

FY2015/2016 Results Announcement Financial Year ended 30 June 2016

Sime Darby

Developing Sustainable Futures

23 August 2016

Fourth Quarter ended 30 June 2016



In RM'mn	YoY %	4QFY2016	4QFY2015
REVENUE	9% YoY	11,728.0	12,864.5
PBIT	9% YoY	1,100.8	1,206.6
PBT	↓ 5% YoY	1,088.8	1,151.5
PATAMI	13% YoY	1,137.1	1,003.0
In sen BASIC EPS	↑ 11% YoY	17.97	16.14

Year ended 30 June 2016



In RM'mn	YoY %	FY2016	FY2015
REVENUE	1% YoY	43,962.8	43,728.7
PBIT	9% YoY	3,115.5	3,419.7
PBT	↓ 11% YoY	2,815.8	3,145.4
PATAMI	↓ 1% YoY	2,408.8	2,430.0
In sen	3% YoY	38.43	39.57

4QFY2016 and FY2016 Divisional PBIT



Group Segment Results* **RM1,167.0mn, -5% YoY** 4QFY2015: RM1,224.0mn

Plantation RM499.3mn,+2% YoY 4QFY2015: RM489.4mn

F Industrial RM129.0mn, +3% YoY 4QFY2015: RM125.8mn

Motors RM197.1mn, +38% YoY 4QFY2015: RM142.4mn

Property RM293.6mn, -29% YoY 4QFY2015: RM416.4mn

E&U RM37.4mn, +0.3% YoY 4QFY2015: RM37.3mn

Others RM10.6mn, -17% YoY 4QFY2015: RM12.7mn Group Segment Results* RM3,074.8mn, -6% YoY FY2015: RM3,265.0mn

Plantation RM1,052.4mn, -19% YoY FY2015: RM1,290.8mn

Y Industrial RM326.3mn, -37% YoY FY2015: RM521.2mn

2 Motors RM502.5mn, +6% YoY FY2015: RM473.6mn

F

1 Property RM1,064.7mn, +20% YoY FY2015: RM889.4mn

E&U RM105.7mn, -16% YoY FY2015: RM125.8mn

Others RM23.2mn, >+100% YoY FY2015: RM-35.8mn

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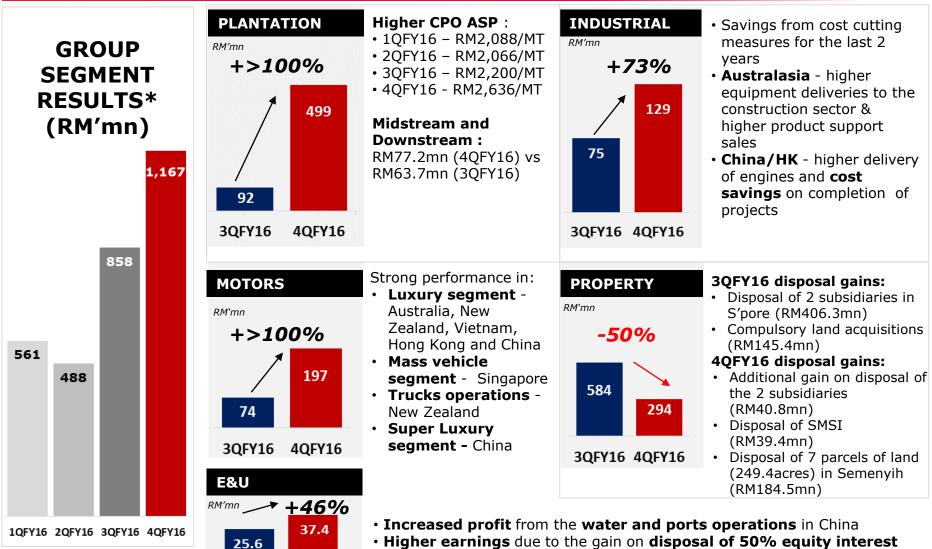
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4QFY2016 Divisional PBIT (versus 3QFY2016)





in Weifang Sime Darby Liquid Terminal of RM18.3mn

3QFY16 4QFY16

FY2016 Results vs FY2016 Headline KPI Targets



Net Profit RM2,408.8mn

vs KPI Target of RM2,000.0mn



Exceeded by 20%

Return on Avg. Shareholders' Equity 7.6% vs KPI Target of 6.3%

Higher by 1.3% points

The Group exceeded the KPI targets despite a challenging operating environment in all the businesses:

Average CPO price realised of RM2,242/MT was in line with the Group's forecast of RM2,250/MT (-0.4%)

FFB production of 9.62mn MT was flattish, -0.2% YoY

Strong operating profit of RM241.6mn from the Plantation **midstream and downstream units**

Higher contribution from the **Motors Division due to improved performance** from the Luxury and Super Luxury segments

Savings from cost cutting measures

Successful **asset monetisation strategy** which recorded a gain on disposal of 2 subsidiaries in Singapore amounting to RM447.1mn

One-off gains of RM145.4mn and RM184.5mn from compulsory land acquisitions and disposal of 7 parcels of land (249.4 acres) in Semenyih, respectively

Recognition of a **special tax incentive in Indonesia** of RM348.5mn

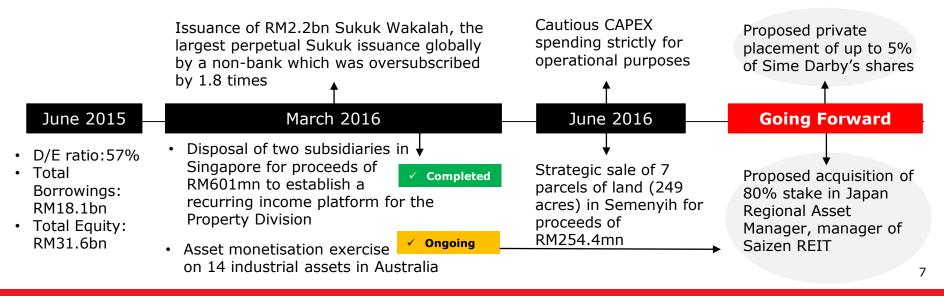
Financial Position as at 30 June 2016



Improved financial credit profile due to deleveraging measures

Strong Liquidity	Disciplined Spending	Total Borrowings (FY16)
Net cash from operations RM3,704.7mn +10% YoY	FY2016 CAPEX Spent RM2.61bn	Total Borrowings RM15,831.2mn -12% YoY
Bank balances & cash RM3,520.9mn -16% YoY	FY2017 Budgeted CAPEX RM3.55bn	Gross Debt/Equity Ratio 44%
-1070101		Gross Debt/EBITDA Ratio 3.3x

A Journey of Active Deleveraging Mode



Plantation Division



Higher average CPO price realised offset by lower FFB production

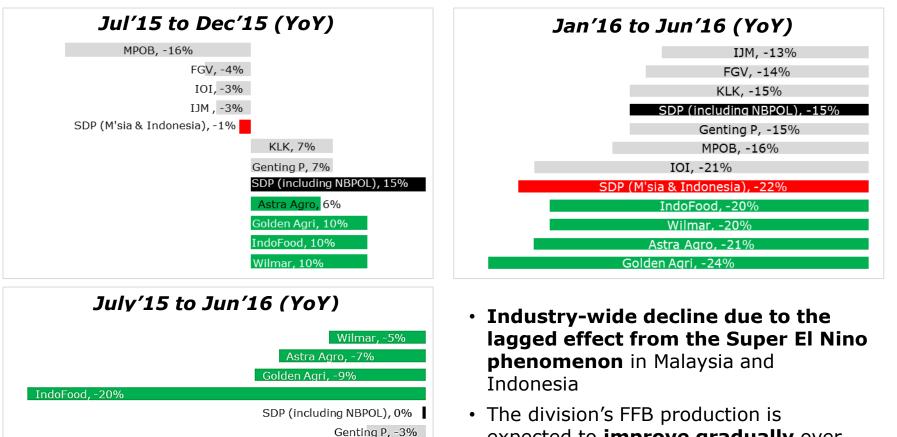
	4QFY2016	FY2016
External Revenue	RM3,097.5mn, -9% YoY	RM11,876.5mn, +16% YoY
PBIT	RM499.3mn, +2% YoY	RM1,052.4mn, -19% YoY
<i>Upstream</i> & Others	RM422.1mn, -4% YoY	RM810.8mn, -30% YoY
	 Total FFB production of 2.11mn MT, -27% YoY Total FFB yield of 4.12MT/ha, -32% YoY Total OER of 21.47%, -0.06% YoY Average CPO price realised of RM2,636/MT, +18% YoY Malaysia: RM2,672/MT, +18% YoY Indonesia: RM2,438/MT, +15% YoY NBPOL: RM2,767/MT, +16% YoY 	 Total FFB production of 9.62mn MT, -0.2% YoY Total FFB yield of 18.82MT/ha, -7% YoY Total OER of 21.89%, +0.18% YoY Average CPO price realised of RM2,242/MT, +2% YoY Malaysia: RM2,321/MT, +4% YoY Indonesia: RM2,019/MT, -4% YoY NBPOL: RM2,410/MT, +1% YoY
<i>Midstream & Downstream</i>	RM77.2mn, +55% YoY	RM241.6mn, >+100% YoY
 Commendable Downstream profits due to higher sales volume and margins for differentiated products and better Refinery utilisation PBIT included a share of the gain on disposal of the Dusseldorf oleo-chemical plat by Emery Group of RM21mn in 1QFY16 		ry utilisation oosal of the Dusseldorf oleo-chemical plant

• Increased RSPO premium from sale of stearin and CPO by 75%

Plantation Division



Industry-wide decline in FFB production



expected to improve gradually over
the next four months and is likely to
peak around Sep-Oct 2016

 Acquisition of NBPOL diversifies the Plantation Division's geographical footprint

KLK, -4%

MPOB, -6%

IJM, -7%

FGV, -9%

IOI, -11%

SDP (M'sia & Indonesia), -11%

Plantation Division: NBPOL Deep Dive



Potential improvements in oil yields due to young age profile and superior seeds

A quality brownfield asset

FY2016's operating profit of RM192.6mn*

Young average age profile of **11 years old**

High FFB production of **1.616 million MT**

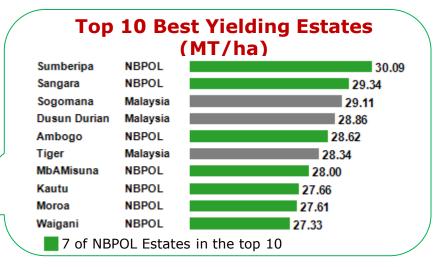
FFB yield of **21.85MT/ha** due to fertile land and efficient fertiliser application despite the El Nino phenomenon

High OER of **22.67%** and different FFB production peak period of **Apr-Jul each** year

Cost reduction in NBPOL via:

- Synergies in procurement i.e. fertiliser, tools, shipping & interest cost, amounted to RM24mn
- Mechanisation improve efficiency

Dami seeds are used as **planting materials** in the Indonesian estates



Target to reduce cost of production

1st shipment of **Dami Super Family** seeds sent to Indonesia for replanting in July 2016

- ~500,000 seeds
- Improve yields in Indonesia

Industrial Division

Signs of earnings recovery



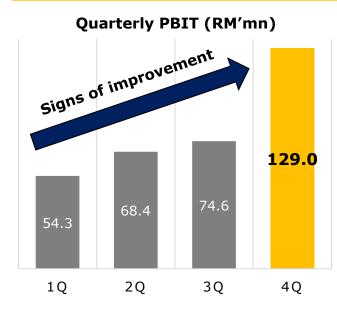
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	4QFY2016	FY2016
External Revenue	RM2,648.1mn, -13% YoY	RM9,617.5mn, -9% YoY
PBIT	RM129.0mn, +3% YoY	RM326.3mn, -37% YoY
Malaysia	RM24.7mn, +34% YoY	RM52.7mn, -40% YoY
	 Mitigated by a gain on disposal of a property of RM10mn 	 Lower equipment deliveries and product support sales together with reduction in margins
SE Asia ex M'sia	RM26.9mn, -38% YoY	RM98.8mn, -24% YoY
	 Higher deliveries to the construction sector on the back of Changi Terminal Expansion Plan while soft market conditions in the shipyard and marine sectors resulted in lower demand for heavy machineries 	
China/HK	RM35.0mn, +38% YoY	RM101.8mn, -9% YoY
	 Cost benefit realisation on completion of projects Higher delivery of engines 	 Weak demand for equipment & product support sales from the construction and mining sectors
Australasia	RM42.4mn, +9% YoY	RM73.0mn, -62% YoY
	 Higher equipment deliveries to the construction sector & higher product support sales Benefited from cost saving initiatives & PNG's Ok Tedi mine resumption of activities after temporary suspension 	 Weaker demand for new equipment, restructuring cost of RM42.0mn, and impairment for the investment in an associate of RM10.7mn but partly offset b cost reduction benefits RM45mn

Industrial Division



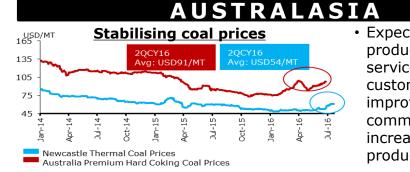
Sequential quarter PBIT improvement in all regions

Brighter outlook boosted by growth in Australasia & Malaysia



Division's Order Book as at 30 Jun'16 *RM1.19 billion*

4QFY16's PBIT +73% QoQ



 Expecting rising product support services from key customers due to improvement of commodity prices & increase in coal production volume

MALAYSIA

- Supported by mega infrastructure projects such as:
 - 276km West Coast Expressway from Taiping to Banting
 - 1,090km Pan-Borneo Highway
 - 47km Damansara-Shah Alam Elevated Expressway
 - Pengerang Integrated Petroleum Complex Project

CHINA

• To capitalise on higher opportunities for rental and used equipment in view of shift in customers' new strategy to purchase used machineries in recent months

SINGAPORE

 Slower demand and fewer contracts in the construction, offshore oil & gas and marine, resulting in delays of our key customers' projects

Motors Division



Higher FY2016 PBIT from China, Singapore, Thailand and Vietnam

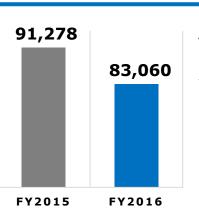
	4QFY2016	FY2016
External Revenue	RM4,841.4mn, 0% YoY	RM18,924.4mn, +1% YoY
PBIT	RM197.1mn, +38% YoY	RM502.5mn, +6% YoY
Malaysia	RM59.6mn, -17% YoY	RM87.4mn, -57% YoY
	 Poor sales performance from the mass the luxury segment Tightening of lending conditions Weaker Ringgit against major currenci margins 	s vehicle segment despite higher sales from es which affected competitiveness and
SE Asia ex Malaysia	RM52.7mn, >+100% YoY	RM191.4mn, >+100% YoY
	 Strong performance in Singapore, Tha Singapore due to higher numbers of C government 	iland and Vietnam; particularly in ertificate of Entitlements issued by the
China/HK/Macau	RM45.0mn, +9% YoY	RM133.6mn, +8% YoY
	 Higher after-sales contribution in Chin Kong 	a as well as commercial vehicles in Hong
Australia & NZ	RM39.8mn, +1% YoY	RM90.1mn, -24% YoY
	 Strong contribution from the luxury se Trucks operations 	gment despite lower profits from the 13

Motors Division

Total Units Sold



FY2016 highlights and key priorities in FY2017







Porsche Cayenne Platinum Edition Jul'16, Australia MINI One I

Upcoming Launches in FY2017

MINI One F55 Aug'16, Vietnam





BMW 330e (EEV) Aug'16, Malaysia BMW i3 Aug'16, Hong Kong



MOVING FORWARD

- 1. Turnaround of **Malaysian** businesses
- 2. Expand **Inokom's Assembly** capacity to cater for **domestic** market and **ASEAN** market
- 3. Engage key principals such as BMW and Hyundai **to increase focus on Energy Efficient Vehicles** in view on Malaysia's EEV tax incentives
- 4. New launches of BMW models and continued expansion of after-sales businesses in all regions

Property Division



Higher earnings due to gains from the asset monetisation exercise

	4QFY2016	FY2016
External Revenue	RM970.3mn, -29% YoY	RM2,864.9mn, -17% YoY
PBIT	RM293.6mn, -29% YoY	RM1,064.7mn, +20% YoY
Property Development	RM223.7mn, -46% YoY	RM597.9mn, -28% YoY
	 Reduced PBIT due to lower construction progress at Bandar Bukit Raja & deferred launches in other townships Offset by a gain on disposal of 7 parcels of land in Semenyih of RM184.5mn 	 Recorded lesser units sold and lower construction progress in several townships despite higher contribution from the Pagoh Education Hub and lower share of loss in the Battersea project Mitigated by a gain on compulsory land acquisitions of RM145.4mn & gain on disposal of 7 parcels of land in Semenyih or RM184.5mn
Property Investment	RM69.9mn, >+100% YoY	RM466.8mn, >+100% YoY

 Mitigated by a gain on disposal of investment in Equatorial Hotel in Melaka of RM39.4mn as well as the gain on disposal of 2 subsidiaries in Singapore of RM447.1mn in FY2016 which included an adjusted gain of RM40.8mn in 4QFY16

Property Division



FY2016 highlights and key priorities in FY2017

Key Highlights

1,895 units

Total Units Sold FY2016

RM1,763mn

Gross Sales Value

(as at 30th June'16)

RM1,301mn

Unbilled Sales

(as at 30th June'16)

57%

Take-up Rates

(for the launches in FY2016)

22

No. of Launched Projects

Key Execution Areas in FY2016 & FY2017

1. Emphasize on core products

- City of Elmina: Average take-up rate of above 90%
- Bandar Universiti Pagoh: Successful launches for residential and commercial projects with take-up of above 80%
- FY2017: Targeted an estimated GDV of RM4.9bn from residential unit launches

2. Leverage on Battersea Project

- Phase 1: 99% take-up rates & handover of keys commencing in Dec'16
- Phase 2: 90% take-up rates with estimated completion by 2020
- Phase 3: Ongoing marketing to boost sales, current take-up rate stood at 60%

3. Prepare growth areas in Negeri Sembilan & Johor

- Seremban & Nilai Impian: Focus on strategic development planning for Malaysia Vision Valley
- Labu and Pagoh: ~15k acres of land to benefit from the KL-S'pore High Speed Rail's proposed stations along Labu & Johor

4. Increase recurring income-streams

Establish a REIT platform and increase asset

Energy & Utilities Division

Services & Others



Affected by economic slowdown in the region

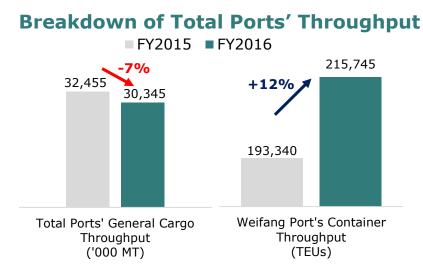
	4QFY2016	FY2016
External Revenue	RM159.3mn, -11% YoY	RM629.2mn, -14% YoY
PBIT	RM37.4mn, +0.3% YoY	RM105.7mn, -16% YoY
Utilities China	RM28.6mn, >+100% YoY	RM97.6mn, +27% YoY
	 Higher profit from the water and ports operations in China A gain on disposal of 50 percent equity interest in Weifang Sime Darby Liquid Terminal amounting to RM18.3 million 	 General cargo throughput in Weifang and Jining ports were lower than last year due to slowdown in economic activities and stiff competition from alternative modes of transportation The water operations performed well with higher profit by RM4.9mn due to higher throughput and average tariff
Engineering Services & Others	RM8.8mn, -78% YoY	RM8.1mn, -84% YoY

• Lower profit from the engineering services and unrealized foreign exchange losses of RM12.7mn from a legacy oil & gas project

Energy & Utilities Division (China)



A year of expansion and capacity building



• Lower general cargo throughput at Weifang Port, Longgong Port and Taiping Port by -2% YoY, -28% YoY and -29% YoY due to:

- Economic downturn and competition from other modes of transportation driven by lower coal and bauxite volume
- Average tariff achieved at Weifang Port which was slightly lower by -2% YoY
- Improvement in Weifang Port's container throughput in FY2016 mainly attributable to higher demand for newly opened shipping routes

Recap of FY2016

1. Disposal of 50% stake in Weifang Liquid Terminal to Hong Kong's Dragon Crown Group Holdings

To accelerate the growth of the liquid terminal by leveraging on the strength of Dragon Crown Group

2. Looking for strategic partners to develop a logistic park

To provide comprehensive storage facilities for cargoes and enhance logistic services to customers

3. Actively seeking for strategic partnership to jointly develop the container terminals

To create value and scale up total capacity

4. Establish Weifang's first halal park to create value in the China's halal market

BY 2018

Target to increase total capacity of Weifang Port from 26mn MT to 82mn MT and develop a full range of facilities to be a leader in the ports business in the region

Other Businesses



Weaker earnings from Insurance Broking

	4QFY2016	FY2016
External Revenue	RM18.6mn, -9% YoY	RM50.3mn, +1% YoY
PBIT	RM10.6mn, -17% YoY	RM23.2mn, >+100% YoY
Tesco M'sia Sdn Bhd	Lower share of losses of RM-1 share of losses of RM-73.7mn	in FY2015
Insurance Broking	 Lower contribution by 40% dt Malaysia and Singapore 	ie to cautious consumer sentiment in
Ramsay Sime Darby Health Care	 4QFY16 PBIT of RM6.4mn, +36% YoY and FY2016 PBIT of RM27.3mn, +80% YoY mainly attributable to higher revenue recorded as a result of higher patient days at all hospitals Contributions by region for FY2016: Malaysia: RM15.4mn Indonesia: RM11.9mn 	



Proposed Private Placement of 5% of Sime Darby Berhad's Shares

Overview of the Proposed Placement



Offer Type	 Placement of primary shares in Sime Darby Berhad
Distribution Restriction	 CMSA Schedule 6 & 7 (Malaysia) Regulation S (Outside Malaysia)
Placement Size	 Up to 316,353,626 shares to be issued pursuant to the Proposed Placement ("Placement Share(s)") (5% of the existing share capital of Sime Darby)
Illustrative Pricing	 The Placement Shares will be issued at a discount which shall be determined later.
Illustrative Gross Proceeds	 Assuming a discount of 5.0% to the 5-day VWAP of Sime Darby shares up to and including 15 August 2016: Illustrative placement price: RM7.51 per share Gross Proceeds: Up to RM2,375.8 million
Timing	Estimated completion by 4Q2016
Shareholders' Approval Required	 Shareholders' approval required for: (i) Proposed Placement; (ii) Proposed Placement to ASB; and (iii) Proposed Placement to EPF ⁽¹⁾
Principal Adviser, Sole Bookrunner & Sole Placement Agent	 Maybank IB

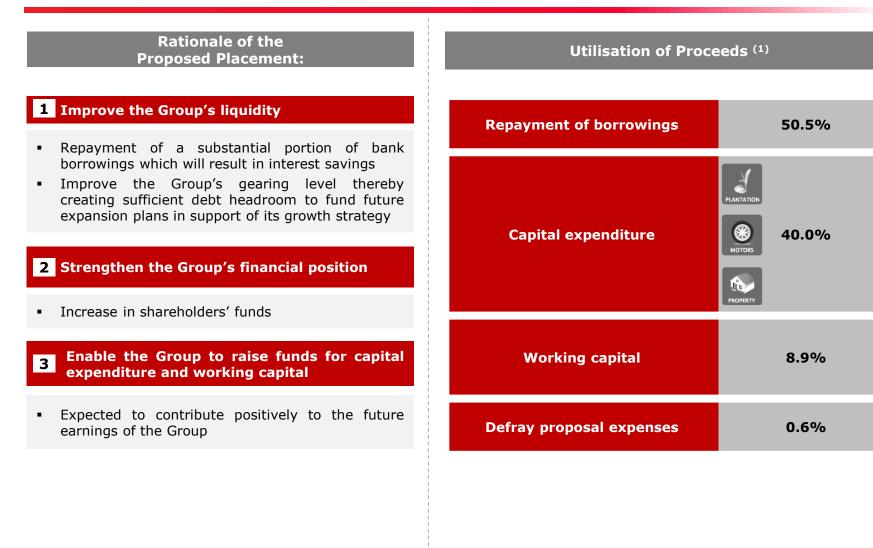
Abbreviation:

VWAP – volume weighted average price; ASB - AmanahRaya Trustees Berhad – Amanah Saham Bumiputera; EPF - Employees Provident Fund Board

Note: (1) ASB, EPF and/or persons connected with them are required to abstain on resolutions (ii) and (iii) respectively. Assuming ASB and EPF do not participate in the Proposed Placement, changes of their shareholdings are: ASB: $42.5\% \rightarrow 40.5\%$ and EPF: $11.1\% \rightarrow 10.6\%$

Details of the Proposed Placement





Pro Forma Effects of the Proposed Placement



1 Effects on Share Capital		
As at 15 August 2016 (1)	To be issued under the Proposed Placement	Enlarged share capital
6,327,072,538 shares	316,353,626 shares	6,643,426,164 shares
2 Effects on Net assets ("NA	") per Share and Gearing	
Share Capital	NA	NA per share
RM mil 3,321.7 3,163.5	RM mil 34,840.6	RM 5.24
Total Borrowings	Gearing Ratio ⁽²⁾	Net Gearing Ratio ⁽³⁾
RM mil 15,831.2 14,631.2	times 0.44 0.38	times 0.35 0.29

Notes: (1) The latest practicable date of the initial announcement

(2) Calculated as total borrowings divided by total equity

(3) Calculated as total borrowings less total bank balances, deposits and cash divided by total equity

As at 30 June 2016 (unaudited)After the Proposed Placement

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Thank You

SIME DARBY INVESTOR RELATIONS

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http://www.simedarby.com/Overview.aspx



Developing Sustainable Futures

Appendix: Breakdown of External Revenue



In RM'mn	4QFY2016	4QFY2015	%	FY2016	FY2015	%
Plantation						
Upstream & others	1,354.6	1,578.7	-14%	5,147.1	4,613.1	12%
Midstream & downstream	1,742.9	1,840.4	-5%	6,729.4	5,655.5	19%
	3,097.5	3,419.1	-9%	11,876.5	10,268.6	16%
Industrial						
Malaysia	232.9	209.8	11%	824.0	1,025.7	-20%
SE Asia ex Malaysia	183.0	270.2	-32%	860.6	1,011.8	-15%
China/HK	740.7	716.9	3%	2,604.5	2,394.2	9%
Australasia	1,491.5	1,845.0	-19%	5,328.4	6,126.5	-13%
	2,648.1	3,041.9	-13%	9,617.5	10,558.2	-9%
Motors						
Malaysia	965.9	1,139.6	-15%	3,375.6	4,323.0	-22%
SE Asia ex Malaysia	1,168.1	861.0	36%	4,460.5	3,352.8	33%
China/HK	1,850.8	2,049.3	-10%	7,845.9	7,758.2	1%
Australasia / NZ	856.6	796.2	8%	3,242.4	3,212.3	1%
	4,841.4	4,846.0	0%	18,924.4	18,646.3	1%
Property						
Property development	915.3	1,302.4	-30%	2,631.1	3,219.2	-18%
Asset Mgmt & hospitality	55.0	60.2	-9%	233.8	235.8	-1%
	970.3	1,362.6	-29%	2,864.9	3,455.0	-17%
Logistics						
Utilities China	76.7	77.9	-2%	293.5	293.6	0%
Engineering services	82.6	101.2	-18%	335.7	436.1	-23%
	159.3	179.1	-11%	629.2	729.7	-14%
Others	18.6	15.7	18%	50.3	70.9	-29%
Total	11,735.2	12,864.4	-9%	43,962.8	43,728.7	1%

Appendix: Plantation Operational Statistics



	MALAYSIA		INDONESIA		PNG	PNG TOTAL	
	FY16	FY15	FY16	FY15	FY16	FY16	FY15
FFB Production (mn MT)	5.26	5.94	2.75	3.05	1.62	9.62	9.64
FFB yield per mature ha (MT/ha)	20.26	22.28	15.50	16.82	21.85	18.82	20.39
CPO Production (mn MT)	1.18	1.32	0.77	0.85	0.49	2.44	2.36
PK Production (mn MT)	0.28	0.32	0.16	0.18	0.13	0.57	0.55
CPO Extraction Rate	21.25	21.23	22.46	22.47	22.67	21.89	21.71
PK Extraction Rate	5.02	5.12	4.72	4.74	5.90	5.09	5.04
Average CPO selling price (RM)	2,321	2,222	2,019	2,113	2,410	2,242	2,193
Average PK selling price (RM)	1,703	1,474	1,248	1,182	-	1,581	1,382

Plantation Landbank as at 30 June 2016

As at 30/06/16	Malaysia	Indonesia	Liberia	PNG	Solomon Islands	Group
Total Land bank (ha)	348,364	283,604	220,000	128,327	8,304	988,599
Total Oil Palm Planted Area (ha)	305,386	203,474	10,411	77,254	6,727	603,252
Total Rubber Planted Area (ha)	10,462	605	107	-	-	11,174