# PRESTARIANG BERHAD
## 8th Annual General Meeting

16 May 2018

**TAKING OFF**

Technology & Talent | Driving The Digital Economy

# Disclaimer

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# Contents

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**Key MESSAGES**

# PRESTARIANG 1.0

ICT Training & Certification **SYNERGISTIC** Software License Distribution & Management
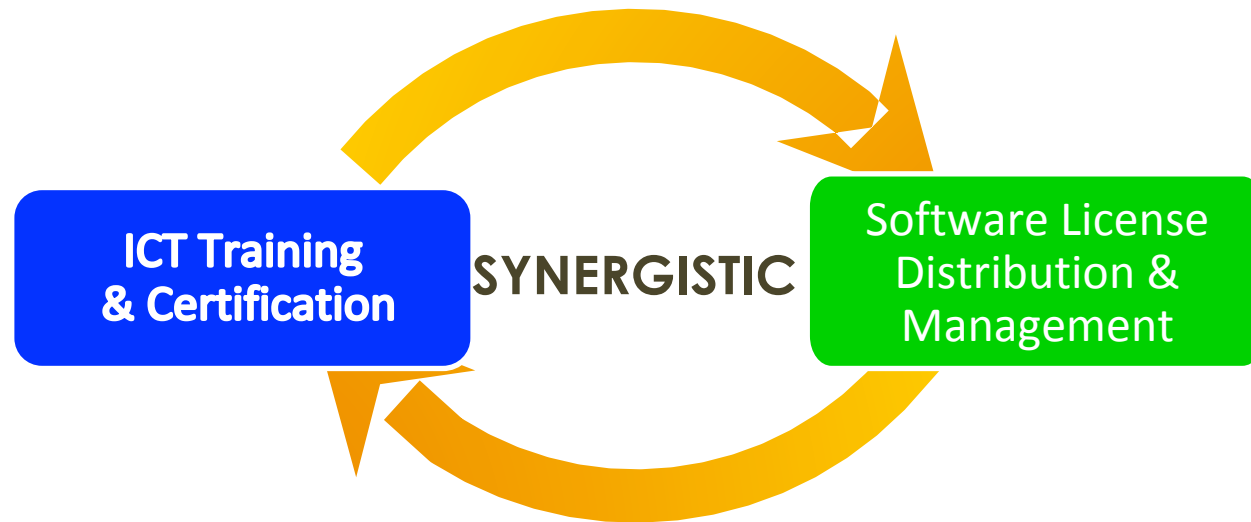
**Provision of ICT training and certification bundled with supply of licences for software**

- Target customer base on large user group of individuals or organizations
- Proven Track Record & Established Reputation
- High Value and Multi Year Contracts
- Economies of Scale – Nationwide presence
- Own IP through Homegrown Certification

- Potential Global Market Place
- Globally Certified Knowledge Workers
  - Lean team with only 50 highly capable staff members and 300 contract staff
- Mobile Certification allows scalability
- Tax-Free MSC-status
- Syariah Compliance

5
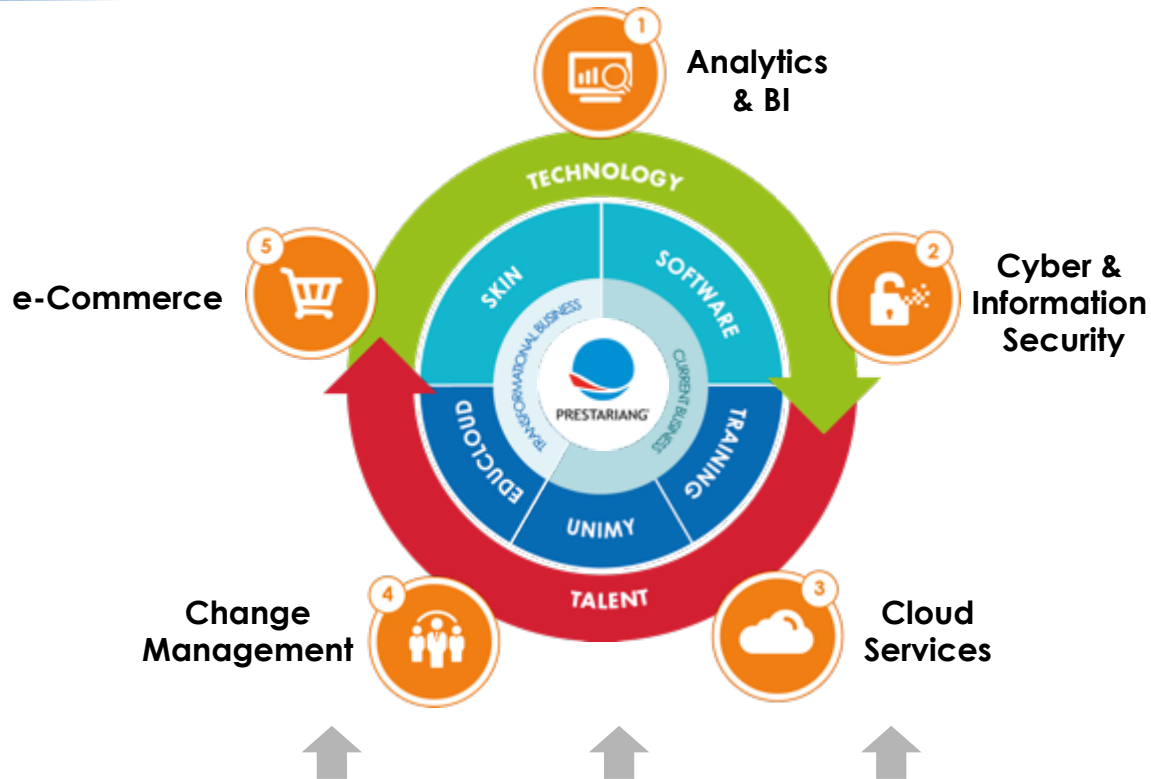
# Report Card

**Vison of the Plan**

Prestariang to be a Regional Champion that provides 21st Century Talent & Technology Services that is align to Industry 4.0

**Main Objective**

Prestariang to OWN THE ASSETS that will enable us to scale our business and drive a sustainable recurring revenue

**Status Report**

1. Technology Platform – **100 % Successful** & we are on Execution phase
2. Talent Platform – **50% and Work in Progress**

# OUR FOCUS

## 3 FOCUS STRATEGIES

1. Focus on things that we can control
2. Focus on **execution execution execution**
3. Focus on **consolidating** and **streamlining** our operation to remain agile, prudent and adaptive

## Others

1. Continue to work closely with our clients and in **partnership** with our business partner to drive the Transformation plan
2. Continue to **communicate** and **engage** our various stakeholders to update and explain the Transformation Plan

# TECHNOLOGY

## Sistem Kawalan Imigresen Nasional (SKIN)
1. Ensure that we comply with our obligations to deliver the project as per the terms and conditions in the contract

## Others
1. SKIN is crucial and **Must-have National Security** project for the country
2. SKIN is a **PPP** project & has gone through all due process
3. **JIM is committed** and has invested time and resources and now has **immersed** 60 full-time SME at our SKIN Office in Cyberjaya

## SOFTWARE & SERVICES
1. To remain **sustainable** and **to provide recurring income**
2. To continue to deliver our product and services as per our contractual obligation

# TALENT

**EDUCLOUD**
1. To be the **CATALYST for Prestariang's Talent Platform**
2. Educloud integrates Education, Training and Employment Services into One Single Platform

**Others**
1. A Platform to revive and strengthen our existing Training business
2. Developing the Platform together with our Global partners
3. Platform Development and Go-to market strategies is on track
4. EduCloud will allow us to Streamline our operation

**UNIMY**
UNIMY to **lead and provide a HOLISTIC VALUE CHAIN** for Education, Training and Employment Services for the Group

**Others**
1. To continue with our turnaround plan
2. UNIMY will move to our new Campus in Cyberjaya

# BOTTOMLINE

We are in the **Execution Phase.**

We are **confident** that the Group's strategic direction in building and executing a **sustainable & scalable** business will be successful

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## BUSINESS OUTLOOK

**Technology Division**

- **SKIN**

- **Software & Training Services**

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SKIN

# Key Highlights

## SISTEM KAWALAN IMIGRESEN NASIONAL

### GOVERNMENT-LED

- SKIN is a Government-led **JIM transformation** program
- **Scope** can be **expanded**

MINISTRY OF HOME AFFAIRS

### SCOPE

**NEW** CORE SYSTEM

- SKIN will **replace the current core immigration** system "MyIMMs"
- **Compliant** to National security standards
- 274 sites locally and worldwide

### BUSINESS MODEL

**PPP - Public Private Partnership** through Finance, Build, Operate, Maintain and Transfer (**F/BOMT**) method.

PPP

### VIGOROUS PROCESS

**4** Years

Approved after a **comprehensive** technical and commercial evaluation, and thorough due diligence process

### CONCESSION DURATION

**15** Years concession

**3 years** Development Period

**12 years** Maintenance Services Period

### GUIDING PRINCIPLES

- **No cost** to Government
- **No burden** to the 'Rakyat'
- **New revenue** generation for Government

### COMMENCEMENT

**ROLL-OUT**

- 25th April 2018
- **60 full time** JIM personnel seconded to the project for **6 months**

# SKIN is Sealed on 9 Aug 2017



- **Heads of Agreement** signed with IN Thaes Communications Security & Thales Malaysia on 29 Mar 2017

- **Concession Agreement signed with MOHA on 9 Aug 2017**

- **MoA & Teaming Agreement** signed with IN Continue Et Servies, a subsidiary of Impremerie Nationale S.A. and Dell Global Business Center on 5 Dec 2017
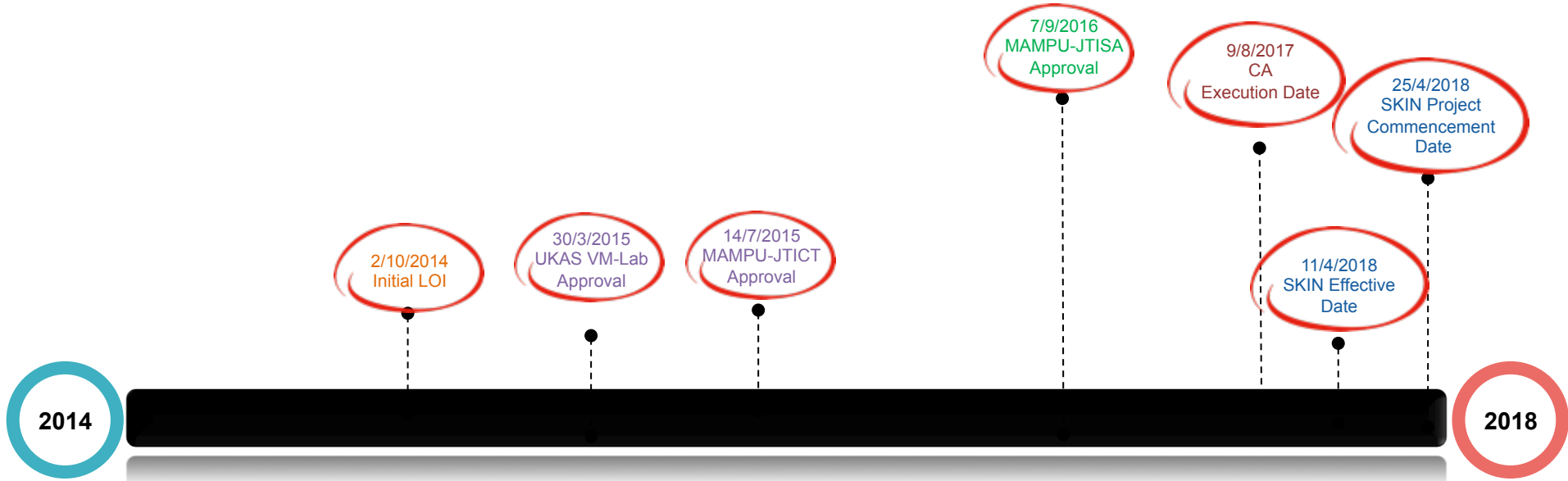
# SKIN Project Officially Commenced on 25 April 2018



- SKIN Funding is secured and meet the required conditions precedent in Feb 2018

- Effective Date is given by MOHA on 11 April 2018 to activate SKIN Concession Agreement

- Key documents handover:

  1. Business Process Reengineering (BPR)

  2. Immigration Department of Malaysia 2017

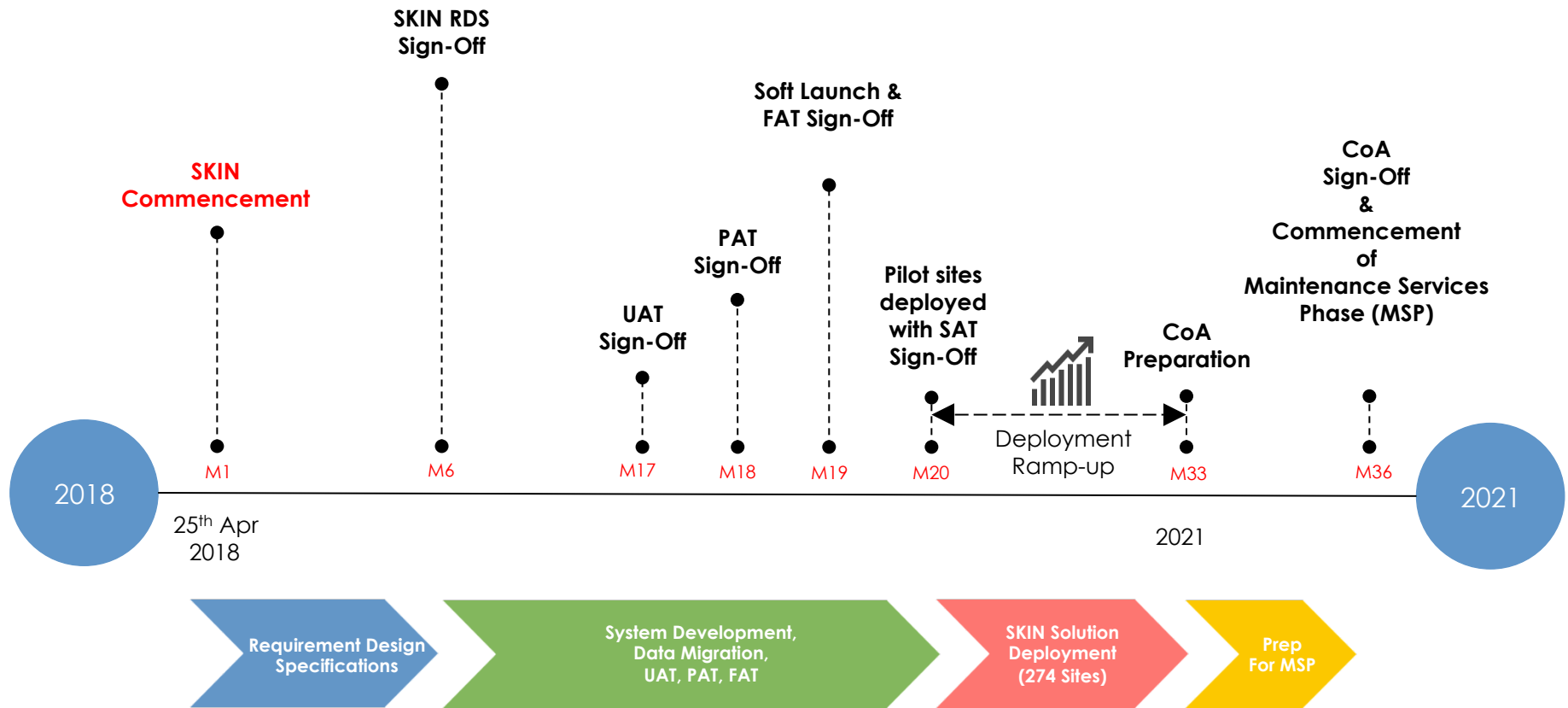  3. SKIN Consultancy Project Charter (MAMPU)

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# The Journey (<4 years) – Comprehensive Approval Process



7/9/2016
MAMPU-JTISA
Approval

9/8/2017
CA
Execution Date

25/4/2018
SKIN Project
Commencement
Date

2/10/2014
Initial LOI

30/3/2015
UKAS VM-Lab
Approval

14/7/2015
MAMPU-JTICT
Approval

11/4/2018
SKIN Effective
Date

**2014**

**2018**

# TIMELINE
## Build & Deploy Phase

SKIN RDS
Sign-Off

Soft Launch &
FAT Sign-Off

SKIN
Commencement

CoA
Sign-Off
&
Commencement
of
Maintenance Services
Phase (MSP)

PAT
Sign-Off

Pilot sites
deployed
with SAT
Sign-Off

CoA
Preparation

UAT
Sign-Off

Deployment
Ramp-up

| 2018 | M1 | M6 | M17 | M18 | M19 | M20 | M33 | M36 | 2021 |

25th Apr
2018

2021

**Requirement Design Specifications**

**System Development, Data Migration, UAT, PAT, FAT**
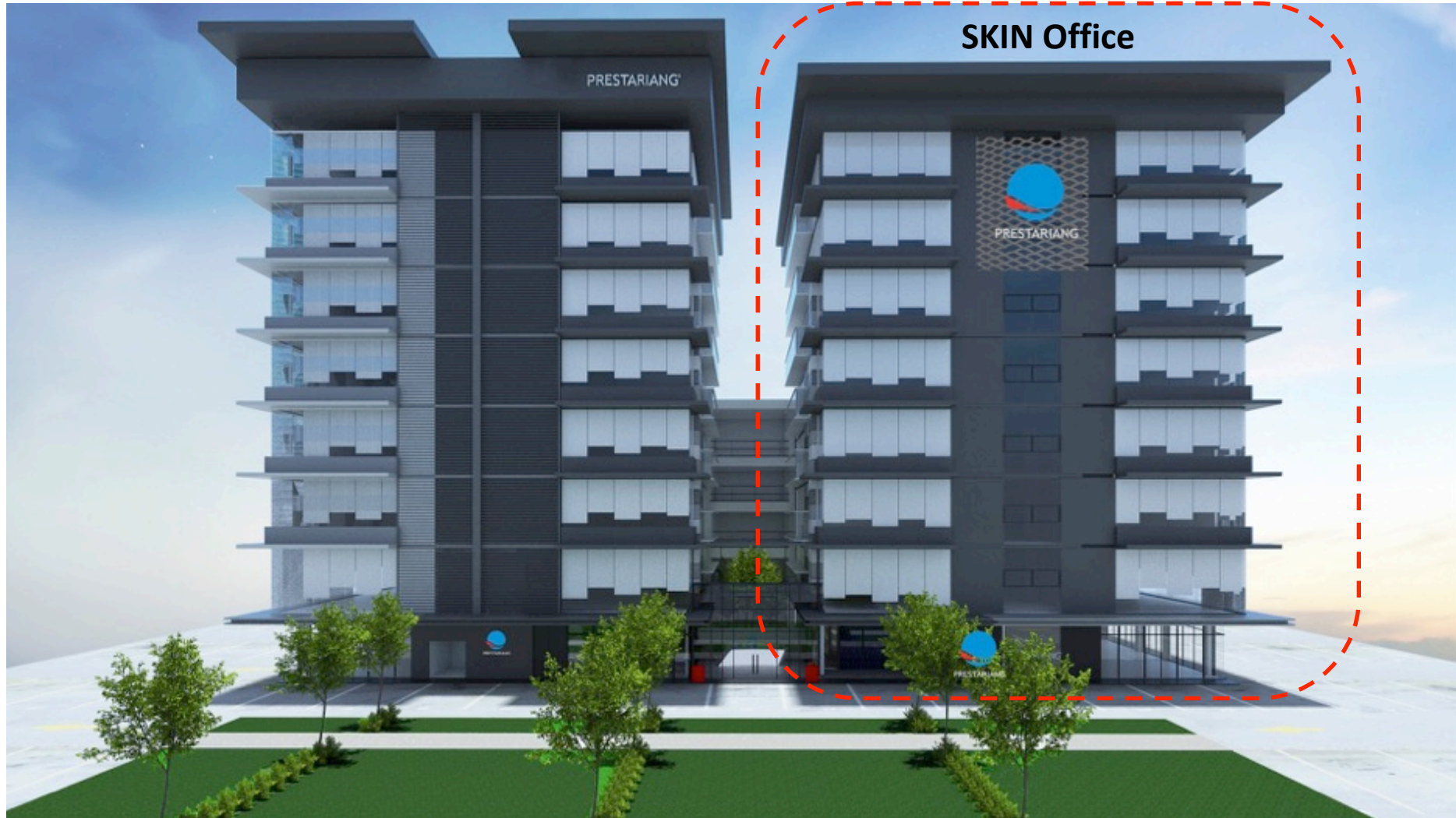
**SKIN Solution Deployment (274 Sites)**

**Prep For MSP**

# Requirement Design Specification (RDS) Session:
# JIM SME Seconded Fulltime for 6 months

# New HQ Ready by 2Q 2018

SKIN Office

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SOFTWARE &
TRAINING
SERVICES

# BAU for Existing Business

- Software Services Remains as Key Revenue Driver
- Reviving Training Business and Consolidation into Talent Platform

## Software Services

**MLA 3.0 MASTER LICENSING AGREEMENT**

**RM222.6 mil Contract Extension for 3 years (Feb 2018- Jan 2021)**
Delivered: RM29.5 mil for 1Q18

**M·U·S·E**
Managing University Software As An Enterprise

**RM20 mil Contract Potential**
Delivered: RM9.3 mil for 1Q18

**Adobe Creative Cloud**

**RM13.3 mil Contract for 3 years (Nov 2017 – Oct 2020)**
Delivered: RM2.8 mil for 1Q18

## Training & Placement Services

**CEP COMPETENCY ENHANCEMENT PROGRAMME**

**RM6.3 mil Contract Potential**
Delivered: RM1.3 mil for 1Q18

**PSTI PRESTARIANG SKILLS TRAINING INSTITUTE**

**1st in Pengerang for TVET Programme**
Established accredited PSTI upon approval from MOHR
- Training and placement
- TVET training
- Delivered RM1.6 mil for 1Q18

# Official Launched on 8 March 2018

**742**
**Job offered**

**1,854**
**In Progress**

Target Placement : 5,000 students

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# BUSINESS OUTLOOK

**Talent Division**

- **University - UNIMY**

- **EduCloud**

# Total Students as at April 2018

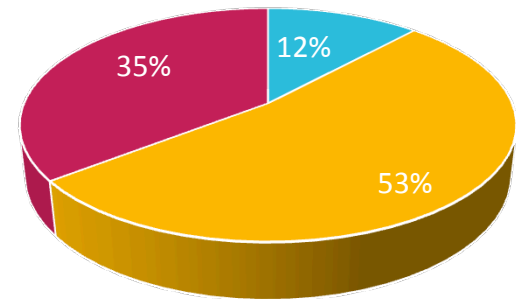| | April 2018 Intake | TOTAL |
|---|---|---|
| Foundation | 21 | 61 |
| Diploma | 6 | 270 |
| Degree | 5 | 182 |
| Degree *(Returning from Foundation)* | 45 | |
| TOTAL | 77 | 513 |

**April 2018 Intake**

■ Foundation ■ Diploma ■ Degree
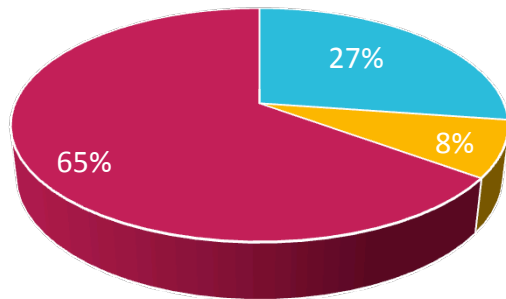


**Total As of April 2018**

■ Foundation ■ Diploma ■ Degree

# First Batch of Graduates 100% Hired

## STUDENT EXPERIENCE

**HAZEEM AHMAD**
**Computer Engineering**

UNIMY is different & it makes me different. What sets me apart when I graduate is that I will receive 2 Professional and Accredited Certificates, from EC-Council and CompTIA. With UNIMY, I feel like I'm the best of the best. I have made the right choice!

**VIVEKDEEP SINGH**
**Software Engineering/UNIMY Overseas Internship Award Recipient - Digital Hollywood University, Tokyo, Japan**

I have so far completed 4 certifications, two from CompTia: Network Plus & Security Plus, Certified Ethical Hacking and InfoSys. My dream is to improve the programming level of Malaysian students. I want to share my knowledge by becoming a lecturer as educating the younger generation is important so that we can churn out better software engineers in the world.

### WHAT DO INDUSTRY EXPERTS SAY...

**ADAM IHSAN AMRAN**
**Co-Founder Creative Minds**

Students did an excellent presentation for their Final Year project, very relevant to the industry. Good technical skills.

## 100% EMPLOYMENT RATE!

**The first batch of UNIMY students who graduated in 2018 achieved 100% employment rate.**

Going to university is a life-changing experience. A big part of the UNIMY experience immerses our students in actual world settings, be it organising student-led events, working with professional clients or providing solutions in authentic case studies. We also encourage all our students to be proactive and to engage in active learning by applying what they learn outside the classroom.

# Promote Active Learning & Overseas Internships

## DISRUPT-IT CHALLENGE



Initiated and funded by Dr. Abu Hasan Ismail. The competition's goal is to encourage entrepreneurship in IT or tech-preneurs in proposing a tech-based 'disruptiveness' project to support or enable increased affordability, sustainability and innovativeness among industries and communities alike.

## KPMG INNOVATIVE CHALLENGE
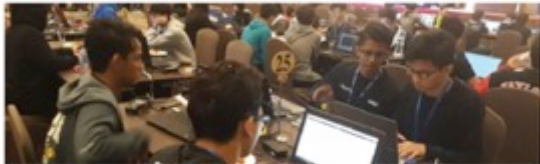


UNIMY students won the inaugural KPMG Cyber Security Challenge 2017. This competition heightened awareness an further encouraged students to pursue careers as Cyber Security Professionals.

## BFM: A.I FOR GOOD HACKATHON



UNIMY students participated in the inaugural Hackathon, which was organised by an established local business station, BFM. The pooled their resources to design and build artificial intelligence (AI)-enabled smart city applications for the community, with focus on the urban poor, disabled and homeless as well as non-governmental organisations that support these groups in Malaysia.

## CIMB DATA SCIENCE CHALLENGE 2017



UNIMY student Mohd Nazri Syah Bin Sani won fifth runner-up of the CIMB Data Science Challenge 2017 competition. This annual challenge is open to university students to test participants' application and knowledge of data preparation and data mining.

## OVERSEAS INTERSHIP

The overseas internship award offers students more than just work experience; it also offers exposure to a multicultural environment that will challenge them to adapt personally and professionally. Students will be given the opportunity to travel to Japan, Europe, Australia or the United States of America where they will visit and intern with universities, industry leaders or both.



### DIGITAL HOLLYWOOD UNIVERSITY, JAPAN

Our debut batch of Overseas Internship Scholarship recipients interned with Digital Hollywood University (DHU) in Tokyo. They gained a lot of knowledge in gaming development the and production process. All classes were conducted by backend programming in anime production professionals and students also got involved in an actual product development.



### UNIVERSITY OF MELBOURNE, AUSTRALIA

A group of nine students spent three weeks interning at University of Melbourne, Australia. Besides experiencing new learning environments, they also got involved in several student social engagements during their time there.

# Moving to New Campus in August 2018

## Fact Sheet

- Location: Cyberview 2 @ Cyberjaya
- Capacity: 3,000 students
- Size: 230,965 square feet
- Carpark: 550 parking bays
- Facilities: State of the art classrooms, auditorium, laboratories and cafes

# Reviving Our Talent Business

**15** years experience

Trained more than **250k** Talents

**3P** INDUSTRY-BASED Certification Programme (Program Pentauliahan Profesional)
- **More than 43,000 trained**
- **97% employability rate**

**UNIMY** UNIVERSITY MALAYSIA OF COMPUTER SCIENCE & ENGINEERING
- **ICT-focused Digital Technology University**
- **The rise of Big Data, E-Commerce, AI and Industry 4.0**

**talentXchange**
- **Close 3,000 talents placed in various industries**
- **Upskilling and reskilling expertise**

**MLA 3.0** Competency Enhancement Program
- **More than 20,000 government personnels trained and certified on IT**

**JOBMATCHING PTPTN**
- **Reaching out to 150,000 unemployed borrowers**
- **More than 10,000 job opportunities**

# Transformation through EduCloud

educloud

EduCloud is an **experience platform** to support the core business of **lifelong learning** through **upskilling and reskilling** delivered by **personalisation**

## Digitization of existing business

UNIMY
UNIVERSITY MALAYSIA OF COMPUTER SCIENCE & ENGINEERING

talent Xchange

JOBMATCHING PTPTN

3P INDUSTRY-BASED Certification Programme (Program Pentauliahan Profesional)

MLA 3.0
Competency Enhancement Program

## Harnessing our current customer base

**250k** customers

**1M** government personnels

**1.3M** higher education students

## B2B2C Lifelong customer engagement and experience

EduCloud Mobile and Web Experience

Learning Marketplace

Talent Matching and Placement Exchange

**EduCloud Sneak Peek**
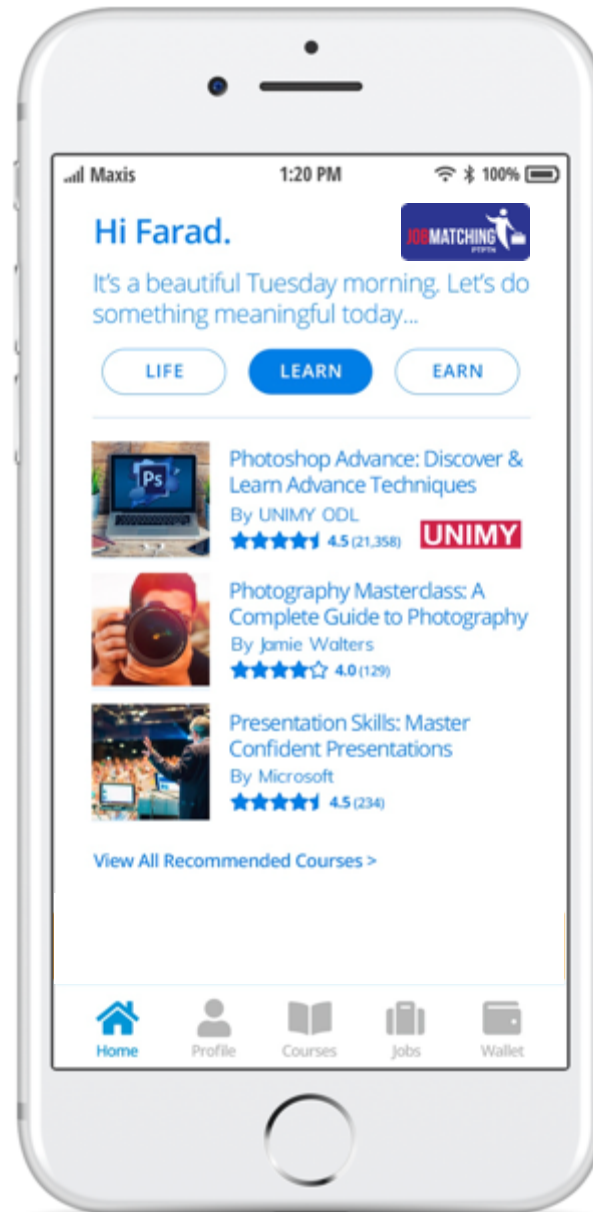
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# Financial Performance 1Q18

**(RM Million)**

## Revenue

▲ **72.7**  **+66.0%**

1Q17: RM43.9

## Shareholders' Funds

▲ **170.5**  **+4.0%**

4Q17: RM164.0

## Profit Before Tax

▲ **13.1**  **+244.7%**

1Q17: RM3.8

## Total Assets

▲ **283.5**  **+10.7%**

4Q17: RM256.2

## Profit After Tax

▲ **9.0**  **+181.3%**

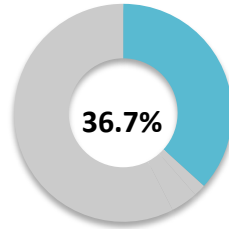1Q17: RM3.2

## Earnings Per Share (sen)

▲ **1.35**  **+104.5%**
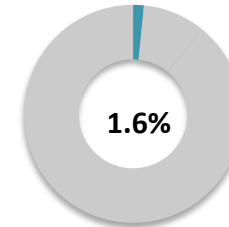
1Q17: 0.66

# Contribution to Revenue by Division
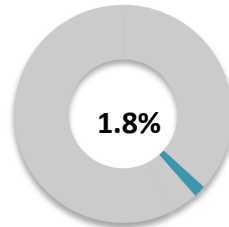
| | 1Q18 | 1Q17 |
|---|---|---|
| **SKIN** | RM26.7 million — 36.7% | |
| **UNIVERSITY** | RM1.3 million — 1.8% | 1.6% — RM0.7 million |
| **TRAINING & CERTIFICATION** | RM2.9 million — 4.0% | 9.3% — RM4.1 million |
| **SOFTWARE LICENSING & DISTRIBUTION** | RM41.8 million — 57.5% | 89.1% — RM39.1 million |
| **TOTAL** | RM72.7 million | RM43.9 million |
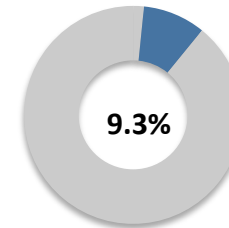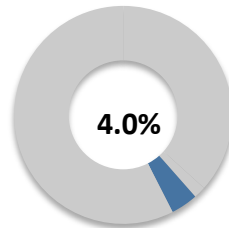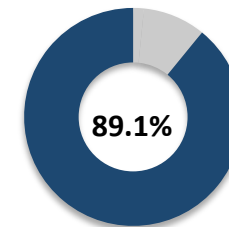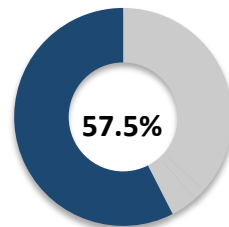
# Group's Performance Since Listing

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**(RM Million)**

**Revenue**

| Period | Value |
|--------|-------|
| 1Q11 | 37.0 |
| 1Q12 | 27.0 |
| 1Q13 | 26.2 |
| 1Q14 | 20.5 |
| 1Q15 | 40.0 |
| 1Q16 | 40.7 |
| 1Q17 | 43.9 |
| 1Q18 | 72.7 |

**Profit Before Tax**

| Period | Value |
|--------|-------|
| 1Q11 | 11.3 |
| 1Q12 | 8.0 |
| 1Q13 | 9.0 |
| 1Q14 | 6.4 |
| 1Q15 | 4.0 |
| 1Q16 | 4.1 |
| 1Q17 | 3.8 |
| 1Q18 | 13.1 |

**Profit After Tax**

| Period | Value |
|--------|-------|
| 1Q11 | 11.3 |
| 1Q12 | 8.0 |
| 1Q13 | 9.0 |
| 1Q14 | 6.4 |
| 1Q15 | 4.0 |
| 1Q16 | 3.0 |
| 1Q17 | 3.2 |
| 1Q18 | 9.0 |

**Dividend Payout**

| Period | Value |
|--------|-------|
| 1Q11 | 0.0 |
| 1Q12 | 4.4 |
| 1Q13 | 5.5 |
| 1Q14 | 5.5 |
| 1Q15 | 3.6 |
| 1Q16 | 3.6 |
| 1Q17 | 3.6 |
| 1Q18 | 2.4 |
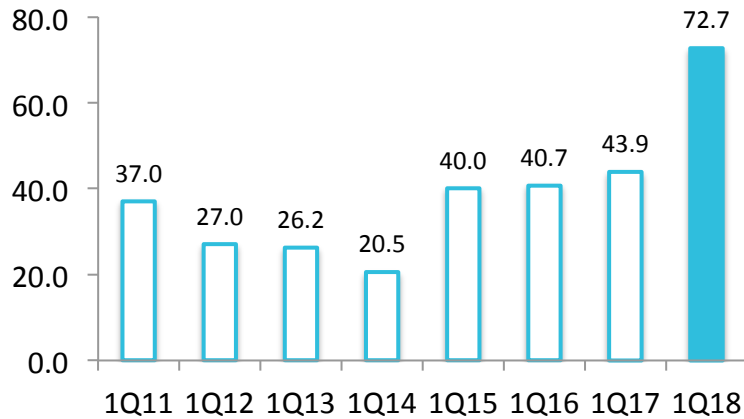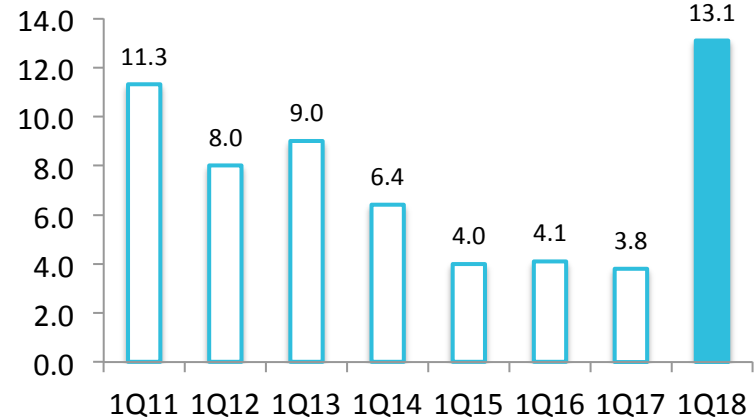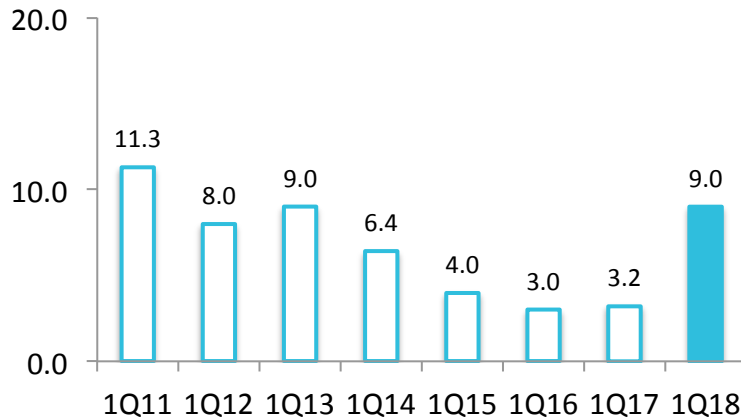
**1Q18: 0.5 sen**

# Sustainable Platform to Drive Growth for the Entire Prestariang Group

**PRESTARIANG®**



**TECH ARCHITECTS**
- Government
- Corporate
- Industry

**SKIN IN THE BOX**
- Regional + Rest of Asia
- Middle East
- Africa

**CYBERSECURITY WITH REAL-TIME MONITORING**
- Corporate
- Financial Institutions

**EDUCLOUD**
- Higher Education
- K-12
- Regional

**ANALYTICS & BUSINESS INTELLIGENCE**
- Corporate
- Industry
- National Security Centres

**CHANGE MANAGEMENT**
- Corporate
- Government

● Market Opportunity

# Shareholding Structure – Strong and Solid Institutional Investors

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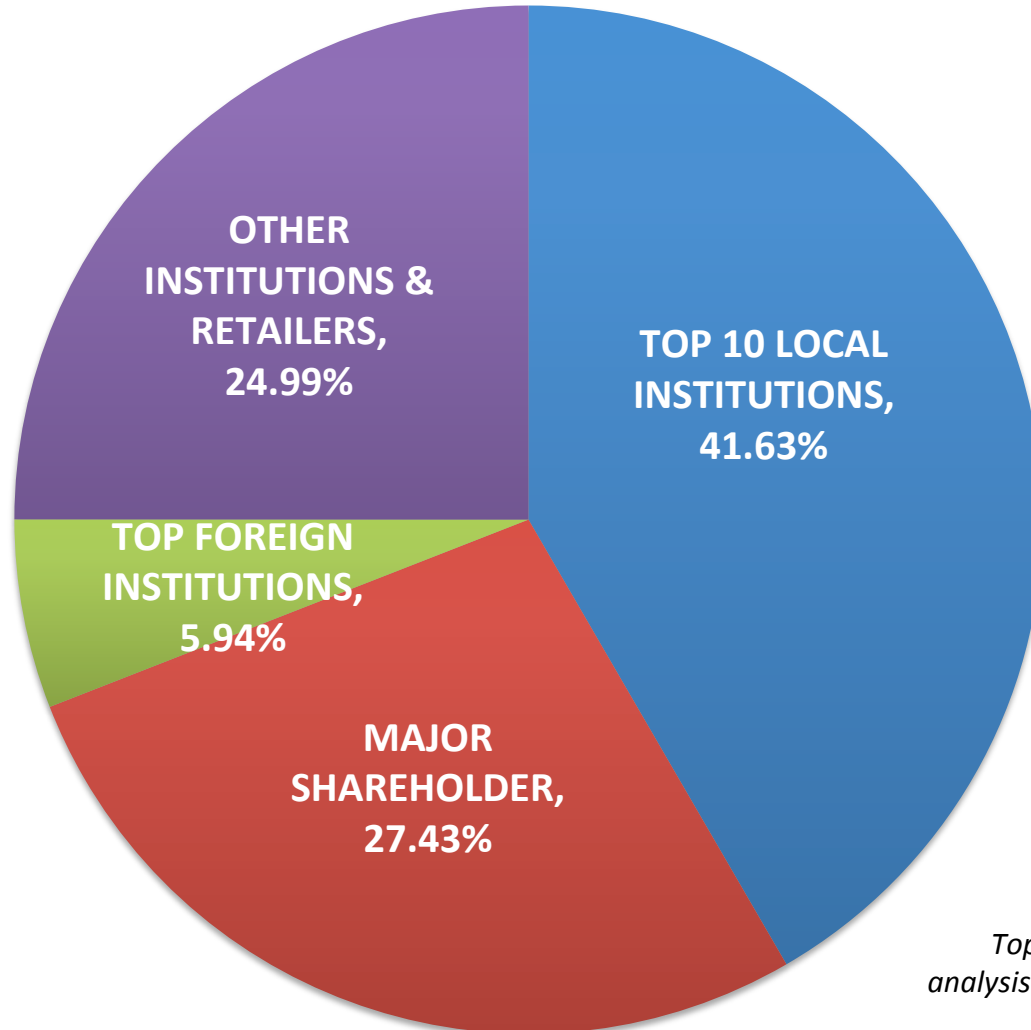
**Substantial Shareholders:**
- KWAP
- AIA
- Credor

**Other top 5 Key Investors**
- PNB
- EPF
- Affin Hwang
- Public Mutual
- Allianz

**Major Shareholders:**
- Dr Abu through Ekohati Sdn Bhd, Anjakan Evolusi Sdn Bhd and Sigma Dedikasi Sdn BHd

OTHER INSTITUTIONS & RETAILERS, 24.99%

TOP 10 LOCAL INSTITUTIONS, 41.63%

TOP FOREIGN INSTITUTIONS, 5.94%

MAJOR SHAREHOLDER, 27.43%

*Top100 shareholders analysis as at 8 May 2018*

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# SUMMARY

# Summary

1. **Focus** on driving our business in TWO platforms – **Technology and Talent**

2. **Focus** on **execution execution execution**

3. **Focus** on **consolidating and streamlining our operation** to remain agile, prudent and adaptive

4. Remain **net cash position**

5. Continue to be a **dividend, FTSE4GOOD and a syariah-compliant stock**