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# Financial Results Q4 FYE 2018

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# FYE 2018 Result

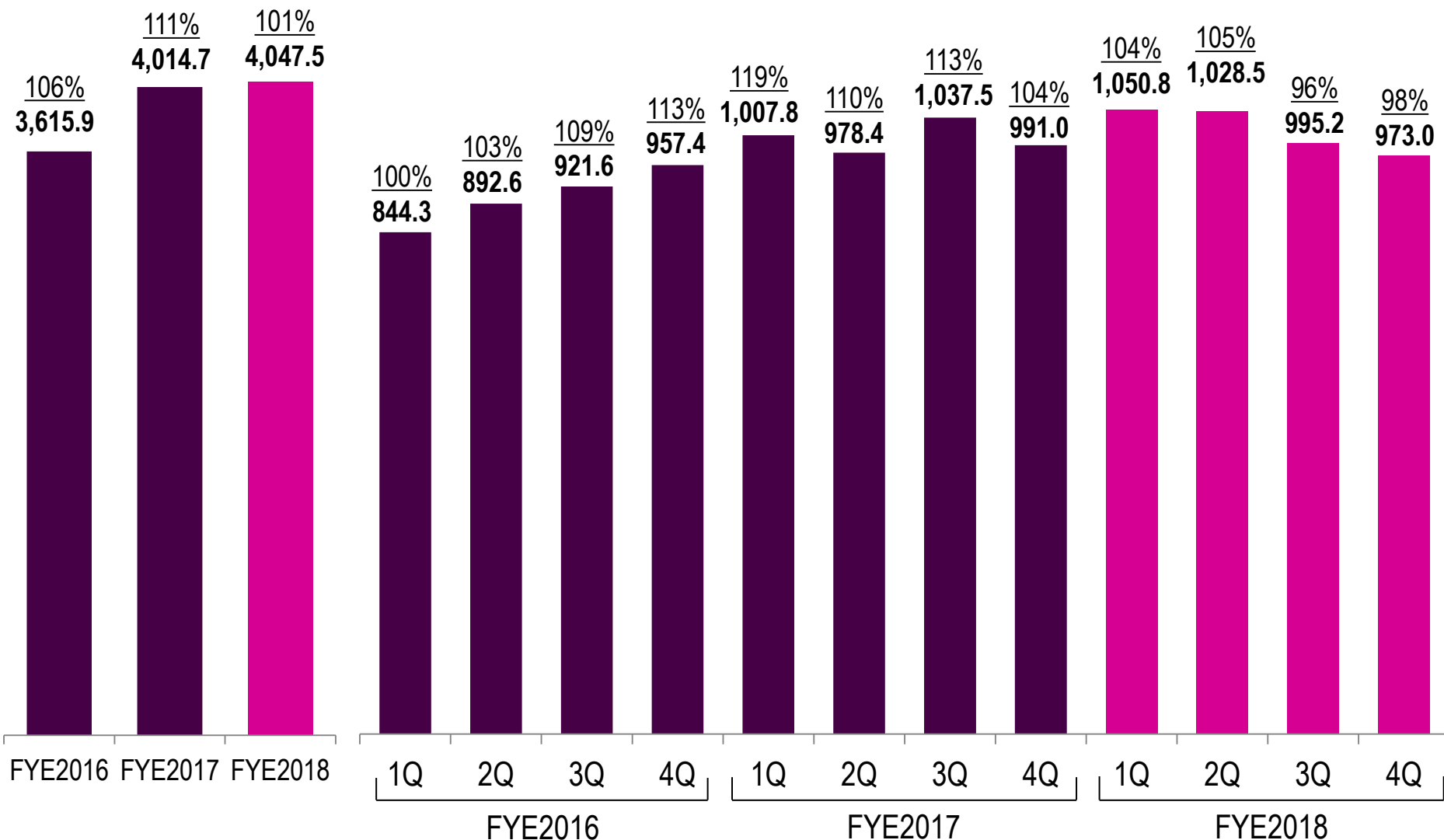
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- Motorcycle Easy Payment recorded a growth of 19% compared to previous year , through the Premium Moped expansion.
- General Easy Payment sales recorded 99% against LY due to weak retail market sentiment.
- Auto Finance sales recorded 88% against LY aligned to asset quality management.

<i>(Unit: RM'million,%)</i>	1HY	% LY	2HY	% LY	FYE 2018	% YoY
Credit Card Business	585.676	109	660.633	116	1,246.309	113
Easy Payment Business	1,018.460	99	920.480	93	1,938.940	96
Personal Finance	475.174	114	387.109	83	862.283	97
<b>Total Transaction Volume</b>	2,079.309	105	1,968.222	97	4,047.531	101
Total Income	671.847	115	689.759	108	1,361.606	111
Total Expenses	474.185	111	489.086	110	963.271	111
<b>Profit Before Tax</b>	<b>197.662</b>	<b>126</b>	<b>200.673</b>	<b>104</b>	<b>398.335</b>	<b>113</b>
Corporate Tax	50.465	128	47.813	102	98.278	114
<b>Net Profit</b>	<b>147.197</b>	<b>125</b>	<b>152.860</b>	<b>104</b>	<b>300.057</b>	<b>113</b>

■ YTD Sales recorded at RM4.05 billion, 101% YoY

% YoY  
(RM'million)



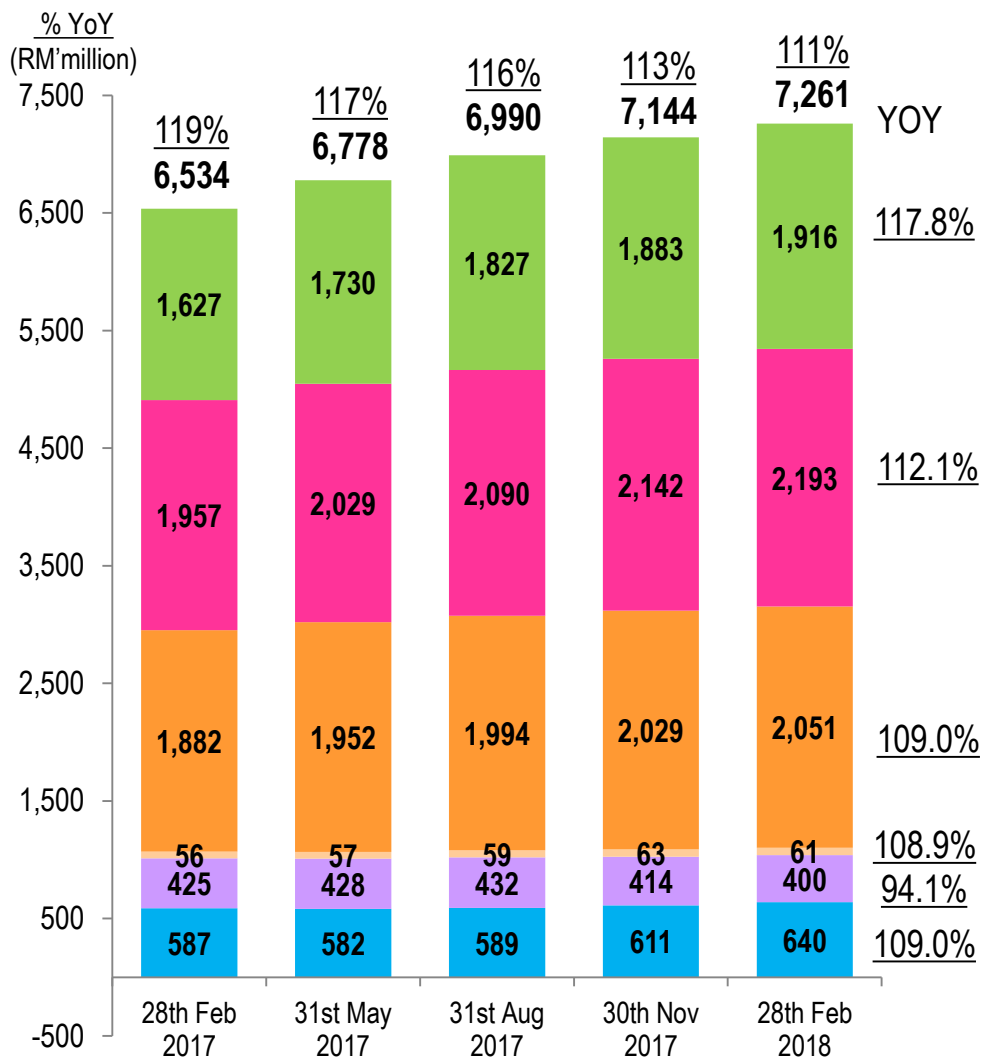
(Unit: RM'million,%)	28 <sup>th</sup> Feb 2017	28 <sup>th</sup> Feb 2018	% Share	% YoY
Credit Card(CC)	586.680	639.890	8.3	109
General Easy Payment(GEP)	424.941	399.634	5.2	94
Motorcycle Easy Payment(MEP)	1,882.458	2,050.957	26.6	109
Automobile Financing(AF)	1,957.237	2,193.841	28.5	112
Personal Financing(PF)	1,626.732	1,915.652	24.9	118
SME Business(SME)	56.475	61.025	0.8	108
<b>Financing Receivables</b>	<b>6,534.523</b>	<b>7,260.999</b>	<b>94.2</b>	<b>111</b>
Impairment Loss Provision	(152.194)	(162.831)	(2.1)	107
Other assets	896.031	607.517	7.9	68
<b>Total Assets</b>	<b>7,278.360</b>	<b>7,705.685</b>	<b>100.0</b>	<b>106</b>
<b>Total Liabilities</b>	<b>6,047.373</b>	<b>5,848.182</b>	<b>75.9</b>	<b>97</b>
<b>Shareholders' Funds</b>	<b>1,230.987</b>	<b>1,857.503</b>	<b>24.1</b>	<b>151</b>
<b>Total Equity and Liabilities</b>	<b>7,278.360</b>	<b>7,705.685</b>	<b>100.0</b>	<b>106</b>

<i>(Unit: RM'million,%)</i>	Q4 FYE 2018	% YoY	12M FYE 2018	% YoY	% Share
Credit Card	29.917	102	115.400	107	8
General Easy Payment	28.009	94	118.736	97	9
Moped Easy Payment	69.599	109	275.197	112	20
Superbike Easy Payment	26.408	98	109.261	104	8
Automobile Financing	70.123	108	276.577	114	20
Personal Financing	83.581	113	333.687	123	25
SME Business	1.536	97	6.264	93	1
<b>Total Revenue</b>	<b>309.173</b>	<b>106</b>	<b>1,235.122</b>	<b>112</b>	<b>91</b>
Other income	38.751	92	126.484	105	9
<b>Total Income</b>	<b>347.924</b>	<b>105</b>	<b>1,361,606</b>	<b>111</b>	<b>100</b>

<i>(Unit: RM'million,%)</i>	Q4 FYE 2018	% YoY	12M FYE 2018	% YoY	% Share
Impairment loss on receivables	82.241	107	335.920	110	35
Personnel expenses	48.953	110	198.934	109	20
Other operating expenses	53.079	100	200.305	110	21
<b>Operating Expenses</b>	<b>184.273</b>	<b>106</b>	<b>735.159</b>	<b>110</b>	<b>76</b>
Funding Costs	57.681	110	227.311	114	24
Other expenses	0.604	0	0.801	0	0
<b>Total Expenses</b>	<b>242.558</b>	<b>107</b>	<b>963.271</b>	<b>111</b>	<b>100</b>



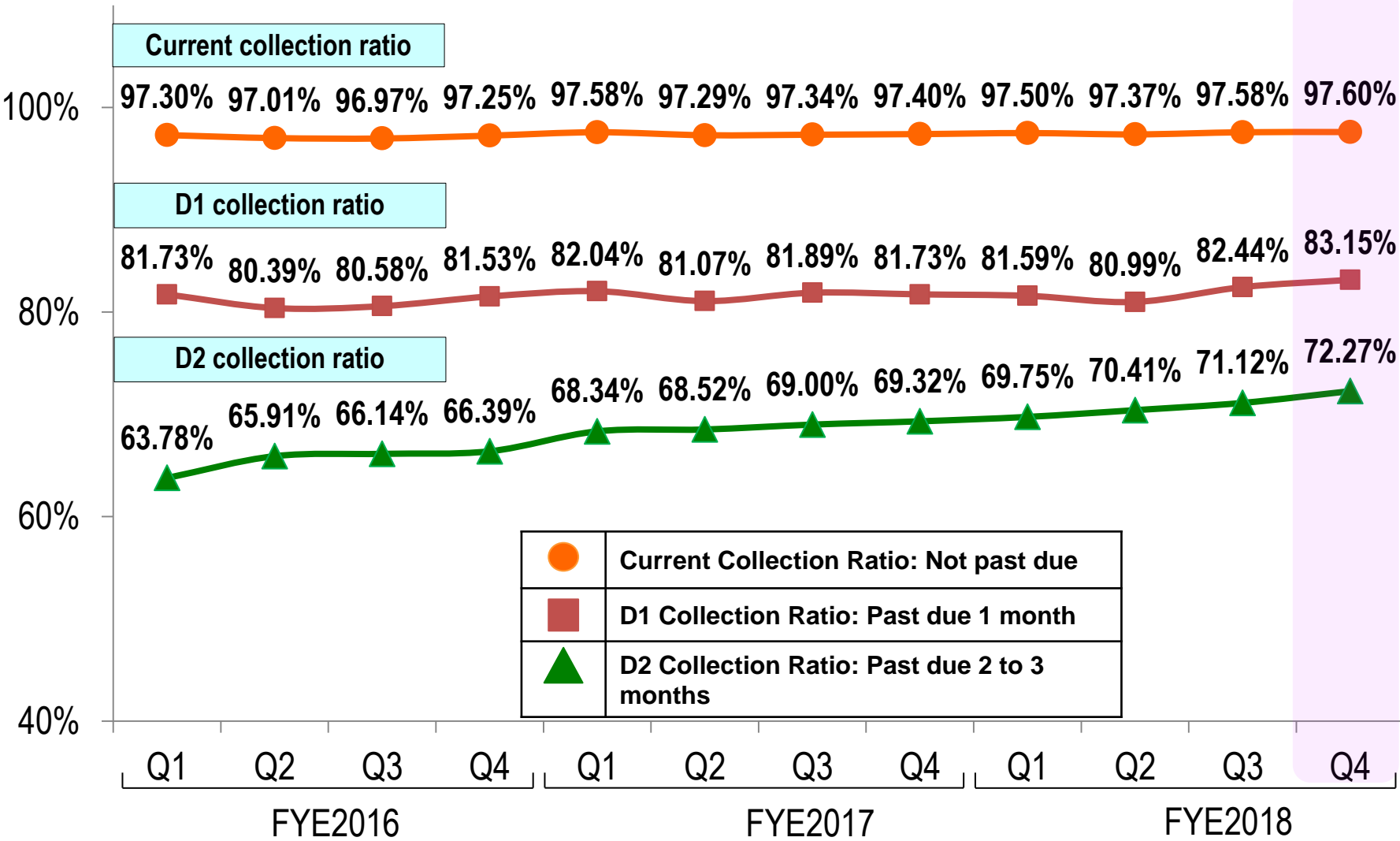
- Total financing receivables recorded at RM7.26 billion, a growth of 11% against LY.
- Personal Financing recorded the highest increase at 18%.



## <Product Share Movement>

Product	28 Feb 2017	28 Feb 2018	YoY
PF	24.9%	26.4%	+1.5%
AF	30.0%	30.2%	+0.2%
MEP	28.8%	28.3%	-0.5%
SME	0.8%	0.8%	0.0%
GEP	6.5%	5.5%	-1.0%
CC	9.0%	8.8%	-0.2%

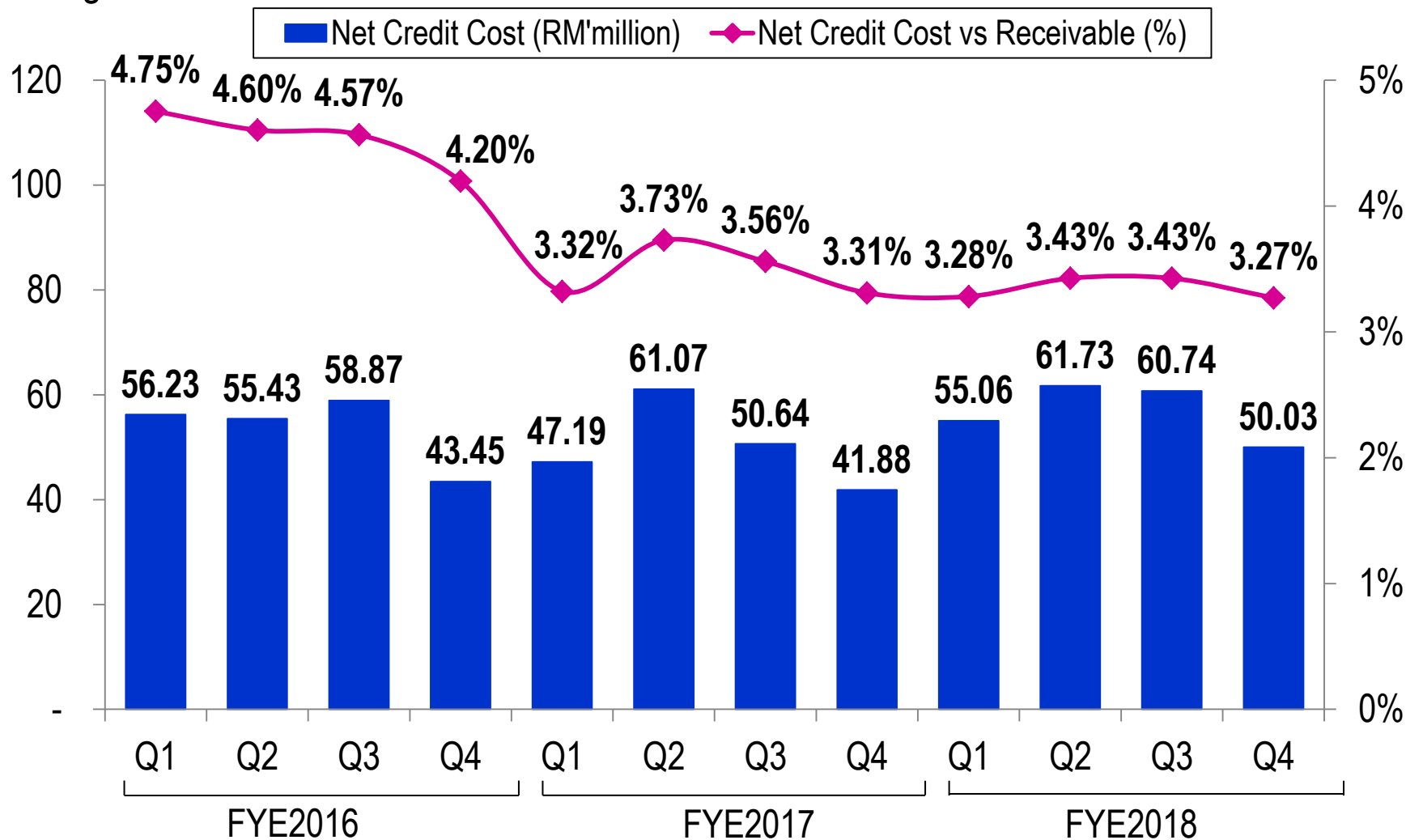
- Collection performance was stable in 12M FYE2018
- Improvement in Current (+0.20%) and D1 (+1.42%) and D2 (+2.95%) YoY



# Net Credit Cost (NCC) vs Receivables

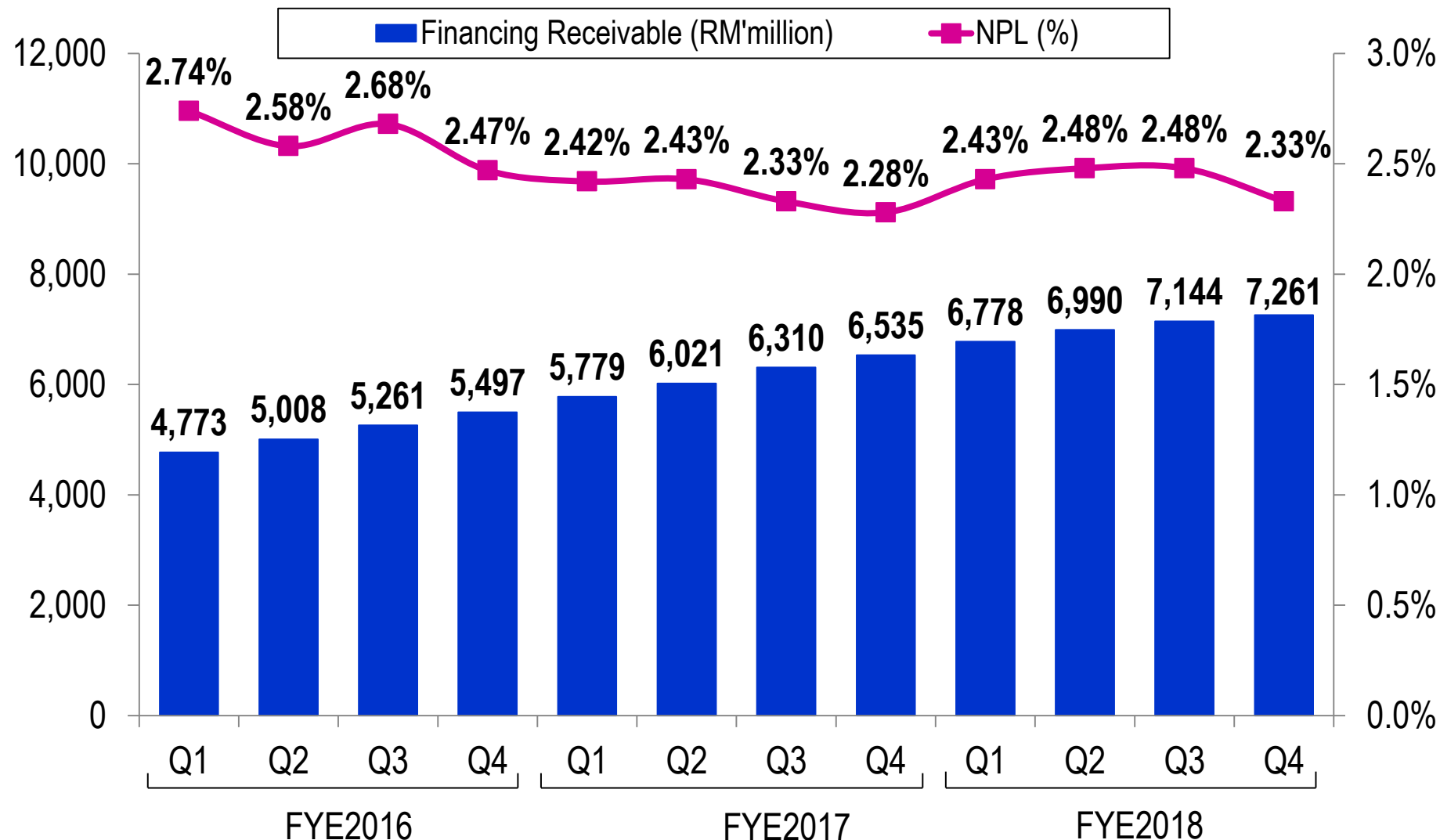
■ Annualized NCC ratio stood at 3.27% (-0.04% YoY).

■ Credit Loss Recovery improved 3%YoY, impairment loss provision increased 10%YoY in line with growth in receivables.



# Ratio of Non-Performing Loans (NPL)

■ NPL ratio stood at 2.33% (+0.05% YoY, improved in past 3 quarters)



\* Computed based on annualised figure

RM mil	FYE15	FYE16	FYE17	FYE18
Operating Income	928.1	1,055.2	1,222.2	1,358.8
PBT	288.3	301.6	351.2	398.3
PAT	215.7	228.2	265.0	300.1
Basic /(Diluted) earnings per share after PERPS distribution (RM) *	1.46	1.49	1.01	1.43 (1.38)
Weighted average no. of ordinary shares (million unit) -	144	144	248	200 (207)
NTA per share (RM)	4.72	5.45	6.63	6.37
ROE (on ordinary equity) *	34.2%	29.3%	28.9%	22.6%
ROA *	5.0%	4.1%	4.0%	4.0%
Capital ratio against receivables	21.4%	20.2%	19.5%	25.1%
Debt equity ratio (times)	3.95	4.56	4.71	2.95
Share price (RM)	13.3	11.92	15.70	13.46
PER	9.11	8.00	8.99	9.41
Market Capitalisation (RM million)	1,915	1,716	2,261	3,344

~ The previous year's (FY18) earnings per share have been restated to reflect the bonus issue which was completed on 19 July 2017 and the latest conversion of 3-year, 3.5%, Irredeemable Convertible Unsecured Loan Stocks to Ordinary shares.

	FYE 2016	FYE 2017	FYE 2018	Difference from LY
Interim Dividend	29.9 cent	30.5 cent	21.13 cent	-9.37cent
<u>Dividend amount(RM'000)</u>	42,984	43,920	52,225	+8,305(119%)
Final Dividend*	29.6 cent	32.5 cent	20.00 cent	-12.5cent
<u>Dividend amount(RM'000)</u>	42,624	46,800	49,704	+2,904(106%)
Total Dividend	59.5 cent	63.0 cent	41.13 cent	-21.87 cent
<u>Dividend amount(RM'000)</u>	85,608	90,720	101,929	+11,209(112%)
<b><u>Payout Ratio</u></b>	37.5%	34.2%	34.0%	-0.2%

\* Subject to the approval of shareholders at the forthcoming Annual General Meeting

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Thank You

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