



KUMPULAN POWERNET BERHAD

CORPORATE PRESENTATION

1Q FY2021

DECEMBER 2020

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AGENDA



1 Investment Merits

2 Stock Information

3 History & Key Milestones

4 Board of Directors

5 Key Management Team

6 Corporate Structure

7 Business Segment

8 Financial Performance

9 Future Outlook

10 Key Takeaways

11 News & Coverage



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

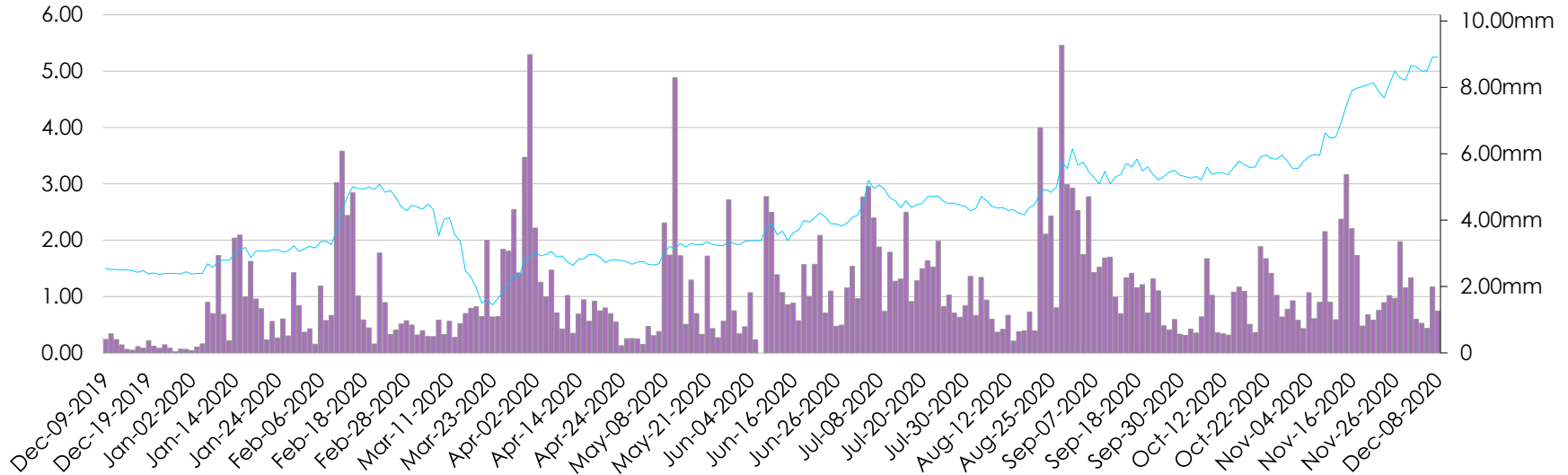
- Directors and management with experience across diverse areas under energy, utilities and construction industries
- Ability in replicating execution capabilities for KPower's growth



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 593.7 million
52-week high/low	: RM 5.40/ RM 0.85
Share Price	: RM 5.25 (8 December 2020)
Dividend Policy	: At least 20% of PAT

SUBSTANTIAL SHAREHOLDERS

Holder	% of Total Shares Outstanding
Mohd Abdul Karim bin Abdullah	32.94
Grand Deal Vision Sdn Bhd	14.94

Source: S&P Capital IQ, as at 8 December 2020



HISTORY & KEY MILESTONES

- **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.
 - RM296 million of renewable energy project in Perak, Malaysia
- 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.

2013-2016

1979-2002

2019

2020

- 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.



Dato' Arivalagan A/L Arujunan
Non-Independent Non-Executive Director
Currently Director of Aspire Homes Sdn Bhd, a property developer.



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 Sdn 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

Amirul Afif Abd Aziz

Group Chief Financial Officer

Over 20 years' experience in finance, power & water industries in Malaysia and Middle East



Muhammad Syukri Sulaiman

SVP, Head of Corporate Finance and Investor Relations

Over 15 years' experience in finance, power & infrastructure industries

Zainal Azwadi Zainal Abidin

SVP, Supply Chain Management and Acting Head of Risk & Compliance

Over 20 years' experience in oil & gas, finance & power industries



Khairulaklam Omar

SVP, Head of Project Development

20 years' engineering experience in power & water covering Southeast Asia with multinational companies

Kamalulariffin Ahmad

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

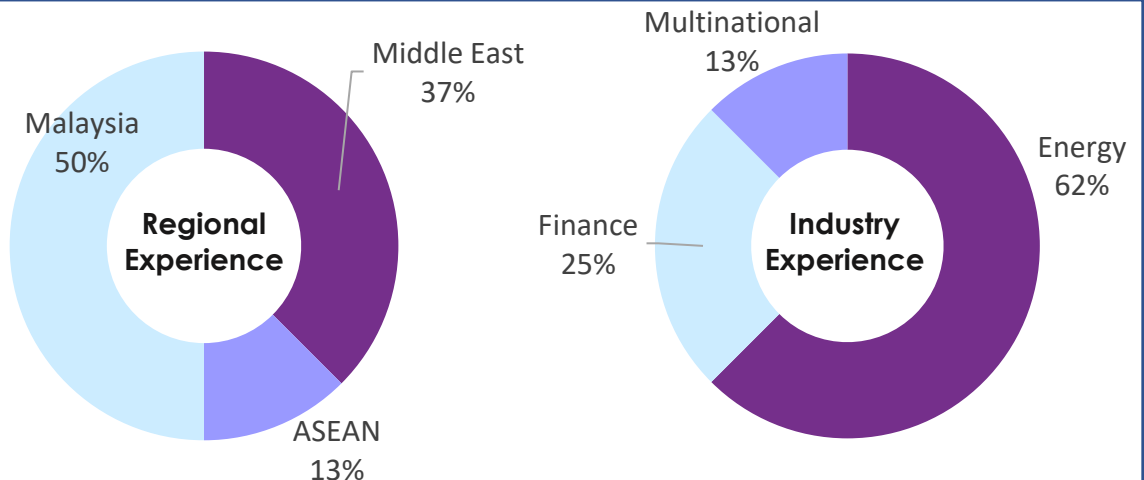
Extensive experience

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.



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

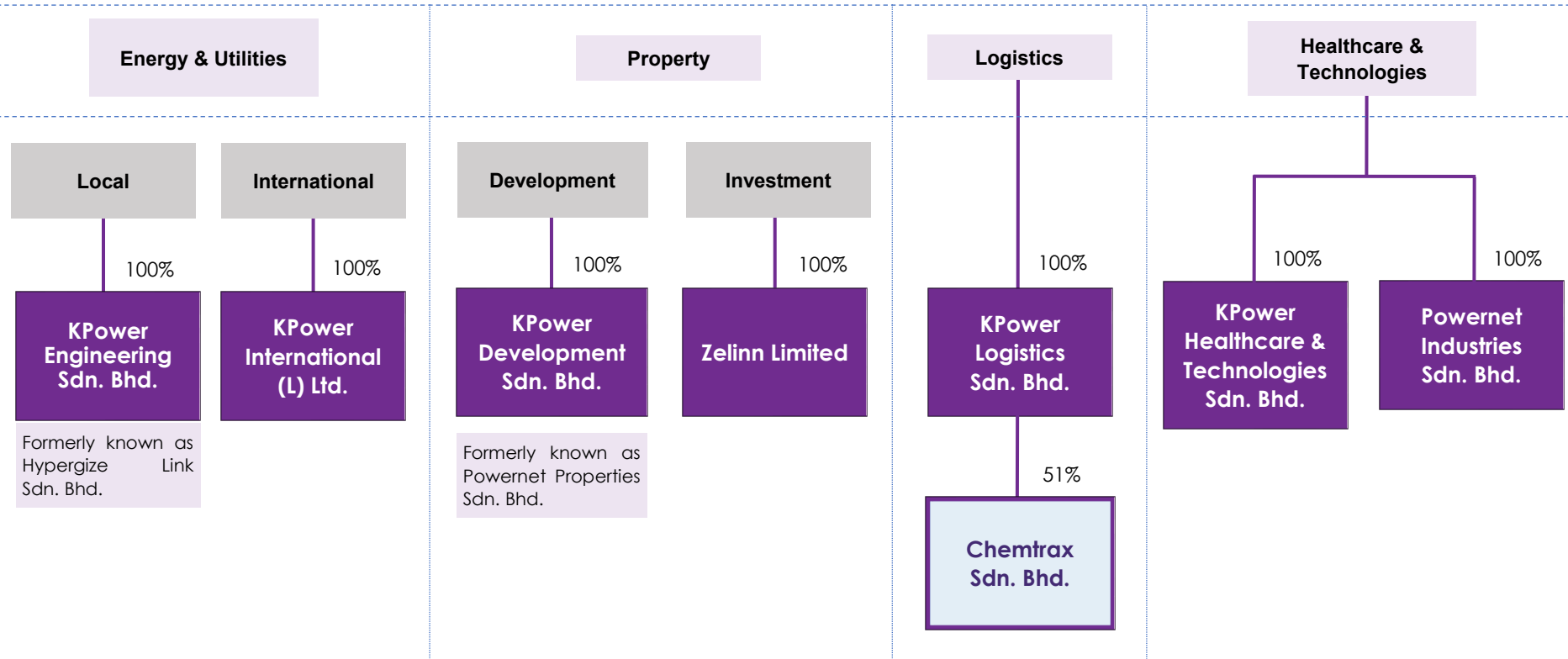
To venture into healthcare and medical products focusing on technology applications and solutions



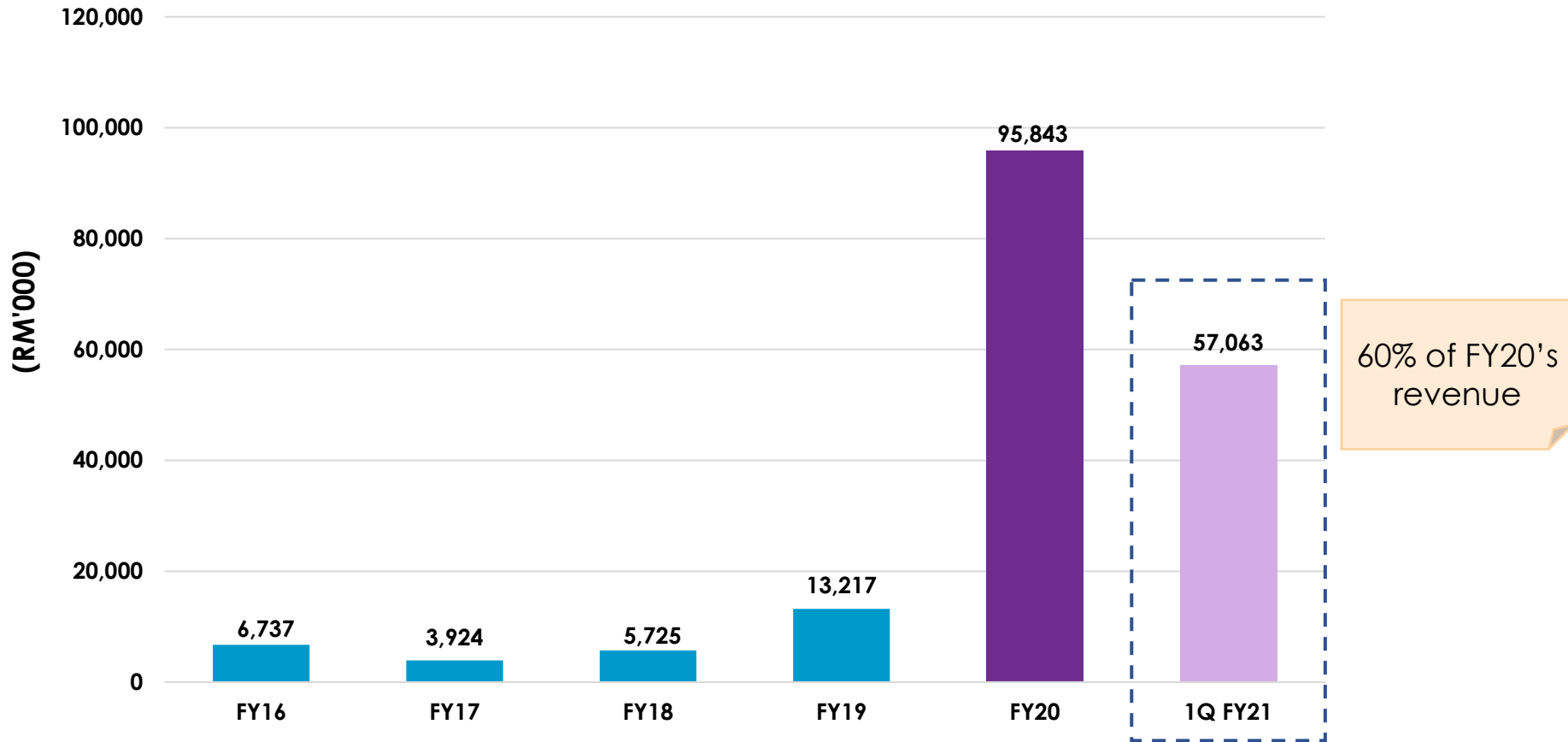
CORPORATE STRUCTURE




KPOWER



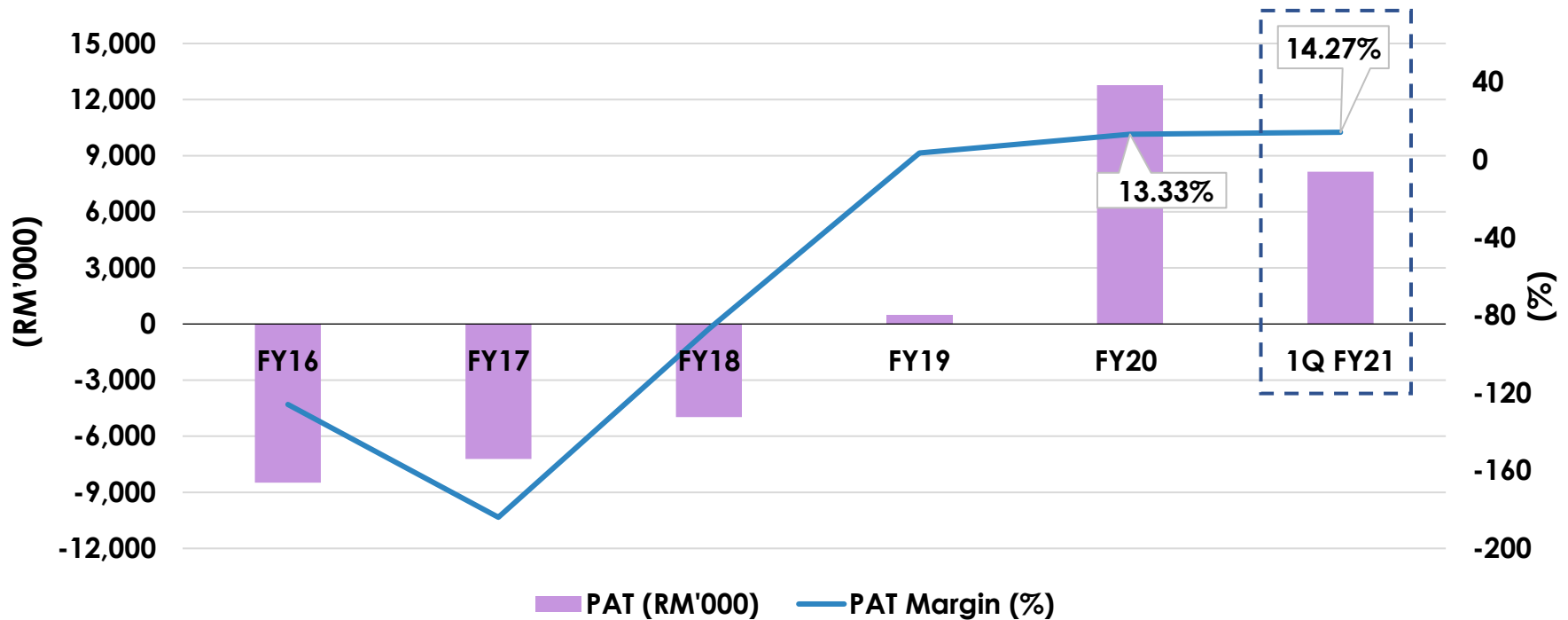
TOTAL REVENUE



 Quarter under review

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

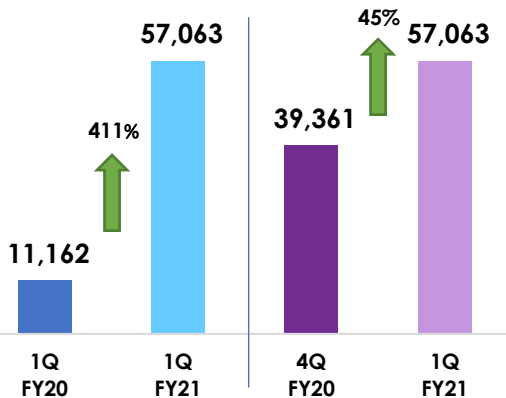
 Quarter under review

FINANCIAL PERFORMANCE

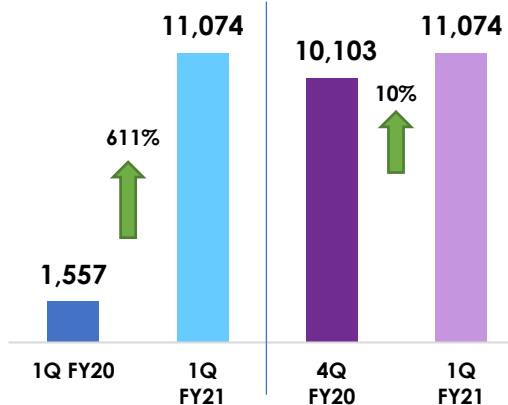
Improved Quarter-on-Quarter Performance



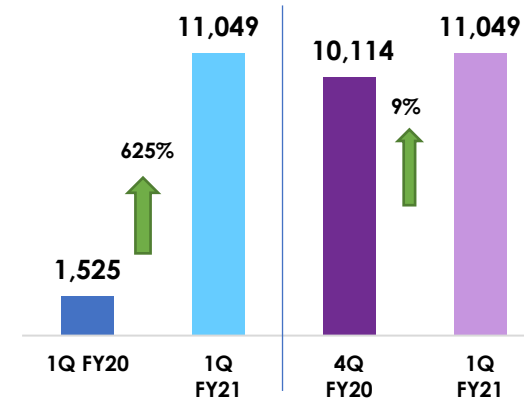
Revenue
(RM'000)



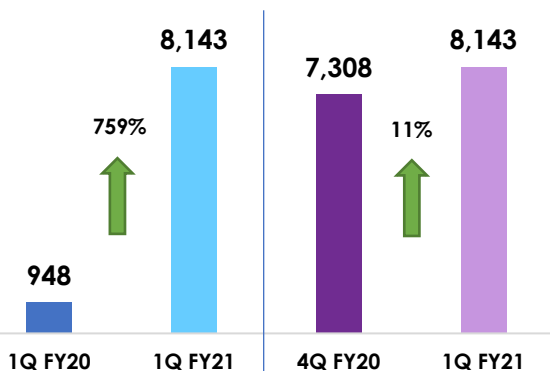
Operating profit/(loss)
(RM'000)



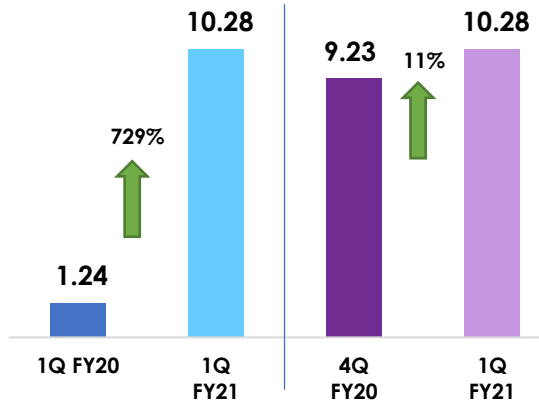
Profit/(loss) before tax
(RM'000)



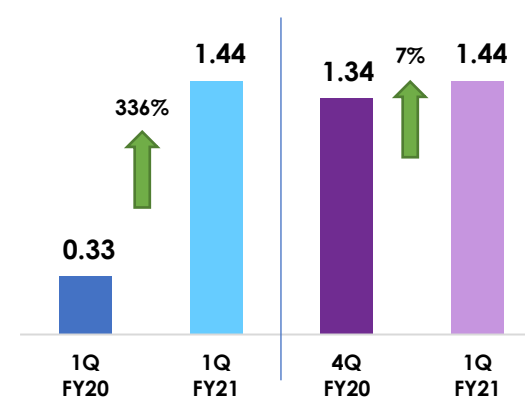
Profit/(loss) after tax
(RM'000)



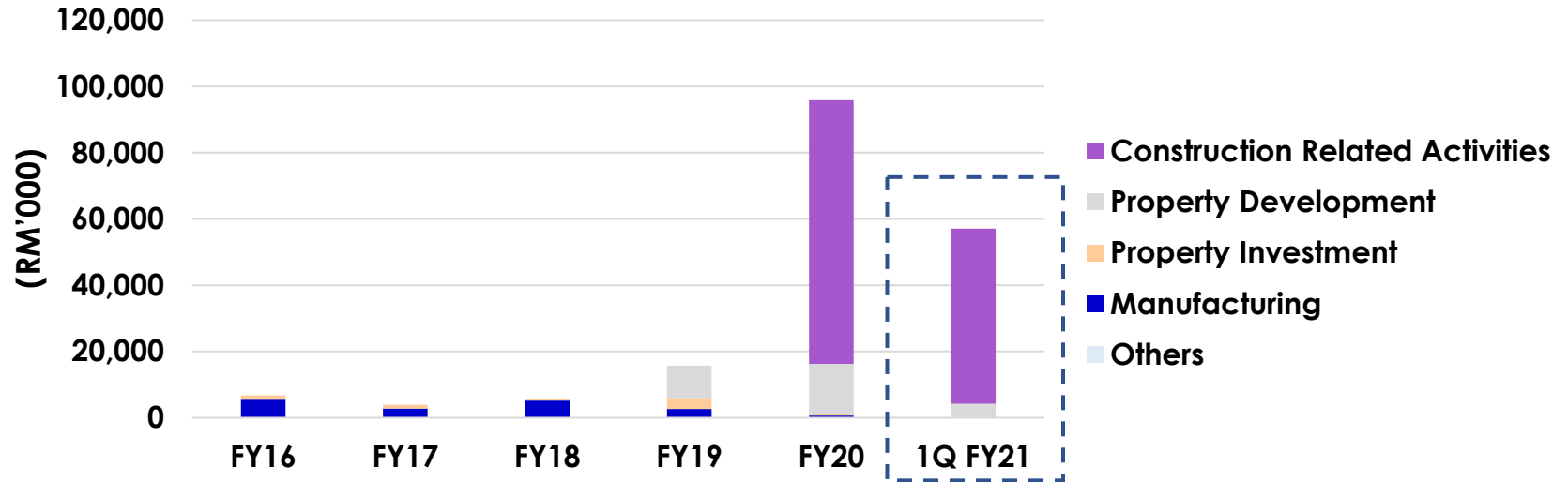
Basic earnings/(loss)
per share (sen)




Net asset per share
(RM)



SEGMENTAL BREAKDOWN



Segments	FY (RM'000)					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	-	-	-	-	-	-

 Quarter under review



FUTURE OUTLOOK
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 ¼ 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)

⚡ Power: USD 11,689B
🚆 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

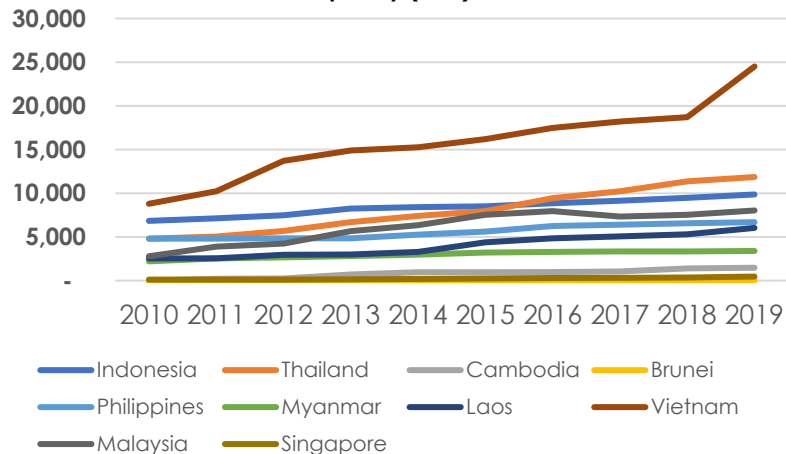
Energy security

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

RE Installed Capacity (MW) in Southeast Asia



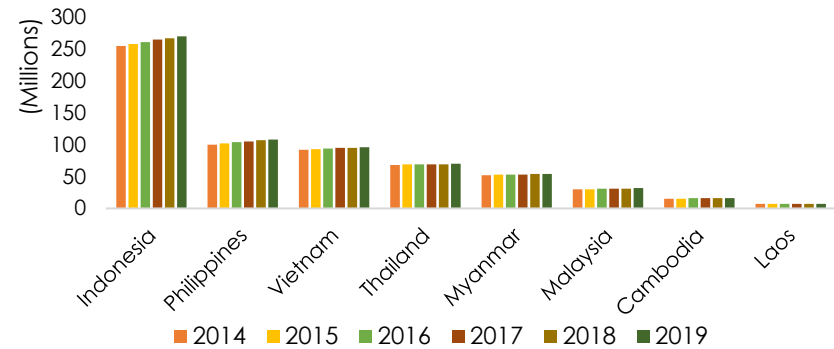
Source: Renewable Energy Statistics 2020, International Renewable Energy Agency (IRENA)

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

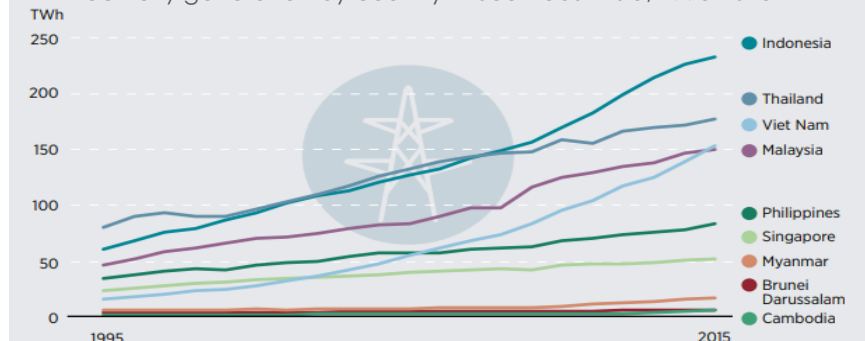
Rapid Economic & Demographic Growth

Total Population (2014-2019)



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

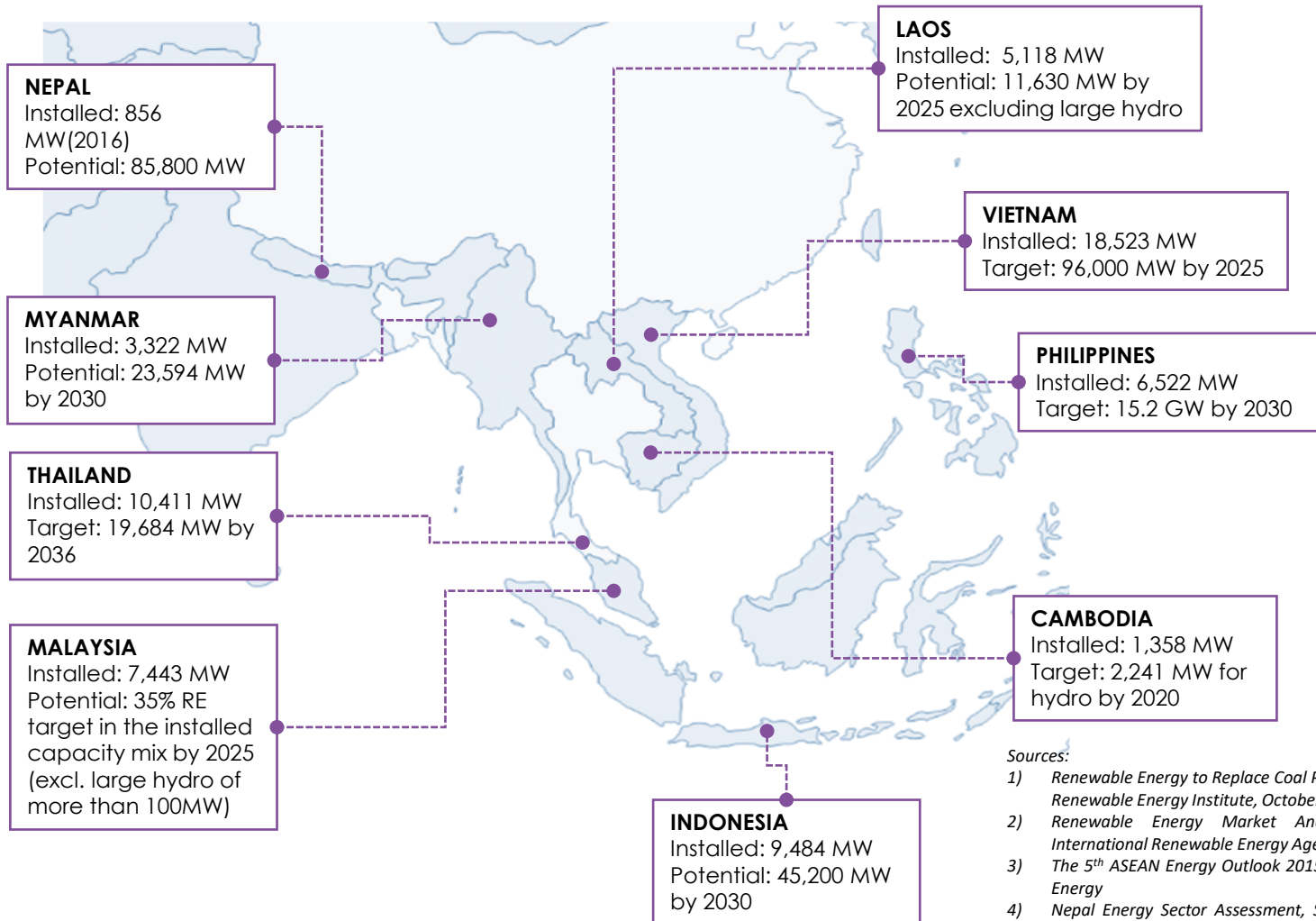
Electricity generation by country in Southeast Asia, 1995-2015



Source: International Energy Agency, 2017

SECTOR OUTLOOK

Opportunities in the Renewable Energy Sector



Sources:

- 1) *Renewable Energy to Replace Coal Power in Southeast Asia*, – Renewable Energy Institute, October 2019
- 2) *Renewable Energy Market Analysis, Southeast Asia*, International Renewable Energy Agency
- 3) *The 5th ASEAN Energy Outlook 2015-2040*, ASEAN Centre for Energy
- 4) *Nepal Energy Sector Assessment, Strategy, and Road Map*, Asian Development Bank, March 2017
- 5) *Joint Ministerial Statement of the 38th ASEAN Ministers on Energy Meeting*, 19 November 2020

SECTOR OUTLOOK

Opportunities in the Utilities Industry – Water Related Activities



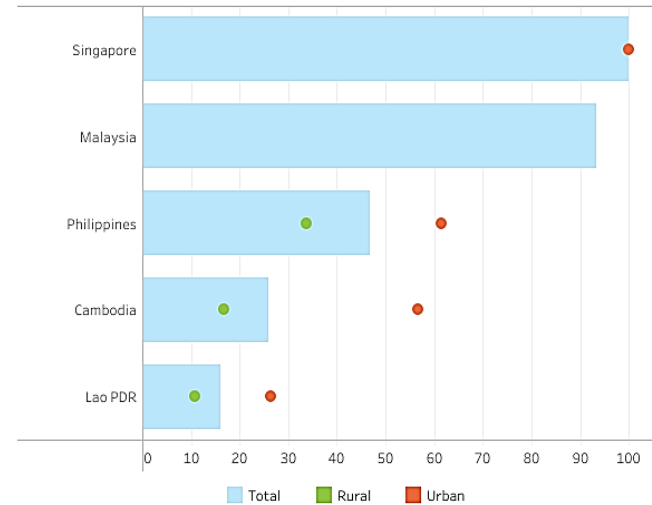
Growth Opportunities

Propelled by a rapid population growth & urbanisation

Inadequate infrastructure

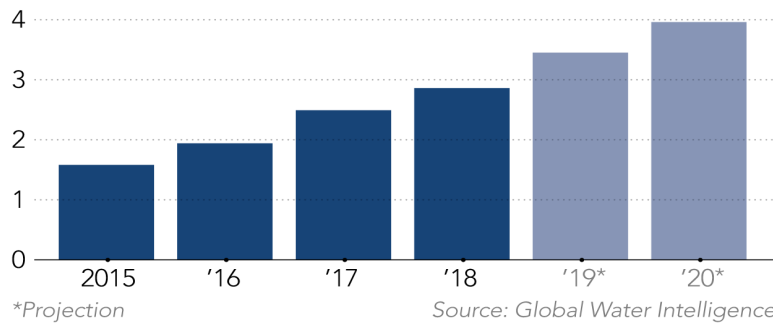
- In Southeast Asia, the water and wastewater services industry is still nascent with a highly fragmented market.
- Although Singapore and Malaysia are currently the markets with the most activity, developing markets such as Indonesia, Vietnam, and the Philippines are expected to offer strong growth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

Proportion of the Population Using Safely Managed Drinking Water Services, 2017 (%)



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

Contract Value : USD16 million
(equivalent to approximately RM66 million)

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

Contract Value : USD41 million
(equivalent to approximately RM175 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

27.3 MW PERAK MINI HYDROPOWER PLANT

Contract Value : RM296 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



22.9 MW NEPAL MINI HYDROPOWER PLANT

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

22 MW NEPAL MINI HYDROPOWER PLANT

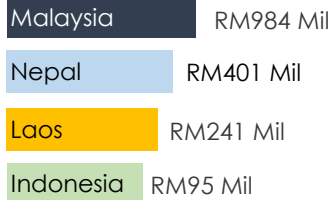
Contract Value : USD46.2 million
(equivalent to approximately RM193 million)



CURRENT TENDER ACTIVITIES

TOTAL BID WON

RM1.721 Billion



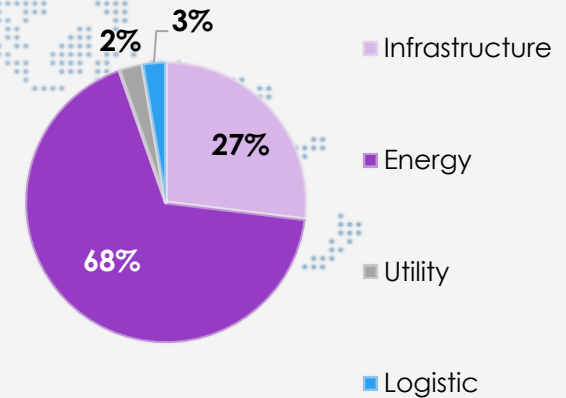
- Utilities : RM270 Mil
- Energy : RM1.361 Bil
- Infrastructure : RM52 Mil
- Property Development : RM42 Mil

Laos RM44 Million



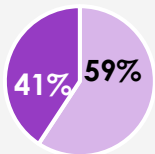
TOTAL BID = RM3.91 Billion

Malaysia RM743 Million



Middle East RM1.35 Billion

■ Infrastructure ■ Energy



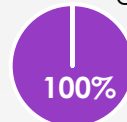
Nepal RM602 Million

■ Energy



Indonesia RM1.169 Billion

■ Energy



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 RM984 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, RM544 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

RHB Small Cap Asean Research

20 November 2020

Malaysia Company Update

Energy & Utilities | EPOC Services

Buy (Maintained)

Target Price (Return): MYR5.70 (+20%)
 Price: MYR4.76
 Market Cap: USD 122m
 Avg Daily Turnover (MYR/USD): 7.15m / 1.2m

Analyst: Sean Lim
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 sean.lim@rhygroup.com

FOCUS MALAYSIA Business & Beyond

KPower posts 760% jump in first quarter net profit

By Cheah Chor Sui 22 hours ago in Featured, Markets, Top

• Reiterate BUY, new TP of MYR5.70 from MYR4.13, 20% upside with 2.7x FY22 (2021) yield. We believe Kumpulan Powernet is on track to deliver phenomenal earnings growth in FY21, and will double its orderbook by end FY21. The company in our view may undergo a further re-rating if it can penetrate the solar industry, which fetches premium valuations.

• 1QFY21 earnings growth expectations. Conservatively, we expect 1QFY21 core earnings to at least reach GDPY20 MYR5.3m, on the basis of continuous project billings from contracts in hand, coupled with his revenue from property developments. KPOWER's only commercial project in Seremban, Kuala Lumpur - with a GCV of MYR41m - was 70% complete at end-September. Due to the disruption caused by the Movement Control Order, the expected completion date has been pushed back further to Jan 2021. The company's unutilised sales of MYR5.0m will be recognized largely in FY21.

• Eyeing the Large Scale Solar 4 (LSS4) pie. Together with its partner KPOWER has put in bids as an asset owner for 50MW capacity in the LSS4 project, whereby the award could be announced by the end of this year. We estimate the capex needed for a 50MW capacity at a MYR100m. As such we do not discount the possibility of potential cash calls, KPOWER is also to secure this project. At the same time, the company is also seeking its engineering, procurement, construction and commissioning job opportunities from LSS4.

• On track to meet its end FY21 orderbook target of MYR100. KPOWER's orderbook stood at MYR1.4bn as of October, and it has secured MYR240m in contracts YTD. The company aims to give its orderbook value to MYR20m by end-FY21, due to a replacement of ~MYR10m. Its current bid value stands at MYR2.0m, of which 0.7% is from the energy segment, followed by infrastructure, at 20%. Both logistics and utilities jobs account for less than 1% of its total orderbook.

• S&B BUY. We maintain our earnings estimates, but lift our TP to MYR5.70 from MYR4.13, after rating forward our valuation base year to FY22 (dropped an unchanged 10x P/E). KPOWER has proposed a 4-for-1 share split and a 1-for-3 free warrants issue, after the share split adjustment. The warrants will have a 2-year tenure, with the exercise price fixed at MYR2.20. We have yet to impute the warrants into our projections, as we do not expect it to be exercisable in the near term. We also expect KPOWER offers strong value for money.

RENEWABLE ENERGY KUMPULAN POWERNET

01 Dec 2020

BUY (Maintained)

ANALYST REPORT

A new chapter taking shape

Company report

Jeremia Yap
 jeremia.yap@bankinggroup.com
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Price: MYR4.76
 Market Cap: USD 122m
 Avg Daily Turnover: MYR5.15m

Investment Highlights

- We maintain BUY and our forecasts for Kumpulan Power (KPower), but increase our fair value (FV) to RM5.70 (RM5.00) as we cut forward our valuations to 15x FY21 (from 15x CY21 EPS projections). This is as a result of average forward 20x P/E of leading renewable energy stocks to reflect (1) KPower's earnings growth (driven from a relatively low base, since the growth of KPower's earnings is tremendous) at >100% in FY22 based on our projections.
- KPower's 1QFY21 core net profit of RM8.2m exceeded expectations at 20% of ours and our estimates respectively.
- As 1QFY21 core net profit of RM8.2m (RM7.0m a year ago) contribution, particularly the Seremban, Kuala Lumpur, and LSS4 (Seremban and LSS4) Solar Malaysia.
- Meanwhile, YTD worth a total of RM1.4bn of contracts in hand, followed by infrastructure, at 20%. Both logistics and utilities jobs account for less than 1% of its total orderbook.
- We continue to remain bullish on the renewable energy industry, as we expect the industry to continue to grow, with the government's support in the E&P sector.
- As a result, we maintain our BUY rating.

Key Metric	FY20	FY21F	FY22F
Revenue (RM mil)	85.1	201.9	611.1
Core net profit (RM mil)	11.3	27.2	88.3
P/E Core net profit (%)	-	15.1	20.0
Core net profit margin (%)	13.3	13.5	14.4
Operating margin (%)	62.4	62.4	62.4
Net Income (RM mil)	24.4	47.1	141.1
EPS (RM)	18.0	35.5	109.0
Net Assets (RM mil)	101.1	101.1	101.1
Share Outstanding (mil)	13.3	13.3	13.3
Market Cap (RM mil)	15.0	15.0	15.0
Dividend Yield (%)	0.6	0.6	0.6
ROE (%)	12.0	12.0	12.0
ROA (%)	12.0	12.0	12.0
Net Debt (RM mil)	10.0	10.0	10.0
Net Debt/Equity (%)	10.0	10.0	10.0
Major Dividends	7.5	7.5	7.5
Free Cash Flow (RM mil)	10.0	10.0	10.0
Avg Cash/Debt (RM mil)	10.0	10.0	10.0

Share Price Performance (RM)



KPower to further strengthen regional presence after impressive Q1 results

bernama.com/en/business/news.php

2 December 2020



KUALA LUMPUR, Dec 1 -- Kumpulan Powernet Bhd (KPB) further expand its geographical presence in the energy, infrastructure, and services sectors across ASEAN and South Asia, amid the resilient outlook for the

KPower to further strengthen its regional presence

thestar.com.my/business/business-news/2020/12/02/kpower-to-further-strengthen-its-regional-presence

2 December 2020



Group managing director Mustakim Mat Nun (pic) said the group is optimistic that governments across the region will continue to focus on the energy, utilities and infrastructure industries because they are key industries in revitalising and expanding the economy.

THE EDGE MARKETS

MAKE BETTER DECISIONS

Home Corporate Sections The Edge TV Others

TRENDING NOW Budget 2021 highlights Economic recovery plan The Edge Covid-19 funds

Kumpulan Powernet IQ net profit jumps eightfold y-o-y to RM8m

Sufiah Salim / theedgemarkets.com
 November 30, 2020 14:49 pm +08

KPOWER

Sustainability Through Diversity

net Bhd posted a higher net profit of RM8.15 million (FY21) compared to RM0.45,000 a year ago, lifted chiefly

THANK YOU