

# KUMPULAN POWERNET BERHAD CORPORATE PRESENTATION 1Q FY2021

DECEMBER 2020

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# **AGENDA**



1 Investment Merits

7 Business Segment

2 Stock Information

8 Financial Performance

3 History & Key Milestones

9 Future Outlook

4 Board of Directors

10 Key Takeaways

5 Key Management Team

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6 Corporate Structure







# **INVESTMENT MERITS**



# Earnings Growth Catalysts

- On growth mode with focus on renewable energy, utilities and infrastructure jobs
- Achieved RM1.2 billion order book for FY2020
- Aims to achieve RM2 billion order book for FY2021

# Established & Experienced Board of Directors and Management

- Directors and management with experience across diverse areas under energy, utilities and construction industries
- Ability in replicating execution capabilities for KPower's growth



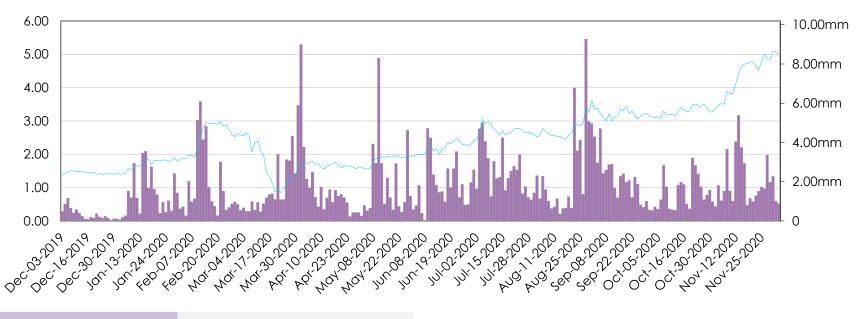




# STOCK INFORMATION



### 1-YEAR SHARE PRICE AND VOLUME MOVEMENT



Stock Name / Code	:	KPOWER / Code: 7130
Market	:	Main Market
Sector	:	Consumer Products & Services
Shares Outstanding	:	113.08 million
Market Capital	:	RM 565.4 million
52-week high/low	:	RM 5.19/ RM 0.85
Share Price	:	RM 5.00 (3 December 2020)
Dividend Policy	:	At least 20% of PAT

### SUBSTANTIAL SHAREHOLDERS

Holder	% of Total Shares Outstanding
Mohd Abdul Karim bin Abdullah	33.37
Grand Deal Vision Sdn Bhd	14.94

Source: S&P Capital IQ, as at 3 December 2020







# **HISTORY & KEY MILESTONES**

KPOWER

Sustainability Through Diversity

- Exceeded RM1.0 billion orderbook target for the financial year ended 30 June 2020.
- Secured the following projects:
- USD16 million of renewable energy project in Laos.
- RM365 million of renewable energy project in Perak, Malaysia.
- USD48 million of renewable energy project in Nepal.
- USD41 million of civil works for a hydropower project in Laos.
- USD46.2 million of renewable energy project in Nepal.
- USD13 million of renewable energy projects in Indonesia.
- Private Placements: 10% + 35% of the total number of issued shares.
- Diversification of the Company's principal activities.
- Acquired 51% stake in logistics company, Chemtrax Sdn. Bhd.
- Proposed share split and issuance of free warrants.

- KPower, via Zelinn Limited acquired a freehold student accommodation building in Liverpool.
- KPower acquired development rights for a commercial development in Sentul, Kuala Lumpur.



2019

- Founded as a textile manufacturer.
- KPower is formed as an investment holding company.
- Listed on Bursa Malaysia's second board in 2002.



- Dato' Dr. Ir. Ts. Mohd Abdul Karim Abdullah, founder of Serba Dinamik Holdings Berhad, and Grand Deal Vision Sdn. Bhd. acquired majority stake in KPower.
- The Group diversified into energy & utilities and infrastructure & logistics.
- Secured RM270 million of utilities project in Kuala Lumpur, Malaysia.







# **BOARD OF DIRECTORS**





**Dato' Dr. Ir. Ts. Mohd Abdul Karim Abdullah Non-Independent Non-Executive Chairman**Founder of oil-and-gas engineering company
Serba Dinamik Holdings Berhad since 1993.
Presence in Southeast Asia, Central and South
Asia, the Middle East, United States of
America, Europe and most recently Africa.



Non-Independent Non-Executive Director

Currently Director of Aspire Homes San Bhd, a property developer.

Dato' Arivalagan A/L Arujunan



Mustakim Mat Nun
Deputy Chairman and Group Managing
Director

Over 23 years experience in Power, Water, Finance and Private Equity. Served in various locations in the middle east, ASEAN and domestic market



Kok Pauline
Independent Non-Executive Director
Over 13 years of experience in
auditing and accounting in various
industries, including government
linked companies (GLCs).



Sarah Azreen Abdul Samat
Non-Independent Non-Executive Director
Over 19 years of experience in corporate
finance transactions involving equity issuance,
mergers and acquisitions, corporate
restructuring and corporate valuation.



Tan Yee Hou
Independent Non-Executive Director
Deputy Managing Director of LTKM's
wholly-owned subsidiary LTK
Development San Bhd, which he led
diversification into property sector.







# **KEY MANAGEMENT TEAM**



KPower is led by a team of dynamic professionals with a wealth of experience in **project management and** implementation, construction and investment activities especially in utility and renewable energy sectors.



Mustakim Mat Nun
Group Managing Director
Over 23 years' experience in finance, power
& water industries





Muhammad Syukri Sulaiman
SVP, Head of Corporate Finance and
Investor Relations
Over 15 years' experience in finance, power
& infrastructure industries

Zainal Azwadi Zainal Abidin







Khairulaklam Omar SVP, Head of Project Development 20 years' engineering experience in power & water covering Southeast Asia with multinational companies

**Kamalulariffin Ahmad** 

finance & power industries

VP, Head of Project Implementation 20 years' experience in construction, water & energy project management





Puteri Nur Qistina Abd. Rahman Acting Head of Finance 10 years of experience in audit with several Big Four accounting firms

Lilik Harianti Saijan

VP, Head of Corporate Resources & Administration

20 years' experience in multinational & government-linked companies across various sectors









# LEVERAGING ON HUMAN CAPITAL



The Board of Directors of KPower and key management team with **combined experience of over 200 years** will further enhance KPower's **strength to evolve for future growth.** 

### **BOARD OF DIRECTORS**

Diverse background

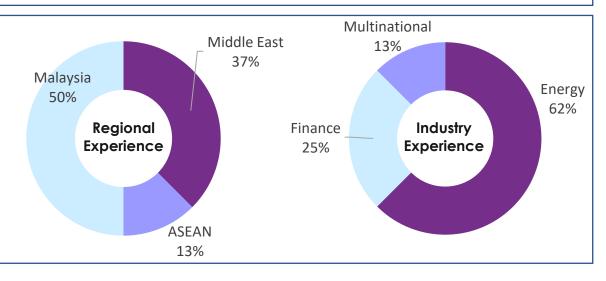
**Extensive experience** 

**Dynamic** 

Vast industry network

### **KEY MANAGEMENT**

By leveraging on the management's vast experience and industry network, KPower is well positioned to land more major projects in the future.





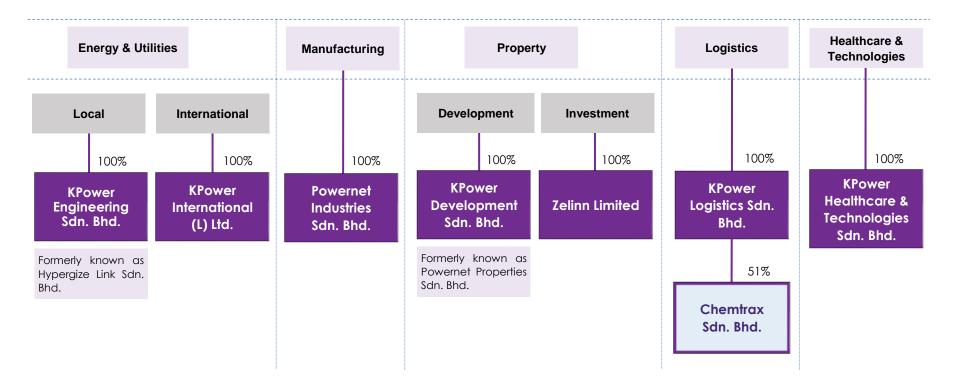




# **CORPORATE STRUCTURE**



## **KPOWER**









# THE NEW KPOWER - BUSINESS SEGMENT



The Company successfully repositioned itself by expanding into new sectors to generate sustainable revenue streams, in addition to its existing businesses.

# **ENERGY & UTILITIES**

Green and renewable energy related to hydropower, solar, waste to energy and biomass



### **PROPERTY**

Sustainable property development



### **LOGISTICS**

To provide logistic solutions to complement various activities within the network of shareholders



# HEALTHCARE & TECHNOLOGIES

To venture into healthcare and medical products focusing on technology applications and solutions





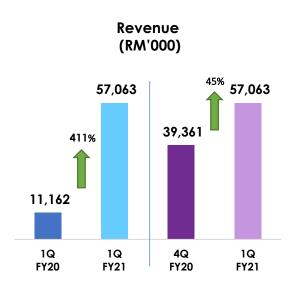


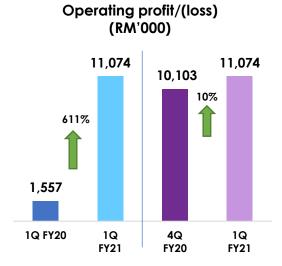


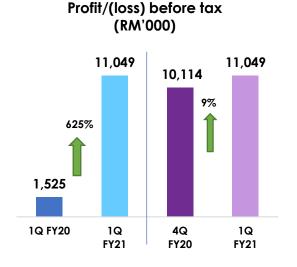
### FINANCIAL PERFORMANCE

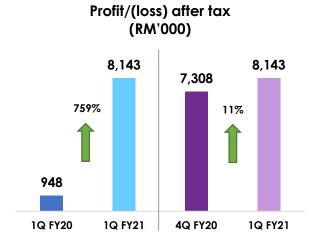
Improved Quarter-on-Quarter Performance

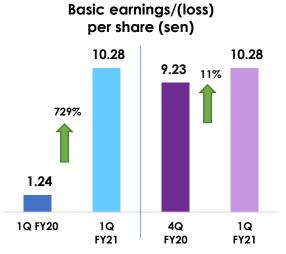


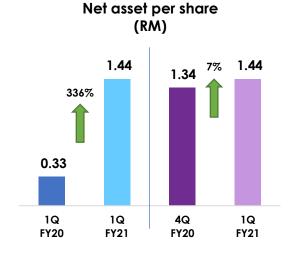












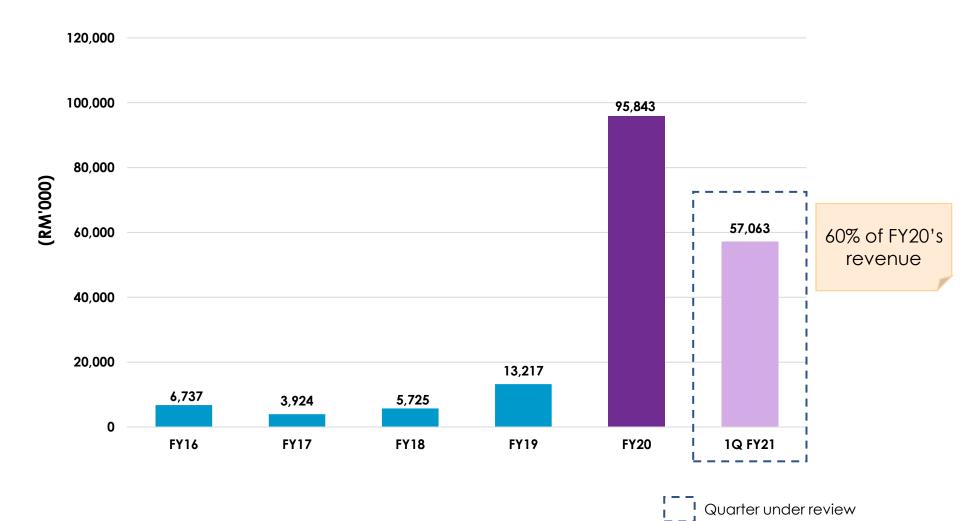






# **TOTAL REVENUE**





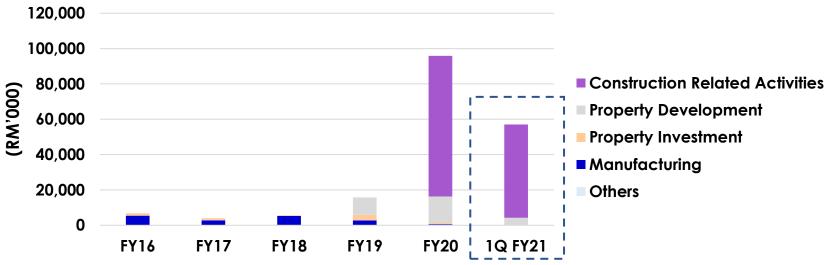




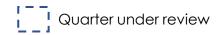


# **SEGMENTAL BREAKDOWN**





Segments			1Q FY21				
	2016	2017	2018	2019	2020	RM'000	% Contribution
Construction Related Activities	-	-	-	-	79,571	52,809	92.54
Property Development	-	-	-	9,802	15,010	4,092	7.17
Property Investment	1,321	1,156	519	3,275	606	21	0.04
Manufacturing	5,435	2,768	5,209	2,669	656	141	0.25
Others	8	-	-	-	-	-	-





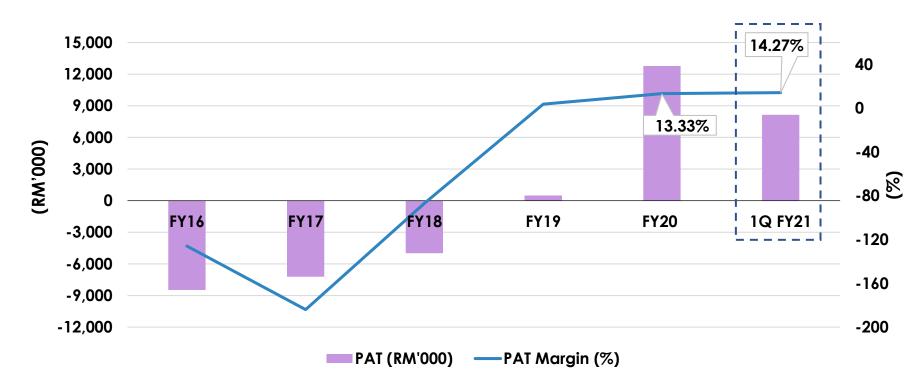




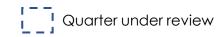
# **PROFITABILITY**



# **PROFIT AFTER TAX ("PAT") AND PAT MARGIN**



	FY16	FY17	FY18	FY19	FY20	1Q FY21
PAT (RM'000)	(8,481)	(7,218)	(4,977)	481	12,776	8,143
PAT Margin (%)	(125.89)	(183.94)	(86.94)	3.64	13.33	14.27











Industry

# **OUTLOOK OF CURRENT BUSINESS**





World Energy Consumption by 2050

### +50%

Most of this growth comes from regions where strong economic growth is driving demand, particularly in Asia **Renewables** – accounting for almost 1/4 of global demand growth +4.0%



Global Renewable Energy Investment Trends, 2010-2019

### USD 2.8 trillion

total renewable energy investment

**USD 301.7B** 

total investment in 2019



Malaysia and ASEAN's Energy Mix Target by 2025

**35%** from renewable energy in installed power capacity (20% in 2019)

**RM 33B** investments to be supported by government, public-private partnerships & private financing. Latest government stimulus via 1000 MW LSS4.



Asia Estimated Infrastructure Investment Needs, 2016-2030

### USD 22,551B

including maintenance & rehabilitation costs (without climate change mitigation & adaptation costs)

- F Power: USD 11,689B
- 7. Transport: USD 7,796B
- ▼ Telecommunications: USD 2,279B
- ▲ Water & sanitation: USD 787B



Small Hydropower Plants Growth in Malaysia by 2024

### **225MW**

(from 59.3MW in 2018)

Representing CAGR of 24%

### Sources:

U.S. Energy Information Administration; Frankfurt School-UNEP Centre; International Energy Agency; Joint Ministerial Statement of the 38th ASEAN Ministers on Energy Meeting, 19 November 2020; Asian Development Bank; Protégé Associates Sdn Bhd







# **SECTOR OUTLOOK**

# Opportunities in the Energy Sector



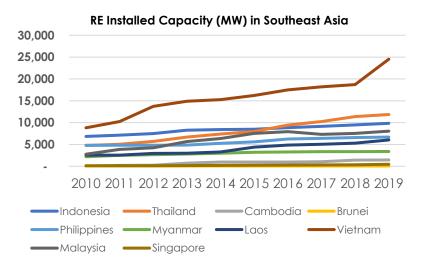
### Main concerns of ASEAN countries

### **Energy security**

Struggling to meet the escalating energy demand of the growing populations and economies

# The need to develop energy infrastructure

Low electrification rate among the countries especially the rural areas

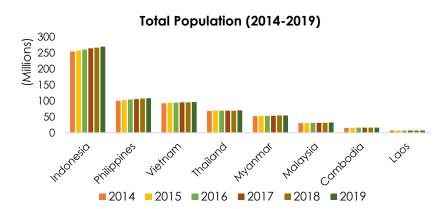


Source: Renewable Energy Statistics 2020, International Renewable Energy Agency (IRENA)

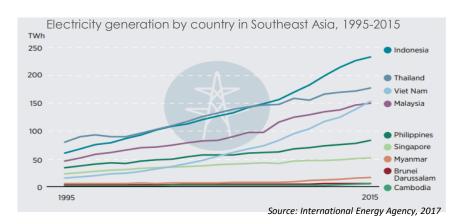
A new target of **35% renewable energy** in installed power capacity in the ASEAN region **by 2025** 

Source: Joint Ministerial Statement of the 38th ASEAN Ministers on Energy Meeting, 19 November 2020

### Rapid Economic & Demographic Growth



Electricity generation in the region has tripled between 1995 and 2015, reaching over 872 terawatt hours (TWh). During this period, electricity generation grew at an average rate of 7% per year, led by increases in Indonesia, Malaysia, the Philippines, Singapore, Thailand and Vietnam





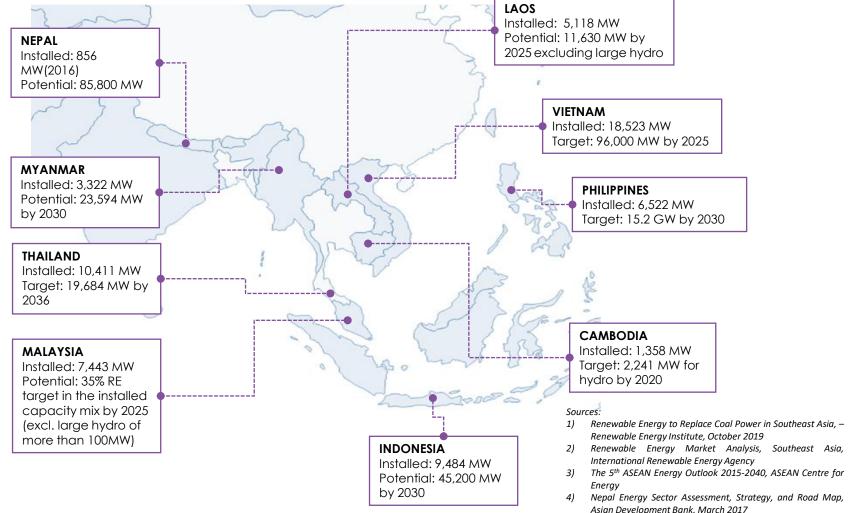




# SECTOR OUTLOOK

# Opportunities in the Renewable Energy Sector











Joint Ministerial Statement of the 38th ASEAN Ministers on

Energy Meeting, 19 November 2020

# SECTOR OUTLOOK

# Opportunities in the Utilities Industry – Water Related Activities

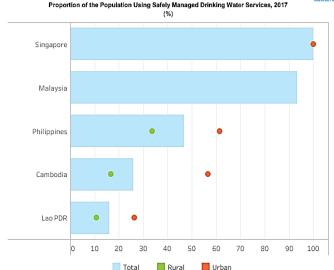


### **Growth Opportunities**

Propelled by a rapid population growth & urbanisation

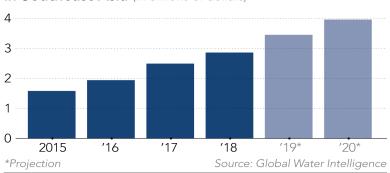
Inadequate infrastructure

- In Southeast Asia, the water and wastewater services industry is still nascent with a highly fragmented market.
- Although Singapore and Malaysia are currently the markets with the most activity, developing markets such as Indonesia, Vietnam, and the Philippines are expected to offer strong growth opportunities in the coming years.



### Investment in Sea

# Rising sewage treatment investment in Southeast Asia (in billions of dollars)



The Asia Pacific (Asia) total water and wastewater services industry market is considered to be at the growth stage, with varied development stage across countries in the region.

~300 million
have no access
to safe drinking
water

~1.5 billion people lack basic sanitation

### Sources:

- 1. Asian Development Bank
- 2. Water Situation and Opportunities in Asia, Asiawater.org
- 3. Growth Opportunities in APAC Water & Wastewater Services Market, Frost & Sullivan









# FUTURE OUTLOOK Group

# **CURRENT ORDER BOOK**





### **8 MW NAM SAMOY HYDROPOWER PLANT**

USD16 Contract Value million (equivalent to approximately RM66 million)

### 3X5 MW NAM TAEP 1 AND 3X5 MW NAM **TAEP 2 HYDROPOWER PLANTS**

million Contract Value : USD41 (equivalent to approximately RM175 million)





### 22.9 MW NEPAL MINI HYDROPOWER PLANT

Contract Value: USD48 million (equivalent to approximately RM208 million)

### 22 MW NEPAL MINI HYDROPOWER PLANT

Contract Value USD46.2 million (equivalent to approximately RM193 million)



### **KUALA LUMPUR SEWERAGE TREATMENT PLANT**

Contract Value: RM270 million

### 32.47 MW PERAK MINI HYDROPOWER PLANTS

Contract Value: RM365 million

### PROPERTY DEVELOPMENT & OTHER JOBS

Contract Value: RM53 million



### 3.1 MW SG. SIMPANG, SUMATERA MINI HYDROPOWER PLANT

**Contract Value**: USD7 million (equivalent to approximately RM30 million)

### 2.6 MW SG. KLAAI, SUMATERA MINI HYDROPOWER PLANT

Contract Value: USD6 million (equivalent to approximately RM25 million)

### **MISCELLANEOUS**

**Contract Value :** Approximately RM40 million







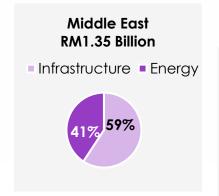
# **CURRENT TENDER ACTIVITIES**





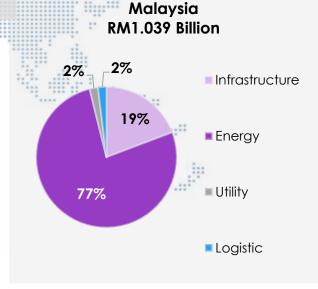


## **TOTAL BID = RM4.21 Billion**















# **KEY TAKEAWAYS**



# Improvement in financial performance from new business

- ✓ Recorded an increase in revenue by 411% y-o-y during 1Q FY2021.
- ✓ Profitability grew by 759% y-o-y in the same period.
- ✓ Driven by construction related activities mainly arise from preliminary works on the construction projects.

## On track to expand and strengthen regional presence

- ✓ Secured RM688 million of utilities, energy, and property project in Malaysia.
- ✓ Secured RM401 million of energy project in Nepal.
- ✓ Secured RM241 million of energy project in Laos.
- ✓ Secured RM95 million of energy project in Indonesia.

# Steadily progressing the growing path

- ✓ Achieved RM1.2 billion order book of works in FY2020 which provides the earnings visibility for next 3-4 years.
- ✓ Out of RM2.0 billion order book target in FY2021, RM248 million is secured.
- ✓ Exploring potential mergers and acquisitions to enhance business prospects.
- ✓ Major shareholders are committed to support the capital requirements of the Group.







# **NEWS & COVERAGE**











# THANK YOU

