

SERBA DINAM

Global Integrated Engineering Services Provider

2<sup>nd</sup> Annual General Meeting

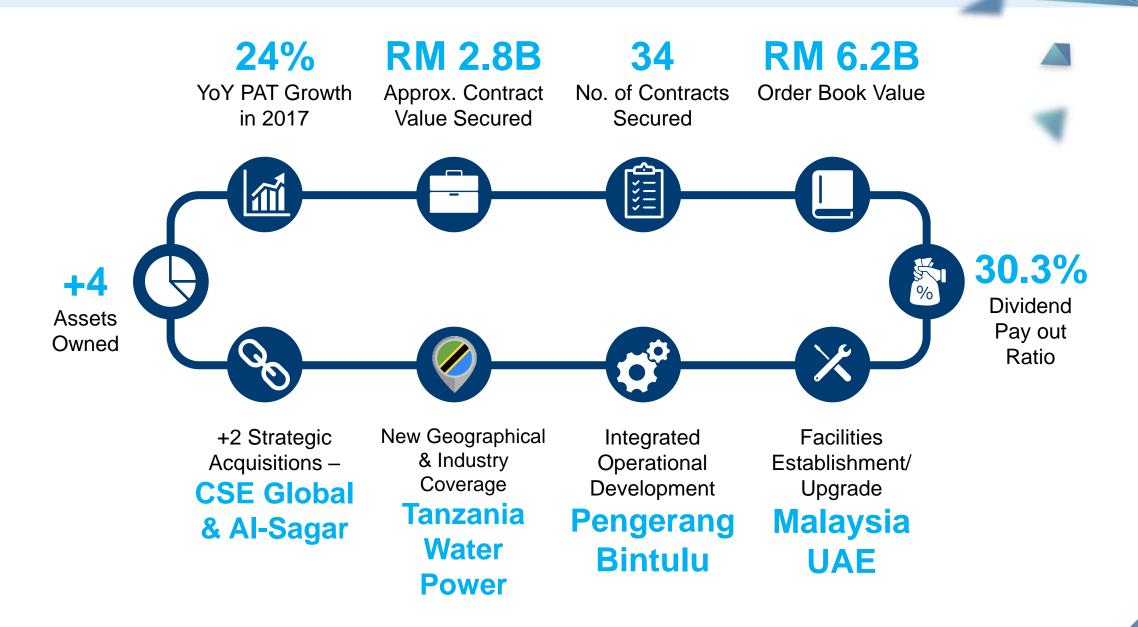
**Presented by:** 

Dato' Dr. Ir. Mohd Abdul Karim Abdullah Group Managing Director, Group CEO & Non-Independent Executive Director

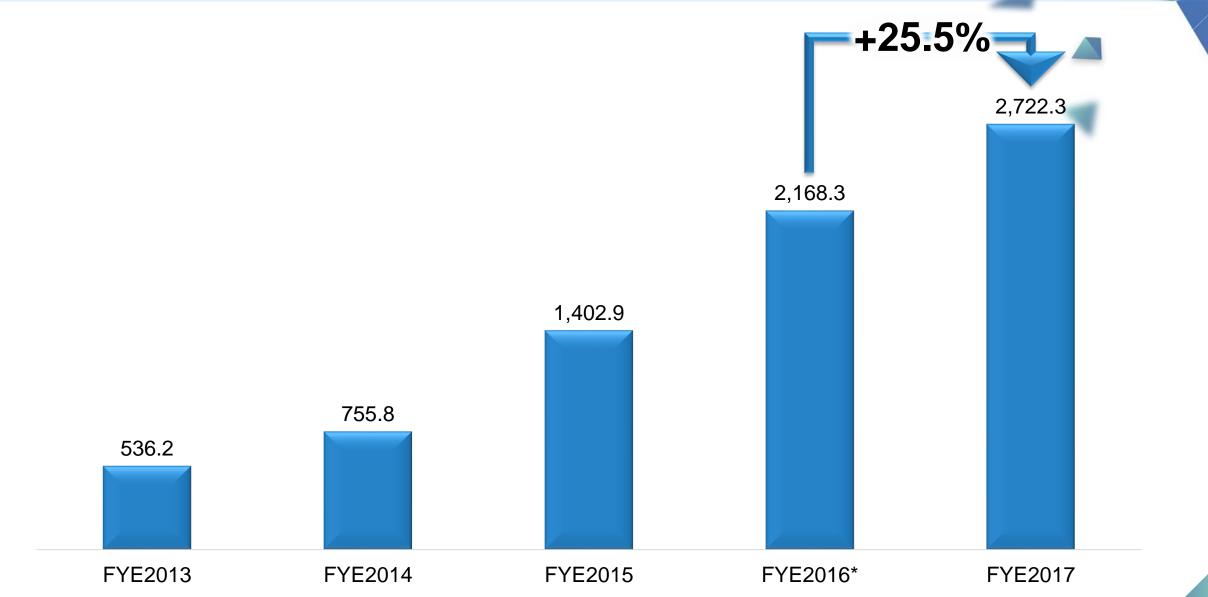
14 May 2018

# **2017 Overview**

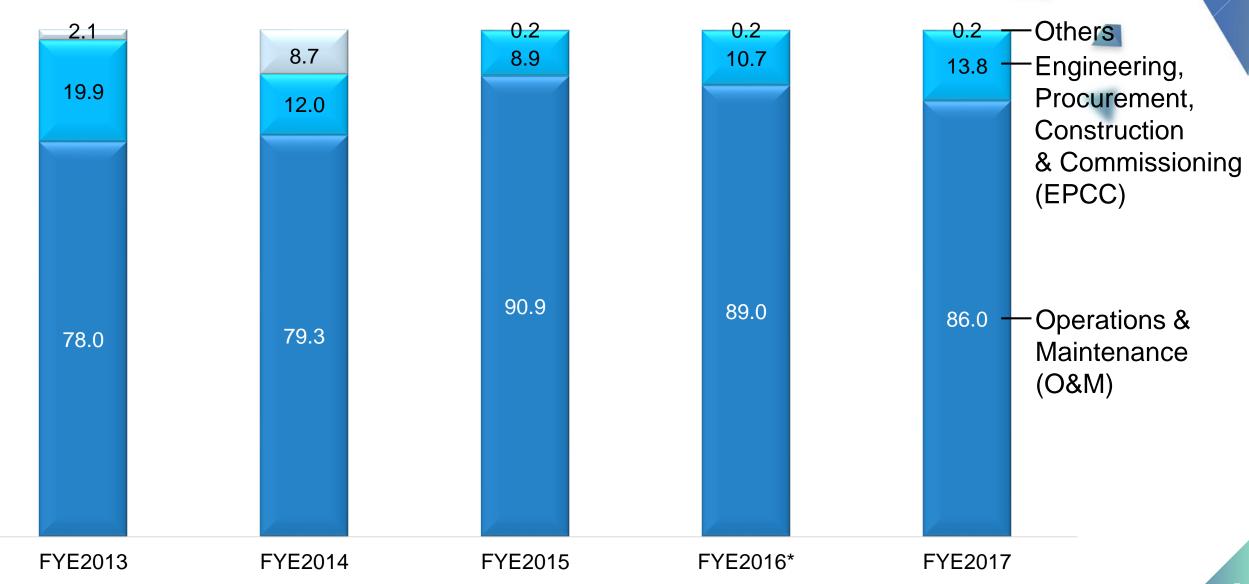
#### **2017–YTD Key Highlights**



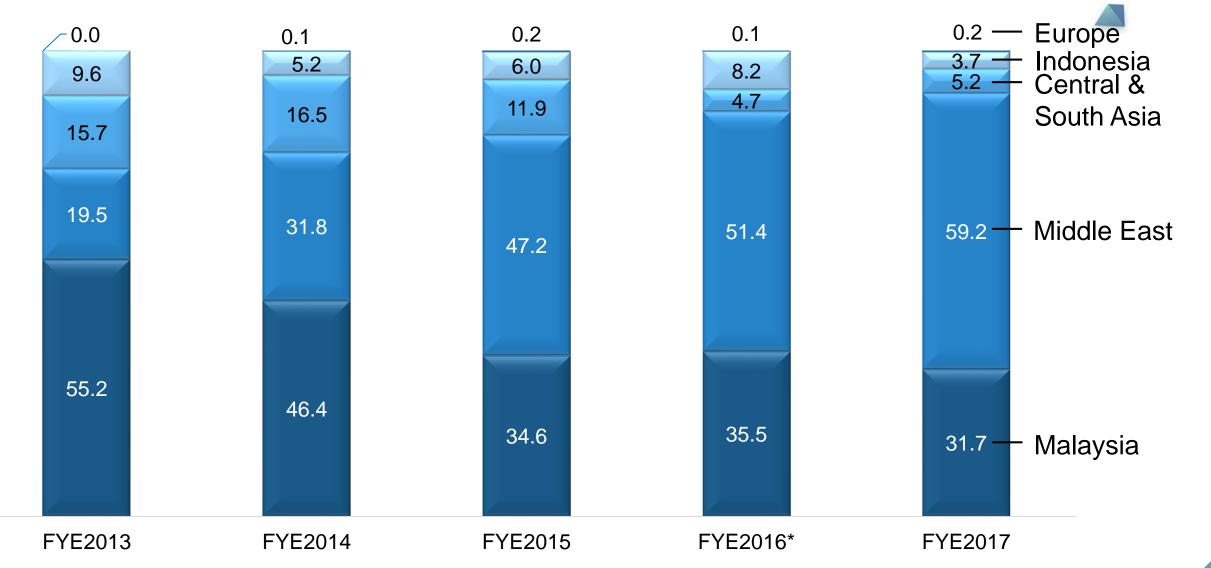
#### **Revenue (MYR million)**

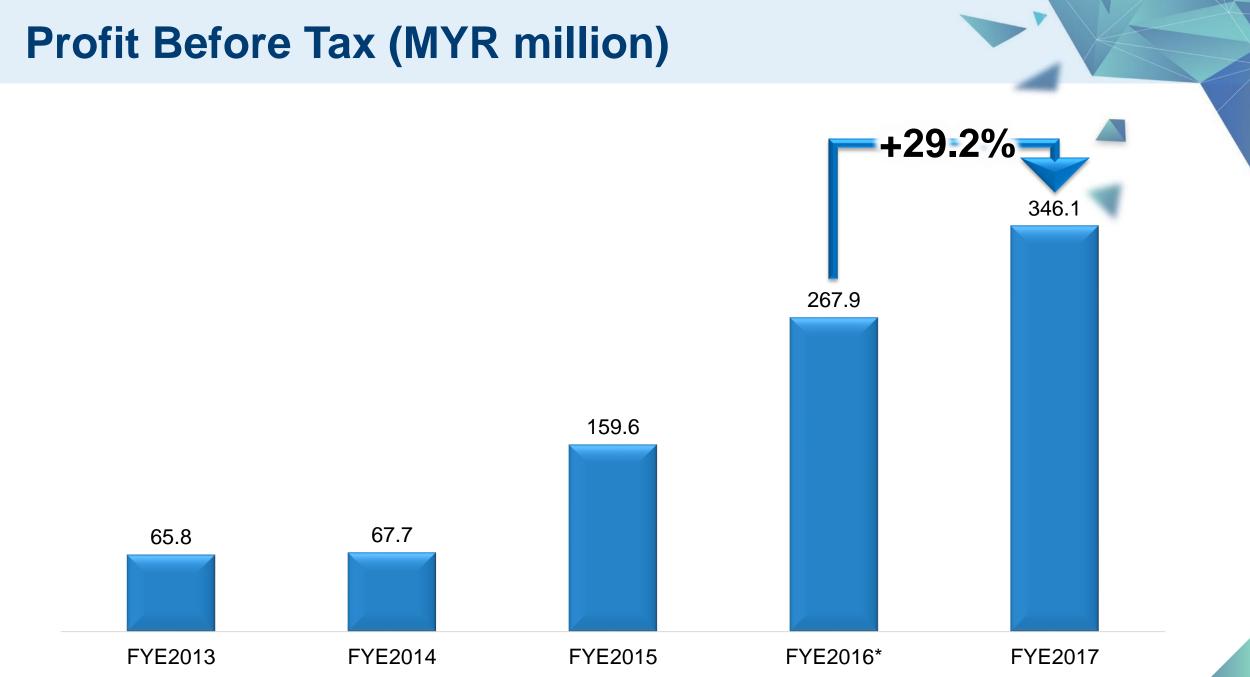


#### **Revenue Breakdown by Segments (%)**

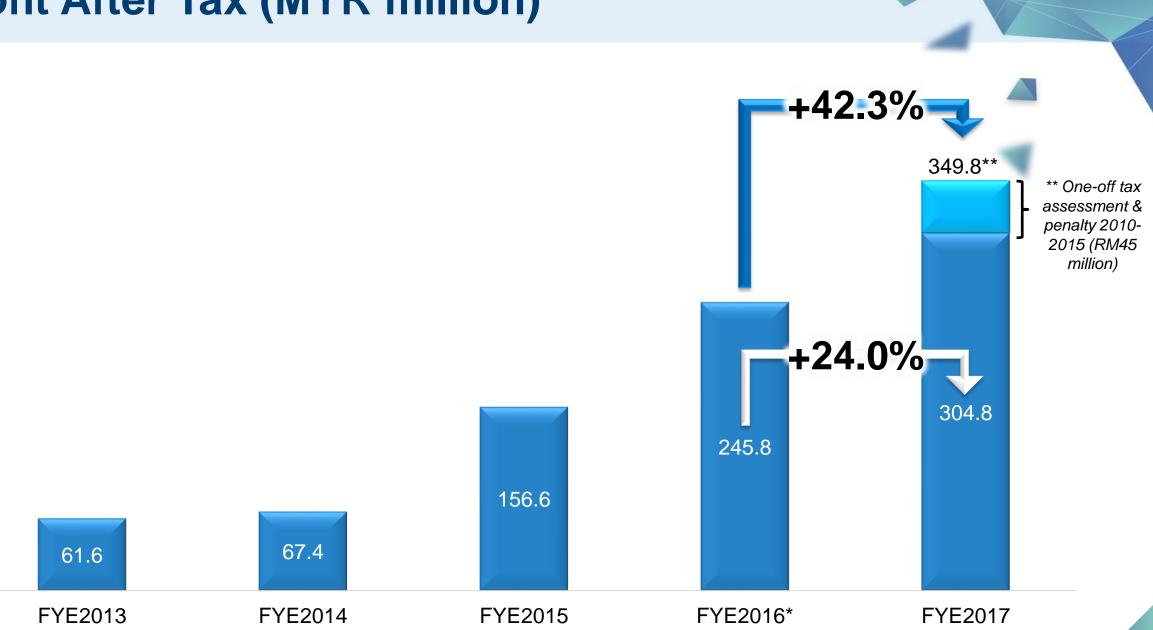


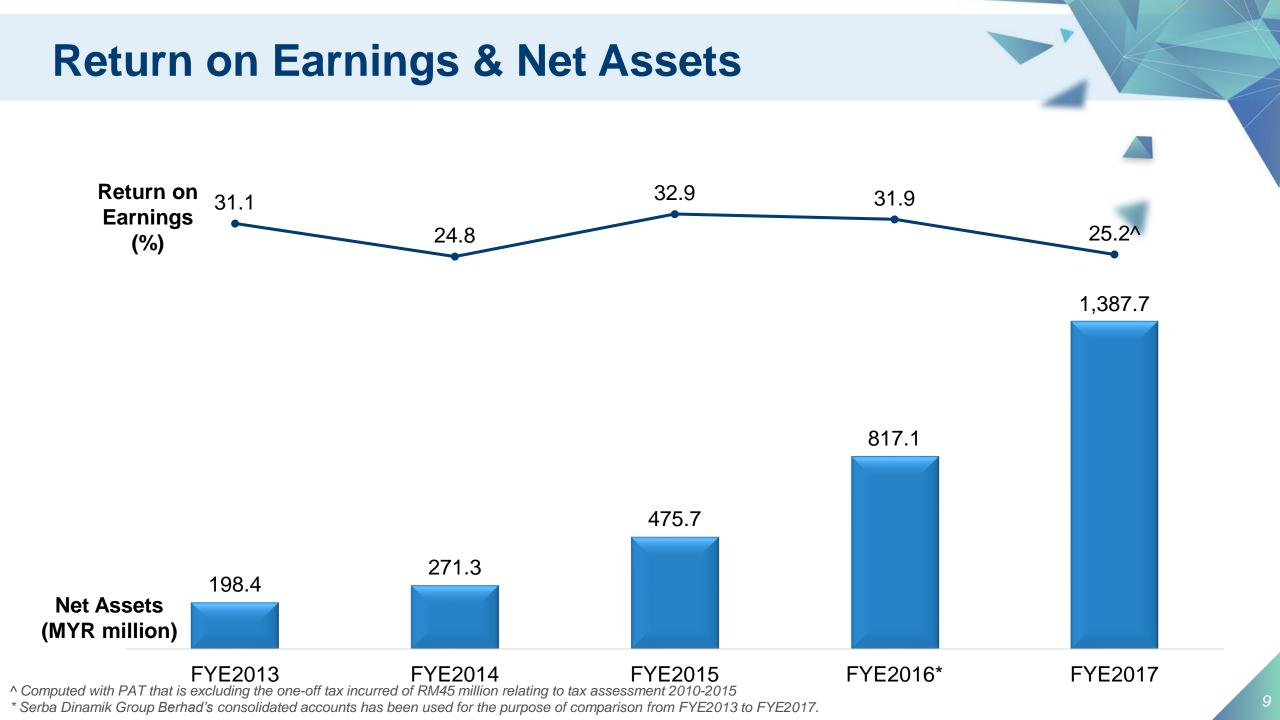
#### **Revenue Breakdown by Geography (%)**



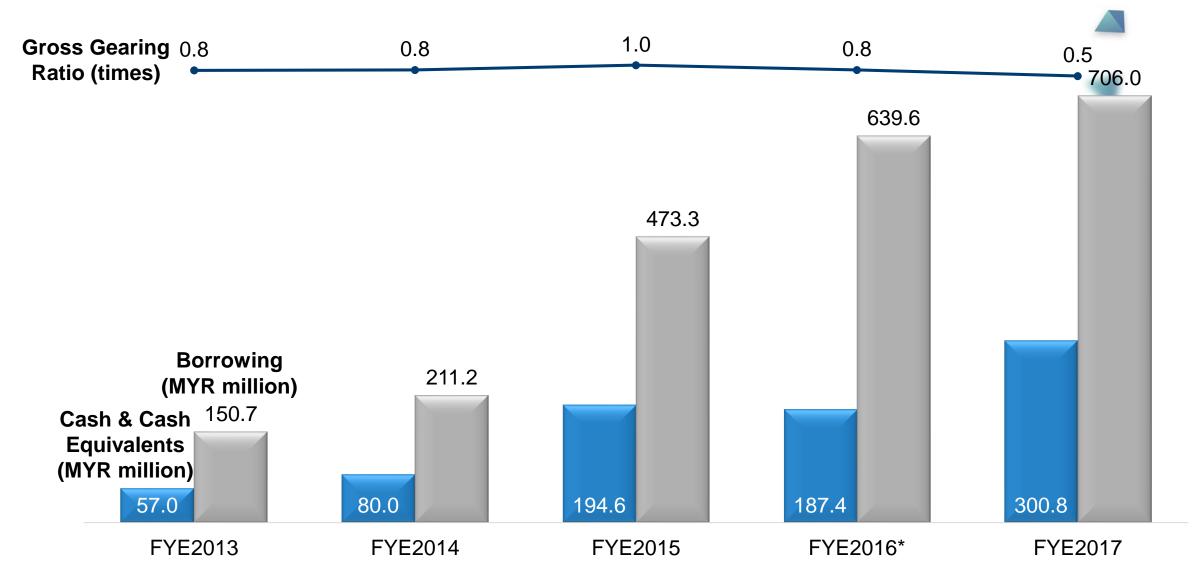


#### **Profit After Tax (MYR million)**





#### **Balance Sheet**



## **Utilisation on IPO Proceeds**

Utilisation of Proceeds	Estimated Timeframe <sup>#</sup>	Proposed Utilisation (MYR million)	Percentage (%)	Actual Utilisation (MYR million)*	Actual Utilisation (%)
Expansion of business & operational facilities	Within 36 months	300.0	73.7	147.5	49.2
Working capital	Within 36 months	29.3	7.2	29.3	100.0
Repayment of bank borrowings/ financing	Within 12 months	60.0	14.7	60.0	100.0
Estimated listing expenses	Within 6 months	17.8	4.4	17.8	100.0
Total		407.1	100.0	254.6	62.6

#### **Utilisation on Private Placement Proceeds**

Utilisation of Proceeds	Estimated Timeframe <sup>#</sup>	Proposed Utilisation (MYR million)	Percentage (%)	Actual Utilisation (MYR million)*	Actual Utilisation (%)
Partial development of PelP – Valued at approx. RM400.00 million	Within 24 months	270.5	63.3	-	-
Partial development of PICC – Valued at approx. RM450.00 million	Within 24 months	38.3	9.0	-	-
Working capital requirements for Tanzania's EPCC contract (chlorine skid mounted chlor-alkali plant) – Valued at approx. RM295.26 million	Within 24 months	111.1	26.0	-	-
Estimated private placement expenses	Within 6 months	7.3	1.7	7.3	100.0
Total		427.2	100.0	7.3	1.7

# From the completion of private placement of 133,500,000 new ordinary shares (10% of the existing issued and paid-up share capital) issued at RM3.20 each \* As at 31 Mar 2018



# Dividend



#### **FYE2017 Dividend**







Total Dividend per Ordinary Share 6.8 Sen

# Total Pay-out RM99.89 Million

equivalent **30.3%** of Group's Profit After Tax

Dividend Policy At least 30% profit after tax attributable to the owners of Company

# **2018 Going Forward**

## **Growing From...**

#### **Continue Advancing with Our Core Operations**

#### **Current Orderbook – RM6.2B**

Working towards double-digit orderbook growth



#### More Potentials from Power/ Utility Industry & Assets Ownership



## **Growing From...**

## M&As of Company with Technologies & Skills Sets/ Parts Manufacturing

- To complement/ expand existing product & service offerings
- To provide access into new market
- Revenue stream diversification
- Cost efficiency



#### **IoT Expansion in Industry 4.0**

- 5% Internal target of revenue contribution from "Others" segment
- 3 Products developed by existing in-house team:







Digital clinical panel management system – partnering with the Malaysian Islamic Doctors Organization

QR-Code based payment carpark system

Digital content platform partnering with National Book Development Foundation

### **Pengerang Development**

#### **Pengerang Integrated Development**

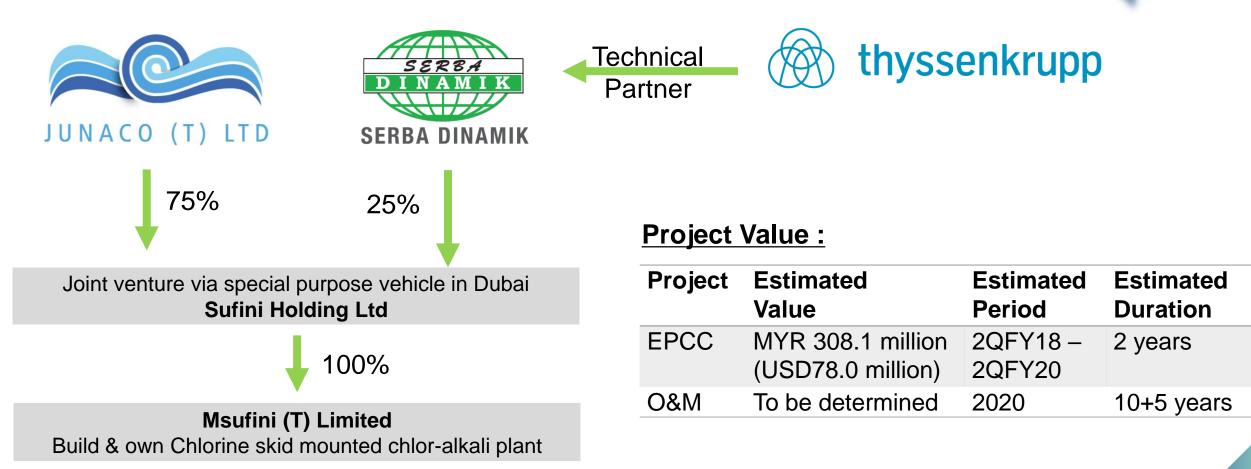
- To create Malaysia's 1st MRO & IRM Global Centre of Excellence with a self-contained supporting ecosystem to serve the regional demands
- Part of the Group's desire of building a MRO & IRM global empire



#### **Tanzania Development**

#### 45 MTPD Chlorine skid mounted chlor-alkali plant

Msufini Area, Mlandizi Ward, Kibaha District Coast Region, Tanzania

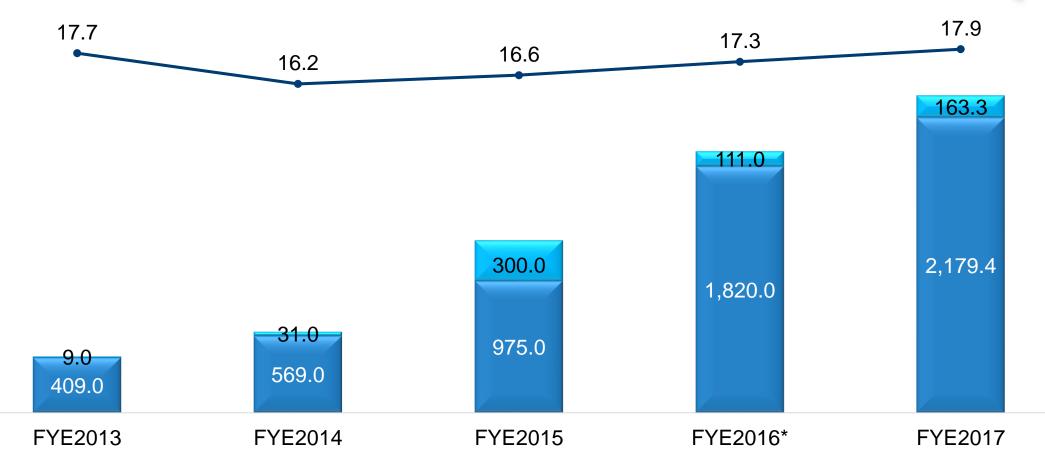


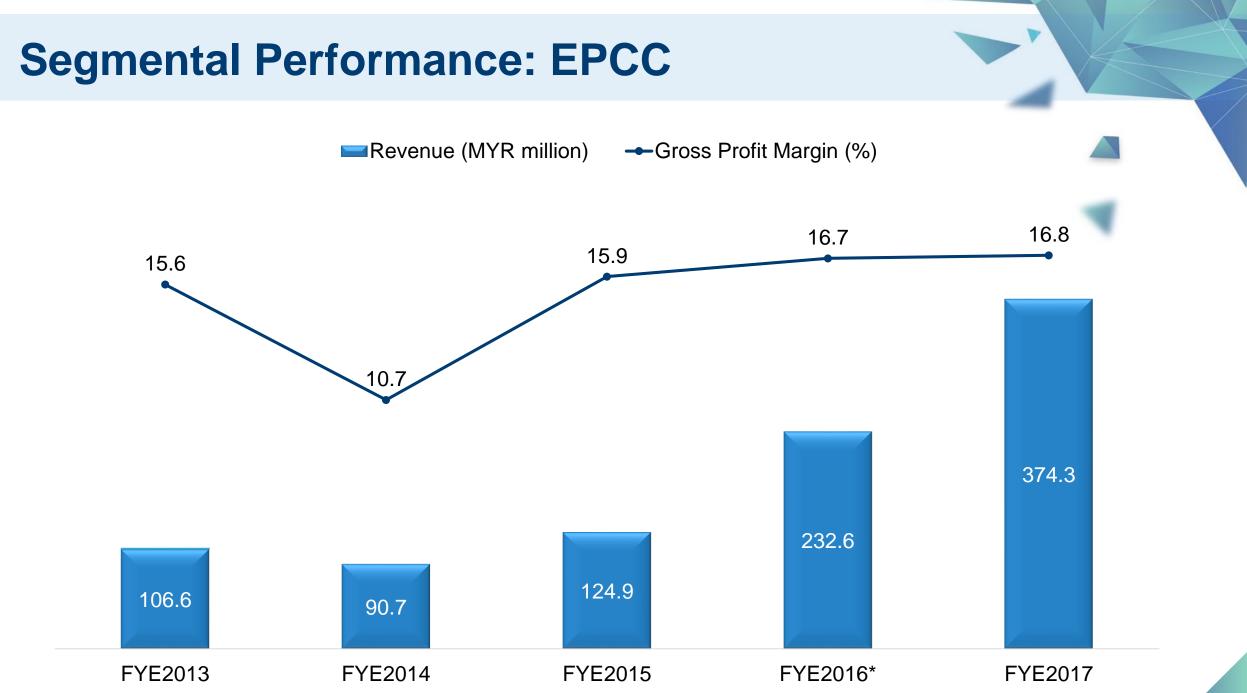




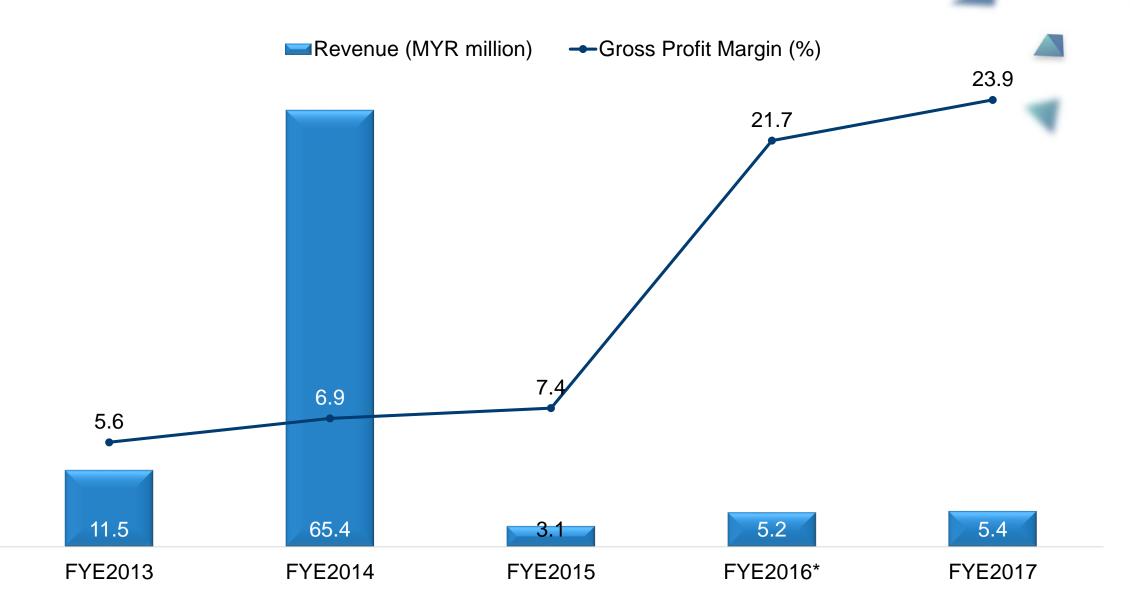
#### **Segmental Performance: O&M**

Revenue of Inspection, Repair & Maintenance (IRM) (MYR million)
Revenue of Maintenance, Repair & Overhaul (MRO) (MYR million)
Gross Profit Margin (%)





#### **Segmental Performance: Other Products & Services**



### **Sustainable Asset Ownership Model**

	Compressed Natural Gas (CNG) Plant	Water Treatment Plants	Hydropower Plants		Chlorine Skid Mounted Chlor-alkali Plant
Location	Muaro Jambi, Sumatra Indonesia	Kuala Terengganu Utara, Terengganu	Kota Marudu, Sabah	Singgor, Talang & Temenggor, Perak	Kibaha District Coast Region, Tanzania
Equity Ownership	51%	40%	30%	40%***	25%##
Capacity	2.5 MMSCFD	120 MLD & 28 MLD	29.1 MW (3 plants cumulatively)	60 MW (3 plants cumulatively)	45 MTPD
Investment Cost	RM 3.8 Million	RM 34.0 Million	RM 12.2 Million	RM 24.9 Million <sup>#</sup>	Approx. RM 16.3 Million <sup>###</sup>
EPCC	Completed (1Q2015-4Q2016)	RM 289.0 Million (2Q2017-2Q2019)**	RM 218.0 Million (4Q2016-3Q2018)	RM 560.0 Million (1Q2018-2Q2020)	RM 295.2 Million (2Q2018-2Q2020)
O&M	Approx. RM1.2 Million/ Year (Eliminated in consolidation)	Under negotiation	RM 4.5 Million/ Year (for 21 years)	RM 10.56 Million/ Year (for 21 years)	To be confirmed (10+5 years)
Approx. Equity Profit To be Recognised Annually*	RM 2.9 Million (Expected to turn profitable by 3Q2018)	RM 3.3 Million (RM 8.2 Million project profit/ year)	RM 3.0 Million (RM 9.4 Million project profit/ year)	Approx. RM 9.0 Million (RM 22.5 Million project profit/ year)	RM 4.1 Million (RM 16.3 Million project profit/ year)

###

\* Estimated value

\*\* For 28 MLD only. EPCC for 120MLD was awarded to SALCON

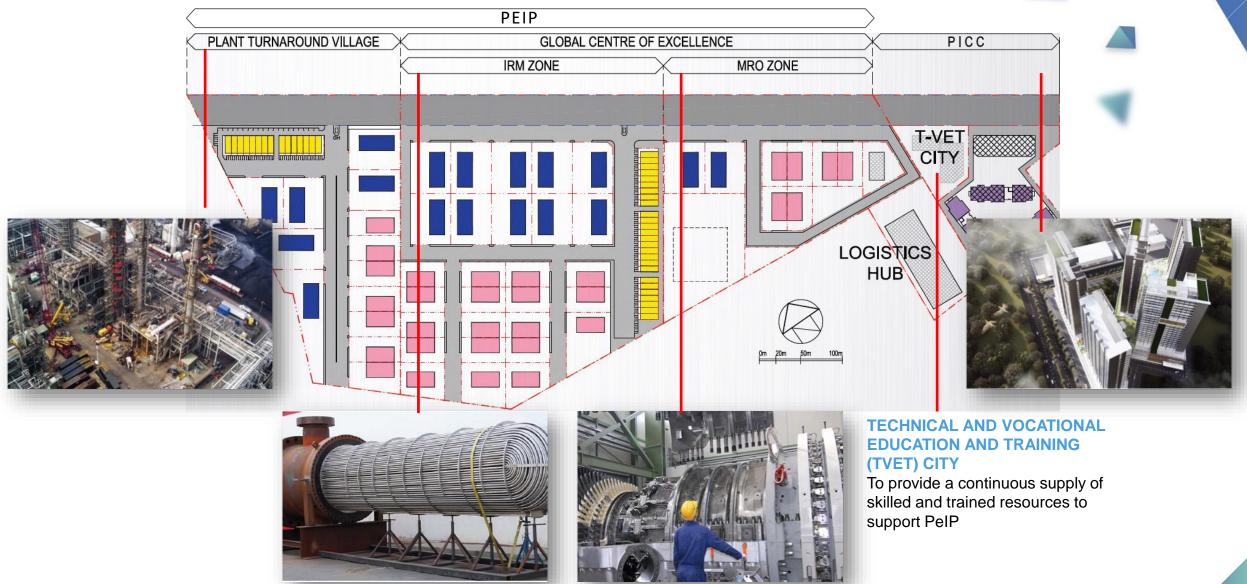
\*\*\* Partnering with Maju Holdings Sdn Bhd (30%) & Perak Hydro Renewable Energy Corporation Sdn Bhd (30%)

<sup>#</sup> To be funded with IPO proceeds

## Based on the debt equity ratio of 80:20. To be funded partly with proceeds raised from private placement

Partnering with Junaco (T) Limited, a leading supplier of water related solutions, which operates in more than 10 countries namely, Tanzania, South Africa, Mauritius, Netherlands, Malawi, Zambia, Uganda, Kenya, Democratic Republic of Congo and Dubai (UAE)

**Project Update** 



**Project Update (Cont'd)** 

Based on Estimates & Forecasts	Equity Planned To Hold	Land Size	Development Cost	Projected Revenue	Completion Timeline	
PelP	-	54.5 acres	RM 666 Million	-		
MRO Global Centre of Excellence	100%	11 acres	RM 140 Million	RM85 Million/ Year	40 2020	
IRM Global Centre of Excellence	45%	27 acres	RM 311 Million	RM518 Million*	4Q 2020	
Plant Turnaround Village	45%	15 acres	RM 170 Million	RM272 Million*		
T-VET City	45%	1.5 acres	RM 45 Million	RM64 Million*		
<b>PICC</b> Office Towers Service Apartments Residential Apartment Car Park Retail Podium Conference & Banquet Hall	To be determined	7.5 acres	RM450.0 Million	RM494.2 Million + Monthly rental of RM36 Million/ Year	4Q 2021	

**Project Update (Cont'd)** 

#### **Opportunities in Pengerang**



Pengerang Integrated Petroleum Complex



Tanjung Bin Petrochemical & Maritime Industrial Centre



Tanjung Langsat Industrial Complex



Tanjung Piai Integrated Petroleum & Maritime Industrial Park

20,000 acres of land comprising
Pengerang Integrated Complex
developed by PETRONAS at a cost of
USD27 billion (RM113 billion)

2,255 acres industrial development with 3 million m3 of oil storage in southwest Johor 5,000 acres industrial complex comprising 2 million m3 of oil storage; light, medium and heavy manufacturing base; and marine supply base 3,485 acres reclaimed land off the southwestern coast of Johor

**Project Update (Cont'd)** 

#### **Opportunities in the Power Generation Industry in Peninsular Malaysia**

- Gas and steam turbines, and boilers are the key equipment used in fossil fuel power generation plants that require regular MRO and IRM services
- In 2017, there were a total of **51** fossil fuel power generation plants in Peninsular Malaysia, out of which **8** were in Johor

Type of Licenses in	Number of Power Plants by Type of Fuel Source					
Peninsular Malaysia	Fossil Fuels	Hydro	Solar	Bio Waste & Landfill Gas	Industrial Process Waste Heat	
Tenaga Nasional Berhad	8	5	-	-	-	
Independent Power Producer	20	1	-	-	-	
Renewable Energy	-	4	227	23	-	
Private Licensed Co-Generation	16	-	-	1	3	
Public Licensed Co-Generation	7	-	-	-	3	
Less than 5 MW Self-Generation	1,406 (Mainly Bio Waste)					

**Project Update (Cont'd)** 

# **Opportunities in the Oil, Gas, Power Generation and Marine Industries in Singapore**



#### 2016 – Singapore:

- Used 95% natural gas for its power generation plants
- Has 8 gas-fired, 3 oil-fired and 4 waste-to-energy power plants
- Generated 51.6 terawatt of electricity, which is 40% of Malaysia

Source: Energy Market Authority (Singapore); Energy Commission Malaysia Source: Energy Information Administration, USA

Singapore refined 1.4 million barrels

of oil per day (bbl/d) compared to

Malaysia at 0.6 million bbl/d

2017 -

#### Source: International Enterprise Singapore



Singapore repaired 3,227 vessels. Market size of the ship repair sector in Singapore amounted to S\$4.86 billion (RM15 billion) in 2015



Singapore commands market share of:

- 70% in floating production storage and offload (FPSO) conversion
- 30% in jackup rigs and semisubmersibles new builds



# Thank you

For more information, Please refer to: <u>http://serbadinamik.com/</u> For Investor Relations, Please contact: +603 5511 3213/ +603 6201 4110 <u>serba.ir@serbadinamik.com</u> <u>sinsin@esente.com.my</u>

AGM Presentation is available on our website: <u>http://serbadinamik.com/agm.html</u>