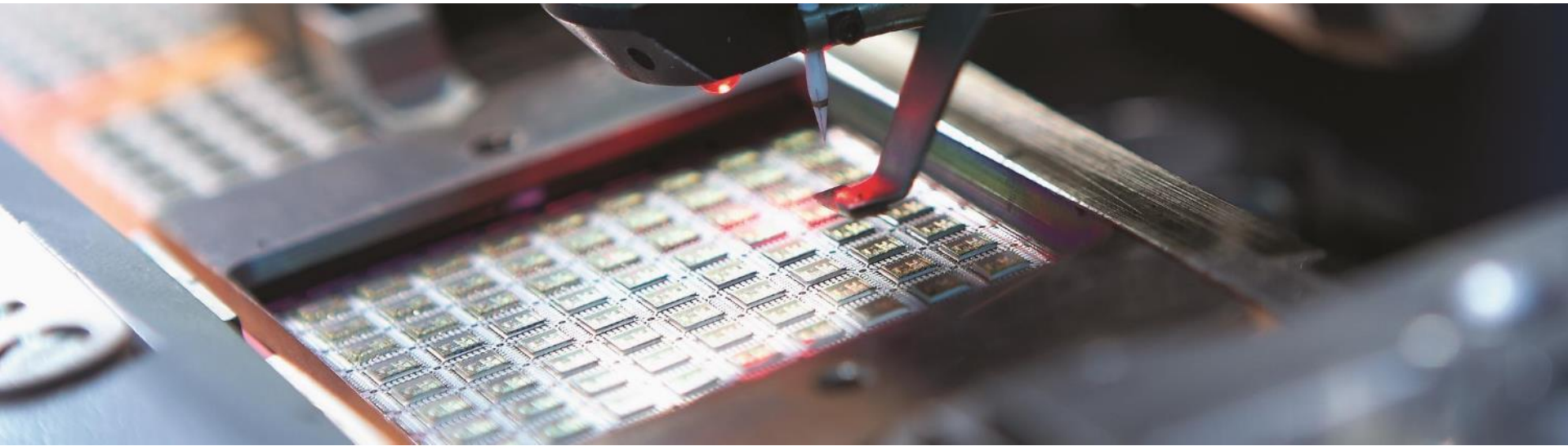




2018 3rd Quarter Analyst Briefing

2 November 2018





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3Q 2018 Summary

3Q18 vs 2Q18

- Revenue USD86.6m vs USD86.9m (-0.4%)
- Revenue RM354.7m vs RM343.2m (+3.4%)
- Net Profit RM35.0m vs RM31.1m (+12.7%)
- Gross Profit RM45.3m vs RM40.3m (+12.3%)
- EBITDA RM80.1m vs RM76.9m (+4.2%)
- EBITDA margin 22.6% vs 22.4 % (+0.2%)



Consolidated Statements of Profit or Loss

Sequential Quarterly Comparison

(RM Thousand except EPS)

	3Q 2018	%	2Q 2018	%	Change
Revenue	354,705	100.0	343,198	100.0	3.4%
<i>Revenue in USD '000</i>	<i>86,586</i>		<i>86,893</i>		<i>-0.4%</i>
Cost of Sales	309,395	87.2	302,852	88.2	2.2%
Gross Profit	45,310	12.8	40,346	11.8	12.3%
Operating profit	38,732	10.9	35,630	10.4	8.7%
Net profit	35,006	9.9	31,075	9.1	12.7%
EPS – Basic (sen)	4.83		4.26		
EBITDA	80,147	22.6	76,909	22.4	4.2%
Depreciation	41,415	11.7	41,279	12.0	0.3%
Forex gain	8,074	2.3	10,020	2.9	-19.4%



Consolidated Statements of Profit or Loss

Corresponding Quarterly Comparison

(RM Thousand except EPS)

	3Q 2018	%	3Q 2017	%	Change
Revenue	354,705	100.0	382,323	100.0	-7.2%
<i>Revenue in USD '000</i>	<i>86,586</i>		<i>89,667</i>		<i>-3.4%</i>
Cost of Sales	309,395	87.2	318,646	83.3	-2.9%
Gross Profit	45,310	12.8	63,677	16.7	-28.8%
Operating profit	38,732	10.9	44,753	11.7	-13.5%
Net profit	35,006	9.9	40,949	10.7	-14.5%
EPS – Basic (sen)	4.83		5.51		
EBITDA	80,147	22.6	87,378	22.9	-8.3%
Depreciation	41,415	11.7	42,625	11.1	-2.8%
Forex gain/(loss)	8,074	2.3	(3,086)	-0.8	361.6%



Consolidated Statements of Profit or Loss

Corresponding 9-month Comparison

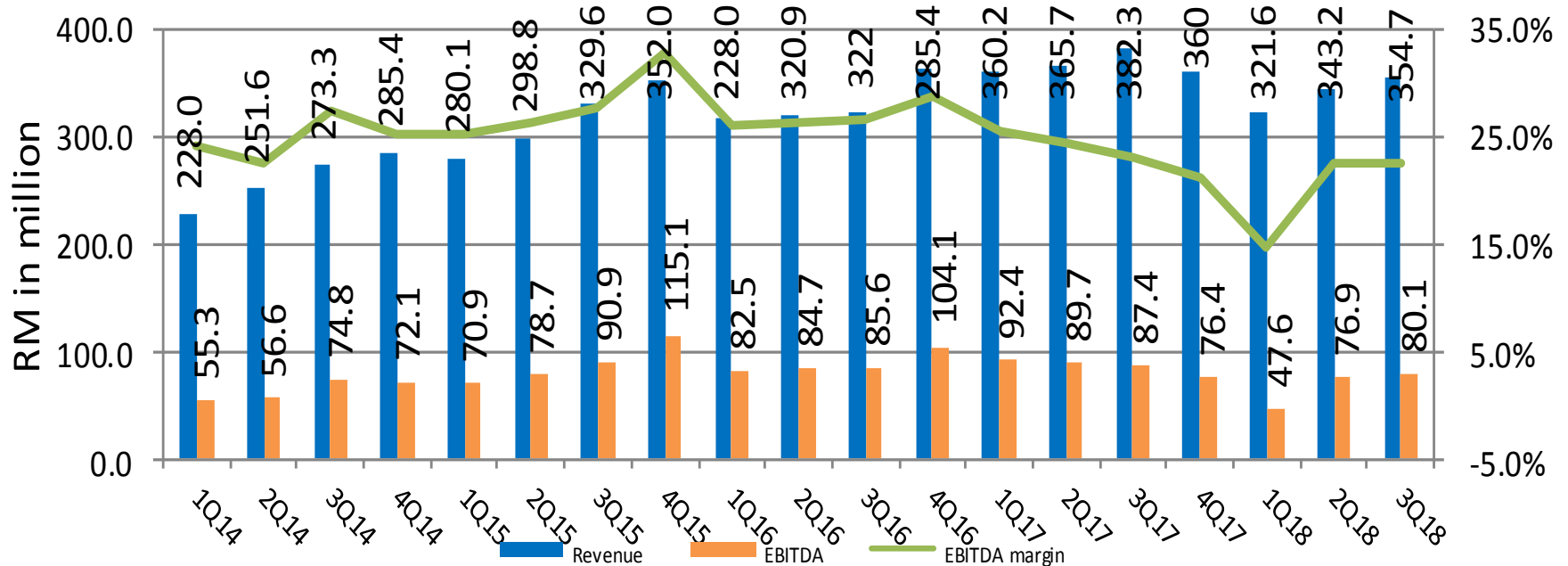
(RM Thousand except EPS)

	9M 2018	%	9M 2017	%	Change
Revenue	1,019,454	100.0	1,108,314	100.0	-8.0%
<i>Revenue in USD '000</i>	255,379		255,059		0.1%
Cost of Sales	901,148	88.4	913,902	82.5	-1.4%
Gross Profit	118,306	11.6	194,412	17.5	-39.1%
Operating profit	81,503	8.0	142,255	12.8	-42.7%
Net profit	72,406	7.1	128,839	11.6	-43.8%
EPS – Basic (sen)	9.90		17.37		
EBITDA	204,707	20.1	269,476	24.3	-24.0%
Depreciation	123,204	12.1	127,221	11.5	-3.2%
Forex gain/(loss)	8,144	0.8	(5,755)	-0.5	241.5%

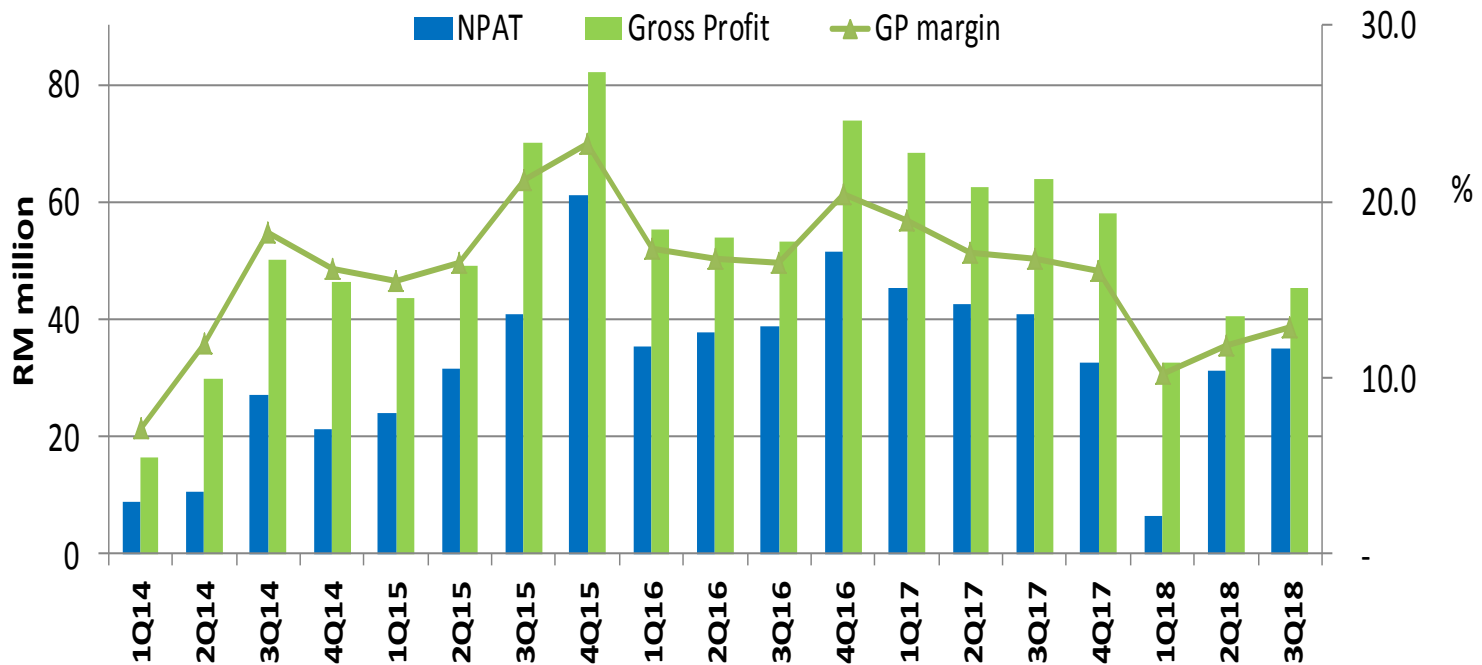


3Q 2018 Revenue & EBITDA

- RM Revenue : RM354.7m vs RM343.2m (+3.4%)
- USD revenue : USD86.6m vs USD86.9m (-0.4%)
- EBITDA : RM80.1m vs RM76.9m (+4.2%)
- EBITDA margin : 22.6% vs 22.4% (+0.2%)



- Gross Profit : RM45.3m vs RM40.3m
- GP margin : 12.8% vs 11.8%
- Net income : RM35.0m vs RM31.1m
- Forex gain : RM8.1m
- Depreciation : RM41.4m

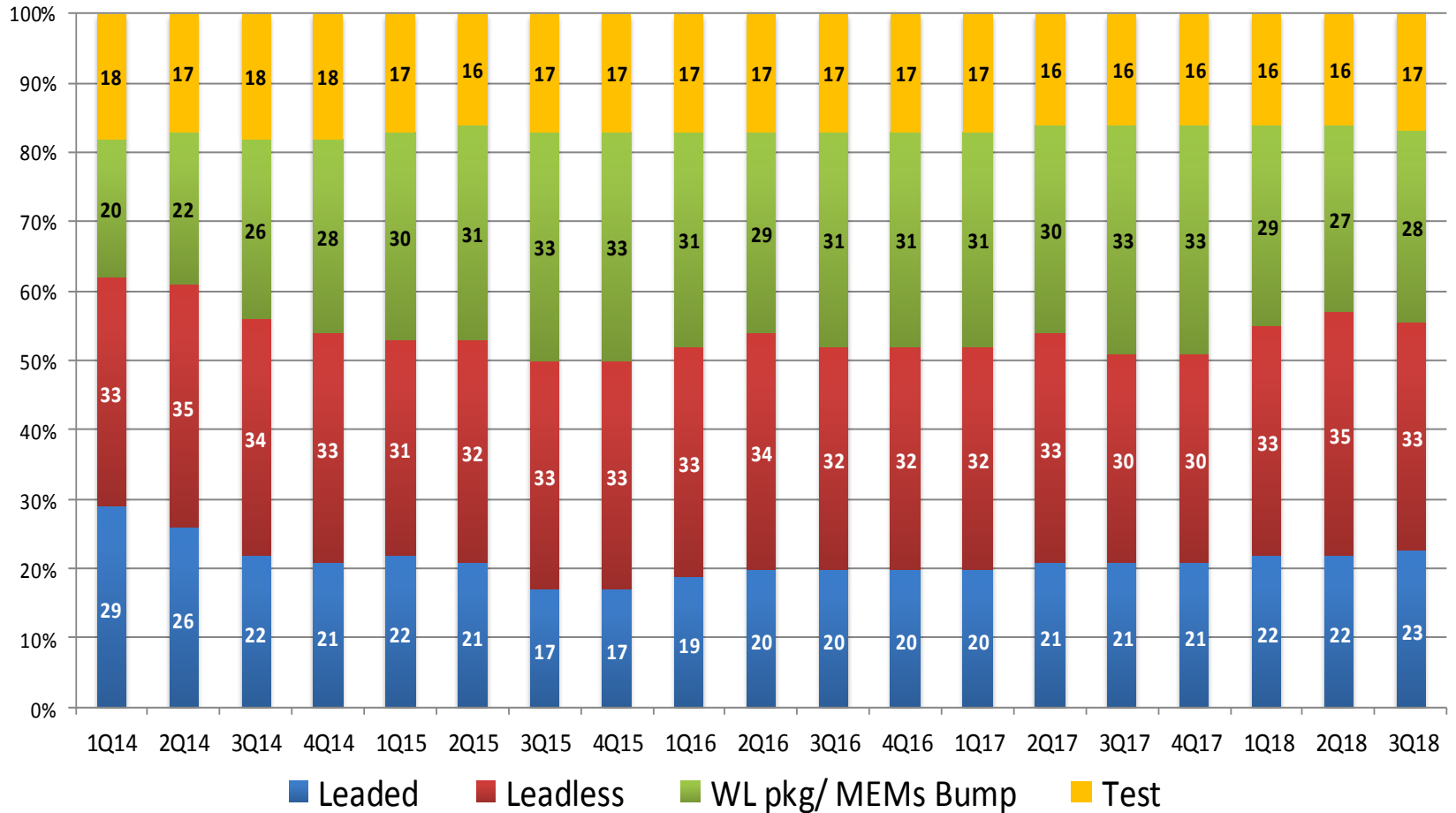




Revenue Breakdown

No major changes in segments

By Products & Services

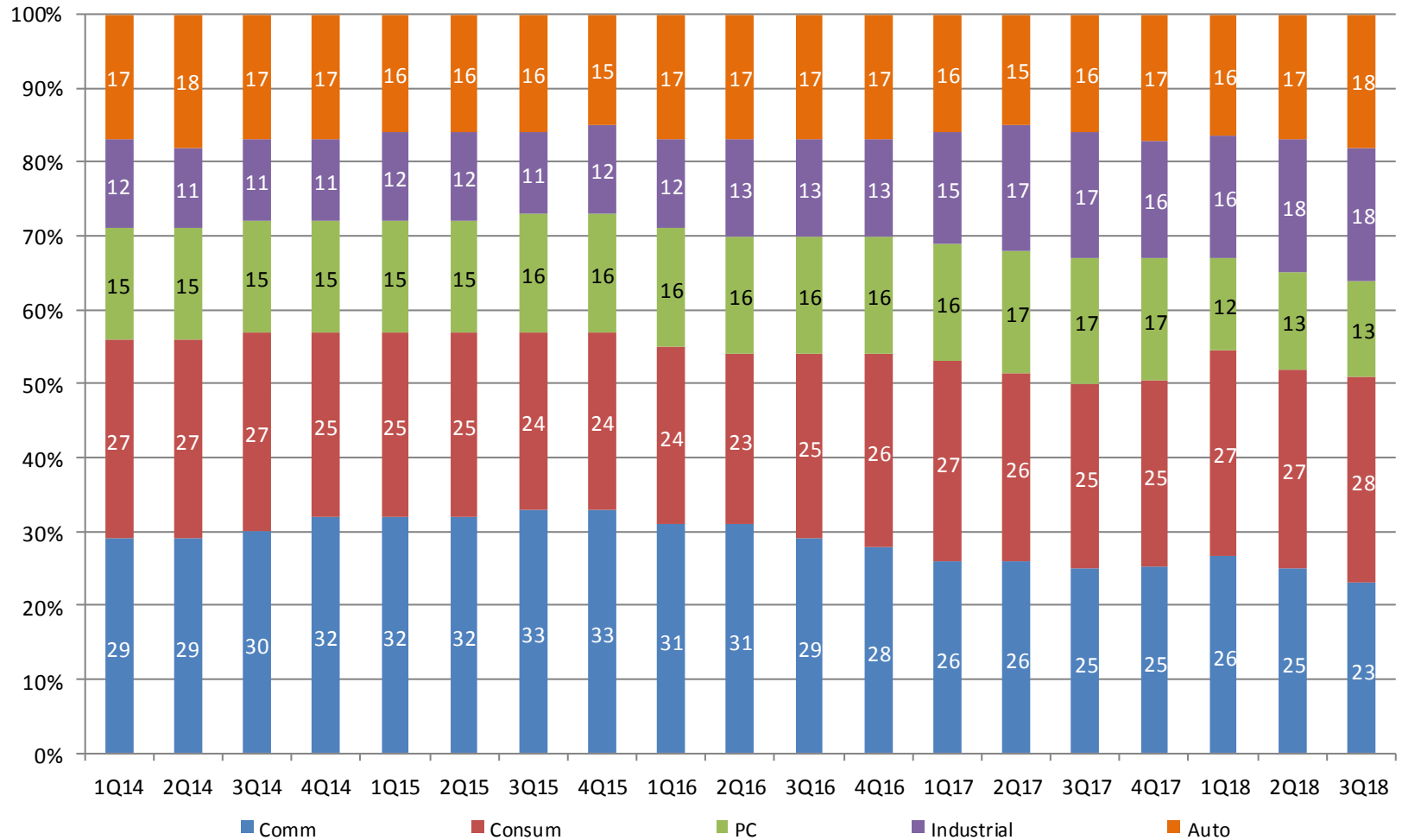




Revenue Breakdown

No major changes

By Market Segments





Selective Information from Consolidated Statements of Financial Position

Net cash at end Sep 2018: RM213.9 million

(in RM Thousand)

	30 Sep 2018	31 Dec 2017	Change
Property plant & equipment	1,088,281	1,099,138	-1.0%
Cash and Bank Balances	274,036	348,659	-21.4%
Group term loan & bank borrowings	60,089	44,920	33.8%
Net Assets per share (RM)	1.9859	1.9834	0.1%
Current ratio	2.80	2.26	23.9%
Debt/equity ratio	0.04	0.03	33.3%



3Q 2018 Highlight

- Capex incurred in 3Q18: RM43.2m
- Group Headcount was at 7,857 in end Sep 2018

	4Q15	1Q16	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18
Capex (RMmil)	8.3	48.9	27.6	29.8	23.2	71.2	41.1	23.3	30.3	45.1	34.4	43.2
Headcount	7,497	7,438	7,515	7,494	7,502	7,708	7,822	7,874	7,831	7,894	7,902	7,857



Thank You

“Proven Technologies, Innovative Processes”