



1st Quarter Ended 31 March 2018 Results

1 June 2018

Scope

1 Group financials

2 Operations review

SECTION 1

Group financials

Consolidated income statement summary

- The Group revenue of RM1.53b and operating profit of RM272 million for the 1Q18 were higher than last year by 30% and 7% respectively with improved revenue from all Divisions with the exception of Plantation Division.
- Consequently, EPS at 6.20 sen was above last year by 3%.

(RM' Million)	1Q18	1Q17 (restated)	Change
Revenue	1,528.2	1,176.9	30%
Gross profit ¹	419.2	311.6	35%
EBITDA	316.7	299.1	6%
Operating profit ²	272.0	254.3	7%
Finance expenses	(41.1)	(41.1)	-
Profit before tax	230.8	214.3	8%
Taxation	(67.1)	(51.6)	30%
Profit after tax	163.7	162.7	1%
Attributable to MI	9.2	12.2	(25%)
Attributable to shareholders	154.5	150.5	3%
EPS (sen)	6.20	6.04	3%

Note:

1. Includes share of Inverfin's PBIT
2. Includes Interest Income, Share of Inverfin's PBIT by Property Division and share of associate and JV's PAT by Hafary

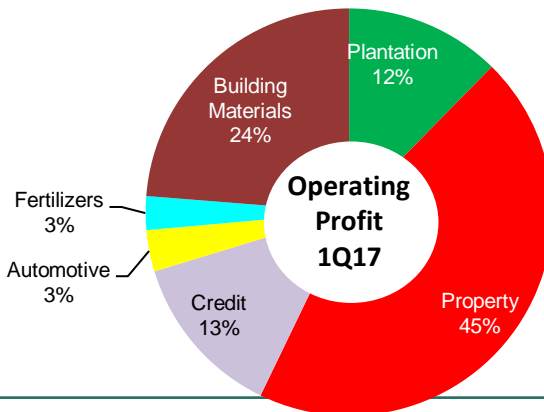
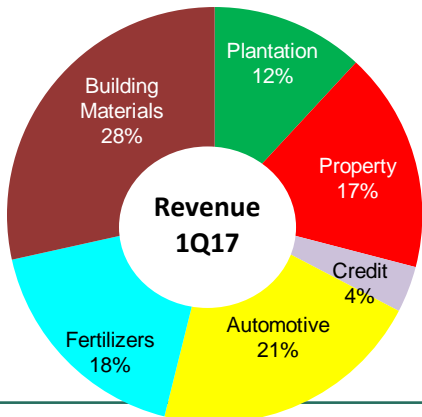
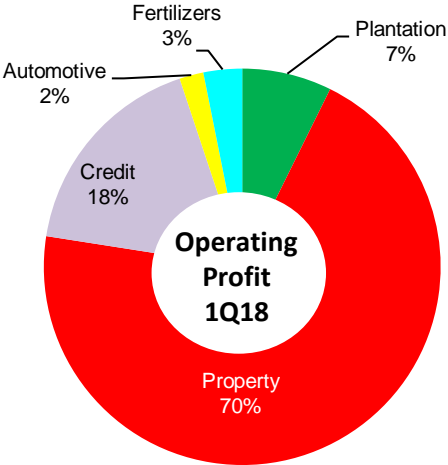
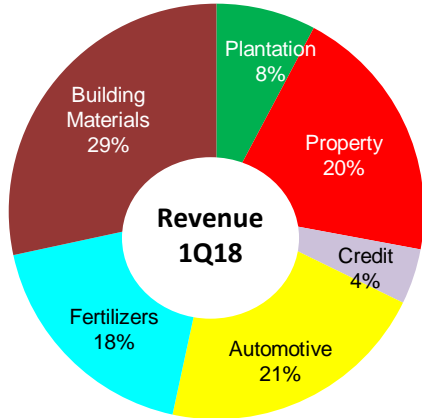
Group segment results

(RM' Million)	REVENUE			OPERATING PROFIT		
	1Q18	1Q17	Change	1Q18	1Q17	Change
Plantation	121.2	144.1	(16%)	22.4	32.6	(31%)
Property ¹	314.4	207.5	52%	214.6	118.3	81%
Credit Financing	67.3	43.6	54%	53.3	34.7	54%
Automotive	330.1	257.1	28%	6.0	8.7	(31%)
Fertilizers Trading	284.6	213.6	33%	9.6	7.1	37%
Building Materials ²	442.6	344.6	28%	(4.7)	62.7	(108%)
Subtotal	1,560.2	1,210.5	29%	301.2	264.1	14%
Consolidation adjustments & others	(32.0)	(33.6)		(29.2)	(9.8)	
Group	1,528.2	1,176.9	30%	272.0	254.3	7%

Note:

1. Includes share of Inverfin's PBIT from Menara Citibank
2. Includes share of associate and JV's results by Hafary

Group segment results – 1st Quarter



SECTION 2

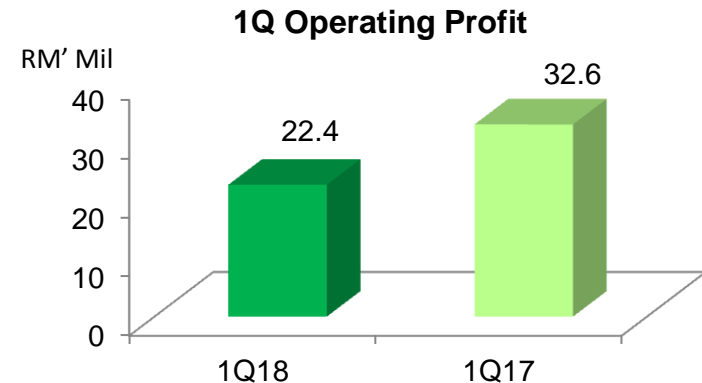
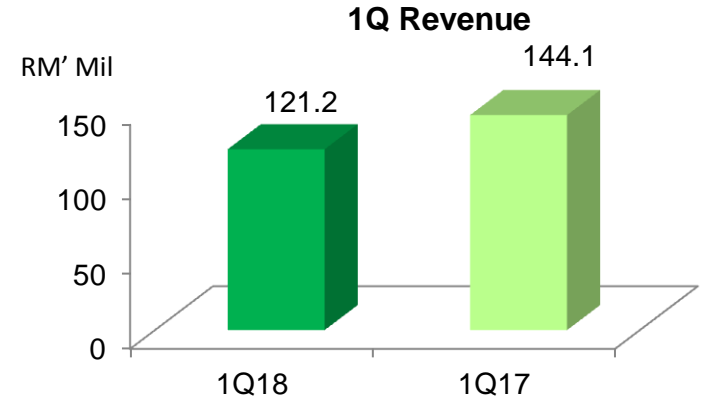
Operations review

Results for 1Q18 affected by lower selling prices

- Revenue and operating profit for 1Q18 were affected by lower average price realization of both CPO and PK.
- The average price realization and sales volume of CPO and PK:

	1Q18	1Q17
Price		
• CPO	2,590	3,268
• PK	2,262	3,282
Sales Volume		
• CPO	38,391	36,275
• PK	8,874	7,183

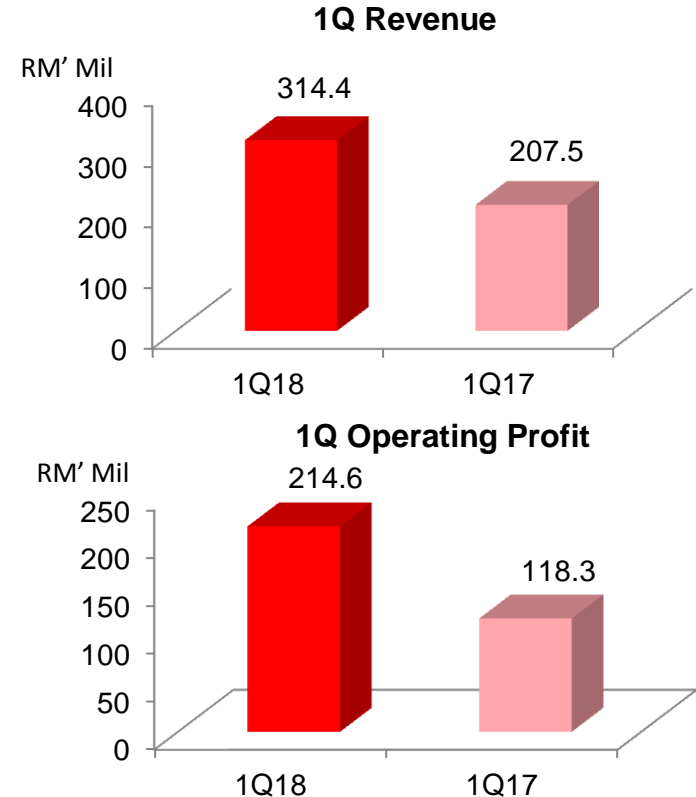
- CPO production costs for 1Q18 at RM1,489/mt was lower than last year (1Q17: RM1,606/mt), benefitted from higher CPO production volume due to higher FFB yield at 5.05 MT/Ha (1Q17: 4.16 MT/Ha) and higher OER of 20.22% (1Q17: 19.70%).



Property Investment and Development

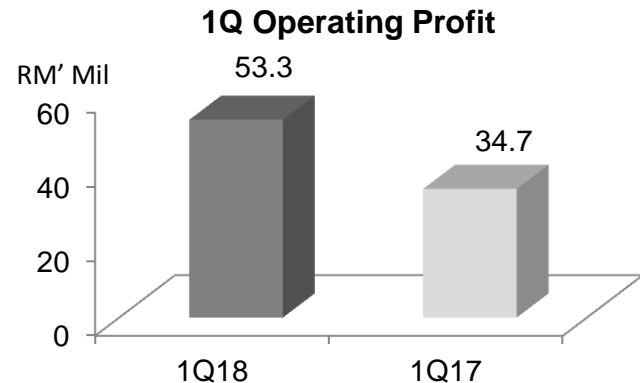
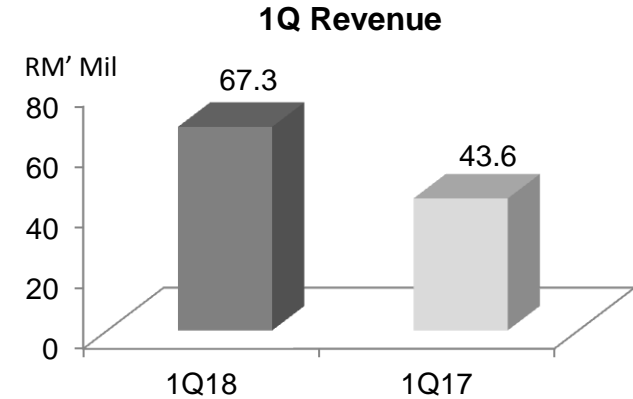
Improved occupancy rates for investment properties

- ❑ Revenue for 1Q17 benefitted from higher contribution from investment properties and sales of non-strategic properties. Consequently, higher operating profit was achieved for 1Q18.
- ❑ Investment properties recorded higher occupancy rates for Menara Hap Seng and Menara Hap Seng 2 in Kuala Lumpur and Plaza Shell in Kota Kinabalu.
- ❑ Project revenue for 1Q18 was mainly contributed by Aria Residence and Akasa projects in West Malaysia and Bandar Sri Indah in Tawau. Last year, project revenue benefitted from higher contribution from Ria Heights and Nadi Bangsar projects.



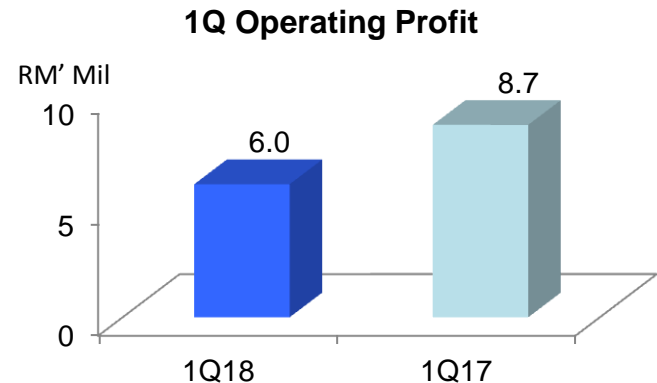
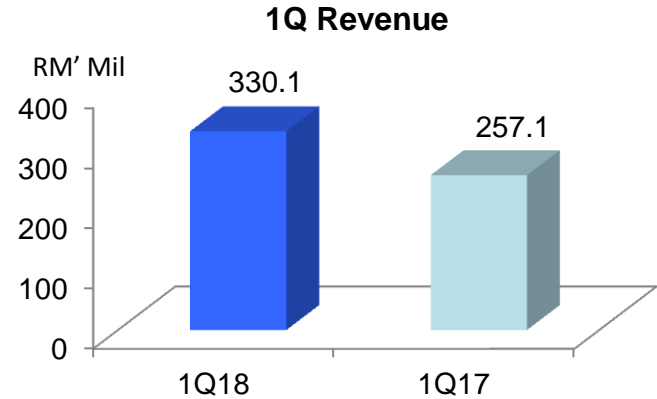
Loan base expanded to RM3.3 billion

- ❑ Total loan base as at end of 1Q18 expanded by 55% to RM3.3 billion (1Q17: RM2.13 billion).
- ❑ NPL ratio was at 1.89% as at end 1Q18, lower than the corresponding period last year of 2.18%.
- ❑ Consequently, the Division's revenue and operating profit for 1Q18 were both higher than last year by 54%.
- ❑ West Malaysia and East Malaysia accounted for 70% and 23% of the total loans respectively. Australia operations which commenced in 2Q17 contributed 7% of the total loan base.



Higher sales volume of PV and after sales throughput

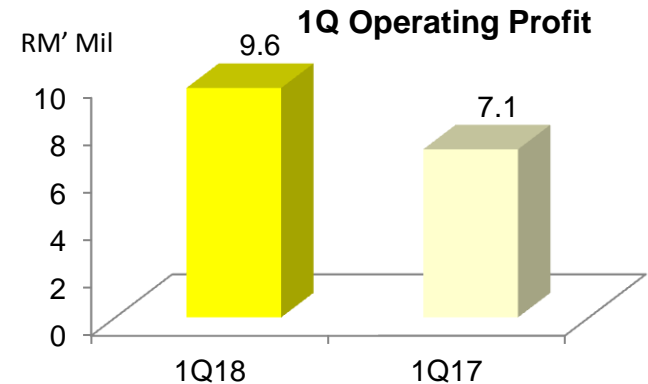
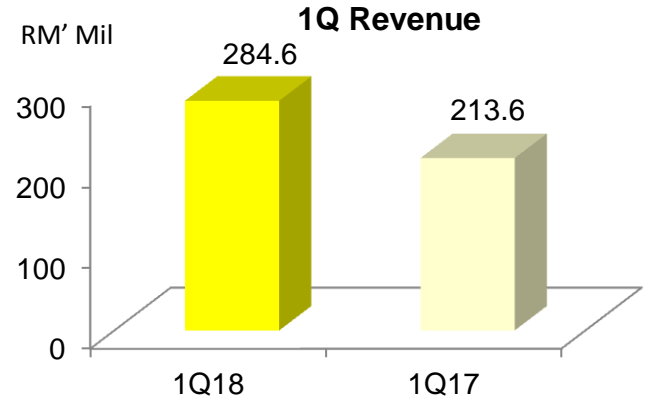
- ❑ Revenue for 1Q18 was 28% above last year, benefitted from expanded network.
- ❑ Sales volume of passenger vehicles (“PV”) and after sales throughput were higher than last year by 32% and 24% respectively.
- ❑ Operating profit for 1Q18 was affected by higher operating expenses due to inclusion of start-up costs for its new autohaus.
- ❑ New autohaus at Puchong South was opened in April 2018.



Fertilizers Trading

Improved results from Malaysian and Indonesian markets.

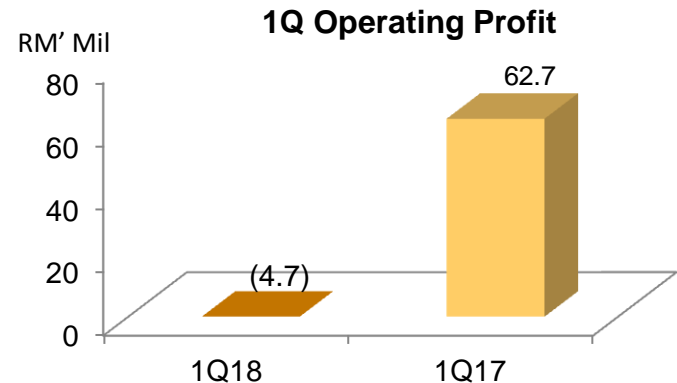
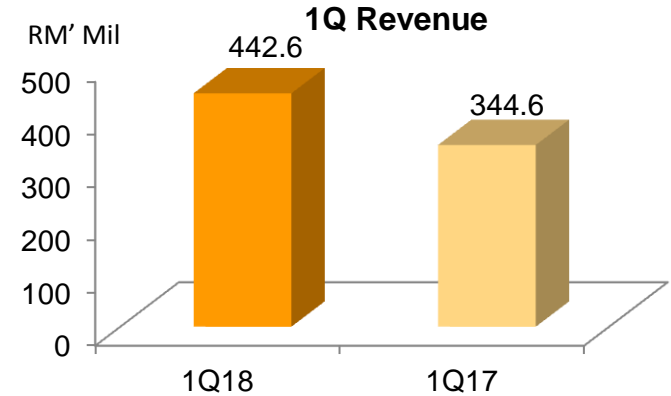
- ❑ The Division recorded improved revenue and operating profit for 1Q18 with higher sales volume and higher average selling prices from the Malaysian and Indonesian markets.
- ❑ Sales volume for 1Q18 was 22% above last year with both the Malaysian and Indonesian market recorded double digits growth.



Building Materials

Operating profit dampened by compressed margin

- ❑ The Division's revenue for 1Q18 was higher than last year by 28% with higher contribution from the quarry, asphalts, clay, Singapore aggregate trading and trading of building materials and petroleum products.
- ❑ However, the Division recorded operating loss for 1Q18 due to losses incurred by the quarry, asphalts and bricks businesses and MMSB.
- ❑ Last year's operating profit included the gain arising from disposal of properties.





Thank You