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# Agenda





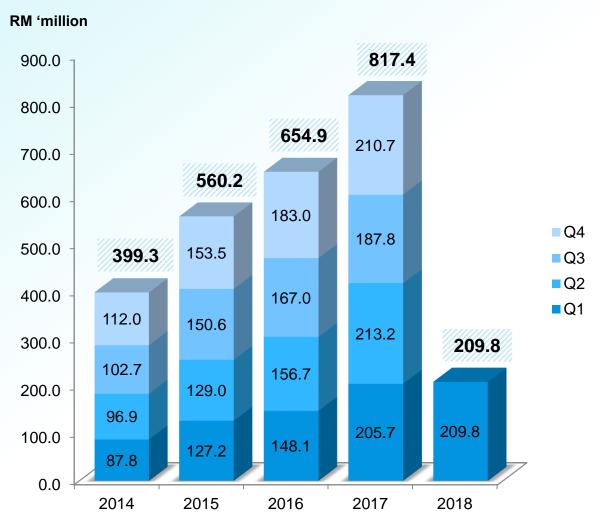


#### Results Overview

- Revenue increased 2.0% yoy from RM205.7 million for 1QFY2017 to RM209.8 million for 1QFY2018
- Net profit decreased 7.6% yoy from RM33.6 million for 1QFY2017 to RM31.1 million for 1QFY2018
- Continues to generate positive operating free cash flow of RM43.5
   million for 1QFY2018
- Net cash position of RM111.6 million



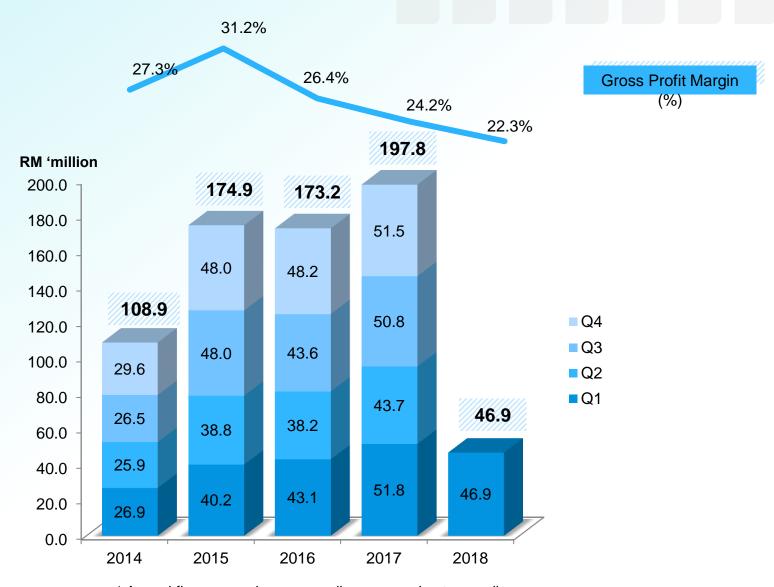
### **Growing Revenues**

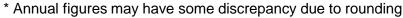






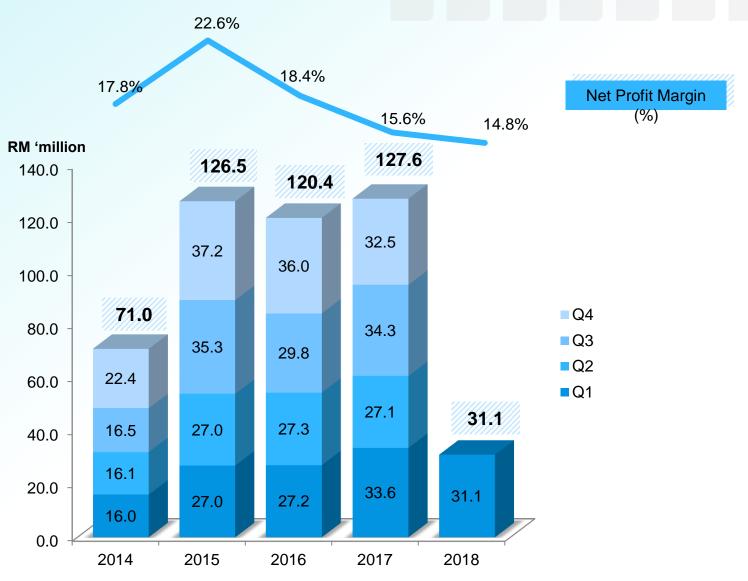
### Gross Profit & Gross Profit Margin







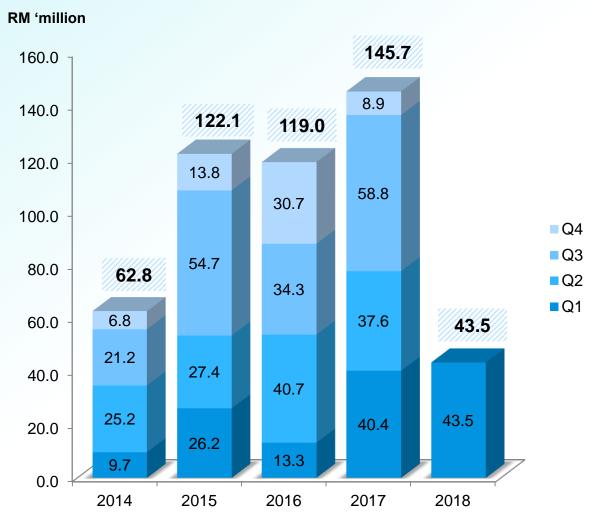
## Net Profit & Net Profit Margin

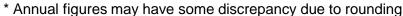






## Positive Cash Flow Generation From Operating Activities







# Robust Balance Sheet Strength

Year End 31 Dec	As at 31 Mar 2018 (RM'000)	As at 31 Dec 2017 (RM'000)
Net cash and cash equivalents	135,077	114,250
Total borrowings	23,500	25,000
Shareholders equity	661,964	632,616
Net assets (RM Sen per share) <sup>1</sup>	89.32	85.36
Return on equity ("ROE") <sup>2</sup>	18.8% (1QFY2018)	22.8% (1QFY2017)

<sup>&</sup>lt;sup>1</sup>Based on 741.1 million shares in issue excluding treasury shares as at 31 March 2018 and 31 December 2017 respectively



<sup>&</sup>lt;sup>2</sup>Calculated on an annualised basis

#### Consistent Dividends since IPO



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Dividend Payout Ratio		
FY2017	40.7%	
FY2016	40.0%	
FY2015	37.8%	
FY2014	36.0%	
FY2013	42.4%	
FY2012	49.3%	
FY2011	48.4%	
FY2010	45.5%	
FY2009	55.6%^	
FY2008	45.2%	
FY2007	45.0%	
FY2006	28.0%	

^including a special 1 sen tax-exempt dividend



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#### Outlook

- Phase 5 expansion is now underway with an additional 1.4 billion pieces to ramp up total annual production capacity to 9.0 billion pieces by end FY2018
- Phase 6 expansion to add another 1.4 billion pieces by end FY2019 to 10.4 billion pieces in total annual production capacity
- Non-HDD markets for cleanroom gloves as well as US and Japan markets for both cleanroom and healthcare gloves continue to gain traction
- Continue to tap on fast-growing markets for healthcare gloves



# Key Challenges

Challenges	Actions
Competition	<ul> <li>Cleanroom: Continue to target new markets and customers</li> <li>Healthcare: Focus on customised and premium products</li> </ul>
Increase in costs such as raw material, labor, and fuel	<ul> <li>Automation</li> <li>Improve productivity using Lean Six Sigma</li> <li>Reduce changeover time by installing an additional line</li> </ul>



#### **Investment Merits**

Continues to be in expansion mode driven by growth in both cleanroom and healthcare gloves –

36.8% increase in production capacity by end 2019 to 10.4 billion pieces of gloves

Resilient balance sheet with net cash position with continued ability to generate positive operating cash flow

Consistent dividend payout since listing

Committed management team



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