

UMW Holdings Berhad



CORPORATE PRESENTATION

November 2016

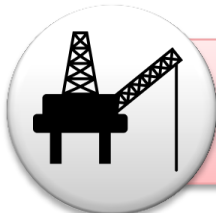


UMW AT A GLANCE



Number 1 in Malaysia's automotive industry with 46% market share in 2015.

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



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

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



ENHANCING CAPABILITIES

Laying Building Blocks for Excellence

Founded in 1917



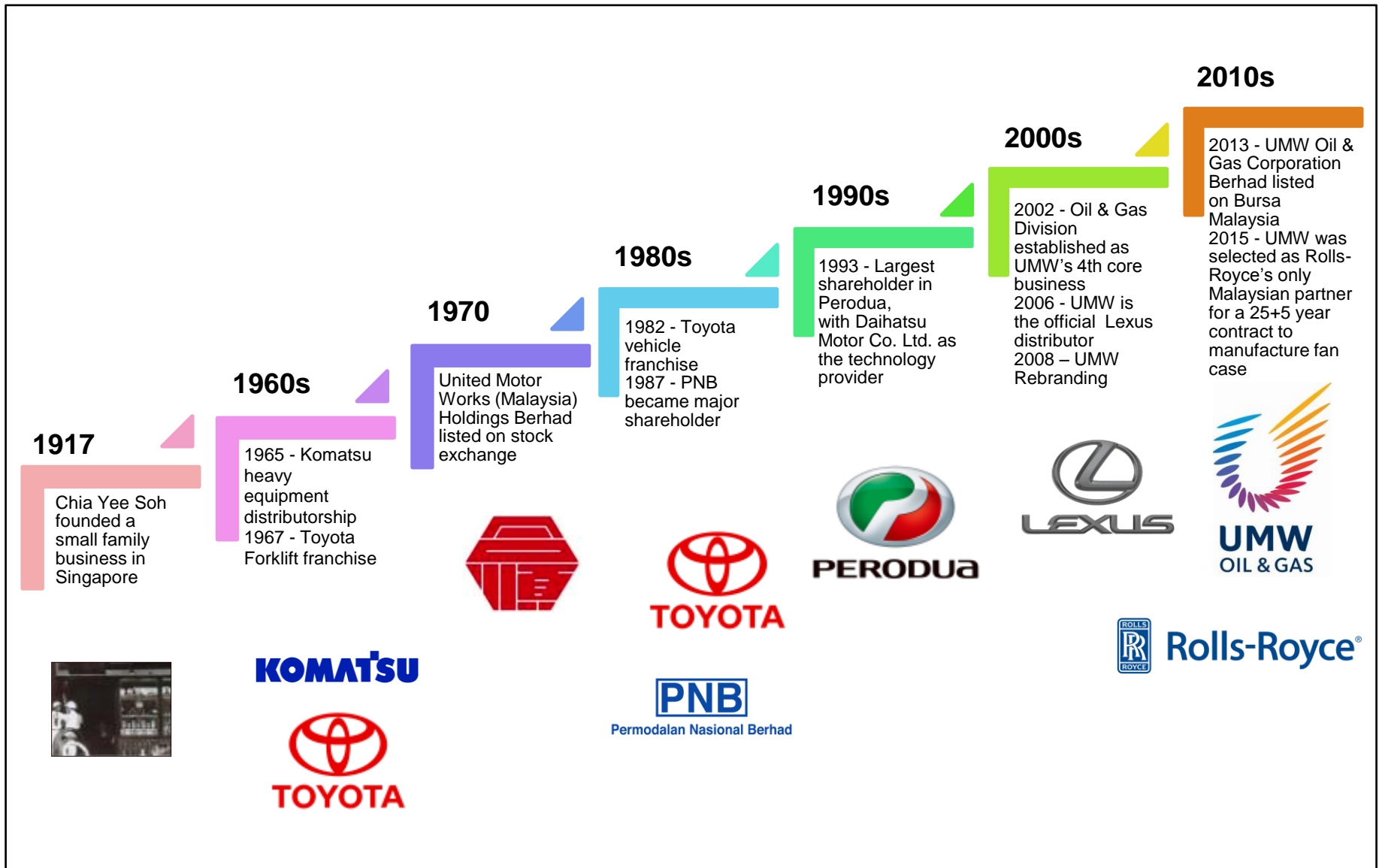
34 years with Toyota
23 years with Daihatsu



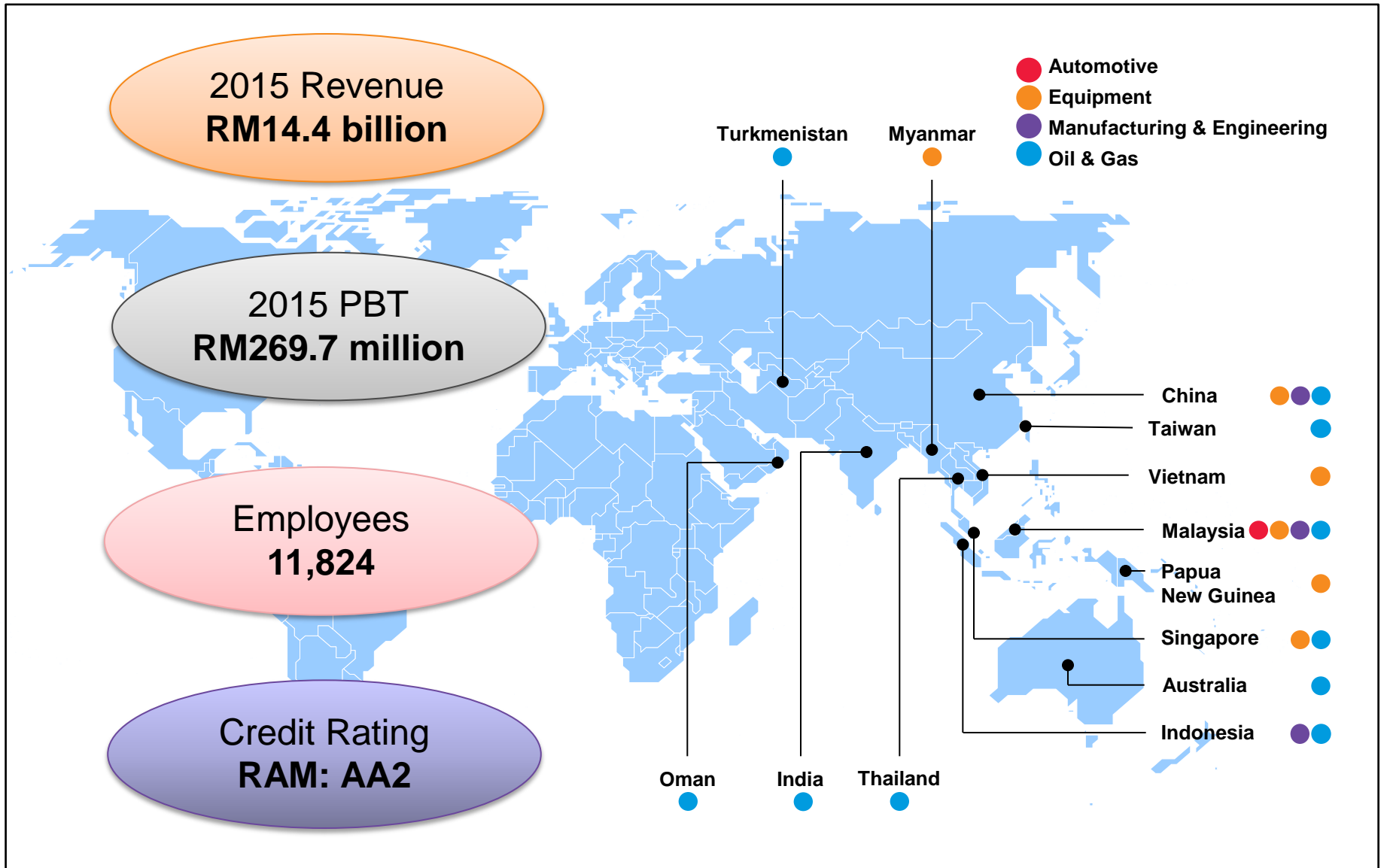
Tier-1 supplier to
Rolls-Royce



UMW MILESTONES

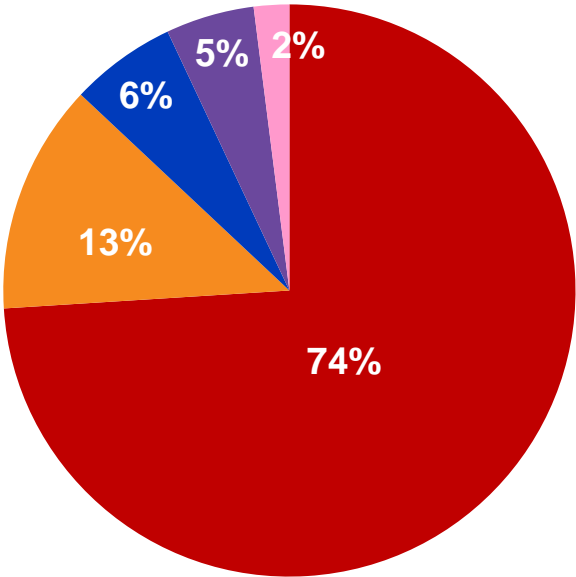


INTERNATIONAL PRESENCE – 13 Countries

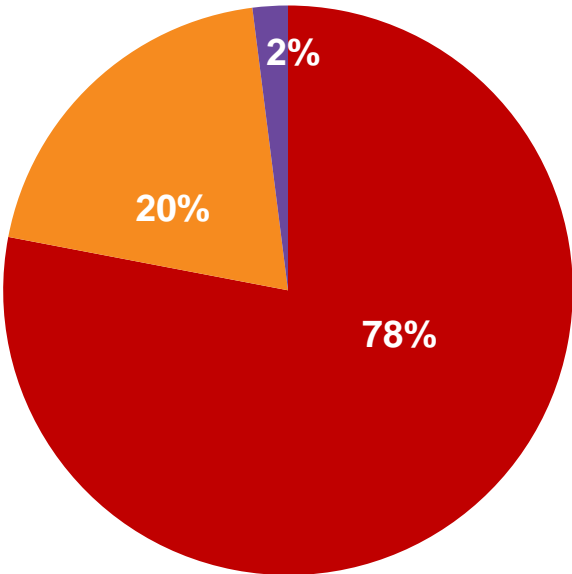


2015 Revenue & PBT Breakdown

Revenue

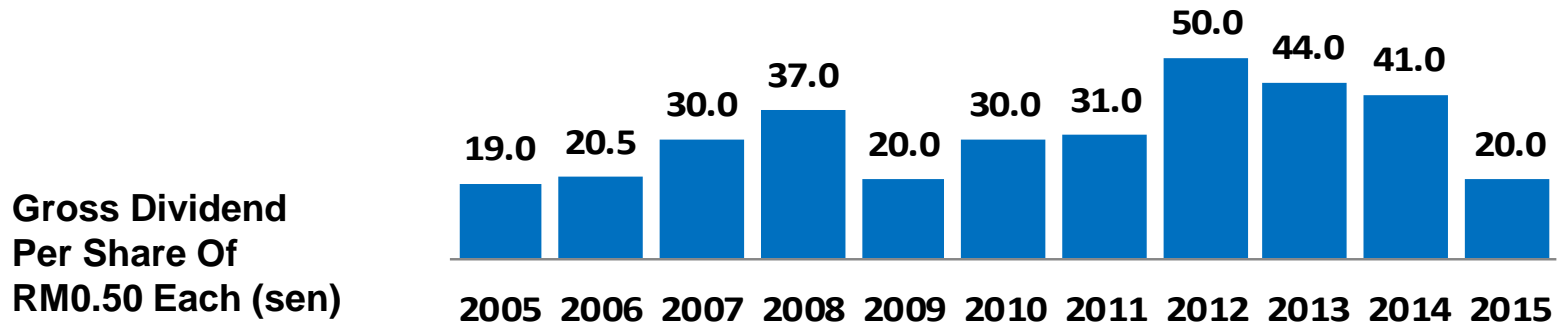
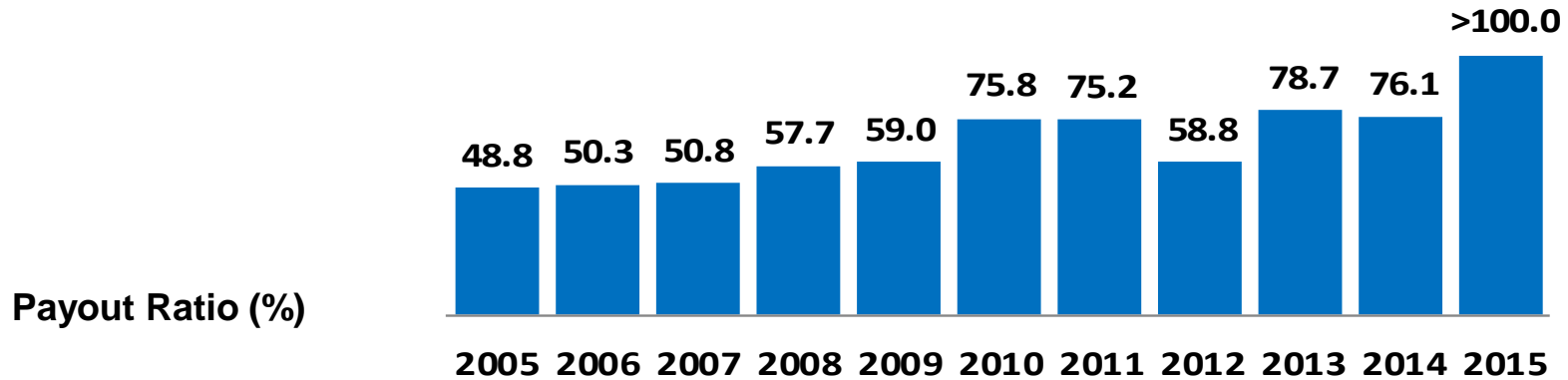


Profit Before Taxation



Key Performance Indicators

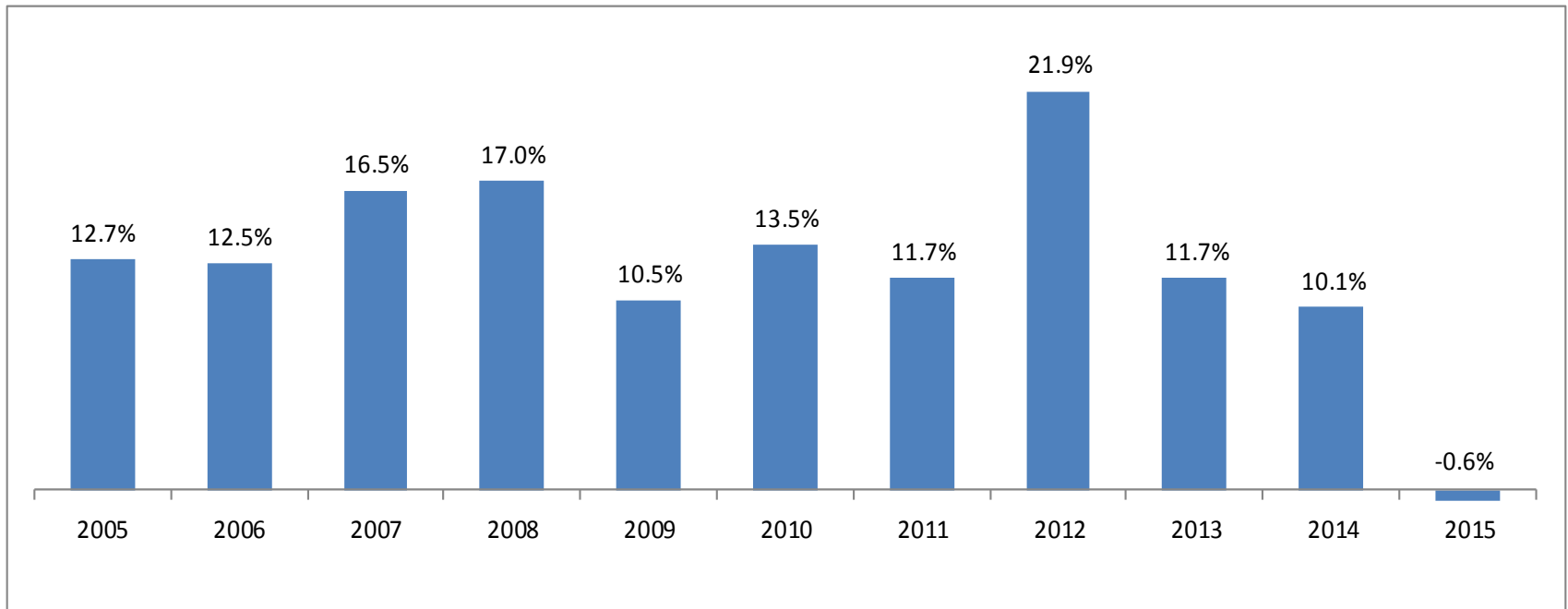
ANNUAL DIVIDEND PAYOUT



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

Key Performance Indicators

RETURN ON SHAREHOLDERS' FUNDS

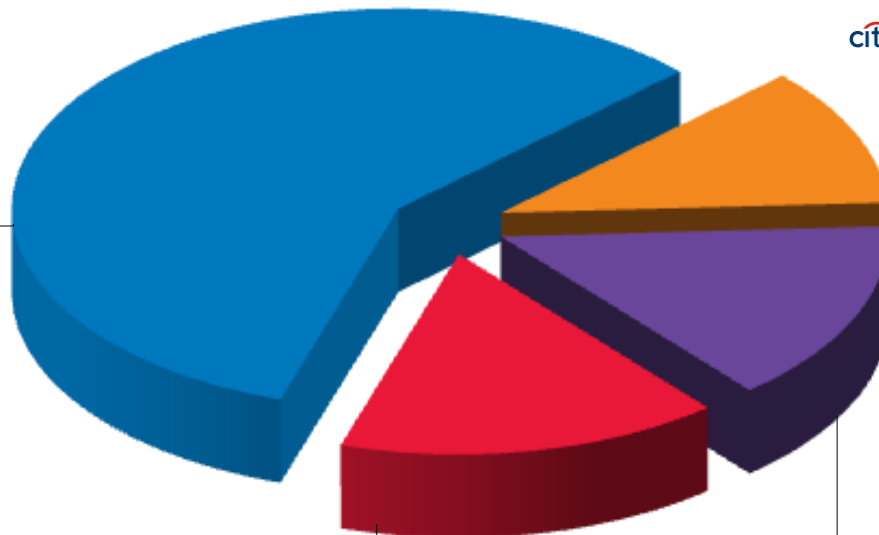


Our Shareholders - (As of 31/11/2016)

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



Foreign
Shareholders, **11.02%**



Market Capitalisation
(30/11/2016)
RM6.0 billion



Employees Provident
Fund Board, **16.01%**



Other Local Shareholders,
14.78%

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

OUR BUSINESS DIVISIONS

CORE BUSINESSES

Automotive	Equipment	O&G	M&E
			
    	  	 	  
<ul style="list-style-type: none"> • Distribution • Assembly • Manufacture • Sales & Service 	<ul style="list-style-type: none"> • Distribution • Trading • After sales service 	<ul style="list-style-type: none"> • Drilling services • Oilfield services 	<ul style="list-style-type: none"> • Distribution • Manufacture

NEW GROWTH

Technology



- Investment
- IT support services

Land



- Property development

NON CORE BUSINESSES

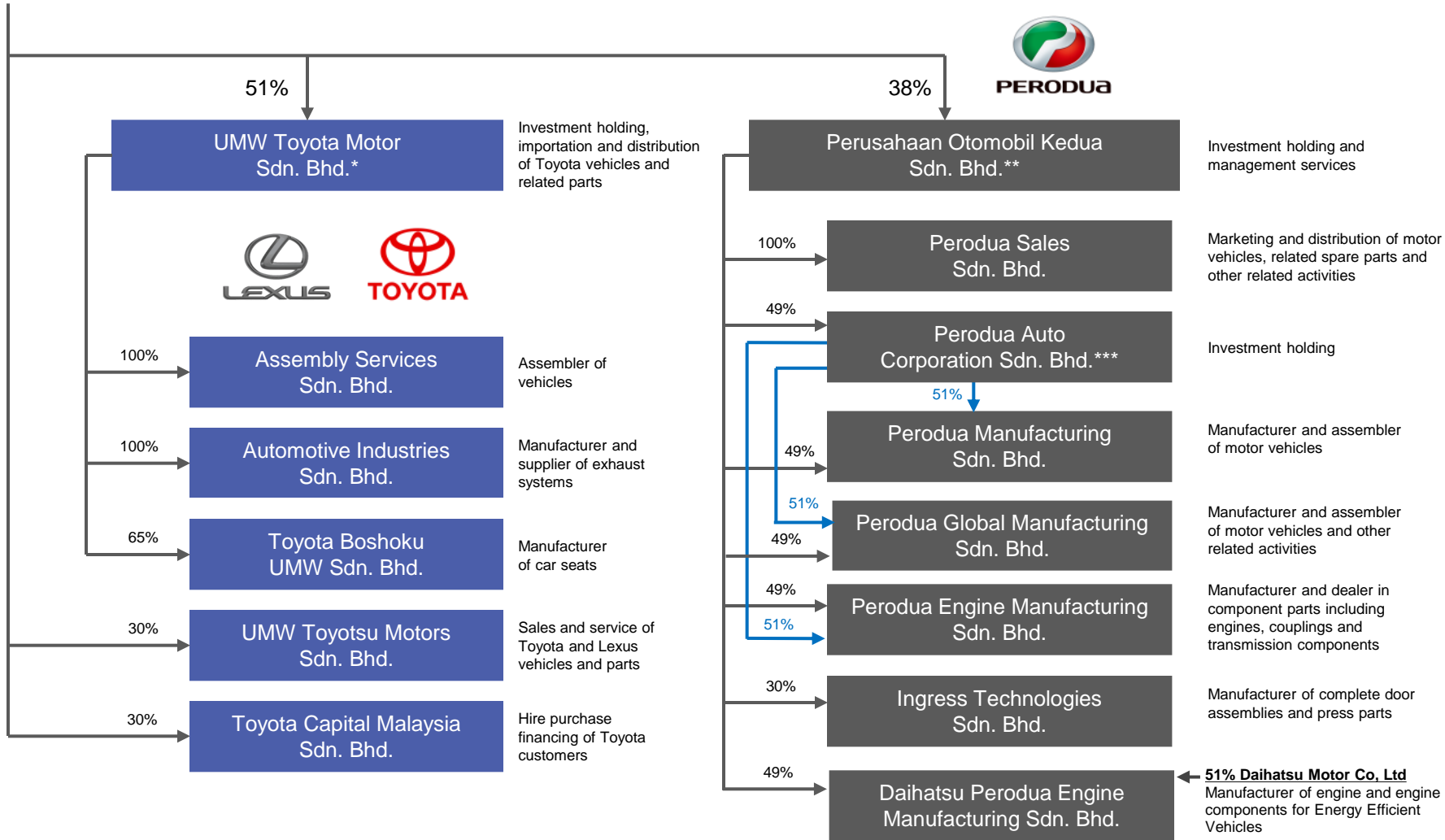
Oil & Gas Related



- Manufacturing
- Land Rigs
- Trading

AUTOMOTIVE **Operations**

UMW AUTOMOTIVE DIVISION



* 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 Corp
6% Mitsui Co. Ltd
4% Mitsui Asia Pacific

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**.



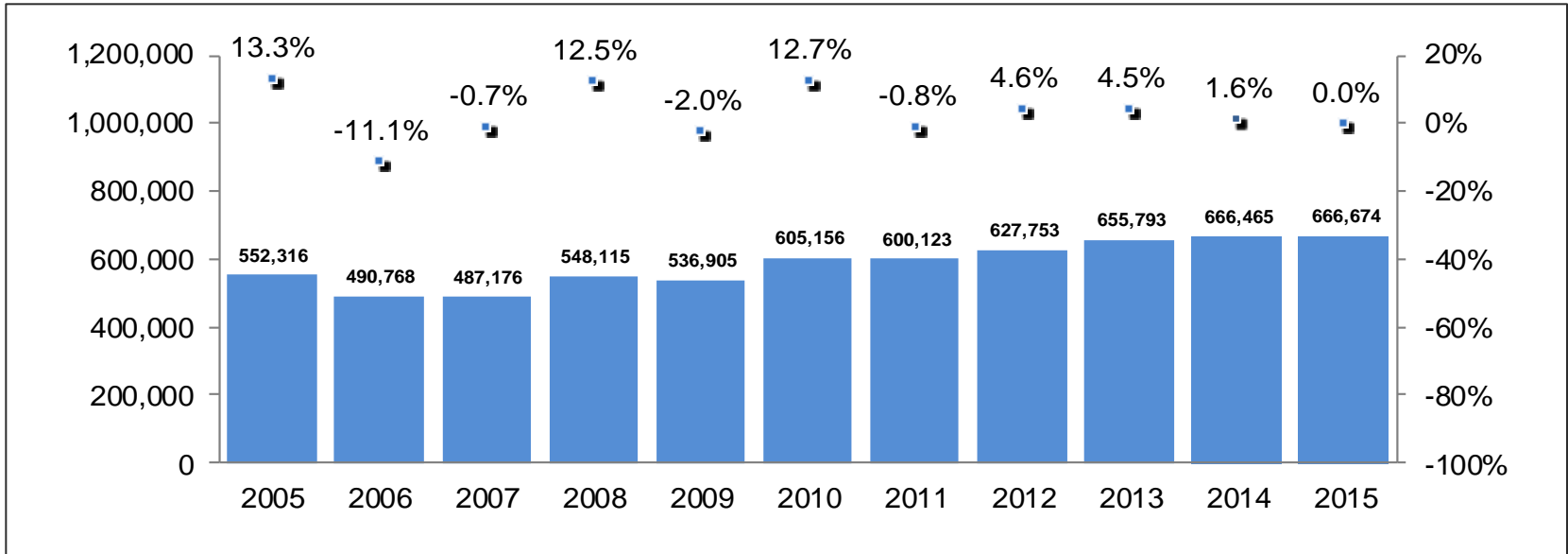
NEW

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

TOTAL INDUSTRY VOLUME (TIV)



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

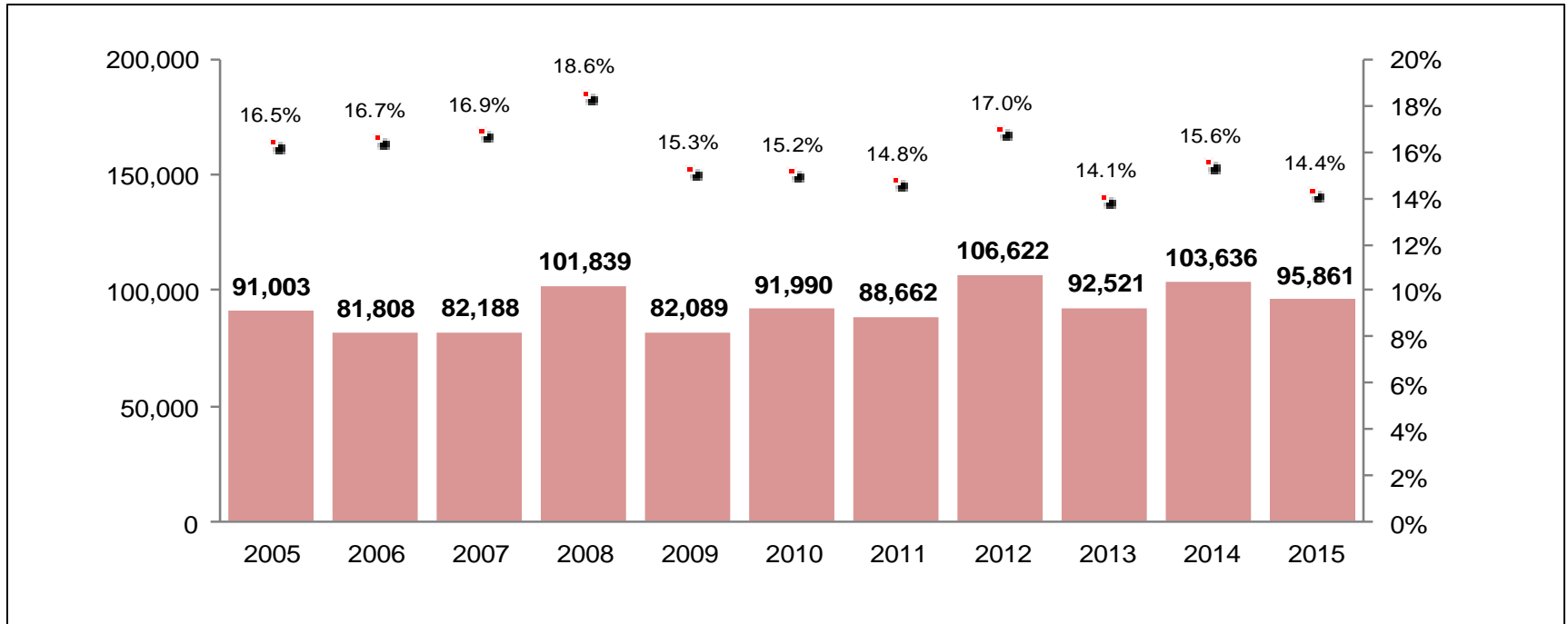


- Target for 2016 is 650,000 units (-2.5% growth) due to low consumer sentiment.
- It was revised to 580,000 (-13%) units on 20 July 2016 due to lower sales in 1H2016.

LEXUS & TOYOTA



■ UMW Toyota Motor Market Share Of TIV RHS
■ UMW Toyota Motor Unit Sales LHS



- Vios was our top selling model in 2015 with 36% of total Toyota sales. Hilux was second with 30%.
- Lexus achieved a new record in 2015 with 2,101 units sold.
- Importation of CBU cars and CKD components are transacted in US Dollar.
- The target for 2016 was revised to 70,000 units in July 2016.

AUTOMOTIVE DIVISION

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 2015 with 33% of total Lexus sales



GS

Variant: 7
Price Range: RM439k – RM1,070k



LS

Variant: 4
Price Range: RM844k – RM1,185k



NX

Variant: 5
Price Range: RM310k – RM398k
Top selling model in 2015 with 55% of total Lexus sales



RX

Variant: 6
Price Range: RM389k – RM520k



LX

Variant: 1
Price Range: RM924k



CT

Variant: 3
Price Range: RM276k – RM366k



RC

Variant: 2
Price Range: RM529k – RM787k



LC

COMING SOON



AUTOMOTIVE DIVISION

Toyota models in Malaysia

CKD – Completely Knock Down
CBU – Completely Built Up

Vios (CKD)

Variant: 5
Price Range: RM78k – RM98k
Top selling model in 2015 with 36% of total Toyota sales.



Corolla Altis (CBU Thailand)

Variant: 4
Price Range: RM121k – RM147k



Camry (CKD)

Variant: 2 + hybrid
Price Range: RM155k – RM175k



Alphard (CBU Japan)

Variant: 2
Price Range: RM420k – RM520k



Vellfire (CBU Japan)

Variant: 1
Price Range: RM355k



Sienta (CBU Indonesia)

Variant: 2
Price Range: RM93k – RM100k



Avanza (CBU Indonesia)

Variant: 4
Price Range: RM72k – RM83k



Innova (CKD)

Variant: 4
Price Range: RM104k – RM115k



Hilux (CKD)

Variant: 6
Price Range: RM90k – RM134k
2nd top selling model in 2015 with 30% of total Toyota sales.



Fortuner (CKD)

Variant: 2
Price Range: RM187k – RM200k



Rush (CBU Indonesia)

Variant: 2
Price Range: RM104k – RM109k



Hiace (CKD)

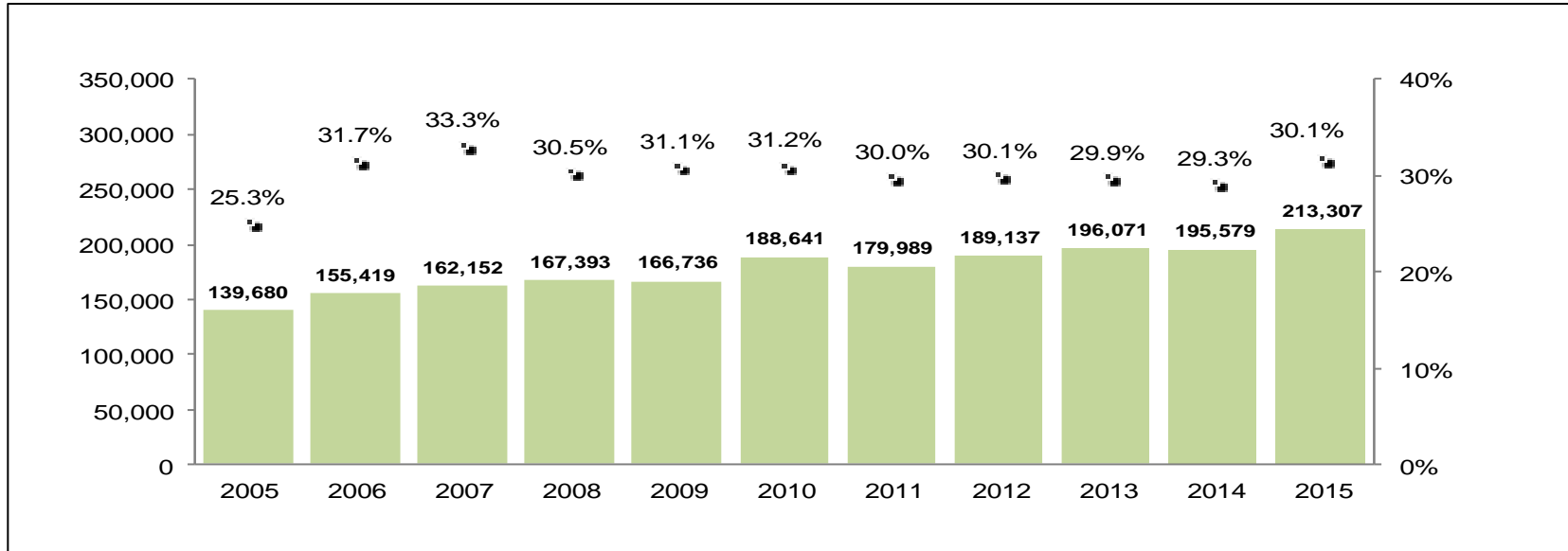
Variant: 3
Price Range: RM95k – RM109k



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 2016 is 216,000 units.

AUTOMOTIVE DIVISION

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

NEW



Alza

Variant: 5

Price Range: RM52k – RM65k



Axia

Variant: 6

Price Range: RM24k – RM42k



Myvi

Variant: 5

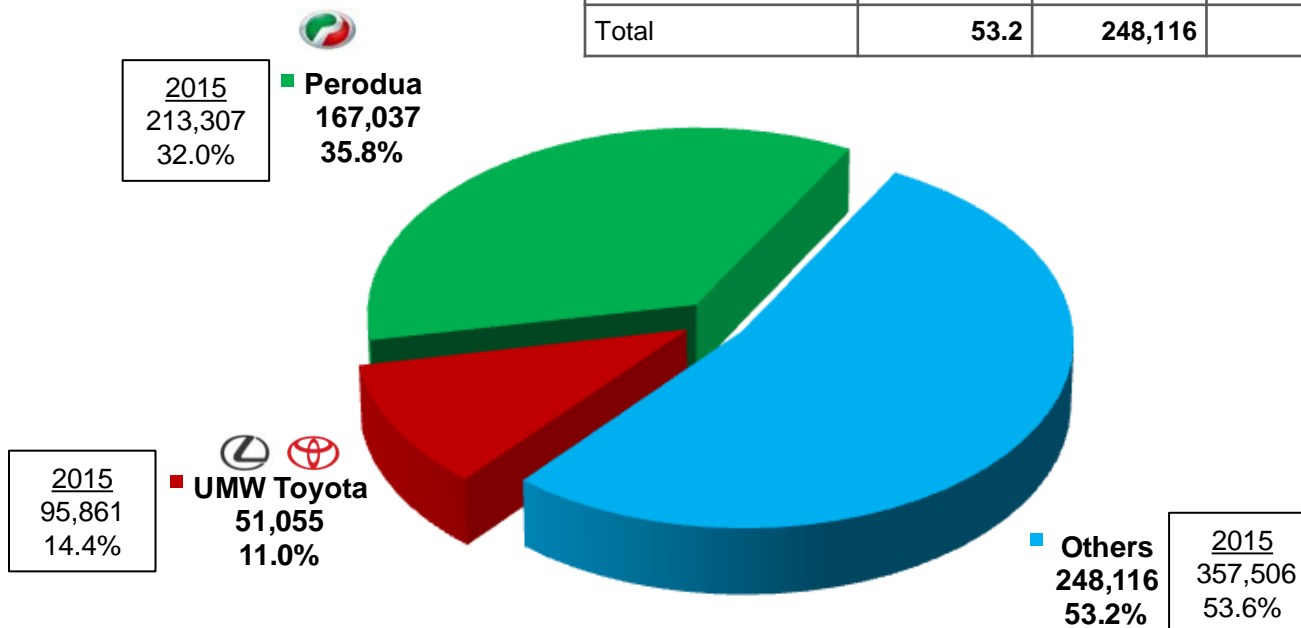
Price Range: RM41k – RM58k



UMW GROUP'S MARKET SHARE

Units & Market Share (%) YTD October

Brand	YTD October 2016		2015	
	Market Share %	Units	Market Share %	Units
Proton	12.4	57,731	15.3	102,175
Honda	15.3	71,466	14.2	94,902
Nissan	7.0	32,852	7.1	47,235
Mazda	2.4	11,088	2.1	14,325
Hyundai, Kia	1.7	7,838	1.6	10,960
Others	14.4	67,141	13.3	87,909
Total	53.2	248,116	53.6	357,506



- UMW companies sold 309,168 units in 2015 with a market share of 46%.

EQUIPMENT

Operations

EQUIPMENT DIVISION

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 beverages, material handling and logistics

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**



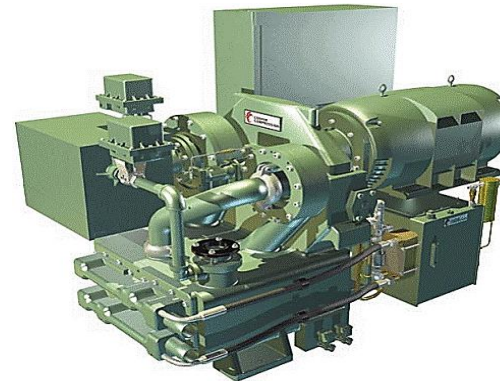
**Honda
Power Products**



**Mitsubishi
Marine Engines**



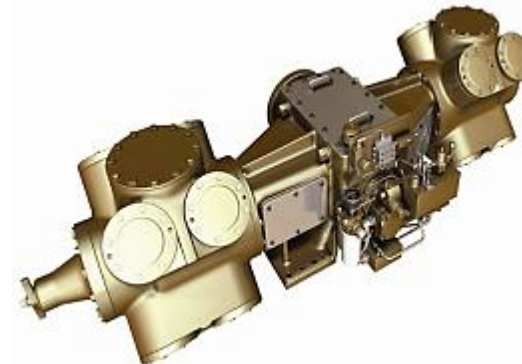
**Ingersoll Rand
Centrifugal
Compressor**



**Mitsubishi
Gensets**



**GE
Reciprocating
Compressor**

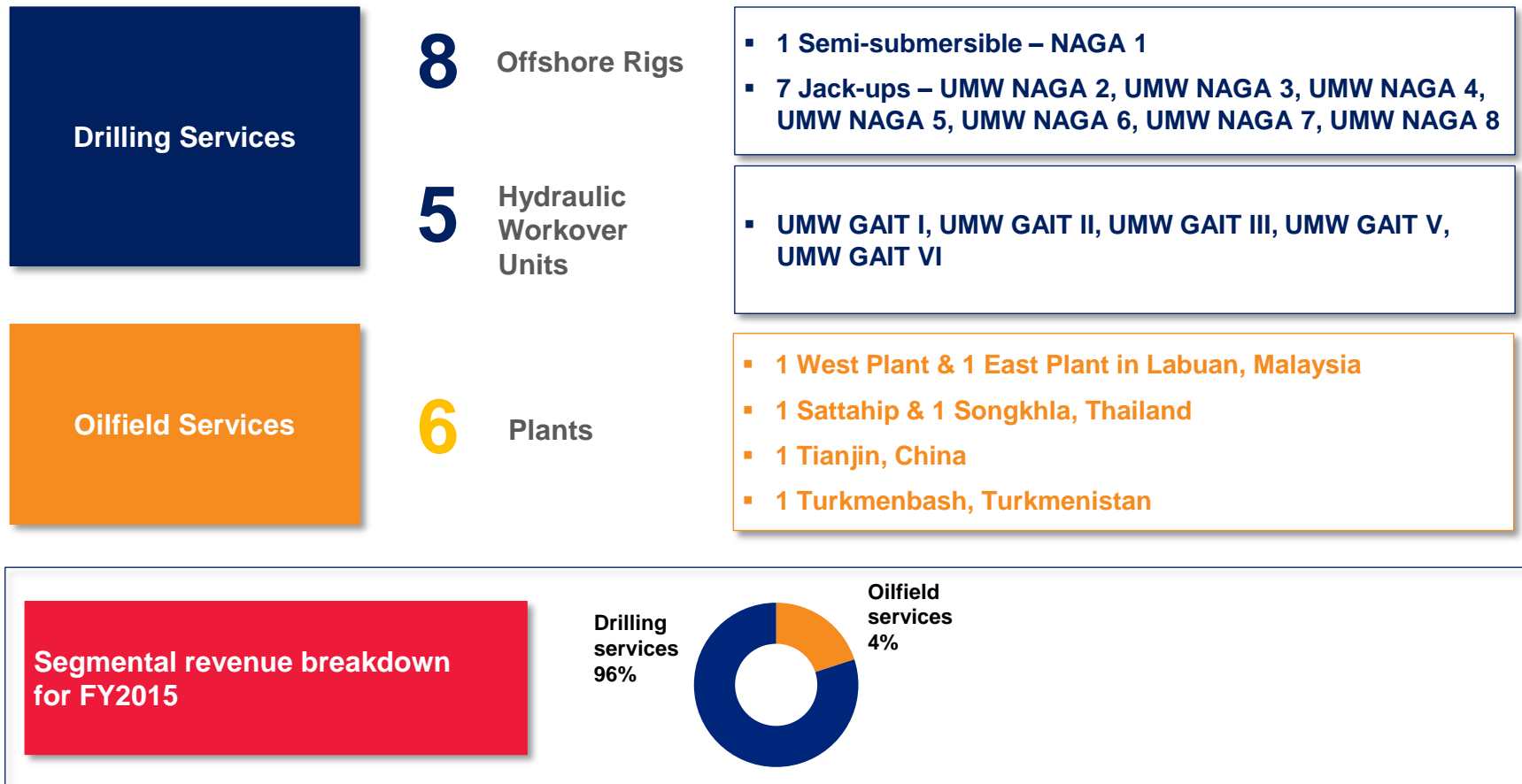


OIL & GAS Operations

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.



MANUFACTURING & ENGINEERING
Operations

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 M&E SDN BHD



UMW as 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 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 will be located in Serendah, Selangor.
- The first delivery is targeted for October 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



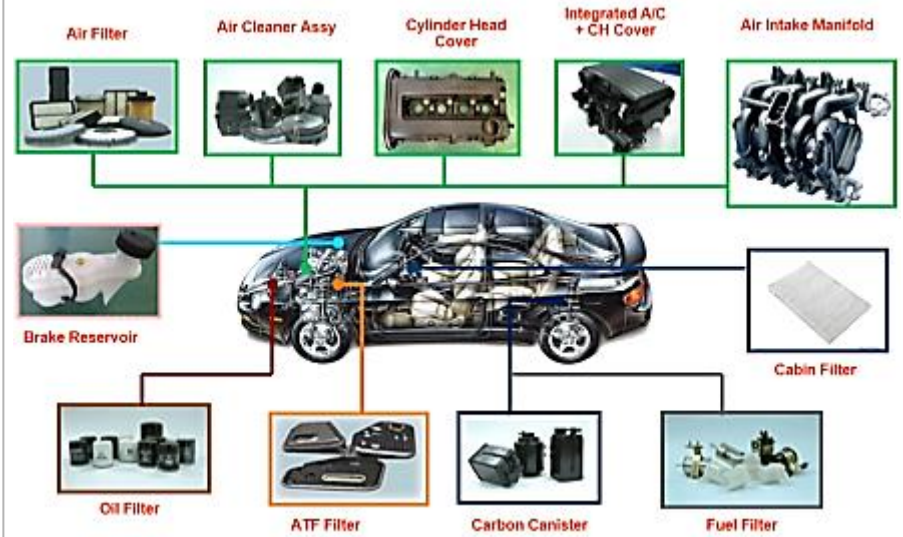
American oil company



* 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

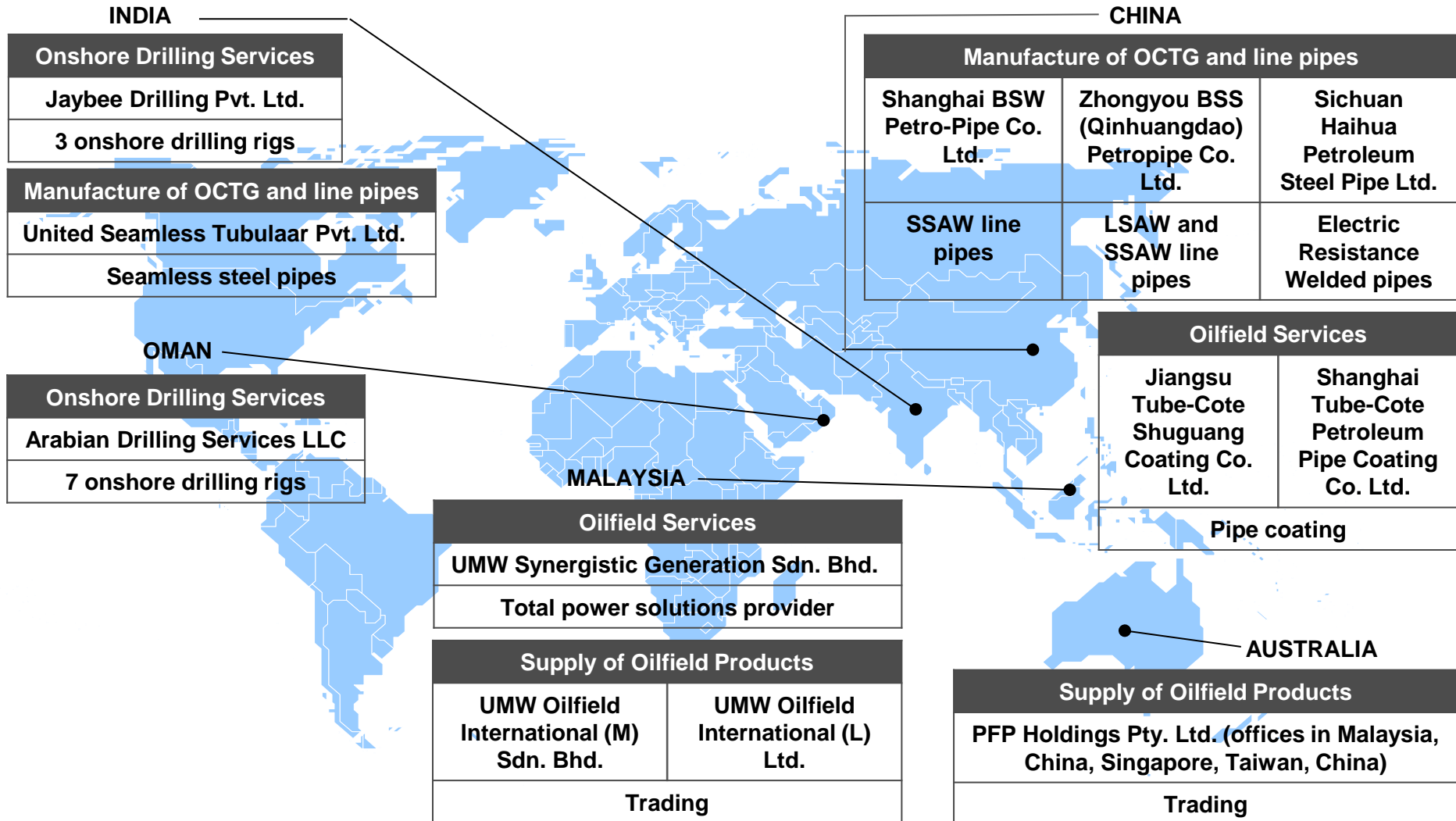


Power Steering System

OTHERS

Others

Oil & Gas-related companies that are not part of the listed company.





THANK YOU



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