

## **PRESS RELEASE**

# PRESTARIANG REPORTS 4Q16 AND FULL YEAR RESULTS FOR FY2016

- Charts higher quarter-to-quarter revenue
- Profitable full year results amidst adverse business environment
  - Kicked off two landmark deals for long-term growth

**CYBERJAYA, 22<sup>rd</sup> February 2017** – Prestariang Berhad ("Prestariang" or the "Group") today announced its fourth quarter results from 1 October 2016 to 31 December 2016 ("4Q16"). The Group reported higher revenue of RM24.7 million equivalent to an increase of 2% as compared to the previous corresponding quarter.

For its full year performance for financial year ended 31 December 2016 ("FY2016"), the Group recorded higher revenue of RM132.1 million in FY2016, representing an increase of 14% compared with the year before (FY2015: RM115.5 million) on the back of the Microsoft Licensing Agreement ("MLA 2.0") project.

Prestariang continued to chart higher quarter-to-quarter revenue as a result of its growth in Software & Services business segment where the company is expected to reap synergy effect for other business segments in the coming years ahead. However, contribution from this lower margin segment has resulted in the drop in Profit Before Tax ("PBT") to RM11.5 million for FY2016, a decline of 49% (FY2015: RM22.4 million) a year ago. Correspondingly, Group Profit After Tax ("PAT") also dipped by 47% to RM9.0 million (FY2015: RM17.0 million).

The Company viewed its lower profit margin for FY2016 as a short term effect as business conditions in the reporting year were adversely impacted by the delay in several high margin businesses especially in Training and Certification.

Prestariang has been on the path of transforming its Talent & Software Services businesses into Talent & Technology businesses through our alignment with leading global IT partners.



In line with Prestariang's new strategic direction, the Group will continue to embark into new transformational businesses to drive sustainable growth and profitability. With the successful closure of the investment made in the strategic project and continuous improvement of operational efficiencies of existing businesses, the Group expects to perform better for the financial year ending 2017.

# Driving two landmark projects for the nation

Prestariang was awarded 'Sistem Kawalan & Imigresen Nasional' ("SKIN") ~ a Public Private Partnership project valued at RM3.5 billion to be implemented over 15 years through Build, Operate, Maintain and Transfer method. SKIN will be a pathway for Prestariang into service-based platform businesses by developing competencies in emerging technologies such as big data analytics ('BDA"), Internet of Things (IoT), cloud computing and cybersecurity. At the same time, SKIN will also be a beacon to attract talents while providing a dynamic environment for students under our Talent business to gain leading-edge industry experience;

And

**eduCloud** ~ Prestariang signed an MoU with Alibaba Cloud and Conversant Solutions Pte Ltd in January 2017 to jointly build an integrated service-based platform that will transform the digital education landscape in Malaysia. EduCloud will be a single platform to deliver all activities linked to education and related services. These cloud-based services will include campus management, teaching and learning, entertainment, digital payment, and many other services and online applications.

#### **Dividends**

The Group continues to maintain a minimum of 50% profit payout dividend policy and the Board of Directors has declared a 0.75 sen per share dividend or a total of RM3.6 million for the reporting quarter. The interim dividend will be paid to the Group's eligible shareholders on 21 March 2017 with the ex-date on 7 March 2017. Since listing in July 2011, the Group has declared a total dividend of 24.4 sen per share amounting to RM118.0 million to shareholders.



### About Prestariang Berhad (www.prestariang.com.my)

Prestariang Berhad ("Prestariang" or the "Group") was founded in 2003 and listed in 2011 on the Main Market of Bursa Malaysia Securities Berhad. The Company has a total market capitalisation of approximately RM1.2 billion and is one of 42 Malaysian companies listed in FTSE4Good Bursa Malaysia Index since December 2014. Prestariang is also listed in the FTSE Bursa Malaysia Fledging Index since December 2011, Forbes' Asia's 200 Best Under A Billion in 2013/2014 and the Minority Shareholder Watchdog Group's ("MSWG") Top 100 ASEAN Corporate Governance Scorecard for 2014. The Group has won several key industry awards as well as achievement awards including the Anugerah Kecemerlangan Industri (ICT Services Category) from Ministry of International Trade & Industry (MITI).

Prestariang, a **Talent & Technology** player within the ICT industry in Malaysia, offers a holistic chain of ICT services. The Group's innovated service-based platform businesses will contribute a long term and sustainable growth to bring forward positive change in the digital economy. As the largest training and certification provider in Malaysia, Prestariang offers over 60 globally recognised certification courses and has trained and certified over 250,000 individuals.

Prestariang is focused in driving a sustainable and profitable business model working in partnership with key global IT companies including Alibaba Cloud, Thales, Microsoft, Autodesk, IBM, Oracle and many others.

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