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# **MY E.G. SERVICES BERHAD**

## Corporate Update

# MYEG, at a glance



**> 20,000**

**ITEMS  
DELIVERED  
EACH  
BUSINESS DAY**

## Y-O-Y GROWTH

STRONG TAKE-UP OF SERVICES DUE TO OUR REPUTABLE SERVICE AND DELIVERY CHANNELS

## Commercial Services

key growth drivers



**2,750**

Size of workforce

## e-GOVERNMENT SERVICES

STABLE AND CONTINUE TO GROW

**> 800  
KIOSKS**

to assist citizens and businesses

**18 YEARS**

of serving Malaysians



**RM  
3.7  
BILLION**

MARKET  
CAPITALIZATION

as at Feb 2019



**> 100  
e-service  
centres**

to assist citizens and businesses

**MINIMUM  
30%**

consistent dividend payout

## Communication Link

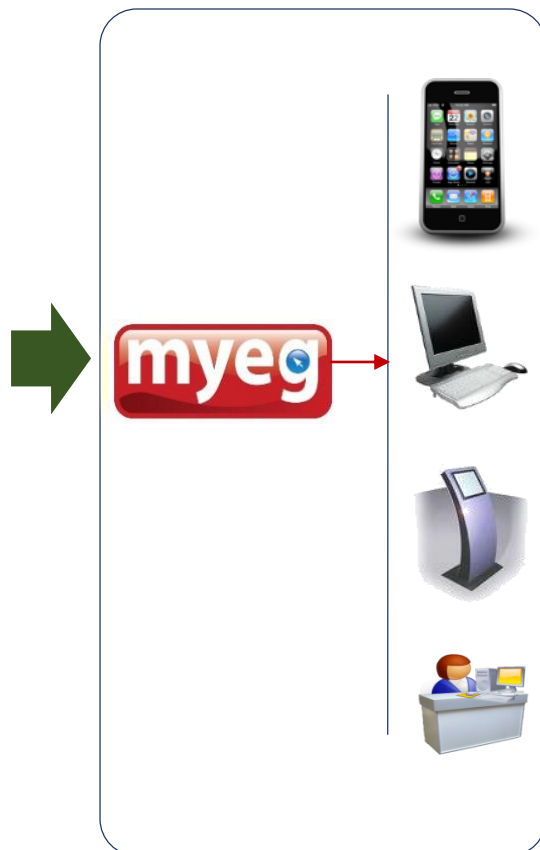
between the Malaysian Government and its citizens & businesses

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## Government Agencies



## Delivery Channels



## End Users

**Services:**

- Testing, issuance & renewal of drivers' licenses
- Renewal of vehicle road tax & auto insurance
- Renewal of foreign worker's permit
- Online Police Summons Checking & Payment
- Payment of municipal council fees
- Bankruptcy / liquidation status searches
- Application of MyKad Replacement, M'sia's ID card
- Tax Monitoring

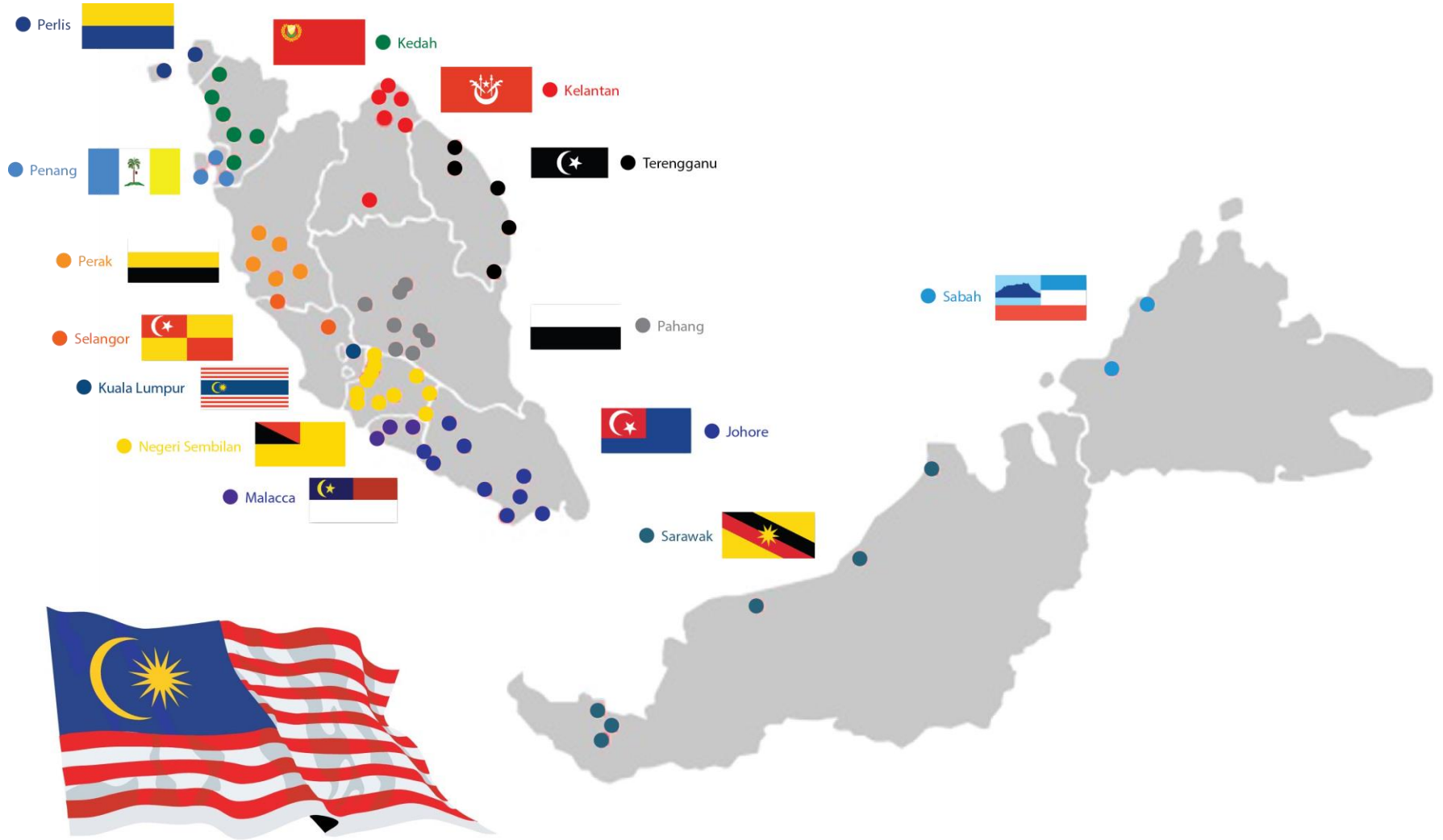
Note: The Malaysian government launched its E-Government programme to reinvent itself and lead the country into the new “Information Age”. The rationale behind the development of the e-services project is the belief that all Malaysians will use at least one of the services identified under the e-services on a monthly basis or annual basis.

# *Provides electronic communication link to enhance effectiveness and efficiency of the Government*



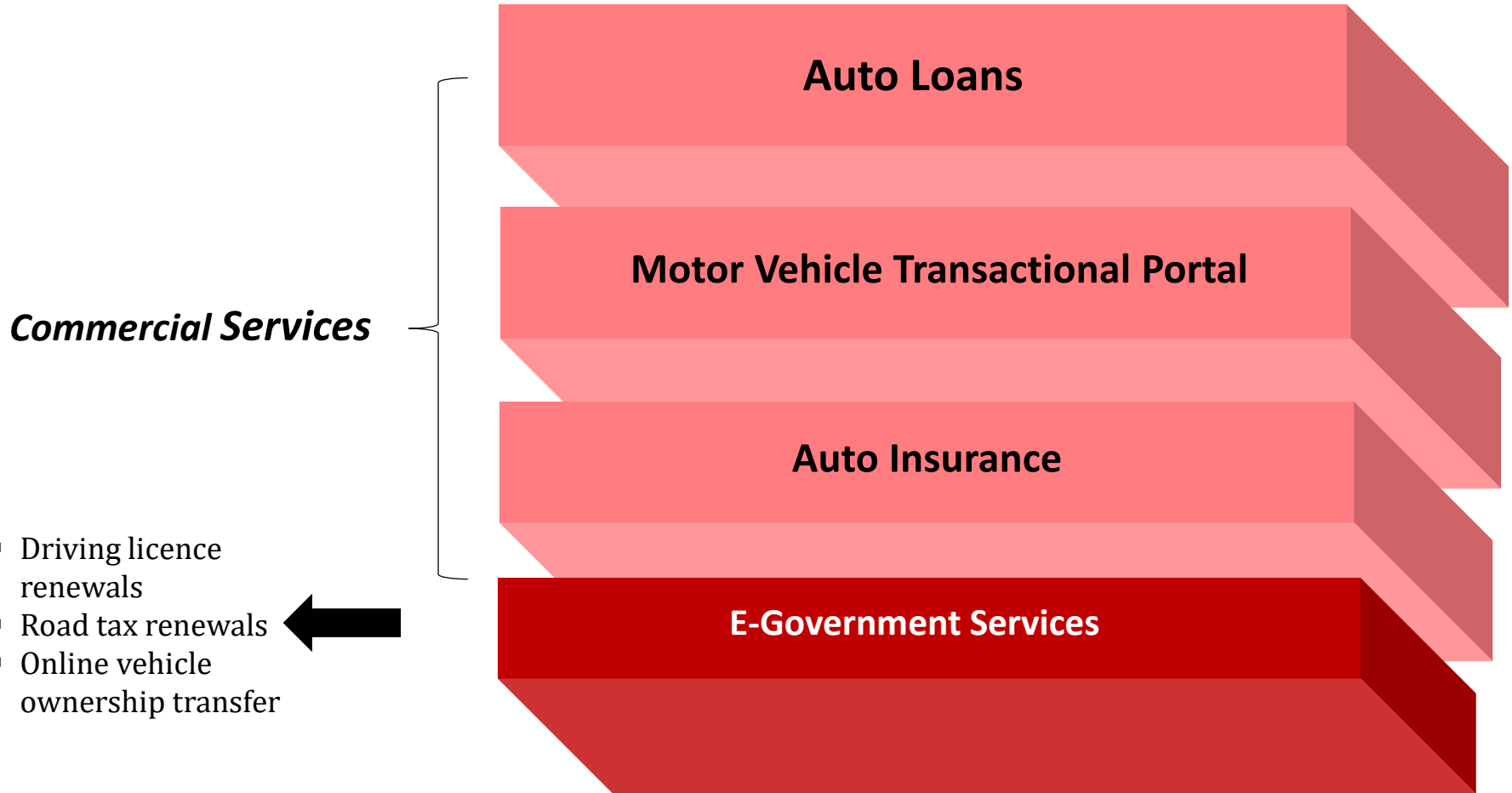
<b>Anchor services</b>	Road Transport Department	Testing, issuance and renewal of driver's license, Licensing of vehicles, Vehicle ownership transfer
	Immigration Department	Renewal of foreign worker's permit and job matching
	Royal Malaysian Customs Department	Collection and transmission of retail tax data
<b>Other services</b>	Malaysia Department of Insolvency	Insolvency search (status of bankruptcy/ liquidation)
	Royal Malaysia Police	Summons checking and payment
	National Registration Department of Malaysia	MyKad replacement
	Kuala Lumpur City Hall	Assessment/ compound/ licence payment and information service
	Pusat Pungutan Zakat	Payment of Zakat/ Tithe

# Our e-service centres in Malaysia

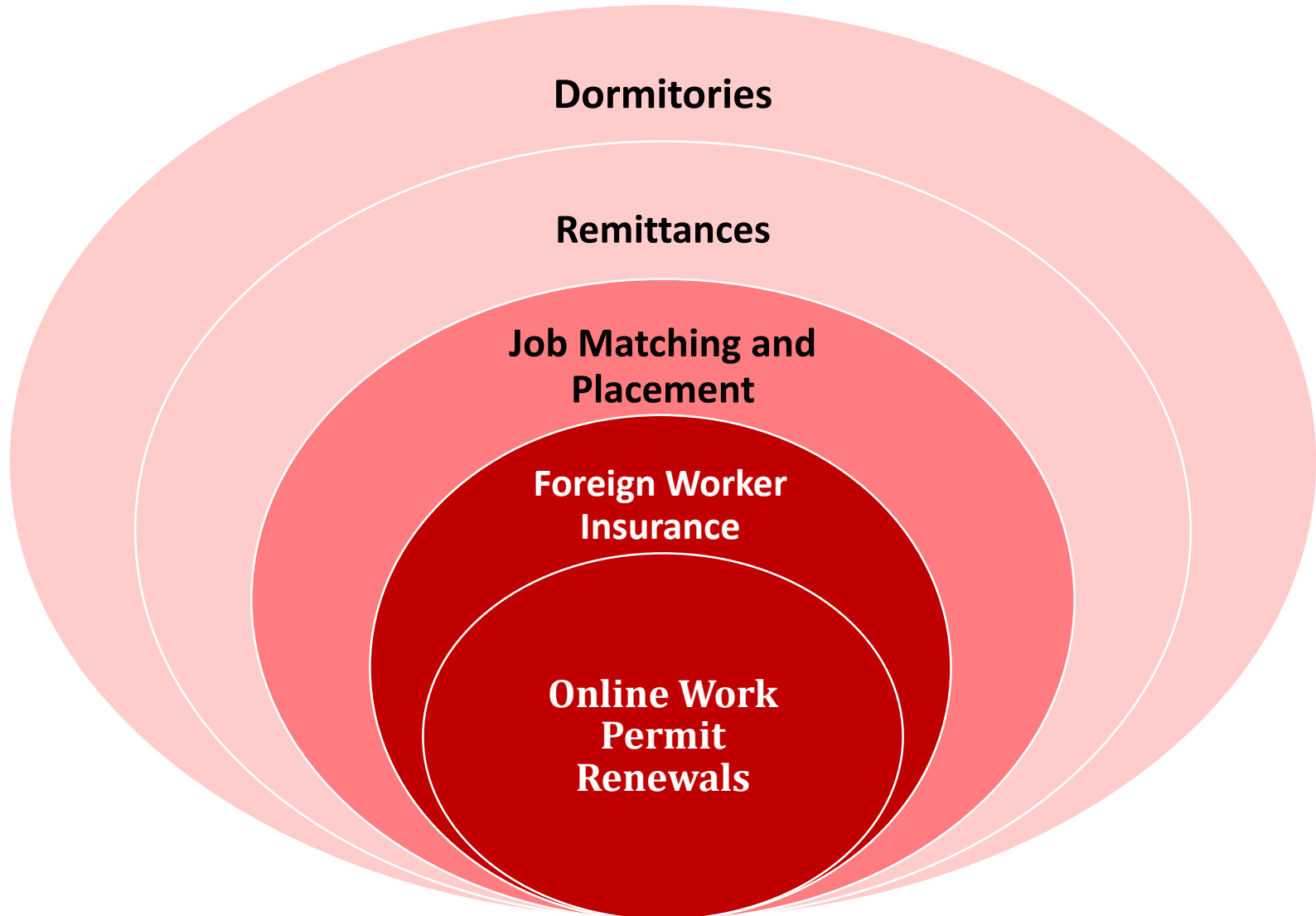


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## Road transport segment







*Note: Started online work permit renewal for foreign workers (domestic maid only) in 2010. Continue to provide online work permit renewal for all category of foreign workers in 2013. In May-2015, government discontinued work permit renewal (foreign workers category) at government counters and renewals can be performed online through MYEG.*

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- To seek emerging markets with population greater than 100mil
- To allow local shareholders to hold majority stake due to ownership cap on government projects
- To replicate our existing systems with some customization, thus enabling fast deployment
- Started in the Philippines in 2017; expanded to Bangladesh and Indonesia in 2018
- Strategy remains to offer Government services at very attractive rates and to generate higher returns through the bundling and upselling of commercial products and services



- Shareholding structure:
  - 40% MYEG : 60% IPCVI
  
- Philippines: a country with 102m population (3.2x Malaysia population) and nominal GDP of c. US\$292bn (comparable to Malaysia's US\$296bn)
  
- Concessions and partnerships with agencies, including:
  - National Bureau of Investigation
  - Philippine Overseas Employment Administration Agency
  - Quezon City Local Government Unit
  - Cagayan Economic Zone Authority
  - Land Bank of the Philippines
  
- Other additional income streams:
  - Upselling of micro loans and insurance products
  - Hardware/software leasing fee : 20% of transaction fees



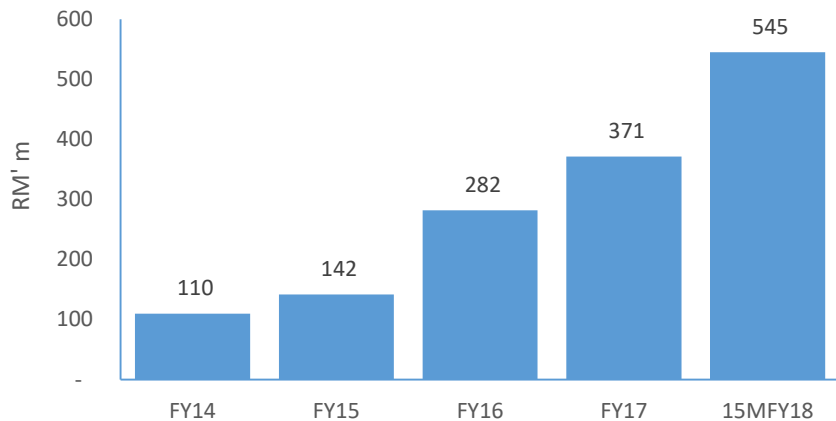


- MOU signed with PT Cartenz in November 2018:
  - MyEG to invest up to USD10 million for 40% interest in PT Cartenz
- To collaborate on real-time monitoring of retail sales transactions for tax computation purposes:
  - Presently working with 80 local governments in Indonesia
  - Installed base of 5,000 outlets so far
  - To expand footprint aggressively to approx. 1.0 million outlets in 3 years
- To collaborate in implementing other e-government services and offering ancillary services in Indonesia

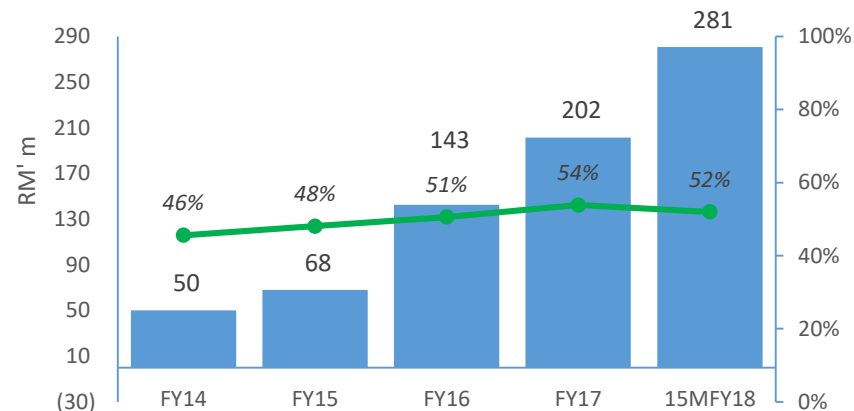
- JV Agreement signed in August 2018
- Shareholding structure:
  - 40% MYEG : 55% Control Data (BD) Ltd: 5% My Paycheck Sdn Bhd
- To engage in technology and e-government services, as well as commercial services
  - *Implementation of retail tax monitoring*
- Bangladesh is 8<sup>th</sup> most populous country in the world, with population of around 170 million

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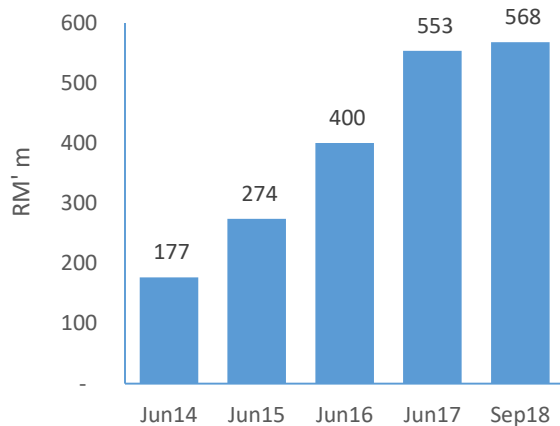
## Revenue



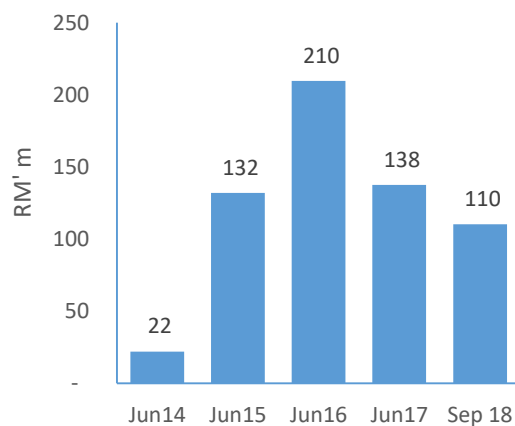
## PAT



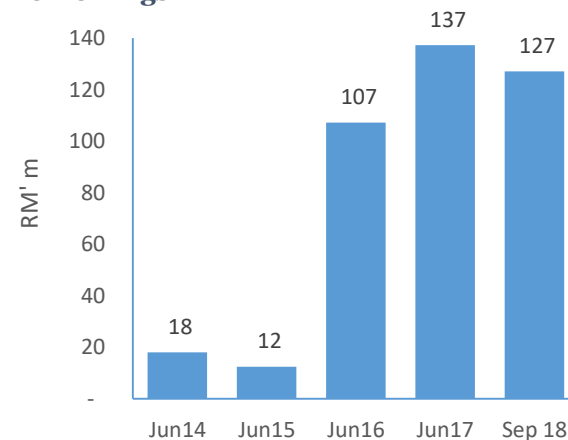
## Shareholders equity



## Cash and bank balances



## Borrowings



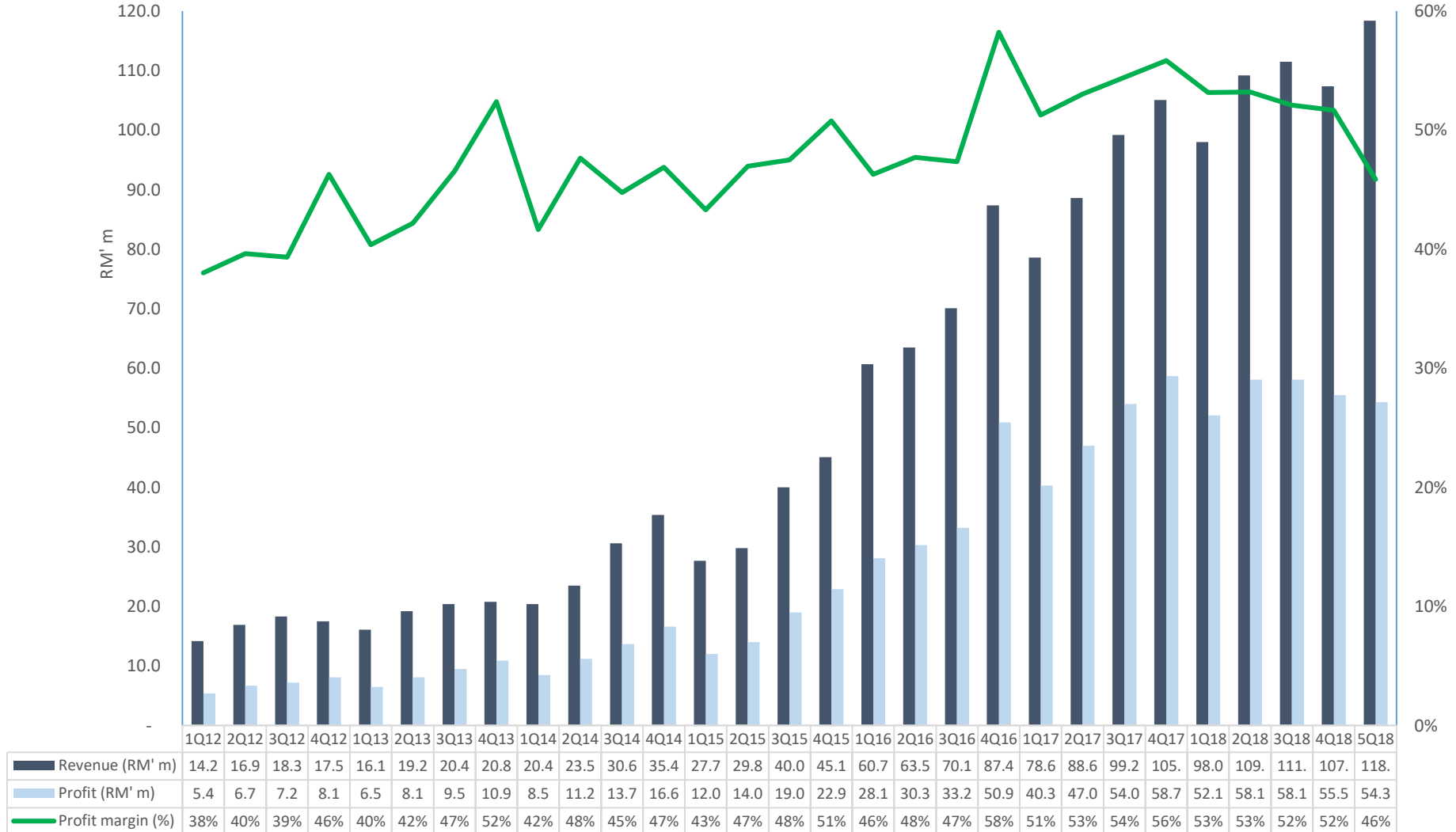
Note: FY18 was a 15-month period due to change in year-end; revenue and PAT numbers exclude impact of one-off impairments, deferred revenue recognition



# Continued penetration of e-government service

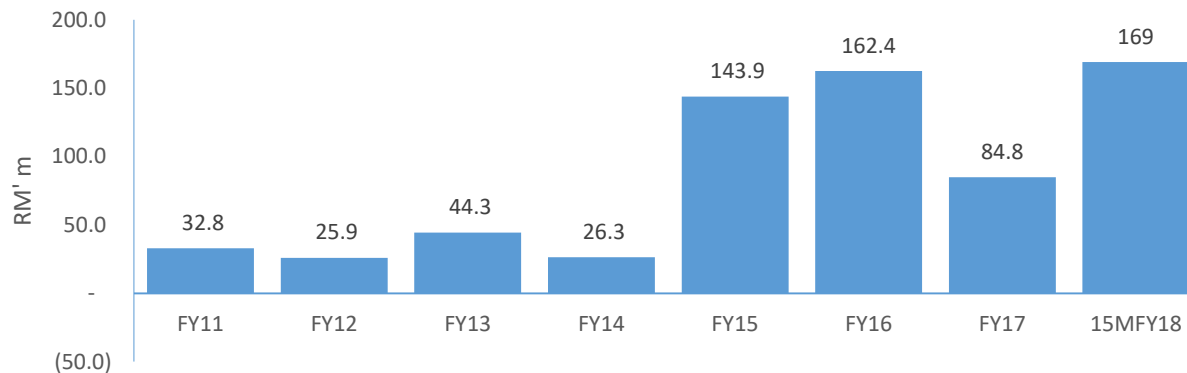


Quarterly trend - revenue and profitability

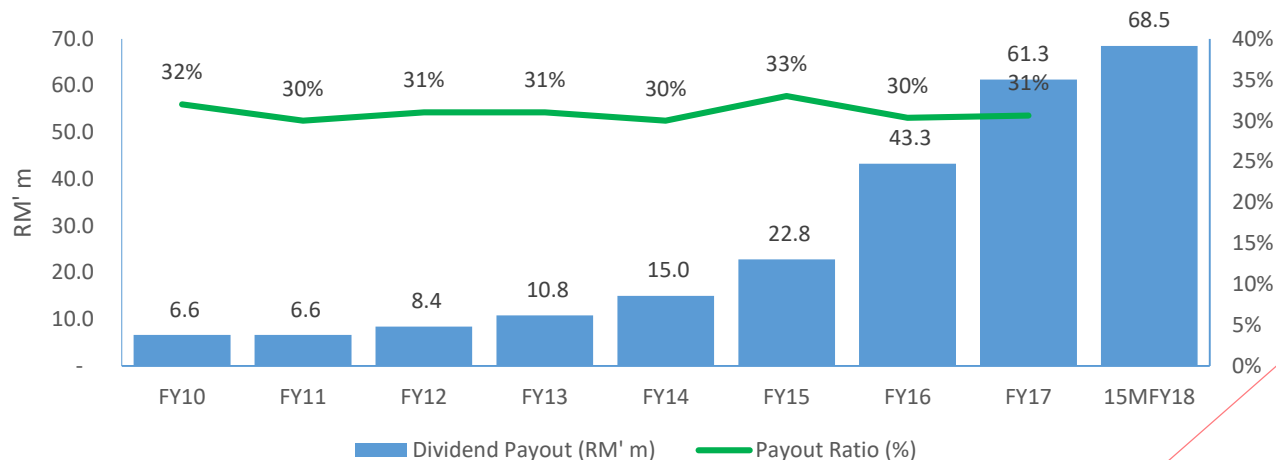


Note: 5QFY18 numbers exclude impact of one-off impairments, deferred revenue recognition

## Operating cash flow



## Historical dividend trend



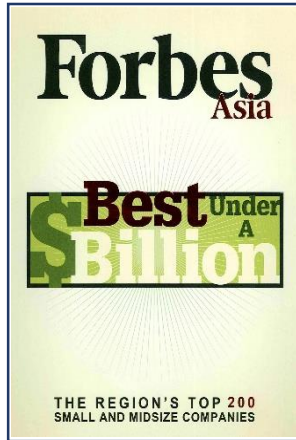
Healthy cash flows support dividend payout

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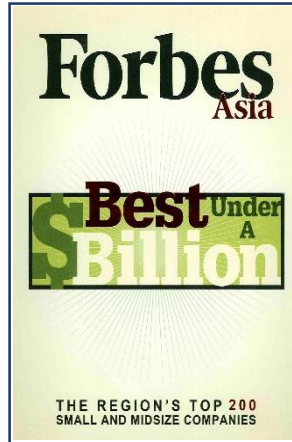
# External recognitions



June 2018,  
June 2017



2016



2015



October, 2015



March 20, 2015



March 20, 2015



March 20, 2015



2013



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