

### **AUDITED FINANCIAL STATEMENTS AND ANNUAL REPORT**

The Board of Directors of First Myanmar Investment Co., Ltd. (the "Company" and with its subsidiaries, the "Group") wishes to announce the release of the Company's audited financial statements and annual report for the fiscal year ended 31 March 2016.

The annual report containing the audited financial statements can be accessed via the YSX website and is also available at: <a href="http://fmi.com.mm/annual-reports">http://fmi.com.mm/annual-reports</a>.

In addition to the discussion and analysis contained in this announcement, a presentation is also available at: <a href="http://fmi.com.mm/presentations">http://fmi.com.mm/presentations</a>.

### **KEY HIGHLIGHTS**

# **Summary Group Income Statement**

(Ks. '000s)	FY 2016	FY 2015	% Change
Revenue	110,024,282	33,318,535	230.2%
Cost of Sales	(74,931,635)	(20,400,760)	267.3%
Gross Profit	35,092,647	12,917,775	171.7%
Expenses	(36,454,159)	(14,630,722)	149.2%
Profit from Associates	3,961,058	15,452,800	(74.4%)
Profit from Operations	2,599,547	13,739,853	(81.1%)
Profit from Non-Operations	7,915,887	60,490,657	(86.9%)
Profit Before Tax	10,515,434	74,230,510	(85.8%)
Income Tax Expense	(1,599,388)	(1,107,342)	44.4%
Net Profit	8,916,046	73,123,168	(87.8%)
Earnings Per Share	407	3,811	(89.3%)

Group revenue of Ks. 110.0 billion for the fiscal year ended 31 March 2016 ("FY 2016"), was substantially higher than the Ks. 33.3 billion recorded in the previous fiscal year ended 31 March 2015 ("FY 2015").

In FY 2015 two of the Group's key entities, Yoma Bank Limited ("Yoma Bank") and Pun Hlaing Siloam Hospital ("PHSH") were only consolidated for part of the year, with Yoma Bank being consolidated for one quarter and PHSH being consolidated for two quarters. As a result, the revenues from these entities were partially recognized as Group revenues and partially

recognized as profit from associates, thus Group revenues were comparably lower in FY 2015. This year both Yoma Bank and PHSH were consolidated for the entire fiscal year, giving rise to higher Group revenues.

In addition to the different Group structure in FY 2015 and FY 2016, the increase in revenues was also due to improved results at our key subsidiaries. Yoma Bank recorded strong revenue growth on the back of a stronger loan book and deposit base, while PHSH saw increased patient volumes which led to a corresponding increase in revenue from room occupancy, pharmacy, laboratory, and radiology services.

A breakdown of FY 2016 Group revenues is set forth below:

(Ks. '000s)	FY 2016
Financial services	95,304,201
Healthcare services	11,922,329
Airline services	2,342,453
Rental income	54,000
Dividend income	401,300
Total	110,024,282

Our gross margin declined from 38.8% in FY 2015 to 31.9% this year. This was mainly due to an increased cost of sales at Yoma Bank which experienced pressure on its net interest margin due to the competitive banking environment, as well as losses from FMI Air before deconsolidation.

Total Group expenses increased substantially from Ks. 14.6 billion last year to Ks. 36.4 billion this year. This was mainly due to the previously mentioned difference in Group structure in FY 2016. Additionally, higher personnel expenses from a continued focus on human capital and exceptional expenses related to the listing of the Company on the Yangon Stock Exchange also contributed to higher expenses this year.

Profit from associates saw a marked decrease this year, falling 74.4% from FY 2015. This was primarily due to a stagnant real estate market in FY 2016 which affected our associates. While Thanlyin Estate Development remained the largest contributor to our profit from associates, Group share of its profits decreased 68.3% in FY 2016. A breakdown of profit from associates in FY 2016 is set forth below:

Associate	Stake	Group Share of Net Profit (Ks.'000s)
Thanlyin Estate Development Ltd.	30.0%	3,365,904
Meeyahta International Hotel Ltd.	20.0%	461,780
Chindwin Holdings Pte. Ltd.	30.0%	186,520
LSC-FMI Co.,Ltd (KrisPLAZA)	50.0%	(1,537)
Pun Hlaing Link Services Co Ltd.	30.0%	(2,189)
FMI Garden Development Ltd.	47.5%	(49,420)
Total		3,961,058

With lower gross profit margins and lower profit from associates, group profit from operations decreased 81.1% from Ks. 13.7 billion in FY 2015 to Ks. 2.5 billion in FY 2016.

Profit from non-operations decreased 86.9% from 60.4 billion in FY 2015 to 7.9 billion in FY 2016. This was due primarily to the one-time gains recognized by the Group in FY 2015 as part of its restructuring.

Profits from non-operations in FY 2016 were as follows:

	(Ks.'000s)
Gain on Disposal of Subsidiaries	4,397,646
Cancellation of Liabilities	2,526,072
Gain on Disposal of Available-for-Sale Investments	899,550
Gain on Foreign Currency Exchange Difference	149,224
Gain on Disposal of Property, Plant and Equipment	18,473
Writing Off Unsuccessful Business Development	(75,078)
Total	7,915,887

The gain on disposal of subsidiaries relates to the Company's divestment, and subsequent deconsolidation of FMI Air in FY 2016. FMI Air was divested at cost, however its book value at the time of divestment was substantially lower than cost, due to its negative retained earnings. The Group therefore recognized a Ks. 4.3 billion gain on the divestment. This gain allows the Group to recoup the losses it had incurred on its investment in FMI Air.

The cancellation of liabilities relates to the restructuring of the Company's investments in Yoma Siloam Hospital Pun Hlaing Ltd. ("YSHPH") and its related company Pun Hlaing International Hospital Limited ("PHIH"), which constitute the Company's investments in the healthcare sector. YSHPH is the operator of Pun Hlaing Siloam Hospital, while PHIH is the hospital's property holding company. Upon the completion of the establishment and restructuring of YSHPH and PHIH, the vendor's interest in a shareholder loan to PHIH was transferred to the new shareholders of PHIH, which gave rise to a cancellation of a liability. This cancellation of a liability represents a net gain of Ks. 2.5 billion on the Group's income statement.

With lower profit from associates and lower profit from non-operations this year, total Group net profit declined 87.8% from Ks. 73.1 billion in FY 2015 to Ks. 8.9 billion in FY 2016. Likewise, earnings per share declined 89.3% to Ks. 407 per share in FY 2016. This was partially due to a larger number of shares outstanding in FY 2016, subsequent to the Company's issuance of 1.0 million new shares as part of an employee share incentive scheme.

## **Summary Group Balance Sheet**

(Ks. '000s)	<u> 2016</u>	<u>2015</u>	% Change
ASSETS			
Total current assets	943,208,403	557,911,397	69.1%
Total non-current assets	457,963,209	403,603,323	13.4%
Total assets	1,401,171,612	961,514,720	45.7%
LIABILITIES			
Total current liabilities	1,124,336,161	722,640,795	55.6%
Total non-current liabilities	26,667,043	13,916,856	91.6%
Total liabilities	1,151,003,204	736,557,651	56.3%
EQUITY			
Total equity	250,168,407	224,957,069	11.2%
Total liabilities and equity	1,401,171,612	961,514,720	45.7%

Current assets rose 69.1% in FY 2016 as a result of a strong increase in loans to customers by Yoma Bank. With an overall robust balance sheet, Yoma Bank also saw an increase in its cash this year. The 13.6% increase in non-current assets was mainly due to Yoma Bank's purchase of additional Myanmar treasury bonds during FY 2016.

The Group's current liabilities rose substantially this year from Ks. 722.6 billion to 1.1 trillion, an increase of 55.6%. This increase was mainly attributable to excellent deposit growth at Yoma Bank in FY 2016. The rise in non-current liabilities from Ks. 13.9 billion to 26.6 billion this year was primarily attributable to an increase in trade payables following a three way facility agreement between the Company, Thanlyin Estate Development and Serge Pun & Associates (Myanmar) Ltd.

The increase in Group equity from Ks. 224.9 billion to 250.1 billion in FY 2016 was due to an increase in Yoma Bank's capital reserves, which are mandated by the Central Bank, the issuance of new shares, and higher non-controlling interests due to the increase in equity at Yoma Bank.

## **Summary Group Cashflow Statement**

(Ks.'000s)	<u>2016</u>	<u>2015</u>
Cash provided by operating activities	93,136,157	74,125,324
Cash provided by (used in) investing activities	(59,612,457)	17,901,926
Cash provided by financing activities	25,104,163	35,809,748
Net increase in cash and cash equivalents	58,627,863	127,836,997
Cash and cash equivalents at beginning of financial year	129,014,320	1,177,323
Cash and cash equivalents at end of financial year	187,642,183	129,014,320

Group cash and cash equivalents stood at Ks. 187.6 billion as at March 31 2016 as compared to Ks. 129.0 billion as at 31 March 2015. Yoma Bank represents the majority of cash reported on the Group cashflow statement, and its positive deposit growth in FY 2016 lead to a 25.6% increase in cash flow from operations in FY 2016. The Ks. 59.6 billion of cash used in investing activities in FY 2016 was mainly due to the purchase of Myanmar treasury bonds by Yoma Bank. The cash provided by financing activities of Ks. 25.1 billion mainly relates to the Company's receipt of a loan from Bangkok Bank as well as capital contributions from non-controlling interests.

#### **Forward Outlook**

With the listing of the Company on the Yangon Stock Exchange this year and a clear focus on our 'Three Pillar' strategy in the Financial Services, Real Estate, and Healthcare sectors, FMI is in an excellent position to capitalize on the economic growth of the coming years.

In financial services, we expect to see continued growth from Yoma Bank as it increases its deposits, loans and market share, while focusing on good governance and technology as the foundation of growth. We also look forward to the performance of 'Wave Money' and its revolutionary approach to mobile payments. With a strong partner in Telenor, this business has very strong growth potential.

In real estate we are already seeing a recovery from the challenging market environment in FY 2016. We believe our Star City development offers a lifestyle unlike any other in Yangon, and its unique community atmosphere will continue to attract demand regardless of external market conditions. With a more favorable property market in FY 2017, we expect to see higher contributions from our real estate associates next year.

We continue to believe that the healthcare sector holds great promise, especially given the changing demographics in Myanmar and the country's low base in regards to hospital beds per capita. Pun Hlaing Siloam Hospitals will continue to pursue its strategy of nationwide expansion combined with efficient operation of existing facilities. We look forward to the results of this strategy over the next few years.

We will also continue to be open to new opportunities for our portfolio investments. As the Myanmar economy continues to grow, a range of new possibilities will emerge. We will continue to explore new sectors in order to maximize value for shareholders.