
Soaring to Greater Heights in the Golden Land



Shareholders' Presentation Annual General Meeting 30 July 2013

Agenda



❖ Briefing to Shareholders

- Business environment in Myanmar
- Business update
 - Real Estate
 - Non-real estate
 - Agriculture
 - Automotive
 - Retail
 - Luxury Tourism
- Financial Highlights
 - FY2013
 - 1QFY2014
- Landmark Development



❖ Questions & Answers

Business Environment



World Economic Forum on East Asia Nay Pyi Taw, 5-7 June 2013



Developments in Myanmar



- ❖ New Foreign Investment Law signed (Nov'12)
- ❖ Historic visit made by US President Barack Obama (Nov'12)
- ❖ Aung San Suu Kyi re-elected to be NLD's leader (Mar'13)
- ❖ Singapore President Tony Tan visits Myanmar (Apr'13)
- ❖ President Thein Sein met US President Obama in Washington (May'13)
- ❖ Coca-Cola Starts Local Production in Myanmar (Jun'13)
- ❖ Three-day World Economic Forum on East Asia held in Nay Pyi Taw (Jun'13)
- ❖ Two foreign firms named winning bidders for two mobile licences (Jun'13)
- ❖ British American Tobacco plans to invest about US\$50 million in a new factory in Burma (Jul'13)
- ❖ Myanmar's Central Bank gains autonomy (Jul'13)



Real Estate Update



Pun Hlaing Golf Estate (PHGE)



❖ Still holds approx 4.7m sq ft of LDRs as at 30 June 2013

Lakeview Apartments



- ❖ Blocks A to F fully sold as at 30 June 2013; Block G intended for rental

Ivory Court Residences



- ❖ 20 units of first and second phases (ICR I & II) all sold as at 30 June 2013

Bamboo Grove



❖ 2 out of 12 houses sold as at 30 June 2013

Rose Garden Villas (PHGE)



❖ Newly Launched: 20 villas with house area of 4,320 sq.ft and land area of approximately 7,900 sq ft

Star City



- ❖ Successfully acquired 70% economic interest of Star City on 1 June 2012

Star City – Zone A updates



- ❖ Building (3) launched on 21 April 2012
 - 260 out of 264 units sold as at 30 June 2013; booking deposits for additional 2 units received
- ❖ Building (4) launched in 2Q FY2013
 - 253 out of 264 units sold as at 30 June 2013; with booking deposits received for an additional 5 units
- ❖ Total Zone A, Buildings A3 and A4 sales of S\$61.07m as at 30 June 2013
 - Only S\$7.23m was recognised (percentage-of-completion basis)
 - Remaining S\$53.84m likely to be recognised within next 24 months

Star City – Zone B updates



- ❖ Entered into a conditional agreement with a third party investor
 - Sale of LDRs for 5 buildings in Zone B
 - Recognised S\$5.9m from the sale of Building 1 in 1Q2014
 - Earn incentive fees when certain sales targets to end buyers are met

- ❖ Sales of LDRs for two additional buildings amounting to S\$15m to be recognized in 2Q2014

- ❖ JV with Dragages (part of the Bouygues Group) to construct 1,043 units of Zone B of Thanlyin Star City
 - Broken ground in June 2013



Other Businesses Updates



Agriculture



- ❖ 100,000 acres of contiguous agricultural land located on the Maw Tin estate in Ayerwaddy Division of Myanmar, situated 260 km west of Yangon
- ❖ Jatropha Curcas currently main agricultural product
 - accounting for approx. 2,000 acres
- ❖ Exploring other crops that could be cultivated on the remaining land



Automotive



- ❖ Acquisition of German Car Industries Company Limited (GCI) for US\$700,000 completed in April 2013
 - Established premier service centre for European vehicles in Yangon
- ❖ Mitsubishi Motors' first Service Centre began operations in May 2013
- ❖ Import and sell Dong Feng light trucks in Myanmar
- ❖ Possible acquisition of existing automotive businesses of SPA



Retail



- ❖ Established a joint venture to operate department stores in Myanmar
 - Parkson Myanmar (70%)
 - Yoma Strategic (20%)
 - FMI (10%)
- ❖ Incorporated Myanmar Parkson Company Limited (MPCL) on 1 April 2013
- ❖ First store located in FMI Centre, Pabedan Township of Yangon soft launched in May 2013
 - Comprises 4 storeys
 - Built-up area of approx. 57,000 square feet



Retail

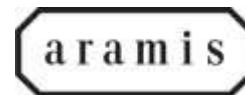


LANCÔME PARIS

ESTÉE LAUDER



DOLCE & GABBANA



ESPRIT

Luxury Tourism



- ❖ YSH & FMI have formed JVCo, Chindwin Holdings, to acquire 75% of Balloons over Bagan (BOB) for US\$10.7 m
- ❖ BOB currently operates 7 balloons of various sizes, to be expanded to 12 balloons over a few years
- ❖ A call option to acquire approx 21 acre prime site in Bagan to develop a luxury boutique hotel
- ❖ Agreed land valuation is US\$5m with expected construction cost of US\$15m



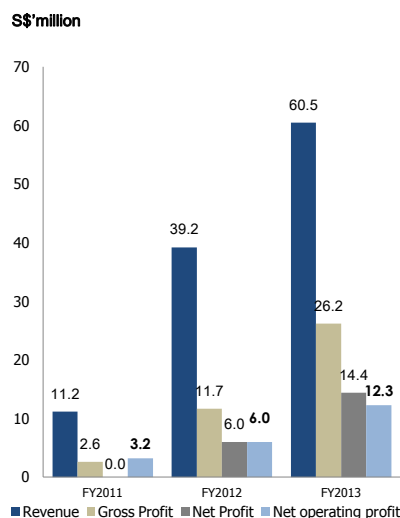
Financial Highlights



FY2013 Highlights



- ❖ Revenue **↑54.2 %** to S\$60.5m
(FY2012: S\$39.2m)
 - Higher ASP for LDRs
 - Sale of more development properties in PHGE & Star City
- ❖ Gross profit **↑124.1%** to S\$26.2m
(FY2012: S\$11.7m)
- ❖ Gross profit margin: **43.3%**
(FY2012: 29.8%)
 - Higher selling prices for LDRs and houses
- ❖ Net profit attributable to shareholders **↑139.1%** to S\$14.4m
(FY2012: S\$6.0m)
- ❖ EPS **↑57.6%** to **1.45 SG cents**
(FY2012: 0.92 SG cents)
- ❖ Significant non-operating income/expenses include:
 - S\$9.05m negative goodwill¹
 - S\$5.4m share based payment to CEO²
 - S\$1.5m employee share option expenses³
- ❖ Dividend payment of 0.5 cents per share

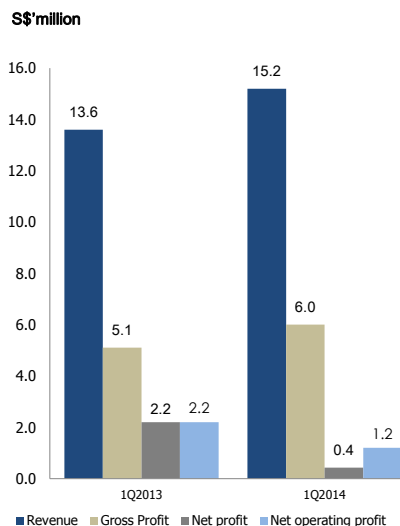


¹ Negative goodwill or bargain purchase of S\$9.05 million arising from the consolidation of the Group's 100%-owned subsidiary, Xunxiang (Dalian) Enterprise Co Ltd.
² On 25 May 2012, shareholders approved the allotment and issue of 14.5m new ordinary shares to the CEO as part of his service agreement. This resulted in a non-recurring, non-cash charge of S\$5.4m being recognised for the share-based payment to CEO in 2Q2012.
³ On 25 May 2012, the Group received shareholders' approval to implement the Yoma Strategic Holdings Employee Share Option Scheme 2012 (YSH ESOS 2012) which resulted in approx. S\$4.0m of non-cash valuation charge over a 2-year vesting period and resulted in a non-cash fair valuation of S\$493,000 for 2Q2012.

1Q2014 Highlights



- ❖ Revenue **↑11.6 %** to S\$15.2m
(1Q2013: S\$13.6)
 - Higher ASP for LDRs
 - Sale of more development properties in PHGE & Star City
- ❖ Gross profit **↑18.2%** to S\$6.0m
(1Q2013: S\$5.1m)
- ❖ Gross profit margin: **39.3%**
(1Q2013: 37.1%)
- ❖ Net profit attributable to shareholders **↓80.6%** to S\$0.4m
(1Q2013: S\$2.2m)
- ❖ Significant non-operating income/expenses include:
 - S\$0.8m employee share option expenses



Landmark Development



Landmark Development



- ❖ Signed S&P agreement with SPA Group on 19 Nov 2012 to acquire 80% Landmark Development Project
 - Approved by shareholders on 28 Feb 2013
- ❖ Mixed-use development comprising:
 - 5-star hotel in iconic heritage building (Peninsula)
 - 5-star luxury condominium building
 - Business hotel
 - Executive serviced apartment
 - Grade-A office towers
 - Retail podium
- ❖ Acquisition cost of approx. S\$99.16m to be funded by 1 for 4 rights issue at 38 Singapore cents per share
- ❖ Awaiting final approval from Myanmar Government



Questions & Answers

