



SURIA CAPITAL HOLDINGS BERHAD
3rd QUARTER 2020
FINANCIAL REPORT
(UNAUDITED)
30th September 2020

**MAXIMISE
POTENTIALS
ACCELERATE
GROWTH**





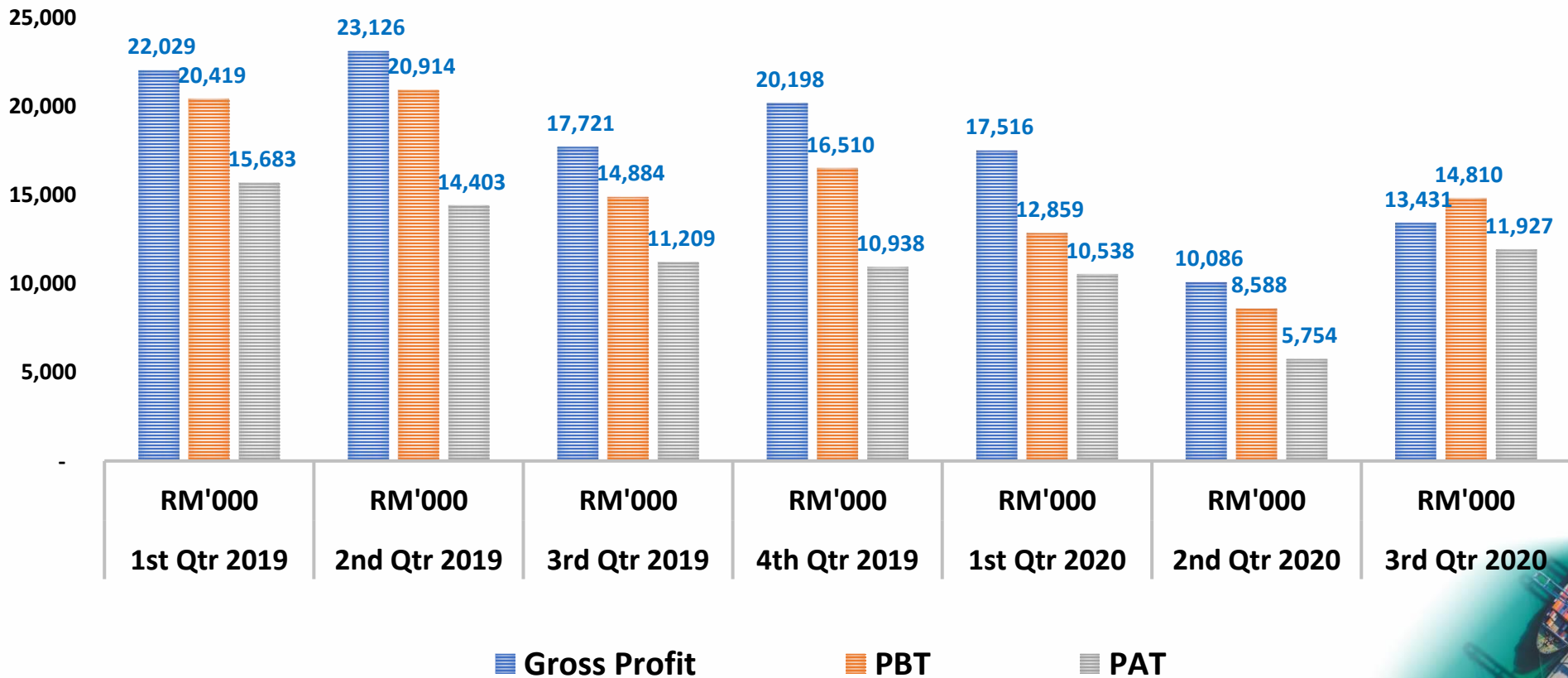
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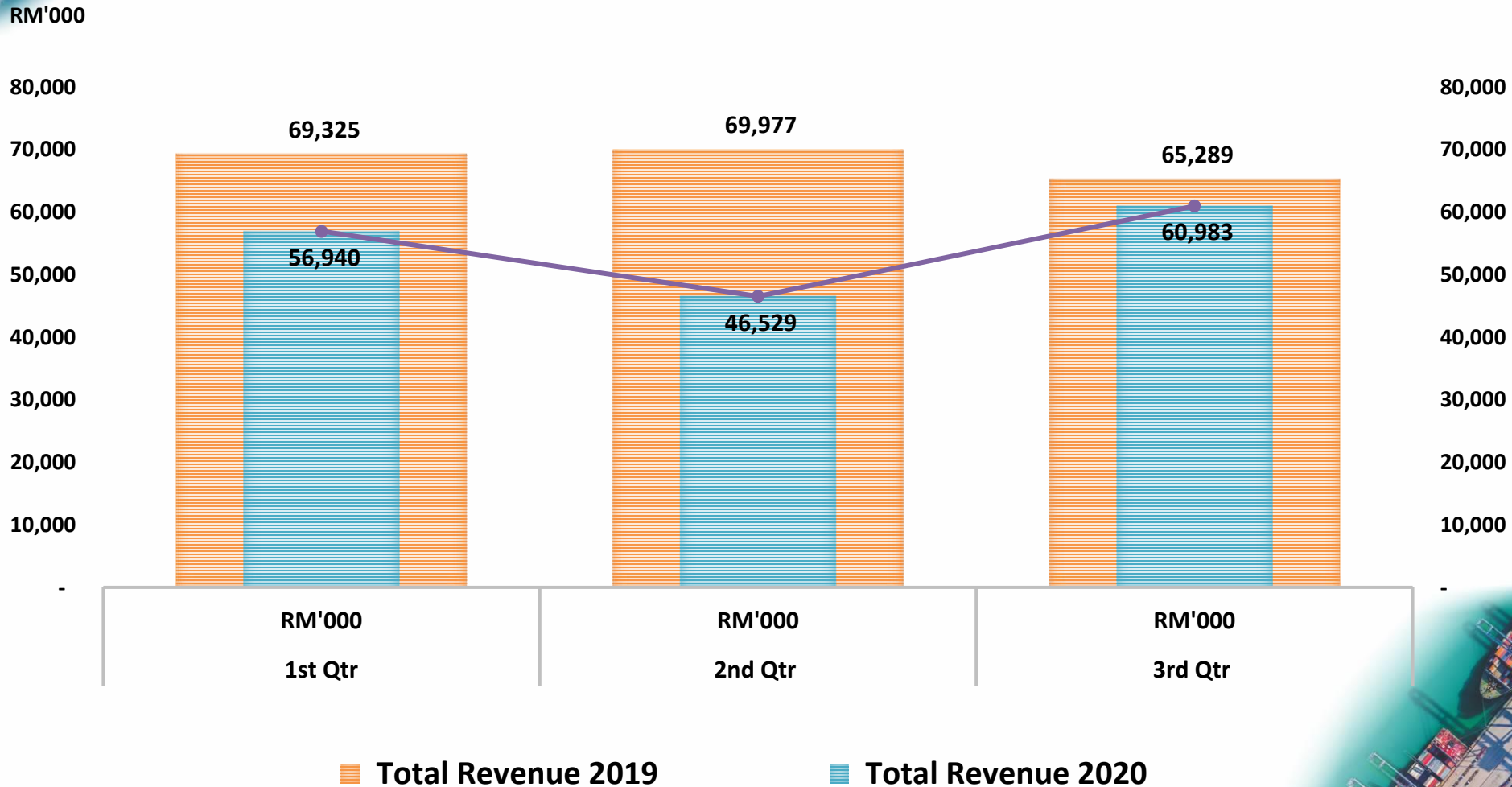
SURIAGROUP : FINANCIAL PERFORMANCE

SURIAGROUP QUARTERLY PERFORMANCE



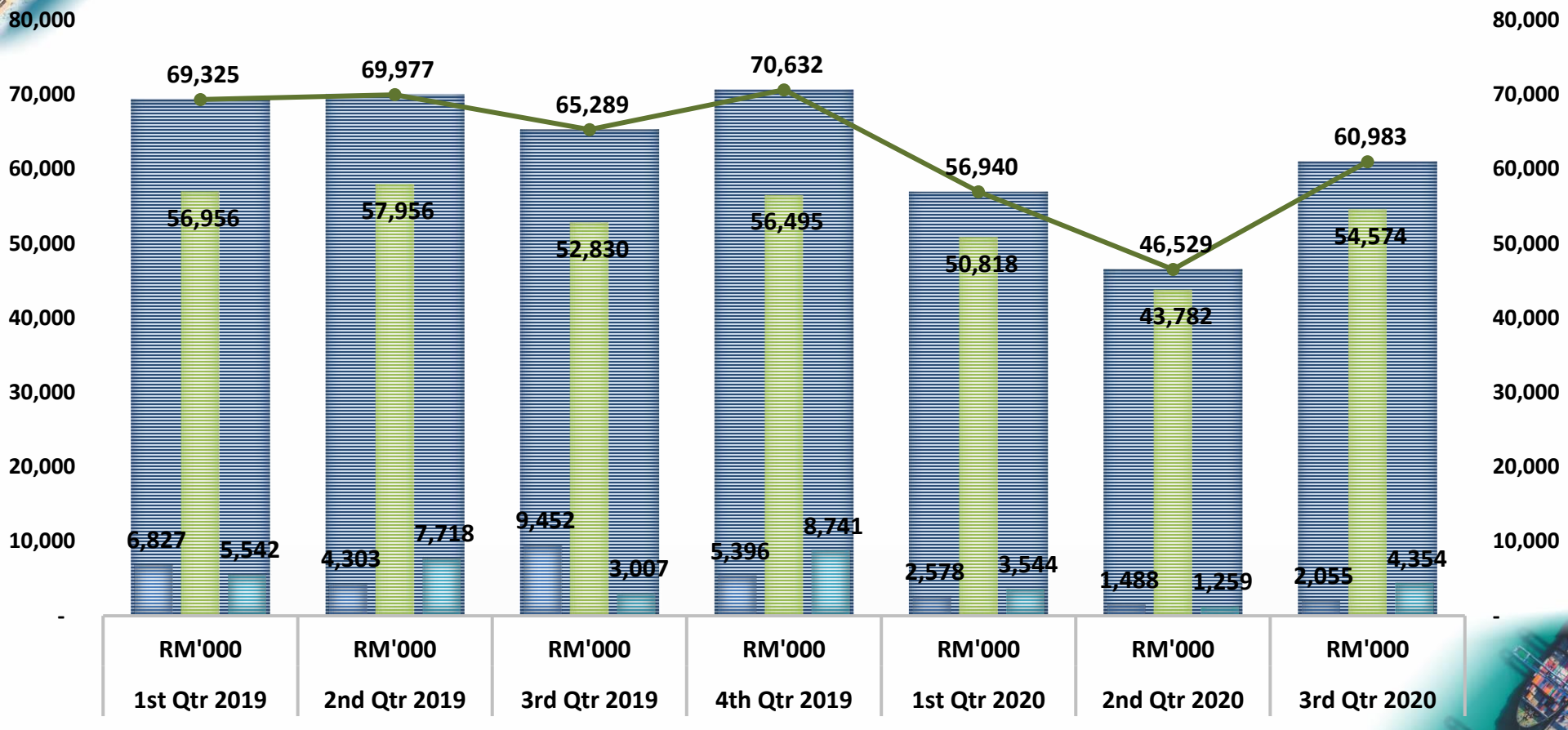
SURIAGROUP : FINANCIAL PERFORMANCE

SURIAGROUP REVENUE YTD COMPARISON



SURIAGROUP : FINANCIAL PERFORMANCE

SURIAGROUP QUARTERLY REVENUE COMPOSITION



■ Total Revenue
 ■ Revenue From Other Operations
 ■ Revenue From Port Operations
 ■ Revenue From Construction Services

REVENUE

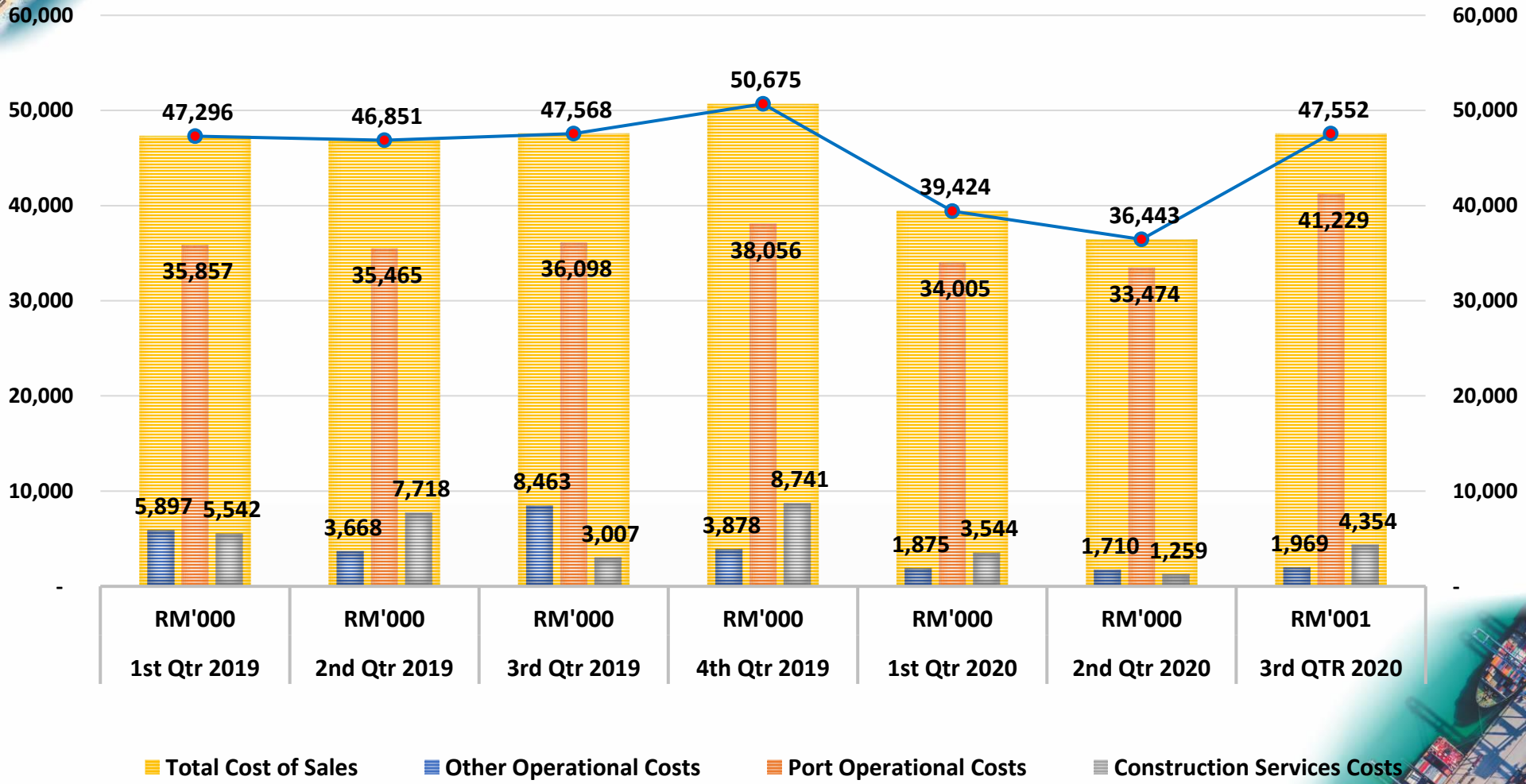
- The Group's total revenue for 3Q20 was higher by 31% compared to that reported in the immediate preceding quarter i.e. 2Q20 due to higher conventional cargo throughput (bulk oil, palm oil and general cargo) handled at wharves and sufferance wharves as well as improved container throughput at Sapangar Bay Container Port, Tawau Port and Sandakan Port.
- Revenue from the railway project under contract and engineering was marginally higher in 3Q20 than that in 2Q20 and was calculated using percentage of completion method.
- Revenue from ferry terminal operations and revenue from shipping agency fee showed significant drop as these segments have been adversely impacted by the COVID-19 pandemic and the imposition of Movement Control Order and Conditional Movement Control Order.

| Revenue (RM million) | 3Q20 | 3Q19 | %YoY | % Split | 2Q20 | %QoQ | YTD-Sep20 | YTD-Sep19 | %YTD |
|--------------------------------------|---------------|---------------|------------|-------------|---------------|------------|----------------|----------------|-------------|
| Revenue from Other Operations | 2,055 | 9,452 | -78% | 4% | 1,488 | 38% | 6,121 | 20,582 | -70% |
| Revenue from Port Operations | 54,574 | 52,830 | 3% | 96% | 43,782 | 25% | 149,174 | 167,742 | -11% |
| Total Revenue from Operations | 56,629 | 62,282 | -9% | 100% | 45,270 | 25% | 155,295 | 188,324 | -18% |
| Revenue from Construction Services | 4,354 | 3,007 | 45% | - | 1,259 | 246% | 9,157 | 16,267 | -44% |
| Total Revenue | 60,983 | 65,289 | -7% | - | 46,529 | 31% | 164,452 | 204,591 | -20% |



SURIAGROUP : FINANCIAL PERFORMANCE

COST OF SALES



COST OF SALES

- Based on quarter-to-quarter comparison, the Group's Cost of Sales for 3Q20 was comparable to that in 2Q20, but was lower by 13% compared to the same year-to-date of 3Q19. Based on year-on-year comparison, the decrease in port operating costs as of year-to-date 3Q20 was consistent with the decrease in revenue from port operations for the same year-to-date 3Q20.
- Capex was lower in 2020 as spending to-date was on port enhancements and not yet on key port infrastructure construction project.
- There was marginal increase in ferry terminal operations costs in 3Q20 after the uplifting of the Movement Control Order and Conditional Movement Control Order in 3Q20 as the ferry terminal operations resumed its businesses.

| Cost of Sales (RM million) | 3Q20 | 3Q19 | %YoY | % Split | 2Q20 | %QoQ | YTD-Sep20 | YTD-Sep19 | %YTD |
|--------------------------------|---------------|---------------|------------|-------------|---------------|------------|----------------|----------------|-------------|
| Other Operational Costs | 1,969 | 8,463 | -77% | 5% | 1,710 | 15% | 5,554 | 18,028 | -69% |
| Port Operational Costs | 41,229 | 36,098 | 14% | 95% | 33,474 | 23% | 108,708 | 107,420 | 1% |
| Total Operational Costs | 43,198 | 44,561 | -3% | 100% | 35,184 | 23% | 114,262 | 125,448 | -9% |
| Construction Services Costs | 4,354 | 3,007 | 45% | - | 1,259 | 246% | 9,157 | 16,267 | -44% |
| Total Cost of Sales | 47,552 | 47,568 | 0% | - | 36,443 | 30% | 123,419 | 141,715 | -13% |





OVERALL RESULTS

| RM million | 3Q20 | 3Q19 | %YoY | 2Q20 | %QoQ | YTD-Sep20 | YTD-Sep19 | %YTD |
|-------------------------|---------------|---------------|-------------|---------------|-------------|---------------|---------------|-------------|
| Total Revenue | 60,983 | 65,289 | -7% | 46,529 | 31% | 164,452 | 204,591 | -20% |
| Total Cost of Sales | -47,552 | -47,568 | 0% | -36,443 | 30% | -123,419 | -141,715 | -13% |
| Gross Profit | 13,431 | 17,721 | -24% | 10,086 | 33% | 41,033 | 62,876 | -35% |
| Other Income | 7,196 | 7,940 | -9% | 7,869 | -9% | 23,016 | 23,449 | -2% |
| Total Expenses | -5,817 | -10,777 | -46% | -9,367 | -38% | -27,792 | -30,108 | -8% |
| Profit Before tax | 14,810 | 14,884 | 0% | 8,588 | 72% | 36,257 | 56,217 | -36% |
| Tax | -2,883 | -3,675 | -22% | -2,834 | 2% | -8,038 | -14,922 | -46% |
| Profit After Tax | 11,927 | 11,209 | 6% | 5,754 | 107% | 28,219 | 41,295 | -32% |
| Basic Earning Per Share | 3.45 | 3.24 | - | 1.66 | - | 8.16 | 11.94 | - |
| EBIT | 14,971 | 15,691 | - | 8,786 | - | 41,216 | 58,965 | - |
| EBITDA | 38,014 | 27,501 | - | 21,880 | - | 70,664 | 97,781 | - |



CASH FLOWS AND BORROWINGS

- **Cash** of RM62.9 million, of which RM45.9 million are placed with licensed financial institutions.
- **Borrowing** of RM18 million comprises revolving credit facility with a licensed financial institution which serves as an immediate standby facility for funding projects and working capital while longer-term financing is being arranged.

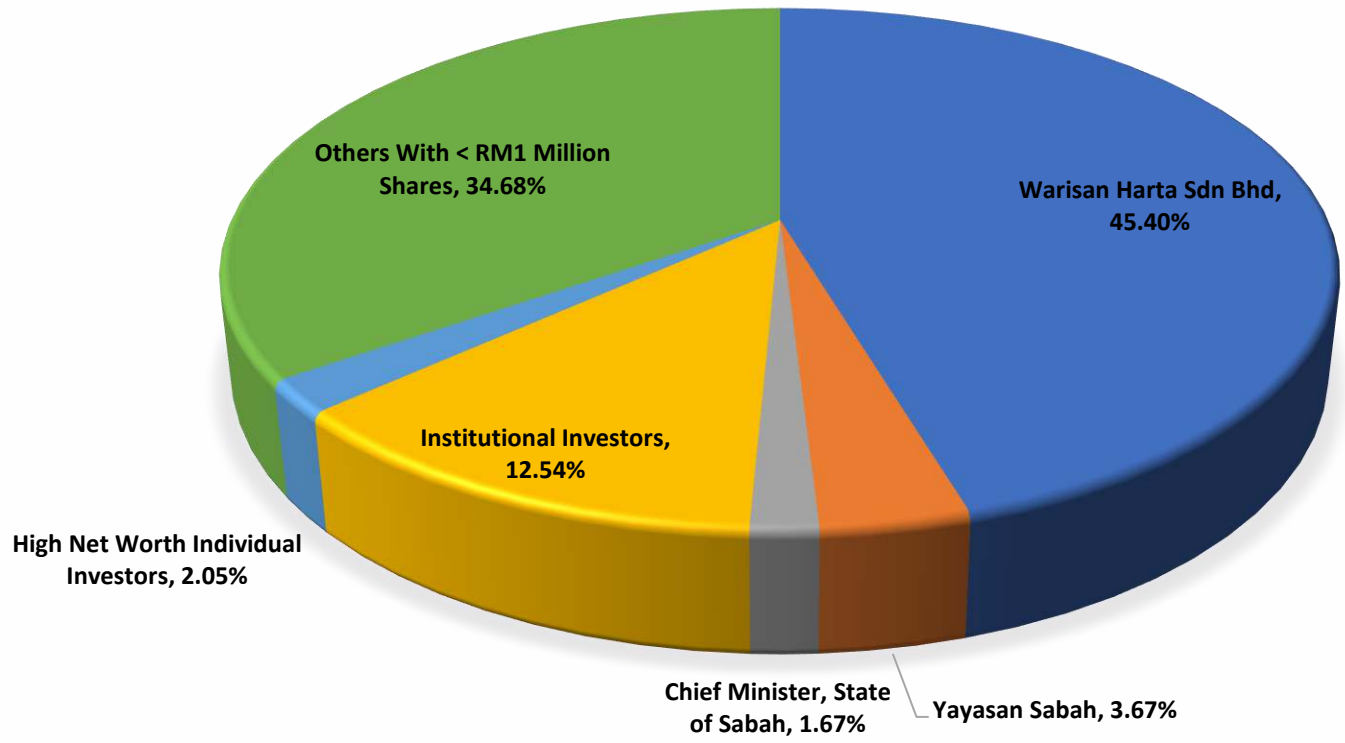
| RM million | YTD-Sep20 | YTD-Sep19 |
|---|-----------|-----------|
| Net Cash Generated From Operating Activities | 31,614 | 49,140 |
| Net Cash Used in Investment Activities | -31,021 | -16,752 |
| Net Cash Used in Financing Activities | -19,856 | -41,867 |
| Net Change in Cash and Cash Equivalent | -19,263 | -9,479 |
| Cash and Cash Equivalent at Beginning of Period | 46,362 | 40,263 |
| Cash and Cash Equivalent at End of Period | 27,099 | 30,784 |

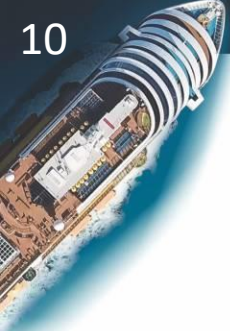




SHAREHOLDERS' COMPOSITION

SHAREHOLDERS' COMPOSITION AS AT 30 JUNE 2020
SHAREHOLDING > RM1.0 MILLION SHARES

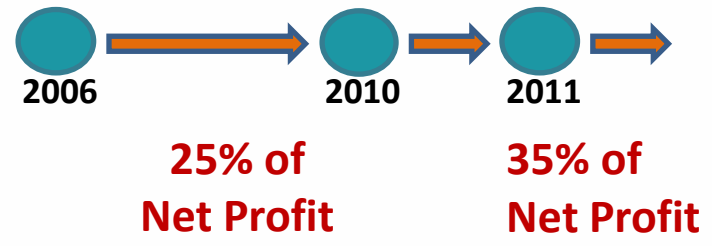




DIVIDEND HISTORY

| Financial Year | Rate (sen) | Tax Rate |
|----------------|------------|------------|
| 2009 | 5.0 | Tax Exempt |
| 2010 | 5.0 | Tax Exempt |
| 2011 | 6.0 | Tax Exempt |
| 2012 | 6.15 | Tax Exempt |
| 2013 | 7.00 | Tax Exempt |
| 2014 | 7.00 | Tax Exempt |
| 2015 | 7.00 | Tax Exempt |
| 2016 | 7.00 | Tax Exempt |
| 2017 | 6.00 | Tax Exempt |
| 2018 | 6.00 | Tax Exempt |
| 2019 | 5.00 | Tax Exempt |

DIVIDEND PAYOUT POLICY





PORT PERFORMANCE

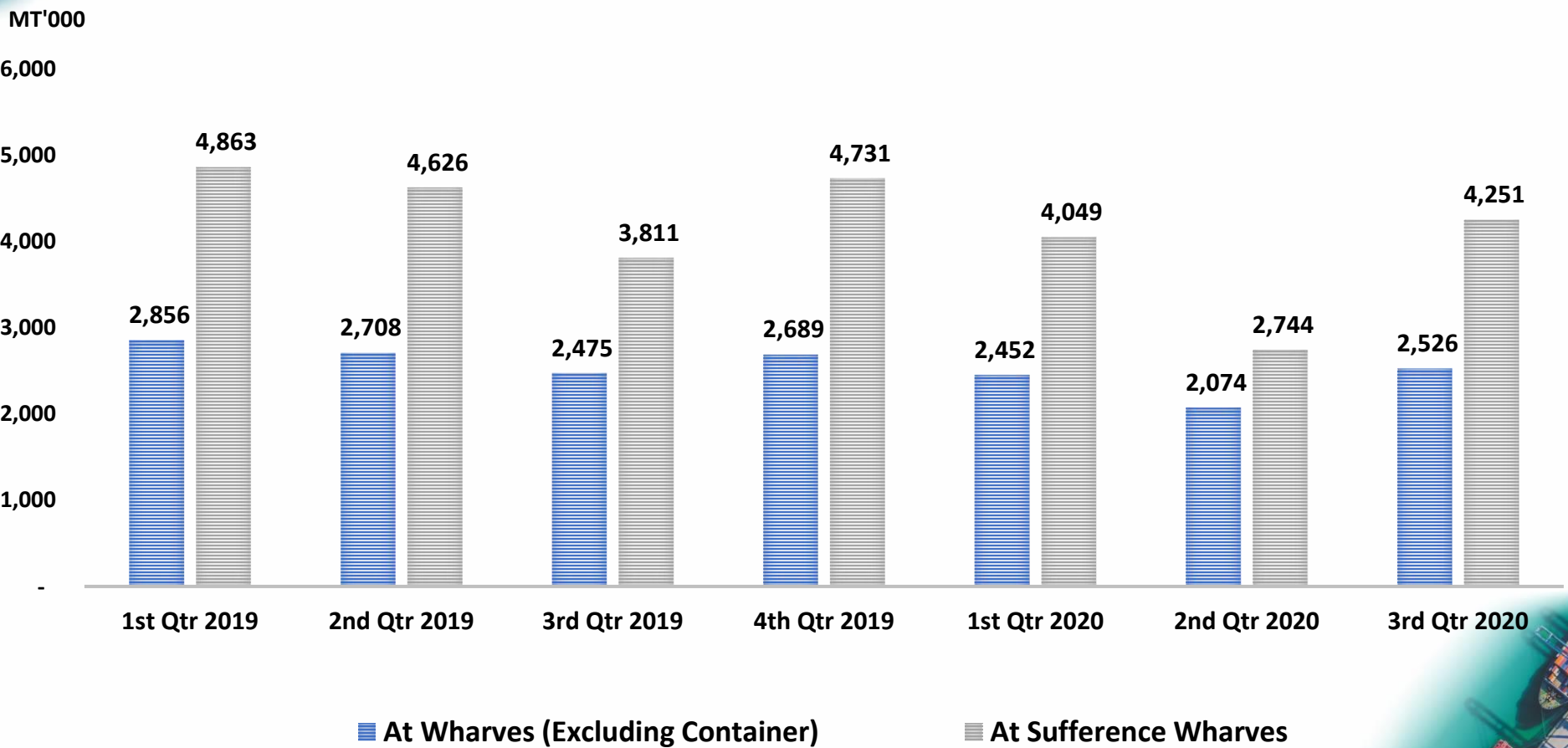
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CONVENTIONAL CARGO THROUGHPUT VOLUME

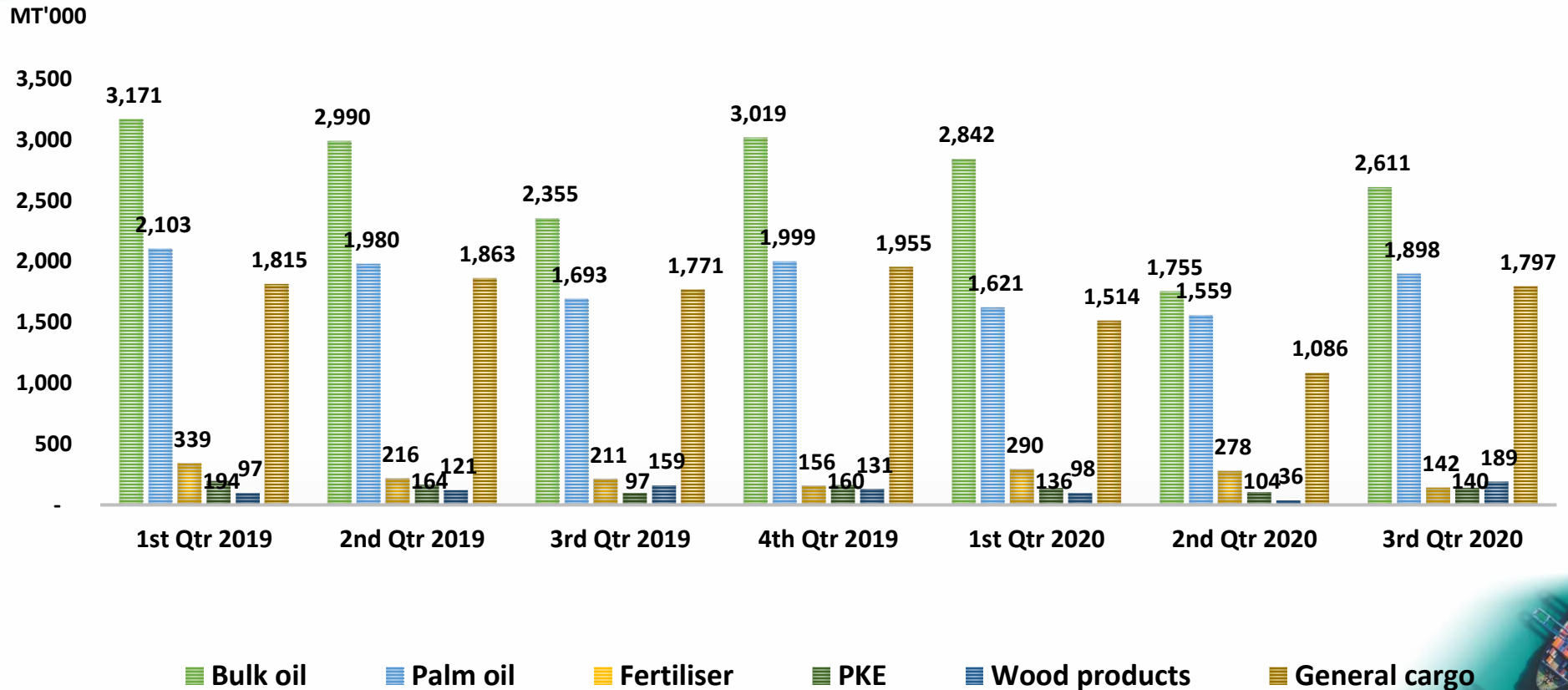
QUARTERLY CARGO THROUGHPUT





CONVENTIONAL CARGO THROUGHPUT VOLUME

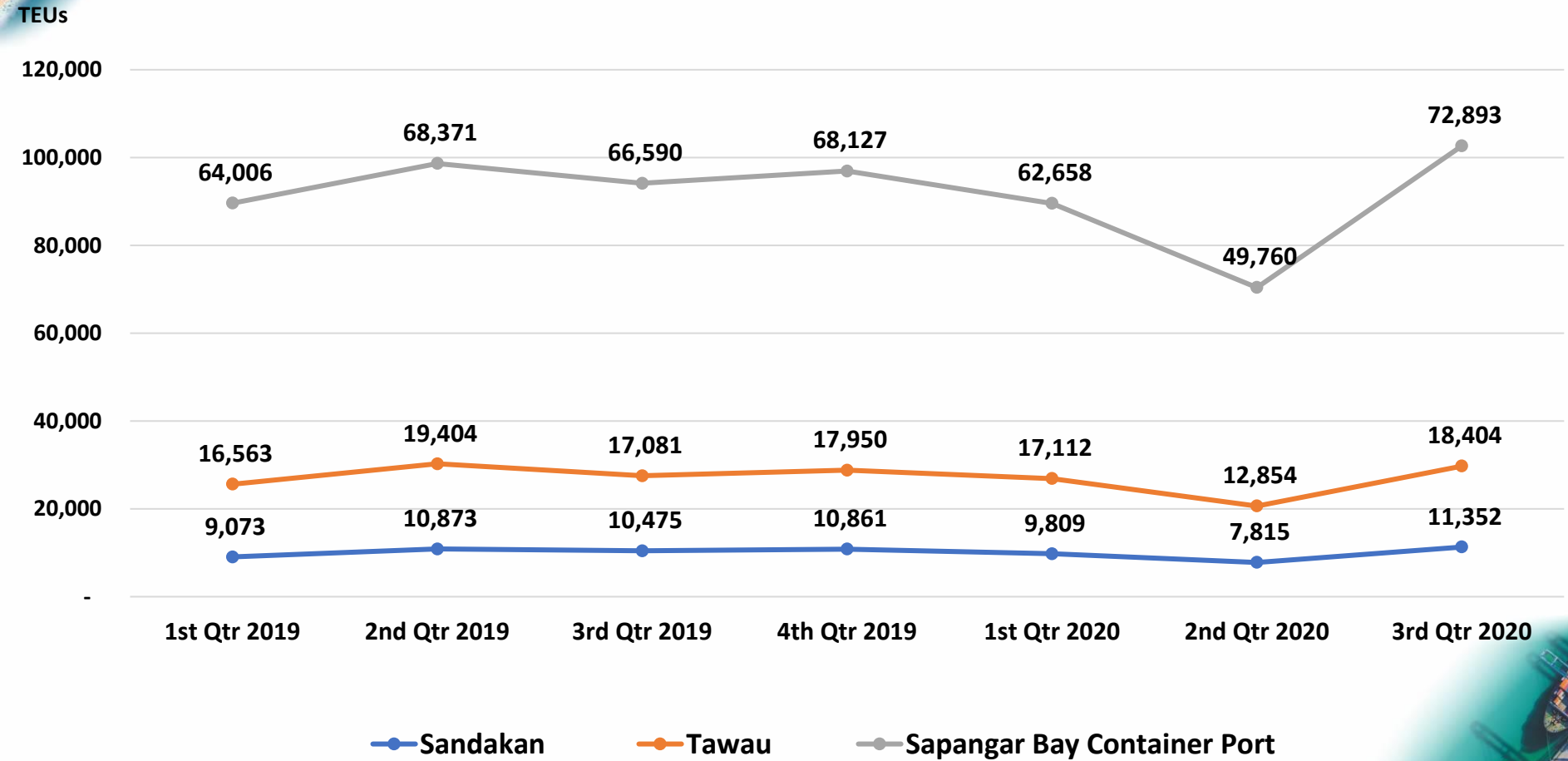
QUARTERLY CONVENTIONAL CARGO THROUGHPUT BY COMMODITY





CONTAINER THROUGHPUT VOLUME

QUARTERLY CONTAINER THROUGHPUT BY PORT





ACHIEVEMENTS AND OUTLOOK 2020-2021

**MAXIMISE
POTENTIALS
ACCELERATE
GROWTH**





ACHIEVEMENTS 2020

Port Operations and Services

- The dredging works at Sandakan Port and Tawau Port were completed in the second quarter of 2020.
- The installation of 80 reefer points at Sapangar Bay Container Port was completed in September 2020. The total number of reefer points have now increased to 292 from 212.
- The construction of a new jetty at Sapangar Bay Oil Terminal was awarded to the successful contractor in September 2020. The construction is expected to commence in December 2020 and is targeted for completion by end of March 2022. The financier for the project is Bank Pembangunan Malaysia Berhad.
- Preliminary studies and assessments for the construction of Sapangar Bay Conventional Cargo Terminal have been completed. The design of the new port is expected to be finalised by the first quarter of 2021.

Property Development

- The first phase of the Jesselton Quay project at Tanjung Lipat, which is within the vicinity of the Kota Kinabalu Port and is a joint-venture project between Suria Capital Holdings Berhad and SBC Corporation Berhad, had reached 82% completion as at 30 September 2020.

Railway Project

- The construction of the railway line between Tenom and Halogilat had reached 98% completion as at 30 September 2020 and will be fully completed by January 2021.





OUTLOOK 2020 -2021

Port Operations and Services

- Despite the uncertainties in the current economic condition which has been significantly impacted by the COVID-19 pandemic, we expect that there will be gradual and continuous improvements in conventional cargo and container throughput going through the wharves for the coming 4th quarter.
- The expansion of Sapangar Bay Container Port will proceed as planned and it is being managed by the State Economics and Development Investment Authority (“SEDIA”) with participation from Sabah Ports Sdn Bhd on technical inputs.

Property Development

- With the imposition of Movement Control Order (“MCO”) and Conditional Movement Control Order (“CMCO”), the completion of the first phase of the Jesselton Quay project is expected to be deferred to the first quarter of 2021.

Railway Project

- SuriaGroup will continue to explore new businesses in the construction or upgrading of railway lines in the State of Sabah as we have proven track records in this type of construction works.

Ferry Terminal Operations at Jesselton Point

- The COVID-19 Pandemic and the imposition of MCO and CMCO have affected the State’s tourism sector resulting in significantly lower income from the Jesselton Point operations. Businesses will be back to normal when the number of cases is reduced, the chain of COVID-19 infection is broken, the much anticipated vaccine is readily available and the Government is ready to open our borders to promote the State tourism to local and foreign tourists.



THANK YOU

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