

## Media Release

# Continued growth in Consumer and Automotive businesses offset Softness in Real Estate sales

- Real Estate sales' 75.3% drop is mitigated by a 48.6% growth in real estate rental & services revenue
- Revenue from the Group's Non-Real Estate businesses recorded a growth of 37.2%
- Telecommunications towers investment continues to record significant fair value gain driven by strong operating results

FINANCIAL HIGHLIGHTS			
In S\$ million except otherwise stated	1Q2017	1Q2016	Change
Revenue	17.6	22.7	(22.4)%
Gross Profit	6.8	10.0	(31.5)%
Net Profit	2.3	2.6	(12.1)%
Net Profit attrib. to Equity Holders	1.8	2.6	(28.6)%

Singapore, 26 July 2016 – SGX Mainboard listed Yoma Strategic Holdings Ltd. ("祐玛战略控股有限公司", "Yoma Strategic" or collectively with its subsidiaries, the "Group") today announced its financial results for three months ended 30 June 2016 ("1Q2017").

### Results Highlights

The Group achieved a revenue of S\$17.6 million and a net profit of S\$2.3 million for 1Q2017. This revenue was largely driven by the Group's Consumer and Automotive & Equipment ("Non-Real Estate") businesses and its rental revenue from investment properties, which offset the lower revenue from its sales of residences and land development rights ("LDRs").

Revenue from the Group's Non-Real Estate businesses continued to grow strongly recording a 37.2% growth to S\$9.6 million in 1Q2017. The Group's Case New Holland business saw healthy demand contributing S\$5.6 million or 58.6% of its Non-Real Estate revenue. The Group's fleet leasing business expanded to 359 vehicles under lease with growing demand from organisations expanding their operations in Myanmar. The Group's KFC business also continued its



growth momentum with two new stores openings in April and June which brought the total store count to six as at end of June 2016.

The lower revenue of S\$3.1 million recorded from sales of residences and LDRs in 1Q2017 was due to soft real estate market conditions. Rental revenue generated from investment properties increased by 12.2% to S\$2.9 million with the Group's Star Residences (Building A5 in StarCity Zone A) and The Residence at Pun Hlaing (Lakeview G in Pun Hlaing Estate) recording higher occupancy and rental rates.

Other income increased significantly to S\$11.8 million in 1Q2017 from S\$1.6 million in the three months ended 30 June 2015 ("1Q2016"), mainly driven by the fair value gain of S\$10.3 million from the Group's telecommunications towers investment. As at 30 June 2016, the fair value of the Group's interest in edotco investments was US\$54.3 million compared to US\$46.7 million as at 31 March 2016.

Administrative expenses increased to S\$12.6 million in 1Q2017 as compared to S\$8.4 million in 1Q2016. The increase was mainly due to (i) higher staff cost, share option expense and share award expense of approximately S\$1.3 million that were incurred by the Company; and (ii) higher administrative expenses including staff cost, depreciation expense and professional fees amounting to approximately S\$2.2 million that were incurred by the Group's KFC business and Landmark Development project.

As a result of the above, the Group's net profit attributable to equity holders of the Company decreased by 28.6% to S\$1.8 million in 1Q2017.

Commenting on the 1Q2017 financial results, Mr. Melvyn Pun, Yoma Strategic's Chief Executive Officer said, "Our Non-Real Estate businesses continue to record good growths and provide a diversified revenue stream to the Group. In particular, our telecommunications towers investment has again performed well. The real estate market remained sluggish but is seeing signs of recovery, and we have received encouraging feedbacks from our recent launch of the townhouses in Pun Hlaing Estate."

### **Financial Position**

The Group's net assets increased to S\$745.2 million as at 30 June 2016 compared to S\$736.4 million as at 31 March 2016. This translates to a net asset value per share of the Group of 39.0 Singapore cents as at 30 June 2016 compared to 38.6 Singapore cents as at 31 March 2016.

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Borrowings for the Group increased to S\$108.0 million as at 30 June 2016 as compared to S\$89.7 million as at 31 March 2016. The majority of additional borrowings was used to fund the growth in Yoma Fleet, capital expenditure incurred for KFC stores and construction cost of the Group's development properties. The Group's net gearing remains healthy at 19.6%<sup>1</sup>.

#### <u>Outlook</u>

In the meantime, the Group's Landmark Development has continued to make progress in recent months. On 23 July 2016, the Ministry of Transport and Communications via Myanma Railways signed two new separate master leases for the Landmark Development, one for The Peninsula Yangon and the other for the remaining mixed-use development. Major works are expected to commence at the end of 2016.

The Group has recently launched the first phase of the Lotus Hill townhouses at Pun Hlaing Estate and it is encouraged by the response. It will continue to step up its marketing efforts on its real estate developments to coincide with the rebranding of Pun Hlaing Estate and StarCity as the property market picks up. The Group has also arranged with local banks to facilitate mortgage applications with a clear lending structure and borrowing criteria, particularly for StarCity, and this should help to improve sales momentum.

The Automotive & Equipment business continues to grow despite delays in the sales of passenger vehicles and the build-up of Yoma Fleet leasing portfolio as a result of the changes in import regulation. In anticipation of significant infrastructure development in the coming years, the Group is also planning to expand its product lines to distribute construction equipment.

The KFC business continues to maintain its healthy growth rate, with the 6th store being recently opened in June 2016. As the Group continues to identify suitable locations with good traffic for its KFC stores, the target of setting up 12 KFC stores by March 2017 remains on track.

The telecommunications towers business was driven by strong growth of additional tenants on the existing towers. Telecommunications operators are continuing to invest in their networks in a bid to expand coverage and services with improvements to data, in particular, being given priority. This bodes well for the Group's telecommunications towers investment.

<sup>&</sup>lt;sup>1</sup> The gearing ratio is calculated as net debt divided by total capital. Net debt is calculated as borrowings (excluding loans from noncontrolling interest) plus trade and other payables less cash and cash equivalent. The total capital is calculated as total equity plus net debt.



Mr. Serge Pun, Yoma Strategic's Executive Chairman concluded, "The real estate market remains a bit uncertain as the new government introduced its policies for the sector, although there are signs of a recovery from last year's slow down. I am confident that the long term outlook for the country and its economy, and in turn, Yoma Strategic, remains bright."

End.

Note: This media release should be read in conjunction with the results announcement released on the SGXNet on the same date.

#### About Yoma Strategic Holdings Ltd. (www.yomastrategic.com)

Listed on the Main Board of the Singapore Securities Exchange Trading Limited (SGX-ST), Yoma Strategic Holdings Ltd. is a leading business corporation with a diversified portfolio of businesses in Real Estate, Consumer, Automotive & Equipment, and Investments in Myanmar. Together with its partner, the SPA Group, the Group is taking a conglomerate approach to build a diversified portfolio of businesses in Myanmar. The Company was ranked in the top 10% of the Governance and Transparency Index 2015, ranked 17th out of top 100 largest Singapore companies in the Asean Corporate Governance Scorecard 2015 and won the Best Managed Board (Gold) Award at the Singapore Corporate Awards in 2016.

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