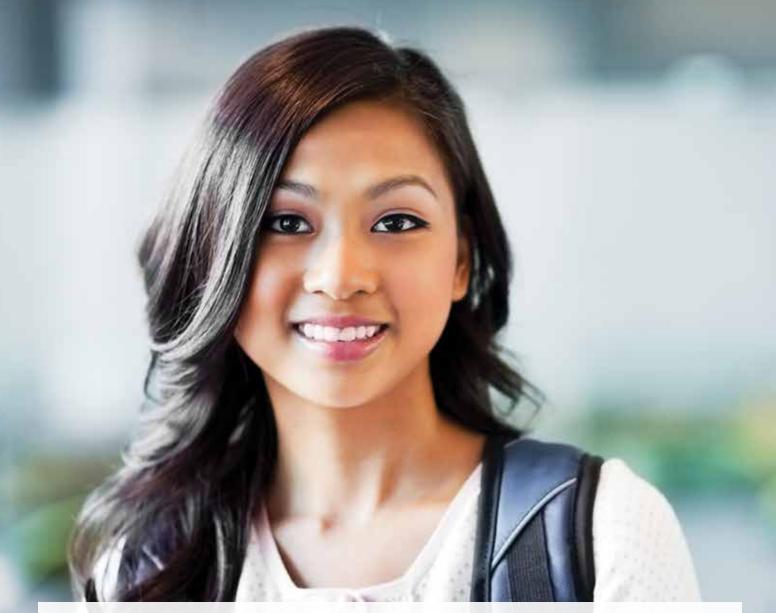


## TRANSFORMING LIVES

**ANNUAL REPORT** 2015





### TRANSFORMING LIVES

The world is rapidly being transformed by technology. Information is extremely powerful in terms of connecting people, providing more efficient services and influencing change. The wide range of information at our fingertips is also driving a new competitive marketplace and transforming not only the economy, but also the way people, companies and governments choose to operate.

2015 was a pivotal year for Prestariang as we secured major contracts such as the Master Licensing Agreement (MLA) 2.0 and the appointment as the sole Microsoft Licensing Solutions Partner that provides Microsoft software licenses and related services to all the Government Agencies in Malaysia. We are now ascending to the next level of our business expansion by diversifying into technology solutions & services. The 'Sistem Kawalan & Imigresen Nasional' (SKIN) project is set to be the next growth driver for Prestariang. SKIN is a comprehensive and integrated technology platform to modernise the core applications and infrastructure of the national immigration system with the objective of tightening the national border security. The system will be installed at airports and the country's entry points.

Leveraging on our experience and expertise we are set to make our hybrid innovative ideas become a reality. Our workforce planning is intrinsic to coping with industry demand to ensure the right experience, competencies and skill sets reside within our organisation.

Powered by technology advancements, we are creating dramatic changes in transforming the lives of our nation.

## **OUR VISION**

TO DEVELOP LOCAL TALENTS FOR THE GLOBAL MARKET

## **OUR PURPOSE & MISSION**

TO ENHANCE HUMAN POTENTIAL THROUGH LIFELONG LEARNING

## **CORE BUSINESS**

TALENT & SOFTWARE

TECHNOLOGY & SERVICES

EDUCATION

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Date : 1 June 2016, Wednesday

## 6<sup>th</sup> Annual General Meeting

Time:10.00 a.m.Venue:Dewan Putra Perdana 1,<br/>Putrajaya Shangri-La Hotel,<br/>Taman Putra Perdana, Presint 1,<br/>62000 Wilayah Persekutuan Putrajaya,<br/>Malaysia

## **OUR** EVOLUTION

Prestariang Berhad (Prestariang or the Group) was founded in 2003 and was listed in July 2011 on the Main Market of Bursa Malaysia Securities Berhad. Prestariang was also included in the FTSE Bursa Malaysia Fledgling Index on 19 December 2011 and is a Shariah-Compliant Stock.

Headquartered in Cyberjaya, a key location of the Multimedia Super Corridor in Malaysia, Prestariang has evolved since its inception and is today one of Malaysia's leading Talent, Technology & Education service providers.

Prestariang's total market capitalisation has surpassed the RM1 billion mark to reach RM1.3 billion in April 2015. In 2015, Prestariang continues to be included in the FTSE4Good Bursa Malaysia Index, which highlights companies that demonstrate a responsible approach to addressing environmental, social and governance (ESG) risks.

Prestariang was listed as one of Forbes Asia 200 "Best Under A Billion" for the year 2013/2014. Prestariang was also awarded the winner for Anugerah Kecemerlangan Industri 2014 (ICT Services Category) from the Ministry of International Trade & Industry (MITI) and was included in the Minority Shareholder Watchdog Group's (MSWG) Top 100 ASEAN Corporate Governance Scorecard for 2014.

As one of Malaysia's premier Talent, Technology & Education players, Prestariang remains in the forefront of the technology industry by leveraging on its expertise and experience gained over the years.

As part of the Group's strategic direction and expansion plans, effective from 1 March 2016, Prestariang undertook the restructuring of the Group and its Business Activities. The Group has now realigned its focus on the respective three business divisions, namely:-



These business divisions are headed by their respective Chief Executive Officers (CEO), who report directly to the President/Group CEO.



## **TALENT & SOFTWARE DIVISION**

#### ACADEMY

The Academy business is aimed at developing talents through our various training and certification programmes. The business is focused on providing Information Communications Technology (ICT) training and certifications, as well as integrated technical and vocational education with globally benchmarked certifications for the Oil and Gas (O&G) sector.

Since inception, Prestariang has trained and certified over 250,000 individuals making it the largest training and certification provider in Malaysia.

The Group offers over 60 globally recognised certification courses nationwide in partnership with companies, which include Microsoft, Autodesk, IBM, Oracle, CompTIA, EC-Council, Certiport, Prometric, PearsonVue, Global Knowledge, Quilt Wellington Redwood, Imperial College of London, TWIG, Tekla and Unisys.

Over the years, we have carried out various training & certification programmes such as the 3P Industry-based certification programme and the Role-based Training for Civil Servants (RBTCS) as well as a training and talent placement programme for TalentCorp.

As a market leader in providing ICT training and certifications, the Group has invested in R&D over the years and developed three home-grown certification programmes, which include IC CITIZEN, Proficiency in Enterprise Communication (PEC) and SMARTGREEN Fundamentals for the global market.







The IC CITIZEN Certification is the first certification programme in the world specifically designed to produce digitally literate and responsible citizens that was launched in 2010. The programme is globally marketed in partnership with US based Certiport Inc. to a network of approximately 10,000 centres in 152 countries.

IC CITIZEN has successfully been implemented in the United Arab Emirates and Brunei. In Malaysia, the programme was implemented under the 1CITIZEN programme for the Ministry of Education (MoE), training over 90,000 students in 20 public institutions as well as for the Ministry of Information, Communications and Culture, training over 40,000 participants.

In June 2014, Prestariang established Petroleum Academy Malaysia (PAM), which provides skilling and upskilling training & certification of graduates and tradesmen in the O&G sector. PAM focuses on integrating technical and vocational education with globally benchmarked certifications for school leavers, graduates and professionals. To date, the Group has trained over 1,000 individuals.

Prestariang has been appointed as the corporate education partner of Tekla in Malaysia since October 2014 and has expanded its course offerings to include civil and structural engineering education and development. Tekla is one of the leading global providers of the Building Information Modelling (BIM) software for the engineering and construction markets.

#### TALENT ACQUISITION & MANAGEMENT

The need for credible recruitment of human resource is now becoming more crucial to fulfil the demand for talent in the industry. Talent Management services addresses the needs to find the right candidates and matching skill set in order to assess their suitability from both a technical and cultural fit to an organisation within the industry.

The Group offers its business value through TalentXchange.my, which provides talent acquisition and placement services. Prestariang's Talent Solutions is vastly distinguished by its focus on providing a unique value chain solution; from talent acquisition, training & certification and education to talent management for employability.

## **OUR** EVOLUTION



Prestariang entered into a joint venture (JV) with MIE Corporate Holdings Sdn Bhd (MIEC) to jointly undertake the setting-up, operations and management of Prestariang O&G Sdn Bhd for sourcing, acquiring, training and supplying skilled workers (local and foreign) throughout the nation. This JV was initiated to support the manpower requirements for the Refinery and Petrochemicals Integrated Development (RAPID) project in Pengerang, Johor. It will also meet the demand for skilled labour as required by industries in general.

#### SOFTWARE

The Group provides software licence distribution and management services to:

- · streamline the process of software inventory,
- upgrade and licence management to increase efficiency, and
- improve the ability to promote compliance throughout its client base.

Prestariang is recognised as one of Malaysia's major technology service providers and has won various awards from Microsoft, EC Council, CompTIA, Autodesk and many more highly recognised partners.

In partnership with global IT partners, Prestariang has distributed and managed more than 5 million third party software licences of various global brands since 2006.

Prestariang is the sole Microsoft Licensing Solutions Partner (LSP), appointed by the Ministry of Finance to provide Microsoft software licenses and related services under the Master Licensing Agreement (MLA) 2.0 to all the Government Agencies in Malaysia. Prestariang is also the academic distributor for Autodesk and Tekla software licenses in Malaysia.

The Group offers a holistic chain of software services by packaging a total solution with value added services such as training and certification, software asset management, compliance and governance for the end users. One of the unique features of our service packages is the free training for customers who buy our software.

## **OUR** EVOLUTION

### **TECHNOLOGY & SERVICES DIVISION**

Under the Technology & Services division, the Group is working with its global partners to provide technology support solutions and related services.

On 20 November 2015, the Company announced that it received a confirmation letter of approval in principle from the Government of Malaysia via the Ministry of Home Affairs for the Company to implement 'Sistem Kawalan & Imigresen Nasional' (SKIN). SKIN is a comprehensive and integrated technology platform to modernise the core applications and infrastructure of the national immigration system with the objective to enhance the national border security.

### **EDUCATION DIVISION**



The Group provides tertiary education in Computer Science, Engineering and ICT foundation to post degree studies via its wholly-owned boutique university, University Malaysia of Computer Science & Engineering (UniMy) under its Education division.

Launched in January 2013, UniMy is the first and one-of-a kind boutique university devoted to provide specialised computer science and software engineering education. It was established under an innovative private-public initiative to produce market-ready computing professionals and talents in the country.

UniMy has established an academic collaboration with Australia's No.1 University, the University of Melbourne through its Melbourne School of Engineering, to adopt the same level of quality assurance and quality control in academic board processes and external examinations.

In its effort to provide academic par excellence, UniMy has also established collaborations with other prominent universities in the United Kingdom, the United States of America, Australia and Japan to:





- · establish academic transfer programmes;
- conduct joint research projects and student exchange programmes; and
- adopt the quality assurance and quality control in academic board processes and external examinations.

In addition, UniMy has also established strategic partnerships and collaborations with leading global IT players such as Microsoft, IBM, EC-Council, Huawei, Dell, Unisys and Autodesk. These global IT partners will collaborate with UniMy in student development activities, which range from curriculum design, teaching & learning technology, student projects and internships to career placements.

## **OUR** HOME GROWN INTELLECTUAL PROPERTIES

# 

## **IC CITIZEN Certification**

- IC CITIZEN Certification is the first of its kind in the world that is specially developed and designed to produce digitally literate and responsible citizens.
- This unique yet universal certification programme aims to impart Acceptable Usage Policy (AUP) that lays down rules of acceptable 'netiquette' or behaviour that must be applied when operating digital devices and accessing the internet within a society.
- The programme certifies knowledge and understanding of the following Values: e-Access, e-Literate, e-Rule, e-Safety, e-Interaction & Collaboration, e-Enterprise, e-Care and e-Accountability.



## **SMARTGREEN** Certification

 A programme which offers individuals certification in Green IT Foundation. It certifies sustainability officers and IT personnel of an organisation that demonstrate knowledge in implementing and managing efficient Green Office Solutions and best practices as well as products and services.



### Proficiency in Enterprise Communication (PEC) Certification

 PEC is to certify the English competency levels of university graduates for employment purposes in the area of ICT. It emphasises on 4 critical skills; Speaking, Listening, Language & Reading and Writing.



Training & Learning Managemet Systems

- TLMS is a web based course components management system, which provides flexible courses/programme management functionalities. It features systematic learning tools with measurable learning outcomes.
- These learning tools are part of a larger enterprise-wide learning management system with an integrated back end that allows data chunks to be reused and recycled. Together with service tools, role tools and analysis and reporting tools, they form an interactive teaching/learning platform.

## **OUR** MAJOR PROJECTS



- A programme, which provides professional ICT Training & Certification to final year students of ICT and ICT related fields in public higher education institutions in Malaysia.
- Over 42,000 participants have been trained and certified since 2006.



 A joint-collaboration with the Ministry of Education (MoE), which involves distributing and managing Microsoft and Autodesk software licenses to public higher education institutions in Malaysia.



- Appointed by Microsoft (Malaysia) Sdn. Bhd. to provide ICT literacy to civil servants in Malaysia.
- Over 15,000 civil servants have been trained since 2009.

## **1**CiTiZEN<sup>®</sup>

- A special training programme, which was developed to foster national unity via appropriate use of technology. It promotes the concept of 1Malaysia digitally by instilling the positive values in using technology appropriately while fostering unity in a multi-ethnic society, via the IC CITIZEN Certification.
- Over 130,000 participants have been trained since 2011.



 1VDP is an initiative derived from the Master Licensing Agreement (MLA), a strategic partnership developed between the Ministry of Finance Malaysia together with Microsoft (M) Sdn. Bhd. in 2009.



 A tailor-made ICT training programme that provides relevant knowledge, skills and competencies under the National Broadband Initiative (NBI) for the netbook recipients community.





A special training programme developed for a fast track entry into the engineering, production, field and operations sectors of the O&G industry.

- Specially developed in collaboration with SapuraKencana Petroleum Berhad for professional overview and Autodesk Inc. for integrated software development and certification specialisation.
- Conducted through a parallel input approach, which provides both Professional Knowledge Overview Lectures and Software Skill Set Hands-on Training modules.
- Appointed by the Ministry of Finance (MoF) to run "Professional Skill Set for Oil & Gas industry" programme for 360 polytechnic graduates.
- The programme has been adopted by TalentCorp as a pilot under their Graduate Employability Management Scheme (GEMS 2.0) to train and place 450 fresh university graduates.
- Appointed by Yayasan Peneraju Pendidikan Bumiputera (YPPB) as the service provider for skills & upskill training certification in the O&G industry for Welders, Scaffolders & Pipefitters under Peneraju Skil Jurukimpal and Peneraju Tunas Iltizam Program



- Appointed by the Ministry of Finance (MoF) as a Microsoft Licensing Solution Partner (LSP) to provide Microsoft software licenses under the Master Licensing Agreement (MLA) 2.0 to all Government Agencies in Malaysia. The contract is over the course of three years effective from 1 February 2015 until 31 January 2018.
- MLA is an initiative by the MoF that is aligned to the strategic ICT thrust of the Government. The focus of MLA 2.0 is to provide a licensing framework to better manage the procurement and utilisation of software license, streamlined administration and the budgeting of software procurement. The outcome is to enable a Standard Operating Environment (SOE) to be adopted, which facilitates Microsoft software procurement, usage, maintenance, support and management by all Government Agencies.



### **Dear Esteemed Shareholders,**

I am pleased to report that 2015 was an exciting and groundbreaking year for Prestariang Berhad (Prestariang or the Group) in our continuing evolution as a talent, technology and education company primed for the digital age.

The Group's appointment as the sole Microsoft Licensing Solutions Provider (LSP) to provide Microsoft software licences to all Government Agencies under a Master Licensing Agreement (MLA) 2.0 in January 2015 was capped in November 2015 with a Letter of Intention (LoI) from the Home Ministry for Prestariang to implement Malaysia's 'Sistem Kawalan & Imigresen Nasional' (SKIN) or the National Border Control System.

At the point of reporting, the Company is still finalising the technical and financial proposals, and is on target to close the deal in the first half of 2016. If awarded, SKIN is set to be a game changer for the Group as it would not only multiply revenues and profits, but also accelerate our business transformation to an innovation-driven enterprise that develops products and services for the digital economy.

PRESTARIANG'S SHARE PRICE MORE THAN DOUBLED BY 106.25% IN 2015 AFTER CLOSING THE YEAR AT RM2.97 COMPARED WITH RM1.44 THE PREVIOUS YEAR END.



Group Revenue 2015 (2014: RM78.8 million) The announcements complemented Prestariang's strong underlying business to raise investor sentiment towards the Group, where the share price more than doubled by 106.25% in 2015 after closing the year at RM2.97 compared with RM1.44 the previous year end. I am confident these factors will result in a stable growing share price for Prestariang in the years to come.

It is worth highlighting that the Group's performance on Bursa Malaysia has gone against the prevailing tide in a year when the stock market has been weighed down by a gloomy economic outlook precipitated mainly by the depreciating ringgit and plummeting oil prices. Over and above these external factors, the Group has also faced a challenging market environment dominated by a reduced Government budget allocation resulting in the delay of several projects. The implementation of the Goods & Services Tax (GST) and higher cost of software licences due to the lower ringgit against the US Dollar were further dampers to the already softening market. However, Prestariang has taken the necessary steps to mitigate the adverse effect of these factors.

As a result, the Group has successfully achieved a healthy return-on-investment (RoI) for our shareholders for the year 2015, maintaining the positive trend since our listing in 2011. Since going public, we have steadfastly maintained our policy of declaring and issuing quarterly dividends. To date, the total dividend paid out represents an estimated two thirds of our accumulated profits.

On this note, it is my honour and privilege to present on behalf of the Board of Directors (the Board) the financial results of Prestariang Berhad for the year ended 31 December 2015 (FY2015).

#### **FINANCIAL RESULTS**

The Group registered Revenue of RM115.5 million in FY2015, which is an increase of 46.6% over the previous financial year (FY2014: RM78.8 million). The growth in Revenue was attributed to the rollout of the Microsoft Licensing Agreement (MLA 2.0), which alone contributed approximately 48.6% of Prestariang's turnover.

The Group registered Profit Before Tax (PBT) of RM22.4 million, an increase of 10.3% from RM20.3 million in FY2014. The increase in PBT as against the higher growth in Revenue is mainly due to the larger contribution from lower margin revenue, in particular the MLA 2.0. Despite growth in Revenue and PBT, the Group's PAT dropped 15.8% to RM17 million (2014: RM20.2 million) mainly due to corporate income tax from statutory income as our 10-year MSC Pioneer tax exempt status expired on 26 June 2015. In the meantime, the Group has submitted an application to the relevant authority for a further five-year extension of the tax exempt status.

The Group's Academy business segment which provides training & certification in Information & Communication Technologies (ICT) and O&G achieved revenue of RM19.2 million against RM27.3 million the year before, representing a decrease of 30.2%. On the other hand, the Software & Services Division recorded higher revenue of RM94.0 million, an increase of 89.1 % over the previous year's total of RM49.7 million.

Meanwhile, the Education segment continued to grow with a higher revenue of RM2.3 million against RM1.8 million in FY2014, which represents an increase of 27.8%.

Software & Services contributed 81.4% to Revenue (FY2014: 63.1%) while the Academy accounted for 16.6% (FY2014: 34.6%) and Education the remaining 2% (FY2014: 2.3%).

Shareholders' Funds amounted to RM169.2 million (FY2014: 169.0 million) with the addition of RM0.2 million in FY2015. Total Assets also grew by RM19.9 million to RM204.4 million (FY2014: RM184.5 million). Earnings Per Share (EPS) was 3.56 sen compared with 4.37 sen the previous year.

#### • Dividend

Since listing, Prestariang has always fulfilled our commitment of sharing at least 50% of PAT with our shareholders as a reward for their loyalty and support in terms of dividend payment.

We maintained this trend in FY2015, with the Board issuing a total dividend of 3.75 sen per share, representing 106.4% of PAT. With this, the Group has paid out a cumulative RM101.4 million in dividends or an estimated 67.7% of our aggregated PAT.

The Board is confident that Prestariang will issue significantly higher dividends in the years to come given our outlook of revenue and profit growth over the long-term.

#### **BUSINESS SEGMENTS**

#### Ideal business model to generate recurring income

Prestariang has always placed priority on creating synergy among its various business segments in a bid to develop a value chain where the components can complement one another and generate recurring income for the Group.

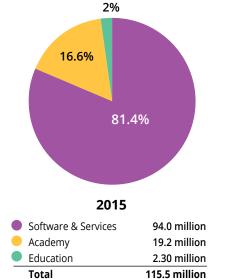
This value chain consists of the primary revenue streams of Software & Services, Education and Academy as well as the supporting business activities of Talent Acquisition and Talent Management.

#### • Software & Services

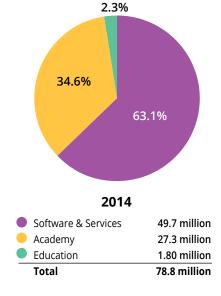
This business segment was augmented by the rollout of the MLA 2.0 to supply Microsoft software to all government agencies from Q2, 2015. The three-year contract awarded by the Ministry of Finance (MoF) contributed RM56.2 million, representing 59.8% of revenue generated by Software & Services.

With this contract, Prestariang has built a capable team not only to serve ministries under the MLA, but also Government Agencies, Government-Linked Corporations (GLC) and the private sector. This is set to grow Group Revenue significantly over the next two financial years.

Prestariang is also the sole distributor of Autodesk (AD) licences for the domestic education market. In FY2015, the AD licence generated sales of RM13.5 million, accounting for 14.4% of the segment's revenue.



#### CONTRIBUTION TO REVENUE BY DIVISION



PRESTARIANG HAS ALWAYS PLACED PRIORITY ON CREATING SYNERGY AMONG ITS VARIOUS BUSINESS SEGMENTS IN A BID TO DEVELOP A VALUE CHAIN WHERE THE COMPONENTS CAN COMPLEMENT ONE ANOTHER AND GENERATE RECURRING INCOME FOR THE GROUP.



#### Technology

**SKIN:** SKIN is a comprehensive and integrated technology platform with the aim of strengthening border security. The long term project will modernise the core applications and infrastructure of the national immigration system. Skin will be installed at all the nation's entry points and is scheduled to kick off in 2016.

With the award of SKIN, Prestariang will attract ICT talents while the project will also provide our students and trainees with a cutting edge platform for learning and training in various fields of digital technologies. The Group will continue to inform our shareholders on further details of this project as they unfold.

#### Education

The Group's university, UniMy, is poised to break even in 2016 with the expected intake of more students due to additional offerings from diploma to post graduate programmes. In FY 2015, UniMY obtained an approval from the Malaysian Qualifications Agency (MQA) for an additional ten programmes (Foundation, Diploma, Degree and Doctorate) as against only three earlier.

Due to its lean infrastructure, UniMy's breakeven point is a mere 400 students. The announcement on MARA's intention to take up a 30% stake in UniMy is still pending approval from the relevant authorities as at January 2016.

UniMy has also collaborated with prominent foreign universities, namely Melbourne University, Hawaii University, York University, University of Hertfordshire and Teeside University. Several other foreign universities such as Imperial College of London have also been identified for potential collaboration. The objective of these collaborations are to provide the option for students to complete their final years at these universities.

The prospective implementation of SKIN by Prestariang will only add to UniMy's appeal as it will offer students the opportunity to learn from and also work on a project of national significance. In addition, SKIN will provide UniMy with a platform to extend its R&D portfolio. This expanded offerings is expected to attract privately-funded students, as will the opportunity to learn from Prestariang's implementation of SKIN.

Currently operating from a temporary campus, UniMy is building a purpose-built facility that can eventually house up to 3,000 students.

#### Academy

Once the mainstay of the Group, the Training & Certification business has gradually declined over the years. Nevertheless, this segment continues to be an important cog in Prestariang's talent value chain.

In FY2015, our homegrown IC Citizen programme resumed following its deferment during the previous financial year, contributing RM4.7 million to revenue. Our 3P programme also generated RM7.1 million in revenue with the training and certification of 1,800 participants in 2015. We foresee that both these programmes will still continue in FY2016 and with some adjustments on the modules, both programmes will maintain their appeal to clients.

Prestariang has several other projects in the pipeline to provide ICT Training & Certification. At this stage, they include a Proficiency in Enterprise Communication (PEC) with Universiti Teknologi Mara (UiTM) and a Graduate Employability Accelerator Programme (GEAP) to match the knowledge and skills sets of graduates with industry needs.

The Group's joint venture company, Prestariang O&G Sdn Bhd (POGSB), continued to source, train and manage skilled workers for the Refinery & Petrochemicals Integrated Development (RAPID) project in Pengerang, Johor. POGSB has secured work from a few of RAPID's contractors to secure and manage foreign workers for the project. Being a pioneer for this niche service, POGSB is confident that more contractors will outsource the management of their foreign workers. The peak entry of foreign workers for RAPID is forecast in 2017 and 2018.

In the meantime, POGSB will continue to take up training and certification for O&G related courses such as Instrumentation, AutoCAD, rigging, pipefitting and scaffolding mainly to fulfil the demand for local workers by the contractors of RAPID.





#### OUTLOOK

#### Healthy returns for the long term

Over the years, the Group has strategically and methodically pieced together our business components and offerings so as to create a robust platform for profitability and sustained growth. In this regard, we have a strong base of underlying business from which we can explore and capitalise on opportunities in a rapidly-changing global business environment.

Prestariang's business prospects in the years ahead are extremely bright despite the pall cast over the national economy by the weakening ringgit and the slump in the O&G industry. This sharply-contrasting outlook is due in large part to SKIN, which will significantly impact on the Group's top and bottom lines.

In addition, the rollout of our initiative on Enhancing School-Based Learning Assessment in Science & Mathematics (ESBLA) in 2016 to provide training and mentoring to teachers with the aid of digital technologies will also ramp up future prospects of business growth.

However, it should be noted that the weak ringgit particularly against the US dollar is expected to lower demand for imported software owing to the higher costs.

On a separate note, given the business potential of the digital economy, the Group is poised to embark on a transformation to strengthen our business sustainability going forward. During FY2015, we formulated a plan to posture our enterprise landscape so as to capitalise on the lucrative opportunities in digital technologies.

Briefly, the restructuring of our business landscape will result in three core areas:

- Talent & Software;
- Technology & Services; and
- Education.

Each cluster will be headed by a CEO who will report to the President/Group CEO. Comprehensive details of this transformational shift are presented in the President/ Group CEO's Review.

Indeed, the new structure will enable the President/Group CEO to focus on broad strategies to grow the respective business units while shifting the onus to operating performance and service deliverables to the individual CEOs.

#### **APPRECIATION**

The management and employees have played a pivotal role in gearing up for big change initiatives. Teamwork and hard work sit at the core of the Groups' business sustainability.

The foresight, leadership and stewardship helmed by our President/Group CEO, Dr. Abu Hasan Bin Ismail, and embraced by the management and staff, are indeed commendable. We sincerely look forward to reaping the rewards of strategic cross-business collaboration which have been put in place in the past few years.

I would like to convey my deepest appreciation to my fellow Board Members for their wise counsel and support. You have played a critical role in ensuring that Prestariang stays on the right path to long term growth and success.

I welcome our new Board Member, Puan Nik Amlizan Mohamed, who is the Chief Investment Officer of KWAP as a Non-Independent Non-Executive Director. Her addition is poised to complement and strengthen the Board in terms of experience and wise counsel. As an immediate benefit, this has already driven the Board towards greater gender equality.

Lastly, we are grateful for the loyalty and support from all our shareholders, stakeholders, partners and vendors who have contributed to the shaping of the Group's future. My gratitude also goes out to the relevant Government Agencies and authorities, our bankers, analysts and members of the media for all the valued cooperation throughout the year.

In return, we look forward to continuously sharing our successes with all our valued stakeholders.

#### DATO' MOHAMED YUNUS RAMLI BIN ABBAS Chairman



### **Dear Valued Shareholders,**

While the traditional and conventional business model places a premium on stability and the tried and tested to produce incremental growth, Prestariang Berhad (Prestariang or the Group) subscribes to the power of disruptive innovation to generate rapid and multiplicative growth.

Since our listing in 2011, we have pegged Prestariang's long term sustainability to a business philosophy that acknowledges and embraces the fluid and dynamic nature of opportunities in the emerging digital economy.

It is a deliberate strategy to lean towards a 'business unusual' way of thinking as opposed to 'business as usual' so as to leapfrog in step with technology trends that are rapidly disrupting the business landscape here and abroad.

Given that the theme of 'change' has been a common thread in the Group's previous Annual Reports, it is important that shareholders understand that in our case, it is a proactive rather than a reactive approach to market forces.

For this reason we intend to keep our investors fully informed and immersed in our business evolution year after year. After all, Prestariang's investment in change can only be successful if each and every stakeholder is committed and engaged in the process.

#### SHIFTING THE ENTERPRISE LANDSCAPE

As illustrated in previous Annual Reports, the Group has evolved from a business originally engaged in ICT Training & Certification and Software Licence Distribution & Management, to one which comprises the Academy for Training and Certification in ICT and O&G, Education, Software Licence Distribution & Management, and Talent Acquisition & Management; thus forming an end-to-end value chain for lifelong learning.

In last year's Annual Report 2014, we outlined the framework for a new business model that extended our business offerings to the development of technologies and provision of digital solutions and services.

This framework clustered our activities under two business segments of TALENT (Academy, Education, Talent Acquisition and Talent Management) and TECHNOLOGY (Software Licence Distribution & Management, Technology and Services).

Based on this framework, the Management Team spent a significant portion of Financial Year 2015 (FY2015) piecing together a holistic and comprehensive plan for the Group to embark on a game-changing business transformation beginning 2016.

The move will result in a significant shift in our enterprise landscape, migrating Prestariang from an adopter of technology to become a developer of solutions, and in the process transitioning into an innovation-driven company in the digital economy.

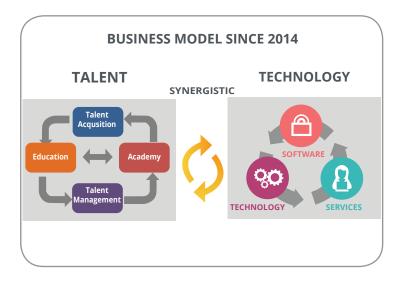
The plan will also channel our focus towards market opportunities and the development of capabilities particularly in emerging digital technologies such as big data analytics (BDA), internet security and others in SMAC (social, mobility, analytics and cloud). At this stage, it is pertinent to point out that Prestariang is still finalising the technical and financial proposals for Malaysia's 'Sistem Kawalan & Imigresen Nasional' (SKIN) or National Border Control System. We expect to close the deal in the first half of 2016 and thereafter, it is set to provide an ideal platform for us to hone our capabilities and support our migration.

Prestariang's decision to undertake such a dramatic transformation was premised on business sustainability so as to ensure the Group can continue to generate recurring income in a future where existing business models and technologies can be swiftly rendered obsolete.

In this regard, we recognised the need to broaden and diversify our spread of business activities and income streams. Although our present offerings have given us consistently healthy yields in the past, nevertheless, it is critical for Prestariang to avoid being pushed to the fringe of the digital economy.

Currently, the Group's training activities cater to a niche market but this could be subject to unpredictable demand in the years ahead. In addition, software distribution continues to offer thin margins while our education business will require time to mature.

Meanwhile, the entire business landscape is steadily being absorbed into the digital economy where the advantage lies with the intelligent enterprise that builds its platform in the cloud and harnesses application programming interfaces (API) for its operations.



At the same time, algorithms (programming) that now support work carried out by human resources are already poised to reverse the trend with people eventually playing the supporting role.

To achieve a successful transformation, we are investing in external talent as well as undergoing change management internally to ensure our personnel can approach the new business with the necessary mindset and skillset.

We expect that within three years, the Group's business will be evenly split between training and education under the Talent business segment and the development of tools for the digital economy. By then, Prestariang would be among the leading local companies in emerging digital technologies.

#### **DRIVING GROWTH ON TWO COMPLEMENTARY FRONTS**

Under the new business model, Prestariang is poised to drive future growth by developing transformational business opportunities while at the same time, anchoring on underlying business activities to provide steady and consistent returns. This is evident that we have effectively embarked on a concerted effort to push forward on two separate fronts, one that merges past successes with current dynamism and the other which focuses on future possibilities, as depicted in the graphic below.

The development of transformational business segments is at the core of the shift in our enterprise landscape and will leverage on the following initiatives:

- SKIN;
- Enhancing School-based Learning Assessment in Science & Mathematics (ESBLA); and
- University Malaysia of Computer Science & Engineering (UniMy).

Meanwhile, the Group's anchoring on underlying business encompasses the following activities:

- Academy for training and certification in information & communications technology (ICT), and O&G, with the latter also including talent recruitment and job placement services;
- Software and Services in the distribution of software licences under the following contracts or programmes:
  - o Microsoft Licensing Agreement (MLA) 2.0; and
  - o Managing University Software as an Enterprise (MUSE).



In line with this realignment, the Group's business will be restructured into three areas:

- Talent & Software;
- Technology & Services; and
- Education.

Each of these clusters of business activities will be headed by a CEO reporting to the President/Group CEO.

#### **DEVELOPING TRANSFORMATIONAL BUSINESS**

Even as we focused resources in generating healthy returns through existing business activities, Prestariang has always maintained a forward-looking posture. Over the past few years, we have invested heavily in several prospective areas in terms of capital and talent, as well as technology. We are confident of monetising on these investments from 2016 and beyond.

 SKIN (Sistem Kawalan & Imigresen Nasional/ National Border Control System)

As an initiative to meet the demands of 21<sup>st</sup> century immigration and border controls, SKIN is a leading edge project to achieve the nation's national security objectives by leveraging on new and emerging technologies to verify, validate and monitor the movement of people in and out of the country.

SKIN will effectively overhaul previous policies, systems, people, processes and operations to provide enhanced capabilities for immigration services and border security, as well as carrying out surveillance of potential risks in cross-border traffic.



#### COMPONENTS OF SKIN



• ESBLA (Enhancing School-based Learning Assessment in Science & Mathematics)

ESBLA is an initiative by the Ministry of Education (MoE) to raise the performance of Malaysian students in order to move up the PISA (Programme for International Student Assessment) rankings. At the point of reporting, Prestariang is in negotiations with the MoE to undertake the initiative in a partnership with the Imperial College of London.

The Group has been engaged with the Ministry on this initiative over the course of 18 months between 2014 and 2015. In essence, ESBLA is a nine-year plan to deliver world-class science and maths teaching and learning resources via digital technologies, uplift teacher competency and motivation via a National Teacher Certification by the Imperial College of London. Poised for rollout in 2016, ESBLA represents a key driver of growth for the Company which will also drive improvements for PISA.

• UniMy (University Malaysia of Computer Science & Engineering)

The Group's investment in UniMy is set to reap dividends in 2016 as we continue to leverage on our international partnerships and educational pathway for students to secure cutting edge jobs of the future. The university is targeting to enrol an additional 500 students in 2016 to add to the 100 students who are currently enrolled.

We have also identified five key turnaround initiatives intended to generate momentum for UniMy's drive towards profitability. These are:

- More programme offerings: Ten new programmes have been added to the existing three for a portfolio of 13 which comprises one Foundation, five Diploma, four Undergraduate, two Master and one PhD programmes;
- o <u>Feeder programmes:</u> We are developing feeder programmes for established foreign institutions which include the University of Melbourne, University of Hawaii, Manoa. University of Hertfordshire, Teeside University and York University as well as the Imperial College of London.

Under these programmes, UniMy students will have the opportunity to complete their final year abroad at these institutions of higher learning. UniMy students will be given the option of either completing their programmes in-house; going overseas for a short term attachment as a final year assignment; or undertaking their entire final year at the foreign university through a credit-transfer programme.

- Market positioning with industry linkages: UniMy is tapping on Prestariang's technology partners to provide students with opportunities in research & development, internship, career talks and industry knowledge so as to enhance its appeal among prospective students;
- <u>SKIN-UniMy partnership</u>: SKIN is set to appeal to students looking to gain industry and real-world experience in the development of technology and systems as well as an opportunity to participate in a project of national importance; and
- o <u>Intensify marketing</u>: Marketing and promotional efforts have been intensified to raise the profile of UniMy among selected focus groups. At the same time, we are working with recruitment agencies for outreach to student communities.





Although the process for MARA to acquire equity in UniMy has been delayed, nevertheless, MARA is still committed to sponsoring and sending students to UniMy in order to capitalise on our pathway for final year attachment with a foreign university.

#### **ANCHORING ON UNDERLYING BUSINESS**

Prestariang was built on a legacy of training & certification bundled with the provision of software licences. These underlying business activities continue to provide a steady stream of revenue which enable the Group to explore other areas for development.

#### Academy

Our academy business for ICT Training & Certification will focus on the second iteration of the Role-based Training for Civil Servants (RBTCS) under an MLA 2.0 with Microsoft to enhance ICT literacy in the public sector.

An earlier MLA 1.0 has been completed. In FY2015, we trained 4,472 civil servants, bringing the total number to 15,527 civil servants since RBTCS's inception in 2009.

The contracts for two of our pioneer programmes, 1CITIZEN to nurture responsible ICT citizens and the 3P Industry-based Certification Programme for final-year students, have also run their course.

In 2015, 1,902 students undertook the 3P Training & Certification programme. Since 2006, we have trained and certified 39,587 students under this programme.

For 1CITIZEN, 13,500 students successfully completed the programme and were certified in FY2015. To date, more than 135,444 students have completed and were duly certified for the 1CITIZEN programme. As part of the improvement for service delivery, Prestariang has innovated 3P with the inclusion of job placement under the programme, which is now rebranded as the Graduate Employability Accelerator Programme (GEAP).

In the O&G segment, our offering extends from vocational training & certification to recruitment and placement of workers (local and foreign) for the industry. We have been appointed by several contractors to recruit, train and manage foreign workers from Vietnam, Thailand and Pakistan for the Refinery & Petrochemicals Integrated Development (RAPID) projects in Pengerang, Johor.

In FY2015, we recruited, trained and managed 1,100 foreign workers for these projects. Given the high demand for workers, we have also assisted the contractors by training and recruiting local workers for RAPID.

Being the first mover to provide foreign worker recruitment, training and management, we foresee this specific service will jump start growth in our O&G segment when the RAPID project peaks in 2017 and 2018, during which an estimated 70,000 or more workers would be required for the project.

Prestariang is now poised to monetise on a new programme, Proficiency in Enterprise Communication (PEC), following the approval by Universiti Teknologi Mara (UiTM) for the Company to roll out the programme from Q2, 2016.





The PEC will initially be undertaken by a minimum 500 students over two years before it is scaled up to encompass 25,000 students on an annual basis.

#### • Software & Services

The MLA 2.0 with Microsoft to distribute and manage licensed Microsoft software to Government Agencies and related organisations is now the mainstay for this business segment. In FY2015, the implementation of the MLA 2.0 faced numerous issues and challenges including the implementation of the Goods & Services Tax (GST) on 1 April, 2015 and the uncertainty over costs of software as a result of the ringgit fluctuation.

In addition, the lack of government funds in the final year of the 11<sup>th</sup> Malaysia Plan (11MP) led to the deferment of several projects to 2016. Nevertheless, the MLA 2.0 is set to contribute to growth from 2016 onwards. For FY2015, a total of 82 agreements were signed with various ministries and agencies that involved the successful delivery of 436,651 licences to the end users.

With the exclusivity within the Government market, we foresee the upside of the business by offering more new services such as software asset management. Through the success of MLA 2.0, the Company is proposing to replicate the same central contract for other software.

Meanwhile, we signed an agreement with Trimble (previously known as Tekla) to distribute its software for engineering and construction on 23 October 2015. Currently, we are on the second year of a contract from the Ministry of Higher Education (MoHE) to distribute AutoDesk software, which will end in 2017.

Efforts are underway to renew the contract from MoHE beyond 2017. Plans are also in place to form a new division dedicated to the distribution of AutoDesk software.

#### **LOOKING AHEAD**

While our current business undertakings continue to provide healthy returns, the future is even more promising. We are confident that SKIN and ESBLA will drive growth over the long term for the Group, supported by the bright future prospects for UniMy.

The new corporate structure in place will pave the way for greater efficiency in monetising our investments and driving growth with a business model emphasising on strong cash flow. In addition, we have applied for an extension of our tax-free MSC status.

The years ahead are poised to be exciting ones for Prestariang as we seek to complete our transformation into an innovation-driven company. By positioning our corporate and operational stance in this manner, we have opened the door to a broader spectrum of opportunities in the digital economy.

We have already rolled out our plans to attract top talents from around the world, who will become the agents of change for Prestariang in our journey towards a bright and profitable future.

#### ACKNOWLEDGEMENT

I would like to express my gratitude to the Management Team for the remarkable work you have invested in planning for our future business transformation. At the same time, you have also contributed to another year of commendable financial performance for Prestariang.

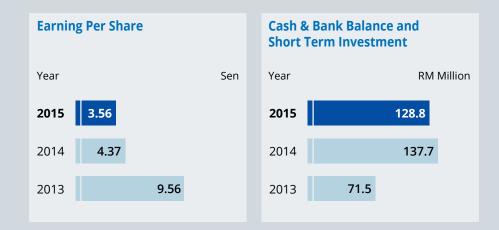
To the Board of Directors, your vision and leadership have been invaluable in guiding us forward. Let me also take this opportunity to mark my appreciation to all our employees, business partners, vendors and shareholders for your continuing support.

Let us march ahead as one towards the exciting challenges over the horizon.

DR. ABU HASAN BIN ISMAIL President/Group CEO

## FINANCIAL HIGHLIGHTS

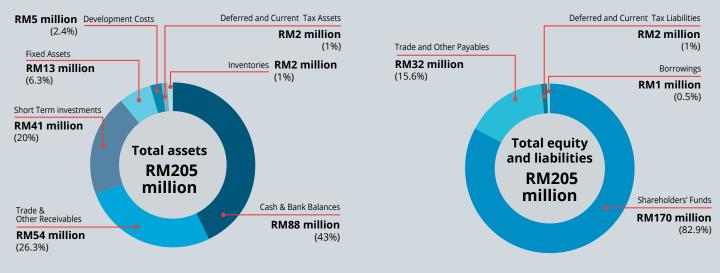




Financial Year ended 31 December	2015	2014	2013
Revenue (RM mil)	115.5	78.8	119.6
Profit After Tax (RM mil)	17.0	20.2	42.1
Dividend (RM mil)	15.7	23.9	26.3
Cash & Bank Balances and Short Term Investments (RM mil)	128.8	137.7	71.5
Earnings Per Share (Sen)	3.56	4.37	9.56

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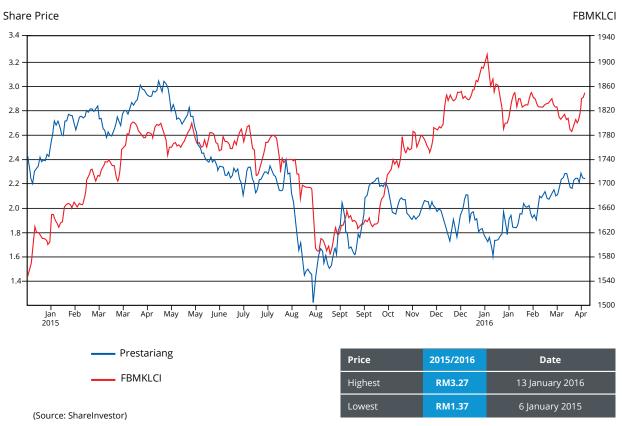
## FINANCIAL HIGHLIGHTS



### Financial Positions as at 31 December 2015

## SHARE PERFORMANCE CHART

### SHARE PRICE MOVEMENT FOR THE PERIOD FROM 2 JANUARY 2015 TO 6 APRIL 2016



Average daily volume traded within 2015: 1.65 million shares.

## FINANCIAL CALENDAR

# 2015

#### 25 February 2015

#### **Board of Directors' meeting**

- Unaudited consolidated fourth quarter results ended 31 December 2014.
- Declaration of Interim Single-Tier Dividend of 0.5 sen for the financial year ended 31 December 2014.

Announcement Date	:	25 February 2015
Entitlement Date	:	12 March 2015
Payment Date	:	26 March 2015

#### 22 April 2015

#### Board of Directors' meeting.

Audited Consolidated Accounts for the Financial Year Ended 31 December 2014.

#### 27 May 2015

#### **Board of Directors' meeting**

- Unaudited consolidated first quarter results ended 31 March 2015.
- Declaration of Interim Single-Tier Dividend of 0.75 sen for the financial year ended 31 December 2015.

Announcement Date	:	27 May 2015
Entitlement Date	:	11 June 2015
Payment Date	:	2 July 2015

#### 15 June 2015

#### 5<sup>th</sup> Annual General Meeting

#### 20 August 2015

#### **Board of Directors' meeting**

- Unaudited consolidated second quarter results ended 30 June 2015.
- Declaration of Interim Single-Tier Dividend of 1.0 sen for the financial year ended 31 December 2015.

Announcement Date	:	20 August 2015
Entitlement Date	:	7 September 2015
Payment Date	:	1 October 2015

#### 25 November 2015

- Unaudited consolidated third quarter results ended 30 September 2015.
- Declaration of Interim Single-Tier Dividend of 1.0 sen for the financial year ended 31 December 2015.

Announcement Date	:	25 November 2015
Entitlement Date	:	10 December 2015
Payment Date	:	4 January 2016

# 2016

#### 25 February 2016

#### **Board of Directors' meeting**

- Unaudited consolidated fourth quarter results ended 31 December 2015.
- Declaration of Interim Single-Tier Dividend of 1.0 sen for the financial year ended 31 December 2015.
- Announcement Date : 25 February 2016 Entitlement Date : 11 March 2016
- Payment Date
- : 7 April 2016
- 24 March 2016

#### Board of Directors' meeting.

Audited Consolidated Accounts for the Financial Year Ended 31 December 2015.

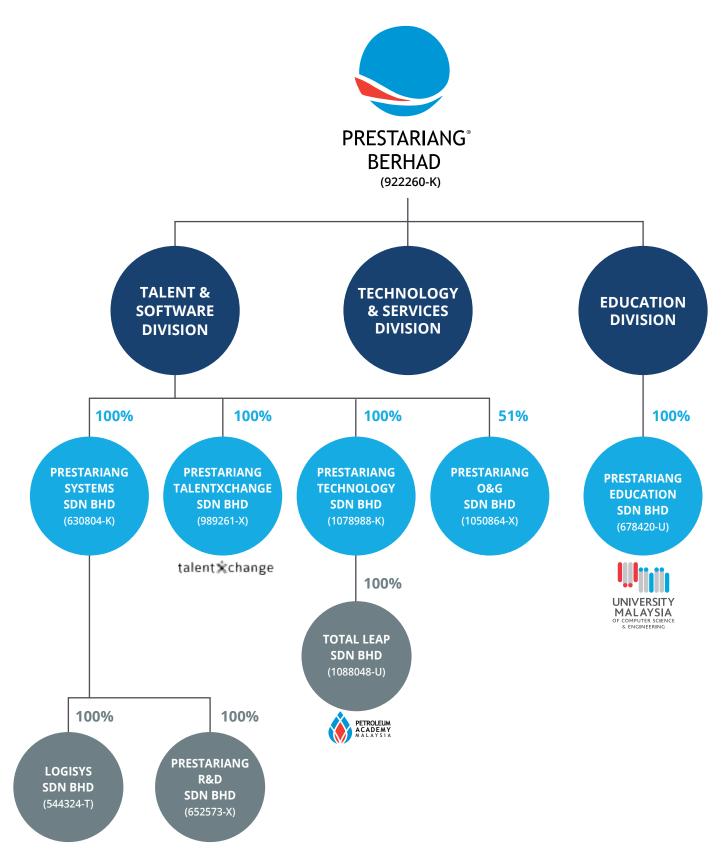
#### 29 April 2016

Notice of the 6<sup>th</sup> Annual General Meeting Issuance of 2015 Annual Report to Shareholders

#### 1 June 2016

#### 6th Annual General Meeting

## **CORPORATE** STRUCTURE



## **CORPORATE** INFORMATION

## BOARD OF DIRECTORS

**Dato' Mohamed Yunus Ramli Bin Abbas** Independent Non-Executive Chairman

**Dr. Abu Hasan Bin Ismail** President / Group CEO Non-Independent Executive Director

**Dato' Maznah Binti Abdul Jalil** Senior Independent Non-Executive Director

**Paul Chan Wan Siew** Independent Non-Executive Director

Ramanathan A/L Sathiamutty Independent Non-Executive Director

**Mohd Arif Bin Ibrahim** CEO, Talent & Software Division Non-Independent Executive Director

**Nik Amlizan Binti Mohamed** Non-Independent Non-Executive Director

## BOARD OF COMMITTEES

#### **Audit Committee**

Paul Chan Wan Siew (*Chairman*) Dato' Maznah Binti Abdul Jalil Ramanathan A/L Sathiamutty Nik Amlizan Binti Mohamed

#### **Nomination Committee**

Dato' Maznah Binti Abdul Jalil (*Chairperson*) Paul Chan Wan Siew Nik Amlizan Binti Mohamed

#### **Remuneration Committee**

Ramanathan A/L Sathiamutty (*Chairman*) Paul Chan Wan Siew Dr. Abu Hasan Bin Ismail

#### **Risk Management Committee**

Ramanathan A/L Sathiamutty *(Chairman)* Paul Chan Wan Siew Dr. Abu Hasan Bin Ismail

#### Finance and Investment Committee

Dato' Maznah Binti Abdul Jalil (Chairperson) Paul Chan Wan Siew Dr. Abu Hasan Bin Ismail Nik Amlizan Binti Mohamed

#### **COMPANY SECRETARIES**

Chua Siew Chuan (MAICSA 0777689)

Pan Seng Wee (MAICSA 7034299)

#### **HEAD OFFICE**

70-73, NeoCyber Lingkaran Cyber Point Barat 63000 Cyberjaya Selangor Darul Ehsan Tel : (03) 8314 8400 Fax : (03) 8318 9280 Website: www.prestariang.com.my

#### **REGISTERED OFFICE**

Level 7, Menara Milenium Jalan Damanlela Pusat Bandar Damansara Damansara Heights 50490 Kuala Lumpur Tel : (03) 2084 9000 Fax : (03) 2094 9940

#### **PRINCIPAL BANKERS**

Amlslamic Bank Bank Muamalat Malaysia Berhad

#### **STOCK EXCHANGE LISTING**

Main Market, Bursa Malaysia Securities Berhad

#### **INVESTOR RELATIONS**

RAPR Mileage Communications Sdn. Bhd. E-mail: inquiry@prestariang.com.my

#### **AUDITORS**

Messrs. Crowe Horwath (AF 1018) Level 16, Tower C Megan Avenue II 12, Jalan Yap Kwan Seng 50450 Kuala Lumpur

#### **SOLICITORS**

Messrs. Albar & Partners 6<sup>th</sup> Floor, Faber Imperial Court Jalan Sultan Ismail 50250 Kuala Lumpur

#### **SHARE REGISTRAR**

Symphony Share Registrars Sdn. Bhd. Level 6, Symphony House Pusat Dagangan Dana 1 Jalan PJU 1A/46 47301 Petaling Jaya Selangor Darul Ehsan Tel : (03) 7841 0000 Fax : (03) 7841 8151



## **BOARD OF** DIRECTORS

Sitting from left to right:

**Dato' Maznah Binti Abdul Jalil** (Senior Independent Non-Executive Director)

Dato' Mohamed Yunus Ramli Bin Abbas (Chairman, Independent Non-Executive Director)

#### Dr. Abu Hasan Bin Ismail

(President/Group CEO, Non-Independent Executive Director)

Standing from left to right:

Nik Amlizan Binti Mohamed (Non-Independent Non-Executive Director)

Paul Chan Wan Siew (Independent Non-Executive Director)

#### Mohd Arif Bin Ibrahim

(CEO of Talent & Software Division, Non-Independent Executive Director)

Ramanathan A/L Sathiamutty (Independent Non-Executive Director)

#### DATO' MOHAMED YUNUS RAMLI **BIN ABBAS**

Age 68, Malaysian Independent Non-Executive Chairman



#### DATE OF APPOINTMENT 18 November 2010

#### **MEMBERSHIP OF BOARD COMMITTEES** None

#### **QUALIFICATIONS**

- Bachelor of Economics from University of Malaya.
- Master of Business Administration from Nova Southeastern University, Fort Lauderdale, Florida, United States of America (USA).
- Attended the Executive Program in Business Management from University of Michigan, USA.
- Doctorate of Management UNIMAP (Honorary).

#### **MEMBERSHIP OF ASSOCIATIONS**

Chairman of the Board of Governors, University Malaysia of Computer Science & Engineering.

#### WORKING EXPERIENCE AND OCCUPATION

- 1978-1980 - Started his career at Motorola in Penang and was subsequently appointed as the Director of Human Resource of Motorola South Asia.
- 1980-1985 Director of Training and Development for Motorola Asia Pacific.
- 1989-1995 - Vice President at Motorola Inc. in Florida, USA.
- 1996-2001 - Country Manager for Motorola Malaysia.
- 2002 - Chief Executive Officer, Encorp Group.
- 2002-2005 - Chief Executive Officer, Celcom (Malaysia) Berhad.
- 2003-2005 Appointed by the Ministry of Education as the Chairman of the Board of Directors of Universiti Malaysia Perlis (UNIMAP).
- 2006-Present -Established NuSuara Technologies Sdn. Bhd. Executive Director of NuSuara Technologies Sdn. Bhd.
- Sits on the Board of Directors of University Technology Malaysia Holdings.

**DIRECTORSHIPS OF OTHER PUBLIC COMPANIES** None

**NO. OF BOARD MEETINGS ATTENDED FOR THE FINANCIAL YEAR** 7/7

#### **DR. ABU HASAN BIN ISMAIL**

Age 55, Malaysian President / Group CEO Non-Independent Executive Director



DATE OF APPOINTMENT 18 November 2010

#### **MEMBERSHIP OF BOARD COMMITTEES**

Member of the Remuneration Committee, Risk Management Committee and Finance and Investment Committee.

#### **QUALIFICATIONS**

- Diploma in Architecture from Universiti Teknologi Malaysia (UTM).
- Bachelor of Science (BSc) and Bachelor of Architecture (BArch) from • the University of Strathclyde, Glasgow.
- Master of Philosophy (MPhil) and Doctor of Philosophy (PhD) from the University of Sheffield, UK.

#### **MEMBERSHIP OF ASSOCIATIONS**

- International Advisory Board of Computer Trade Industry Association (CompTIA) based in the USA.
- Council member at Taylor's University. •
- Advisory Panel for International Business School (IBS) in Universiti Teknologi Malaysia (UTM).
- Adjunct Professor at Universiti Teknologi Malaysia and Universiti Sultan Zainal Abidin.
- Visiting Professor at Universiti Teknologi MARA.
- Member of the Board of Governors, University Malaysia of Computer Science & Engineering.

#### WORKING EXPERIENCE AND OCCUPATION

- Dr. Abu Hasan Ismail is currently the President/Group CEO and founder of Prestariang Berhad.
- 1997-2000 One of the founders of the Multimedia University and was subsequently appointed as the Professor and Dean at the newly created Faculty of Creative Multimedia.
- Joined FSBM Holdings Bhd where he was 2000-2002 appointed as Executive Director.
- 2003-Present -Since the inception of Prestariang in 2003, he has overseen the financial and strategic growth of the Company and has formed successful partnerships with global ICT organisations, which include Microsoft, Autodesk, IBM, Oracle, CompTIA, Certiport, Prometric, ASIC and others.
  - Listed the Company on the Main Market of Bursa Malaysia on 27 July 2011.
- Appointed into the CEO faculty programme by Ministry 2015 - Present of Education, Malaysia under the Malaysian Higher Education Blueprint.

#### **DIRECTORSHIPS OF OTHER PUBLIC COMPANIES**

Institute Sultan Iskandar of Urban Habitat and High Rise, Yayasan Universiti Malaysia.

**NO. OF BOARD MEETINGS ATTENDED FOR THE FINANCIAL YEAR** 6/7

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#### DATO' MAZNAH

### **BINTI ABDUL JALIL**

Age 63, Malaysian Senior Independent Non-Executive Director



#### DATE OF APPOINTMENT 02 July 2012

#### **MEMBERSHIP OF BOARD COMMITTEES**

- Chairman of the Finance and Investment Committee and Nomination Committee.
- Member of the Audit Committee.

#### QUALIFICATIONS

 Bachelor of Science (BSc) and Masters Degree in Business Administration (Finance) from the Northern Illinois University, USA and the Central Michigan University, USA respectively.

#### **MEMBERSHIP OF ASSOCIATIONS**

- Trustee of Malaysian Aids Foundation.
- · Life Member of the Women's Institute of Management.
- Member of Asian Strategy and Leadership Institute (ASLI) and Member of Corporate Malaysian Roundtable, ASLI.

#### WORKING EXPERIENCE AND OCCUPATION

1979-1992	<ul> <li>Joined Amanah Merchant Bank Berhad and served as the Manager of Corporate Finance &amp; Advisory.</li> </ul>
1992-1995	- Appointed as Executive Director of Corporate Affairs at Master Carriage (M) Sdn. Bhd.
1997	<ul> <li>Joined HICOM Holdings Berhad as Vice President and was elected to the board of DRB-HICOM Berhad.</li> <li>She was also appointed to the boards of the various subsidiaries and associated companies of DRB-HICOM till 2006.</li> </ul>
2006-2007	- Appointed to the board of United Overseas Bank Berhad.
2007-2008	<ul> <li>Appointed as Head, Corporate Finance and Principal Investment at Hong Leong Financial Group Berhad.</li> </ul>
2009-2011	- Appointed as Executive Vice President, Corporate Finance Advisory at Kenanga Investment Bank Berhad.

- 2011-Present Chairman of SCS Global Advisory (M) Sdn. Bhd. (formerly known as Moore Stephens AC Advisory Sdn. Bhd.)
- 2012-Present Executive Director/Chief Financial Officer, Sona Petroleum Berhad.

#### **DIRECTORSHIPS OF OTHER PUBLIC COMPANIES**

 Pavillion Real Estate Investment Trust, Sona Petroleum Berhad, Universiti Teknologi Mara and Malaysia Aids Foundation.

NO. OF BOARD MEETINGS ATTENDED FOR THE FINANCIAL YEAR 7/7

#### PAUL CHAN WAN SIEW Age 65, Malaysian

Independent Non-Executive Director



#### DATE OF APPOINTMENT 18 November 2010

#### **MEMBERSHIP OF BOARD COMMITTEES**

- Chairman of the Audit Committee.
- Member of the Nomination Committee, Risk Management Committee, Remuneration Committee and the Finance and Investment Committee.

#### QUALIFICATIONS

- Chartered Accountant, Malaysian Institute of Accountants (MIA).
- Chartered Certified Accountant, Association of Chartered Certified Accountants (UK).
- Chartered Secretary, Institute of Chartered Secretaries and Administrators (UK).
- Certified Practising Accountant, CPA Australia.
- Certified Financial Planner and Chartered Financial Consultant (USA).

#### **MEMBERSHIP OF ASSOCIATIONS**

- Chartered Accountant, Malaysian Institute of Accountants.
- Fellow Member, Association of Chartered Certified Accountants (UK).
   Fellow Member, Institute of Chartered Secretaries and Administrators
- Fellow Member, Institute of Chartered Secretaries and Administrators (UK).
- Fellow Member, CPA Australia.
- Founding Board Member and President, Malaysian Alliance of Corporate Directors (MACD).
- NACD Governance Fellow, National Association of Corporate Directors, USA.
- NACD Board Leadership Fellow, National Association of Corporate Directors, USA.
- Executive Committee Member, Federation of Public Listed Companies
  (FPLC).
- Founding & Executive Committee Member, Global Network of Director Institutes (GNDI).

#### WORKING EXPERIENCE AND OCCUPATION

1975-Present	-	Professional and business experience spans four decades in accounting, auditing, corporate, financial and business advisory services.
2004-2012	-	Appointed to the Board of Mycron Steel Berhad; Chairman of Risk Management Committee.
2007-Present	-	President of Business Transitions Asia Sdn. Bhd.
2008-Present	-	Appointed to the Board of Luxchem Corporation Berhad; Senior Independent Director, Chairman of Nomination Committee.
2011-2015	-	Appointed to the Board of Integrax Berhad; Senior Independent Director, Chairman of Audit Committee.
2012-2013	-	Appointed to the Board of Melewar Industrial Group Berhad; Chairman of Risk Management Committee.
2013-2016	-	Appointed to the Board of Prudential Assurance Malaysian Berhad.
		OF OTHER PUBLIC COMPANIES

 Luxchem Corporation Berhad, Federation of Public Listed Companies Berhad and Malaysian Alliance of Corporate Directors.

NO. OF BOARD MEETINGS ATTENDED FOR THE FINANCIAL YEAR 6/7

#### **RAMANATHAN A/L SATHIAMUTTY**

Age 52, Malaysian Independent Non-Executive Director



#### DATE OF APPOINTMENT 16 April 2014

#### **MEMBERSHIP OF BOARD COMMITTEES**

- Chairman of the Risk Management Committee and Remuneration Committee.
- Member of the Audit Committee.

#### **QUALIFICATIONS**

- Bachelor of Engineering (Honours) Degree in Electrical & Electronic Engineering from University Kebangsaan Malaysia.
- Master of Business Administration (MBA) from Universiti Putra Malaysia
- Executive Management Program from the Harvard Business School and INSEAD

#### **MEMBERSHIP OF ASSOCIATIONS**

- Member of the advisory boards at INTI College, Universiti Putra Malaysia's Computer Science and Information Technology Faculty and University Tenaga Nasional's International Advisory Council.
- Member of the Board of Governors, University Malaysia of Computer Science & Engineering.
- Adjunct professor at Taylor's University.

#### WORKING EXPERIENCE AND OCCUPATION

- Began his career as a system engineer at IBM Corporation Malaysia and was subsequently appointed as the Managing Director for IBM Malaysia in January 2010. His career at IBM spanned 24 years and he was involved in the telecommunications, utilities, media and entertainment sectors.
  - Throughout his tenure at IBM, he managed the venture capital portfolio, where he was based in Japan. He also led a team to develop strategies on software acquisitions in the USA and served as the project executive for delivery at one of the largest telecommunications companies in India.
  - He subsequently took on assignments in Korea as part of IBM Korea's senior leadership team after which he went to Singapore to be part of the ASEAN leadership team.
  - He is a sought after speaker and was engaged to speak at the ASEAN Leadership Exchange, 9<sup>th</sup> ASLI Leadership Forum and the 16<sup>th</sup> Malaysian Banking Summit.
- 2014-Present He is currently the Chief Technology, Operations & Experience Officer at Celcom Axiata Berhad.

#### DIRECTORSHIPS OF OTHER PUBLIC COMPANIES None

NO. OF BOARD MEETINGS ATTENDED FOR THE FINANCIAL YEAR 6/7

#### **MOHD ARIF BIN IBRAHIM**

Age 48, Malaysian CEO of Talent & Software Division Non-Independent Executive Director



DATE OF APPOINTMENT 20 August 2015

MEMBERSHIP OF BOARD COMMITTEES None

#### **QUALIFICATIONS**

- Bachelor of Science in Business Administration, California State University, Sacramento, USA.
- Master of Business Administration, California State University, Sacramento, USA.

#### MEMBERSHIP OF ASSOCIATIONS None

#### WORKING EXPERIENCE AND OCCUPATION

1990-1992	-	Began his career at Citibank N.A, Sacramento, California as a management trainee.
1992-1994	-	Joined Citibank Berhad as Assistant Manager, Corporate Finance.
1994-1996	-	Joined W.R Grace Packaging (M) Sdn. Bhd. as Senior Financial Analyst.
1997-2001	-	Appointed as Head of Corporate Planning & Project Development at Pahang State Development Corporation.
2001-2011	-	Joined KPMG Malaysia as Managing Consultant – Business Advisory Services. Promoted to Associate Director in 2002 and was subsequently promoted to Director in 2004. Appointed as Partner Executive Director in 2006.
2011-2014	-	Appointed as Country Leader - Global Business Services, IBM Malaysia Sdn. Bhd.
2015-Present	-	Appointed as the CEO of Talent & Software Division of Prestariang Berhad. Prior to the appointment, he was the COO of Prestariang Berhad.
DIRECTORSHI None	PS	OF OTHER PUBLIC COMPANIES

NO. OF BOARD MEETINGS ATTENDED FOR THE FINANCIAL YEAR 1/2

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#### **NIK AMLIZAN BINTI MOHAMED**

Age 48, Malaysian Non-Independent Non-Executive Director



#### DATE OF APPOINTMENT 25 February 2016

#### **MEMBERSHIP OF BOARD COMMITTEES**

• Member of the Nomination Committee , Audit Committee and Finance and Investment Committee.

#### **QUALIFICATIONS**

 Bachelor's Degree in Economics/Accounting from Claremont McKenna College, USA.

#### MEMBERSHIP OF ASSOCIATIONS None

#### WORKING EXPERIENCE AND OCCUPATION

- Has over 20 years of experience in the fund management industry.
- 1991-2007 Started her career in the fund management industry when she joined BBMB Unit Trust Management Sdn. Bhd. after a two-year stint with Georgiou Incorporated, San Francisco, California, USA.

Her last position before she joined KWAP in 2007 was General Manager/Head of Equity (Syariah/Ethical) at RHB Asset Management Sdn. Bhd. She served as Head of Investment Research/Senior Portfolio Manager at Mayban Investment Sdn. Bhd. until 2001.

- 2007-Present Assumed her current role as the Chief Investment Officer of Kumpulan Wang Persaraan (Diperbadankan) (KWAP) in September 2014. Prior to the appointment, she was the Director/Head of Equity, a position she held since joining KWAP in 2007 before she became Senior Director, Equity in February 2014. Her current responsibilities include developing and overseeing investment functions for KWAP namely creation and implementation of investment organsation, policies and procedures, performance matrix, recruitment of staff, selection of External Fund Managers, development of asset allocation models and formulating KWAP Fund Investment Strategies across all asset classes.
- Currently sits on the Board of Directors for Prima Ekuiti (UK) Limited, a wholly owned subsidiary of KWAP. She is also a Director of i-VCap Management Sdn. Bhd. and an Investment Committee Member of Metropolitan Retail JV (Jersey) Unit Trust.

DIRECTORSHIPS OF OTHER PUBLIC COMPANIES None

NO. OF BOARD MEETINGS ATTENDED FOR THE FINANCIAL YEAR Not applicable

#### Notes:

- (i) Except for Dr. Abu Hasan Bin Ismail whose spouse and sibling are also substantial shareholders of the Company, none of the Directors has any family relationship with each other or with any substantial shareholders of the Company.
- (ii) None of the Directors has any conviction for offences, other than traffic offences, within the past 10 years.
- (iii) Except as disclosed above, none of the Directors holds any directorship in other public companies.
- (iv) The Directors' holdings in shares of the Company are disclosed in the Analysis of Shareholdings section of this Annual Report.







#### **6 JANUARY**

Prestariang's Senior Management attended the CIMB 7<sup>th</sup> Annual Malaysia Corporate Day to network with other industry heads. The event was held at the Hilton Sentral, Kuala Lumpur.

#### **12 JANUARY**

Representatives from the Employees Provident Fund (EPF) visited Prestariang's Office.

#### **30 JANUARY**

UniMy students and employees rolled up their sleeves to assist in a clean-up session for flood victims in Kg. Tersusun Teluk Memali, Kg. Gajah, Perak.

#### **12-14 FEBRUARY**

Prestariang showcased the Proficiency in Enterprise Communication (PEC) at the Malaysia Technology Expo 2015 (MTE) which was held at the Putra World Trade Centre in Kuala Lumpur.

#### **25 FEBRUARY**

The first Board of Directors Meeting for the year was held at Prestariang's Office in Cyberjaya.

#### **26 FEBRUARY**

An Analysts & Investors Briefing for Quarter 4, 2014 was organised at the Ritz Carlton, Kuala Lumpur.

#### **5 MARCH**

The first Special Board of Directors Meeting was held at Prestariang's Office in Cyberjaya.



#### 26 MARCH

Prestariang's Board of Directors hosted a dinner for Mr. Scott Whyman, Vice President of Unisys Asia Pacific and Japan at the Shangri-La Hotel, Kuala Lumpur.

#### **30 MARCH**

Prestariang participated in a value management lab (VMLab) session in conjunction with the appointment of Prestariang by the Home Ministry to implement Malaysia's 'Sistem Kawalan & Imigresen Nasional' (SKIN) project. The ceremony was held at the Ramada Plaza in Kuala Lumpur, witnessed by YB Dato' Seri Dr. Ahmad Zahid bin Hamidi, Deputy Prime Minister and Minister of Home Ministry.

#### **31 MARCH**

YBhg. Datin Paduka Ir. Dr. Siti Hamisah Tapsir, Deputy Director General of the Ministry of Education (MoE) launched the Autodesk Malaysia Design Competition (AMDC) 2015 and graced the prize giving ceremony which was held at Dewan Za'aba, MoHE in Putrajaya.

#### 2 APRIL

Prestariang was declared the winner under the Services Sector: Category 4 (ICT) at the Anugerah Kecemerlangan Industri (AKI) 2014 Award Ceremony under the auspices of the Ministry of International Trade and Industry (MITI). The event was held at the Marriott Hotel in Kuala Lumpur.

#### 22 APRIL

The second Board of Directors Meeting for the year was held at Prestariang's Office in Cyberjaya.



#### 23 APRIL

Prestariang participated in the Invest Malaysia 2015 which was held at the Mandarin Oriental, Kuala Lumpur. This is Bursa Malaysia Berhad's flagship event organised annually for the global investing audience.

#### 21-23 MAY

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Prestariang's innovation shone through when its Proficiency in Enterprise Communication (PEC) was nominated as a finalist at the Anugerah Inovasi Negara (AIN 2015). The event which was organised by the Ministry of Science, Technology and Innovation (MOSTI) was held at the Kuala Lumpur Convention Centre.

#### 26 MAY

Dr. Abu Hasan was appointed into the CEO faculty programme by the MoE under the Malaysia Higher Education Blueprint during the launching ceremony of the Putrajaya Higher Education Delivery Task Force. The event was officiated by YAB Tan Sri Dato' Haji Muhyiddin bin Yassin, the ex-Deputy Prime Minister which took place at Universiti Malaya.

#### 27 MAY

The third Board of Directors Meeting for the year was held at Prestariang's Office in Cyberjaya.

#### 28 MAY

An Analysts & Investors Briefing for Quarter 1, 2015 was organised at the Westin Hotel in Kuala Lumpur.

#### 09 - 10 JUNE

YB Datuk Ahmad Maslan, Deputy Minister at the Prime Minister's Department witnessed the signing of the Master Licensing Agreement 2.0 between Prestariang and the Ministry of Finance.

The event which was held at the Putrajaya International Convention Centre was to appoint Prestariang as the Sole Microsoft Licensing Solutions Partner to the Malaysian Government.





**22 IUNE** 

Prestariang Berhad held its 5<sup>th</sup> Annual General Meeting at the Cyberview Resort & Spa in Cyberjaya.

#### **16 JUNE**

Prestariang launched the MLA Project Office at its Head Office in Cyberjaya.

#### **17 JUNE**

Prestariang was profiled in "In the Spotlight" event which was held at Bursa Malaysia. The event featured public listed companies (PLCs) which qualify as constituents in the FTSE4GOOD Bursa Malaysia ESG Index.

#### **22 JUNE**

Prestariang conducted a briefing on Border Security for a Tanzanian Delegation through PEMANDU.

The session was held at Prestariang's office in Cyberjaya,

#### 14 JULY

Producers from the "Stocks Around Us" TV programme conducted a video shoot at Prestariang's premise. The programme is aired in Thailand and targeted at the country's retail capital market.



#### **12 AUGUST**

Official visit by Todd Thibodeaux, President & CEO of CompTIA USA and his team at Prestariang's Head Office in Cyberjaya.

#### **20 AUGUST**

The fourth Board of Directors Meeting for the year was held at Prestariang's Office in Cyberjaya.

#### **21 AUGUST**

An Analysts & Investors Briefing for Quarter 2, 2015 was organised at the Westin Hotel in Kuala Lumpur.

#### **7 SEPTEMBER**

Prestariang received an appreciation award in recognition of its contributons towards BIM knowledge sharing & collaboration with Construction IT Department during the CIDB-BIM Industry Appreciation Awards.

The event which was held in conjunction with the National BIM Day 2015 was held at the Putra World Trade Centre in Kuala Lumpur.

#### **8 SEPTEMBER**

Dr. Abu Hasan Bin Ismail received the CEO Award For Business Excellence 2015 by the Malaysia Productivity Corporation (MPC) in recognition of his outstanding leadership in driving Prestariang to achieve business excellence as a listed entity.

YB Datuk Haji Ahmad Haji Maslan, Deputy Minister of MITI presented the award during the event which was held at the Hotel Grand Dorsett in Subang.

#### **30 SEPTEMBER**

Dr. Abu Hasan Bin Ismail was awarded the Anugerah Ikon Usahawan BCPLC 2014-2015 by YB Datuk Johari Abdul Ghani, Deputy Minister of Finance.



The event was held to recognise successful Bumiputera entrepreneurs and was held at Wisma Sejarah in Kuala Lumpur. En. Mohd Arif Bin Ibrahim, received the award on Dr. Abu Hasan's behalf.

#### **8 OCTOBER**

Prestariang in collaboration with the MoF conducted the MLA2.0 Briefing Session & Launching of Microsoft Solutions Acceleration Programme which was targeted for the clients from the Government sector. Topics covered included the procurement process and details of the programme offerings under the central contract. The session was held at the Everly Hotel in Putrajaya.

#### **28 OCTOBER**

Official visit to Prestariang's Head Office in Cyberjaya by a Palestinian Delegation which was organised by the MPC on Business Excellence.

#### **20 NOVEMBER**

Prestariang signed and accepted a letter of approval in principle from the Ministry of Home Affairs, Malaysia to implement the 'Sistem Kawalan Imigresen Nasional' (SKIN) project. The event was witnessed by Dato' Sri Alwi bin Hj Ibrahim, the Secretary General of the Ministry of Home Affairs who represented Deputy Prime Minister and Home Minister Datuk Seri Dr. Ahmad Zahid Hamidi at the Shangri-La Hotel in Putrajaya.

#### **25 NOVEMBER**

The fifth Board of Directors Meeting for the year was held at Prestariang's Office in Cyberjaya.

#### **26 NOVEMBER**

An Analysts & Investors Briefing for Quarter 3, 2015 was organised at the Westin Hotel in Kuala Lumpur.

#### **5 DECEMBER**

The second Special Board of Directors Meeting was held at the Kuala Lumpur Golf & Country Club in Kuala Lumpur.

## AWARDS AND ACCOLADES



- Dr. Abu Hasan Bin Ismail received the CEO Award For Business Excellence 2015 by Malaysia Productivity Corporation.
- **2.** EC-Council Circle of Excellence Authorised Training Centre 2015.
- Dr. Abu Hasan Bin Ismail was appointed into the CEO Faculty Programme by the Ministry of Education Malaysia under the Malaysian Higher Education Blueprint.
- **4.** Proficiency in Enterprise Communication (PEC) received the Gold Medal and The Best Award at the Malaysia Technology Expo 2015 (MTE).
- Prestariang was recognised for its contributions towards BIM knowledge sharing & collaboration with Construction IT Department, Construction Industry Development Board Malaysia.
- Prestariang was declared the winner under the E-Agreement Adoption & Partner Quote Adoption by Microsoft (SEA + NZ) category.
- Dr. Abu Hasan Bin Ismail was awarded with the Anugerah Ikon Usahawan BCPLC 2014-2015.

#### 2004

Apple Key Account Win FY2004

#### 2007

Microsoft Certified Partner for Learning Solution (CPLS) 2007-2008

#### 2008

- Microsoft Gold Certified Partner 2008-2009
- Microsoft Certified Partner Learning Solution (CPLS) 2008-2009
- Asia Pacific Regional Best Practices in Advancing Industry Growth
  through Innovation in Education 2008
- Certificate of Acknowledgement for Prestariang Systems Sdn Bhd., IBM Malaysia Sdn. Bhd. and Universiti Teknologi Mara (UiTM) working together under the Career Education in IBM Software (CEIS) 2008

#### 2009

- Microsoft Certified Partner for Learning Solution (CPLS) Partner Exellence 2009
- Microsoft Gold Certified Partner 2009-2010
- Prometric Most Valued Partner Most Comprehensive Global IT Certification Program in Asia
- EC-Council Authorised Training Centre of The Year 2009
- Best Performance for Career Education In IBM Software (CEIS Program)
- Highest Certification Achievement and Commitment in Producing Globally-benchmarked Graduates
- Member in Good Standing and Afforded All The Privileges and Benefits of this Designation 2009-2010
- Member in Good Standing of CompTIA (Computing Technology Industry Association) 2009

#### 2010

- Microsoft Learning Solution Partner of the Year 2010
- CompTIA Authorised Platinum Partner 2010-2011
- Microsoft Gold Certified Partner 2010-2011
- Microsoft Certified Partner 2010-2011
- Recognnition Award for Innovative Venture Capital Backed Companies 2010 by the Malaysian Venture Capital and Private Equity Association
- EC-Council Circle of Excellence Authorised Training Centre 2010

#### 2011

- Microsoft Learning Solution Partner of the Year 2011
- Certiport Champion of Digital Literacy 2011
- Autodesk Best Performing Partner in Asia Pacific 2011
- Autodesk High Achiever Education Authorisation 2011
- Microsoft Partner Network Gold Volume Licensing 2011
- EC Council ATC of Year 2011

#### 2012

- EC-Council Circle of Excellence Authorised Training Centre 2012
- Malaysia Venture Capital Awards 2012
- Innovation in Workforce Enablement 2012 by Prometric
- Microsoft Partner Network 2012 (Gold Learning, Gold Volume Licensing, Silver Learning & Silver Volume Licensing)
- OSK Small Cap Day 2012 (OSK Top 5 Malaysian Small Cap Companies 2012)

#### 2013

- Best of e-Inclusion & e-Community MSC Malaysia APICTA 2013
- Autodesk Best Performing Reseller in Asia Pacific 2013 Deal of the Year
- 24<sup>th</sup> International Invention, Innovation & Technology Exhibition (ITEX) 2013

Prestariang's home grown certification, Proficiency in Enterprise Communication (PEC) won the Gold Medal under the Educational Items category

- Invention, Innovation & Design Expo IIDEX 2013 PEC won the Diamond Award (Invention) & Gold Medal
- IC CITIZEN Outstanding Performance
   Global Partner Summit 2013
- APAC Partner Performance Awards 2013
   IC3 Exam Growth Rate Exceptional Performance for IC CITIZEN
- EC-Council Circle of Excellence Authorised Training Centre 2013
- Microsoft Partner Network 2013 (Gold Learning, Silver Volume Licensing)
- CompTIA Excellence Award 2013

#### 2014

- Anugerah Kecemerlangan Industri 2014 from MITI Services Sector: ICT Category Award
- Forbes: Asia's 200 Best Under A Billion 2013/2014
- Autodesk Authorized Training Centre 2014
- A Member of FTSE4Good Bursa Malaysia
   Index 2014
- Inclusion in the Minority Shareholder Watchdog Group (MSWG)
   Top 100 ASEAN Corporate Governance Scorecard for 2014
- Microsoft Partner Network 2014 (Gold Partner)
- Microsoft Authorised Education Reseller 2014 (Gold Partner)
- EC-Council Training Centre of The Year Award (Enterprise) 2014

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## Prestariang to launch Rapid's training centre

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## Prestariang expects better results this year

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HIGHLIGHTS

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