



First Myanmar Investment Public Co., Ltd.

Summary:

First Myanmar Investment Public Co., Ltd. (FMI), a company incorporated in November 1992 in Myanmar, became the first company to be listed on the Yangon Stock Exchange (YSX) in 2016. FMI is rated highly for corporate transparency and governance by the Myanmar Centre for Responsible Business (MCRB), an organization focusing on assessing responsible business activities. FMI's major areas of focus lie in financial services, healthcare, tourism and real estate development sectors – all of which are independently managed subsidiaries.

Yoma Bank Limited, FMI's key financial services business and one of Myanmar's largest private banks, continues to display favorable performances and focuses on growing SME loans and digital banking. Pun Hlaing Siloam Hospitals, forming FMI's healthcare branch, continues to grow through its domestic healthcare network expansion plan. On the real estate development end, FMI has interests in Yoma Land which is the umbrella brand covering the real estate projects of the larger YOMA Group. FMI's key interests in Yoma Land projects include Star City in Thanlyin township, and Yoma Central, a major project focusing on the development of land in the central business district area of Yangon. Memories Group Limited, the tourism arm of FMI, operates an integrated tourism platform in Myanmar.

First Myanmar Investment and YOMA Group

First Myanmar Investment Public Company Limited, established in 1992, is an investment holding company with strategic business diversification in financial services, healthcare, tourism and real estate sectors. With each of its subsidiaries operating under independent management teams, FMI, in addition has start-up ventures expanding into strategic sectors such as infrastructure and agriculture. FMI became the first company to be publicly listed on the Yangon Stock Exchange in March 2016.

FMI belongs to a larger Yoma Group (Group). FMI, together with its affiliate, Yoma Strategic Holdings Ltd (YSH) – a company incorporated in Singapore and listed on the Singapore Exchange (SGX) – forms Yoma Group. Although under the umbrella brand of Yoma Group, the two holding companies have independent management teams and work in collaboration for several projects in various industries, namely – real estate, financial services and tourism. In addition, YSH has also established businesses in the automotive and consumer sectors.



YOMA GROUP



Data Source: FMI website, retrieved Dec 17th

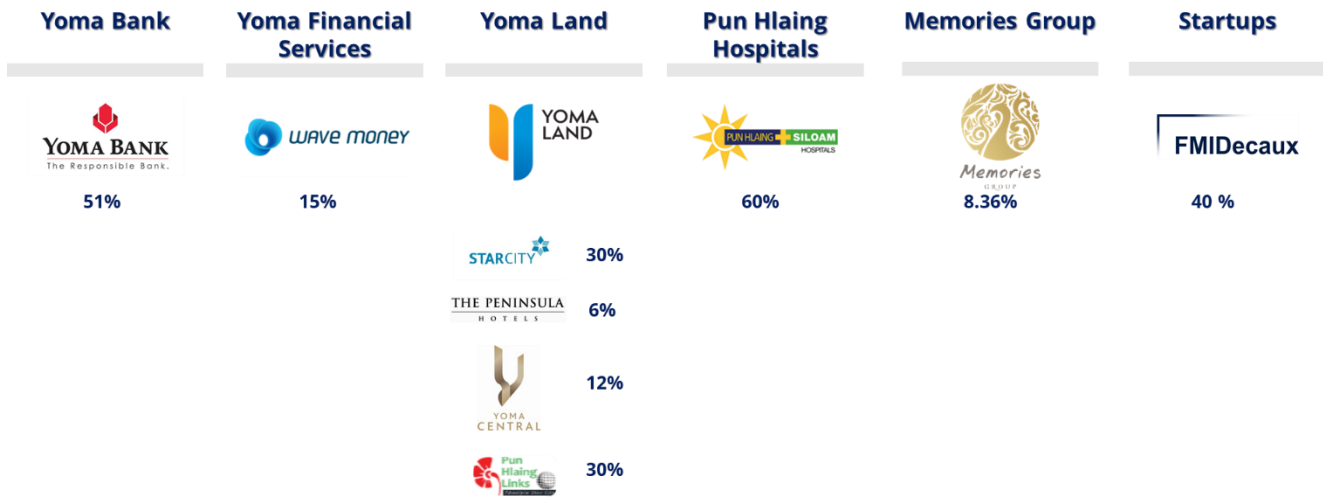
Banking & Financial Services

Yoma Bank, one of FMI's core financial services businesses, was incorporated in 1993 and is one of Myanmar's oldest banks. Since inception, Yoma Bank has focused its services to cater towards small and medium sized enterprises (SMEs). With a core emphasis on strong corporate governance, technology and financial inclusivity, Yoma Bank's management prioritizes customers' trust. With several committees assessing the services Yoma Bank provides, the bank has managed to effectively reduced non-performing loans to less than three percent. Yoma Bank has implemented Finastra as its core banking system and redirected its focus towards digital money in recent times.

In a partnership with Telenor, a Norwegian telecommunications company, FMI together with YSH has also set up Wave Money - a digital platform for mobile money transfer. Wave Money is aimed at the unbanked population and provides financial inclusivity using digital money.

Healthcare

Pun Hlaing Siloam Hospitals (PHSH), FMI's healthcare branch, provides high quality medical care and aims at improving the quality of healthcare in Myanmar. FMI owns a majority stake in PHSH. PHSH is planned for expansion of ten new healthcare facilities within the next 5-7 years. Along with expansion on the healthcare network to utilize the 'Hub and Spoke' service delivery model, PHSH also provides specialized care through experienced doctors and advanced medical equipment. Pun Hlaing Siloam Clinic, established in 2016 on Bogyoke Aung San Road in Yangon, is registering favorable earnings and is expected to take on a larger role in FMI's healthcare.



Data Source: FMI website, retrieved Dec 17th

Real Estate

Yoma Land is the umbrella brand under which all of FMI and YSH real estate projects are established. FMI's interests in Yoma Land includes Star City, Yoma Central, Peninsula Hotel, and Pun Hlaing Links.

Star City is a real estate development located 23 kilometers east of central Yangon. The project commenced along with the establishment of its developer, Thanlyin Estate Development Company Limited (TED). FMI holds 30% stake in TED, while YSH holds the remaining. Built on 464 acres of land, the 135-acre development of Star City is the only large-scale residential development near the Thilawa Special Economic Zone. Star City is categorized into three different Zones – A, B and C. Zone A and B are categorized as low-rise condominiums, with five buildings respectively. Zone C, also known as Galaxy City Towers, houses six buildings with 25 to 28 floors each. Upon completion, Star City will house a total of 9,000 living units. Amenities include supermarket, school, clinics, restaurants, café, spa, gym, and a swimming pool. Located next to a Pun Hlaing Links golf course and with proximity to Thilawa Special Economic Zone, Star City provides an attractive option for families and individuals alike.

Yoma Central, an integrated real estate development in downtown Yangon, is jointly developed by FMI, YSH, Mitsubishi Corporation, International Financial Cooperation (IFC), and the Asian Development Bank (ADB). The project involves the redevelopment of land owned by Myanmar Railways into a large-scale complex. The Yoma Central complex is planned to house grade-A office buildings, residential and a business hotel. The development inclusive of land expropriation, construction costs, and consulting costs, is estimated at 700 million US Dollars. FMI holds a 12% stake in the project.

In addition, the Yoma Central site also has to restore the former headquarters of the Burma Railway Company for the development of a luxury hotel, the Peninsula Yangon. Completion of the project is targeted end of fiscal year 2021. FMI holds a 6% stake in the project, along with YSH 24%.



Tourism

Memories Group, which acts as the tourism arm of FMI Group, operates as an integrated tourism platform in Myanmar. Memories Group Limited, affiliated with FMI and YSH, is listed on the Singapore Exchange. Memories Group operates on three main segments – hotels, experiences and services. In the experiences segment, Memories Group provides experiences through its expanding portfolio such as hot air ballooning, trekking, boating, diving and eco-tourism. Memories Group also operates three to five star hotels, resorts and lodges throughout the country's major tourist and business destinations and develops new high potential tourism destinations in Myanmar. Memories Group also provide travel and destination management services catering opportunities for exploring exotic locations.



Data Source: Memories Group website, retrieved Dec 17th

Start-ups

FMI, with strategic diversification into key business sectors, also remains active in exploring new business ventures and opportunities. FMI Decaux, a joint venture between FMI and JCDecaux – one of the world's leading outdoor advertising and street furniture company – is operating a twenty-year contract with Yangon City Development Council (YCDC) to install, operate and maintain the street furniture of Yangon. 500 sets of bus shelters and 500 city information panels are to be installed in the streets of Yangon within 5 years.

In addition, FMI also maintains a 30% interest in Myanmar Agri-Tech Limited (MAGT) which owns the planting rights to the Maw Tin estate and Sein Taung estate near Patheingyi region. Currently, there is a coffee project at Maw Tin with the initial commercial trial plantation area of 300 acres of lowland Robusta coffee trees being planted three years ago. Trial plantation and feasibility studies are also being undertaken for natural rubber and forest tree plantations as potential investment projects.

FMI's financial performance and Corporate Governance

As a result of the diversified approach in investing four key pillars, FMI group's consolidated revenue grew 27.4% in FY18 compared to FY17, totaling Ks. 205 billion compared to Ks. 161.3 billion respectively. The main contributor to the Group's revenue increase is in the financial services. Yoma Bank's revenue grew



27.5% from Ks. 146.4 billion to Ks. 186.6 billion, due to a surge in interest income from increasing pool of borrowers, hire-purchase products, and gradual improvement in its agriculture financing program. Healthcare services similarly grew 28.2% to Ks. 18.8 billion in FY 2018 due to an influx of in-patient volumes and demand for the hospital's services.

From a non-financial perspective, FMI is also frequently recognized for its transparency by the Myanmar Center for Responsible Business (MCRB), a private sector organization assessing responsible business standards. MCRB named FMI the Most Transparent Company in Myanmar for two straight years in 2016 and 2018 (no ranking was issued in 2017 while the grading methodology was being redesigned). As part of the larger Yoma Group, FMI has implemented its mission to 'Build a better Myanmar for its people' through corporate integrity, corporate social responsibility and sustainability practices.