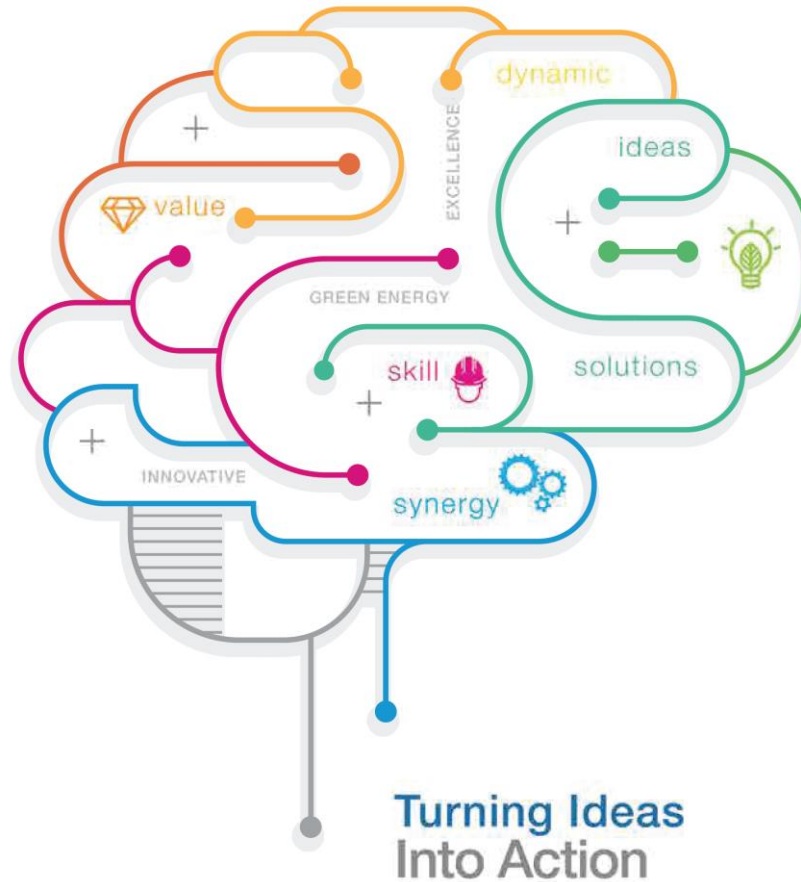
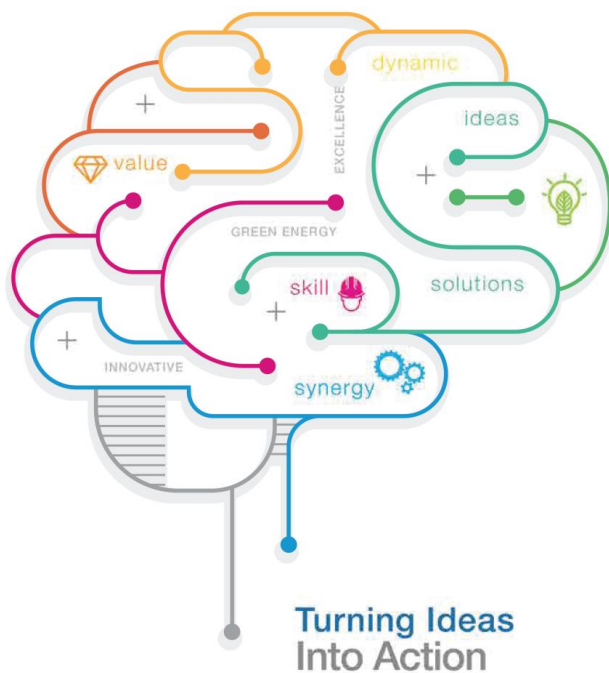


UEM Edgenta Berhad 54th Annual General Meeting



Contents

1. Overview and Highlights
2. Business Performance
3. Capital Structure
4. Shareholder Return
5. Outlook and Strategy
6. Conclusion and Key Messages
7. Response to MSWG Questions



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Section 1

Overview and Highlights



OUR YEAR IN SUMMARY

We accomplished what we set out to do

1

Growth of business

- Acquisition of UEMS
- Acquisition of KFM
- First year of new Township Management Services
- New Utilities Relocation service by Infra Services

2

Regional expansion

- Regional footprint expanded to Singapore, Taiwan, Indonesia and UAE
- Now present in 12 countries

3

Technology & innovation

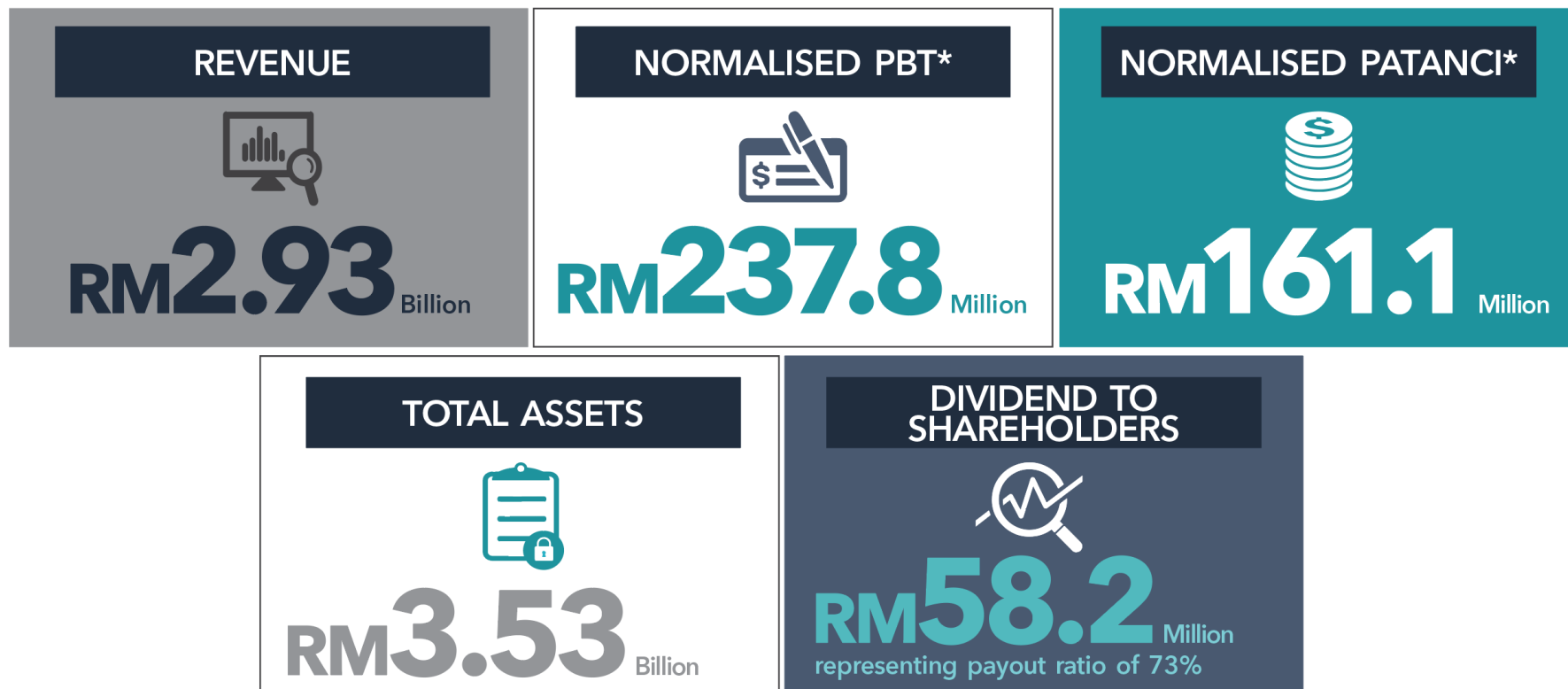
- Established the Command & Contact Centre
- Community Management platform deployed
- Partnership with Microsoft for Smart FM Services

4

Integration & rationalization

- Increased collaboration, cross-selling and insourcing between divisions

FY2016 KEY FINANCIAL HIGHLIGHTS



* Normalised PBT and Normalised PATANCI are derived after excluding one-off goodwill impairment for Opus Stewart Weir ("OSW") in Canada and the Australian operations, the impairment loss on a 49.9% joint venture of OSW, as well as the acquisition expenses for Asia Integrated Facility Solutions Pte Ltd and KFM Holdings Sdn Bhd.



Section 2

Business Performance

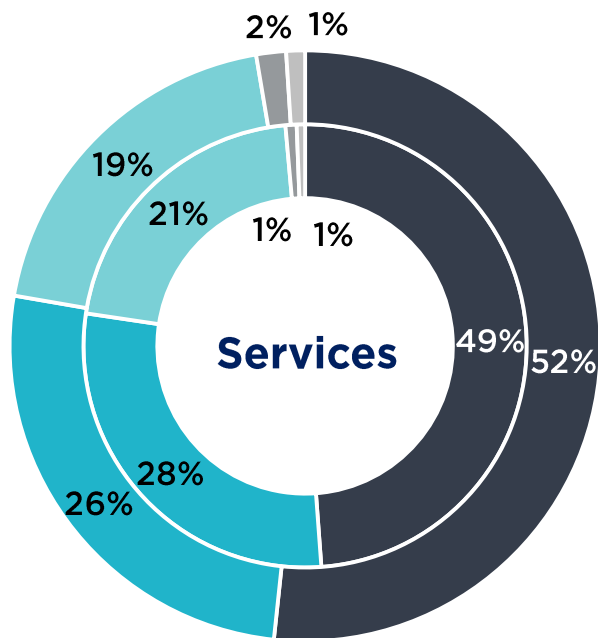
OUR FINANCIAL REPORT CARD

		<u>2015</u>	<u>2016</u>		
Business Performance	Revenue	RM 3.12 bil	RM 2.93 bil	↓	- 6.1%
	Normalised PBT	RM 350.8 mil	RM 237.8 mil	↓	- 32.2%
Capital Structure	Borrowings	RM 374.3 mil	RM 989.7 mil	↑	164.4%
Shareholder Return	Dividend Payout Ratio	64%	73%	↑	9.0%

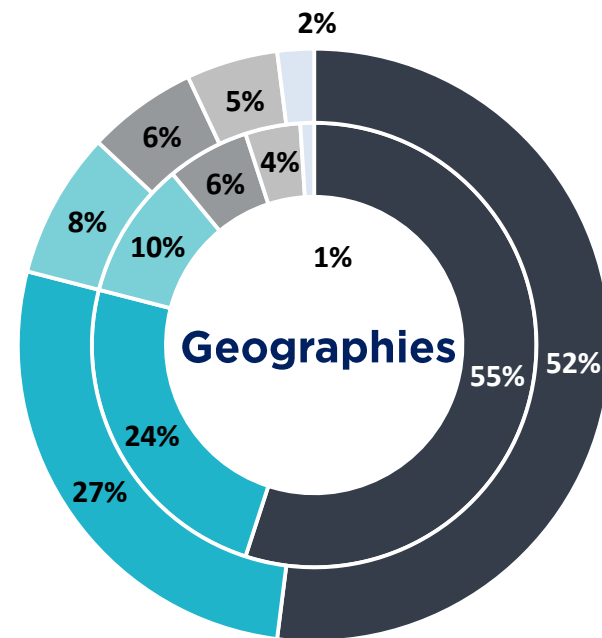
REVENUE BREAKDOWN



REVENUE
RM2.93 bil – FY2016



- Asset Consultancy
- Infrastructure Services
- Integrated Facilities Management
- Property Development
- Others

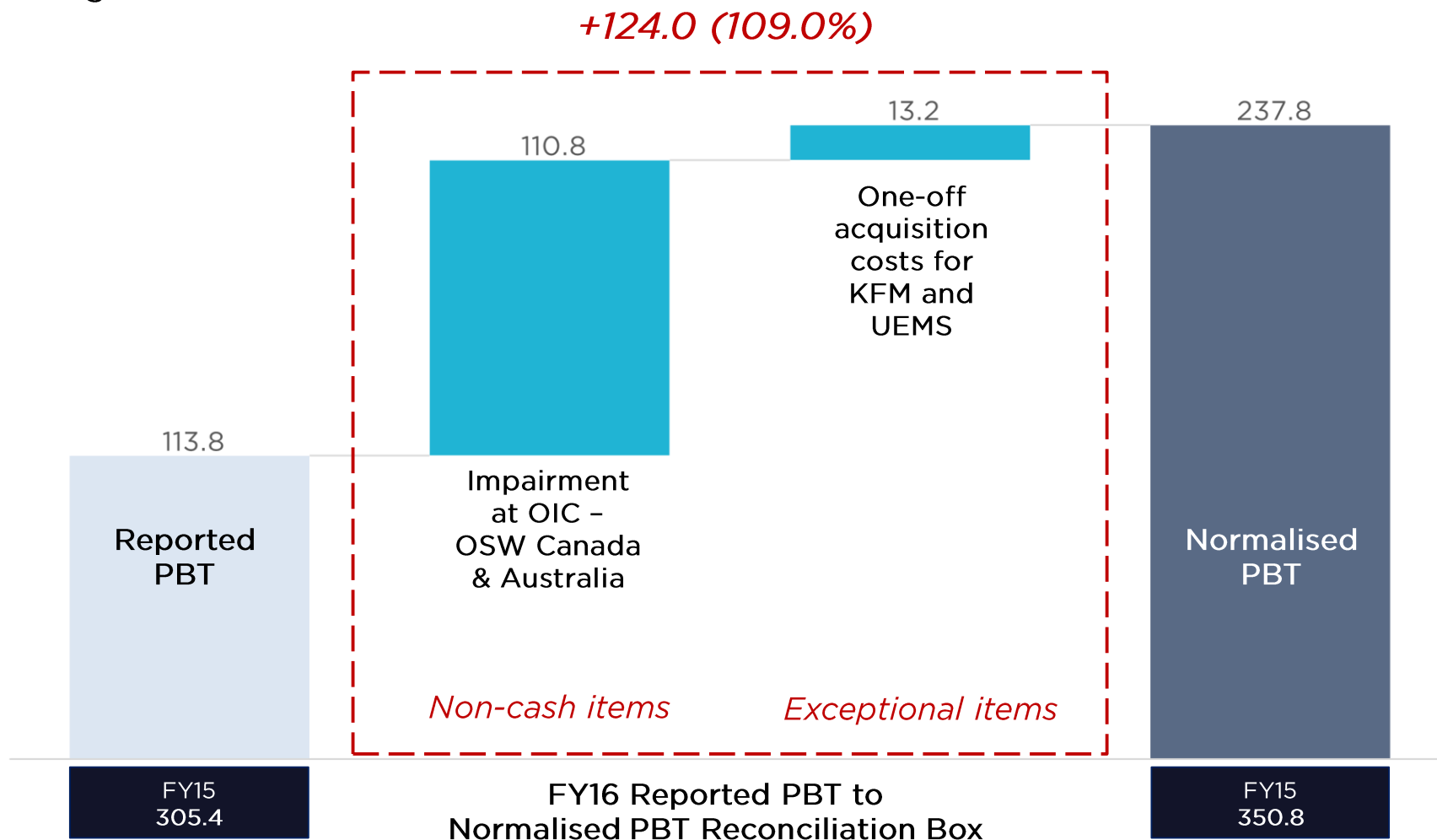


- Malaysia
- NZ
- Canada & USA
- UK
- Australia
- Others

FY2016 NORMALISED PBT IS RM237.8 MIL

After adding back Non-Cash & Exceptional Items in Reported PBT

Figures in RM'mil



OUR SERVICE OFFERINGS IN 2016

Asset Consultancy



Infra Services



Healthcare Services



Facilities Services



Energy Services



Township Management Services



Environmental & Material Testing Services



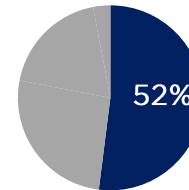
ASSET CONSULTANCY

Weathered through headwinds and projecting a better year ahead

- ▶ Opus Malaysia is well placed to participate in national infrastructure projects such as the **Pan Borneo Highway**
- ▶ Opus International Consultants (OIC) is moving from geographic focus to global sector focus: **Transport, Buildings and Water**
- ▶ We fully **impaired the geomatics business** in Canada and **closed some offices** in Australia.
- ▶ We also intend to strengthen our **presence in Indonesia**.

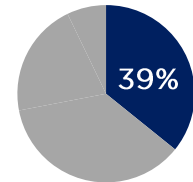
Revenue
RM 1.52 bil
▼ 0.7%

Share of
UEMED's Rev %



Normalised PBT
RM 92.6 mil
▼ 25.1%

Share of
UEMED's NPBT %



Women And Children Hospital



Auckland Motorway, New Zealand

INFRA SERVICES

Completion of one-off projects in 2016

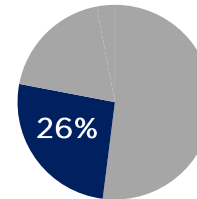
- ▶ We now manage and maintain **over 2,500km of expressways and roads** across the nation
- ▶ **Completion of one-off projects** include Fourth Lane Widening works in 2015 and Bayan Lepas Expressway in Q2-2016
- ▶ New project wins in 2016: 5-year Routine Maintenance contract for the **East Coast Expressway 2 (“ECE2”)** & **Utilities Relocation works worth RM87.0mil** for the MRT2 project
- ▶ Setting up **PT Edgenta PROPEL** and establish a **presence in Indonesia**



North-South Expressway

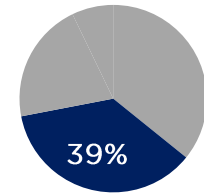
Revenue
RM 763.2 mil
▼14.3%

Share of
UEMED's Rev %



Normalised PBT
RM 93.6 mil
▼22.7%

Share of
UEMED's NPBT %



Cikopo-Palimanan toll road

INTEGRATED FACILITIES MANAGEMENT (IFM)

Grew commercial healthcare and green IFM businesses from UEMS and KFM acquisitions

Healthcare
Services



Facilities
Services



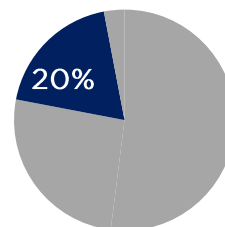
Energy
Services



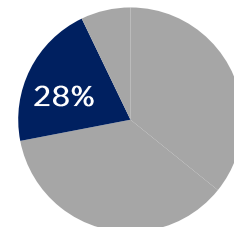
Revenue
RM 575.0 mil
▼13.3%

Normalised PBT
RM 64.5 mil
▼44.7%

Share of
UEMED's Rev %



Share of
UEMED's NPBT %



Revenue		
RM 460.8 mil	RM 113.9 mil	RM 0.3 mil
Normalised PBT		
RM 46.0 mil	RM 18.5 mil	-



Biomedical Engineering
Maintenance Services (BEMS)



Portering services



Medini township in Nusajaya,
Johor



Command and Contact
Centre

IFM – HEALTHCARE SERVICES

Outperformed other concessionaires, further cementing our status as the foremost HSS provider

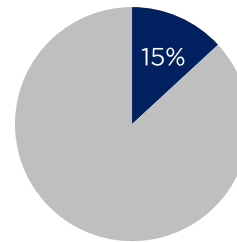
- ▶ First full-year of providing HSS to public hospitals in Northern region, following a **new Concession Agreement (“nCA”)**
- ▶ **First to obtain all 4 management systems certifications** for the nCA 12 months ahead of schedule
- ▶ **Achieved 1-star Energy Management Gold Standard (“EMGS”) rating** for 6 hospitals by ASEAN Energy Management Scheme (“AEMAS”)



Hospital Sultanah Bahiyah, Alor Setar - certified as 1-star EMGS

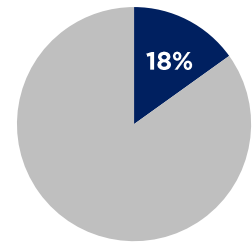
Revenue
RM 443.3 mil
▼32.0%

Share of
UEMED's Rev %



Normalised PBT
RM 42.3 mil
▼63.4%

Share of
UEMED's NPBT %



Hospitals Maintained by UEMEd are certified by AEMAS

IFM – HEALTHCARE SERVICES (UEMS)

Growth of our commercial business via the successful acquisition of UEMS

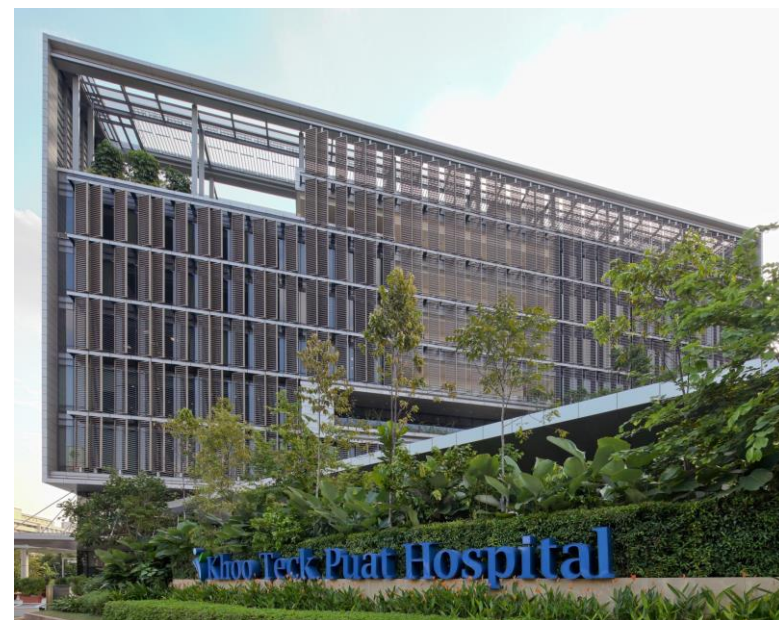
- ▶ The acquisition of UEMS allows us to grow the commercial healthcare market segment
- ▶ Numerous new contract wins in all three of its markets; including:
 - ▶ **Singapore:** National University Hospital Singapore Pte Ltd & Bright Vision Hospital
 - ▶ **Taiwan:** Kaohsiung Veterans General Hospital & Taichung Veterans General Hospital
 - ▶ **Malaysia:** Island Hospital & Assunta Hospital
- ▶ Received **Enterprise 50 (“E50”) 2016 Award** for the 2nd time and **ranked Top 3** out of the 50 recipient companies in 2016

Revenue
RM 17.5 mil*

Normalised PBT
RM 3.7 mil*

** Share of contribution from Healthcare - Commercial to UEMEd's total revenue and NPBT is minimal at 1% and 2% as the acquisition of UEMS was completed on 15 Dec 2016 (only 2 weeks results of UEMS were consolidated)*

Selected Key Clients of UEMS



Khoo Teck Puat Hospital managed by UEMS

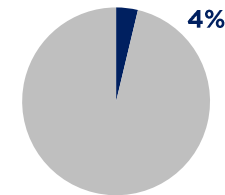
IFM – FACILITIES SERVICES

Growth of our solutioning capabilities via the successful acquisition of KFM

- ▶ **Acquisition of KFM** enhances our provision of innovative solutions for the built environment that are **green, smart and connected**
- ▶ Contract wins for 2016 include **Malaysia Airlines Berhad, Silterra Malaysia Sdn Bhd, Tune Hotels, and Deira Zone 3** awarded by WASL (Dubai).
- ▶ KFM was **awarded Malaysia Productivity and Innovation Class membership** by the Malaysia Productivity Corporation and **Commercial Project Leadership Award** at the Malaysia Green Building Confederation (MGBC) Annual Dinner & Awards 2016

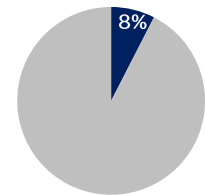
Revenue
RM 113.9 mil

▲ **>100%**
Share of
UEMED's Rev %



Normalised PBT
RM 18.5 mil

▲ **>100%**
Share of
UEMED's NPBT %



Lift maintenance performed as part of FEMS services

Selected Key Clients of KFM



IFM – ENERGY SERVICES

Command and contact centre commenced operations as of Q4 2016
Enhanced service offerings via partnership with Microsoft Malaysia

- ▶ Incorporated **Edgenta Energy Projects Sdn Bhd (EEP)**, which facilitates the financing of energy projects
- ▶ Following from last year, we are monitoring the energy consumption of **33 government hospitals** that is managed under our concession in Peninsular Malaysia
- ▶ Signed 3 year **partnership with Microsoft Malaysia** to develop **Smart Facilities Management Solutions**



Microsoft Azure IoT Hub and Machine Learning now powers our CnC

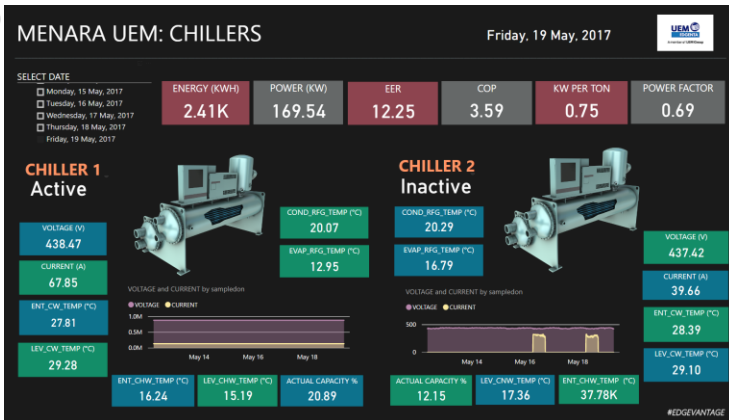


GBI consulting services provided to Tune Hotel, KLIA2

PARTNERSHIP WITH MICROSOFT MALAYSIA

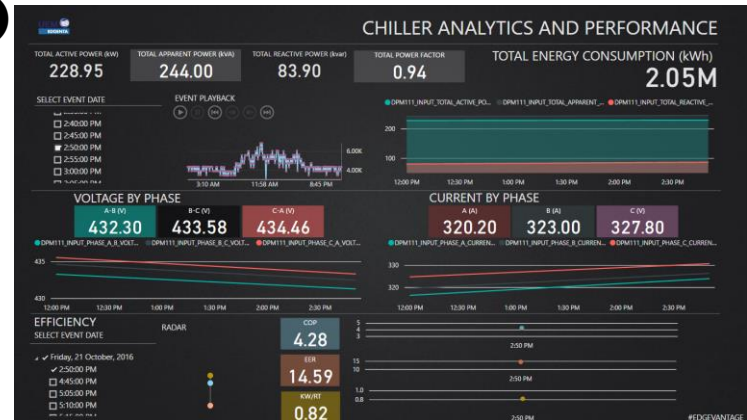
Case Study: Chillers

1



Overview of chiller performance

2



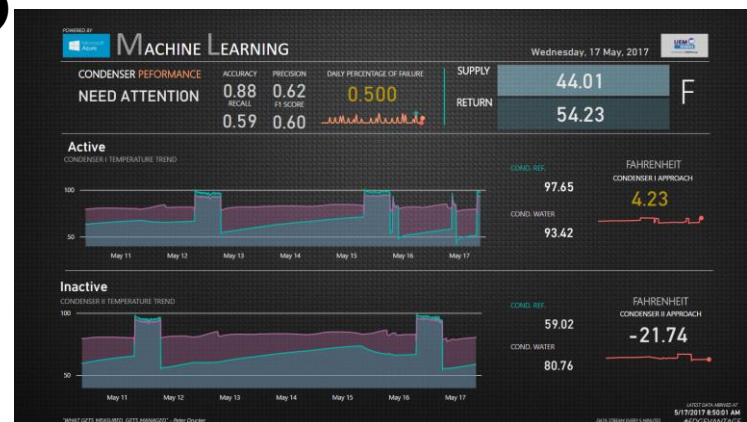
Analytics and performance based on various parameters

3



Enhanced analytics based on user-defined parameters – Comfort Performance

4



Machine learning on Comfort Performance using Microsoft Azure

OTHERS - TOWNSHIP MANAGEMENT SERVICES

New township management service launched

- ▶ Our township management business now services
 - 17 residential and commercial buildings, the Medini Town estate, and
 - 3 commercial buildings in South Johor

Revenue
RM 15.8 mil

Normalised PBT
RM 1.4 mil

No variance is shown here as this is the first year Township Management Services is recognised as a business unit



The Medini Township



Bangunan Sultan Ismail, Nusajaya maintained as part of Township Management Services

PROPERTY DEVELOPMENT

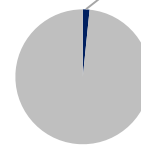
New development, Chymes, completed with CCC



Revenue
RM 47.7 mil
▲ 88.5%

Share of
UEMED's Rev %

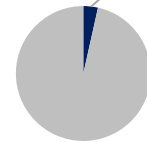
2%



Normalised PBT
RM 8.6 mil
▲ >100%

Share of
UEMED's NPBT %

4%



- ▶ **Chymes completed** and ready for moving in since **April 2017**
- ▶ Located at Jalan Gurney, within a **2km radius** from KLCC
- ▶ A **Green Building Index (GBI)** certified building
- ▶ Facilities include:
 - Infinity pool with a view of KLCC
 - Sky gym, BBQ areas
 - Hammock gardens
 - In-house kindergarten and cafeteria
 - Multi-purpose hall and squash court

A long-exposure photograph of a multi-lane highway at night. The image shows numerous bright, white, curved light trails from cars moving along the road, creating a sense of motion and flow. The background is dark, with some blurred lights from buildings or streetlights in the distance. A solid blue rectangular box is overlaid on the upper left portion of the image, containing the text for the section header.

Section 3

Capital Structure

CHANGES TO OUR CAPITAL STRUCTURE

Gearing Ratio
remains healthy at
0.64x

▲ 0.4x

Increase in
acquisition funding
to acquire UEMS

RM575.9 million

Increase in debt from
**consolidation of
KFM** balance sheet

RM109.7 million

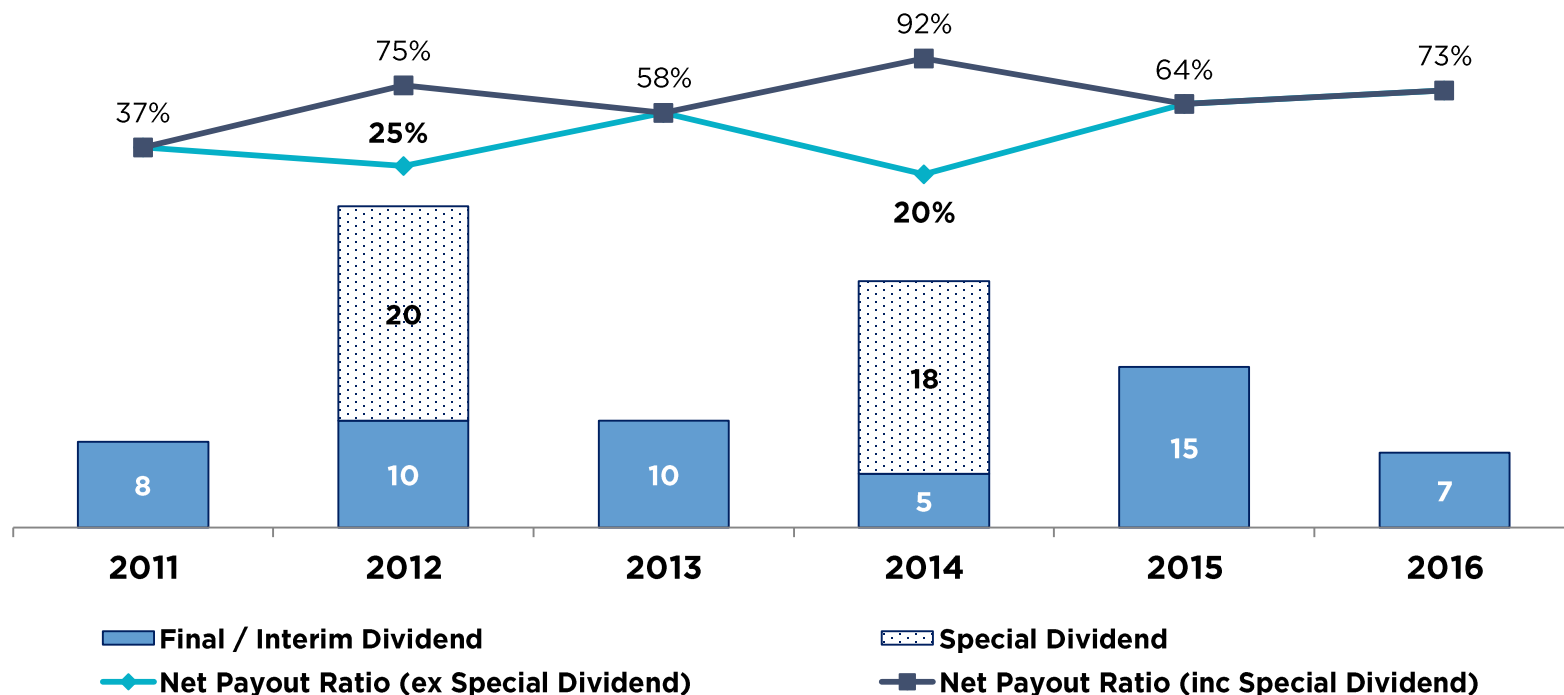
Section 4

Shareholder Return



DIVIDEND

Dividend payout of 7 sen (73% ratio) for FY2016 exceeds our Dividend Policy of distributing up to 70% of PATANCI



Dividend policy unchanged
Up to 70% of PATANCI

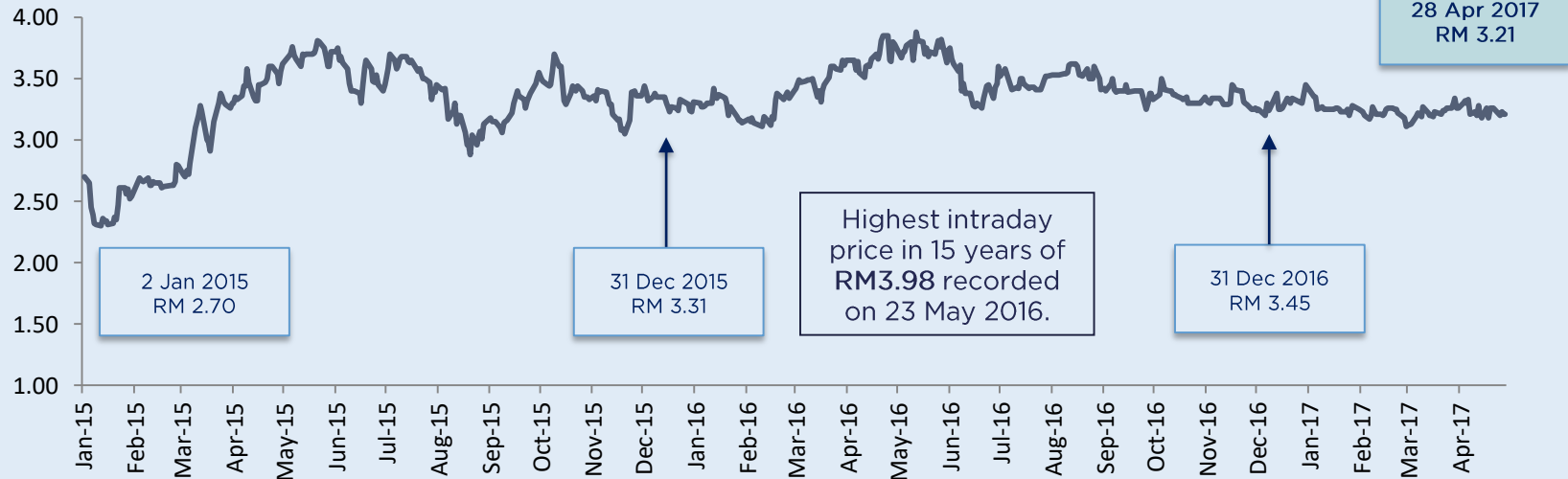
SHARE PRICE PERFORMANCE

23% increase in Market Capitalisation

(from RM2.20 billion on 2 January 2015 to RM2.70 billion as at 28 April 2017)

Total Shareholder Return of
35.2%

UEM EDGENTA SHARE PRICE (2ND JANUARY 2015 – 28TH APRIL 2017)



AWARDS



BrandLaureate Most Sustainable Brand Awards 2016-2017
Brand Excellence in Integrated Assets Solutions Winner



2017 Frost & Sullivan Malaysia Facilities Management Company of the Year Award for 2nd Year Running



2016 Frost & Sullivan Malaysia Facilities Management Company of the Year Award



FTSE4Good

Inclusion in FTSE4Good Bursa Malaysia Index for Strong Environmental Social & Governance Practices for 2nd Year Running



New Civil Engineer 100 Company of the Year 2016 Award won by Opus International Consultants



Energy Management Gold Standard (EGMS) Certification One Star rating received by Edgenta Mediserve for 6 hospitals



Malaysia Productivity & Innovation Class (MPIC) Membership received by KFM Holdings



Commercial Project Leadership Award awarded by the Malaysia Green Building Confederation (MGBC) to KFM Holdings



Forbes Asia's "Best Under A Billion" 2015

A low-angle, black and white photograph of a modern skyscraper with a glass facade. The building's structure is composed of a grid of dark metal frames and large glass panels. The perspective is looking up from the base of the building, creating a sense of height and scale. The sky is visible in the upper right corner, showing a grid of lines that might be part of another building or a structural element. The overall image has a clean, architectural feel.

Section 5

Outlook and Strategy

UEM EDGENTA MOVING FORWARD

Streamlined to provide 3 Key Offerings across 4 Sectors

Asset
Consultancy



Infra
Services



Healthcare
Services



Facilities
Services



Energy
Services



Township
Management
Services



Environmental &
Material Testing
Services



STREAMLINED BUSINESS SEGMENTATION

CONSULTANCY



SERVICES



SOLUTIONS



HEALTHCARE



INFRASTRUCTURE



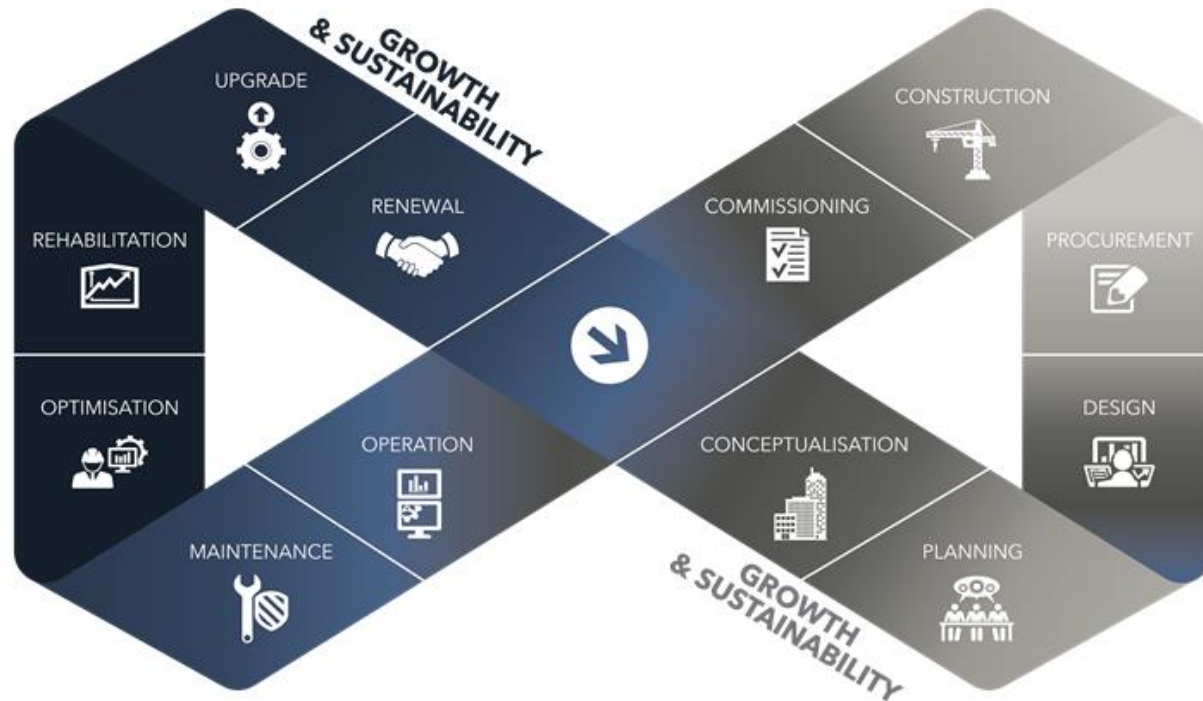
REAL ESTATE



WATER

SERVICING THE ASSET LIFE CYCLE

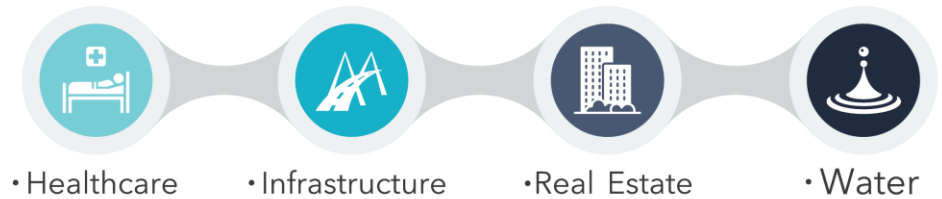
End to end services in 3 key offerings across 4 core sectors



3 OFFERINGS



4 SECTORS



HEALTHCARE SECTOR

Expand commercial business and drive cost efficiencies

UEMED Key Focus Areas for 2017

1

New markets:
Taiwan and
Singapore (via
UEMS)

2

Expand commercial
healthcare business

3

New technology
applications



Leverage on UEMS' markets in Singapore and Taiwan



Expand offerings to
the commercial
sector via UEMS



Utilising
technology to
provide
enhanced
services

INFRASTRUCTURE SECTOR

New contracting and service delivery model to keep us at the forefront of network management consultancy and maintenance space

UEMED Key Focus Areas for 2017

1

New contracting and service delivery model

2

Technology enablers

3

New markets: Indonesia (PT Edgenta Propel)



Enhanced service delivery under new model



Technology applications in delivering an enhanced service



Network maintenance contract in for CIKOPO – PALIMANAN Highway, Indonesia

REAL ESTATE SECTOR

Technology-enabled to provide community focused solutions



CnC enables real time data for enhanced service levels



Township management services in Medini



Dubai Creek Golf Club managed by KFM



KLCC GBI Project by KFM

WATER SECTOR (OIC)

Providing services to the global water sector

UEMED Key Focus Areas for 2017

1

Expand wastewater and asset management practices

2

Growing water-in-agriculture capability

3

Innovation in water conveyancing



Wastewater project undertaken by OIC



Agricultural requirements in New Zealand offers an opportunity for growth



Water conveyance systems delivered by OIC project

Q1 2017 RESULTS

33.2% increase in PATANCI compared to Q1 2016 to RM27.3 mil

		<u>Q1 2016</u>	<u>Q1 2017</u>		
Business Performance	Revenue	RM 651.8 mil	RM 769.0 mil	↑	18.0%
	PBT	RM 26.5 mil	RM 47.2 mil	↑	78.1%
	EBITDA	RM 35.8 mil	RM 70.2 mil	↑	96.0%
	PATANCI	RM 20.5 mil	RM 27.3 mil	↑	33.2%

A black and white long-exposure photograph of a multi-lane highway at night. The image shows numerous bright, curved white light trails from car headlights and taillights, creating a sense of motion and speed. The road surface is dark, and the background is blurred, showing some distant lights and structures.

Section 6

Conclusion and Key Messages

CONCLUSION AND KEY MESSAGES



A member of UEM Group

- ▶ Streamlined our business by providing **3 offerings across 4 sectors** to deliver **better value** to clients and **unlock capabilities** within the Company
- ▶ Our focus for 2017 will be on **Operational and Organisational Excellence** as well as to embed a **strong HSE culture** within the organisation
- ▶ **Technology** will be at the forefront of how we do things.
- ▶ You are investing in a Company shaping and driving **Total Asset Solutions** in business, and **delivering value to shareholders**



THANK YOU