



PRESTARIANG®

PRESTARIANG BERHAD

Annual General Meeting

27 November 2019

STAYING AGILE

Technology & Talent | Driving The Digital Economy

DISCLAIMER

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INTRO & REPORT CARD

Most Challenging Year since Inception in 2003

‘FAMINE STAGE’

OUR FOCUS

4 FOCUS STRATEGIES

1. Focus on things that we can control
1. Re-Boot and Move On
1. Focus on **right-sizing** and **streamlining** our operation to remain agile, prudent and adaptive
2. To work closely with our clients and in **partnership** with our business partner to **grow** the Business

KEY ISSUES

ADDRESSING MATERIAL UNCERTAINTY RELATED TO GOING CONCERN

ITEMS/EVENTS

1. Termination of SKIN
2. Negative Operating Cash Flow
3. Loss After Taxation
4. Accepted Advances from director & former director

1. TERMINATION OF SKIN

- PSKIN DID NOT Default !!!
- Concurrent steps; Mediation and Originating Summon
- Court dismissed GOM's application to convert PSKIN's Originating Summons to a Writ action on 30 Oct 2019

2. NEGATIVE OPERATING CASH FLOW & LOSS AFTER TAX

- Reinstatement of SKIN's revenue & earning in compliance with MFRS 15, resulted to increase in Receivables.
- Taking out SKIN's Receivable will result to **positive operating cash flow (OCF)**.

ADDRESSING MATERIAL UNCERTAINTY RELATED TO GOING CONCERN

Options we are **exploring** and **working on** to stabilise our cash flow

- **Corporate**

- Fund Raising Exercise
- Rightsizing the Talent & Technology Division including exploring New Partner/Shareholders for UNIMY
- Monetization of Assets (Office Building)
- Realisation of investment in Open Learning Ltd, Sydney

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- **Technology**

- Focus on **growing** the software services and investing in **Software as a Service (SaaS)** business

- **Talent** - Aligning IR4.0

- Provides **end-to-end talent services solutions** including talent acquisition, profiling, training and placement

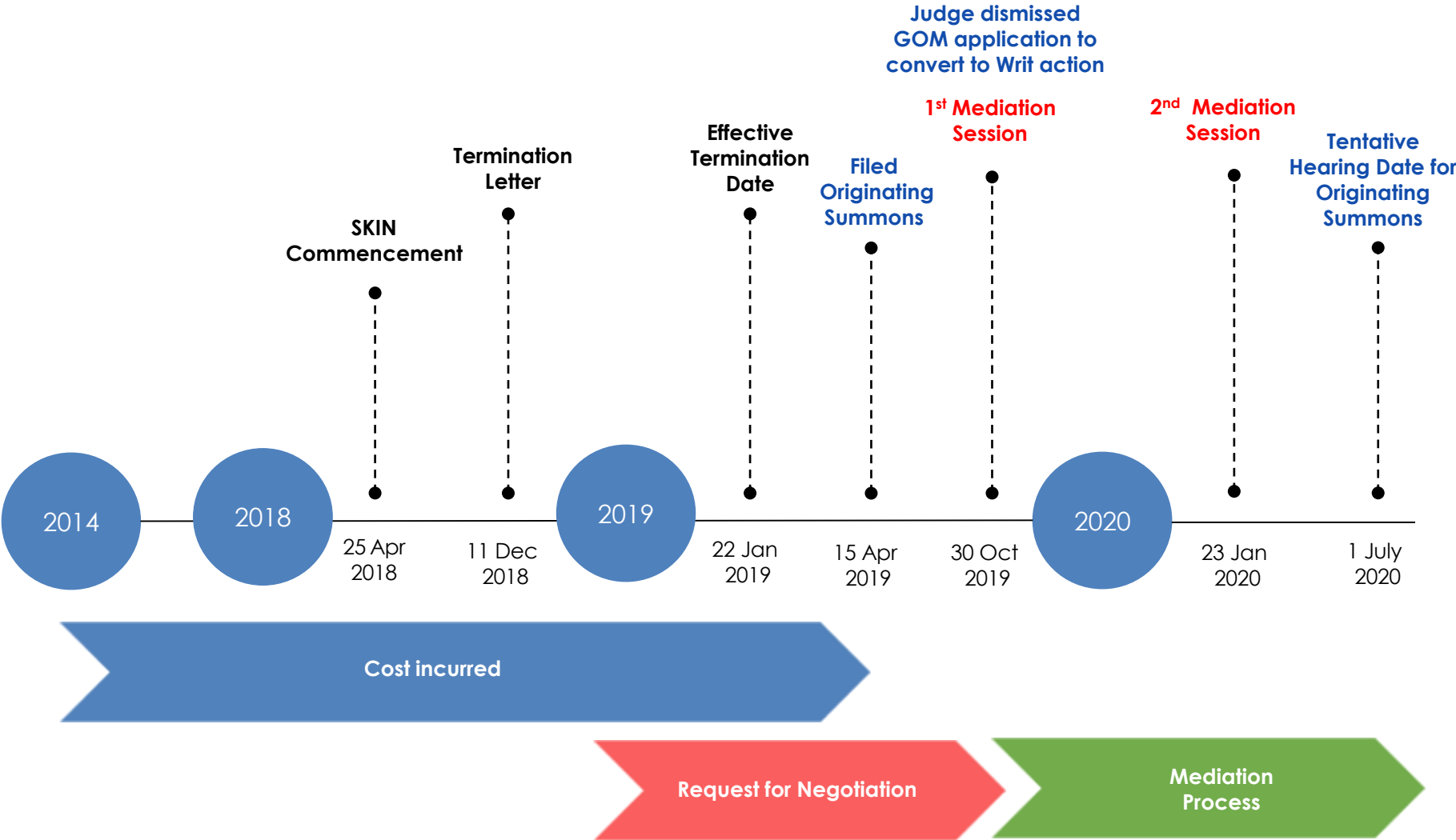
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SKIN UPDATES

ESTIMATED TIMELINE

PSKIN is under MEDIATION PROCESS with GOM



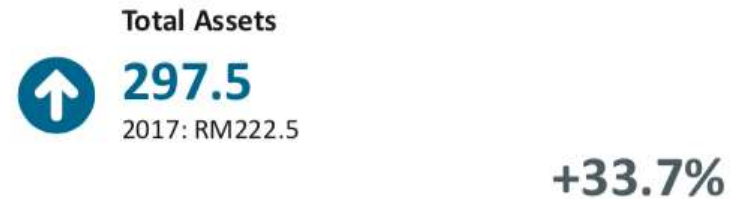
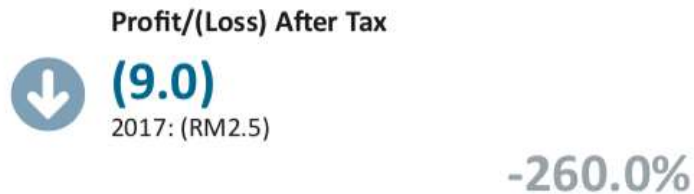
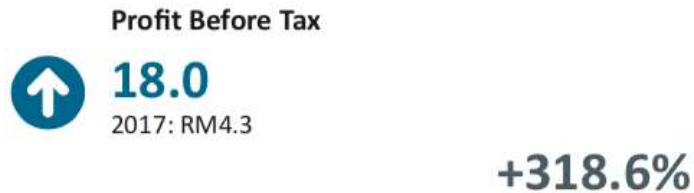
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**PERFORMANCE
OVERVIEW**

FINANCIAL HIGHLIGHTS FYA 19 (18 MONTHS) (RM Million)

FYA19 (18 MONTHS) VS FYA17 (12 MONTHS RESTATED)



CONTRIBUTION TO REVENUE BY DIVISION FYA 19 (18 MONTHS)

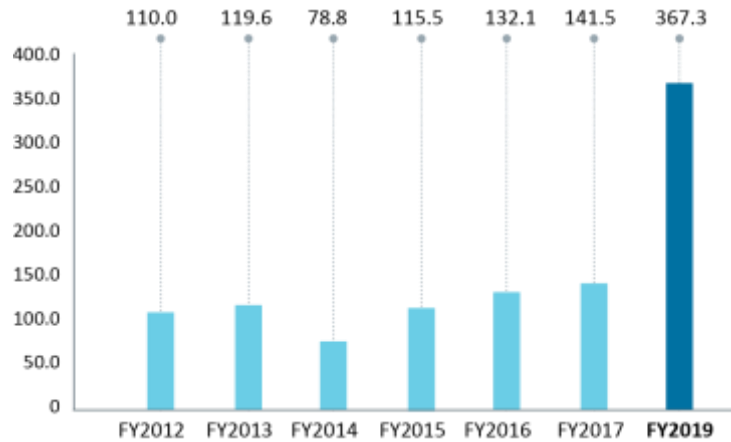
(RM Million)



	2019 (18M)	2017(restated)
SKIN	175.5	-
University	9.3	6.2
Training & Certification	4.0	4.6
Software Licensing & Distribution	161.1	125.3
Talent Management	17.4	5.4
Total	367.3	141.5

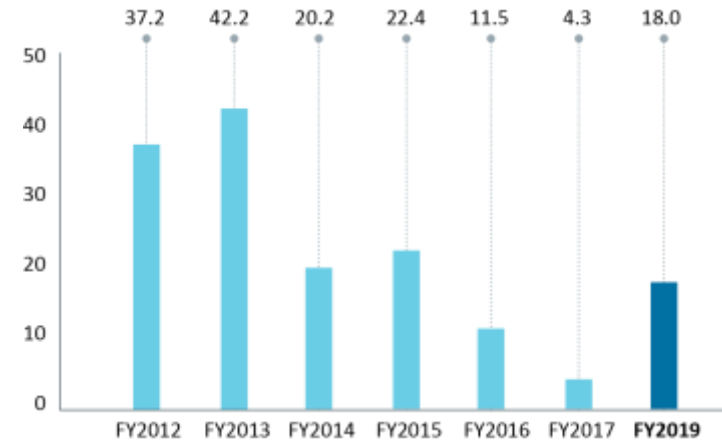
GROUP'S PERFORMANCE SINCE LISTING-2012 TO 2019(18 MONTHS)(RM Million)

Revenue



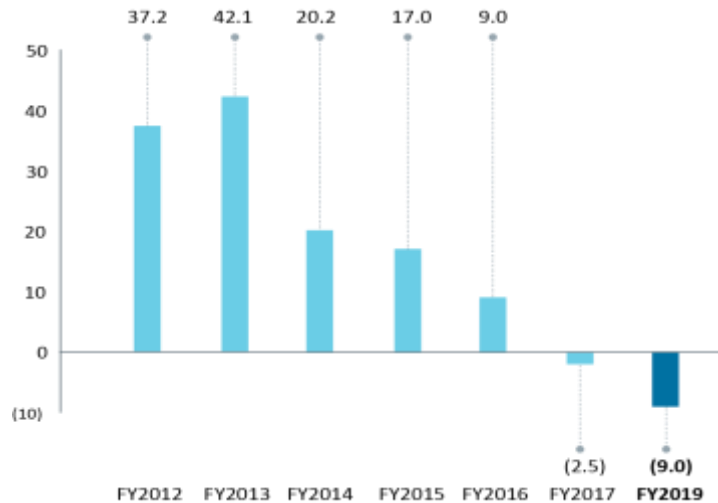
RM 367.3

Profit/(Loss) Before Tax



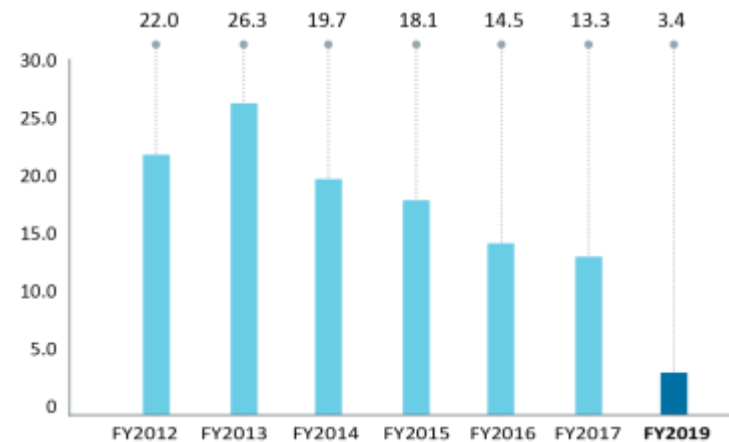
RM 18.0

Profit/(Loss) after Tax



(RM 9.0)

Dividend Payout



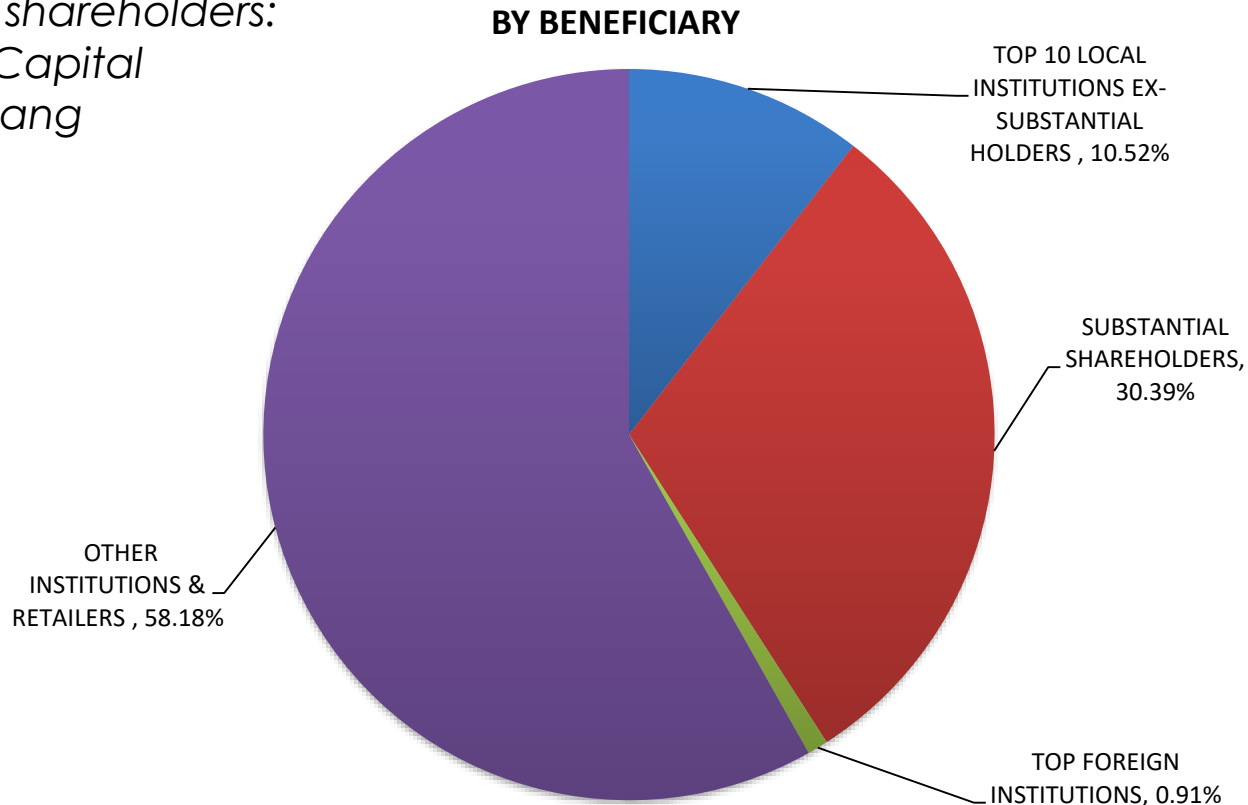
RM 3.4

SHAREHOLDING STRUCTURE

(Approximately 6,000 shareholders)

Substantial shareholders:

- ARECA Capital
- Affin Hwang
- KWAP



Information as at 28 June 2019

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**BUSINESS
OUTLOOK**

PRESTARIANG CORE BUSINESS STRUCTURE



- **Talent Services Solutions:**

- Talent acquisition
- Profiling
- Training and certification (including TVET)
- Placement

- **Education**

- UNIMY

- **Software services distribution and management**

- MLA
- MUSE
- Adobe
- Autodesk



Global Partners as Support Ecosystem



SOFTWARE SERVICES REMAINS AS KEY REVENUE DRIVER



Contract Value: RM222.6 mil
Extension for 3 years (Feb 2018- Jan 2021)
Potential upside for wider customer base for MLA 3



Contract Value: RM22 mil
Folded in MLA 3.0 with effect from July 2019



Adobe Creative Cloud

Contract Value: RM13.3 mil
3 years (Nov 2017 – Oct 2020)

Expanding our partners to Include Amazon AWS & Google

PROVIDING END-TO-END TALENT SERVICES SOLUTIONS



**Target to deliver RM10 mil contract p.a.
Competency Enhancement Programme under MLA**



**End-to-end talent services solutions including
talent acquisition, profiling, training and placement**



**1st in Pengerang for Accredited TVET Training
Center**

- Sijil Kemahiran Malaysia 3 (SKM 3)
- Industry4WRD
- TVET upskill training

Expanding our partners to include CXS & Skillsoft

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SUMMARY

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1. Will be cash flow positive after operational rationalization, monetisation of assets and Fund Raising Exercise
2. To Recoup advances made to SKIN's pending Compensation
3. Turnaround Strategy in Placed - Re-Boot & move-on to a new Chapter

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1. Will be cash flow positive after operational rationalization, monetisation of assets and Fund Raising Exercise
2. To Recoup advances made to SKIN's pending Compensation
3. Turnaround Strategy in Placed - Re-Boot & move-on to a new Chapter.
4. Current business remains viable and sustainable
5. Focus on GROWING current Talent & Technology businesses, including expanding our partnership to include Amazon, Google, CXS and Skillsoft
6. To ensure success in UNIMY's turn around and bringing new partner/investor
7. Dividend policy (Subject to PAT and Cashflow)
8. FTSE4GOOD and a syariah-compliant stock

CONCLUSION

**WE WILL WORK HARDER TO GROW THE BUSINESS
&
DELIVER UPSIDE VALUE TO OUR SHAREHOLDERS**

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THANK YOU



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Better 
Together

BoardRoom Share Registrars Sdn. Bhd.
E-polling TouchScreen System

BoardRoom

Barcoded Wristbands



The barcoded wristbands distributed during registration

e-Polling Main Screen

INSTRUCTION TO SCAN YOUR BARCODED WRISTBAND

BSRVote

Scan Your Wristband

Enter ID

submit

BoardRoom

e-Polling – Touchscreen Instructions No.1

SCAN YOUR BARCODED WRISTBAND TO THE BARCODE READER



e-Polling – Touchscreen Instructions No.2

PROXYHOLDERS WITH VOTES INDICATED – TO PRESS THE “VOTE” BUTTON



e-Polling – Touchscreen Instructions No.3

“CONFIRM” YOUR VOTE



e-Polling – Touchscreen Instructions No.4

SHAREHOLDERS OR PROXYHOLDERS WITH NO VOTES INDICATED

- VOTE “FOR”, “AGAINST” OR “ABSTAIN” ON THE RESOLUTION SHOWN ON SCREEN, THEN PRESS “VOTE” BUTTON

The screenshot shows a touchscreen interface for casting a vote. At the top, there is a purple header with a 'Log Off' button and the text 'BSRVote'. Below the header, a dark bar displays 'User: [redacted] voting as Shareholder or as Proxy for shareholder' and 'Cast your vote:'. The main area contains a table with five resolutions. Each row has a 'Resolution' header, a 'Shareholder Name' field, an 'Allotted Shares' field, and three buttons: 'All For' (green checkmark), 'All Against' (red X), and 'All Abstain' (red circle with slash). At the bottom, there is a large green 'VOTE' button with a ballot box icon and a red arrow pointing up with the text 'Slide up to read more'.

Resolution	Shareholder Name	Allotted Shares	All For	All Against	All Abstain
Resolution 1	[redacted]	[redacted]	For	Against	Abstain
Resolution 2	[redacted]	[redacted]	For	Against	Abstain
Resolution 3	[redacted]	[redacted]	For	Against	Abstain
Resolution 4	[redacted]	[redacted]	For	Against	Abstain
Resolution 5	[redacted]	[redacted]	For	Against	Abstain

BoardRoom

e-Polling – Touchscreen Instructions No.5

“CONFIRM” YOUR VOTE



THANK YOU



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