

UMW Holdings Berhad



CORPORATE PRESENTATION

March 2017



UMW AT A GLANCE



Number 1 in Malaysia's automotive industry with 47% market share in 2016

Toyota forklift has 50% market share in Malaysia; Top 5 distributors in the world



First Malaysian company to become a Tier 1 supplier to Rolls-Royce Plc

Malaysia's only owner-operator of jack-up drilling rigs



ENHANCING CAPABILITIES

Laying Building Blocks for Excellence

Founded in 1917



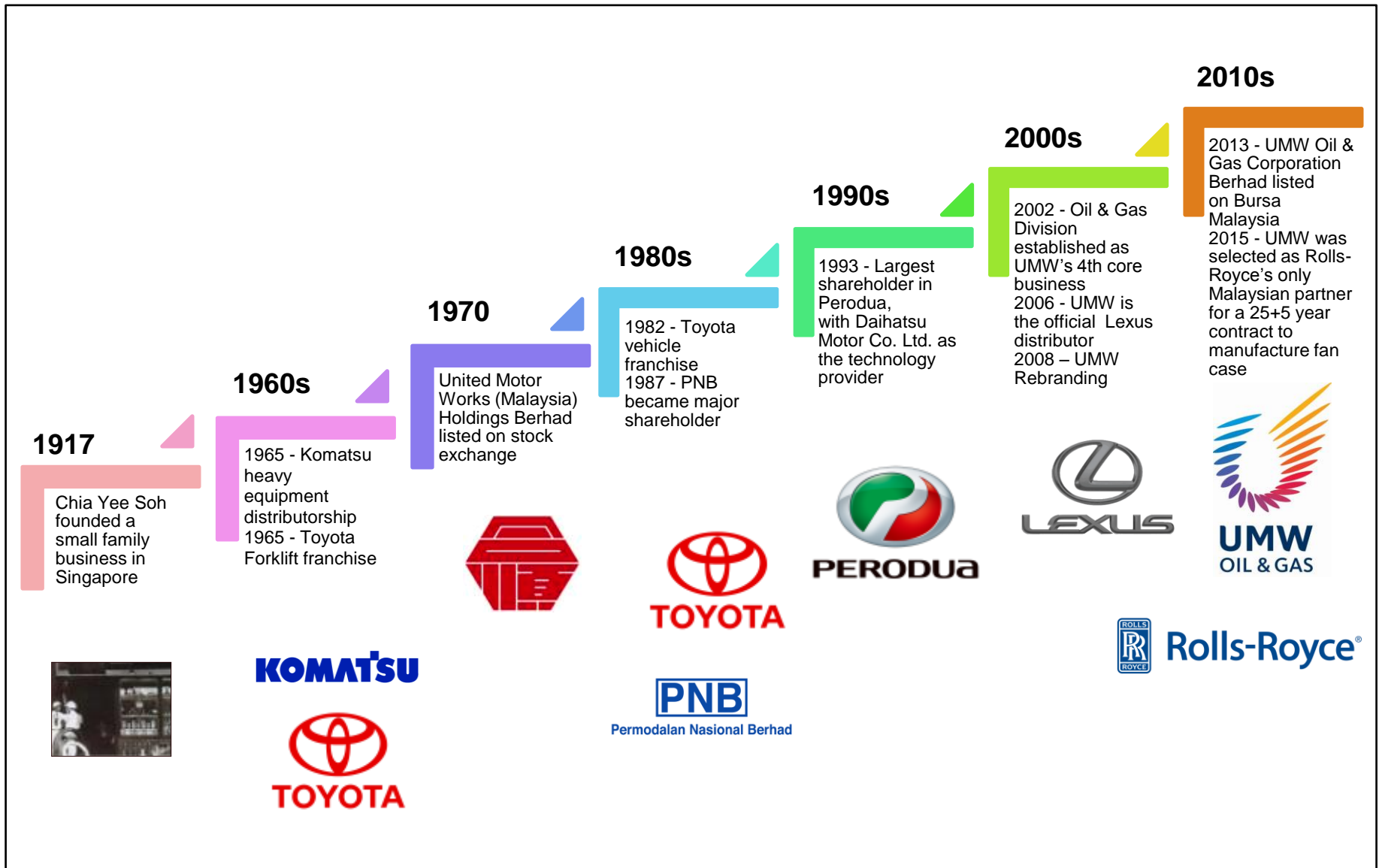
35 years with Toyota
24 years with Daihatsu



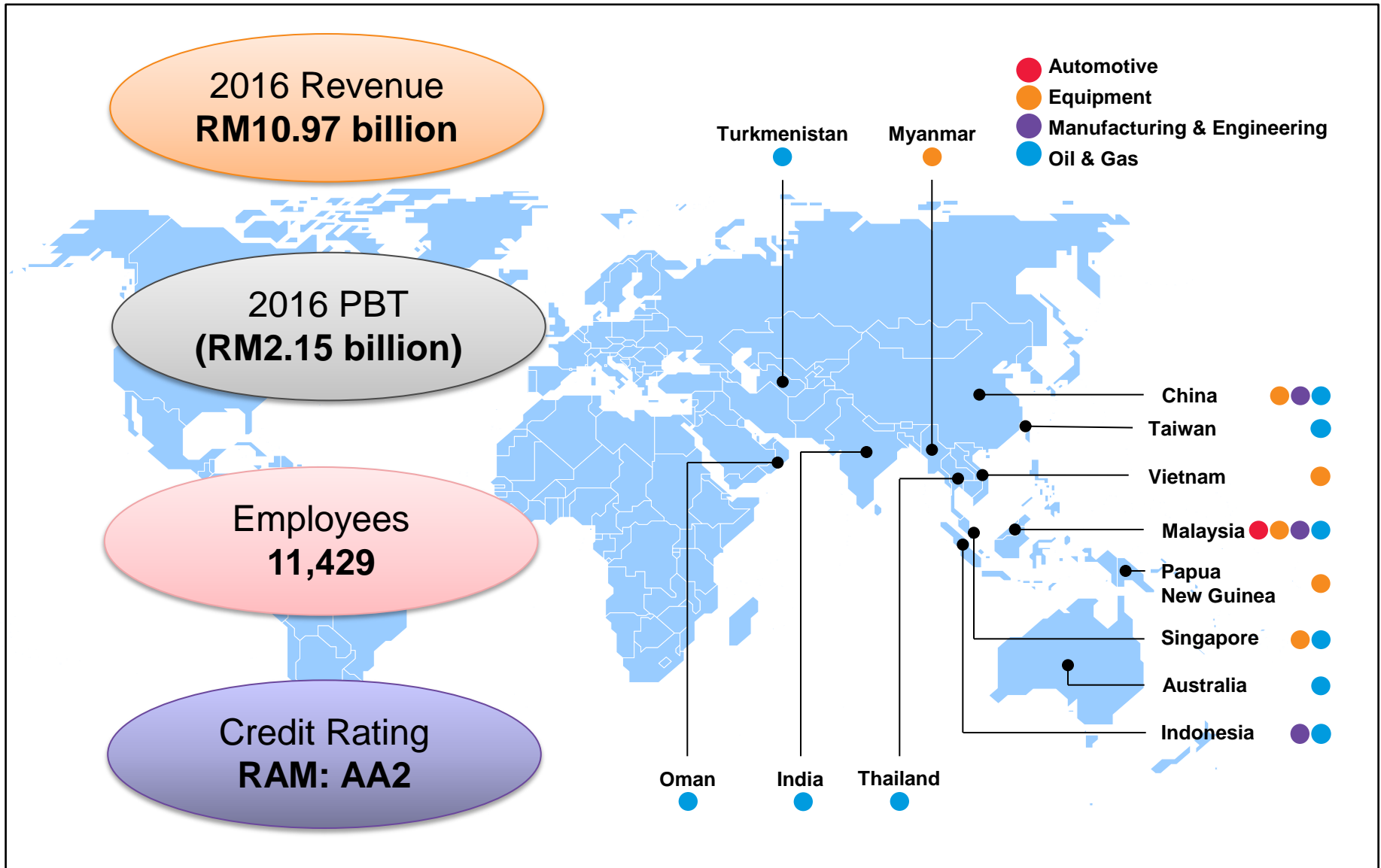
Tier 1 supplier to
Rolls-Royce



UMW MILESTONES

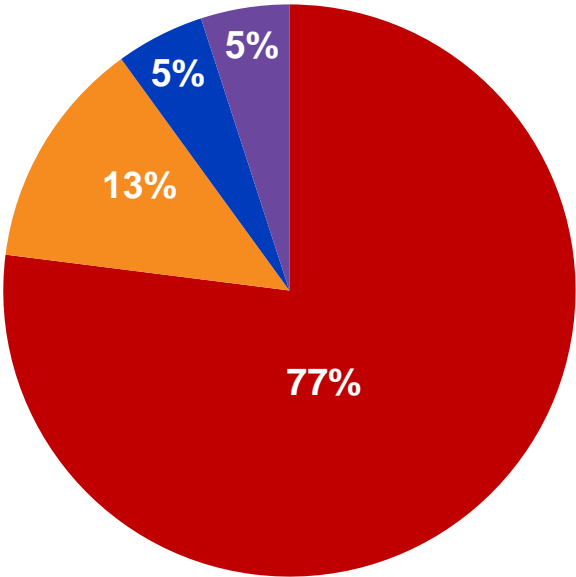


INTERNATIONAL PRESENCE – 13 Countries

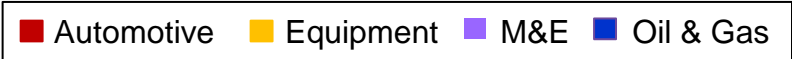
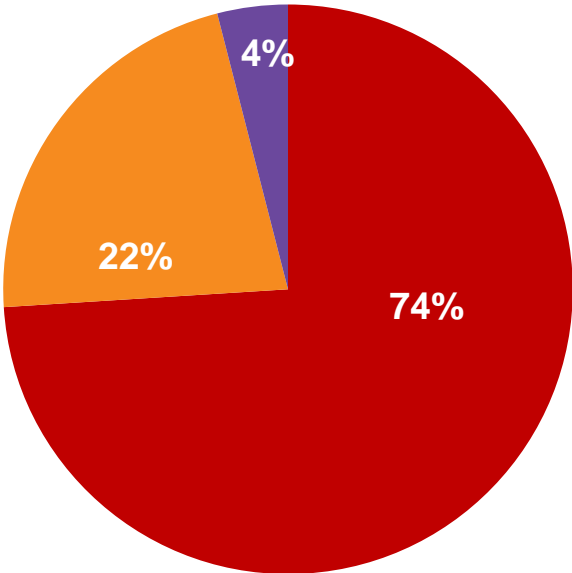


2016 REVENUE & PBT BREAKDOWN

Revenue

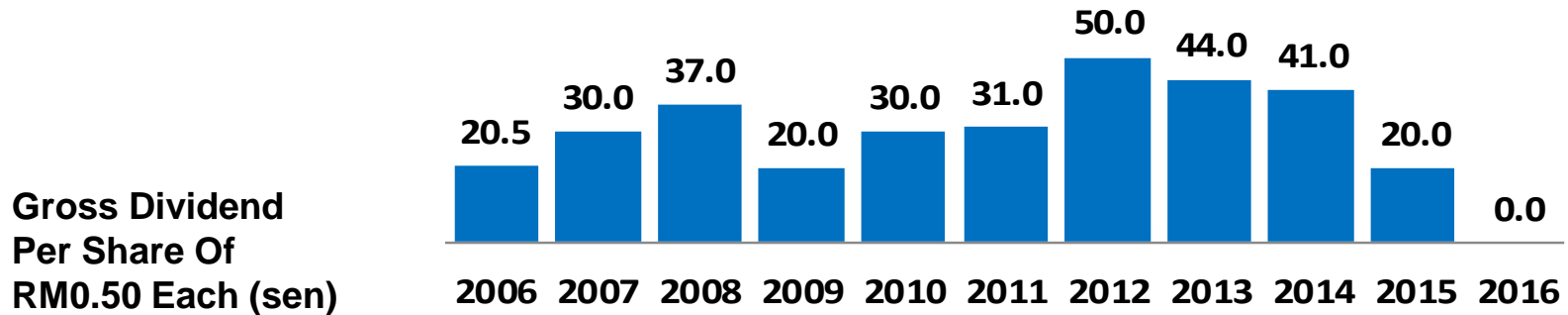
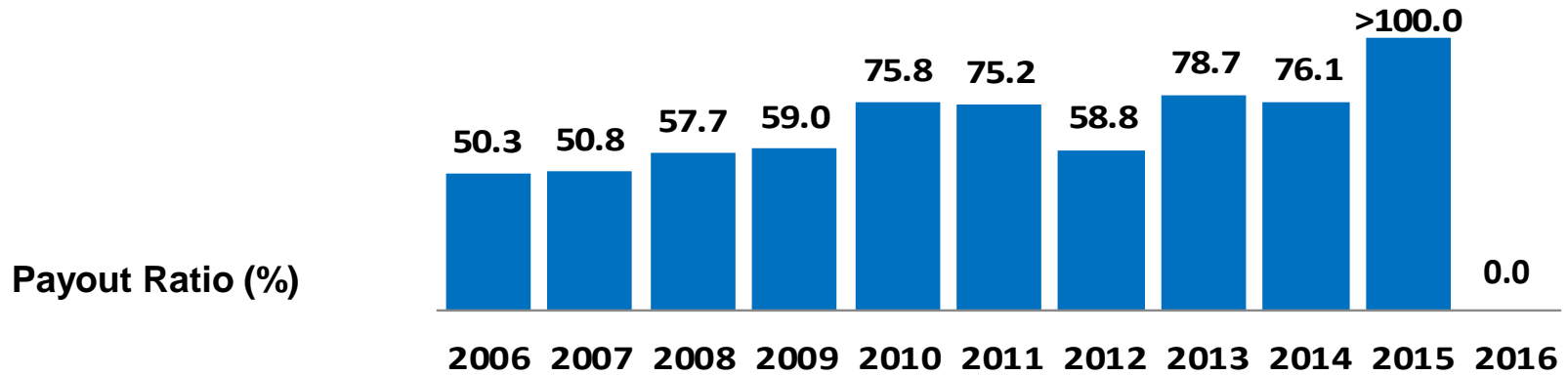


Profit Before Taxation



Key Performance Indicators

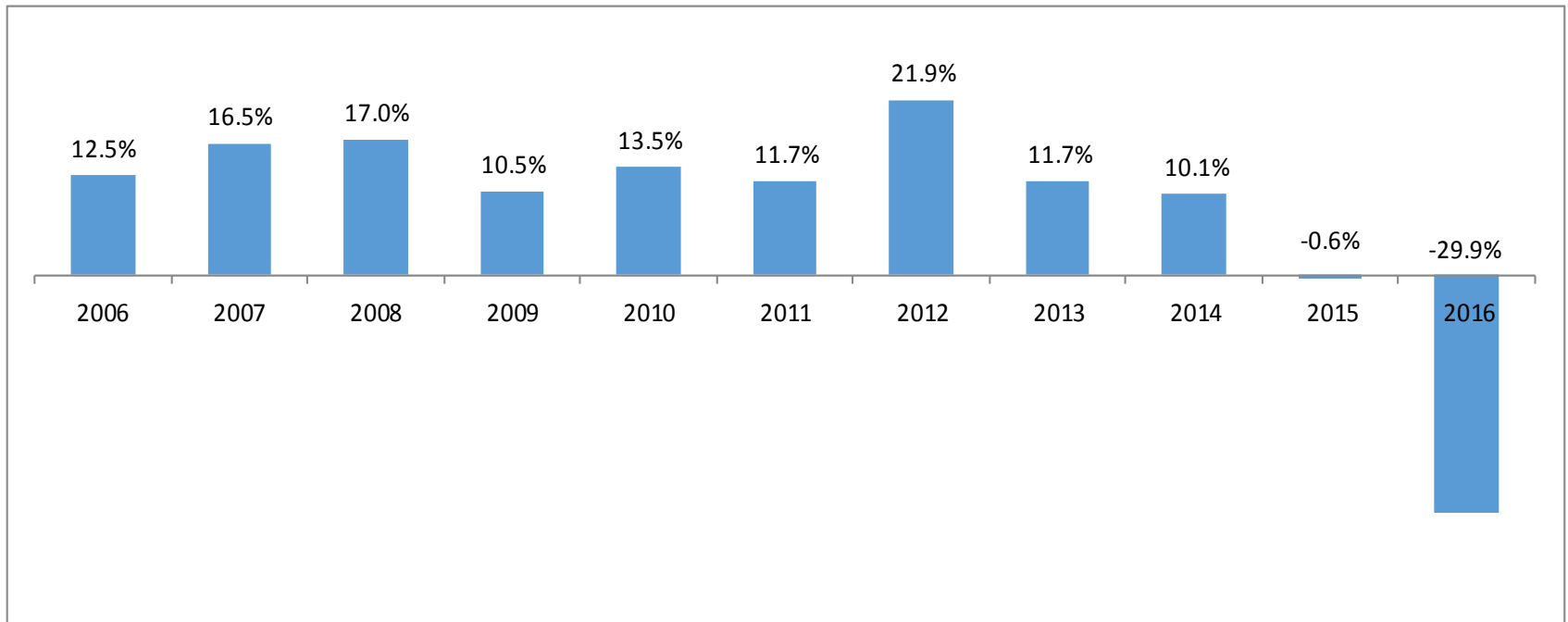
ANNUAL DIVIDEND PAYOUT



March 08
Share Split from
RM1.00 to RM0.50
each

Key Performance Indicators

RETURN ON SHAREHOLDERS' FUNDS

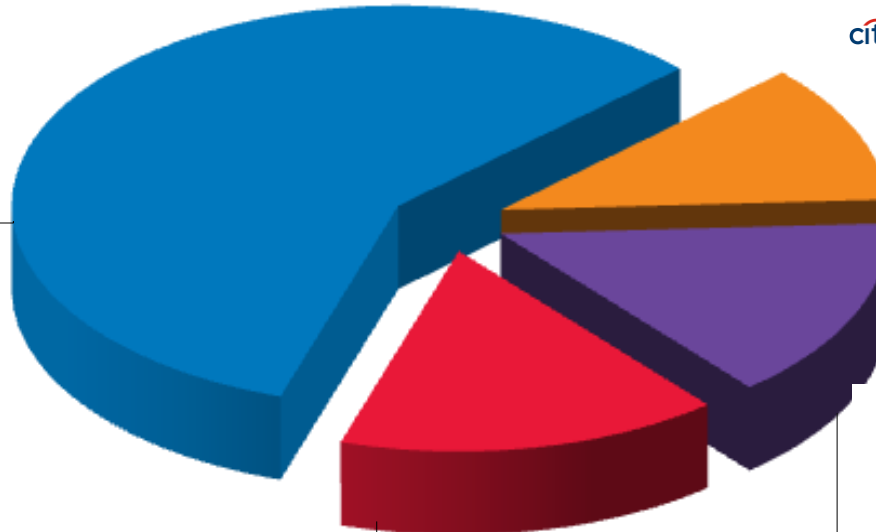


OUR SHAREHOLDERS - (As at 31/03/2017)

Permodalan Nasional Berhad (PNB)/
PNB Managed Unit Trust Funds, **58.19%**



Foreign
Shareholders, **11.24%**



Market Capitalisation
(31/03/2017)
RM7.0 billion



Employees Provident
Fund Board, **13.75%**



Other Local Shareholders,
16.82%

* PNB and EPF shareholdings are based on direct interest and deemed interest

NEW STRATEGY - ANNOUNCED ON 19 JANUARY 2017

CORE BUSINESSES

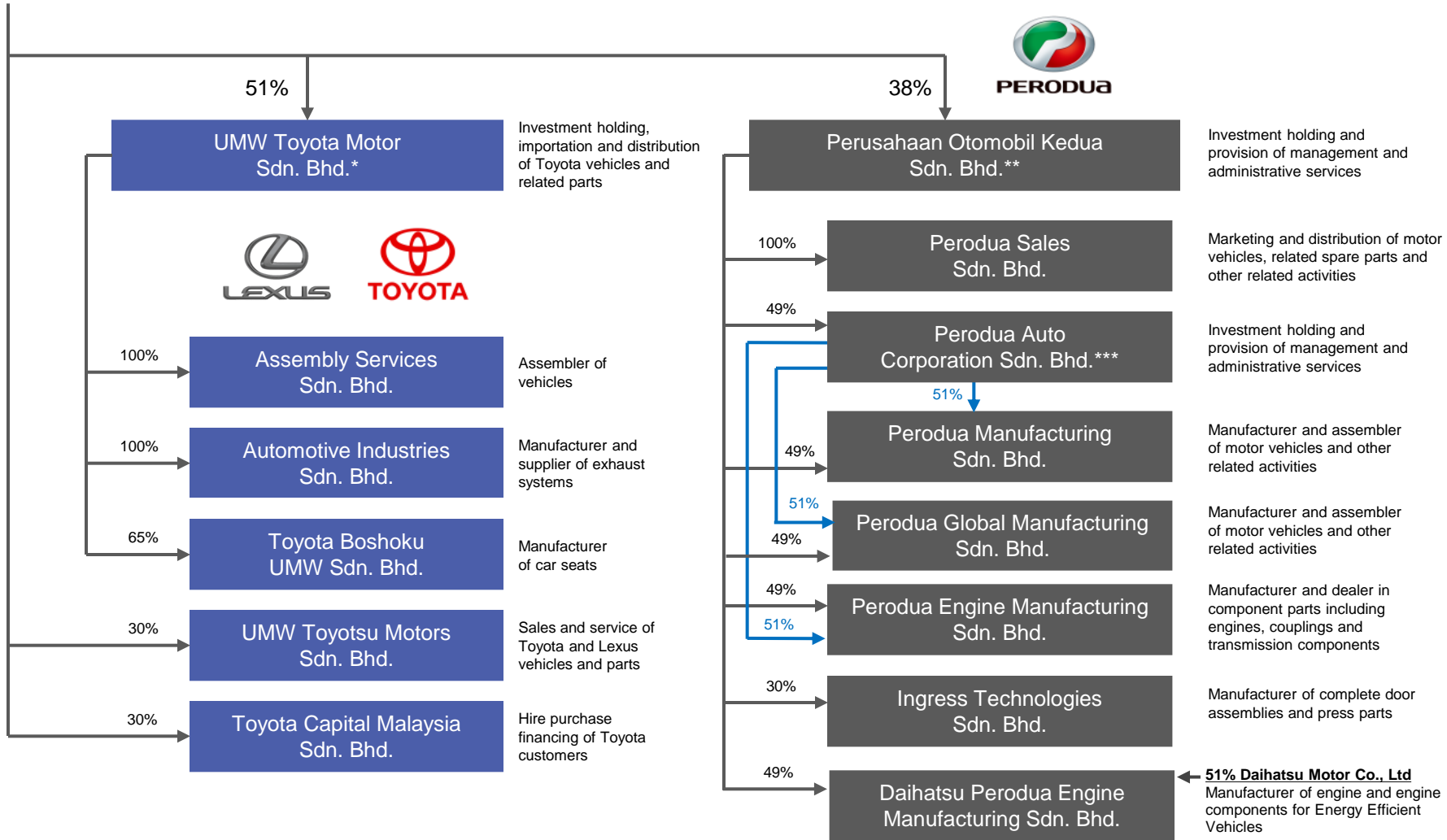
Automotive	Equipment	M&E
		
<ul style="list-style-type: none">• Manufacture• Assembly• Distribution• Sales & Service	<ul style="list-style-type: none">• Distribution• Trading• After-sales service	<ul style="list-style-type: none">• Blending & Distribution of lubricants• Manufacture of automotive components• Manufacture of fan case

Planned strategic exit from O&G sector

O&G (Listed)	Non-listed O&G Assets (Value Group)
	
<ul style="list-style-type: none">• Drilling operations• Oilfield services	<ul style="list-style-type: none">• Manufacturing• Land Rigs• Trading
<p>↓</p> <p>Demerge via distribution in specie to the shareholders of UMWH</p>	<p>↓</p> <p>Progressive exit</p>

AUTOMOTIVE
Segment

UMW AUTOMOTIVE SEGMENT



* 39% Toyota Motor Corporation
10% Toyota Tsusho Corporation

** 20% Daihatsu Motor Co., Ltd
20% MBM Resources Bhd
10% PNB Equity Resource Corporation Sdn Bhd

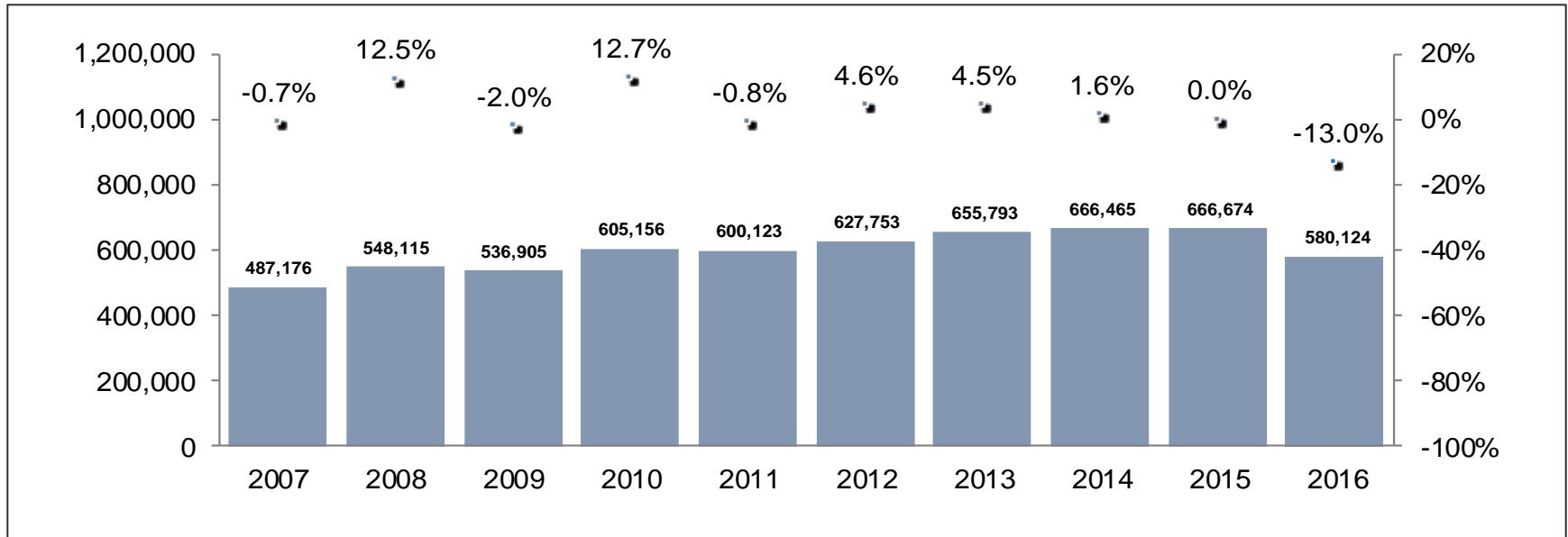
4.2% Mitsui & Co., Ltd
2.8% Mitsui & Co., (Asia Pacific) Pte Ltd
5% Daihatsu (Malaysia) Sdn Bhd

*** 41% Daihatsu Motor Co., Ltd
6% Mitsui Co., Ltd
4% Mitsui & Co., (Asia Pacific) Pte Ltd

TOTAL INDUSTRY VOLUME (TIV)

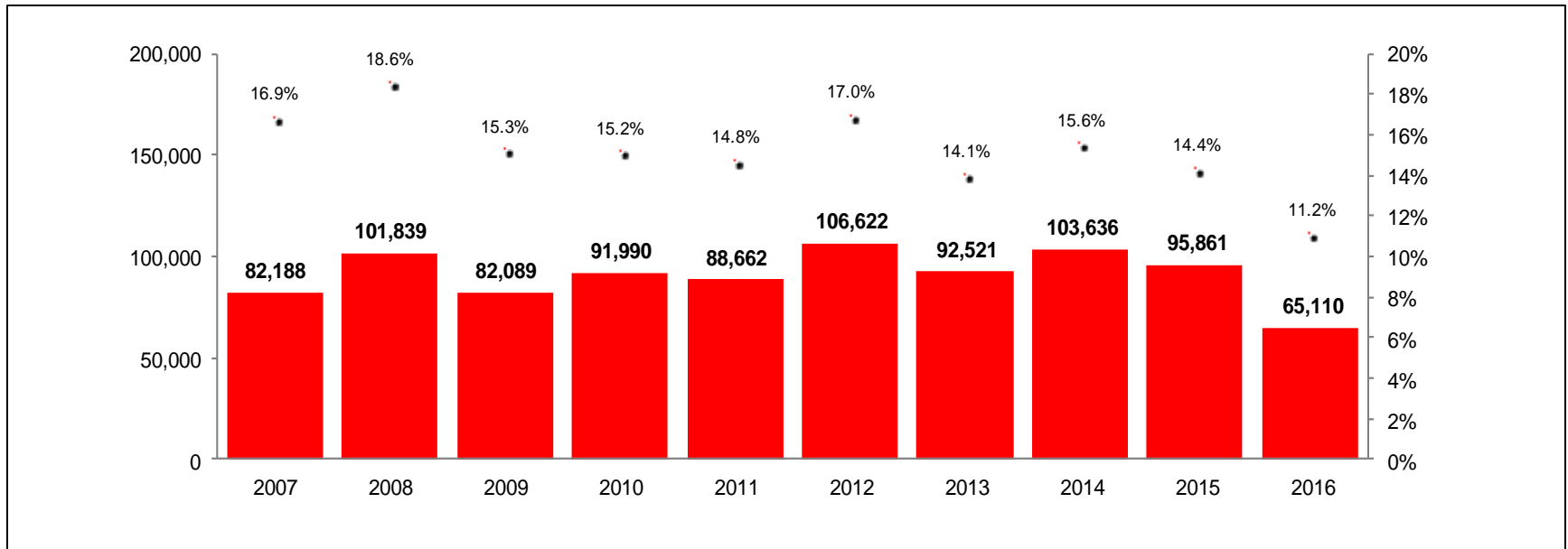
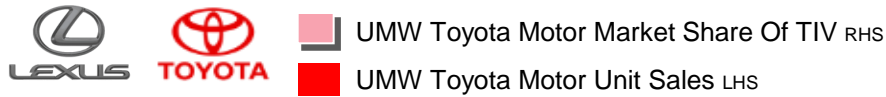


■ TIV % Change Over Previous Year RHS
 ■ Total Industry Volume – Unit Sales LHS



- Lower sales in 2016 were mainly due to weak consumer sentiment and stringent lending guidelines imposed by the financial institutions.
- Target for 2017 is 590,000 units (+1.7% growth)

LEXUS & TOYOTA



- Vios was the top selling model in 2016 with 38% of total Toyota sales. Hilux was second with 28%.
- The all-new Toyota Innova and face-lift Toyota Vios, Toyota Camry and Toyota Corolla Altis were launched in 4Q16.
- Importation of CBU cars and CKD components are transacted in US Dollar.
- Target for 2017 is 70,000 units.

TOYOTA MANUFACTURING PLANT

CURRENT

- Started operations in **1968**.
- Land area - **129,500m²**.
- Build up area - 94,600m².
- Located in Shah Alam, Selangor.
- It currently assembles Vios, Camry, Hilux, Fortuner, Innova and Hiace.
- Annual capacity (No OT @ 242 days/year) - **75,700 units**.



NEW

- Expected to start operations in early **2019**.
- Plant & land size - **670,000 m²**.
- Location - Bukit Raja Industrial Estate, Klang.
- Total Investment - RM2 billion
- High Automation
- Annual Capacity - **50,000 units. (Initial)**

AUTOMOTIVE SEGMENT

Toyota models in Malaysia

CKD – Completely Knock Down
CBU – Completely Built Up

Vios (CKD)

Variant: 6

Price Range: RM77k – RM96k
Top selling model in 2016 with 38% of total Toyota sales.



Corolla Altis (CBU Thailand)

Variant: 3

Price Range: RM121k – RM139k



Camry (CKD)

Variant: 2 + 2 hybrid

Price Range: RM153k – RM175k



Alphard (CBU Japan)

Variant: 2

Price Range: RM408k – RM506k



Vellfire (CBU Japan)

Variant: 1

Price Range: RM345k



Sienta (CBU Indonesia)

Variant: 2

Price Range: RM93k – RM100k



Avanza (CBU Indonesia)

Variant: 4

Price Range: RM72k – RM83k



Innova (CKD)

Variant: 3

Price Range: RM109k – RM126k

NEW



Hilux (CKD)

Variant: 8

Price Range: RM90k – RM134k
2nd top selling model in 2016 with 28% of total Toyota sales.



Fortuner (CKD)

Variant: 2

Price Range: RM175k – RM184k



Rush (CBU Indonesia)

Variant: 2

Price Range: RM104k – RM109k



Hiace (CKD)

Variant: 3

Price Range: RM95k – RM109k



AUTOMOTIVE SEGMENT

Lexus models in Malaysia – CBU from Japan

CBU – Completely Built Unit

IS

Variant: 4

Price Range: RM298k – RM452k



ES

Variant: 3

Price Range: RM275k – RM371k
2nd top selling model in 2016 with
24% of total Lexus sales



GS

Variant: 7

Price Range: RM439k – RM1,070k



LS

Variant: 4

Price Range: RM864k – RM1,419k



NX

Variant: 5

Price Range: RM310k – RM398k



RX

Variant: 6

Price Range: RM389k – RM520k
Top selling model in 2016 with
52% of total Lexus sales.



LX

Variant: 1

Price Range: RM924k



RC

Variant: 2

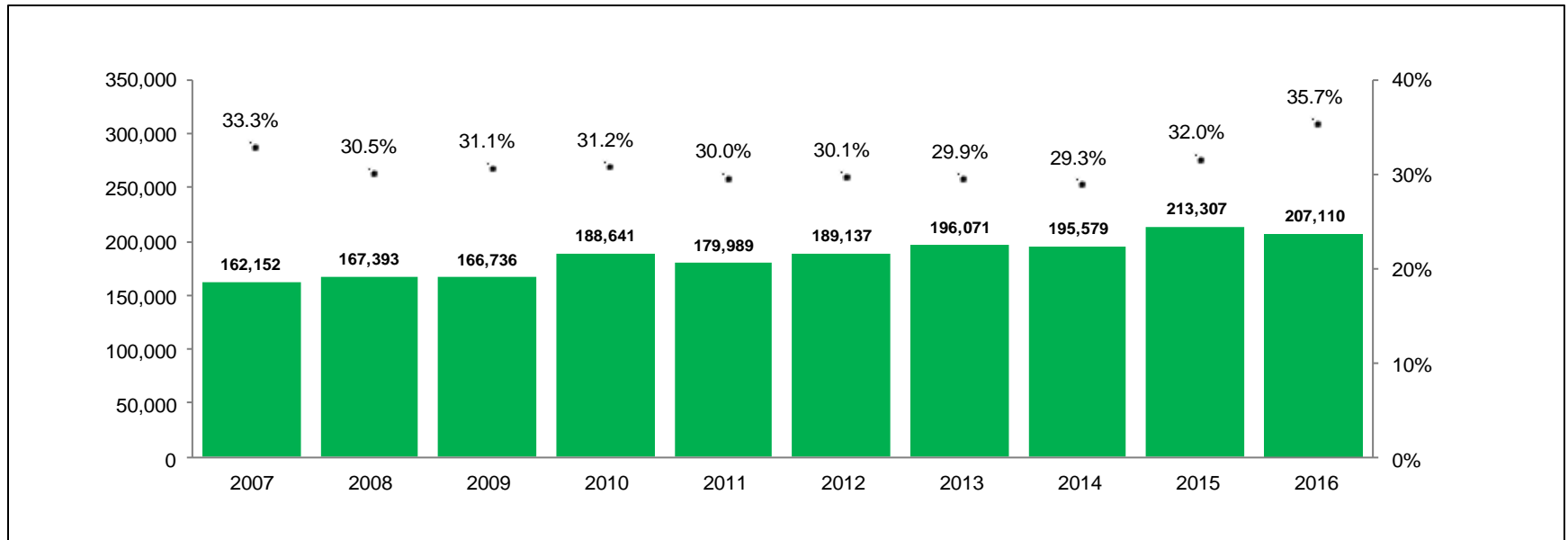
Price Range: RM529k – RM787k



PERODUA



■ Perodua Market Share Of TIV RHS
■ Perodua Unit Sales LHS



- Perodua maintained the No. 1 position in overall market share since 2006
- Currently exporting to six countries, namely, Indonesia, Singapore, Mauritius, Fiji, Sri Lanka and Brunei.
- Perodua's first sedan, Bezza, was launched on 21 July 2016.
- Target for 2017 is 202,000 units.

AUTOMOTIVE SEGMENT

Perodua models in Malaysia - CKD

CKD – Completely Knocked Down

Bezza

Variant: 5

Price Range: RM37k – RM51k

Launched 21 July 2016

Target: 7,600 units per month in 2016



Alza

Variant: 5

Price Range: RM52k – RM65k



Axia

Variant: 6

Price Range: RM24k – RM42k



Myvi

Variant: 5

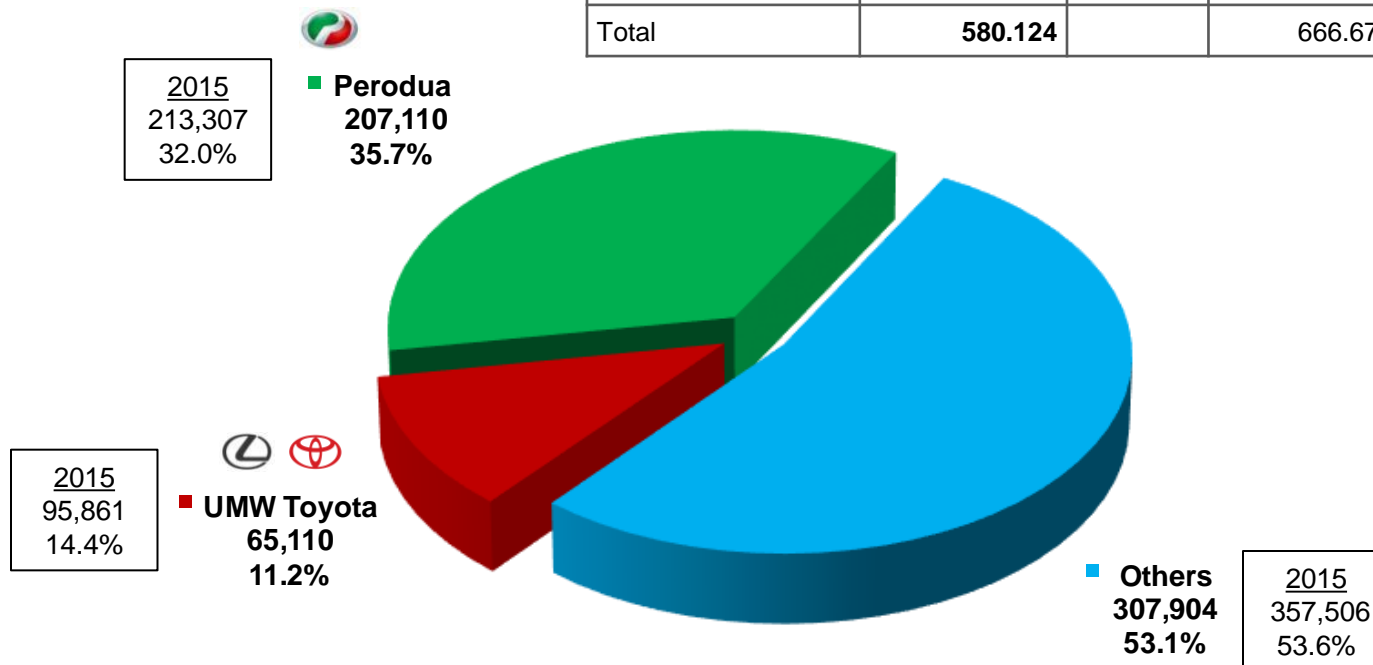
Price Range: RM41k – RM58k



UMW GROUP'S MARKET SHARE

Units & Market Share (%)

Brand	2016		2015	
	Units	Market Share %	Units	Market Share %
Honda	91,830	15.8	94,902	14.2
Proton	72,290	12.5	102,174	15.3
Nissan	40,706	7.0	47,235	7.1
Mazda	12,493	2.2	14,325	2.1
Hyundai, Kia	9,470	1.6	10,960	1.6
Others	81,115	14.0	87,910	13.3
Total	580,124		666,674	



- UMW companies sold 272,220 units in 2016 with a market share of **47%**.

EQUIPMENT

Segment

EQUIPMENT SEGMENT

Heavy Equipment



Industrial Equipment



Marine & Power Equipment



UMW represents all of the above principals for some of the world's most recognised products in:-

- Agriculture
- Construction
- Forestry
- Mining
- Industrial and manufacturing
- Industrial cleaning – food and beverage, material handling and logistics
- Industrial and marine power solutions

HEAVY EQUIPMENT



- **Komatsu franchise in Malaysia, Singapore, Myanmar and Papua New Guinea**
 - Has strong presence in Myanmar, supplying equipment to the jade mining and resource mining sectors.



BOMAG

Since 1979



rosenbauer

Since 1996

Delivered 38 units of Rosenbauer Panther Airport Fire Fighting Vehicles to MAHB from 2010-2015

INDUSTRIAL EQUIPMENT TOYOTA FORKLIFT FRANCHISE



Strong market leadership position

- No. 1 position in Malaysia since 1972. Toyota forklift maintained its 50% market share in Malaysia's material handling equipment business.
- Toyota Forklifts – UMW is one of the Top 5 Distributors in the world.
- Globally, UMW is the only *Diamond* member (the highest elite tier) in the Premier Club Recognition Programme, awarded by Toyota Material Handling International (TMHI).
- Also awarded the *Undisputed Performance Award* by Toyota Material Handling International for outstanding performance.
- Have ventured into leasing of Toyota forklifts.

MARINE AND POWER EQUIPMENT

**CompAir
Air Compressor**



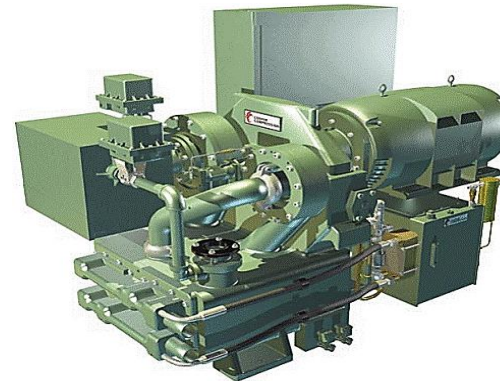
**Honda
Power Products**



**Mitsubishi
Marine Engines**



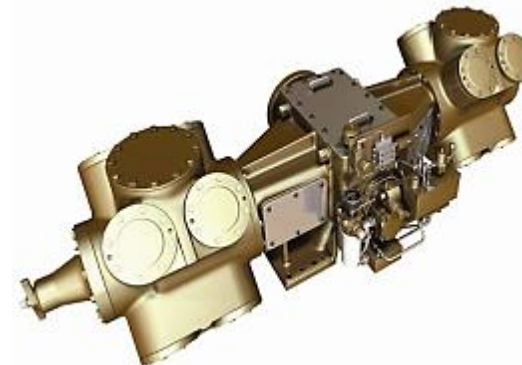
**Ingersoll Rand
Centrifugal
Compressor**



**Mitsubishi
Gen-sets**



**GE
Reciprocating
Compressor**



MANUFACTURING & ENGINEERING

Segment

KEY PRODUCTS

AEROSPACE COMPONENT

Fan Case



LUBRICANTS

Lubricants & Fluids



Lubricants & Fluids (China)



Fluids & Chemicals



AUTO COMPONENTS

Shock Absorbers & Power Steering



Automotive Components



MANUFACTURE OF AERO ENGINE FAN CASES

UMW AEROSPACE SDN BHD



UMW is the 1st Malaysian Tier 1 Supplier to Rolls-Royce

- The project is for the manufacture of fan cases for the Trent 1000 aero engines for 25+5 years (Trent 7000 engines-later) for Rolls-Royce's ("RR") supply chain.
- Both Trent engines are the most advanced in aero engine technology, with increased fuel efficiency and noise reduction.
- UMW will be the only supplier ('single-source supplier') for fan cases for both the engines.
- The manufacturing plant is located in Serendah, Selangor.
- The first delivery is targeted for late 2017.

Component Part Manufacturing for RR's Most Advanced Passenger Aircraft Engines



A330 New Engine Option



Boeing 787 Dreamliner

Trent 7000



Trent 1000



Be Part of Asian Supply Chain Development

Single Source Final Assembly of the Trent 1000 and Trent 7000 engines in Singapore



LUBETECH SDN BHD (MALAYSIA)
UMW LUBRICANT INTERNATIONAL SDN BHD (MALAYSIA)
LUBRITECH LIMITED (CHINA)

Manufacturing and distribution in Selangor



In-house brand



Spain's largest integrated oil & gas company



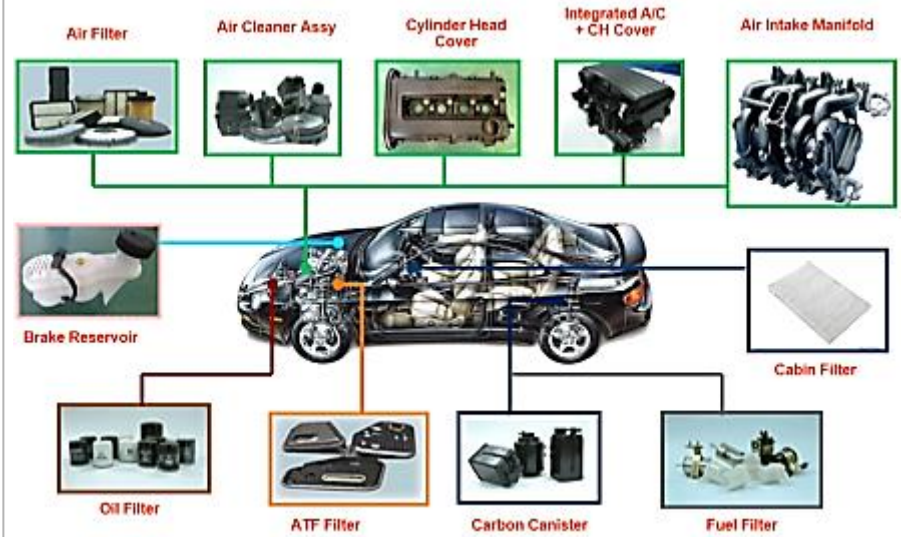
American oil company



* Full capability at TBA

UMW ADVANTECH SDN BHD

Manufacturing of automotive components in Selangor



KYB-UMW MALAYSIA SDN BHD
KYB-UMW STEERING MALAYSIA SDN BHD

Manufacturing and distribution in Guangdong



* Full capability at 50 mil/liters p.a.

Manufacturing of Automotive shock absorbers in Selangor



Shock Absorbers for 2-wheelers



Shock Absorbers for 4-wheelers



Power Steering Pump



Power Steering System

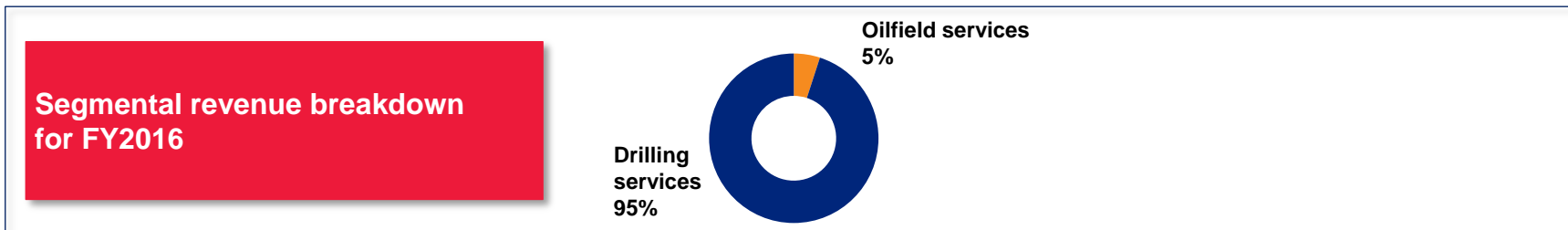
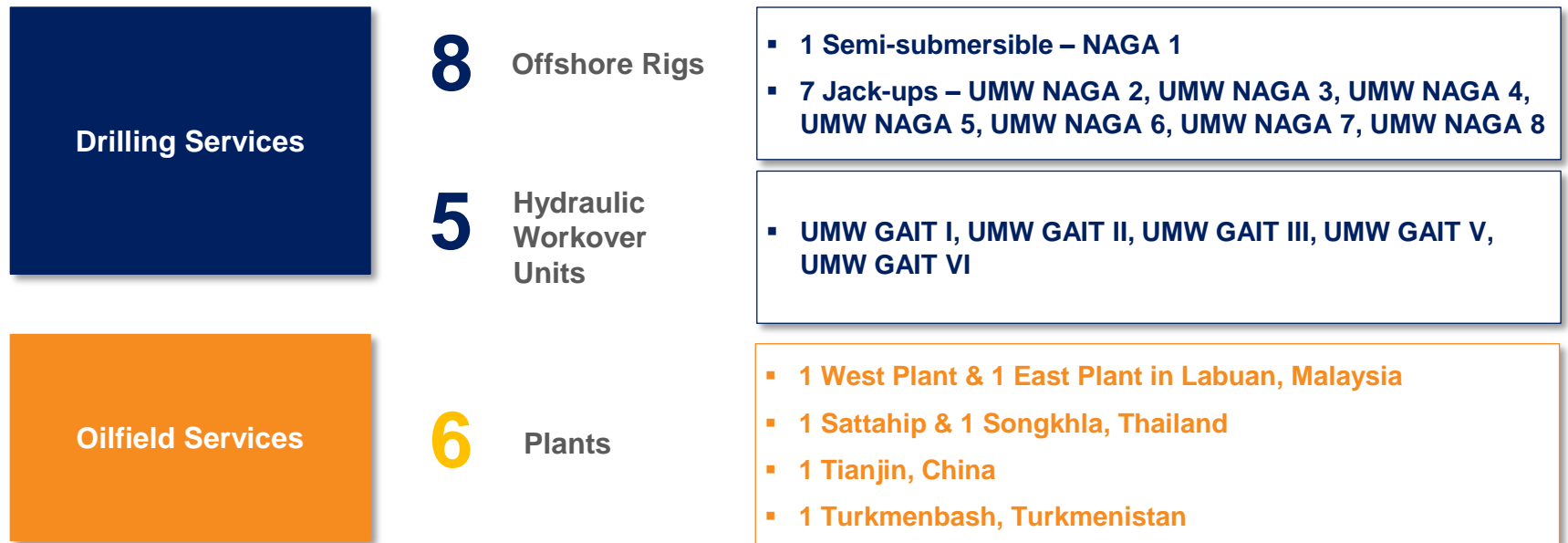
OIL & GAS

Segment

UMW OIL & GAS CORPORATION BERHAD

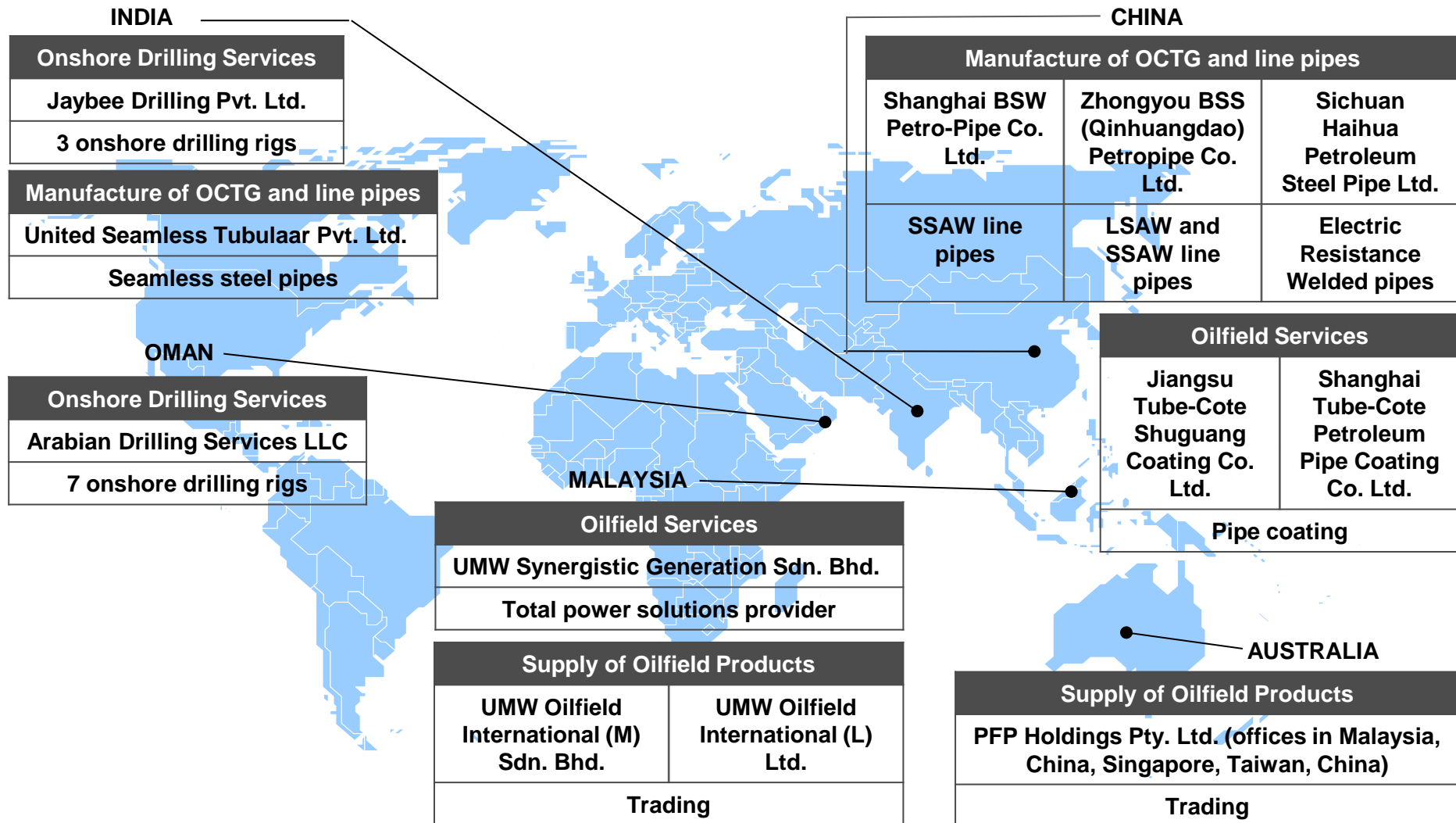
Listed On Bursa Malaysia (55.73% subsidiary)

A Malaysian-based multinational oil & gas (“O&G”) player focused on providing drilling and oilfield services for the upstream sector of the O&G industry.



NON-LISTED OIL & GAS SEGMENT

- companies that are not part of the listed entity.





THANK YOU



Roza Shahnaz Omar
Director, Group Strategy
UMW Corporation Sdn. Bhd.



S. Vikneshwaran
Head, Investor, Media Relations & Sustainability
Email: vikneshwaran.s@umw.com.my
Telephone: +603 5163 5000

Corporate Portal www.umw.com.my

This material is proprietary and is prepared specifically for the recipient's reference. The information contained herein is not to be distributed without the consent of UMW Holdings Berhad. Any recommendation or views contained in this document do not have regard to specific investment objectives, financial situation and the particular needs of any specific audience. The content furthermore is believed to be correct at the time of the issue of this document, and is not and should not be construed as an offer or a solicitation of any offer to buy or sell any securities. Nor does this document purport to contain all the information a prospective investor may require.