

UMW Holdings Berhad

CORPORATE PRESENTATION

April 2015



UMW MILESTONES

1917

1960s

1970

1980s

1990s

2000s

2010s

- Chia Yee Soh founded a small family business in Singapore

- Awarded Komatsu heavy equipment distributorship in '65
- Secured the Toyota Forklift franchise in '65

- United Motor Works (Malaysia) Holdings Berhad listed on stock exchange

- Awarded Toyota vehicle franchise in '82
- Permodalan Nasional Berhad became major shareholder in '87

- Largest shareholder in the 2nd national car project, Perodua, with Daihatsu Motor Co. Ltd. as the technology provider in '93

- Oil & Gas Division established as UMW's 4th core business in '02;
- UMW is the official Lexus distributor in '06
- Rebranding of UMW in '08

- UMW Oil & Gas Corporation Berhad listed on Bursa Malaysia in '13



KOMATSU



Permodalan Nasional Berhad



SHAREHOLDING STRUCTURE

As At 30 April 2015

Permodalan Nasional Berhad (PNB)/
PNB Managed Unit Trust Funds, 51.91%



Foreign
Shareholders, 16.93%

Other Local
Shareholders, 14.63%

Employees
Provident Fund
Board, 16.53%

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

Market Capitalisation at RM10.64 per share (as at 30 April 2015)

RM12.4 billion

Total Number Of Shares
Component Of
Bursa Malaysia Listing Sector
Bloomberg code UMWH:MK

1,168,293,932
FTSE Bursa Malaysia KLCI (FBMKLCI)
Main Market, Consumer Products

BUSINESS STRUCTURE

Automotive

UMW TOYOTA MOTOR

- Lexus
- Toyota

PERUSAHAAN OTOMOBIL KEDUA

- Perodua

Equipment

HEAVY EQUIPMENT

- Construction
- Mining
- Agriculture
- Forestry
- Industrial
- Fire Fighting & Oil Spill

INDUSTRIAL EQUIPMENT

- Material-Handling Equipment
- Industrial Cleaning Equipment
- Tyres & Batteries

MARINE & POWER EQUIPMENT

- Industrial Compressors
- Marine Engines
- Industrial Standby Generators
- Power Products

Manufacturing & Engineering

LUBRICANTS & FLUIDS

- Pennzoil
- Repsol
- Grantt
- GEP Fluids & Coolants

SHOCK ABSORBERS /HYDRAULIC POWER- STEERING PUMPS AND SYSTEMS

- KYB

AUTO COMPONENTS

- Filtration Products
- Plastic Injection
- Metal Stamping
- DENSO Spark Plugs & Wiper Blades
- GEP Filters & Brake Pads

UMW OIL & GAS CORPORATION BERHAD

OFFSHORE DRILLING

WORKOVER

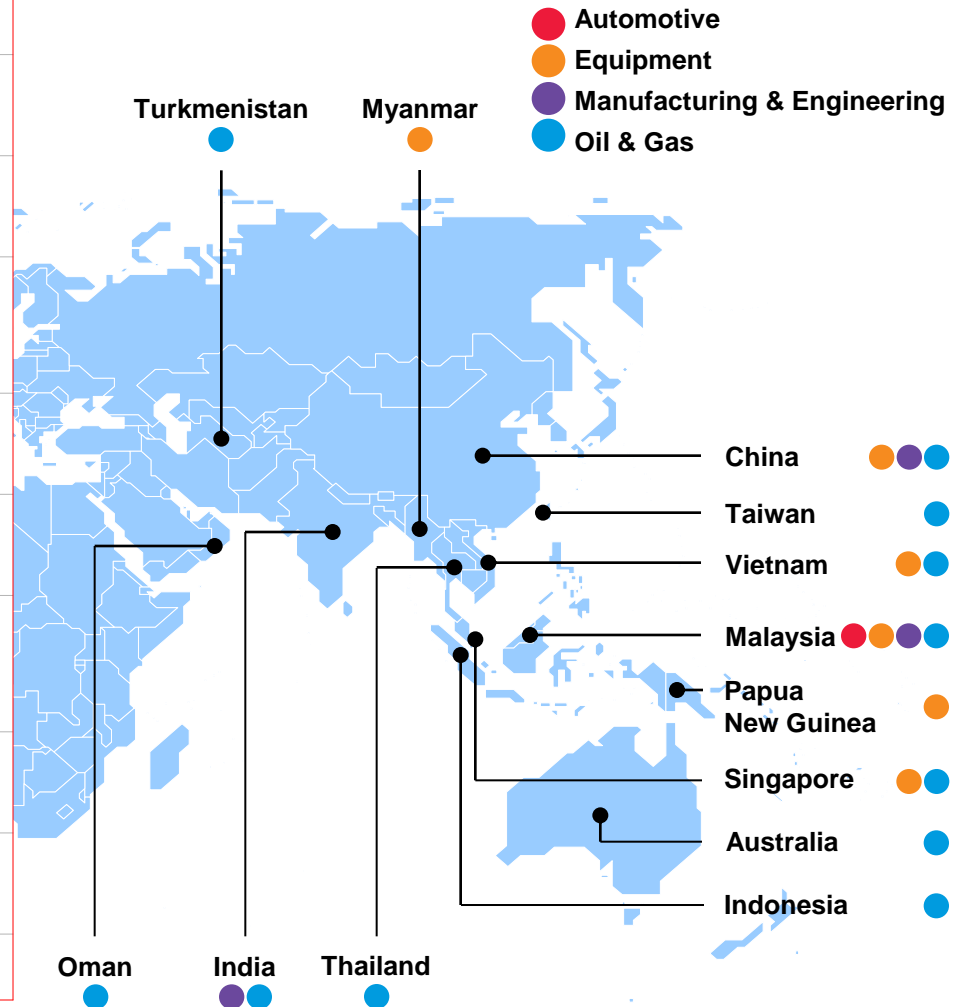
OILFIELD SERVICES

DOMESTIC & INTERNATIONAL PRESENCE

Extensive Network – 13 countries

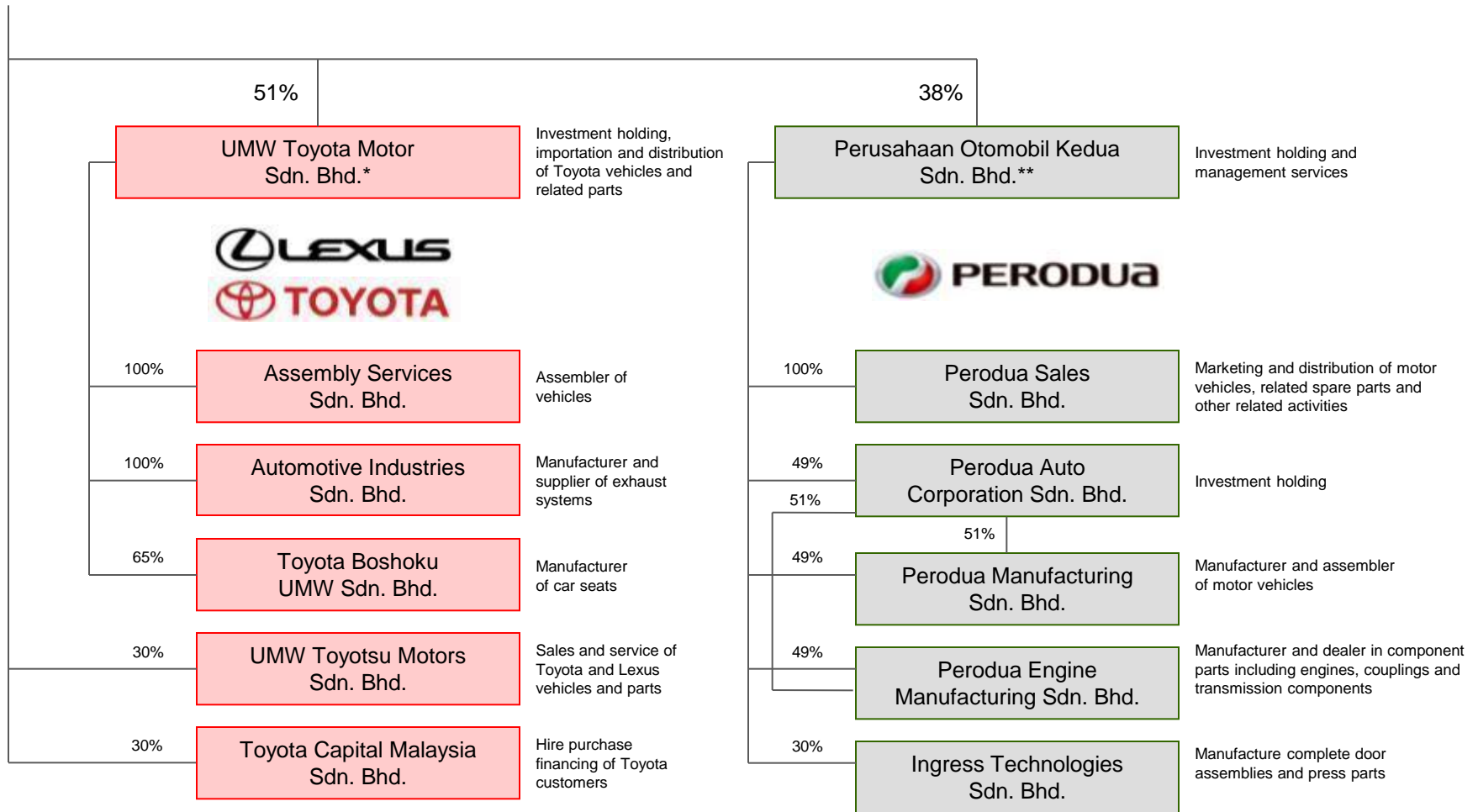
Malaysia	Branches	Dealerships
UMW Toyota Motor Sdn. Bhd.	37	60
Topmark (Division of UMW Toyota)	5	-
Perusahaan Otomobil Kedua Sdn. Bhd. (Associate)	41	142
UMW Industries (1985) Sdn. Bhd.	16	-
UMW Industrial Power Sdn. Bhd.	8	-
UMW (East Malaysia) Sdn. Bhd. (Sabah & Sarawak)	9	-
UMW Equipment Sdn. Bhd.	5	-
Toyota Capital Malaysia Sdn. Bhd. (Associate)	5	-
Total	126	202

Total Staff Strength (as of April 2015)	13,305
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AUTOMOTIVE **Operations**

UMW AUTOMOTIVE DIVISION



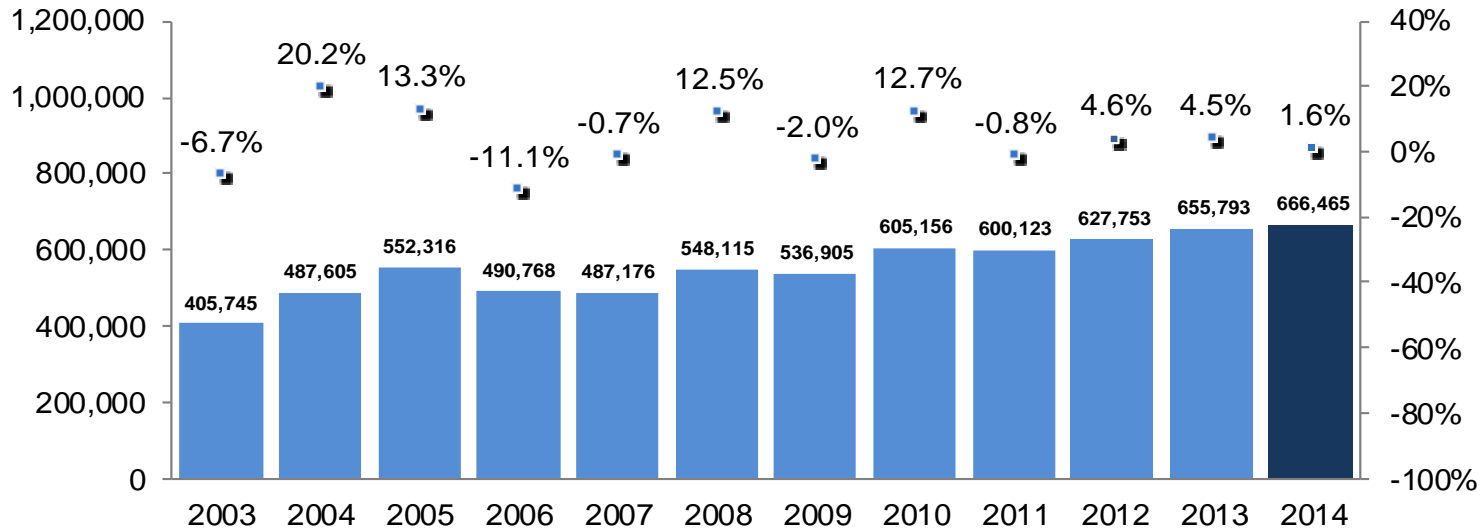
* 39% Toyota Motor Corporation
10% Toyota Tsusho Corporation

** 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

TOTAL INDUSTRY VOLUME (TIV)

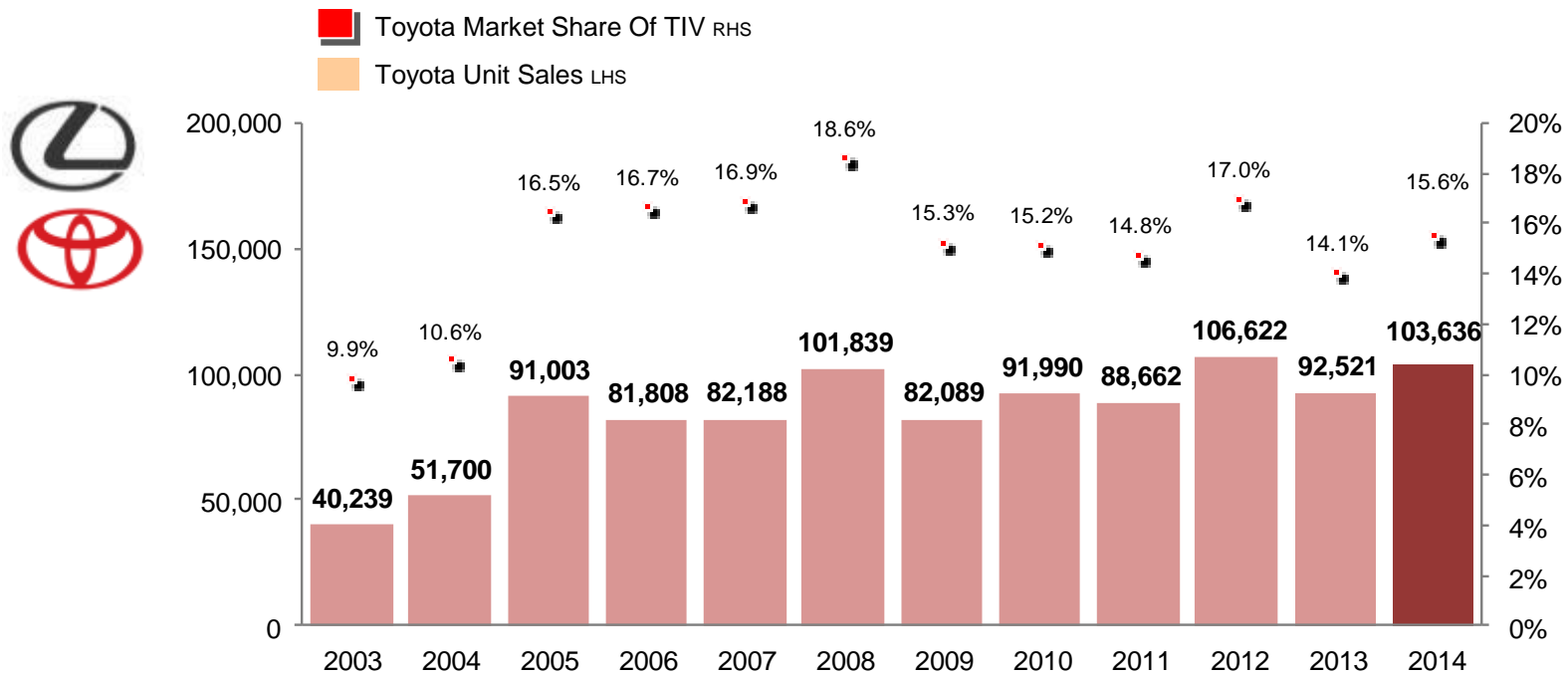


■ TIV % Change Over Previous Year RHS
■ Total Industry Volume – Unit Sales LHS



- The TIV for 2014 closed at 666,465 units. MAA’s forecast TIV for 2014 was 680,000 units.
- Target for 2015 is 680,000 units (+2% growth).
- Lower sales in 2011 was due to the supply-chain disruption caused by the earthquake and tsunami in Japan and the floods in Thailand.

LEXUS & TOYOTA

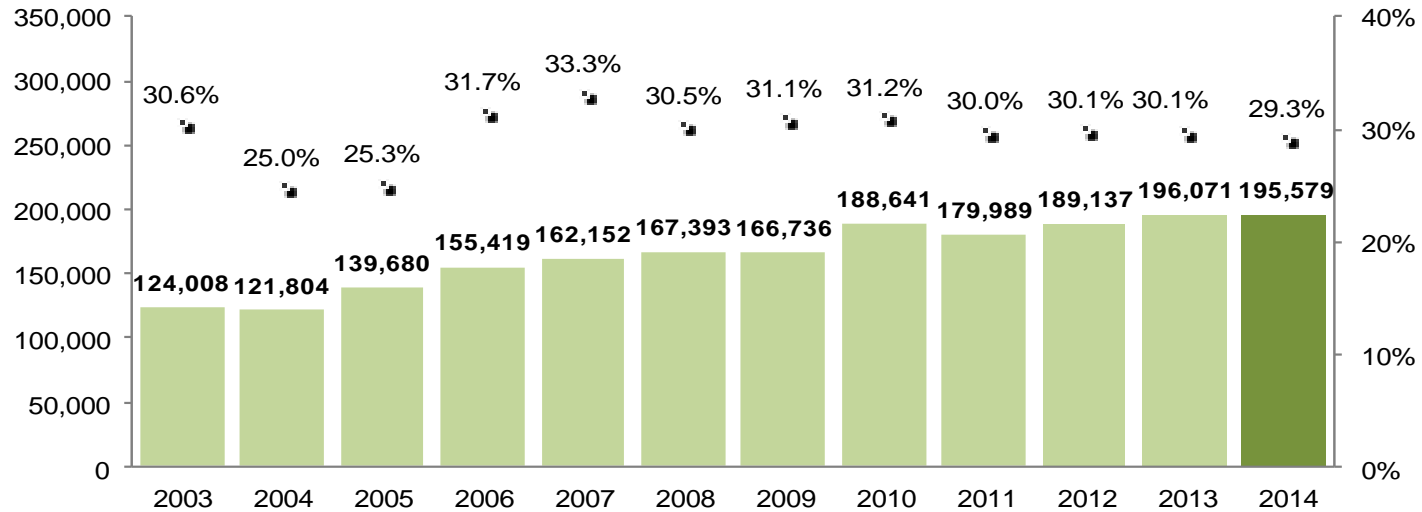


- Official Lexus distributor in Malaysia since 2006.
- Vios was our top selling model in 2014 with 41% of total sales. Hilux was second with 25%.
- The new Camry and Camry Hybrid was launched on 2 April 2015.
- Target for 2015 is 90,000 units.

PERODUA



Perodua Market Share Of TIV RHS
 Perodua Unit Sales LHS

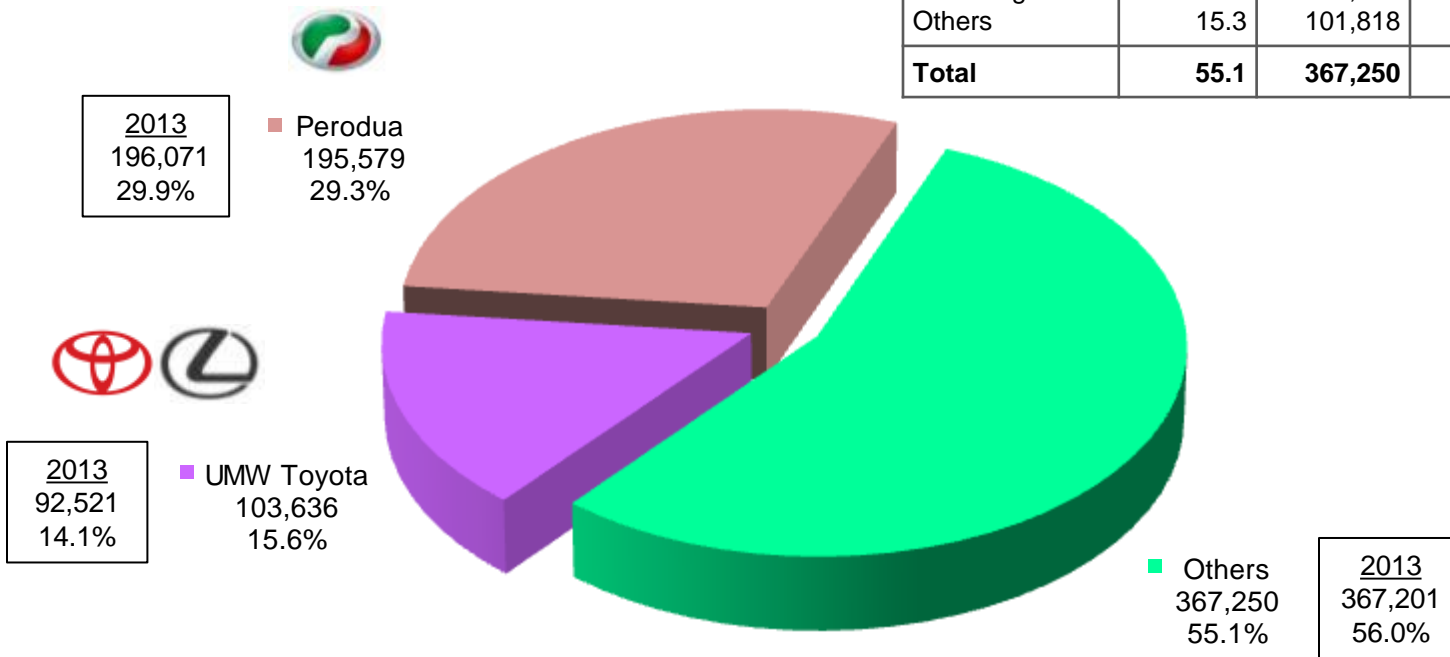


- Perodua maintained the No. 1 position in overall market share since 2006
- Currently exporting to seven countries, namely, Indonesia, Singapore, Brunei, Mauritius, Fiji, Sri Lanka and Nepal.
- Malaysia's first energy-efficient vehicle, Perodua Axia, was launched on 15 September 2014.
- Target for 2015 is 208,000 units.

UMW GROUP'S MARKET SHARE

Units & Market Share (%) In 2014

Brand	2014		2013	
	Market Share %	Units	Market Share %	Units
Proton	17.4	115,783	21.2	138,753
Honda	11.6	77,495	7.9	51,544
Nissan	7.0	46,352	8.1	53,156
Hyundai, Kia	2.5	16,886	2.5	16,537
Volkswagen	1.3	8,916	1.5	9,619
Others	15.3	101,818	14.9	97,592
Total	55.1	367,250	56.0	367,201



- UMW companies sold 299,215 units in 2014 with a market share of 45%.

AUTOMOTIVE DIVISION

Models and Price Range



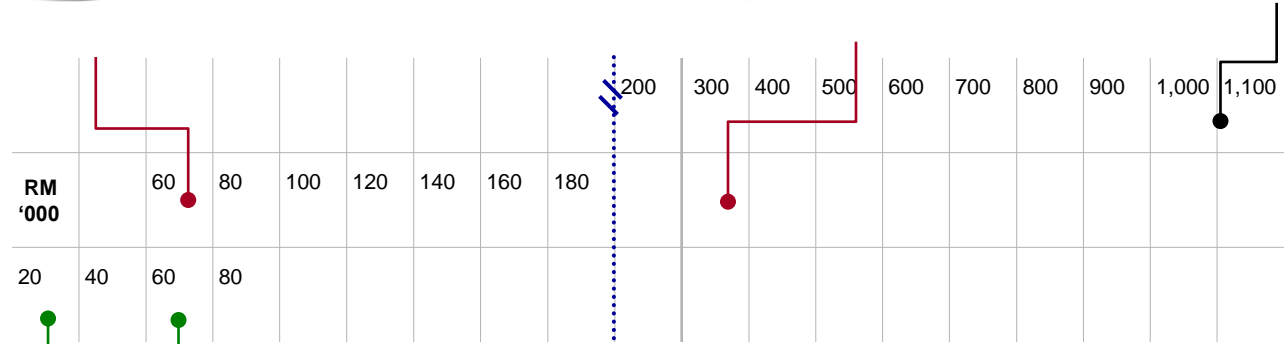
8 models
RM242k-1.09m



11 models
RM65k-393k



3 models
RM24.6k-65k



Perodua Axia



Perodua Alza

Top Selling Models



Perodua - Myvi



Toyota - Vios

OIL & GAS Operations

UMW OIL & GAS CORPORATION BERHAD

(55.72% subsidiary)

Upstream

- Offshore Drilling
- Workover
- Oilfield Services



UMW DRILLING CO/UMW JDC DRILLING



NAGA 1

Company

- UMW Drilling co-owns semi-submersible drilling rig, NAGA 1, on 50:50 venture with Japan Drilling Company; since 2005.
- Drilling depth of 30,000 feet
- Operating water depth of 985 feet

Customer

- Petronas Carigali Sdn. Bhd. since 2005.

Status

- The current contract duration is for five (5) years which commenced on 13th November 2010 and ends on 12th November 2015, valued at USD250 million.
- During the period, rig upgrading works were carried out for a duration of 281 days from 13th April 2012 until 18th January 2013. In view of this, the current contract expiry date is therefore extended to 19th August 2016, which represents an additional 281 days, as per the duration of the rig upgrading works. The terms and conditions of the contract however remained the same.
- In addition, Petronas Carigali has awarded a contract extension for a further period of two (2) years commencing 20th August 2016, valued at USD130 million.

UMW OIL & GAS CORPORATION BERHAD

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



JACK-UP DRILLING RIG	CUSTOMER	CONTRACT VALUE (USD)	CONTRACT DURATION	ESTIMATED EXPIRY
UMW NAGA 2	PetroVietnam Drilling & Well Services Corp (PV Drilling)	62 million	1 year	April 2015
UMW NAGA 3	Japan Vietnam Petroleum Company	105 million	2 year	May 2015
UMW NAGA 4	PETRONAS Carigali Sdn. Bhd.	157.68 million	3 years	April 2016
			2-year option for renewal.	April 2018
UMW NAGA 5	PTTEP International Limited, Thailand - the rig is operating at offshore Myanmar	51.3 million	Five firm wells (about 250 days)	June 2015
	PetroVietnam Drilling & Well Services Corp (PV Drilling) for end-client Korea National Oil Corporation	18.7 million	About 100 days	October 2015
UMW NAGA 6	PetroVietnam Drilling & Well Services Corp (PV Drilling)	46.5 million	Four firm wells (about 250 days)	June 2015
		-	Optional wells : 3 + 3	
UMW NAGA 7	Bidding for contracts			
UMW NAGA 8	Delivery : September 2015			

UMW PETRODRIL (MALAYSIA) SDN BHD



Company

- Provides workover related services with hydraulic workover units (HWU)
- Sole Malaysian owner and operator of HWUs and a PETRONAS licensed HWU services provider.

Customer

- Petronas Carigali Sdn. Bhd.
- Petrovietnam Drilling & Well Services Corp (PV Drilling)
- PTTEP International Limited, Thailand

Status

- Currently owns 5 HWUs.
- HWUs are operating in Malaysia, Vietnam and Thailand.

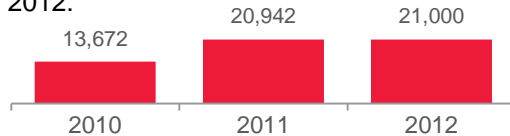
OCTG Threading, Inspection & Repair Services

UMW-OG's OCTG threading, inspection and repair service facilities in Malaysia, Thailand, China and Turkmenistan focus on premium connections.

UMW Oilpipe Services Sdn Bhd



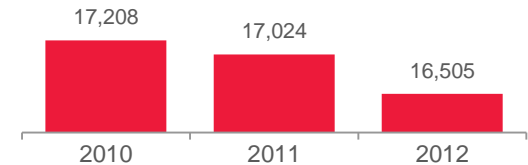
- 2 plants located in Labuan offering premium OCTG threading, inspection and repair services
- Owner of quality oilfield services assets, including a threading facility in Malaysia with 22 CNC lathe machines
- Was the first threading plant in Malaysia to be approved in API Q1 and API 5CT specifications
- Number of threaded joints from 2010 to 2012:



UOT (Thailand) Limited



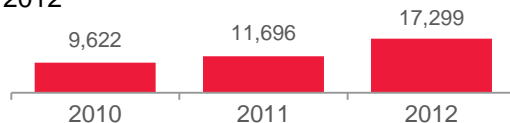
- Located in Songkhla and Sattahip, Thailand
- Focus on repair of damaged threaded pipes and the threading of OCTG and accessories
- Number of threaded joints from 2010 to 2012



UMW Oilfield Services (Tianjin) Co Ltd



- Located in Tianjin, China
- 'One-stop shop' multi premium connection threading base, inspection and related workshop services
- Received appreciation letter from Schlumberger China and awarded one of the 'best supplier' under Schlumberger's global supplier system in 2012
- Unit threaded (connections) from 2010 to 2012



UMW Oilpipe Services (Turkmenistan) Ltd



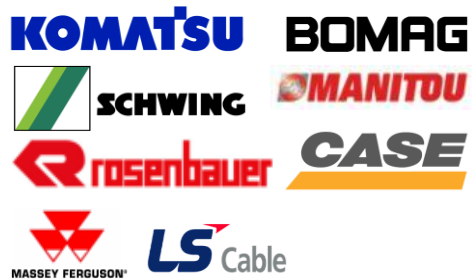
- Located in Turkmenbashi, Turkmenistan
- Provides machine shop services for repair and threading of casing, tubing and oilfield accessories, tubular inspection and hardbanding of drill pipes and collars
- Mainly supports PETRONAS' subsidiary in Turkmenistan's offshore fields in the Caspian Sea.

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

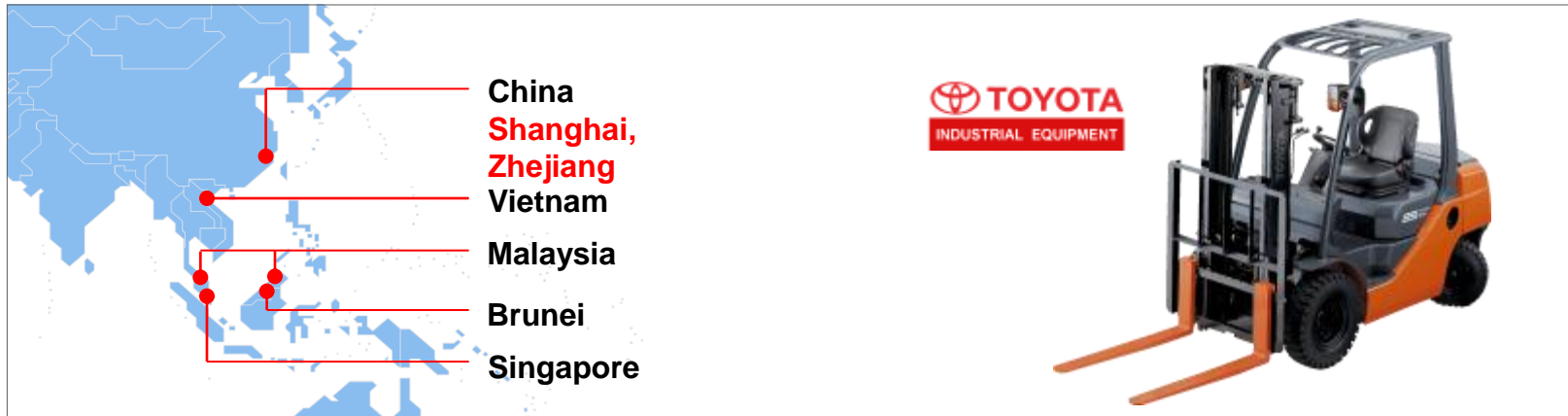
Heavy Equipment KOMATSU FRANCHISE



- **Komatsu franchise in Malaysia, Singapore, Myanmar and Papua New Guinea**
 - Market share range from 20% to 43%.
 - Has strong presence in Myanmar, supplying equipment to the jade mining and resource mining sectors.
 - August 2014 – Secured contract worth RM200 million to supply more than 60 units of Komatsu equipment in Myanmar.

Industrial Equipment

TOYOTA FORKLIFT FRANCHISE



- **Strong market leadership position**

- 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.
- Toyota Forklift – UMW is one of the Top 5 Distributors in the world.
- Toyota forklift maintained its 50% market share in Malaysia's material handling equipment business.
- No. 1 position in Malaysia since 1972.
- Have ventured into leasing of Toyota forklifts.

MANUFACTURING & ENGINEERING

Operations

KEY PRODUCTS

LUBRICANTS



Lubricants
& Fluids



Fluids &
Chemicals



Lubricants
& Fluids
(China)

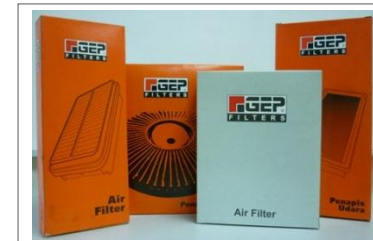
AUTO COMPONENTS



Shock Absorbers,
Hydraulic Power-
Steering Pumps and
Systems



Auto
Components



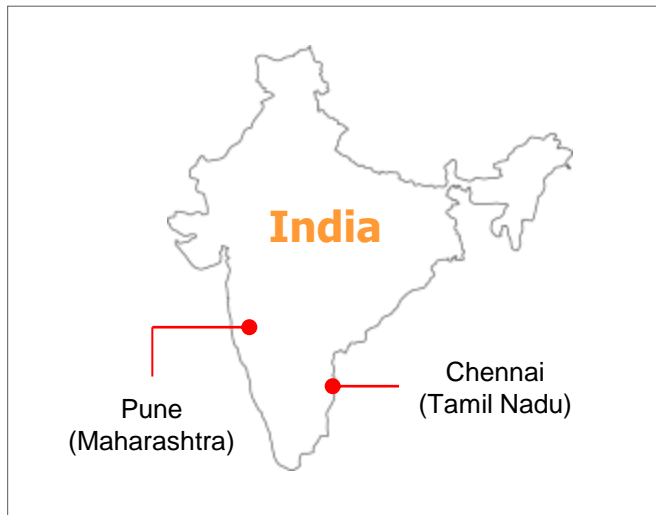
Auto
Components

LUBRICANT BLENDING PLANT



- JV with Dah Chong Hong (Motor Service Centre) Limited to develop the business of manufacturing/processing of lubricants (the wholly-owned subsidiary of Dah Chong Hong Holdings Ltd, a company listed on the HKEx, and principally involved in the motor and motor-related business, foods and consumer products, as well as logistics services)
- Plant is in Xinhui, Guangdong Province
 - Started operations in January 2011
 - Production capacity of 30,000 tonnes (1 shift) and 50,000 tonnes (2 shifts)
 - March 2013 – received TS16949 certification – the International Quality Management Standard specifically established by the automotive industry.
 - Sole supplier of premium lubricants for First Automobile Works of China (FAW) which assembles cars under Mazda, Red Flag and Besturn brand marques.
 - The company also supplies to Würth and Blue Star.

MANUFACTURE OF COMPONENTS



- UMW Dongshin Motech is a major original equipment manufacturer (OEM) for stamped automotive body parts for car manufacturers in India.
- Sathya Auto manufactures mechanical jacks, radiator caps and sheet metal components.
- Castwel Autoparts manufactures aluminium gravity die castings, aluminium alloys, water pump body, cover and brackets.
- Our customers in India include General Motors, Volkswagen, Tata, Hyundai.
- July 2014 – Announced proposal to dispose these companies; expected to be completed by 15 July 2015.

Manufacturing & Engineering

KYB-UMW MALAYSIA SDN. BHD.

- **Shareholding structure.**
 - UMW Corporation Sdn. Bhd. 41.2%
 - KYB Corporation, Japan 33.4%
 - UMW Toyota Motor Sdn. Bhd. 21.4%
 - Toyota Tsusho (M) Sdn. Bhd. 4.0%
- **Incorporated in June 1983.**
- **Both OEM and REM supplier.**
- **Currently exports to 27 countries.**



FINANCIAL HIGHLIGHTS

10-YEAR GROUP FINANCIAL HIGHLIGHTS



AUTOMOTIVE



EQUIPMENT

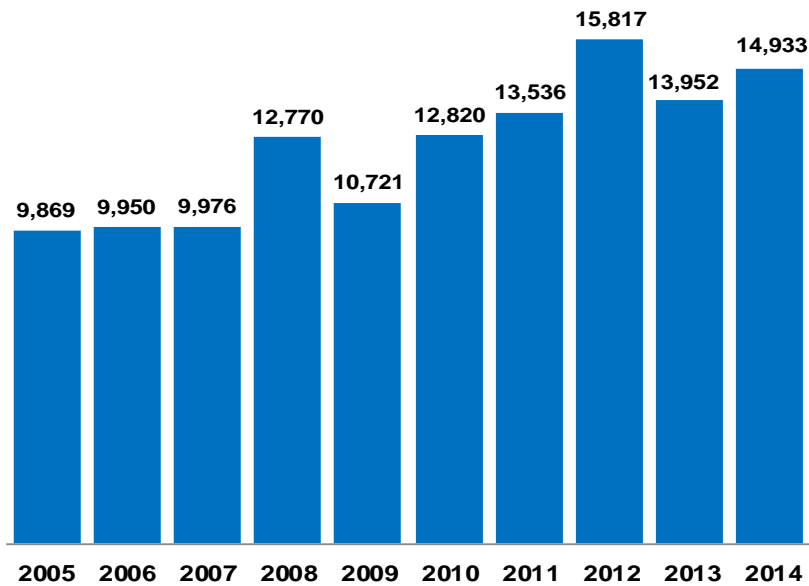


M & E

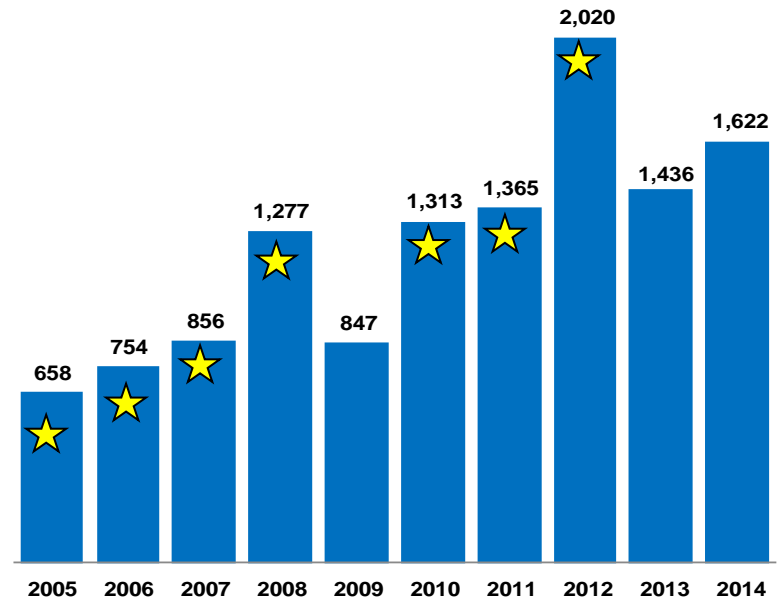


OIL & GAS

Revenue
(RM million)



Profit Before Taxation
(RM million)



★ Record Year

10-YEAR GROUP FINANCIAL HIGHLIGHTS



AUTOMOTIVE



EQUIPMENT

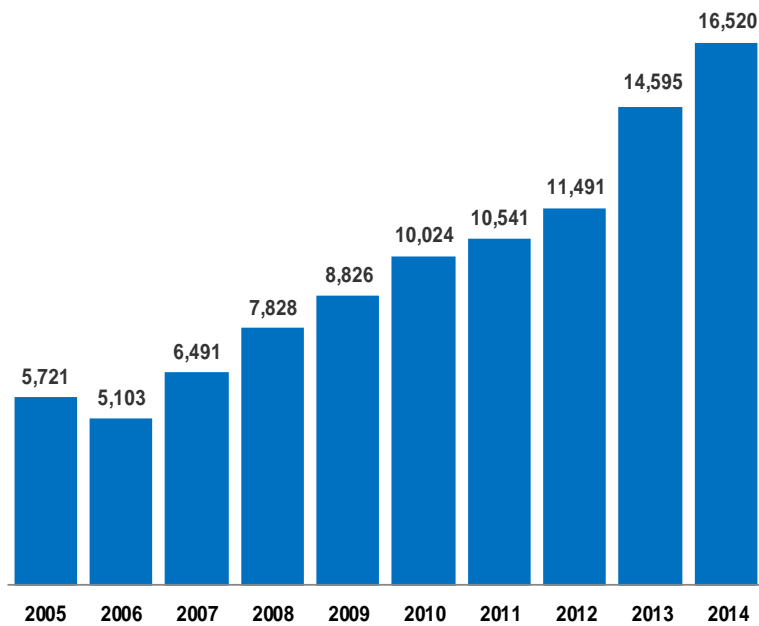


M & E

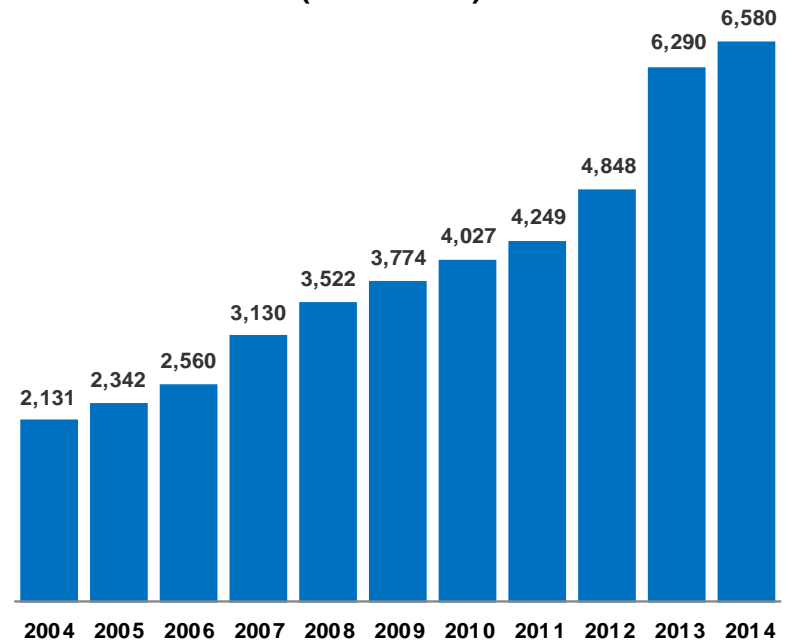


OIL & GAS

**Total Assets
(RM million)**

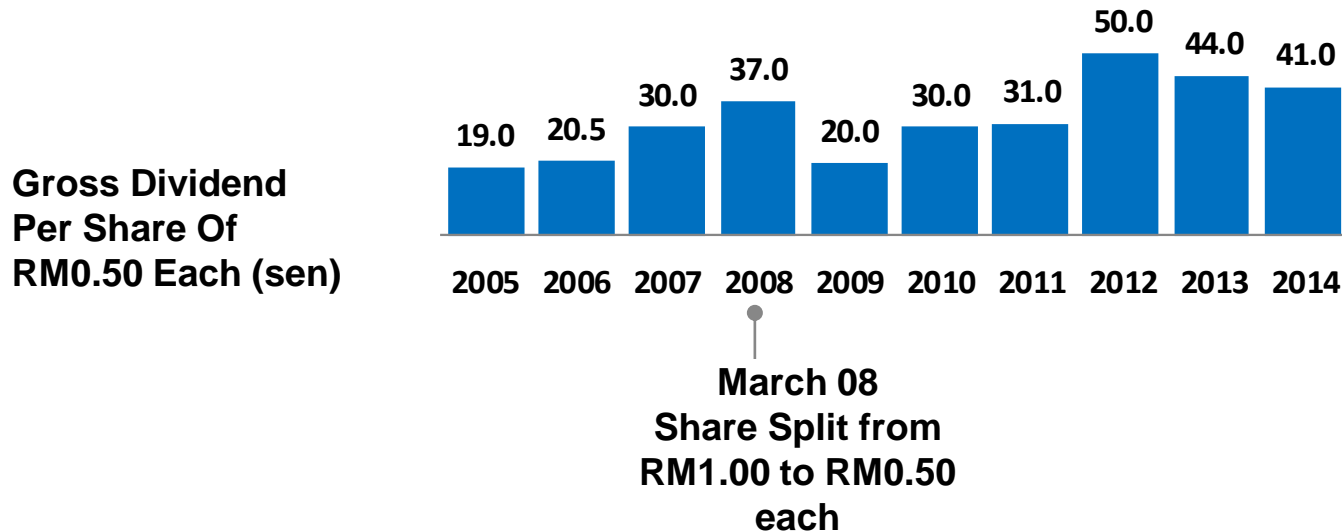
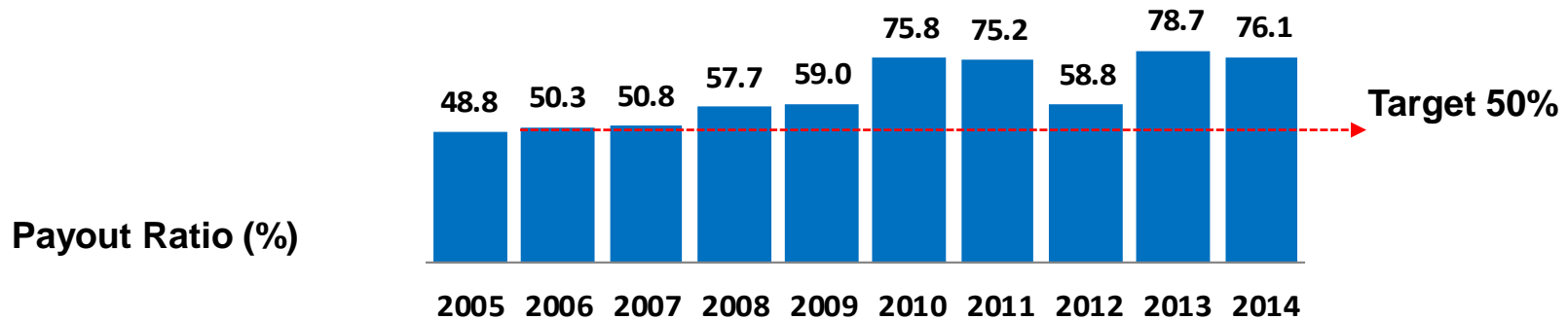


**Shareholders' Funds
(RM million)**



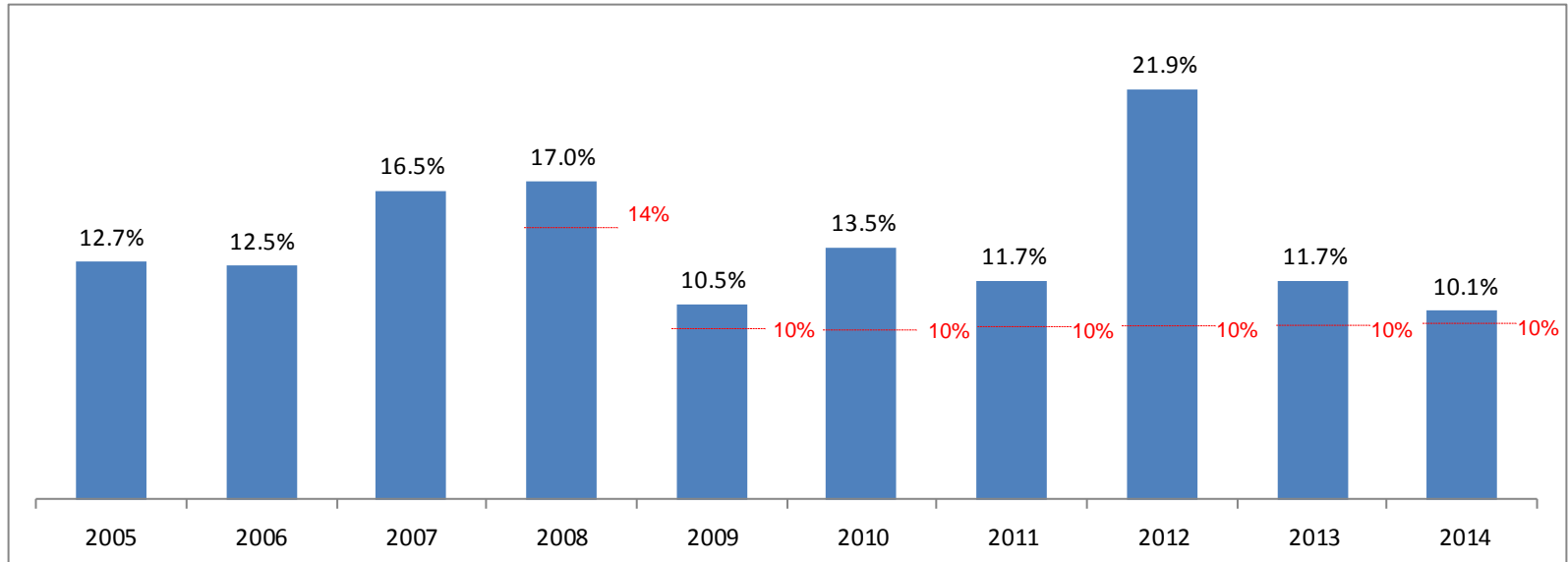
Key Performance Indicators – Dividend Policy

ANNUAL DIVIDEND PAYOUT, 50% OF PROFIT NET OF UNREALISED GAINS



Key Performance Indicators – Target ROSF

RETURN ON SHAREHOLDERS' FUNDS



- Exceeded minimum annual return on shareholders' funds
 - In 2008, target was 14%. Achieved 17.0%
 - In 2009, target was 10%. Achieved 10.5%
 - In 2010, target was 10%. Achieved 13.5%
 - In 2011, target was 10%. Achieved 11.7%
 - In 2012, target was 10%. Achieved 21.9%
 - In 2013, target was 10%, Achieved 11.7%
 - In 2014, target was 10%, Achieved 10.1%

'AAA' CORPORATE CREDIT RATING

- UMW is rated AAA (Corporate Credit Rating) by RAM Rating Services Berhad (RAM)





THANK YOU



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