

YOMA

STRATEGIC HOLDINGS LTD.

FY2019 Annual General Meeting
24 July 2019



EXECUTIVE CHAIRMAN'S ADDRESS

Mr. Serge Pun

Myanmar Economic Outlook

- ADB forecasts 6.6% for fiscal 2019 and 6.8% for fiscal 2020
- Pro-business reforms are expected to provide better framework for FDI
- Myanmar to benefit from China's Belt & Road Initiative
- Smooth and stable General Election will ensure continued or faster pace of reform



Maintaining Fundamentals



Investor Satisfaction

- Shareholder engagement
- Corporate governance

Customer Satisfaction

- Understand the changing needs of the Myanmar consumer

Employee Satisfaction

- Build a strong pool of talent

CEO'S PRESENTATION

Mr. Melvyn Pun

FY2019 Financial Highlights

Driven by continued growth at Yoma Financial Services and Yoma F&B as well as positive momentum at Yoma Land

“ In 2019, performance reflects Yoma Strategic’s continued advancement towards its 2020 strategy to have revenue between its Non-Real Estate and Real Estate businesses and to increase recurring Real Estate Services revenue. ”



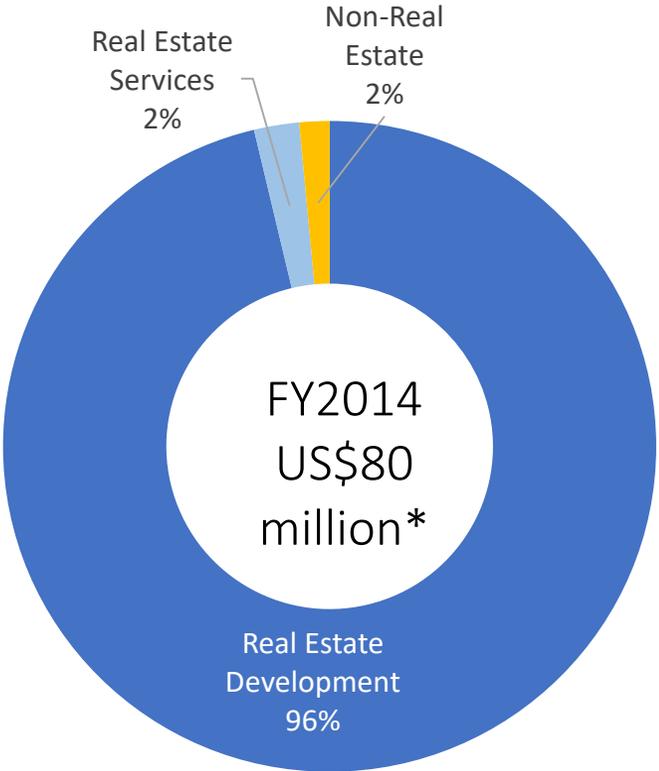
*Based on an exchange rate of 1 USD to 1.36 SGD

Transformation Over the Last Five Years

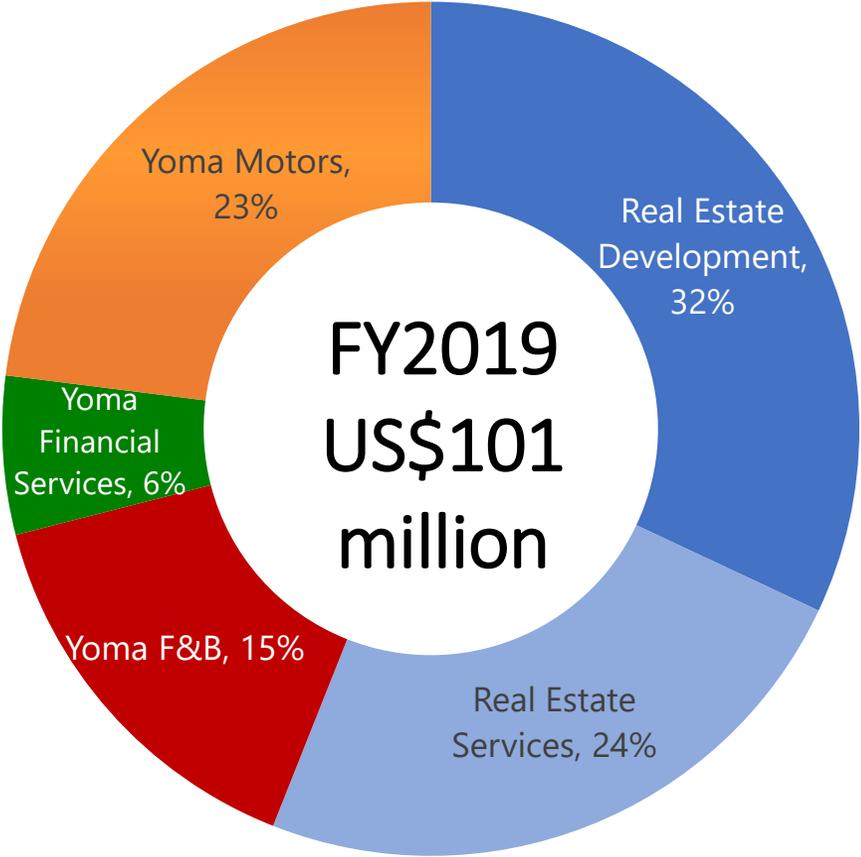
Strengthened our business profile and improved our earnings drivers

Non-Real Estate businesses contributed 44% of revenue whereas Real Estate Development and Services businesses contributed 32% and 24% of revenue respectively.

*Based on FY2014 revenue of S\$100.5 million and an average rate of 1 USD to 1.26 SGD



REVENUE WAS MAINLY DRIVEN BY REAL ESTATE DEVELOPMENT



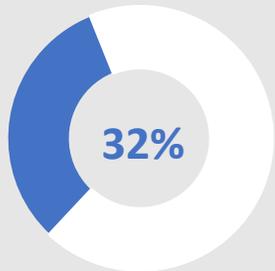
A MORE BALANCE DIVERSIFIED CONGLOMERATE

Business Segments

Many of our Non-Real Estate businesses are now coming out of their incubation phases with improving EBITDA performances



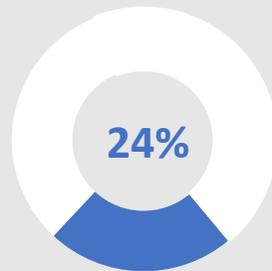
**Yoma Land
(Development)**



- Revenue: US\$31.8 Million +89% y-o-y.
- Core Operating EBITDA: US\$9.7 Million -8% y-o-y



**Yoma Land
(Services)**



- Revenue: US\$24.4 Million +155% y-o-y
- Core Operating EBITDA: US\$90.3 Million +412% y-o-y



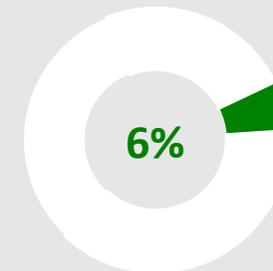
Yoma F&B



- Revenue: US\$14.6 Million +39% y-o-y
- Core Operating EBITDA: (US\$1.1) Million +18% y-o-y



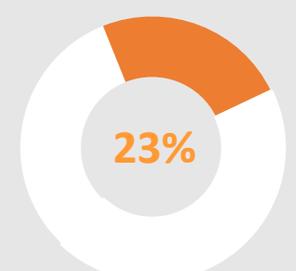
**Yoma Financial
Services**



- Revenue: US\$6.3 Million +25% y-o-y
- Core Operating EBITDA: US\$4.0 Million +40% y-o-y



Yoma Motors



- Revenue: US\$22.7 Million -30% y-o-y
- Core Operating EBITDA: (US\$2.3 Million) -86% y-o-y

Progress through business cycle

Continues to be well-poised to capture new business opportunities in Myanmar



More than
3X
multiple of investment



Invested
US\$20 million
for a 25% stake



Investment grew to
US\$70 million
by end of 2016



Disposed of 12.5% for
US\$35.0 million
in December 2016



IRR of
>50%



Net investment to-
date of about
US\$14 million



Tokyo Century invested
US\$26.6 million
for a 20% stake in April 2019



Reflects post money
implied valuation of
US\$133 million

- Yoma Land
- Yoma F&B
- Yoma Motors
- Yoma Financial Services

Presence in Cities

YANGON REGION

● 1 ● 1 ● 1 ● 1

BAGO REGION

● 5 ● 1 ● 14

MANDALAY REGION

● 4 ● 3 ● 16

AYERYARWADY REGION

● 4 ● 2 ● 16

MON STATE

● 2 ● 6

MAGWAY REGION

● 2 ● 2 ● 9

KACHIN STATE

● 4 ● 8

KAYIN STATE

● 4

SAGAING REGION

● 3 ● 2 ● 11

KAYAH STATE

● 1

SHAN STATE

● 6 ● 3 ● 17

RAKHINE STATE

● 5

TANINTHAYI REGION

● 2 ● 1 ● 3

CHIN STATE

● 1

TOTAL: ● 1 ● 33 ● 15 ● 112



Scaling Up Our Presence



YOMA LAND

3
large-scale real estate developments in Yangon

>9
million sq ft of landbank



YOMA F&B

72
restaurants and stores in 11 cities

30
locations comprising warehouses, branches and depots. (bottling)

2
warehouse facilities (distribution and logistics)



YOMA MOTORS

14
heavy equipment branches

9
passenger and commercial vehicle showrooms in four cities¹



YOMA FINANCIAL SERVICES

15
Yoma Fleet branches in 11 cities with vehicles

289
townships and c.45,000 Wave Money agents nationwide

Information as at 31 March 2019.

1. Including two dealerships

Yoma Land

Build sustainable avenues of revenue



Broaden product offering

Launch of City Loft, an affordable mass market housing division to drive sales volume

Optimising large land bank

Existing land bank in Pun Hlaing Estate and Star City is sufficient for 10+ years of development. Master plan being revised to optimise and fit the improved economic conditions

Increase recurring rental revenue

Sizeable jump in revenue starting in 2021 once Yoma Central becomes operational. Team is opportunistically adding investment properties portfolio to grow ahead of 2021

Yoma F&B

Strengthened bottling and distribution and logistics platform



Pernod Ricard introduced Seagram

Launched two new whiskeys under the Seagram's brand umbrella and improved its bottling facilities and operations

Partnership with SF Express

KOSPA forms joint venture with SF Express to widen its scope of logistics services

METRO Myanmar starts operations

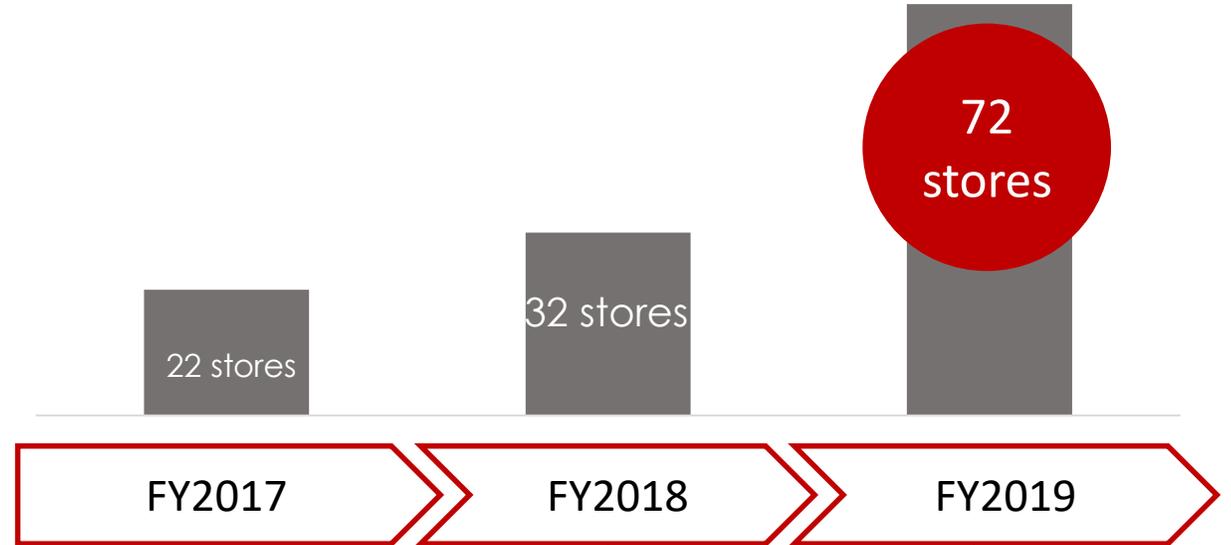
Offers around 3,000 food and non-food products through a virtual one-stop-shop platform

Yoma F&B

Myanmar's largest F&B operator with four international and domestic brands



Number of Restaurants



- Revenue was exclusively from KFC business
- KFC rapidly built up its nationwide presence



- Acquired YKKO, one of Myanmar largest restaurant chains
- Opened first Auntie Anne's™ store and Little Sheep Hot Pot restaurant

Yoma Financial Services

Wave Money recorded strong growth



SGShop 

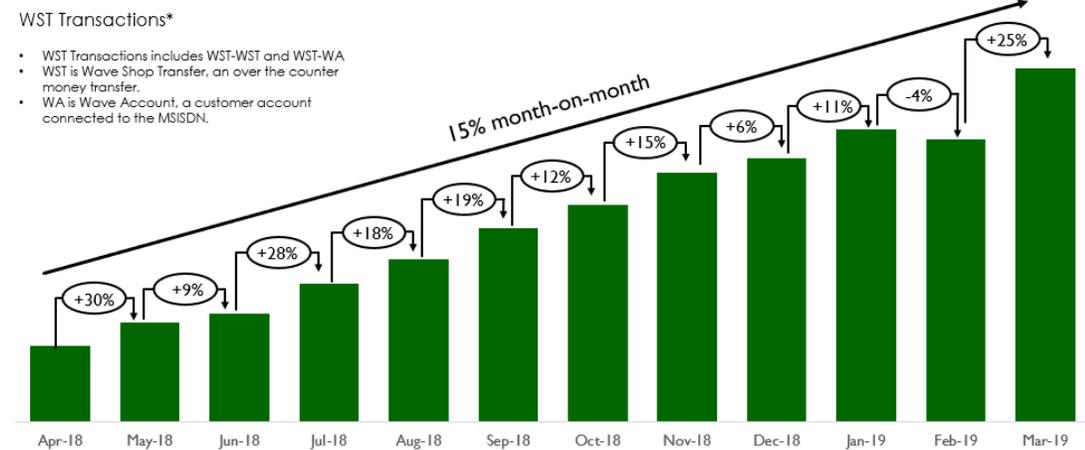
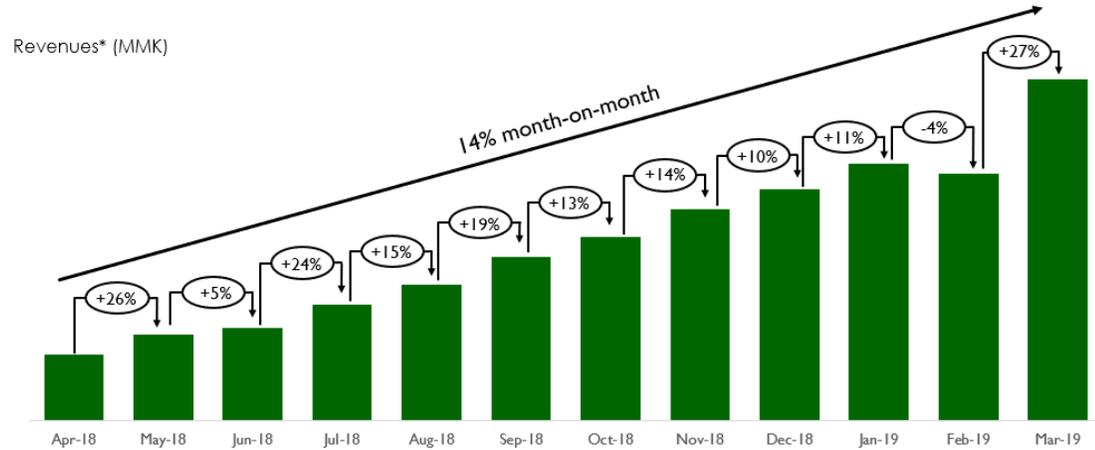
GET 20% CASHBACK 

When you WavePay on SGShop

*Applies to WavePay transactions up to 30,000MMK, for limited stocks only.



Wave Money's revenue grew 4X and turned profitable in September 2018



- Continues to grow and maintain the profitability of its money transfer business
- Expands its footprint into the mobile wallet ecosystem

Yoma Financial Services

Driving long term value for Yoma Fleet



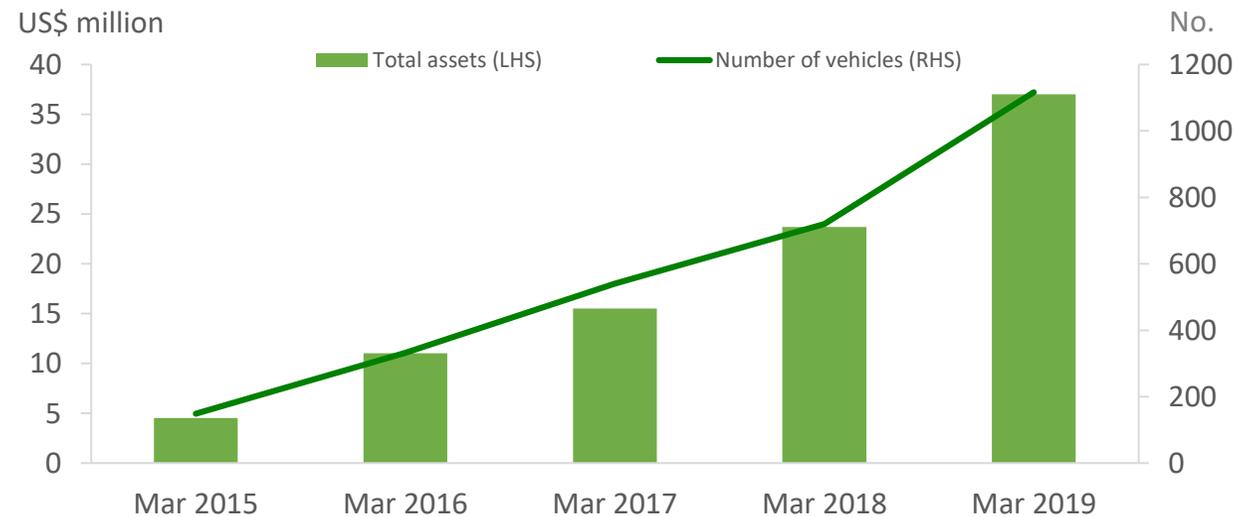
Partnership with Tokyo Century

Tokyo Century, one of the Japan's largest leasing companies invested US\$26.6 million for a 20% stake

Partnership with Caterpillar

Partnership with MSP CAT, the exclusive distributor for Caterpillar heavy equipment, to provide financing solutions

Total Assets and Number of Vehicles



Yoma Motors

Positioning for longer term opportunities



Heavy Equipment

New Holland remains one of the top three brands in Myanmar. In FY2019 sales were affected by heavy monsoon

Passenger and Commercial Vehicles

First Volkswagen showrooms in Yangon and Mandalay became fully operational in May 2019

Nationwide Branches and Strategic Dealers

Introduction of more products and the strategic expansion of its dealership network

Next Step Forward



Drive profitability and operational excellence in our businesses



Continue to seek strategic partnerships to accelerate growth



Streamline and monetise some of our non-core assets to fund growth



Maintain healthy balance sheet

BUILD A BETTER MYANMAR FOR ITS PEOPLE

INNOVATION | TEAMWORK | RESPECT | INTEGRITY