

# Malaysian Pacific Industries Berhad Investors' Briefing

Q2 FY19

DIFFERENTIATION THROUGH INNOVATION



 **Carsem**  
A Member of the Hong Leong Group

Differentiation  
Thru Innovation





## Q2 FY19 SUMMARY

### REVENUE

Despite trade war, MPI grew **6%** for the 1<sup>st</sup> half year in FY19 Vs FY18  
Sequential Revenue down by **6%** (USD), **4%** (RM)



### PAT & EPS

Q2 PAT at RM 49.6M. Q2 FY19 EPS at 20.64c

### CASH

**Net cash increased to RM 677M vs RM 644M** of Q1 FY19



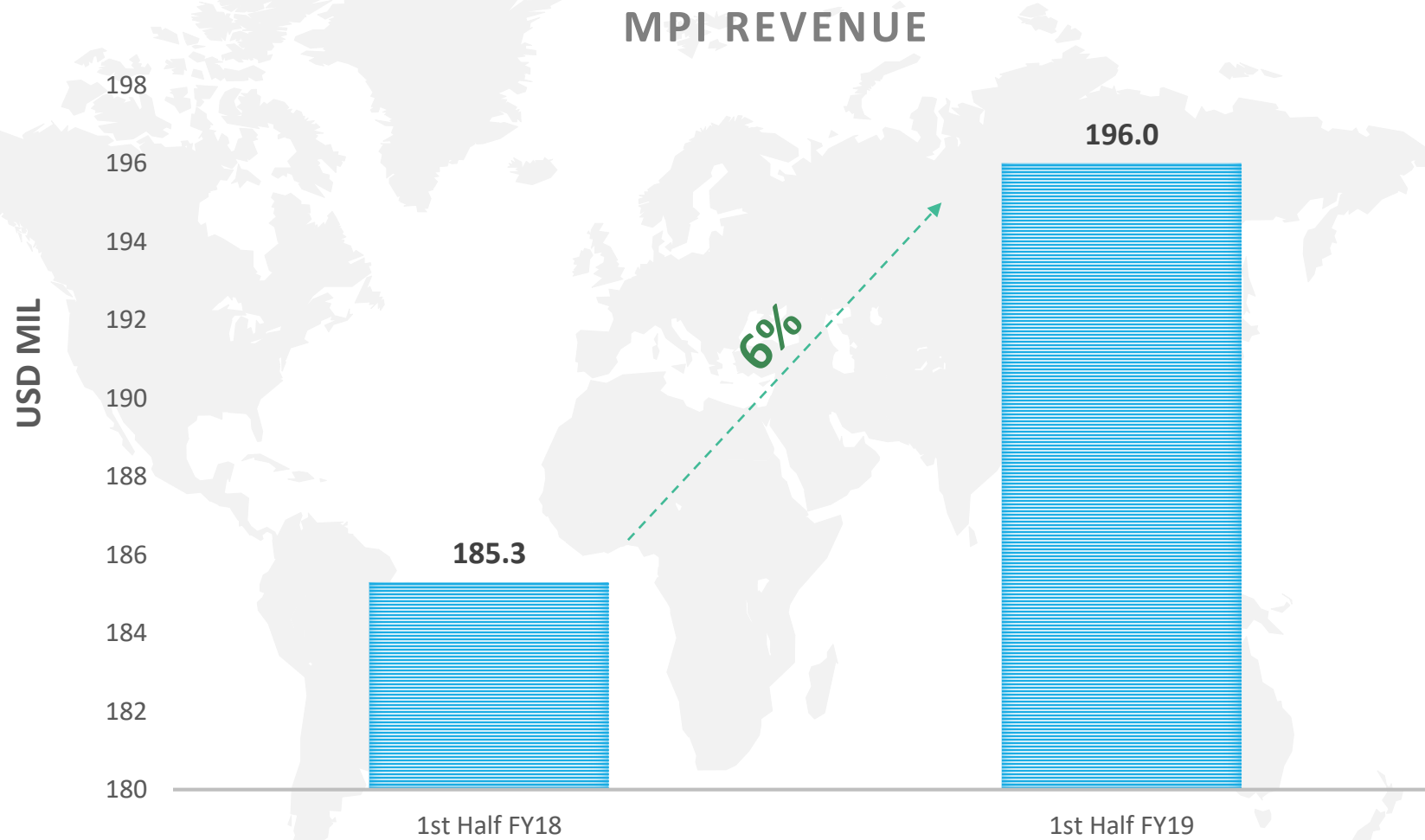
### SEGMENTS

Automotive segment is strengthening; **Automotive (32%); Industrial (25%); Consumer (33%)**



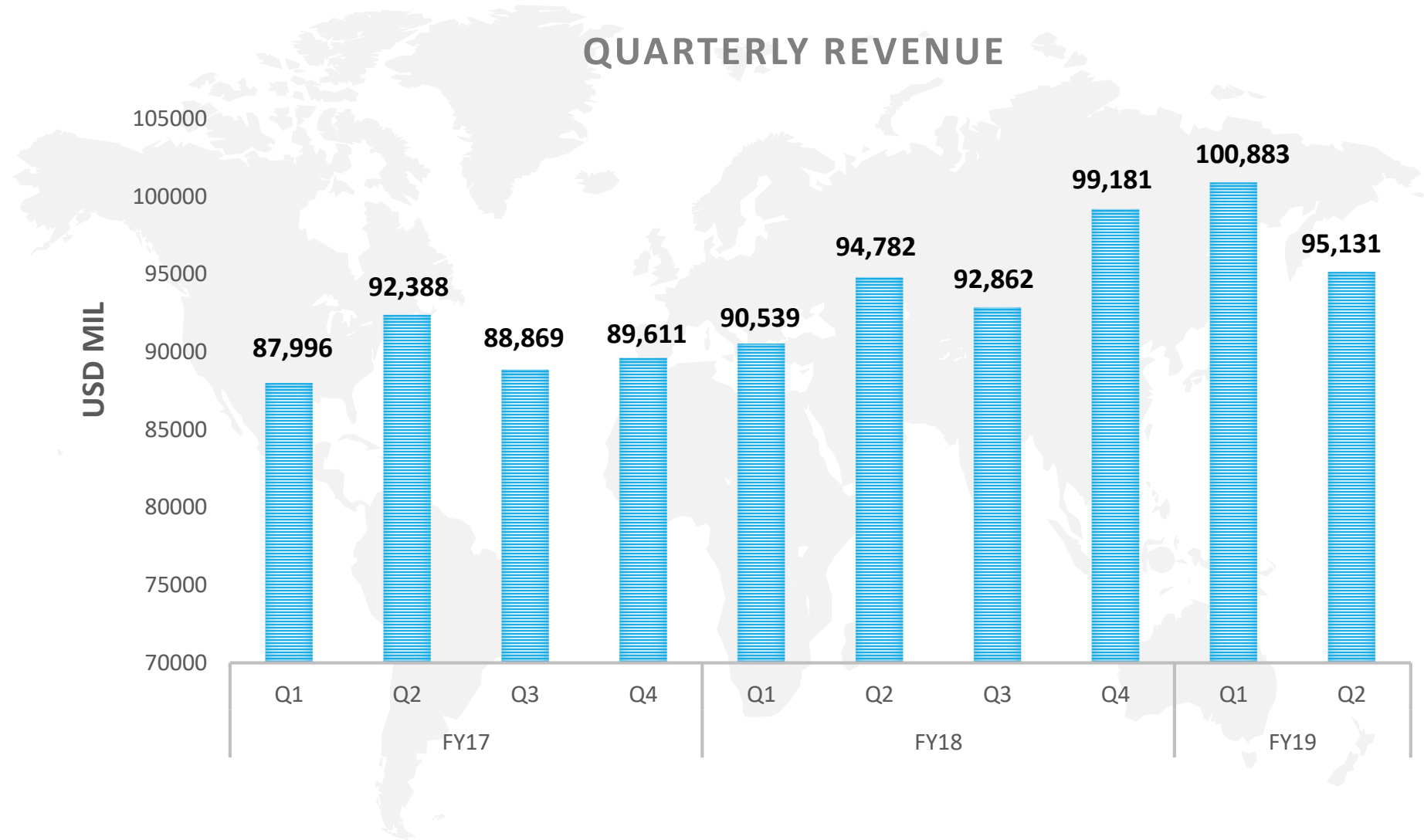


# HALF YEAR ANALYSIS





# REVENUE BY QUARTER





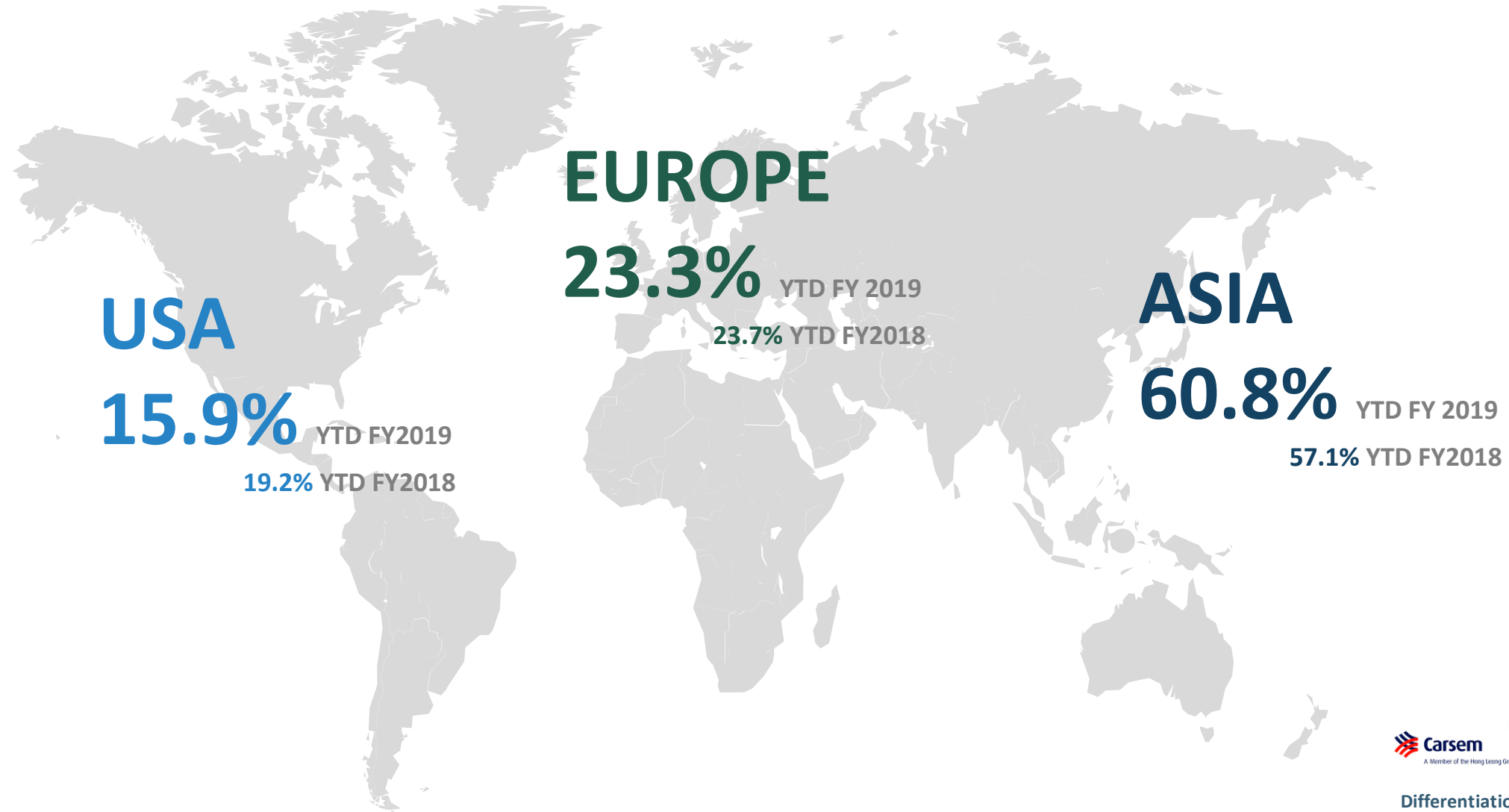
## MPI GROUP RESULTS AT A GLANCE

	Q2 FY19	Q1 FY19	Q2 FY18	Q2 vs Q1	Q2 vs Q2	YTD FY19	YTD FY18	YoY
	RM mil	RM mil	RM mil	%	%	RM mil	RM mil	%
<b>Revenue</b>	<b>398.2</b>	<b>413.8</b>	<b>395.3</b>	<b>-4%</b>	<b>1%</b>	<b>811.9</b>	<b>782.9</b>	<b>4%</b>
PAT	49.6	53.3	48.8	-7%	2%	102.9	92.6	11%
PATAMI	39.2	42.3	41.2	-7%	-5%	81.5	77.4	5%
EPS (sen)	20.64	22.25	21.69	-7%	-5%	42.89	40.77	5%
EBITDA %	26%	26%	27%			26%	26%	
Capex	49.1	78.5	59.3	-37%	-17%	127.6	90.0	42%
Dividend	20	0	20			20	20	
Net Cash	677.2	643.9	547.4			677.2	547.4	
EDR	100 : 0	100 : 0	100 : 0			100 : 0	100 : 0	
ROSF	3.3%	3.6%	3.7%			6.9%	6.9%	





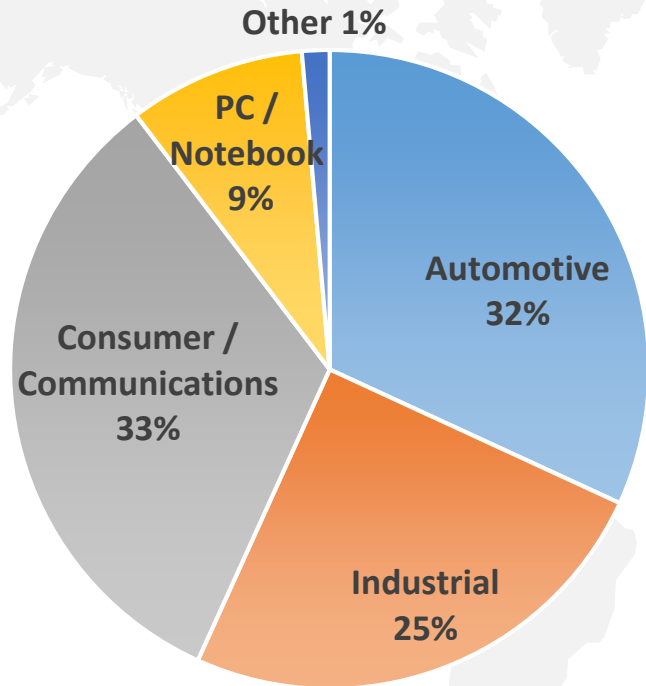
# MPI GROUP – REVENUE BY GEOGRAPHICAL LOCATION OF CUSTOMERS



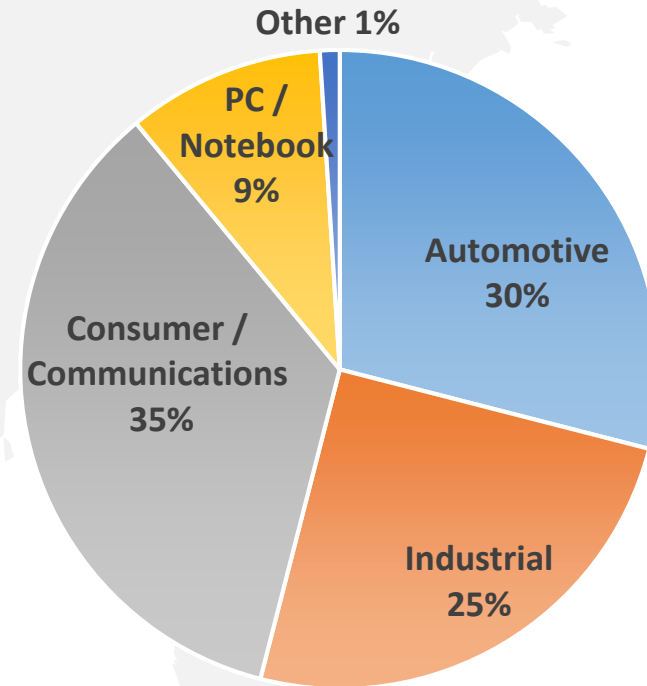


# REVENUE BY END USER MARKET

### REVENUE BY END USER MARKET Q2 FY19



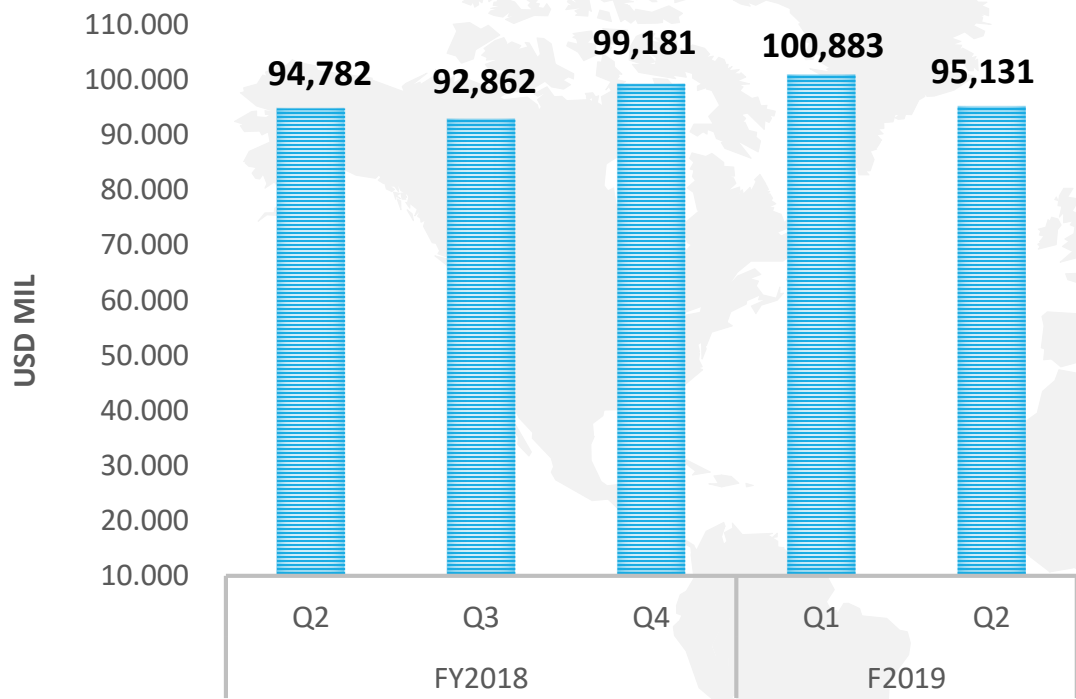
### REVENUE BY END USER MARKET Q1 FY19



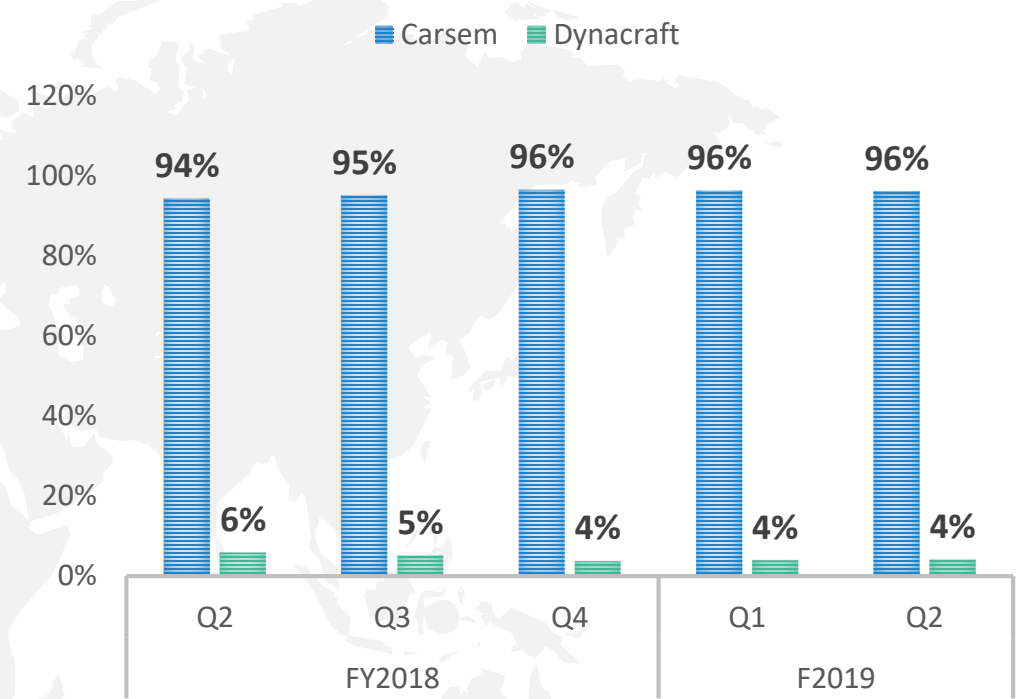


# MPI GROUP – REVENUE BY OPERATING UNITS

## QUARTERLY REVENUE



## REVENUE BY OPERATING UNITS

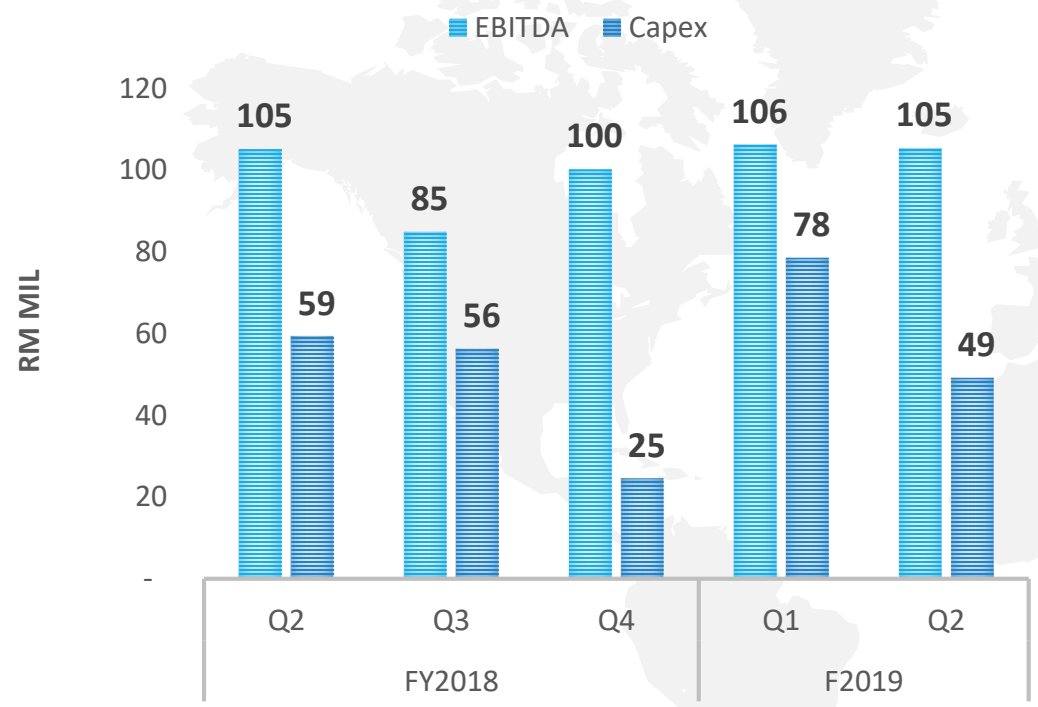




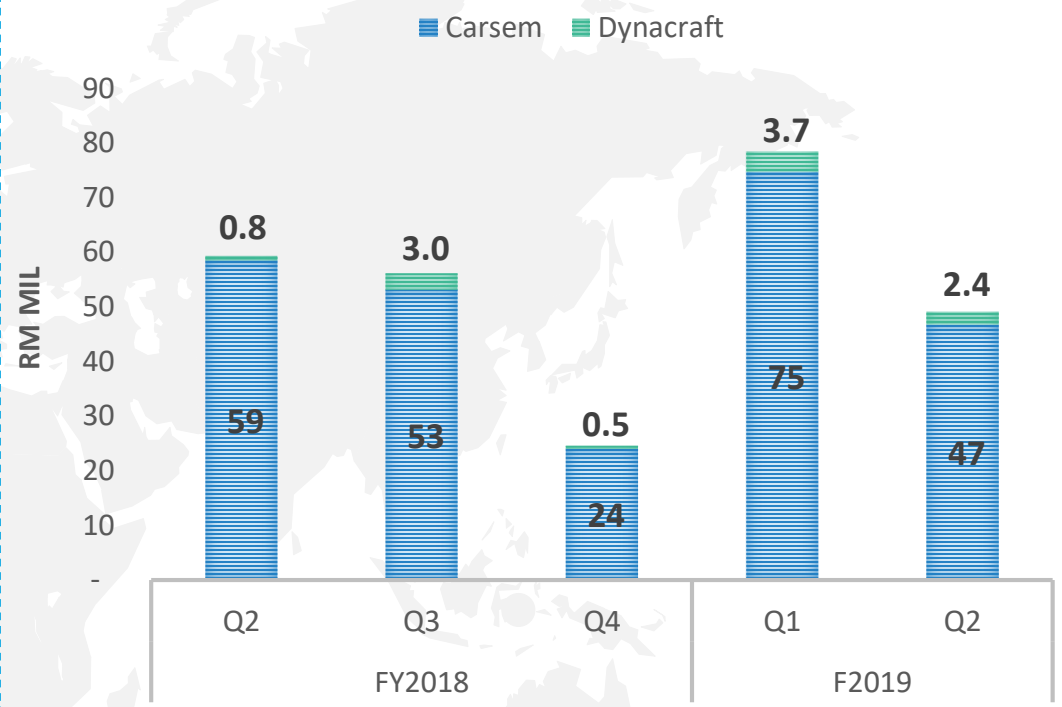


# MPI GROUP – CAPEX

### MPI EBITDA VS CAPEX



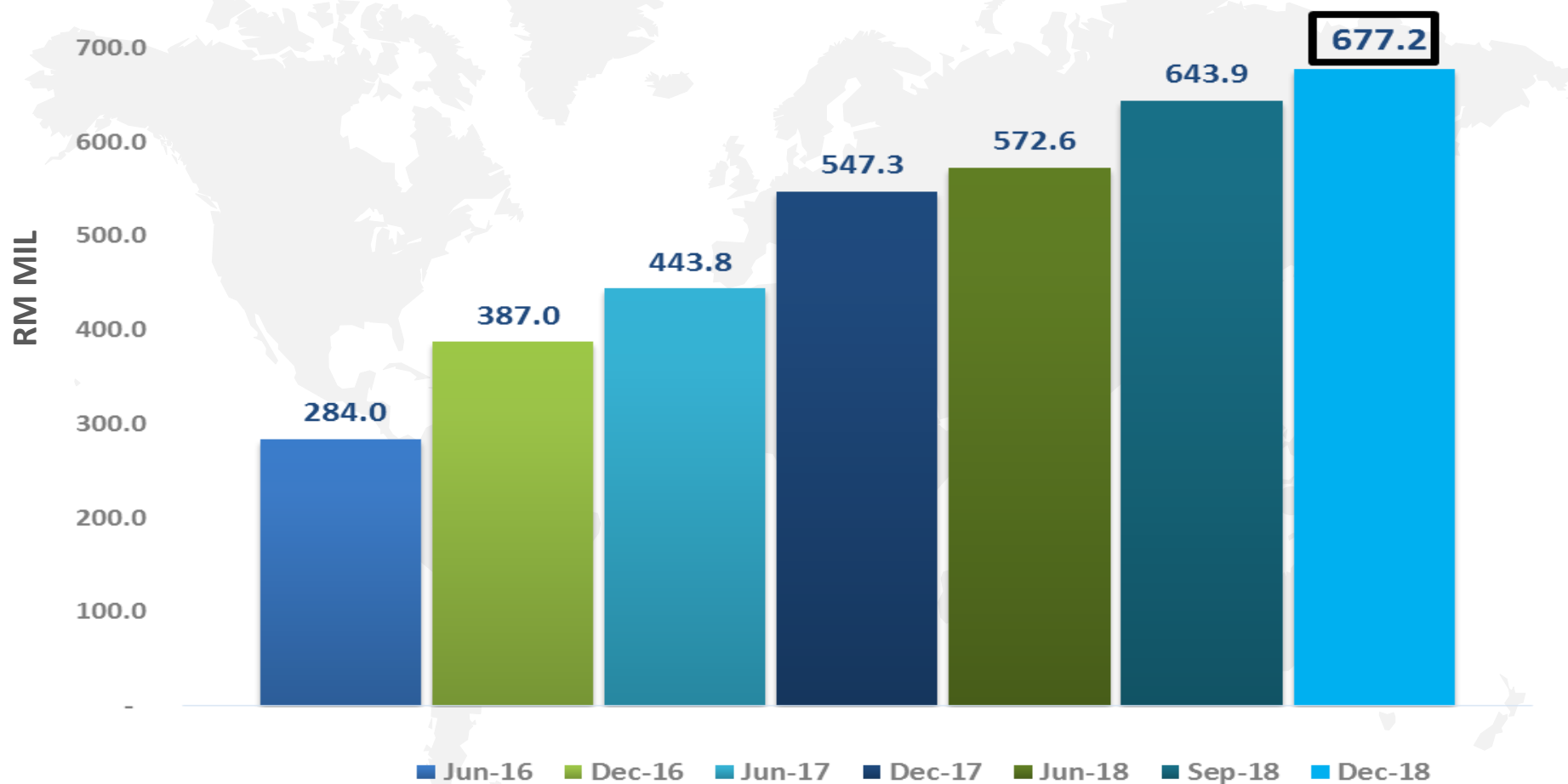
### MPI CAPEX





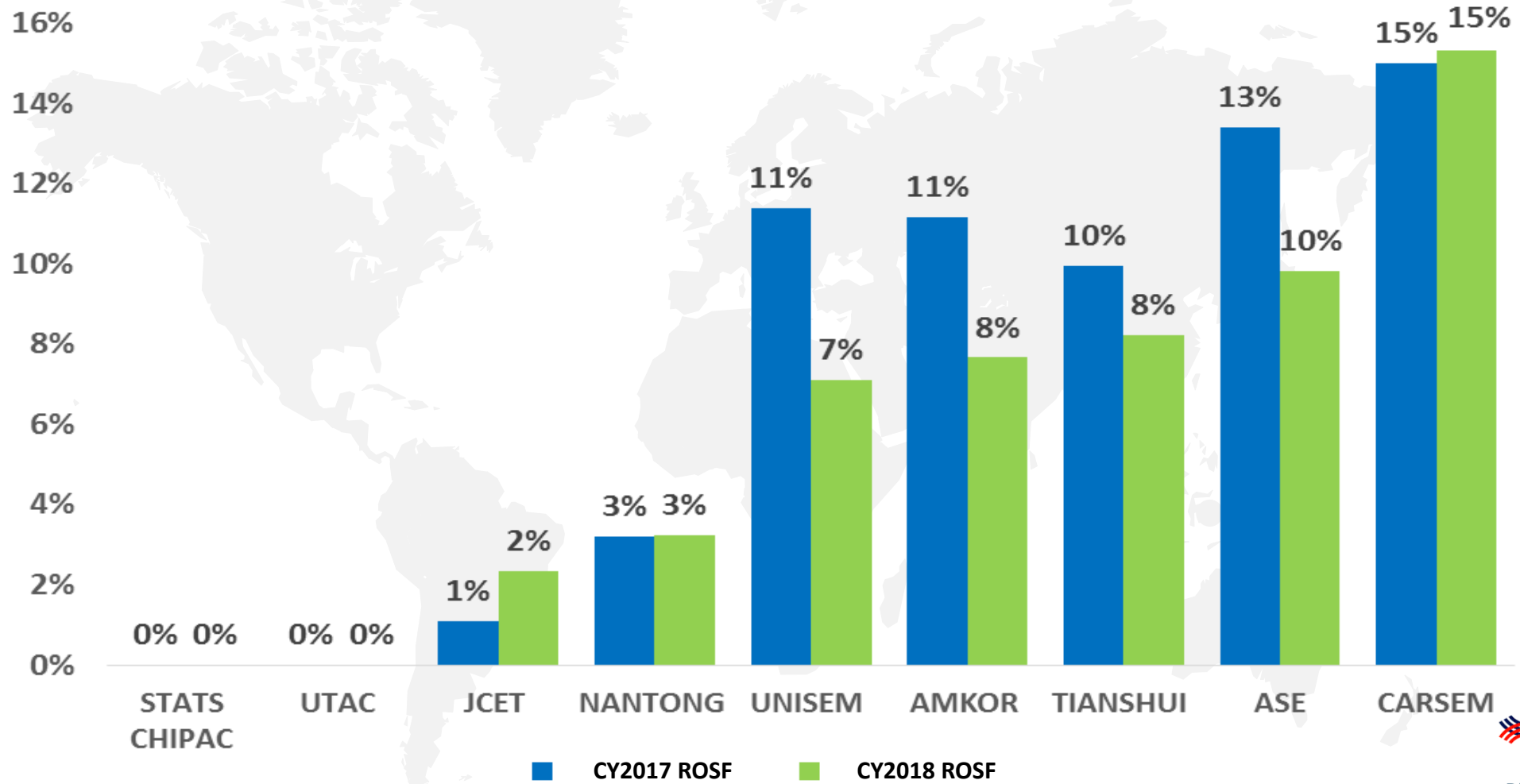
# SHARE HOLDERS' VALUE CREATION & GROUP FUNDS

Net Cash generated continues to grow, 1H net cash up another RM100M





## COMPETITIVE ANALYSIS – ROSF CY2018





# MPI STRATEGY

## Portfolio Transformation

Weeded out low margin products

## Cost Downs

Anticipated the coming situation and started controlling costs

## Innovative Products

Introduced new products in key segments :

- Automotive (Sensors)
- Servers

## Investments

Invested in sensors, power, automotive & industrial.  
Also investing heavily in automation





## SUMMARY



Despite trade war, MPI grew by 6% in 1<sup>st</sup> half year FY19 Vs 1<sup>st</sup> half year FY18



Increased net cash by RM104.6M in 6 Months (From June 2018 to Dec 2018)



Q2 FY19 Vs Q2 FY18 remained flat at 95M\$



Increasing automation to drive higher quality, Industrial 4.0 is implemented and in execution



Trade war is extreme, consumer & automotive seeing a double digit decline worldwide



Reshuffled key positions in Dynacraft and Invested in technology (plating before etching)



Net Cash (RM677M for investment & M&A), No debts





**THANK YOU!**

