

ANALYST BRIEFING

FIRST QUARTER 2016 RESULTS

19 MAY 2016



AGENDA

- 
- 01** **Group Financial Highlights**
 - 02** **Review of Sales Performance**
 - 03** **Sugar Market Overview**
 - 04** **Q&A Session**



GROUP FINANCIAL HIGHLIGHTS

FOR THE FIRST QUARTER 2016 RESULTS





FINANCIAL HIGHLIGHT 1Q 2016 VS 1Q2015

	1Q 2016	1Q 2015	Change
Revenue (<i>RM mil</i>)	553	508	8.86%
Profit Before Tax (<i>RM mil</i>)	60	90	(33.33%)
Profit for the Period (<i>RM mil</i>)	59	71	(16.90%)
Total Assets (<i>RM mil</i>)	2,768	2,722	1.8%
Total Liabilities (<i>RM mil</i>)	675	685	-1.5%
Cash and Cash Equivalents (<i>RM mil</i>)	182	124	47.3
Net Tangible Assets per share (NTA)	2.98	2.90	2.8%
Earning per Share (EPS)	8.44 sen	10.10 sen	(16.44%)
Gearing Ratio*	18	17	1%
Attributable to Shareholders - NTA RM/Share	2.98	2.87	3.83%



GROUP FINANCIAL HIGHLIGHTS

1Q 2016 VS 1Q2015 VS 4Q 2015



FINANCIAL RESULTS 1Q 2016 VS 1Q2015

<i>(RM mil)</i>	1Q 2016	1Q 2015	Change
Revenue	553	508	8.86%
<i>GP margin</i>	18.81%	23.22%	(4.41%)
Expenses	(493)	(418)	17.94%
Profit Before Tax	60	90	(33.33%)
Profit for the Period	59	71	(16.90%)
<i>Net profit margin</i>	10.67%	13.97%	(3.30%)
EPS	8.44 sen	10.10 sen	(16.44%)
Attributable to Shareholders			
- ROE	2.84%	3.52%	(0.68%)
- NTA RM/Share	2.98	2.87	3.83%



FINANCIAL RESULTS 1Q 2016 VS 4Q 2015

<i>(RM mil)</i>	1Q 2016	4Q 2015	Change
Revenue	553	664	(16.72%)
<i>GP margin</i>	18.81%	17.96%	4.73%
Expenses	(493)	(577)	(14.55%)
Profit Before Tax	60	87	(31.03%)
Profit for the Period	59	61	(3.27%)
<i>Net profit margin</i>	10.67%	9.18%	16.23%
EPS	8.44 sen	8.68 sen	(2.76%)
Attributable to Shareholders			
- ROE	2.84%	2.99%	(5.01%)
- NTA RM/Share	2.98	2.95	1.01%



REVIEW OF SALES PERFORMANCE



LOGISTICS

SUGAR

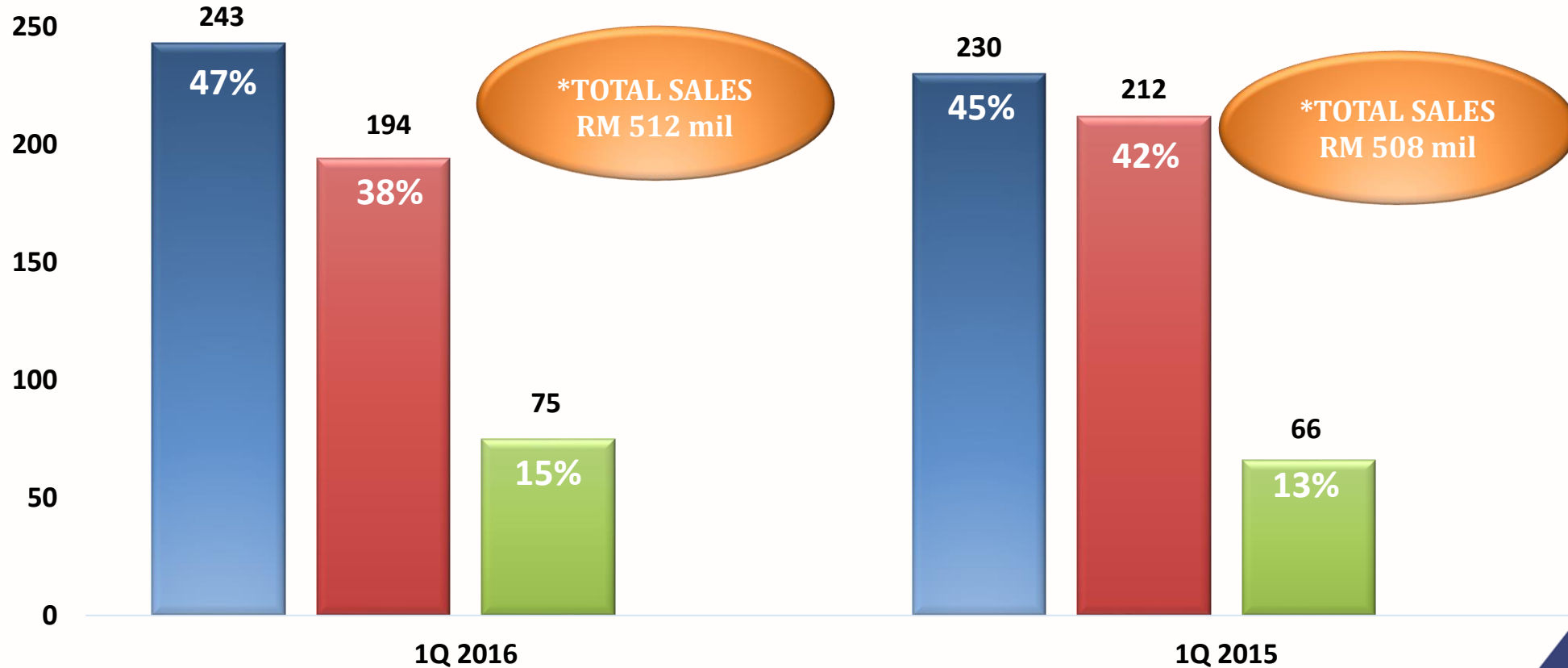




SALES REVENUE 1Q 2016 vs 1Q 2015

RM mil
300

■ Domestic ■ Industries ■ Export



* Note:

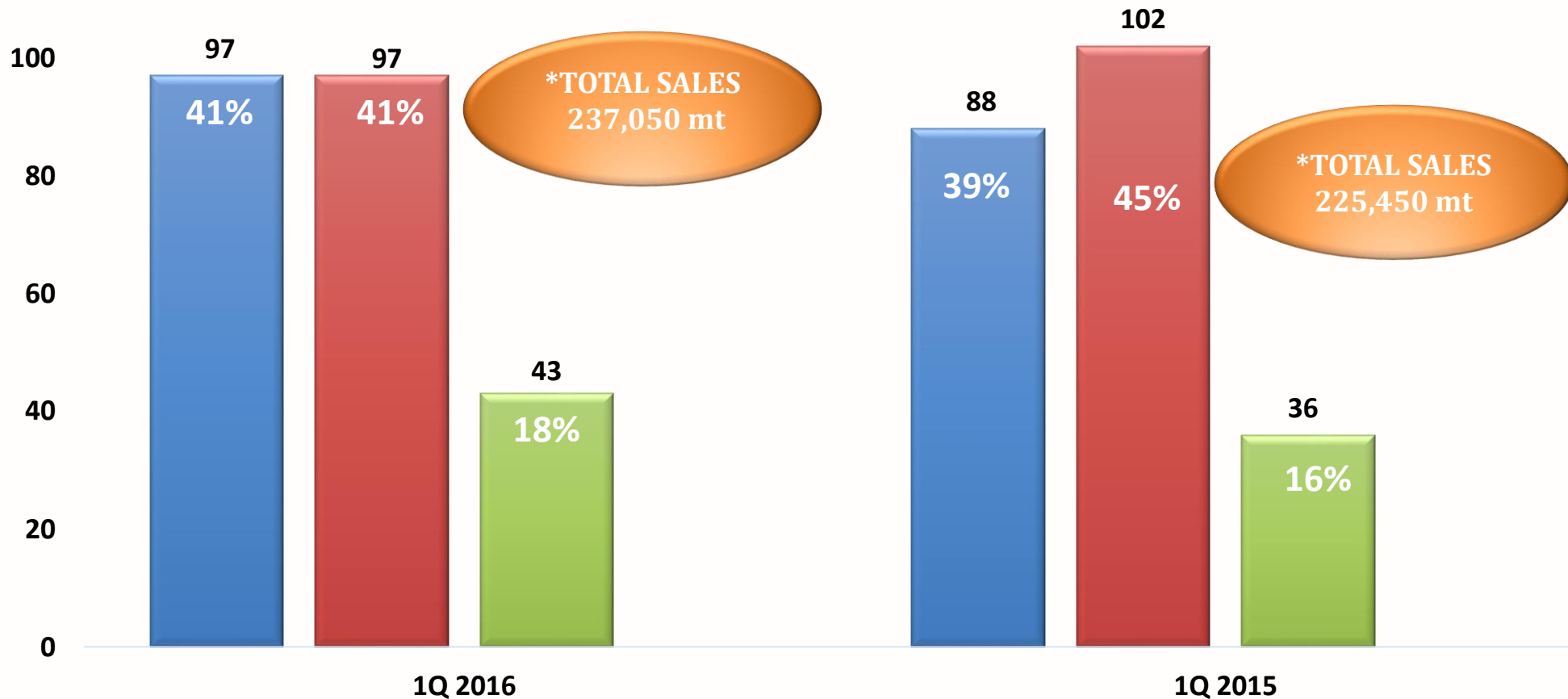
- 1) Sales figure is AFTER consolidation adjustment
- 2) The sales figure excludes the sales of molasses



SALES VOLUME 1Q 2016 vs 1Q 2015

MT '000
120

■ Domestic ■ Industries ■ Export



* Note:

- 1) Sales figure is AFTER consolidation adjustment
- 2) The sales figure excludes the sales of molasses

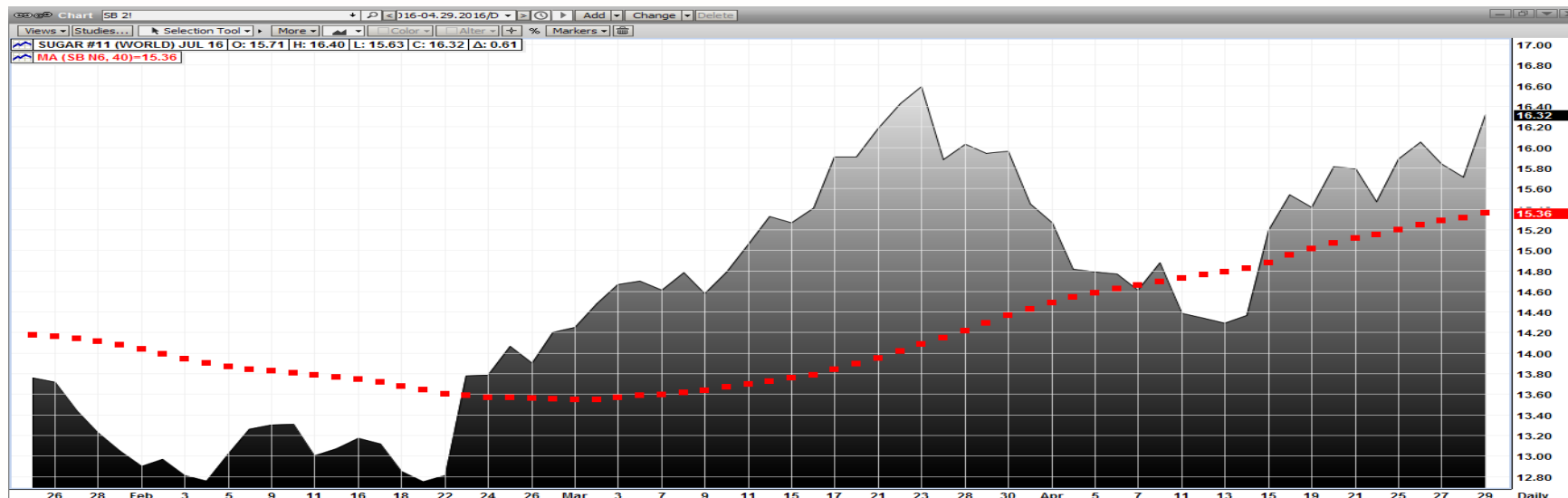


SUGAR MARKET OVERVIEW 2016

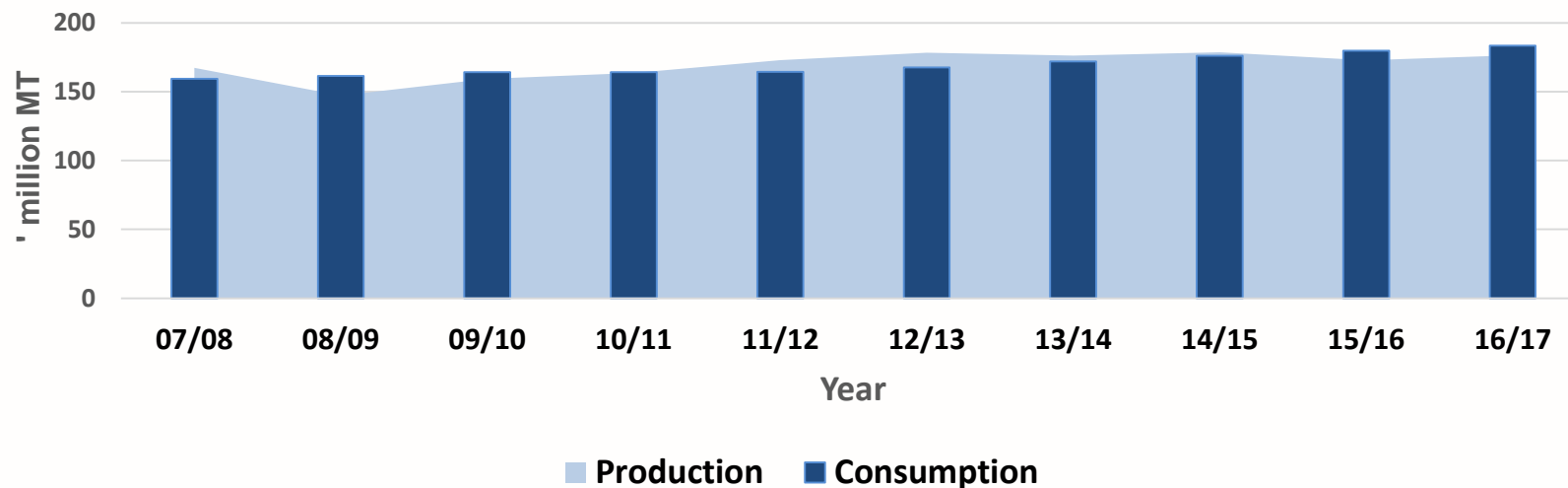




NY11 PRICE MOVEMENT (2016/17)

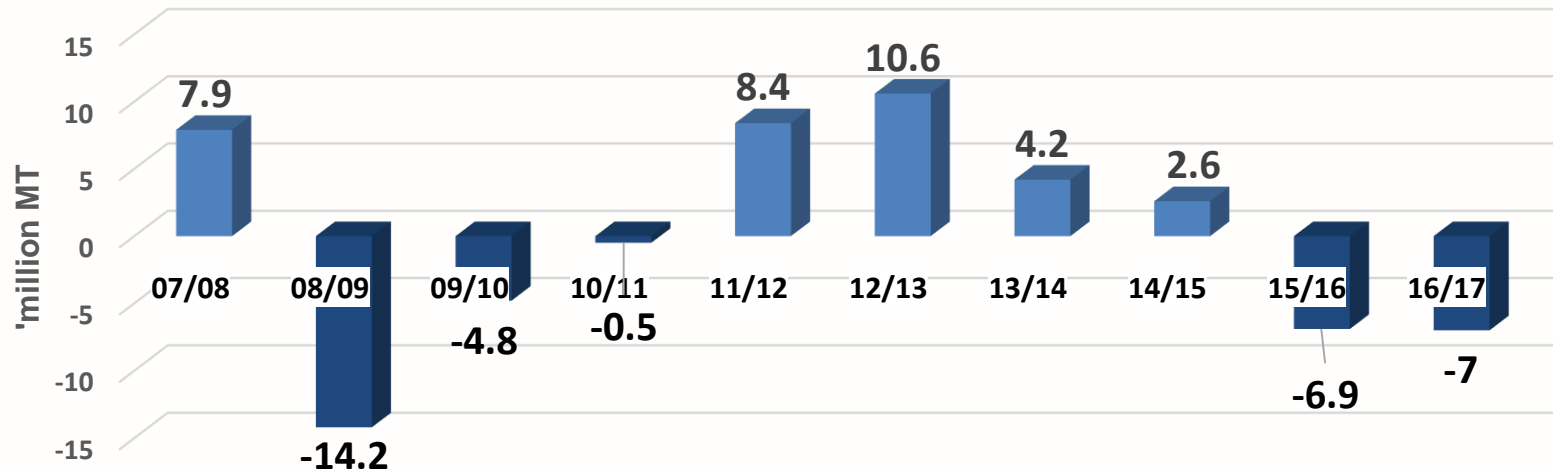


GLOBAL PRODUCTION & CONSUMPTION OF WORLD SUGAR

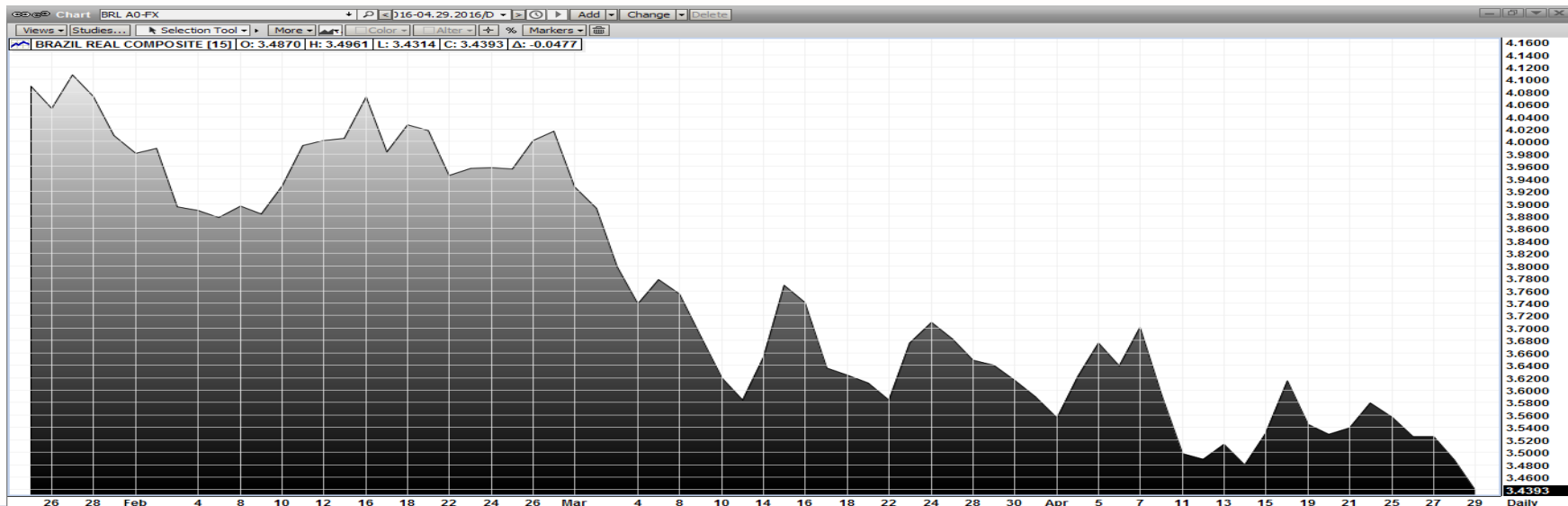




GLOBAL PRODUCTION & CONSUMPTION BALANCE



OTHER UPDATES “BRL / USD”





USD/MYR on Chart





Thank You

