

# Media Briefing -Second Year Review

1st June 2006







- Overview of the Mandate
- Progress to date
- Restructuring & Reorganisation
- GLC Transformation
- Monitoring & Management
- Capacity Building
- Key Company Highlights
- Appendix



#### Our Framework

"... decisive action requires nothing less than a remaking of Malaysia Inc..."
"The Government would like to see Khazanah emerge as one of the biggest
and most dynamic investment houses in the region... emerge stronger,
more nimble and able to create more value"

Dato' Seri Abdullah Ahmad Badawi, Prime Minister of Malaysia 14 May 2004

#### **Key themes of our Mission...**

- Strategic investment house
- Sustainable value creation
- Nation-building and national competitiveness
- Performance culture

#### ... via four Strategic Pillars ... Legacy Streamline, restructure investments Increase value: GLC transshareholder + strategic formation New New sectors, cross investments border Active leadership **Human Capital** development Management

#### and success measured by KPIs

**Financial metrics as primary KPI:** TSR and economic profit,
ROE, Net Worth

Strategic value creation: capability building in customer acceptance, sectoral and geographic exposure, market penetration, human and knowledge capital, technology

**Institution building**: processes, charter, systems and controls, work culture, brand equity



#### Our Mandate

Leading strategic investment house that creates sustainable value for a globally competitive Malaysia

Accomplish Strategic Vision and Mission

1

Legacy investments

Streamline, repair, restructure portfolio 2

GLC transformation

Increase shareholder value, strategic value 3

New investments

New strategic sectors and geographies

4

Human Capital Management

Active
development
of Human
Capital for
the nation

3rd: Building capacity in talent, processes, knowledge and infrastructure

2<sup>nd</sup>: Core values: integrity, diligence, teamwork, professionalism, mutual respect

1st Foundation: a focus on long-term nation-building

Execute Strategic Pillars

Get foundations right, build capacity



# Five-Pillar Terms of Engagement Framework with GLCs

#### Description

#### Leadership Bench

- Ensure professional, capable, experienced and appropriate
  - Board of Directors
  - Senior Management team

#### Strategy

 Drive through the Boards and management, high-quality implementable business strategy

# Systems and Controls

Place key systems and controls to underwrite growth and value creation:
 e.g. Governance, Risk Management, Performance Management, Talent
 Management, Procurement, Internal Audit, Investor Relations

#### Industry Structure

- Drive or give inputs to how industry structures evolve optimal competitive environment and regulatory structure
- Leverage inter-company synergies

# Monitor & Empower

- Once the above in place, do not micro-manage
- Continuous monitoring of progress
- Empower management to carry out its job

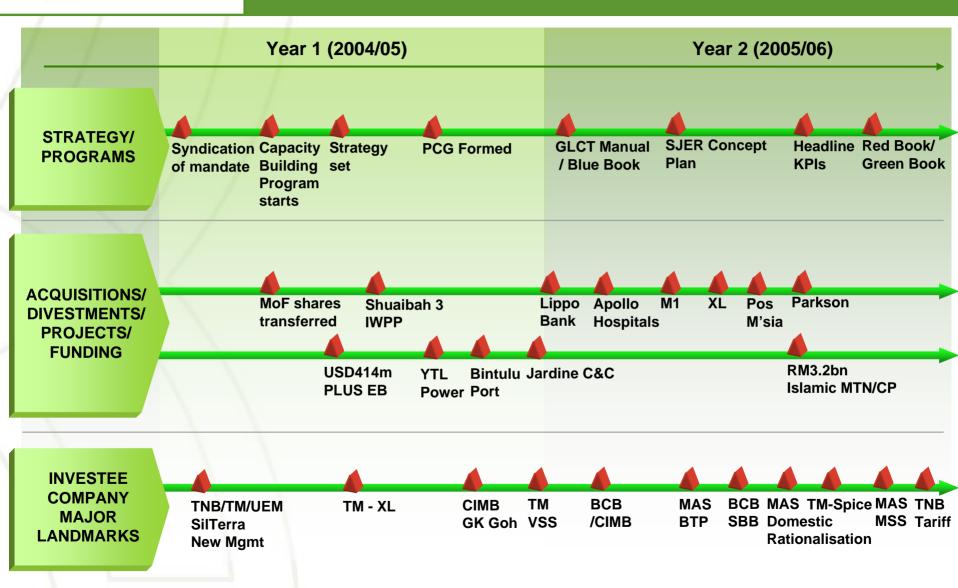




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# Overview of Key Milestones – Last 2 Years



Source: Khazanah

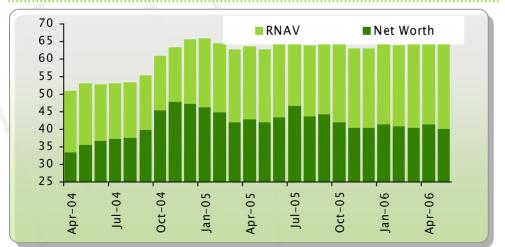


## Khazanah Investment Portfolio: Summary of Performance

#### Listed portfolio return vs KLCI since 14 May 2004



#### Khazanah RNAV and Net Worth since 14 May 2004



Source: Khazanah analysis

#### 6m average return vs KLCI since 14 May 2004



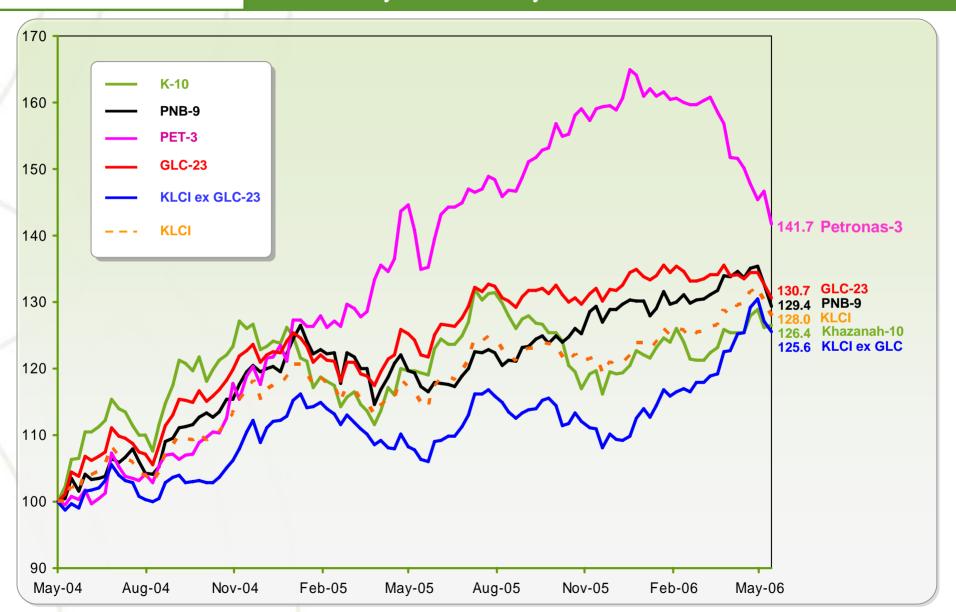
#### **Khazanah Investment Portfolio Performance**

Portfolio Performance	31 May 2006	14 May 2006	31 Dec 2005	31 May 2005	14 May 2004
Net Worth (RM bn)	40.0	43.6	40.4	42.0	33.3
RNAV (RM bn)	65.0	68.2	63.1	62.8	50.9

Portfolio Performance as of 31 May 06 from	31 Dec 05 (YTD)	31 May 05 (YOY)	14 May 04
Increase in Net Worth (RM bn)	(0.4)	(2.0)	6.7
Absolute Performance	1.1%	0.4%	13.1%
Total Shareholders Return (TSR)	1.6%	2.2%	17.5%



# Decomposition of Total Shareholder Return of GLC-23 from 14 May 04 to 26 May 06



Source: Bloomberg; Khazanah analysis





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# Restructuring & Reorganization - Some Updates



# Turnaround on-track

- SilTerra EBITDA positive since 2004
- MTDC Net profits since 2004
- MAS New management team appointed. Business Turnaround Plan launched and currently being implemented. Small profit in Mar '06

# Decision to Exit

- Northern Utilities (NUR) Exiting, currently in liquidation
- Crystal Clear Technologies (CCT) Exiting, actively looking for a buyer

### **Ongoing**

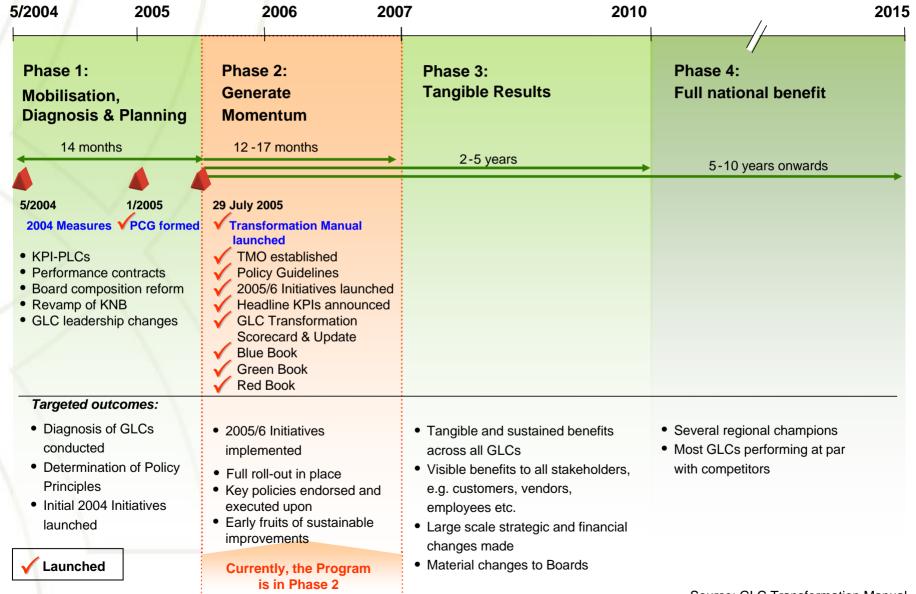
- Proton New management team appointed, revised plan being formulated
- Malaysia Airports Restructuring ongoing. Review of lease payment structure and rates with GoM
- Time/Time dotCom Khazanah, UEM and management studying options

Source: Khazanah 10



### The Overall GLC Transformation Program is on Schedule







# GLC Transformation Initiatives (2005/6)



No.	Initiatives	Output	Expected	Launch
1.	Enhancing board effectiveness	To enhance Board effectiveness through revamping Board practices and processes	Green Book	Launched
2.	Strengthen Directors capabilities	To develop a strategy to match Directors to the right Boards and also to establish a Directors' Academy	Directors' Academy	3 <sup>rd</sup> Quarter '06
3.	Enhance GLIC M&M functions	To reinforce the ability of GLICs to monitor and manage subsidiary GLCs	Blueprint for GLCs	2 <sup>nd</sup> Quarter '06
4.	Improve regulatory environment	To enhance regulatory capabilities at GLCs and create a Regulatory Knowledge Network	Guidelines Regulatory Knowledge Network	2 <sup>nd</sup> Quarter '06
5.	Clarify social obligations	To understand and make transparent GLC's social obligations and the implications of meeting them	Sliver Book	3 <sup>rd</sup> Quarter '06
6.	Review and revamp procurement	To enhance the effectiveness and efficiency of the procurement processes in GLCs	Red Book	Launched $\checkmark$
7.	Optimise capital management practices	To establish guidelines for GLCs to optimise their capital structure	Purple Book	3 <sup>rd</sup> Quarter '06
8.	Manage and develop leaders and other human capital	To improve GLCs capabilities in attracting, developing and retaining talent through the adoption of best practices	Orange Book	4 <sup>th</sup> Quarter '06
9.	Intensify performance management practices	To encourage adoption of performance management best practices at GLCs	Blue Book Version 2	Launched 🗸
	management practices	at olos	Headline KPIs	Launched 🗸
1	1	\	EVA/VBM	3 <sup>rd</sup> Quarter '06
10.	Enhance operational improvement	To enhance value creation of GLCs through managing non-core assets	Yellow Book	4 <sup>th</sup> Quarter '06
		To establish guidelines for GLCs to enhance their customer service levels	Brown Book	4th Quarter '06

Updated as of 1 March '06

Source: Joint Working Team



# Monitoring & ManagementHighlights and Selected Achievements





- Efficiency gains of RM962 million realised in FY05. Improvements in operational KPIs, including availability as measured by SAIDI
- Successful bid for new overseas venture Shuaibah 3
- Tariff increase of 12.0% (average) approved by Government, effective 1 June '06





- VSS program reduced workforce by 6% in 2005
- Granted fairer access pricing structure with outflow savings of RM130 million p.a.
- Harvesting gains from Telkom South Africa, successful listing of Dialog (Sri Lanka) and Excelcomindo
- · Roaming and co-branding partnership with Vodafone
- Procurement pilot savings of RM120m



- New senior management team installed. Comprehensive Business Turnaround Plan in February 2006
- Quick wins implemented, gains of more than RM500 million already generated
- Whistle blower policy implemented. Unprecedented conclusion of agreements with nine unions
- Mutual Separation Scheme implemented in May 2006, Ticket-less domestic travel began in May 2006



- PLUS highway expansion of lanes and smooth implementation of scheduled toll increases
- Consolidation of key strategic business units within group (increased stake in Pharmaniaga to 72%)
- Pharmaniaga's investments in Indonesia and China and Opus' acquisitions to expand presence in UK and Canada
- Increased activity in Nusajaya





- Major restructuring to integrate commercial and investment banking arms completed
- Successful regional expansion via acquisition of GK Goh
- Consolidated presence in Indonesia through increased stake in Bank Niaga
- Improved capital management structure with better capital allocation and tiering of capital structure
- Acquisition/integration of SBB and restructuring of insurance arm and start of Takaful business

Source: Khazanah



# Investments and Divestments - Selected Achievements



# New Investments – Selected Achievements

- 12 new discretionary investments in the last two years. The portfolio of these new investments are up by RM318 million
- Shuaibah 3 IWPP USD2.5bn project, and first privatisation by Saudi government. Already won several international awards -Power Deal of the year for Europe and Middle East by PFI and Desalination deal of the year by Global Water

#### **Funding**

- Landmark USD414 million PLUS Exchangeable Bond in December 2004
- RM3.2bn Islamic MTN and CP, the largest Sukuk Musyarakah issuance, in March 2006

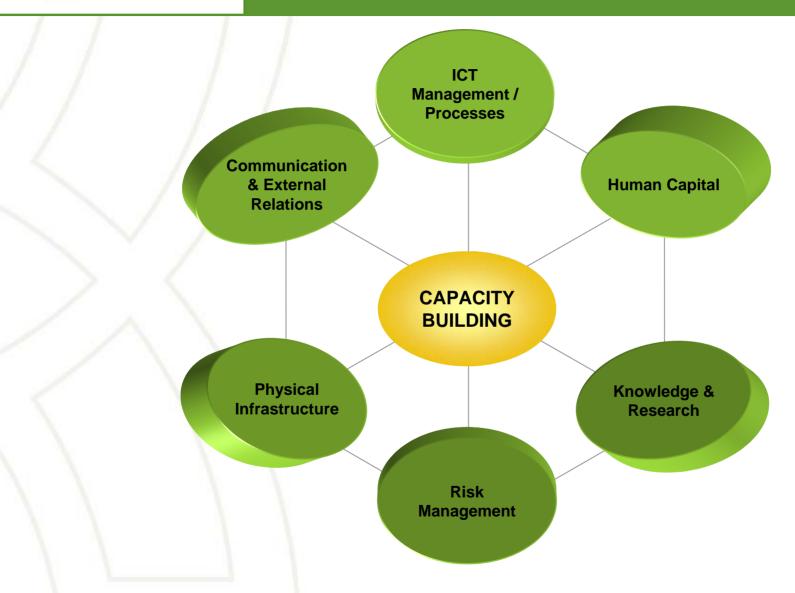
#### **Domestic Investments**

- Increased presence in domestic banking sector to spur industry consolidation – BCHB/CIMB stake
- Driving efforts into the development of South Johor Economic Region
- Identified to spearhead the development of certain aspects of the agriculture sector in Budget 2006
- Considerable investments and capex by key investee companies such as Tenaga, TM, UEM Group



# Capacity Building Program Summary







### In Summary

#### **Strategic Mandate**

- Legacy investments
- **New investments**
- **GLC Transformation**
- **Human Capital** Management
- South Johor Economic Region

#### **Investment & Divestment**

- New investments up RM318m
  - **✓PT Bank Lippo**
  - **✓PT** Excelcomindo
  - ✓ MobileOne
  - ✓ Apollo
  - √Shuaibah 3 IWPP
  - ✓ Parkson
- Funding

**PLUS Exchangable Bonds** Islamic CP/MTN

Divestments

PLUS, Bintulu Port, Jardine C&C, YTL Power

#### Restructuring & Reorganisation

#### **Turnaround on-track**

- SilTerra
- MTDC
- MAS

#### Exit

- Northern Utilities
- CCT

#### **Ongoing**

- Proton
- **Malaysia Airports**
- Time/Time DotCom

#### **Capacity Building**

- Human capital build-up on track
- Risk management framework in place
- Physical infrastructure upgrade completed
- ICT & processes upgraded

#### **GLC Transformation**

- Program on track
- Launch of GLCT Manual
- · Launch of initiative books - Blue, Red and **Green Books**
- Headline KPIs
- Quick wins/efficiency gains at various GLCs

#### **Performance to Date** (as at 31 May 2006)

	31 May 2006	31 May 2005	14 May 2004
RNAV (RMbn)	65.0	62.8	50.9
Net Worth (RMbn)	40.0	42.0	33.3
Increase in Net Worth (RM bn)		-2.0	6.7
Performance (%)		0.4%	13.1%
TSR (%)		2.2%	17.5%





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#### **ACHIEVEMENTS AND CHALLENGES – TNB**



#### **Performance**



#### **Headline KPIs**

Return on Assets (FY06):

Gearing (FY06):

Unplanned Outage Rate (FY06)

Reduction in Transmission Distribution Losses (FY06):

System Average Interruption Duration Index (FY06):

2.4% (FY05: 2.2%)
63.0% (FY05: 65%)
5.0% (FY05: 6.1%)
9.5% (FY05: 10.5%)
133 min (FY05: 148 min)

#### **Historical Financial & Operational Highlights (RM million)**

FY Aug 31	2003	2004	2005
Revenue	16,458	17,712	18,977
EBITDA	5,285	5,965	5,928
Pretax profit	1,649	1,483	1,819
Net Profit After MI	1,062	814	1,280
EPS (RM)	0.34	0.26	0.40
Shareholders Funds	13,965	14,798	16,086
Net Tangible Assets	12,917	14,627	15,794
Total Debt	26,404	30,262	27,009
Debt / Equity Ratio	2.1	1.9	1.7

#### **Net Profit vs. Economic Profit (RM million)**



#### **Achievements**

#### Lagging/Co-incident indicators

- Efficiency gains of RM962 million realised in FY05 from cost reduction, revenue enhancement and reduced losses
- Sustained improvement in EBITDA margins
- Steady reduction in gearing levels
- Improvements in operational KPIs, including availability as measured by SAIDI
- Identifying social cost of operating SESB, cost for which offset by diesel subsidy by government

#### **Leading indicators**

- Successful bid for new overseas venture Shuaibah 3
- Tariff increase of 12.0% (avg) approved by Gov't, effective 1 Jun 06
- No new unplanned planting-up scheduled up to 2010
- On-going focus on cost reduction and revenue enhancement program with RM600 million savings target in FY06

#### **Challenges**

- High energy prices
- Gas pricing structure unresolved
- Burden of providing high reserve margins
- Gearing levels improved but still high
- Need for comprehensive electricity supply industry plan
- 2 new IPPs coming on-stream in 2007/08 will further burden cashflow with increased capacity payment

Source: Literature search, Company data

#### **ACHIEVEMENTS AND CHALLENGES – TM**



#### **Performance**



#### **Headline KPIs**

Revenue (FY06): RM 17.0bn (FY05: RM 13.9bn)

EBITDA Margin (FY06): 45.9% (FY05: 44.2%) ROCE\* (FY06): 10.6% (FY05: 9.5%)

\*Return on Capital Employed = EBIT/Average Capital Employed

#### **Achievements**

#### Lagging/Co-incident indicators

- VSS program reduced workforce by 6% in 2005
- Granted fairer access pricing structure with outflow savings of RM130 million p.a.
- Procurement pilot savings of RM120m
- Earnings from regional expansion plan bearing fruit
- Harvesting gains from Telkom South Africa
- Successful listing of Dialog (Sri Lanka) and Excelcomindo (Indonesia)

#### **Leading indicators**

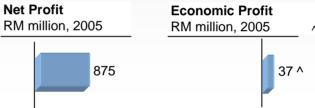
- Launched "Smart Orange" programme on Talent Development
- Roaming and co-branding partnership with Vodafone
- Well executed regional expansion strategy into Indonesia, Singapore and India
- Completed Board Effectiveness pilot

#### **Historical Financial & Operational Highlights (RM million)**

FY Dec 31	2003	2004	2005
Revenue	11,796	13,251	13,942
EBITDA	5,417	5,558	6,157
Pretax profit	1,811	3,173	1,578
Net Profit After MI	1,390	2,614*	875*
EPS (RM)	0.44	0.78	0.26
Shareholders Funds	16,782	19,453	19,384
Net Tangible Assets	12,710	15,381	12,412
Net Debt	8,099	1,833	5,129
Net Debt / Equity Ratio	0.48	0.09	0.26

\* 2004 includes gains from Telekom South Africa, 2005 includes claims by DeTeAsia

#### **Net Profit vs. Economic Profit (RM million)**



Excludes RM879.5 million payment to DeTeAsia. Revised figure due to restatement of 2004 PPE.

#### **Challenges**

- 4Q05 loss of RM701 million on settlement of RM880 million claims by DeTeAsia
- Intense competition in cellular segment typified by price wars
- To continue engaging regulators for greater clarity on regulatory framework

Source: Literature search, Company data

#### **ACHIEVEMENTS AND CHALLENGES - BCHB**



#### **Performance**



#### **Headline KPIs**

Return on Average Equity (FY06): Total Shareholders Return (FY06): 13.0% (FY05: 8.9%)

Outperform KLCI TSR in FY06

(FY05: 24.0% vs KLCI TSR of 11.7%)

#### **Historical Financial & Operational Highlights (RM million)**

FY Dec 31	2003	2004	2005
Revenue	3,579	4,155	4,723
Profit Before Provision	1,872	2,201	2,445
Pretax profit	1,241	1,053	1,313
Net Profit After MI	782	735	827
EPS (RM)	0.31	0.28	0.31
Shareholders Funds	7,900	8,959	9,637
Net Tangible Assets	7,578	8,608	9,103
Net Debt	N/A	N/A	N/A
Debt / Equity Ratio	N/A	N/A	N/A

#### **Net Profit vs. Economic Profit (RM million)**



#### **Achievements**

#### Lagging/Co-incident indicators

- Major restructuring to integrate commercial and investment banking arms completed
- Successful regional expansion via acquisition of GK Goh
- Consolidated presence in Indonesia through increased stake in Bank Niaga
- Improved capital management structure with better capital allocation and tiering of capital structure

#### Leading indicators

- Acquisition/integration of SBB
- Restructuring of insurance arm and commencement of Takaful business

#### **Challenges**

- Shortfall in FY05 target ROE of 12% with actual ROE of 8.9% due to provisioning, consolidation and merger costs
- On-going liberalisation and consolidation of banking sector will see intensifying competition

Source: Literature search, Company data

#### **ACHIEVEMENTS AND CHALLENGES - PROTON**



#### **Performance**



#### **Headline KPIs**

Domestic Market Sales (FY07): 45.8% (FY06\*: 41.4%)

**Export Sales** 

(% Contribution to Revenue) (FY07): 8.6% (FY06\*: 5.2%)

Revenue growth (FY07): 12.4%

EBIT (FY07): 2.5% (FY06: 0.2%)

Customer Satisfaction Index (FY07): 720 points (FY06\*: 690 points)

\* Financial year end is 31 March, as such figures for FY06 are estimates

#### **Achievements**

#### Lagging/Co-incident indicators

- New senior management team installed
- Return to profitability in 3Q06 and 4Q06 after two successive quarters of losses
- Signing of MoU with Mitsubishi, China's Chery and Jinhua Youngman to explore possibility of collaboration, and other alliances being considered

#### Leading indicators

- Launch of 5 pronged plan to improve performance
- Positive outlook on the release of the National Auto Policy
- Completion of sale of MV Agusta

#### **Historical Financial & Operational Highlights (RM million)**

FY Mar 31	2004	2005	2006
Revenue	6,361	8,483	7,795
EBITDA	942	1,139	428
Pretax profit	577	780	28
Net Profit After MI	510	810	47
EPS (RM)	0.93	1.48	0.09
Shareholders Funds	5,538	5,831	5,871
Net Tangible Assets	5,536	5,833	5,871
Net Debt / (Cash)	(2,257)	(1,481)	(681)
Net Debt / Equity Ratio	(0.41)	(0.25)	(0.12)

#### **Net Profit vs. Economic Profit (RM million)**



#### **Challenges**

- Implementing a cohesive alliance strategy
- Product quality and competitiveness has significant room for improvement

Source: Literature search, Company data

#### **ACHIEVEMENTS AND CHALLENGES – UEM WORLD**



#### **Performance**



#### **Headline KPIs**

Revenue Growth (FY06): 36.0% (FY05: 13.8%) Return on Equity (FY06): 12.0% (FY05: -9.8%)

#### **Achievements**

#### Lagging/Co-incident indicators

- Revamp of senior management teams at group companies
- Order books of RM3 billion, mainly from domestic contracts
- Company reported net profit of RM100m in 1Q06

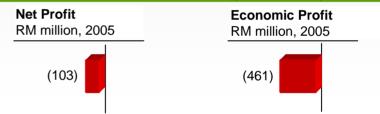
#### Leading indicators

- Consolidation of key strategic business units within group (e.g. increased stake in Pharmaniaga to 72%)
- Creation of an international business development unit to spearhead overseas ventures
- Pharmaniaga's investments in Indonesia and China
- Opus' acquisitions to expand presence in UK and Canada
- Increased activity and interest in Nusajaya

#### **Historical Financial & Operational Highlights (RM million)**

FY Dec 31	2004	2005
Revenue	2,863.0	3,257.3
EBITDA	324.5	93.3
Pretax profit	160.4	(167.0)
Net Profit After MI	63.5	(103.1)
EPS (RM)	0.046	(0.074)
Shareholders Funds	1,121.2	990.7
Net Debt	3,327.0	3,573.7
Debt / Equity Ratio	3.8	4.6

#### **Net Profit vs. Economic Profit (RM million)**



#### **Challenges**

- International construction work
- Diverse business environment requires focussed management approach and efficient capital resource management
- Conglomerate style structure requires combination of solid recurring income, growth opportunities and operational synergies
- Unlock value in Nusajaya

Source: Literature search, Company data

#### **ACHIEVEMENTS AND CHALLENGES - MAS**



#### **Performance**



#### **Headline KPIs**

Net (loss)/income (FY06):

Cash surplus (FY06):

Profit for MAS Kargo (FY06):

On Time performance:

Number of incidents:

-RM620m (FY05: -RM1.27bn) RM50m (FY07), RM500m (FY08)

RM1.0bn RM107m

80% for flight schedules in 2006 Not more than 3 cases per month

#### **Achievements**

#### Lagging/Co-incident indicators

- New senior management team installed
- Comprehensive Business Turnaround Plan unveiled in February 2006
- Quick wins implemented, revenue of ~RM500 million already generated
- Whistle blower policy implemented
- Unprecedented conclusion of agreements with nine employee unions
- Mutual Separation Scheme implemented in May 2006
- Ticket-less domestic travel began in May 2006

#### **Leading indicators**

- Secured RM1 billion short term loan
- Phase 2 international route rationalisation
- 1Q06 net loss of RM321 million lower than management forecast of RM349 million loss

#### **Historical Financial & Operational Highlights (RM million)**

FY	31/3/2004	31/3/2005	31/12/2005*
Revenue	8,588	10,951	8,851
EBITDA	351	493	(1,017)
Pretax profit	345	364	(1,241)
Net Profit After MI	461	326	(1,265)
EPS (RM)	0.368	0.260	(1.009)
Shareholders Funds	3,024	3,319	2,023
Net Tangible Assets	3,024	3,319	1,997
Net Debt/(Cash)	(2,191)	(2,195)	(1,179)
Debt / Equity Ratio	N/A	N/A	N/A

<sup>\* 9-</sup>month period

#### **Net Profit vs. Economic Profit (RM million)**



#### **Challenges**

- Net loss of RM1.3 billion in FY05
- Aviation industry remains intensely competitive
- High energy prices unlikely to improve soon
- RM4 billion financing requirement identified
- Implementing domestic business rationalisation by 1 August 2006
- Projected loss of RM620 million for FY06
- Cash-crunch anticipated in FY06 on do nothing scenario
- Engaging in global alliance

Source: Literature search, Company data

### **ACHIEVEMENTS AND CHALLENGES - POSM**



#### **Performance**



#### **Achievements**

#### Lagging/Co-incident indicators

- Sustained improvement in EBITDA margins from 11.5% (FY03) to 18.1% (FY05)
- Cash generative business with RM117 million net cash flow generated from operations (FY05)
- VSS in 2005 reached target of 10% total staff reduction

#### Leading indicators

- Rate reclassification has resulted in a 17% increase in blended postal rates
- · Investments in automation and ICT to move forward

#### **Historical Financial & Operational Highlights (RM million)**

FYE Dec 31	2003	2004	2005
Revenue	648.0	694.3	787.0
EBITDA	74.7	102.3	142.8
Profit before Tax	95.5	112.0	153.0
Net profit after MI	67.3	76.1	145.4
EPS (RM)	0.17	0.18	0.28
Shareholder Funds	1171	1333	1573
Total Assets	1657	1733	2006
Net Debt / (Cash)	(549.3)	(643.3)	(928.6)
Debt / Equity Ratio	7.1%	0.0%	0.0%

#### **Challenges**

- Shrinking market due to competition from substitute services
- Low automation in mailing/courier processes
- Core ICT systems require upgrading
- Inefficient capital structure

### **ACHIEVEMENTS AND CHALLENGES - MAHB**



#### **Performance**



# Achievements

#### Lagging/Co-incident indicators

 Partnership with GMR in India for privatization of Hyderabad and Mumbai airports.

#### **Leading indicators**

• Expansion of retail floor space by another 30% at the end FY2005 will help boost non-commercial revenue this year.

#### **Historical Financial & Operational Highlights (RM million)**

FYE Dec 31	2003	2004	2005
Revenue	894	1,025	1,113
EBITDA	146	204	268
Profit before Tax	152	196	279
Net profit after MI	85	125	182
EPS (RM)	0.077	0.114	0.166
Shareholder Funds	2,388	2,498	2,656
Net Tangible Assets	2,388	2,498	2,656
Net Debt / (Cash)	(112)	(314)	(440)
Debt / Equity Ratio	Net cash	Net cash	Net cash

#### **Challenges**

- Restructuring scheme awaiting approval
- Higher operating costs due to start of LCC terminal operations
- Increased cost from greater security requirements at airports

Source: Literature search, Company data

### **ACHIEVEMENTS AND CHALLENGES – UDA**



#### **Performance**



#### Historical Financial & Operational Highlights (RM million)

FY Dec 31	2002	2003	2004
Revenue	488.8	412.1	538.2
EBITDA	69.6	17.8	67.8
Pretax Profit	51.6	(9.2)	43.6
Net profit after MI	32.6	(9.8)	19.8
EPS (RM)	0.09	(0.03)	0.06
Shareholder Funds	1,196.3	1,160.0	1,159.4
Net Tangible Assets	1,195.9	1,159.6	1,159.1
Net Debt / (Cash)	220.4	130.7	137.4
Net Debt / Equity Ratio	0.28	0.27	0.25

#### **Achievements**

#### Lagging/Co-incident indicators

- New Board members introduced, and senior management team installed
- Formation of QA & QC team to assist subsidiaries in implementing their projects
- Introduction of new Standard Operating Procedures and Operating Guidelines

#### **Leading indicators**

 Enhancement of internal business processes by continuing ISO certification

#### **Challenges**

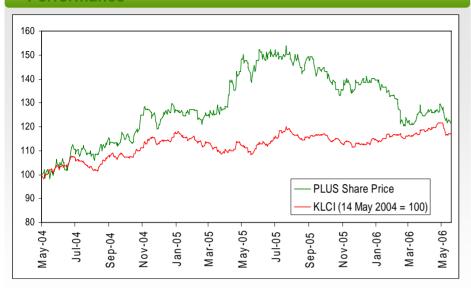
- Optimising management of social obligations
- Market positioning

Source: Literature search, Company data

### **ACHIEVEMENTS AND CHALLENGES - PLUS EXPRESSWAYS**



#### **Performance**



#### **Achievements**

#### Lagging/Co-incident indicators

- Raised RM1.0billion in Islamic Securities in June 2005 to fund the construction of 3<sup>rd</sup> lanes widening and upgrades at the NSE
- Government's commitment to scheduled toll rate increases formalised and gazetted

#### Leading indicators

- 4 new exchanges along the NSE in 2006 expected to boost revenue
- Third lane expansion

#### **Historical Financial & Operational Highlights (RM million)**

FY Dec 31	2003	2004	2005
Revenue	1,580.87	1,650.12	1,671.32
EBITDA	1,136.02	1,155.92	1,458.62
Pretax profit	735.56	773.70	1,071.46
Net Profit After MI	732.06	768.49	1,063.75
Fully Diluted EPS (RM)	0.15	0.15	0.21
Shareholders Funds	3,079.21	3,497.69	4,161.44
Net Tangible Assets	3,079.21	3,497.69	4,161.44
Net Debt/(Cash)	5,734.14	5,391.30	4,012.78
Net Debt / Equity Ratio	1.86	1.54	0.96

#### **Challenges**

- Traffic volume y-o-y in 2005 dipped to 0.8% i.e. lowest in the past 5 years attributed mainly due to higher petrol prices
- Traffic volume is likely to remain dampened by the recent petrol price increase.

Source: Literature search, Company data

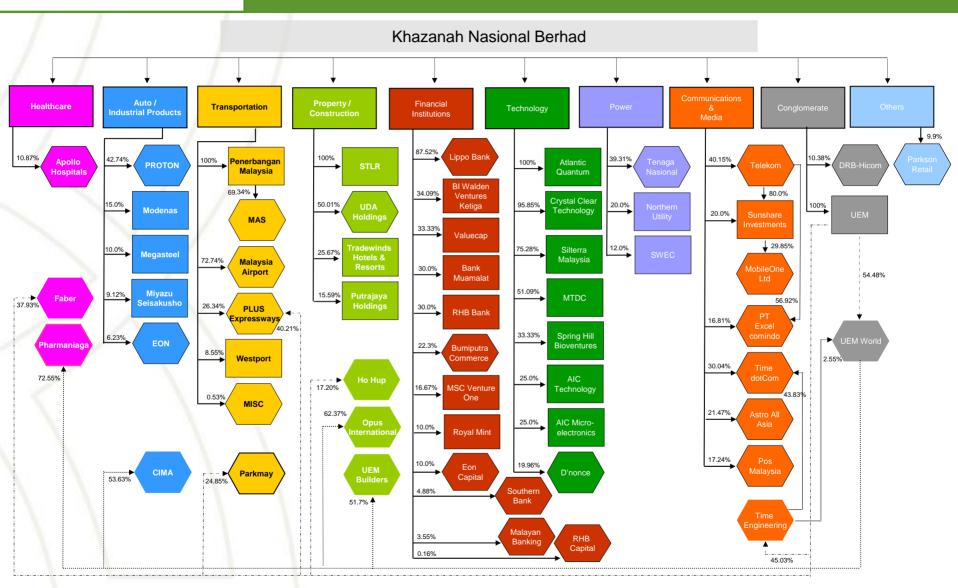




- Overview of the Mandate
- Progress to date
- Restructuring & Reorganisation
- GLC Transformation
- Monitoring & Management
- Capacity Building
- Key Company Highlights
- Appendix



### **Investments Holding Structure**

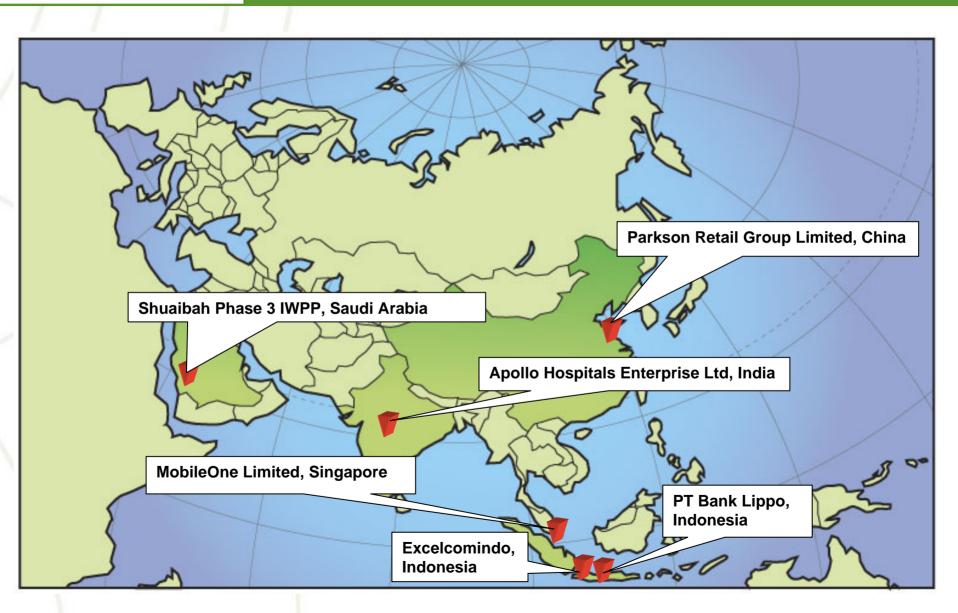


Listed Company

Unlisted Company



### Khazanah's International Investments





# Khazanah's International Investments

Company	Description	Deal	Rationale
PT Bank Lippo, Indonesia	Indonesia's 9th largest commercial bank	87.52% stake for RM2.09bn in 2005	Strategic financial investment and represents Khazanah's commitment in the Indonesian financial and banking sector
Excelcomindo, Indonesia	Indonesia's 2nd largest cellular phone company	16.8% stake for USD234m in 2005	Strategic financial investment and represents Khazanah's commitment in the Indonesian telco sector
Apollo Hospitals Enterprise Ltd, India	India's largest private hospital group, with a network of 36 hospitals, 180 pharmaceutical outlets, 50 clinics, 7 nursing colleges	10.9% stake (second largest shareholder) for RM168.1m (USD44.23m) in 2005	To participate in the high growth opportunities of the Indian economy and the broader regional healthcare sector
Shuaibah Phase 3 IWPP, Saudi Arabia	Greenfield 900 MW and 880,000 m3 power and desalination plant. 1st IWPP in Saudi	Khazanah, together with TNB and Malakoff holds 30% interest in the project company. Total project cost of approx RM9.5bn (USD2.5bn). Plant to be commissioned in 2009	To participate in the Saudi privatization program and in line with efforts to regionalize Malaysian companies
Parkson Retail Group Limited, China	One of the largest retail group's in China	Acquired a 9.9% stake in Nov 2005	A strong platform to participate in one of Asia's fastest growing economy and the broader retail and consumer industry in China
MobileOne Limited, Singapore	Singapore's leading mobile communications provider with 30% share of the Singapore mobile services market	Khazanah, through a JV with TM International acquired 29.85% (single largest shareholder) of the company for RM856.3m (USD225.3m) in 2005	Co-investment with existing investee company, in line with efforts to regionalize Malaysian companies

# Thank You

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