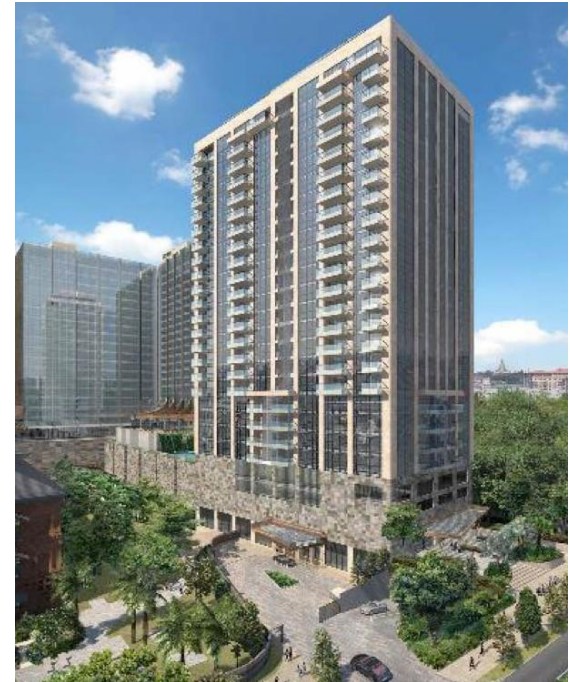
Before




Current

YOMA CENTRAL & THE PENINSULA YANGON

Targeting to launch the sales of luxurious Peninsula Residences in FY2018



Artist Impressions

A close-up photograph of a red industrial machine, likely a part of an automotive or heavy equipment assembly line. The machine features a series of curved, metallic components in the foreground, possibly a conveyor belt or a sorting mechanism. The background is a solid red surface with several circular holes and a hexagonal bolt. A white rectangular box is overlaid on the left side of the image, containing the text "AUTOMOTIVE & HEAVY EQUIPMENT" in bold, black, uppercase letters.

**AUTOMOTIVE &
HEAVY EQUIPMENT**

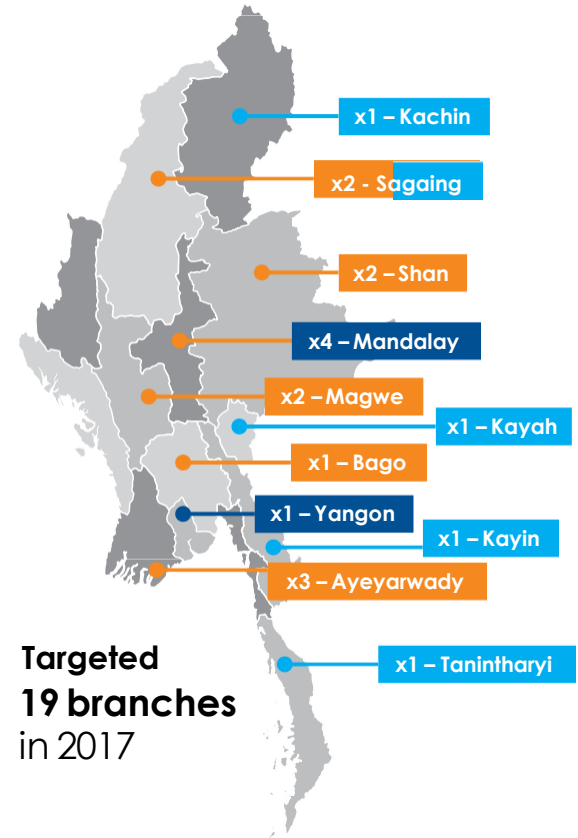
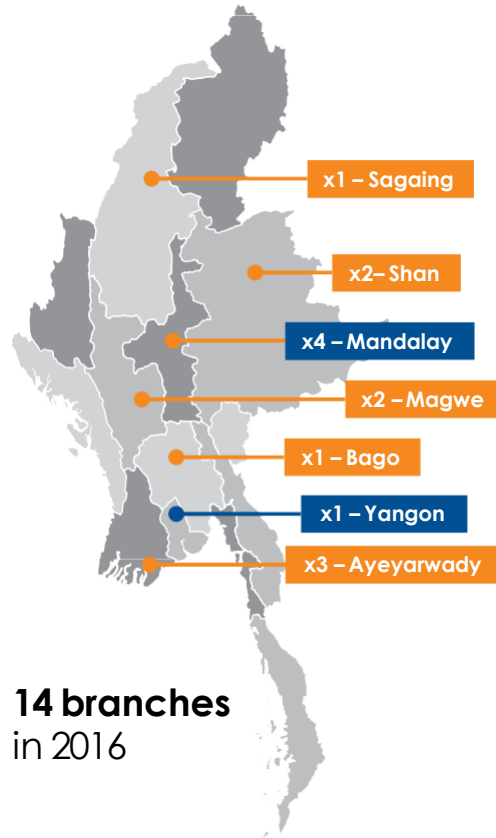
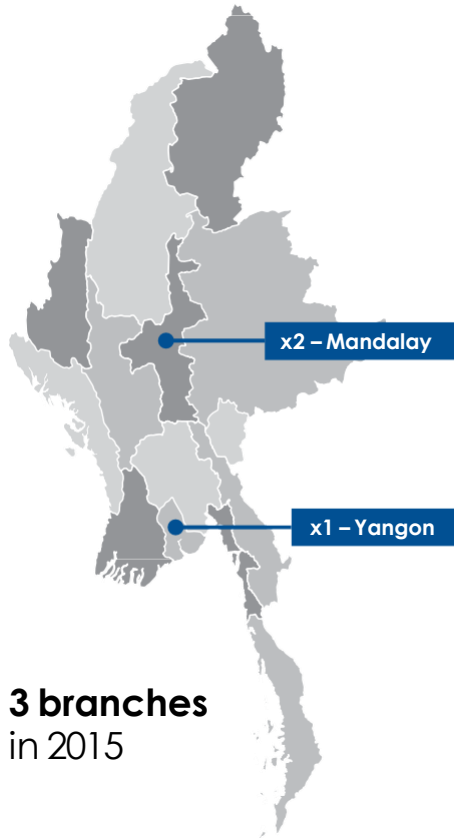
AUTOMOTIVE & HEAVY EQUIPMENT – KEY HIGHLIGHTS

Watch [Mechanisation of Myanmar agriculture sector here](#)



That one tractor is helping the family move forward, in more ways than one.

CPCL NATIONWIDE NETWORK



NEW HOLLAND NATIONWIDE NETWORK



NEW HOLLAND NATIONWIDE NETWORK



REACHING OUT TO FARMERS



JCB LAUNCH

Watch [JCB Launch here](#)



Expect More, Myanmar.

JCB YOMA JCB

For more details visit: www.yomajcb.com.mm

JCB
EXPECT MORE

The advertisement features a vibrant, futuristic cityscape at night with glowing buildings and a large, glowing yellow shape on the ground. Several JCB construction vehicles, including an excavator, a backhoe loader, and a wheel loader, are positioned on this yellow shape. The overall aesthetic is high-tech and modern.

EXCLUSIVE DISTRIBUTOR FOR JCB

CPCL is the exclusive distributor for JCB construction equipment in Myanmar and started operations in January 2017



YOMA JCB: YANGON, MANDALAY, TAUNGGYI

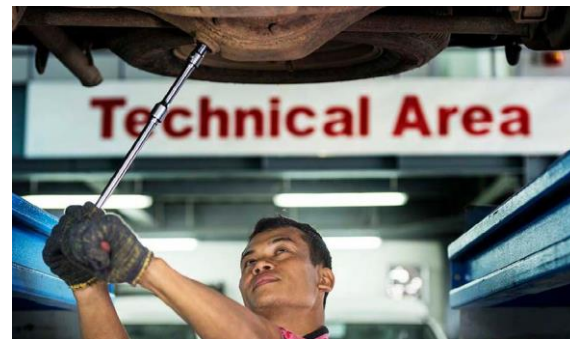


VOLKSWAGEN SHOWROOM SITE IN YANGON



Artist Impression

MITSUBISHI SHOWROOM IN YANGON



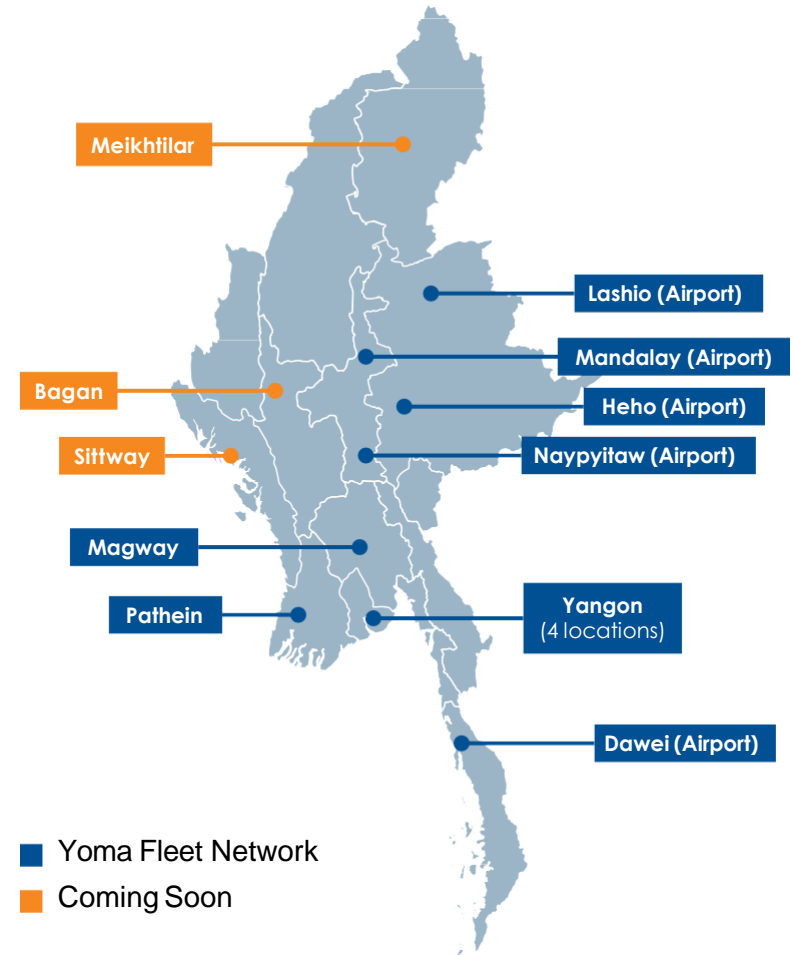
MITSUBISHI SHOWROOM IN MANDALAY



HINO SHOWROOM IN YANGON



YOMA FLEET NATIONWIDE NETWORK



CURRENT GROWTH: NEW HOLLAND

Farming mechanisation drives start of growth



\$31.8 m

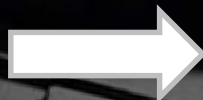
Year-on-year
growth of 29.0%
in FY2017

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

CONSUMER

မင်္ဂလာပါ။

BUILDING A NATIONWIDE FOOD AND BEVERAGE PLATFORM

US\$100 bn

Consumer spending
estimated to triple by 2030

x2

Middle-income
consumers
expected to
double by 2020

BUILDING A NATIONWIDE FOOD and BEVERAGE PLATFORM



it's finger lickin' good.

12 stores

\$S\$10.9 million in
FY2017

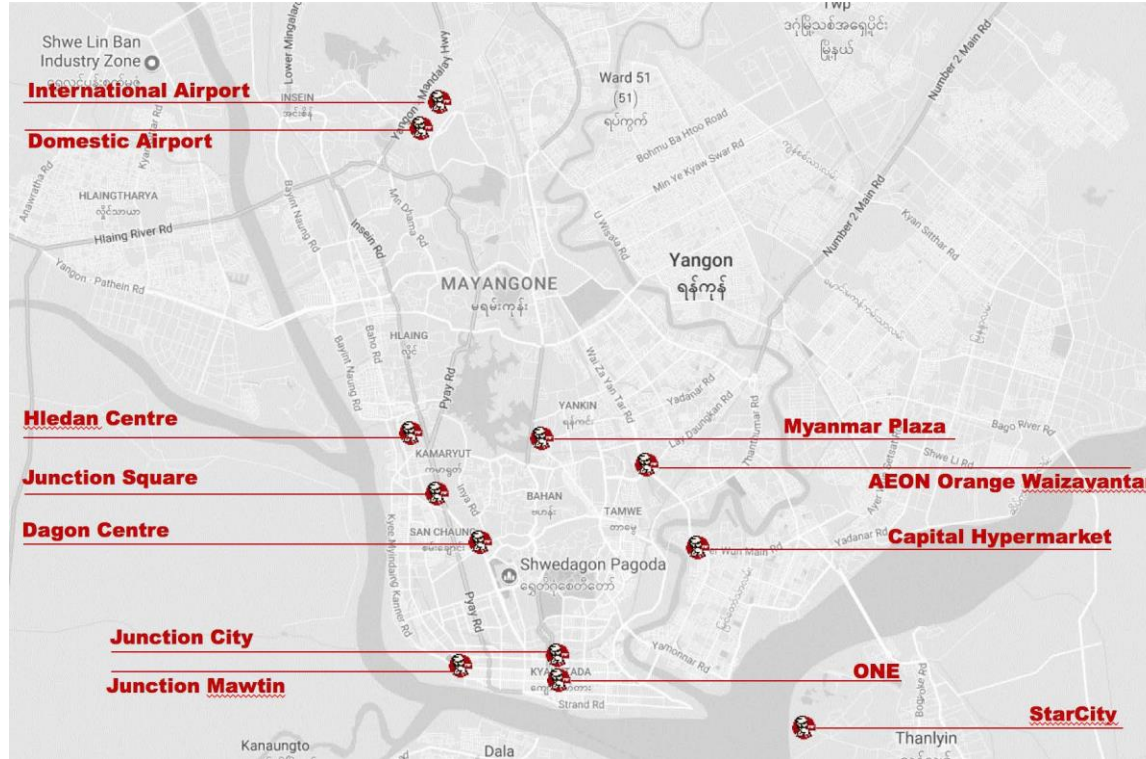
METRO GROUP

Wholesale & Food Specialist Company



Joint venture
partnership

KFC MYANMAR YANGON BRANCHES



BUILDING KFC'S FOOTPRINT

Shopping Malls

- Myanmar Plaza
- Junction Mawtin
- Capital Hypermarket
- Dagon Centre
- Junction City
- AEON Orange Waizayantar

Airport

- International & Domestic Terminals

Estate

- StarCity

Standalone Stores

- ONE
- Junction Square
- Hledan
- Mandalay



KFC MANDALAY LAUNCH

Watch: [KFC Mandalay launch here](#)



FIRST STORE IN MANDALAY

Opening day with massive turnout



FOOD AND BEVERAGE DISTRIBUTION NETWORK





INVESTMENTS

INVESTMENTS – KEY HIGHLIGHTS

>3x Growth

Telecommunications Towers Investments

Grew from US\$20 million
To US\$70 million

Spin-Off

Proposed tourism assets Spin-off into new platform

At a sale price of
S\$43.9 million

Norfund

Partnership to build distributed power network

Generate and distribute
electricity to off-grid communities
and telco towers

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

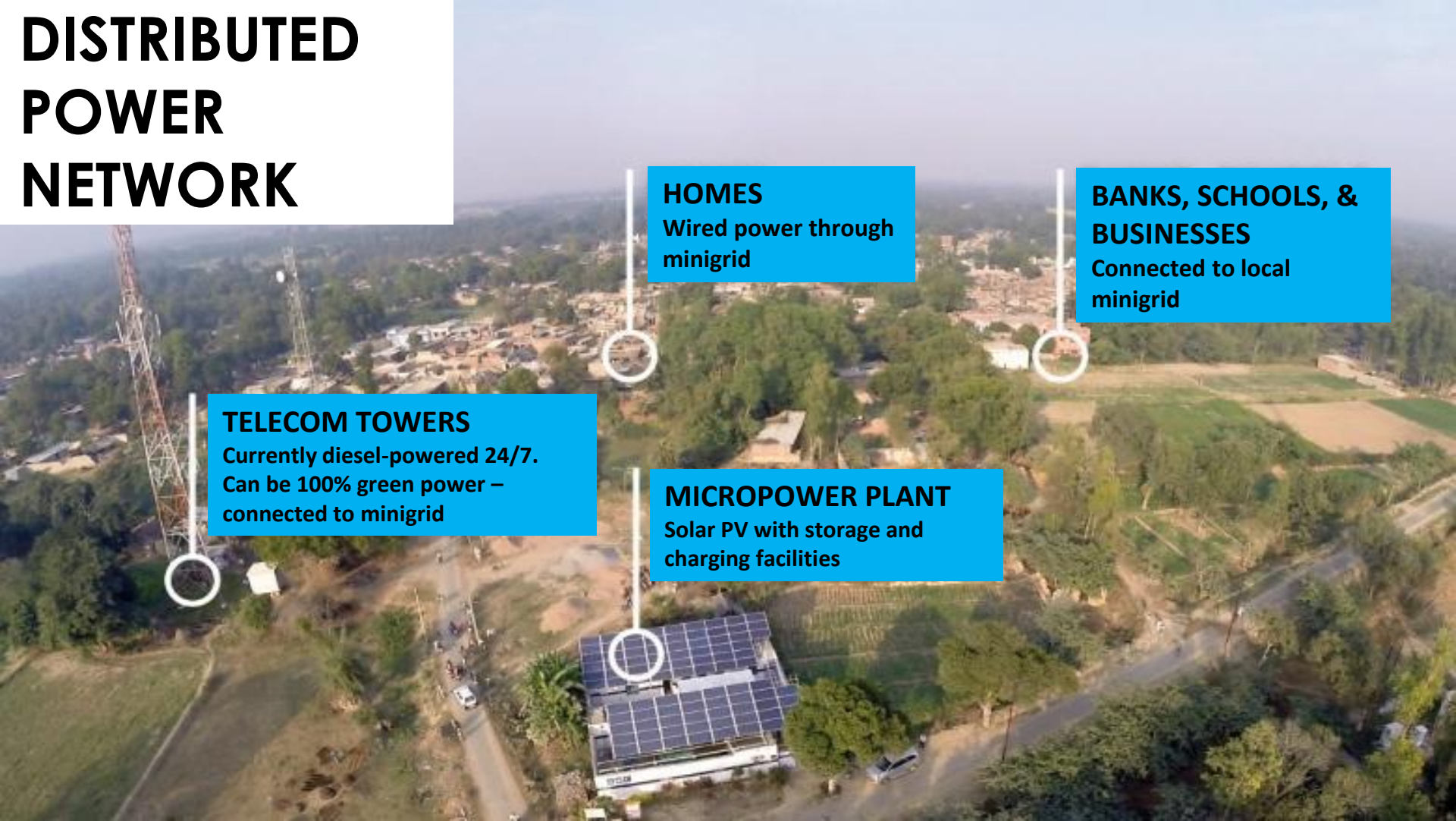
TOURISM ASSETS

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

DISTRIBUTED POWER NETWORK

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

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

YOMA
STRATEGIC HOLDINGS LTD.