

FINANCIAL REVIEW (ULTIMATE +)

Company:

Industry:

Non-Alcoholic Beverages/Drinks

Currency:

RM

Country:

Malaysia

Latest FY: 2018

late of Report

22 August 2019

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FINANCIAL STATEMENTS



RM	2018	2017	%Chg
Sales	4,109,859,000	4,101,374,000	0.2%
Cost of Sales	(2,727,681,000)	(2,732,883,000)	0.2%
Gross Profit	1,382,178,000	1,368,491,000	1.0%
Operating Expenses	(873,872,000)	(936,965,000)	6.7%
Operating Profits	508,306,000	431,526,000	17.8%
Depreciation	(88,066,000)	(86,460,000)	-1.9%
Finance Cost	(15,571,000)	(15,305,000)	-1.7%
Others Income / (Expense)	18,060,000	23,952,000	-24.6%
Profit Before Tax	422,729,000	353,713,000	19.5%
Taxation	(37,633,000)	(30,366,000)	-23.9%
Profit After Tax	385,096,000	323,347,000	19.1%

BALANCE SHEET

RM	2018	2017	%Chg
Current Assets	1,649,509,000	1,610,751,000	2.4%
Cash	537,092,000	424,433,000	26.5%
Trade Debtors	604,644,000	620,185,000	-2.5%
Stocks	497,165,000	540,716,000	-8.1%
Other CA	10,608,000	25,417,000	-58.3%
Fixed Assets	1,695,749,000	1,620,747,000	4.6%
Property, Plant & Equipment	1,281,679,000	1,193,851,000	7.4%
Other Investments	414,070,000	426,896,000	-3.0%
Total Assets	3,345,258,000	3,231,498,000	3.5%
Current Liabilities	848,742,000	849,115,000	0.0%
Trade Creditors	620,310,000	628,685,000	-1.3%
Overdrafts	200		N.A
Short Term Loans	220,371,000	197,458,000	11.6%
Other Current Liabilities	8,061,000	22,972,000	-64.9%
Long Term Liabilities	184,045,000	249,653,000	-26.3%
Loans	115,153,000	181,639,000	-36.6%
Other Long Term Liabilities	68,892,000	68,014,000	1.3%
Total Liabilities	1,032,787,000	1,098,768,000	-6.0%
Equity / Reserves	2,312,471,000	2,132,730,000	8.4%
Total Liabilities and Capital	3,345,258,000	3,231,498,000	3.5%

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CASHFLOW STATEMENTS



Currency: RM	2018	2017	% Change
Operating Activities:			
Profit for the year	\$422,729,000	\$353,713,000	19.5%
Adjustments			
Depreciation, Amortisation and Impairment	\$91,654,000	\$95,540,000	-4.1%
Loss / (Gain) on disposal	-\$687,000	\$678,000	-201.3%
Interest expenses / (income)	-\$476,000	\$529,000	-190.0%
Loss / (Gain) on foreign exchange, net	\$428,000	-\$1,424,000	-130.1%
Share of results of associates	-\$2,013,000	-\$9,176,000	-78.1%
Writeoffs	\$0	\$0	N.A
Reversal	-\$2,888,000	-\$8,696,000	-66.8%
Others	\$23,805,000	\$24,158,000	-1.5%
Operating profit before working capital changes	\$532,552,000	\$455,322,000	17.0%
Inventories	\$36,988,000	-\$36,652,000	-200.9%
Trade receivables	\$16,022,000	-\$78,437,000	-120.4%
Other receivables, deposits and prepayments	\$0	\$0	N.A
Advances to suppliers	\$0	\$0	N.A
Trade payables	-\$10,289,000	-\$89,668,000	-88.5%
Other payables and accruals	-\$7,405,000	\$2,530,000	-392.7%
Due to related party (trade)	\$0	-\$730,000	-100.0%
Others	\$0	\$0	N.A
Cash generated from operations	\$567,868,000	\$252,365,000	125.0%
Income tax paid	-\$18,991,000	-\$32,386,000	-41.4%
Net Cash From Operating Activities	\$548,877,000	\$219,979,000	149.5%
Investing Activities:			
Interest received	\$9,735,000	\$9,879,000	-1.5%
Purchase of Property, Plant and Equipment	-\$181,218,000	-\$155,356,000	16.6%
Addition in Intangible Assets	-\$213,000	-\$291,000	-26.8%
Others	\$9,515,000	\$5,473,000	-73.9%
Net Cash From Investing Activities	-\$162,181,000	-\$140,295,000	15.6%
Financing Activities:			
Increase in Borrowings	\$153,537,000	\$0	N.A
Interest Paid	-\$14,920,000	-\$15,798,000	-5.6%
Dividends	-\$210,761,000	-\$210,761,000	0.0%
Others	-\$200,296,000	-\$34,506,000	480.5%
Net Cash From Financing Activities	-\$272,440,000	-\$261,065,000	4.4%
Net (decrease) / increase in cash and cash			
equivalents	\$114,256,000	-\$181,381,000	-163.0%
Effect of exchange rate changes in cash and cash equivalents	-\$1,597,000	\$12,260,000	-113.0%
Cash and cash equivalents at beginning of financial year	\$424,433,000	\$593,554,000	-28.5%
Cash and cash equivalents at end of financial year	\$537,092,000	\$424,433,000	26.5%

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ENHANCED RATIOS



1) Operating Margin (%) 2) Net Profit Margin (After Tax) (%) 3) Profit Before Tax Growth (%) 4) Profit Margin Growth (%) 5) Rate of Sales Growth (%) 6) Rate of Cost Growth (%) 7) Cost / Sales Growth (%) 8) Return on Assets Growth (%) 9) Return on Assets (After Tax) (%) 10) Asset Growth (%) Liquidity Ratio 11) Cash to Current Liabilities (%) 12) Sales to Total Assets (%) 13) Sales to Inventory (%) 14) Asset Efficiency (%) Activity Ratio 15) Current Ratio (x) 16) Quick Ratio (x)	2018	2017	% change
Profitability Ratio			
(1) Operating Margin (%)	12.37%	10.52%	17.5%
(2) Net Profit Margin (After Tax) (%)	9.37%	7.88%	18.9%
(3) Profit Before Tax Growth (%)	19.51%	N.A	N.A
(4) Profit Margin Growth (%)	1.49%	N.A	N.A
(5) Rate of Sales Growth (%)	0.21%	N.A	N.A
(6) Rate of Cost Growth (%)	-1.62%	N.A	N.A
(7) Cost / Sales Growth (%)	-1.66%	N.A	N.A
(8) Return on Assets Growth (%)	1.51%	N.A	N.A
(9) Return on Assets (After Tax) (%)	11.51%	10.01%	15.0%
(10) Asset Growth (%)	3.52%	N.A	N.A
Liquidity Ratio			
(11) Cash to Current Liabilities (%)	63.28%	49.99%	26.6%
(12) Sales to Total Assets (%)	122.86%	126.92%	-3.2%
(13) Sales to Inventory (%)	826.66%	758.51%	9.0%
(14) Asset Efficiency (%)	124.98%	124.72%	0.2%
Activity Ratio			
(15) Current Ratio (x)	1.94	1.90	2.5%
(16) Quick Ratio (x)	1.35	1.23	9.3%
(17) Cash Ratio (x)	0.63	0.50	26.6%
Leverage Ratio			
(18) Debt to Assets (%)	10.03%	11.73%	-14.5%
(19) Debt-Equity (%)	14.51%	17.78%	-18.4%
(20) Current Liability Ratio (%)	25.37%	26.28%	-3.4%
(21) Total Liabilities-to-Equity Ratio (%)	44.66%	51.52%	-13.3%
(22) Return on Shareholders' Equity (%)	18.28%	16.58%	10.2%
(23) Total Liabilities Growth vs Sales Growth (%)	-6.21%	N.A	N.A
(24) Equity Multiplier (x)	1.45	1.52	-4.5%

KEY FINDINGS



FINANCIAL PERFORMANCE & OPERATIONS



LOW GROWTH

HIGH GROWTH

From a top-line growth standpoint, Holdings Berhad registered higher revenues compared to the previous period. Its profits improved by 1.5% due to the decline in operational expenses. Total costs grew at a slower compared to sales, by 1.7%.

Sales for the firm had been very neutral and reflected a muted performance. Demand for its goods and services were not apparent. Costs have abated and under control during the period. The cost of generating additional revenue is more favourable compared to the previous year. Above average profits were experienced by the firm during the period. Profit performance appeared modest but on a generally upward trend.

Group revenue rose 3.8 per cent to RM2.035.7 million and profit before tax improved 33.3 per cent to RM288.0 million for the first half of ended 31 Mar 2019. Revenue improved 9.5 per cent from successful marketing and branding initiatives in both domestic and Indochina markets. 3QFY19 revenue grew 4% on a quarter on quarter (q-o-q) basis, driven by higher sales contributions from its Malaysian operations during the Hari Raya festive period and higher export revenue from its Thai operations 's net profit for the third quarter ended June 30, 2019 rose 10% to RM114.94 million from RM104.5 million a year ago driven by higher profits from food and beverages business in Thailand (F&B Thailand)

The Group's profit before tax improved by 19.5 per cent to RM422.7 million from RM353.7 million while profit after tax surged 19.1 per cent to RM385.1 million for the year under review compared to FY2017. Excluding restructuring cost and one-off items, profit before tax would be RM419.5 million, an increase of 3.2 per cent over the previous year. Despite a portfolio rationalisation exercise for Food & Beverages Malaysia (F&B Malaysia), improved performance of brands and export business, coupled with Food & Beverages Thailand's (I Fhailand) stable performance helped the Group conclude our financial year ended 30 September 2018 with a marginally higher revenue at RM4.11 billion compared to RM4.10 billion last year. Exports from Malaysia continue the year-on-year double-digit growth in FY2018, signalling that they were well on track to surpass RM500 million goal in 2020.

SHAREHOLDER VALUE CREATION



Holdings Berhad posted ROE of 16.6% during the period, on the back of equity of \$2,312,471,000 (change of 8.4%) and profit of \$385,096,000 (change of 19.1%).

Nominal returns to shareholders were experienced by the firm during the period. There would be a strong likelihood that the firm's underlying valuation would likely be affected during the period. The firm's solvency risk profile was likely under control when its low liability exposure was measured against its shareholder funds. There is very little risk that the liability exposure would affect the firm's underlying valuation for the period. There was an average profitability growth experienced by the firm, compared to the previous year. Above average profits were experienced by the firm during the period. Valuation for the firm based on earnings need to be improved for subsequent period if it wants to improve its valuation further.

has allocated RM30 million in capital expenditure (capex) for the 2019 financial year to accelerate innovation that would enable the Group to create more tasty and healthier products in tandem with the Group's promise of 'Pure Enjoyment, Pure Goodness'. The market is bracing for a potential slowdown in earnings growth at HOLDINGS BHD. It has cut its earnings forecast for s financial year ending Sept 30, 2019 (FY19) to FY21 due to a Publishing Limited, a subsidiary of , has acquired 60% of the issued share higher tax rate assumption. with an aggregate consideration of \$24.5m. The consideration of which \$24m is payable in cash capital of on completion and \$500,000 is payable in cash 12 months from completion, will be funded from internal resources.

An investor who held on to his I shares over the last 10 years to date would enjoy a return on investment (ROI) of more than 300 per cent. This is contributed by a steady increase in our share price - from RM9.05 in October 2008 to RM33.32 as at 30 November 2018. Basic earnings per share has increased from 88.3 sen to 104.9 sen in FY2018. Considering the profit performance and short-term capital expenditure commitments, the Board is recommending a final single tier dividend of 30.5 sen per share for FY2018. If approved at the Annual General Meeting, total dividends for the year will amount to 57.5 sen per share, consistent with the pay-out in FY2017.

RISK LEVELS



LOW RISK

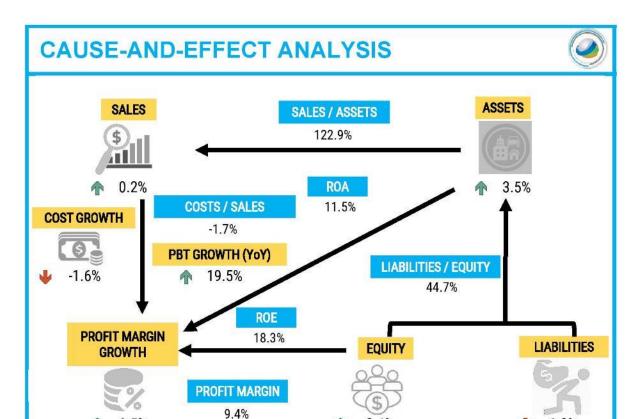
Total liabilities decreased by 6.0% whilst equity increased by 8.4%. Consequently, debt to equity levels were manageable as equity was sufficient to cover debt obligations.

Appears to have somewhat low dependency on short-term creditors to support working capital needs. The firm's relatively low liability exposure relative to its shareholder funds suggested that its solvency risk profile was manageable. There were highly sufficient shareholder funds to cover all of the firm's obligations. The firm registered a faster sales growth than its liability growth during the period. The drive for expansion appeared to be driven by margins and pricing management; rather than aggressive gearing process. There is unlikely to be any movement in the direction of sales for the firm and indicated an indifferent growth position. Little evidence of any demand changes for its goods and services.

has acquired the Starbucks Thailand coffee chain. Investment is aimed at strengthening its regional footprint and extending its presence into the retail coffee segment of the beverage market. The acquisition will be funded from a mix of debt and equity financing. The bulk of I is products will be affected by the new sugar tax from July 1 this was confident of mitigating most of the risks from such tax. CEO Lim said about 90 per cent of its products including isotonic drink 100PLUS Original and various fruit juices would be taxable under the tax

Property Holdings (Malaysia) Pte. Ltd. have both granted shareholder's loans to VCSB The Company and pursuant to the SSA. The loans are unsecured, bears interest at KLIBOR + 1.25% (2017: KLIBOR + 1.25%) per annum, not repayable within the next 12 months and is denominated in RM. On 1 December 2015 and 6 June 2018, a), was granted term loans of THB1,000,000,000 subsidiary of the Company. Dairies (Thailand) Limited (each with the tenure of three (3) years. These term loans bear fixed interest at a rate of 2.35% and 2.44% per annum respectively and are payable semi-annually in arrears. On 7 June 2018, FNDT was granted a short-term loan of THB200,000,000 with the tenure of six (6) months and interest rate of 1.83% per annum.

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8.4%

1.5%

LEGEND

-6.0%

From a top-line growth standpoint, Holdings Berhad registered higher revenues compared to the previous period. Its profits improved by 1.5% due to the decline in operational expenses. Total costs grew at a slower compared to sales, by 1.7%.

Revenue changes had been driven by the expansion of assets - I Holdings Berhad increased its asset base by 3.5% with recorded sales growth of 0.2%. In addition, ROA increased from 10.0% to 11.5% because of improvement in profits, likely due to the decrease in operational costs.

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Holdings Berhad posted ROE of 16.6% during the period, on the back of equity of \$2,312,471,000 (change of 8.4%) and profit of \$385,096,000 (change of 19.1%).

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RECENT/LATEST CORP DEVELOPMENTS



BUSINESS PERFORMANCE & PRODUCTIVITY

Date	Headline	Key Causes	Financial Variables
29/4/2019	First Half Net Profit Rises Double Digit Fuelled By Strong Second Quarter Performance.	Group revenue rose 3.8 per cent to RM2,035.7 million and profit before tax improved 33.3 per cent to RM288.0 million for the first half of ended 31 Mar 2019. Revenue improved 9.5 per cent from successful marketing and branding initiatives in both domestic and Indochina markets.	Sales Cost/Sales growth Profit Margin ROE
8/8/2019	I's 4QFY19 sales likely to be driven by launch of healthier drinks.	3QFY19 revenue grew 4% on a quarter on quarter (q-o-q) basis, driven by higher sales contributions from its Malaysian operations during the Hari Raya festive period and higher export revenue from its Thai operations.	Sales Profit Margin ROE
6/8/2019	Thai biz adds fizz to Q3 earnings.	I's net profit for the third quarter ended June 30, 2019 rose 10% to RM114.94 million from RM104.5 million a year ago driven by higher profits from food and beverages business in Thailand (Thailand).	Sales Cost/Sales growth Profit Margin ROE

SHAREHOLDERS VALUE

Date	Headline	Key Causes	Financial Variables
23/1/2019	Invest RM30 Million In Capex For 2019 To Ramp Up Innovative Offerings	has allocated RM30 million in capital expenditure (capex) for the 2019 financial year to accelerate innovation that would enable the Group to create more tasty and healthier products in tandem with the Group's promise of 'Pure Enjoyment, Pure Goodness'.	Profit Margin ROE Equity
7/2/2019	Slower earnings growth seen for on sugar tax	The market is bracing for a potential slowdown in earnings growth at . It has cut its earnings forecast for F&N's financial year ending Sept 30, 2019 (FY19) to FY21 due to a higher tax rate assumption.	Profit Margin ROE
12/3/2019	to acquire 60% of printing solutions company	Limited, a subsidiary of , has acquired 60% of the issued share capital of Print Lab with an aggregate consideration of \$24.5m. The consideration, of which \$24m is payable in cash on completion and \$500,000 is payable in cash 12 months from completion, will be funded from internal resources.	Equity Liabilities/Equity ROE

RISK & LIABILITIES

Date	Headline	Key Causes	Financial Variables
24/5/2019	buys Starbucks Thailand in bid for greater regional presence	has acquired the Starbucks Thailand coffee chain. Investment is aimed at strengthening its regional footprint and extending its presence into the retail coffee segment of the beverage market. The acquisition will be funded from a mix of debt and equity financing.	Total Liabilities Liabilities/Equity Equity
3/5/2019	executes plan to mitigate risk of sugar tax	The bulk of 's products will be affected by the new sugar tax from July 1 this year. F&N was confident of mitigating most of the risks from such tax. CEO Lim said about 90 per cent of its products including isotonic drink Original and various fruit juices would be taxable under the tax.	Sales Profit margin Cost/Sales growth Liabilities Equity

LIQUIDITY INSIGHTS



Currency

RM

CASHFLOW FROM OPERATIONS



Overall, the cashflow from operations was positive, mainly due to a profitable position. There was an inflow of \$16,022,000 coming from receivables, an outflow of \$10,289,000 from payables and an inflow of \$36,988,000 in inventory.

CASHFLOW FROM FINANCING



Overall, the cashflow from finances was negative, mainly due to an increase position in borrowings. There was an outflow of \$210,761,000 coming from dividends, an outflow of \$14,920,000 from interest paid.

CASHFLOW FROM INVESTMENTS



Overall, the cashflow from investments was negative, mainly due to an outflow in purchases of property, plant and equipments, and an outflow in addition in intangible assets, at a value of \$181,218,000 and \$213,000 respectively.

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WORKING CAPITAL ANALYSIS



180

HOW MUCH IS REQUIRED BY THE BUSINES	SS?		
CREDIT TERMS (NO. OF DAYS) - 4 SCENARIOS	30	60	90
FUNDING AMOUNT REQUIRED (RM)			

Accounts Receivables \$ 337,796,630 \$ 675,593,260 \$ 1,013,389,890 \$ 2,026,779,781

Inventory \$ 202,677,978 \$ 405,355,956 \$ 608,033,934 \$ 1,216,067,868

Accounts Payables \$ 202,677,978 \$ 405,355,956 \$ 608,033,934 \$ 1,216,067,868

Net Working Capital Requirement (Amount) \$ 337,796,630 \$ 675,593,260 \$ 1,013,389,890 \$ 2,026,779,781

Based on four scenarios of operating cash cycle days, Holdings Berhad is estimated to have funding gaps of between \$337,796,630 and \$2,026,779,781.

For every 30 days' of delay of conversion into cash, Holdings Berhad would require at least \$337,796,630 for its working capital needs.

Its last reported cashflow from operations was positive mainly due to a profitable position in profitability. No other sources of funding are available. . .

RISK METRICS

EXCELLENT	GOOD	MODERATE	LOW
High Financial Strength	Above Average Financial Strength	Average Financial Strength	Low Financial Strength
Greater than or equal to 10, less than or equal	Greater than or equal to 7, less than 10	Greater than or equal to 4, less than 7	Less than 4, greater than or equal to 1

Credit Score

7.9

Indicative Probability of Default

17.1%

Indicative Credit Migration (1-Tier Higher Risk)

14.6%

RECOMMENDED FINANCING AMOUNT (RM)

Indicative Recommended Credit Limit (\$) Impact on L/E with additional financing

\$155,667,947 Minimum 51.39% \$934,007,682 Maximum 85.05%

Taking into account the overall credit score of 7.9 and its existing leverage,

Holdings Berhad should only be financed based on a minimum of \$155,667,947, and up till \$934,007,682. This needs to take into account other factors such as industry and management risks, as well as factors to mitigate the risks and the financing structure to ringfence those said risks.

Net working capital requirement was tabulated based on an assumption of 30, 60, 90 and 180 credit terms and inventory days to turnaround the sales.

- + Accounts receivables = Credit days X Daily revenue
- + Inventory = Inventory days X Daily costs of sales
- + Accounts payables = Credit days X Daily costs of sales

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EQUITY MARKET INDICATORS



9.32

34.54

ATTRACTIVE VALUATION?

NO

FUNDAMENTALLY SOUND?

Was the company undervalued?

YES

Was the company worth less than its book value now?

Price-to-Book 5.98

A lower value indicates the company is trading below its original value and may indicate a "cheap" buy, but not necessarily all the time.

Was the company financially strong generally?

Was the P/E lower than its peers?

Credit Score 66%

The credit score takes into account balance sheet and P&L of the company. A higher score indicates a stronger credit position.

Company 29.99 Peer Avg 15.33

loss making).

The P/E indicates how much premium investors are willing to pay for each profit earned. A lower P/E indicates "less premium"

Fair Value

Share Price

A value of its EPS x 8.1 that is

below its share price suggests that

it is overvalued (assuming it is not

Did the company have buffer for its short-term obligations?

Current Ratio 3.94

A higher current ratio indicates a higher liquidity position but need to check the level of inventories and actual cash levels- in order to meet shortterm dues

Did the company pay dividends?

Dividend Yield 1.66%

A company that has been paying dividends suggests that the company is doing well and continues to be optimistic about the future.

Were the profit levels growing?

Did the company have free cashflow?

Pre-Tax Profit 19.51%

A company that is showing consistent earnings growth indicates a positive outlook. A company that shows negative growth may indicate tougher times ahead.

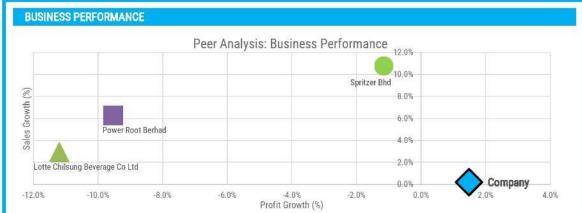
Qterly Per Share -0.19

FCF must be sufficiently positive because it signals a company's ability to pay debt, pay dividends, buy back stock and facilitate the growth of business.

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COMPETITOR ANALYSIS





From a topline growth perspective, Holdings Berhad's sales fared lower than the average of its peers; it grew 0.2% as compared to 10.8% (Spritzer Bhd), 2.9% (Lotte Chilsung Beverage Co Ltd), 6.3% (Power Root Berhad).

Meanwhile, comparing profit growth levels, Holdings Berhad's profits fared better than the average of its peers; it grew by 1.5% as compared to -1.2% (Spritzer Bhd), -11.2% (Lotte Chilsung Beverage Co Ltd), -9.53% (Power Root Berhad).

Holdings Berhad was ranked 4th in terms of its sales growth and 1st in terms of its profit growth as compared to its peers.

Holdings Berhad's sales growth position was behind by 10.57% against Spritzer Bhd, which was ranked 1st in position.

Holdings Berhad's profit growth position was ahead by 12.69% against Lotte Chilsung Beverage Co Ltd, which was ranked last in position.



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SENSITIVITY ANALYSIS



SENSITIVITY RATING							
ROBUST	INTACT	MODERATE RISK	HIGHLY SUSCEPTIBLE				
High ability to withstand balance sheet stressors	Reasonably good ability to withstand balance sheet stressors	Somewhat vulnerable to short term adverse changes in financial & economic conditions	Highly susceptible to even small changes in financial variables				
Greater than or equal to 10, less than or equal to 12	Greater than or equal to 7, less than 10	Greater than or equal to 4, less than 7	Less than 4, greater than or equal to 1				

WHAT-IF ANALYSIS

IM	IPACT ON				Tota	Sales Chang	ed By			
PROFIT MARGIN		T MARGIN 10.0% 7.5% 5.0%	5.0%	5.0% 2.5%	0.0%	-2.5%	-5.0%	-7.5%	-10.0%	
	-10.0%	31.28%	27.88%	24.60%	21.46%	18.43%	15.53%	12.76%	10.11%	7.59%
	-7.5%	28.78%	25.44%	22.23%	19.13%	16.17%	13.33%	10.61%	8.02%	5.55%
ed By	-5.0%	26.29%	23.01%	19.85%	16.81%	13.90%	11.12%	8.46%	5.92%	3.51%
Changed	-2.5%	23.80%	20.57%	17.47%	14.49%	11.64%	8.91%	6.30%	3.83%	1.47%
ts Ch	0.0%	21.31%	18.14%	15.09%	12.17%	9.37%	6.70%	4.15%	1.73%	-0.57%
Costs	2.5%	18.81%	15.70%	12.71%	9.84%	7.10%	4.49%	2.00%	-0.37%	-2.61%
Total	5.0%	16.32%	13.26%	10.33%	7.52%	4.84%	2.28%	-0.15%	-2.46%	-4.65%
	7.5%	13.83%	10.83%	7.95%	5.20%	2.57%	0.07%		-4.56%	-6.68%
R	10.0%	11.34%	8.39%	5.57%	2.88%	0.31%	-2.14%	4.46%	-6.65%	-8.72%

RATING SHIFTS ANALYSIS

Overall,	Holdings Berhad appeared to be generally able to withstand varying levels of hypothetical shocks to its financial
position.	Holdings Berhad scored a rating of 7.9; suggesting that it had reasonably good ability to withstand balance sheet
stressors.	

We applied the stress test on Holdings Berhad's revenue and costs to see how Holdings Berhad can cope with worsening conditions and assess the impact on its overall profitability. It was also noted that costs grew at a slower compared to sales, by -1.7%. Now what would happen to its margins if costs actually grew by 5% and 10% respectively?

Based on its most recent financial position, if there was a drop of 5% in its revenue position due to aggravating economic conditions; while facing a 10% increase in overall costs,

Holdings Berhad's overall profit margin would decline to -4.5% as a result. It was observed that based on its financial results,

Holdings Berhad registered a higher revenue compared to the previous period; while its profits expanded by 19.1% due to a reduction in operational expenses.

Other than potential macro factors, Holdings Berhad needs to watch the following risks listed below as it could impact its margins further if not sufficiently addressed:

- 1. Sales for the firm had been very neutral and reflected a muted performance. Demand for its goods and services were not apparent. The firm's sales levels were stagnant during the period possibly due to no movement in demand for its products.
- 2. Nominal returns to shareholders were experienced by the firm during the period. There would be a strong likelihood that the firm's underlying valuation would likely be affected during the period.
- 3. There is unlikely to be any movement in the direction of sales for the firm and indicated an indifferent growth position. Little evidence of any demand changes for its goods and services.

NB: For more factors please refer to the risk section found in the report.

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	ROADMAP STATEMENT	ACTION PLAN	CHECK LIST	TARGE DATE
	STATEMENT	 Compare the cost behaviour against sales and profitability performance. 	LIST	DAIL
		Clarify how sustainable the cost containment will be.		
BUSINESS PERFORMANCE REPORT (BPR)	Costs have abated and under control during the period.	 Identify trends and drivers in the industry that may affect expenditure levels in the future. 		
		 Determine whether the main reason for profits growth was due to margins/sales management or leverage. 		
	There was an average profitability growth experienced by the firm, compared to the previous year.	 Ascertain the level of risks undertaken by the firm to generate the current/recent profit growth. 		
SHAREHOLDER VALUE REPORT (SVR)		 Evaluate the sustainability of the performance in subsequent years as this may be a one-off streak. 		
		 Examine whether there are single major client or large contract that resulted in the strong performance. 		
		 Ascertain whether there are any possible mergers and acquisitions or non-organic growth to maintain position. 		
	There is unlikely to be any movement in the direction of sales for the firm and indicated an indifferent growth position. Little evidence of any demand changes for its goods and services.	 Assess the market place for products and services which may be used as a replacement or substitute for the firm's existing products and services. Perform an assessment of the changes in demand for the goods and services, at different varying prices. 		
RISK AND LIABILITIES REPORT (RLR)		 Identify the individual products which contribute least to the topline and consider removing them from the product range. 		
		 Perform a price analysis to determine whether there had been any price adjustments which resulted in higher volumes but lower prices. 		
		Develop and review a customer/client database and individually assess each customer/client for their potential to the firm.		
	There was a steady increase in the value of the firm's total assets during the period - could signify	 Establish management antecedents of the firm's expansion plans if any. 		
		 Examine the firm's current level of resources in terms of its current assets and how these are being deployed. 		
PRODUCTIVITY REPORT (PRR)		 Evaluate historical trends of asset levels - both for fixed and current levels. 		
	a gradual build-up of the firm's operations during the period.	 Ascertain the use and functions of the asset types that were acquired. 		

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	ROADMAP STATEMENT	ACTION PLAN	CHECK LIST	TARGE
	Sales for the firm had been very neutral and reflected a muted performance. Demand for its goods and services were not apparent.	 Conduct a competitive analysis of similar products and services in the marketplace. 		
		 Evaluate the price elasticity of the underlying goods and services. 		
BUSINESS PERFORMANCE REPORT		Phase out slow moving offerings in the sales mix.		
(BPR)		 Review pricing policy and margins - whether any adjustments had resulted in lower volume but higher margins. 		
		 Rank and tier the quality of customers; evaluate the value-add that each customer brings to the firm. 		
	The firm's solvency	 Perform a comparison analysis between the trends of the levels of liability and sales in the business, over the two most 		
	risk profile was likely under control when	recent operating years of the business.		
	its low liability	 Perform an analysis of the payment policies for suppliers of the firm, as well as its banking facilities to gain a better 		
	exposure was	understanding of the liability management of the firm.		
SHAREHOLDER VALUE REPORT (SVR)	measured against its shareholder funds . There is very little risk	 Determine how easy it is for the firm to obtain financing for its operations over the short and long-term. 		
	that the liability	Review the current business plans/strategies for future		
	exposure would	business expansion and/or capital raising.		
	affect the firm's	- Establish whather the firm can rely an expanding its internal		
	underlying valuation for the period.	 Establish whether the firm can rely on expanding its internal financing or manage its working capital to efficiently run the 		
	for the period.	business as a going concern.		
		Evaluate liability trends in past years and compare against		
	The firm registered a	revenue.		
	faster sales growth	 Assess creditor payment policies and drawdown facilities to 		
	than its liability	have better understanding how the firm manages its		
	growth during the period. The drive for	liabilities. • Examine the firm's access to trade finance and long-term		
RISK AND LIABILITIES REPORT (RLR)	expansion appeared	financing facilities.		
	to be driven by margins and pricing	Obtain insights on the firm's expansion plans and financing		
	management; rather	strategies.		
	than aggressive gearing process.	Ascertain the extent the firm relies on internal financing to		
	gearing process.	expand or manage its working capital needs.		
	The profitability growth experienced by the firm was average, compared to the previous year.	Examine to what extent price margins or debt acquisition was		
		responsible for the increased level of profits.		
		 Assess to what extent was the increase in profitability, 		
		generated by increased risks undertaken by the firm.		
PRODUCTIVITY		Analyse whether the profitability growth experienced by the firm is questionable or whether it was more of a chart term.		
REPORT (PRR)		firm is sustainable, or whether it was more of a short term improvement.		
		 Determine whether the increased level of profitability growth was a result of a single client / contract. 		
		 Identify whether the firm's dominant position, can be 		
		maintained through organic or non-organic means,		

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	ROADMAP STATEMENT	ACTION PLAN	CHECK LIST	TARGE
BUSINESS PERFORMANCE REPORT (BPR)	Profit performance appeared modest but on a generally upward trend.	 Seek inputs if Management has formulated a business strategy to improve margins for subsequent years. Ascertain if there are going to be any improvements to be made on the business model of the firm. Check if there are concentration of customer base within its revenue mix. Check if there are limited product/service lines that may be less relevant for the changing demographics or settings. 		
SHAREHOLDER VALUE REPORT (SVR)	Nominal returns to shareholders were experienced by the firm during the period. There would be a strong likelihood that the firm's underlying valuation would likely be affected during the period.	 Ascertain whether the losses are due to structural or cyclical (seasonal) effects. Further examine the relevance and demand of the firm's products in the marketplace. Obtain listings of key clients and ascertain whether any pullout from any of its customers that caused the decline. Assess whether there have been structural downward changes in pricing expectations from customers. Gather past performance data and future estimates on pipelines and orders for a longer trend analysis. 		
Appears to have somewhat low dependency on short-term creditors to support working capital needs.		 Request for aging creditor list for purposes of determining the payout schedule to creditors as they come due. Explore longer-term financing for the firm to lengthen duration of short-term creditor financing. Check cost of financing by creditors and impact on profitability. Compare the current level of creditors and check the pace of revenue growth for the firm. Evaluate existing relationships with creditors and check for existence of supplier concentration or related-party suppliers. 		
PRODUCTIVITY generated above average profit growth for the firm over the period.		 Establish understanding of how the acquired assets formed part of the expansion plans of the firm. Check their rates of revenue and profitability arising from the rapid asset expansion trends experienced by firm. Ascertain the types of assets being acquired; trade versus non-trade. Evaluate whether the acquired assets are part of a horizontal or vertical types of expansion. 		

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	ROADMAP	ACTION PLAN	CHECK	TARGE
	STATEMENT	 Find out if any new strategies are being undertaken to improve cost-revenue levels. 	LIST	DATE
		Identify possible sources of revenue for the firm.		
BUSINESS PERFORMANCE REPORT (BPR)	The cost of generating additional revenue is more favourable compared to the previous year.	 Identify possible areas of reduction of cost per unit of sales generated. 		
		 Identify customer base of firm and review its growth rate over the past few years. 		
	Above average profits were experienced by the firm during the	 Clarify any client retention programs adopted by the firm to maintain client base. 		
SHAREHOLDER VALUE REPORT (SVR)	period. Valuation for	 Examine absolute profit figures and trace back at least 5 years to assess volatility levels. 		
REFORT (SVR)	improved for subsequent period if it wants to improve its valuation further.	 Obtain management estimates of future profitability and revenue projections. 		
	2000 Sept up eá 26 se	Evaluate liability trends in past years and compare against revenue.		
	The firm's relatively low liability exposure relative to its shareholder funds	 Assess creditor payment policies and drawdown facilities to have better understanding how the firm manages its liabilities. 		
RISK AND LIABILITIES REPORT (RLR)	suggested that its solvency risk profile was manageable.	 Examine the firm's access to trade finance and financing facilities. 		
	There were highly sufficient shareholder	 Obtain insights on the firm's expansion plans and financing strategies. 		
	funds to cover all of the firm's obligations.	 Ascertain the extent the firm relies on internal financing to expand or manage its working capital needs. 		
		 Identify whether the firms dominant position can be maintained through organic or non-organic means. 		
	The capacity of the firm's assets to generate profits was	 Establish whether the firm can rely on expanding its internal financing or manage its working capital to efficiently run the business as a going concern. Go through detailed breakdown of products/services 		
PRODUCTIVITY REPORT (PRR)	significant. It was able to utilise its assets to generate generally good levels of profitability.	contribution to the bottomline in the last 5 years Examine the primary and secondary inputs utilised to generate profits for the firms.		

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RECOMMENDATIONS FOR THE BUSINESS



Seasonal businesses could 1) shut down business operations in slow periods to decreases variable costs like supplies and utilities 2) shift the duties of salaried employees during the off season to cover for hourly employees to maximise your fixed cost investment 3) decrease temporary hourly staff.

Maintaining a sufficient cash flow to support the fixed costs may involve 1) credit control – monitoring slow paying customers and bad debts by imposing a penalty for delayed payment or discounts for early settlement; 2) cash flow projection spreadsheet to foresee and prevent potential problems and maintain effective financial management

Fundamentals of sustainable growth include 1) a powerful brand – determine your target audience, create and sell products that delight your customers and define the brand's mission statement 2) repeatable sales – use customer feedback to refine your pitch; reactivation offers for old clients; referral systems 3) customer retention -offer value-added services; personalise communications and site experience; offer after sales services and improve customer care service 4) flexible and adaptive leadership – invest in technological advancement; explore alternative revenue avenues; maintain focus on business objectives.

Improve profitability through mergers or acquisitions by 1) changing industry dynamics - enter new markets or channels to provide additional strength over customers, suppliers and/or competitors. 2) synergies - combining companies with the same basic product mix can reduces costs through the consolidation of redundant functions; new sales opportunities and market strength promotes revenue growth, enhanced products, better pricing or improved distribution channels. 3) building volume for low purchase cost - reduce your costs and overhead expenses by combining marketing budgets; increase your purchasing power and lower purchasing costs due to high volume purchasing.

Win over confidence in the target market, by revising pricing policies. Assess the product life cycle to understand when to charge a premium and examine customers to evaluate which type and how many of them are likely to be influenced by price changes, and which ones will continue their seasonal purchasing patterns regardless of price. Price skimming may be implemented to maximize profits by charging higher prices when demand is high, and gradually lowering prices over time.

To boost profits, you should emphasize on pricing strategies which include 1) a pricing software system with a product analysis tool to boost customer satisfaction and improve efficiency 2) discriminatory pricing by quoting different prices on the same product based on the type of customer, quantity ordered, delivery time, payment terms or location 3) determining price sensitivity of your customers to help you determine the right price and volume combination to implement 4) price anchoring - placing premium products and services near standard options to create a clear sense of value for potential customers.

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KEYPOINTS - FOOTNOTES



1 million for the year under review compared to FY2017.

5 million, an increase of 3.2 per cent over the previous year.

Despite a portfolio rationalisation exercise for Food & Beverages Malaysia, improved performance of our brands and export business, coupled with Food & Beverages Thailand's stable performance helped the Group conclude our financial year ended 30 September 2018 with a marginally higher revenue at RM4.11 billion compared to RM4.10 billion last year.

In the long term, we remain confident of our growth trajectory, stemming from the various incremental and transformational changes that we have implemented over the last three years.

An investor who held on to his shares over the last 10 years tod ate would enjoy a return on investment of more than 300 per cent.

If approved at our Annual General Meeting, total dividends for the year will amount to 57.5 sen per share, consistent with the pay-out in FY2017.

During the year, we introduced product solutions that cater to consumers' fast-changing lifestyles.

Over the years, we have invested considerably in R&D efforts and recipes that reduce the amount of sugar in our products without compromising on taste, to meet consumer's aspiration towards a healthier lifestyle.

7 million for the financial year ended 30 September 2018, up by 0.1 percent from last year.

After being affected by floods that hit Peninsular Malaysia and Sabah in the 1st quarter of the financial year, Malaysia registered improved revenue for three consecutive quarters, signaling regained stability postreorganisation.

The profit performance is attributed to positive effect of cost initiatives, favourable input cost for sugar, net favourable foreign currency impact from Ringgit Malaysia/US Dollar movements and lower restructuring costs incurred compared to last year, which was offset by higher costs for other dairy-based inputs, packaging costs and higher marketing spend.

An impairment loss of RM149,000, representing the write-down of plant and equipment to its recoverable amount, was recognised in "Cost of sales" line item of the profit or loss for the financial year ended 30 September 2018.

The reversal of the impairment loss in respect of the plant and equipment of RM2,337,000 was made during the financial year as those plant and equipment were repaired and refurbished.

2 Engineering spares and machine consumables amounting to RM5,013,000 were transferred to inventories during the financial year On 18 January 2012, VCSB issued new ordinary shares of 499,998 and 500,000 to the Company and FPHM respectively.

Consequent thereupon, the Company and FPHM each holds 50% equity interest in VCSB. With the announcement of the completion of the transaction in the financial year ended 30 September 2012, the Company had effectively divested 50% of its interest in the development land in PJ Section 13 and recognised a gain of approximately RM55,292,000.

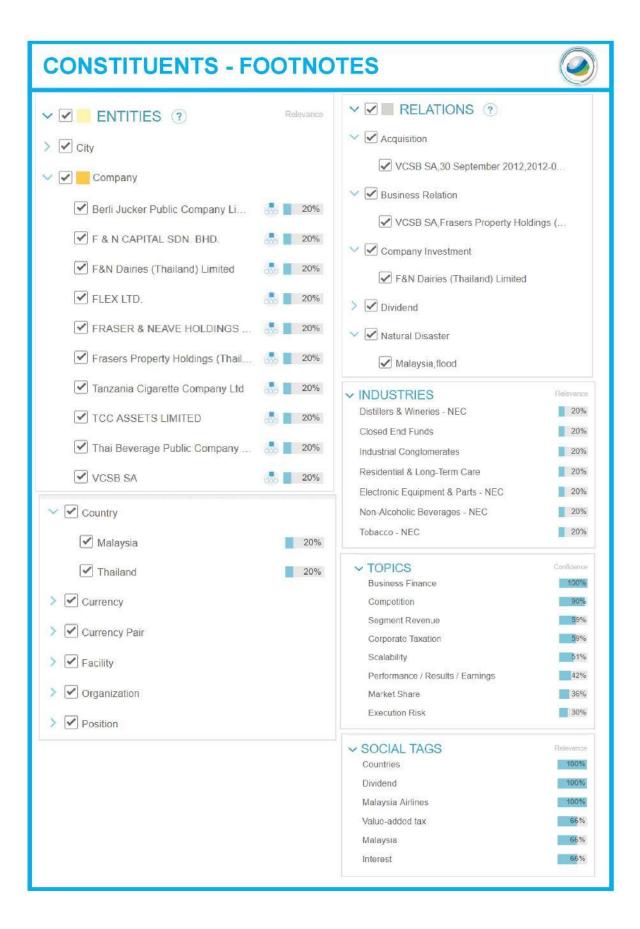
The CP Programme has a tenure of seven years from the first issue date of the CP under the CP Programme whilst the MTN Programme has a tenure of fifteen years from the first issue date under the MTN Programme.

The Issuer had on 26 September 2013 and 7 October 2013, successfully issued MTN of RM150,000,000 each with the tenure of five years from the issue date.

MTN amounting to RM150,000,000 was repaid in the current financial year.

On 1 December 2015 and 6 June 2018, a subsidiary of the Company, Dairies Limited, was granted term loans of THB1,000,000,000 each with the tenure of three years.

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SNAPSHOT - FOOTNOTES



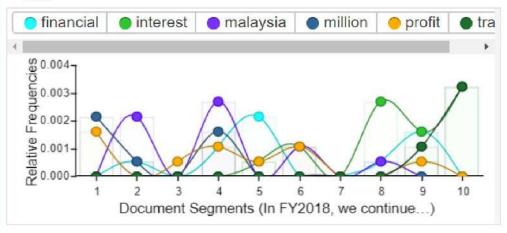
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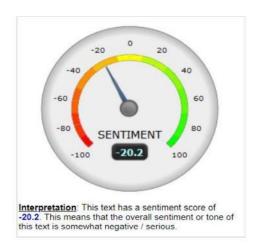
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Trend



Sentiment



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FINANCIAL RATIO EXPLANATION

Business Performance

ShareholderValue



"BEAR" RATINGS

BLACK (B)	EMARALD (E)	AMBER (A)	RED (R)
High Intrinsic Value	Above Average Intrinsic Value	Average Intrinsic Value	Low Intrinsic Value
Greater than or equal to 10, less than or equal to 12	Greater than or equal to 7, less than 10	Greater than or equal to 4, less than 7	Less than 4, greater than or equal to 1

DESCRIPTION

METHODOLOGY

The Financial Scores are the result of conducting the regression analysis of more than 100,000 companies since 1992 and have been validated/back tested against credit downgrades, defaults, corporate actions and significants shifts in the economic cycles: by countries and industry groups.

- · Measures sales, expenses and profitability of the business
- · Assess suitability for investment purposes
- Evaluates sustainability for generation of
- future inflows

Identification of ways to improve current

performance

- Rate of Sales Growth: (Sales (Current year) Sales (previous year)) / Sales (previous vear)
- . Rate of Cost Growth: (Cost (Current year) Cost (previous year)) / Cost (previous
- Cost/Sales Growth: Cost / Sales (Current year) Cost / Sales (Previous year)

Profit Margin (After Tax): Profit after Tax / Sales

- Profit Margin Growth: (Profit after tax / sales (Current year)) (Profit after Tax /
- Sales (previous year))
- Measures Return on Equity, Debt-to-Equity, Profit before Tax Growth, Profit Margin for latest year
- · Understand the efficiency and effectiveness of investments
- · Indicates how much funds are used for expansion/ secure new markets

- Return on Equity (Pre-tax): Profit before Tax / Shareholders fund
- · Total Liabilities-to-Equity Ratio: Total Liabilities / Shareholder Fund
- Profit before Tax Growth: (Profit before Tax (Current year) PBT (previous year)) / Profit before Tax (previous year)
- · Profit Margin (After Tax): Profit after Tax / Sales
- · Measures current liability, liability-to-equity, total liabilities growth and rate of sales growth of the business
- · Determines the direction in which the business is heading
- business Indicates the level of risk exposure and leverage faced by the business
- . Identify types of financing plans of the
- · Indicates the performance of assets
- · Provides an overview on how the assets are being utilized and liabilities are managed
- Portrays the interrelation between assets · efficiency and the profitability of the

business

- · Current Liabilities Ratio: Current Liabilities / Total Assets
- · Total Liabilities-to-Equity Ratio: Total Liabilities / Shareholder Funds
- Total Liabilities Growth vs Sales Growth: ((Liabilities (Current year) Liabilities (Previous year)) / Liabilities (Previous year)) - ((Sales (Current year) - Sales (Previous year) / Sales (Previous Year))
- Rate of Sales Growth: (Sales (Current year) Sales (previous year)) / Sales (previous year)
- · Return on Assets Growth: (Profit after tax / Total Assets (current year)) (Profit after tax / Total Assets (previous year))
- Return on Assets: Profit after tax / Total asset
- Profit Before Tax Growth: (Profit before tax (current year) Profit before tax (previous year)) / Profit before tax (previous year)
- . Asset Growth: (Total Assets (Current year) Total Assets (previous year)) / Total Assets (previous year)

Productivity

Risk and Liabilities

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HOW TO USE THE REPORTS (Illustration)



PRACTICAL USES

Business Performance

- If you are an investor or thinking of partnering with this company, the factors listed here could assist you in the decision whether to invest in a company or consider partnering with them via joint ventures.
- · For creditors and debt financiers, you would want to have a good understanding of whether this company's business performance is sustainable to generate future inflows to pay existing and/or future obligations.

- Existing and even potential new shareholders should use this report to find out how much the profits are being generated and how these are being achieved.
- It is also to gauge the adequacy of returns to shareholders who may come into the firm at different period of
- Users could have a closer look at how internal reserves are used for expansion, new funds being raised to secure new markets/clients and how much dividends could be paid out to manage its ROE levels.

Risk and Liabilities

- Financiers such as bank and private lenders should use this report under two circumstances:
 - 1. At the point of lending
 - 2. Upon lending, they can get a sense of how the balance sheet risks may evolve based on ascertaining their risk appetite at the onset.
- The effects of ascertaining risk appetite usually come at a later stage; and it is a powerful indicator to determine where the firm is heading and how it is going to finance its plans

- · Financiers with vested interests in the firm are required to know the performance of assets that have been invested by the firm.
- The asset structure of the firm is a good indicator of how resourceful or efficient management has been in order to generate profits for the period; and to what extent this has been achieved.

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MyFinB Group is an award-winning fintech company that specializes in AI -Natural Language Generation (NLG) since 2016.

One of MyFinB's (MFB) core missions is to help financial institutions enhance their speed, accuracy and competencies in analyzing large amounts of financial and business data in the areas of business financing, commercial underwriting, financial reviews and due diligence as well as active portfolio monitoring.

MFB helps process various data types and use AI to turn them into management reports to detect and classify risks, develop strategies for business growth and rationalize operations.

MFB works with regulators, institutions and practitioners to build the capacity of financial professionals in AI, Big Data and Analytics.

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