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Fima Corporation Berhad 47th Annual General Meeting

23 August 2022

Positioning for the Future

About Us

Incorporated in 1974, Fima Corporation Berhad (“FimaCorp”) is a group with business in Manufacturing and Plantation. FimaCorp was listed on the Main Market of Bursa Malaysia in 1976. Currently, The Group employs 1,686 people.



Our Presence

Malaysia

- Kuala Lumpur
- Selangor
- Perak
- Kelantan
- Terengganu

Indonesia

- Kabupaten Nunukan, Kalimantan Utara

What We Do

Manufacturing

Production and trading of security & confidential documents

Plantation

Development, cultivation & processing of oil palm products

Facilities & Capabilities

Produces a wide range of products and services which include **travel documents, licences, and other security and confidential documents** for the local and overseas markets

12 estates in Malaysia and Indonesia

12,809 hectares of plantable landbank

8,702 hectares of planted area

45 MT/HR palm oil mill in Kalimantan Utara

FYE2022 Highlights



Recorded revenue growth of **29.5%**



Improved FFB production **29.3%** y-o-y of our Malaysian estates



Embedded **Value Creation Model** in our Annual Report



GHG emission intensity improved **16.1%** y-o-y



Lower **Accident Rate** and **Zero Fatality** recorded

FYE2022 Financial Highlights

Revenue

RM300.59 mil
(FYE2021: RM232.17 mil)

+29.5%
y-o-y

EBIT

RM95.59 mil
(FYE2021: RM39.12 mil)

+144.4%
y-o-y

PBT

RM95.07 mil
(FYE2021: RM38.47 mil)

+147.1%
y-o-y

PAT

RM75.43 mil
(FYE2021: RM31.14 mil)

+142.2%
y-o-y

Earning Per Share

25.48 sen
(FYE2021: 11.37 sen)

+124.1%
y-o-y

Net Assets Per Share

RM2.44
(FYE2021: RM2.30)

+6.1%
y-o-y

Return on Capital Employed

14.0%
(FYE2021: 6.6%)

+112.1%
y-o-y

CAPEX

RM12.86 mil
(FYE2021: RM10.73 mil)

+19.9%
y-o-y

Group Revenue Breakdown (Core Divisions only)

PLANTATION

RM189.40 million

+53.6% y-o-y

(FYE2021:RM123.27 million)

- Higher CPO and CPKO prices
- Improved in CPO volumes
- Higher FFB produced by Malaysian estates

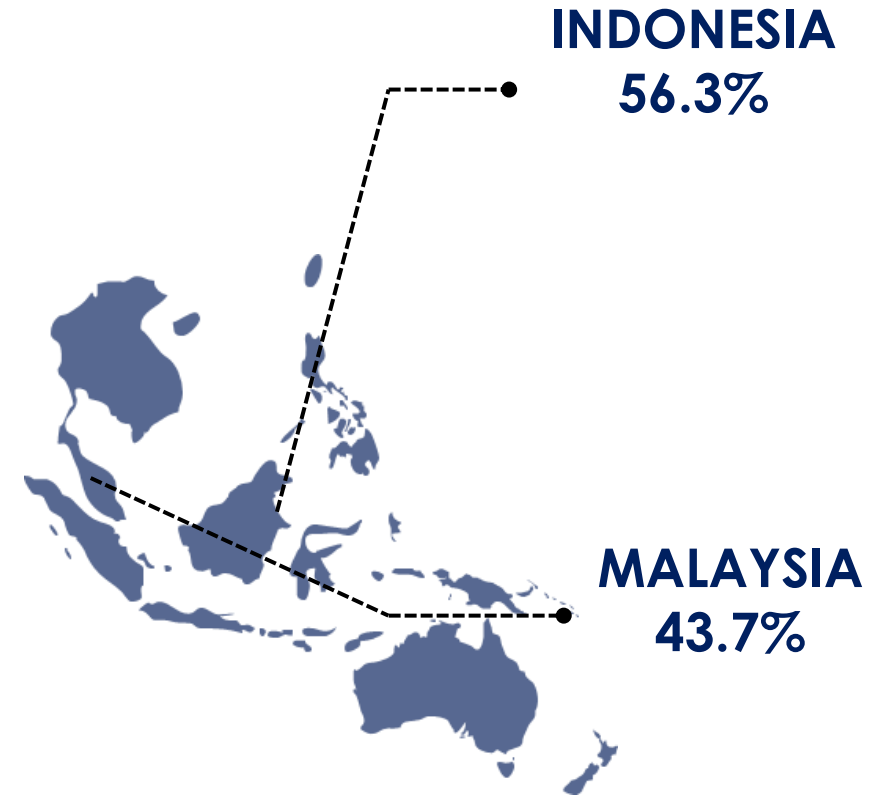
MANUFACTURING

RM104.13 million

+2.2% y-o-y

(FYE2021:RM101.93 million)

- Improved sales volumes in transport, travel, foreign travel and confidential document segments



Group PBT Breakdown (Core Divisions only)

PLANTATION

RM90.20 million

+330.5% y-o-y

(FYE2021:RM20.95 million)

- Higher CPO and CPKO prices
- Sustained improvement in operational efficiencies

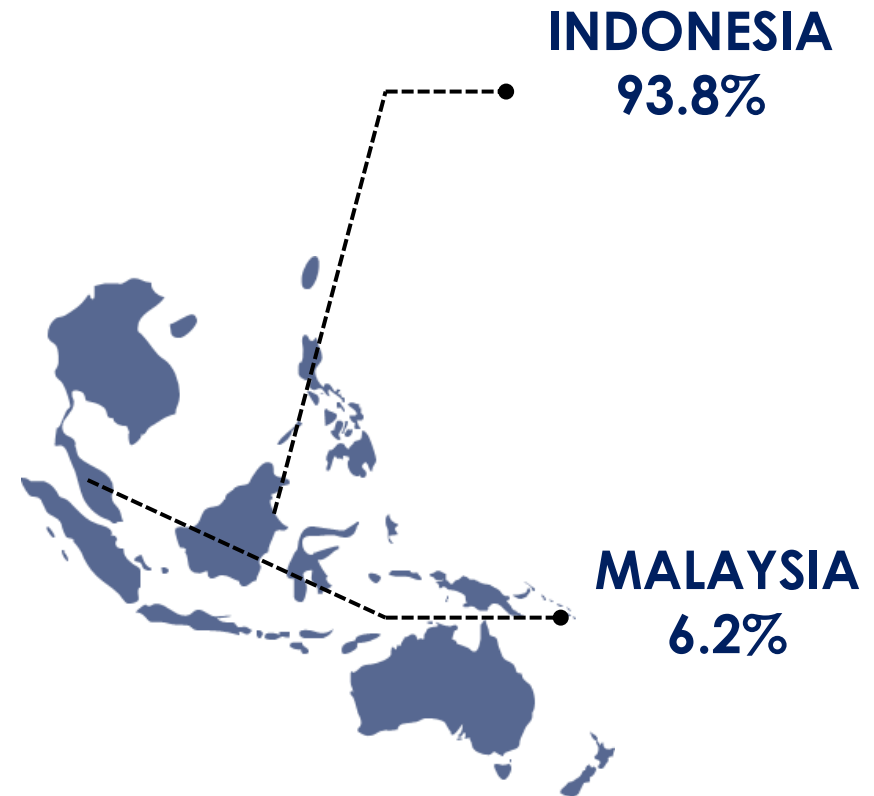
MANUFACTURING

RM8.49 million

-41.8% y-o-y

(FYE2021:RM14.60 million)

- Reduced due to revenue reversal of RM4.34 million



Year To Date Performance

	YEAR TO DATE RM'000		
	FY23	FY22	VARIANCE
Revenue	74,334	38,598	35,736
Direct Cost Of Sales	(43,897)	(18,525)	(25,372)
Gross Profit	30,437	20,073	10,364
<i>GP margin</i>	40.9%	52.0%	-11.1%
Other Income	1,370	1,603	(233)
Administrative expenses	(8,458)	(8,846)	388
Selling and marketing expenses	(2,315)	(6,461)	4,146
Other operating expenses	(3,271)	(3,422)	151
	(14,044)	(18,729)	4,685
Profit Before Interests And Tax	17,763	2,947	14,816
Finance Expenses	(210)	(118)	(92)
Share Of Profit Of Associated Co.	1,188	600	588
Profit Before Taxation and Zakat	18,741	3,429	15,312

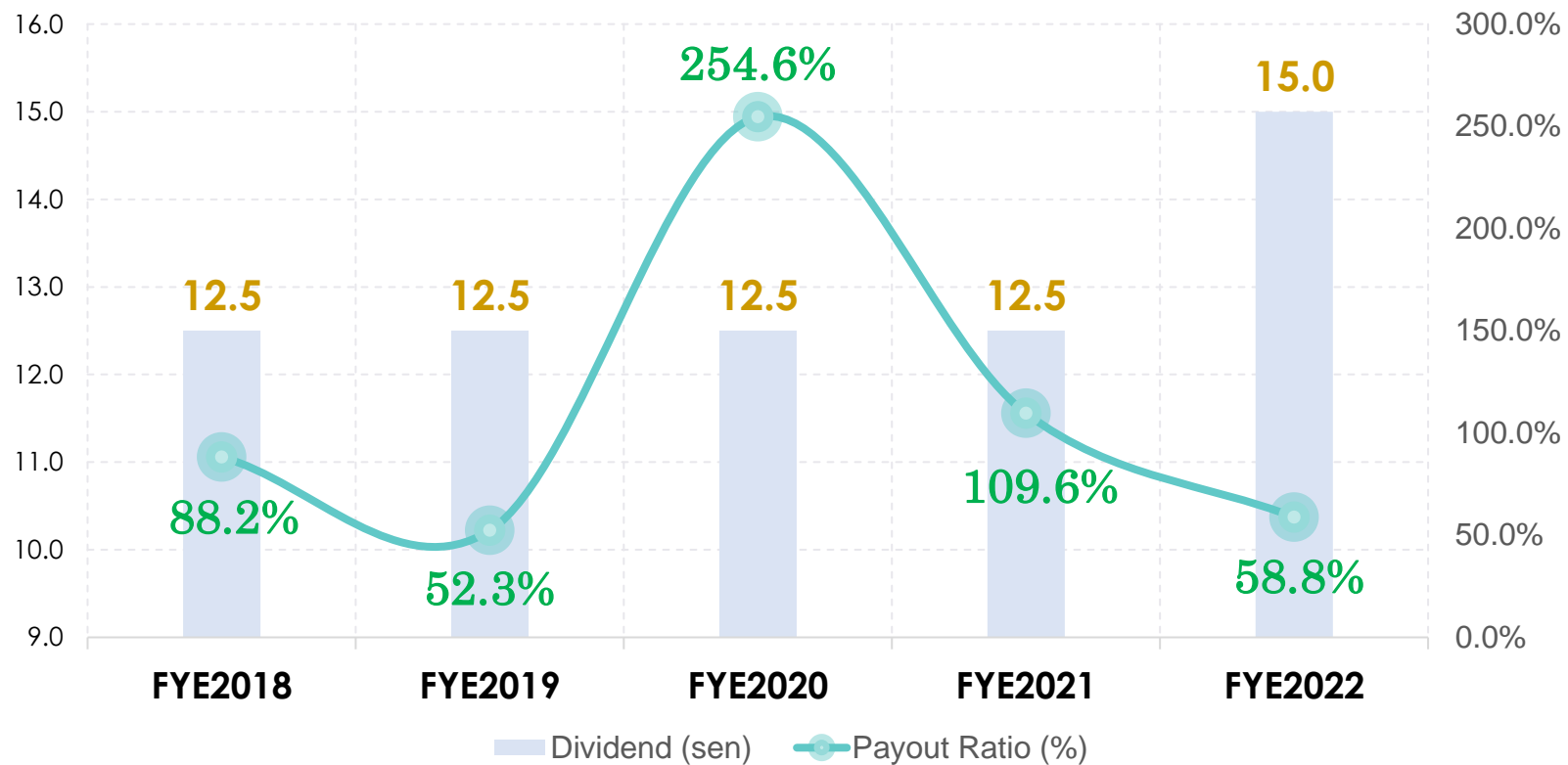
Revenue

	FY23	FY22	Variance	%
Manufacturing	29,788	13,164	16,624	126.3
Plantation	43,030	24,105	18,925	78.5
Prop. Management	1,767	1,572	195	12.4
Others	-	7,695	(7,695)	(100.0)
Elimination	(251)	(7,938)	7,687	(96.8)
Total	74,334	38,598	35,736	92.6

PBT

	FY23	FY22	Variance	%
Manufacturing	2,952	(855)	3,807	(445.3)
Plantation	14,777	4,892	9,885	202.1
Prop. Management	339	376	(37)	(9.8)
Others	(515)	6,111	(6,626)	100.0
Share of associate	1,188	600	588	101.0
Elimination	-	(7,695)	7,695	(100.0)
Total	18,741	3,429	15,312	446.5

Dividend



Our Dividend policy targets to pay at least **40.0%** of Profit After Tax and Non-Controlling Interests (PATANCI), subject to the Company's financial position

Emerging Risks

Inflation

- › Fuel, fertilizer and food price increases
- › Affects all divisions

Acute Labour Shortage

- › In plantation sector due to prolonged restrictions
- › Currently, Plantation Malaysia is operating at 76.0% of workforce requirement

Supply Chain Disruptions

- › Shipping and airfreight costs and duration post pandemic
- › On-going geopolitical conflicts

Foreign Exchange Volatility

- › Export from Indonesia and Malaysia are denominated in USD
- › Majority expenses and sales are denominated in respective local currency



Emerging Risks

STRATEGIC FOCUS & OUTLOOK

PLANTATION DIVISION

Strategic Focus

- Landbank expansion
- Increase productivity and cost efficiency through mechanisation
- Best estate management practices
- Rehabilitation/new planting for newly acquired estates

Outlook for FYE2023

- Projecting further growth in FFB production:
 - Based on the expectation of increased contributions from rising yields of young fields as well as harvests from new fields from our Malaysian estates subject to labour situation and weather conditions
 - Our FFB projection for Malaysia this FY2023 is **28,000 MT, 44.7% increase** from last year (19,350 MT)



STRATEGIC FOCUS & OUTLOOK

MANUFACTURING DIVISION

Strategic Focus

- Strategic partnerships & alliances
 - Streamlining costs to maintain competitiveness
 - Protection of niche markets
-

Outlook for FYE2023

- Reopening of economies to further strengthen demand for travel and transport
- Promising outlook travel document, confidential document and transport document segments





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Thank You & Stay Safe!