



# Corporate Presentation

## 1st Quarter 2020

(period ended 30 Sept 2019)

Updated Nov 2019

# Agenda



- ***Company Overview***
- *Financial Performance*
- *Operations Review*
- *Summary*

# Company Overview

- Principal activities
  - extraction and trading of logs
  - manufacturing and export of plywood and veneer
  - development of oil palm estate (since 2002)
  - management & operation of CPO mill; and
  - reforestation
- Products



Round logs



Plywood



Veneer



Fresh Fruit  
Bunch



Crude Palm Oil

- Quality assurance
  - JAS Certification: allows Jaya Tiasa to sell plywood to Japan at premium price
  - CE Certification: allows Jaya Tiasa to sell plywood to European Economic Area
  - CARB Certification: allows Jaya Tiasa to sell plywood to the US market



# Timber Concession Area

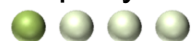
Licence No	Licence Name	Area (Ha)
T/3370	Penuan-Lenuwai FMU	123,475
T/3371	Baleh-Balui FMU	215,088
T/3372	Mengiong-Entulu FMU	82,223
LPF/0023	Merirai Balui Plantation	42,573
LPF/0024	Bahau Linau Plantation	58,897
LPF/0028	Guanaco-Maujaya Plantation	18,925
	<b>Total</b>	<b>541,181</b>

## Log Extraction Quota

(Jul 2019 – June 2020)

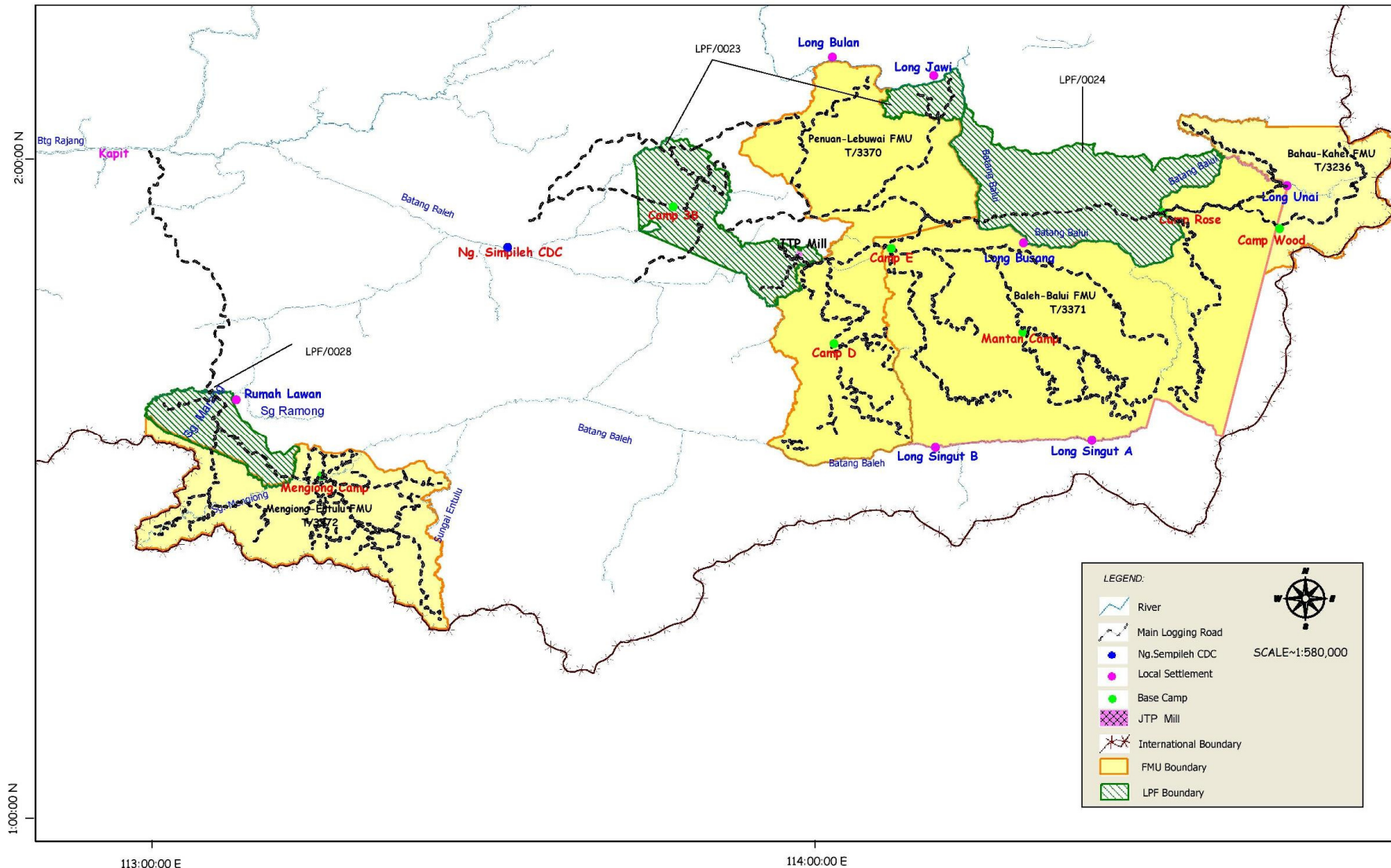
	Per Month	Total Per Annum
Volume (m <sup>3</sup> )	16,112	193,344

The monthly export quota is 12,100m<sup>3</sup> for T/3113, and 26,500m<sup>3</sup> for T/3372. No reservation quota (salvage logging in Baleh HEP flood zone only)

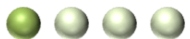




# Timber Concession - location



Company Overview



# Timber Production Capacity

The Group downstream processing activities are carried out by its wholly owned subsidiary companies:-

Products		Total Installed Production Capacity
Plywood Production (m <sup>3</sup> )	Per Month	15,000
	Per Year	180,000
Veneer Production (m <sup>3</sup> )	Per Month	13,500
	Per Year	162,000



JTP1 & N,  
Putai



JTP2, Tg  
Ensurai



RHP, Tg  
Ensurai



JTTP, Tg Manis

# Oil Palm Operations

- Sizeable oil palm estate with an estimated plantable area of 69,589 ha currently fully planted.
- Significant contribution from oil palm sector for the next few years

PLANTED TO-DATE		
Oil Palm Plantations Total Land Area	Planted Area	Matured Area
83,483 hectares (Estimated Plantable Area: 69,589 ha)	69,589 hectares	69,589 hectares

# Crude Palm Oil

## **P**roduction Capacity

CPO Mill	MT per hour	MT Per Month	Total MT Per Annum
Wealth Houses CPO Mill	90	40,500	486,000
Daro Jaya CPO Mill	60	27,000	324,000
Lassa CPO Mill	120	54,000	648,000
Hariyama CPO Mill	60	27,000	324,000





# Reforestation (Planted Forest Operation)

Sustainable forest management, reforestation and renewable resources to ensures long-term growth

PLANTED TO-DATE					
LPF	Project	Gross Area (Ha)	Plantable Area (Ha)	Planted to-date (Ha)	% Planted
LPF 0023	Merirai Balui	42,573	24,114	11,815*	49.0%
LPF 0024	Bahau Linau	58,897	32,419	15,917*	49.1%
LPF 0028	Guanaco Maujaya	18,925	8,473	8,473*	100.0%
	Total	120,395	65,006	36,205*	55.7%

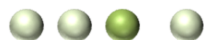
•Area established by both Enrichment Tree Planting and Industrial Tree Planting Methods

The average survival rate of the planted seedlings is above 95%.



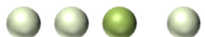
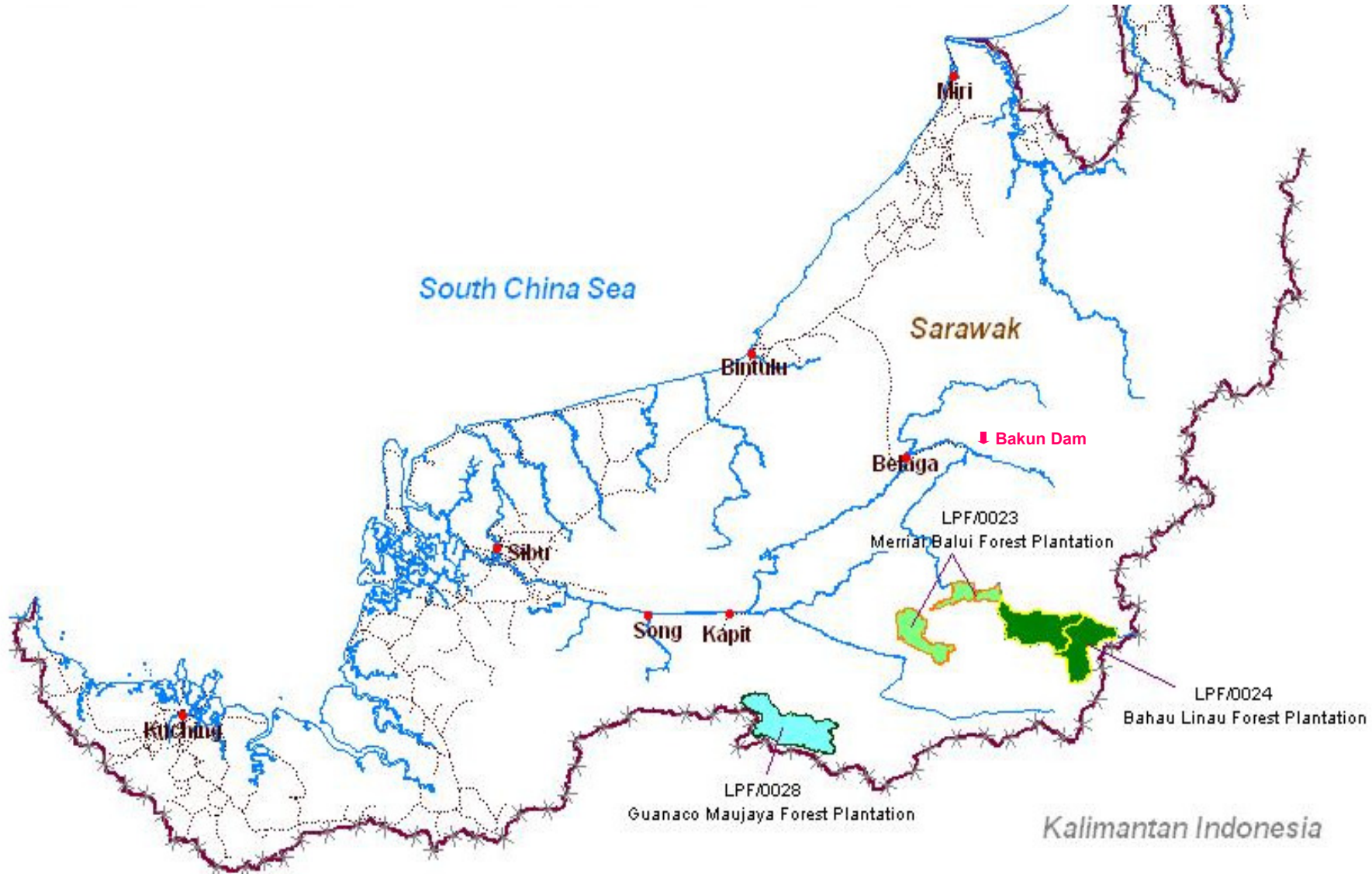
Species planted	End uses
Kelampayan	Face veneer, blockboard
P.falcataria	Blockboard, veneer
A.mangium	Outdoor furniture, truck flooring, veneer
Eucalyptus	Sawn timber, veneer
G.arborea	Face veneer, sawn timber

Company Overview



# Planted Forest Operations

## - Location



# Agenda



- *Company Overview*

- ***Financial Performance***

- *Operations Review*

- *Summary*

# 5-Year Financial Highlights

RM'000	FY 2019	FY 2018	FY 2017	FY 2016	FY 2015
<b>Revenue</b>	637,744	841,689	980,829	1,023,367	1,032,209
<b>EBITDA</b>	42,872	145,486	212,343	229,647	186,541
<b>Gross Profit</b>	(74,140)	74,348	264,791	249,575	222,012
<b>Profit Before Tax</b>	(191,012)	(79,686)	50,039	82,232	52,567
<b>Profit After Tax</b>	(265,264)	(69,834)	14,559	56,995	34,445
<b>Earnings per Share (sen)</b>	(27.48)	(7.34)	1.25	5.60	3.27



# 1QFY2020 Financial Highlights

(Jul 2019 – Sep 2019)

RM'000	1Q FY20	1Q FY19	QoQ ▲ %	3M FY20	3M FY19	YoY ▲ %
Revenue	232,526	211,022	10%	232,526	211,022	10%
Gross Profit	52,981	27,502	93%	52,981	27,502	93%
Profit before Tax	31,026	1,476	2002%	31,026	1,476	2002%
Profit net of Tax	16,165	848	1806%	16,165	848	1806%
Earnings per Share (sen)	1.63	0.09	1711%	1.63	0.09	1711%

# Profit Performance by segment

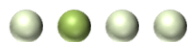
3MFY20	Revenue RM'000	Revenue %	PBT RM'000	PBT %	Profit Margin
Oil Palm Operations	173,345	75%	52,806	149%	30%
Timber Products	59,041	25%	(17,447)	-49%	-30%
<b>Operating results</b>	<b>232,386</b>	<b>100%</b>	<b>35,360</b>	<b>100%</b>	<b>15%</b>

FY 2019	Revenue RM'000	Revenue %	PBT RM'000	PBT %	Profit Margin
Timber products	180,156	34%	(58,901)	32%	-33%
Oil palm operations	457,299	66%	(126,835)	68%	-28%
<b>Operating results</b>	<b>637,455</b>	<b>100%</b>	<b>(185,736)</b>	<b>100%</b>	<b>-30%</b>

# Cash Flow

RM '000	Current year-to-date 30 Sep 2019	Corresponding year-to-date 30 Sep 2018	FY 2019
Net cash generated from operating activities	69,584	(4,616)	67,239
Net cash used in investing activities	(5,422)	(15,529)	(46,025)
Net cash generated from/(used in) financing activities	(38,105)	45,153	(71,090)
Effect of exchange rate changes	15	(44)	68
Cash & cash equivalents at beginning of financial period	(131,501)	(81,694)	(81,694)
<b>Cash &amp; cash equivalents at end of financial period</b>	<b>(105,429)</b>	<b>(56,730)</b>	<b>(131,502)</b>

Financial Performance



# Balance Sheet

RM '000	As at 30/09/19	As at preceding FY end 30/06/19
Non-Current Assets	2,181,158	2,229,535
Current Assets	197,016	176,012
<b>Total Assets</b>	<b>2,378,174</b>	<b>2,405,547</b>
Total Equity	1,175,939	1,168,874
Non-Current Liabilities	526,263	362,619
Current Liabilities	675,972	874,054
<b>Total Equity &amp; Liabilities</b>	<b>2,378,174</b>	<b>2,405,547</b>
<b>Net Asset per share (RM)</b>	<b>1.22</b>	1.21



# Agenda



- *Company Overview*



- *Financial Performance*

- ***Operations Review***

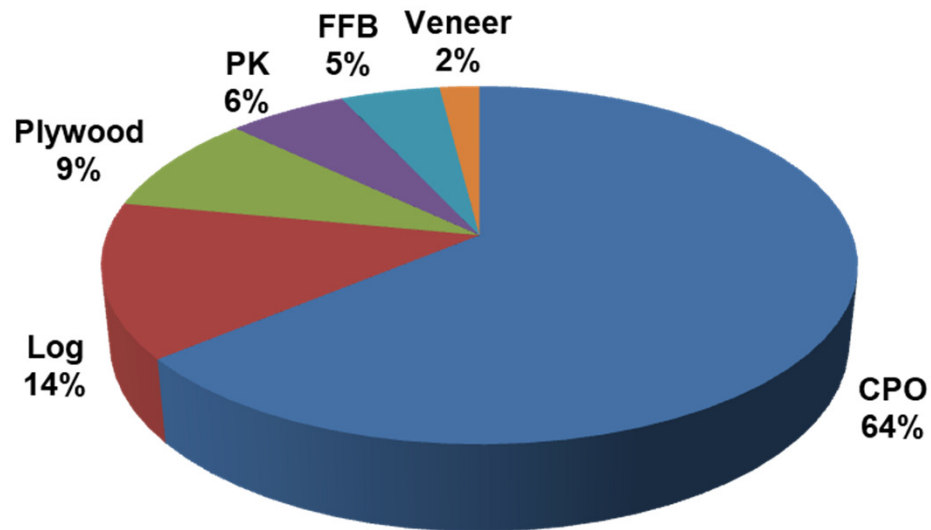


- *Summary*



# Revenue Breakdown by Products

1QFY20 (Jul 19 – Sep 19)



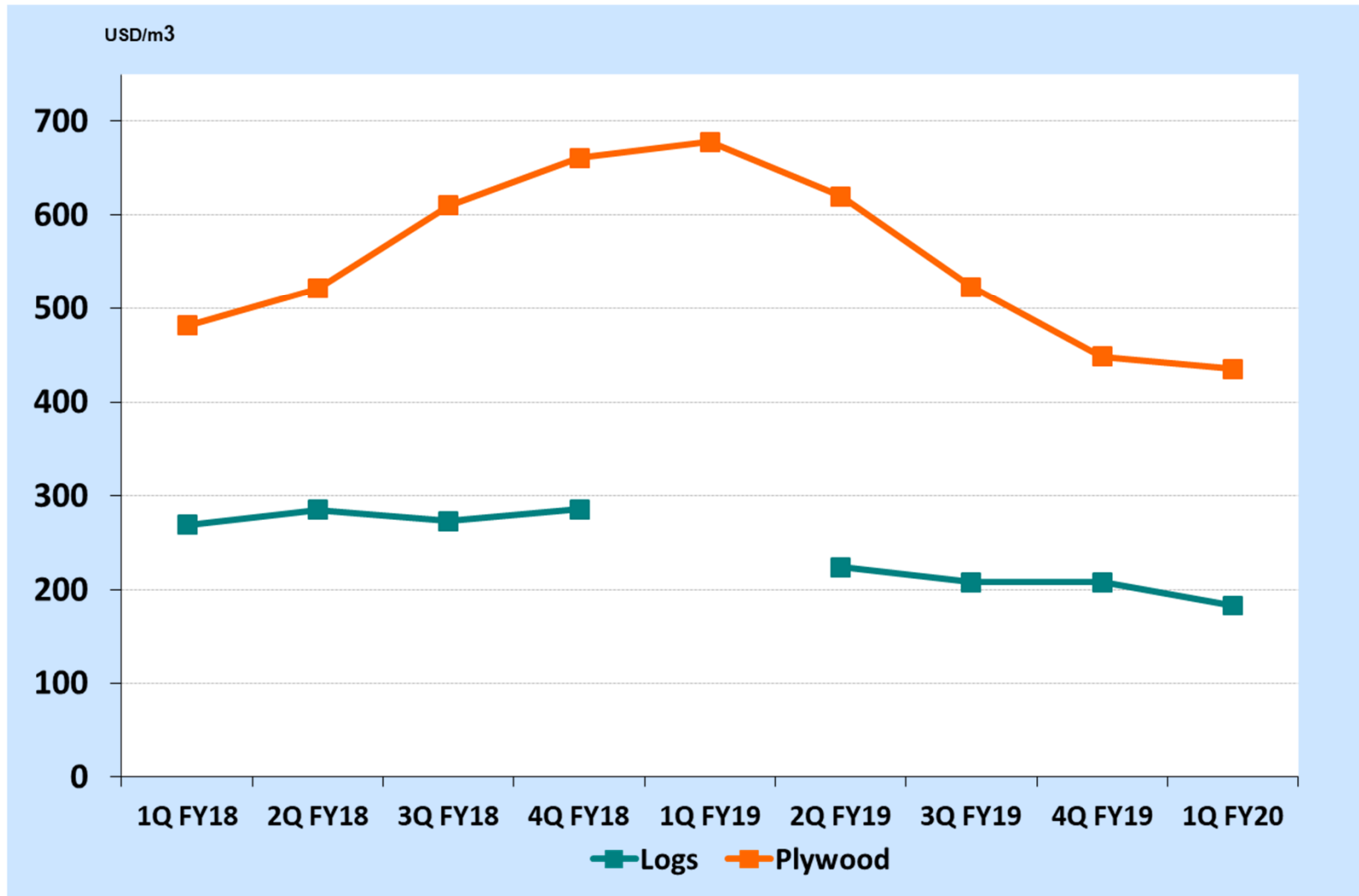
1QFY19	Jul 18 - Sep 18 (%)
CPO	61
Plywood	17
PK	9
FFB	5
Log	5
Veneer	3

## Average Selling Price

RM/m <sup>3</sup>	1QFY20	1QFY19	FY2019	RM/MT	1QFY20	1QFY19	FY2019
Plywood	1,812	2,749	2,332	FFB	356	419	379
Logs	600	604	717	CPO	1,932	2,110	1,935
Veneer	1,022	1,878	1,766	PK	1,067	1,661	1,342

Source: Jaya Tiasa Holdings Berhad

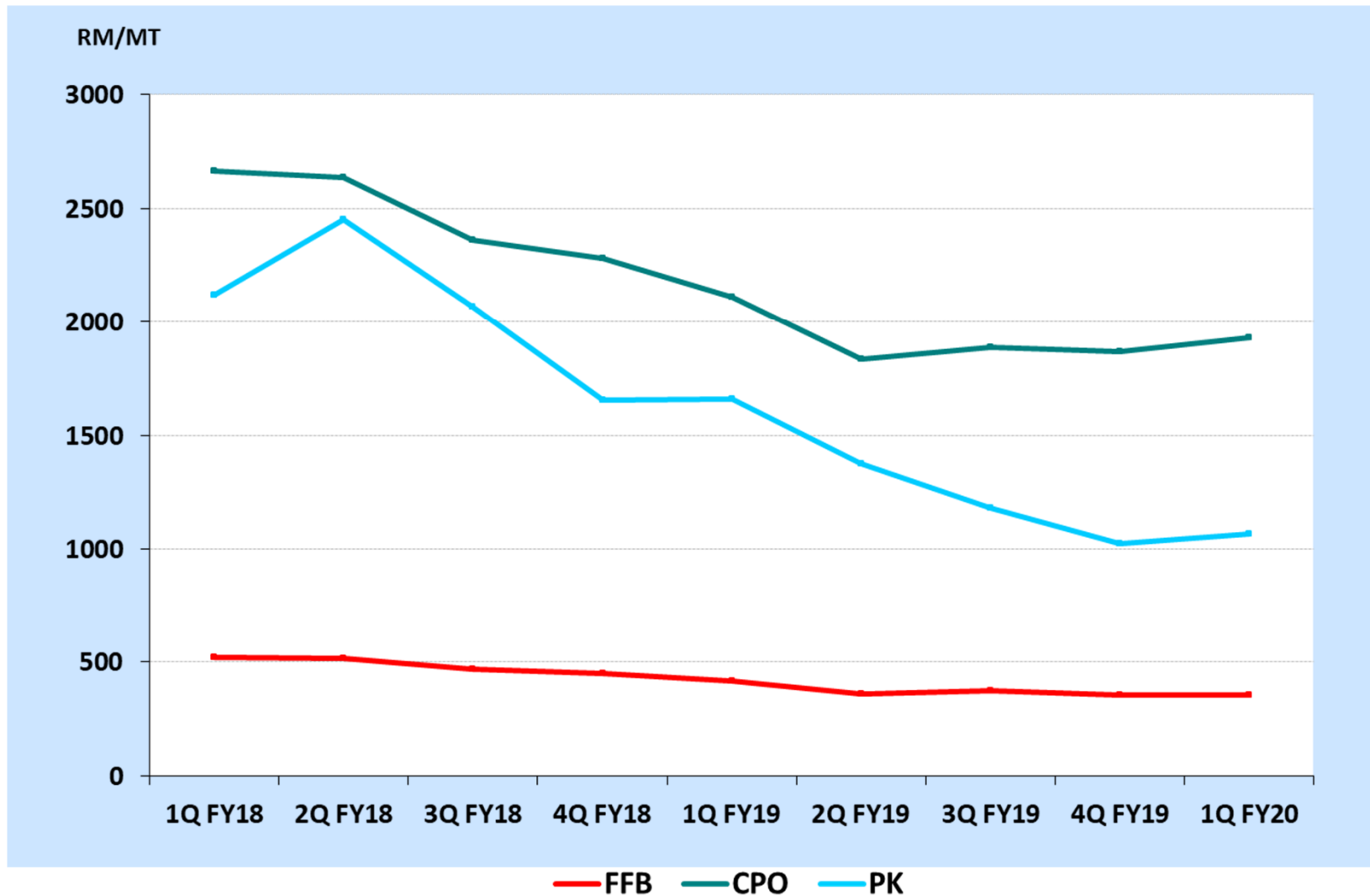
# Average Export Timber Price Trend



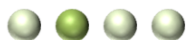
Financial Performance



# Average Palm Oil Price Trend



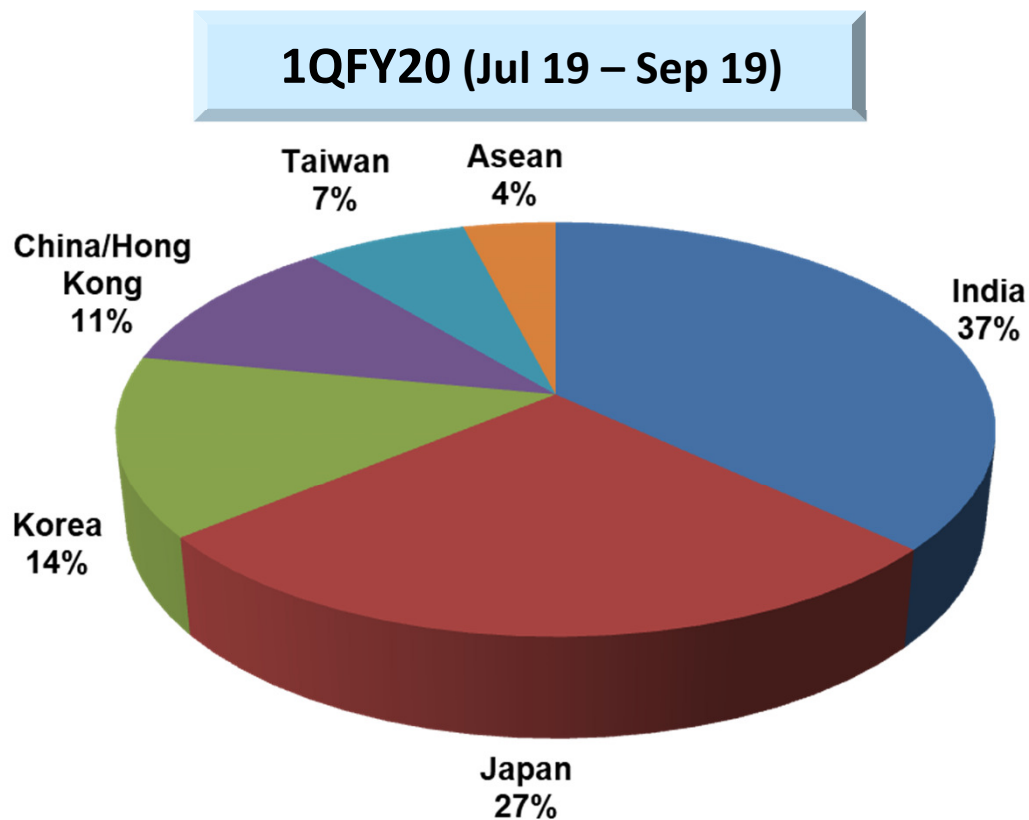
Financial Performance



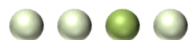


# Timber Operation

## Revenue Breakdown by Countries



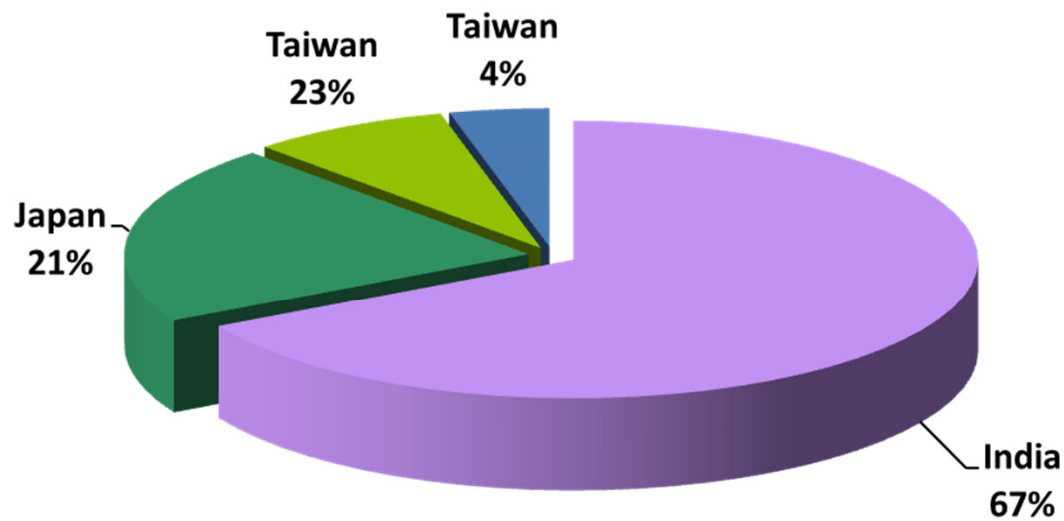
1QFY19 (Jul 18 – Sep 18)	%
Japan	33%
Korea	26%
China/Hong Kong	23%
Taiwan	15%
Australia	3%



# Timber Operation

## Logs Sales Performance

1QFY20 (Jul 19 – Sep 19)



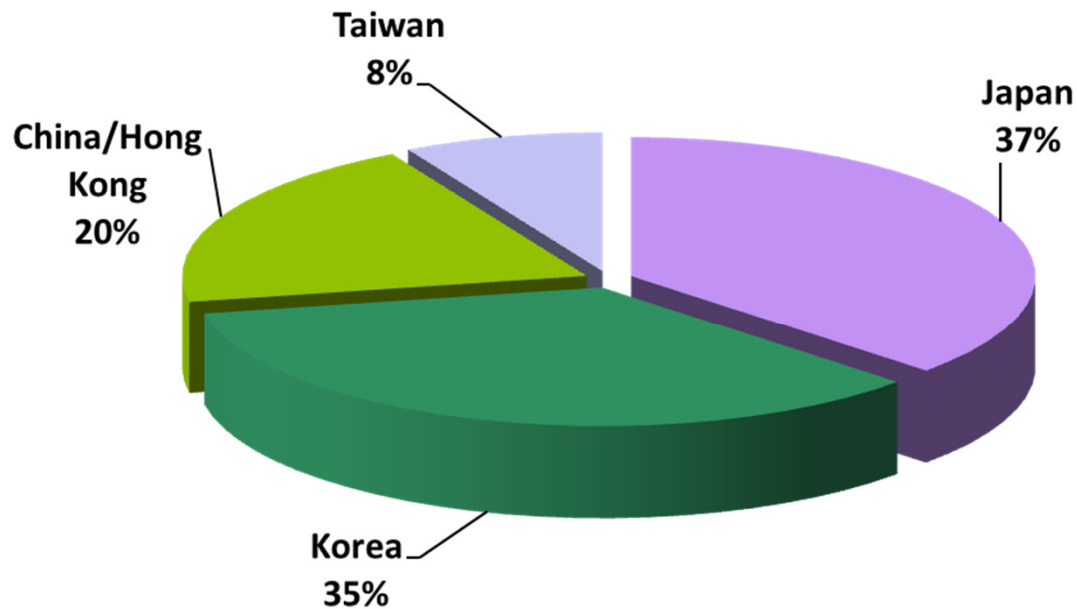
1QFY19 (Jul 18 – Sep 18)	%
India	0
Taiwan	0
Korea	0



# Timber Operation

## Plywood Sales Performance

1QFY20 (Jul 19 – Sep 19)



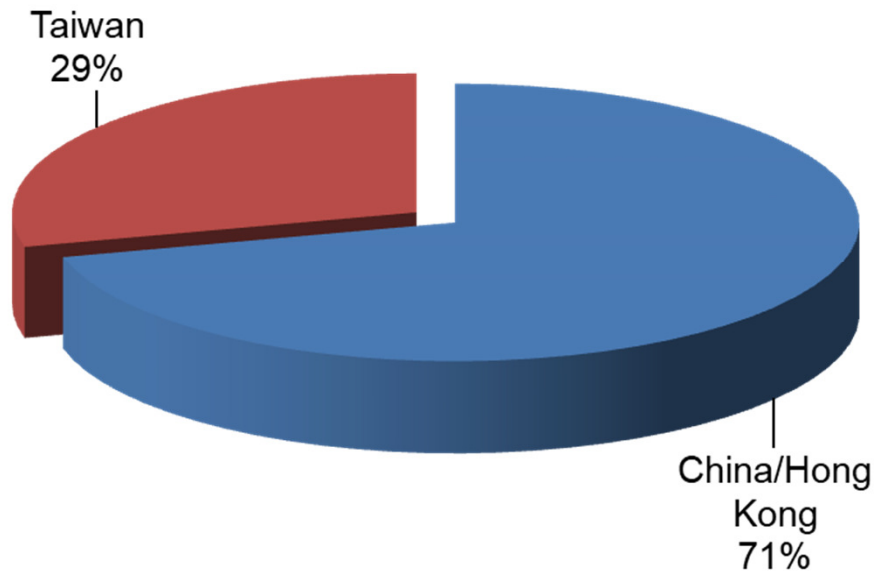
1QFY19 (Jul 18 – Sep 18)	%
Japan	40
Korea	27
China/Hong Kong	17
Taiwan	13
Australia	3



# Timber Operation

## Veneer Sales Performance

1QFY20 (Jul 19 – Sep 19)



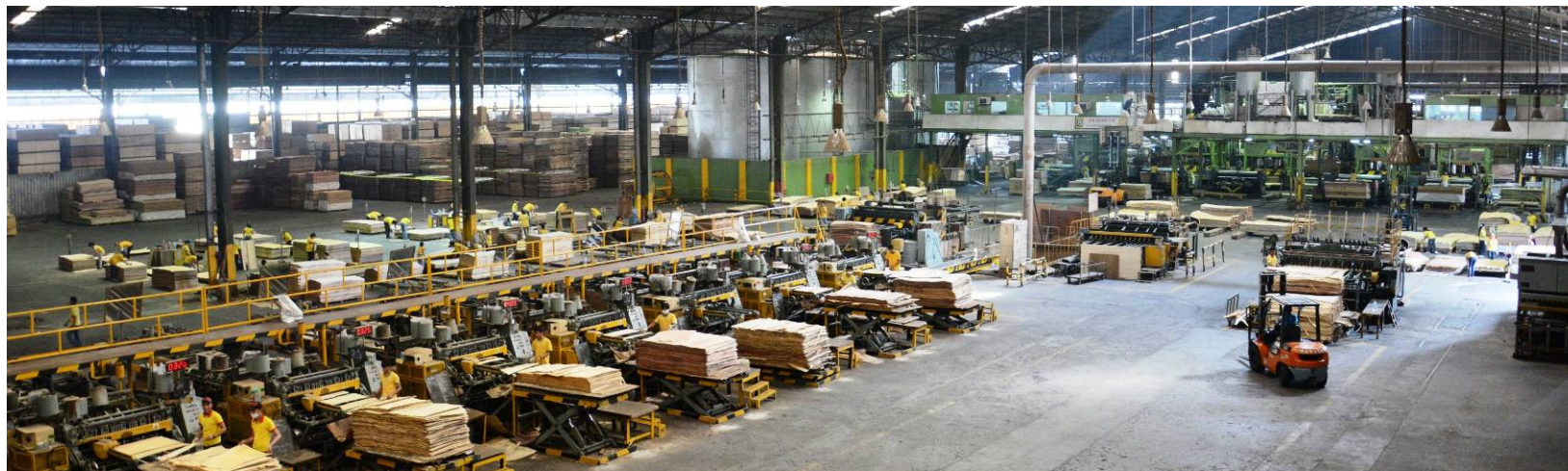
1QFY19 (Jul 18 - Sep 18)	%
China/Hong Kong	53
Taiwan	27
Korea	20



# Timber Operation

## Timber Production Utilisation

Jaya Tiasa Plywood S/B		3MFY20			FY2019	
		Installed Capacity	Total Actual Production	Production Utilisation	Total Actual Production	Production Utilisation
Plywood Production (m <sup>3</sup> )	Per Month	15,000	2,868	19%	4,560	30%
Veneer Production (m <sup>3</sup> )	Per Month	13,500	5,016	37%	5,399	40%





# Oil Palm Operations

## Planting Schedule as at Sep 2019

Plantation	Land Area (ha)	Estimated Plantable area (ha)	Project Commence	Project Complete	Development work achieved in percentage	Planted to-date (ha)	Immature (ha)	Matured (ha)
Simalau Plantation	5,003	4,866	2002	2005	100%	4,866	0	4,866
Hariyama Plantation	10,600	9,645	2003	2007	100%	9,645	0	9,645
Wealth Houses Plantation	6,000	5,757	2004	2007	100%	5,757	0	5,757
Lepah Plantation	5,149	4,099	2005	2009	100%	4,099	0	4,099
Daro Plantation	11,681	9,841	2005	2011	100%	9,841	0	9,841
Eastern Eden Plantation	10,000	8,580	2006	2015	100%	8,580	0	8,580
Poh Zhen Plantation	5,000	2,933	2009	2015	100%	2,933	0	2,933
Sawai Plantation	6,050	5,448	2006	2012	100%	5,448	0	5,448
Lassa Plantation	21,300	16,287	2005	2015	100%	16,287	0	16,287
Kabang Plantation	2,700	2,133	2008	2010	100%	2,133	0	2,133
<b>Total</b>	<b>83,483</b>	<b>69,589</b>				<b>69,589</b>	<b>0</b>	<b>69,589</b>

# Oil Palm Projections

	30-Jun-2017 (Actual)	30-Jun-2018 (Actual)	30-Jun-2019 (Actual)	30-Jun-2020 (Budget)
Planted area (ha)	69,589	69,589	69,589	69,589
Immature (%) (<4 years)	7.4%	5.7%	0.0%	0.0%
Young mature (%) (4-7 years)	28.1%	19.1%	19.6%	12.6%
Prime mature (%) (>7 years)	64.5%	75.2%	80.4%	87.4%
FFB production (MT)	1,009,444	1,069,340	1,095,575	1,261,390
FFB yield	15.81	15.85	15.74	18.13



Significant contribution from oil palm sector in the next few years

# Oil Palm Yield

## Monthly Fresh Fruit Bunch Production Volume (metric tonnes)

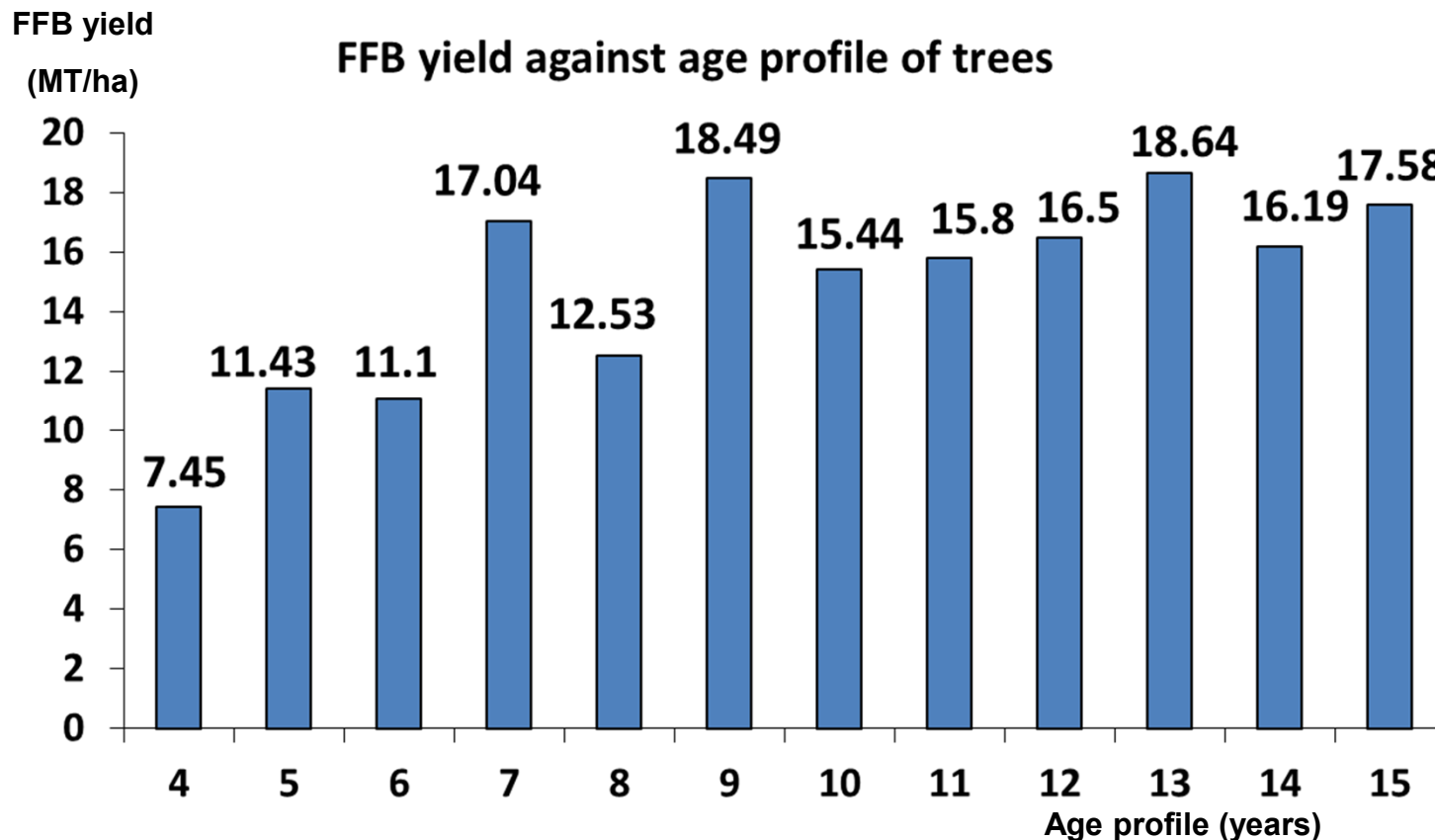


	FY2020	FY2019	FY 2018	FY 2017
Jul	140,309	110,049	101,824	106,492
Aug	149,338	126,511	110,419	104,160
Sep	136,154	134,106	106,793	97,858
<b>1Q</b>	<b>425,800</b>	<b>370,666</b>	<b>319,036</b>	<b>308,510</b>
Oct		113,912	110,340	84,478
Nov		80,802	92,559	70,149
Dec		75,072	84,062	70,167
<b>2Q</b>		<b>269,786</b>	<b>286,961</b>	<b>224,794</b>
Jan		67,549	70,900	72,990
Feb		57,140	57,737	65,067
Mar		59,364	73,020	74,432
<b>3Q</b>		<b>184,052</b>	<b>201,657</b>	<b>212,489</b>
Apr		74,683	82,038	78,974
May		91,095	92,886	91,529
Jun		105,293	86,762	93,148
<b>4Q</b>		<b>271,071</b>	<b>261,686</b>	<b>263,651</b>
<b>YTD TOTAL (MT)</b>	<b>425,800</b>	<b>1,095,575</b>	<b>1,069,340</b>	<b>1,009,444</b>
<b>Average selling price (RM/MT)</b>	<b>356</b>	<b>379</b>	<b>495</b>	<b>543</b>

\* Financial Year has been restated accordingly

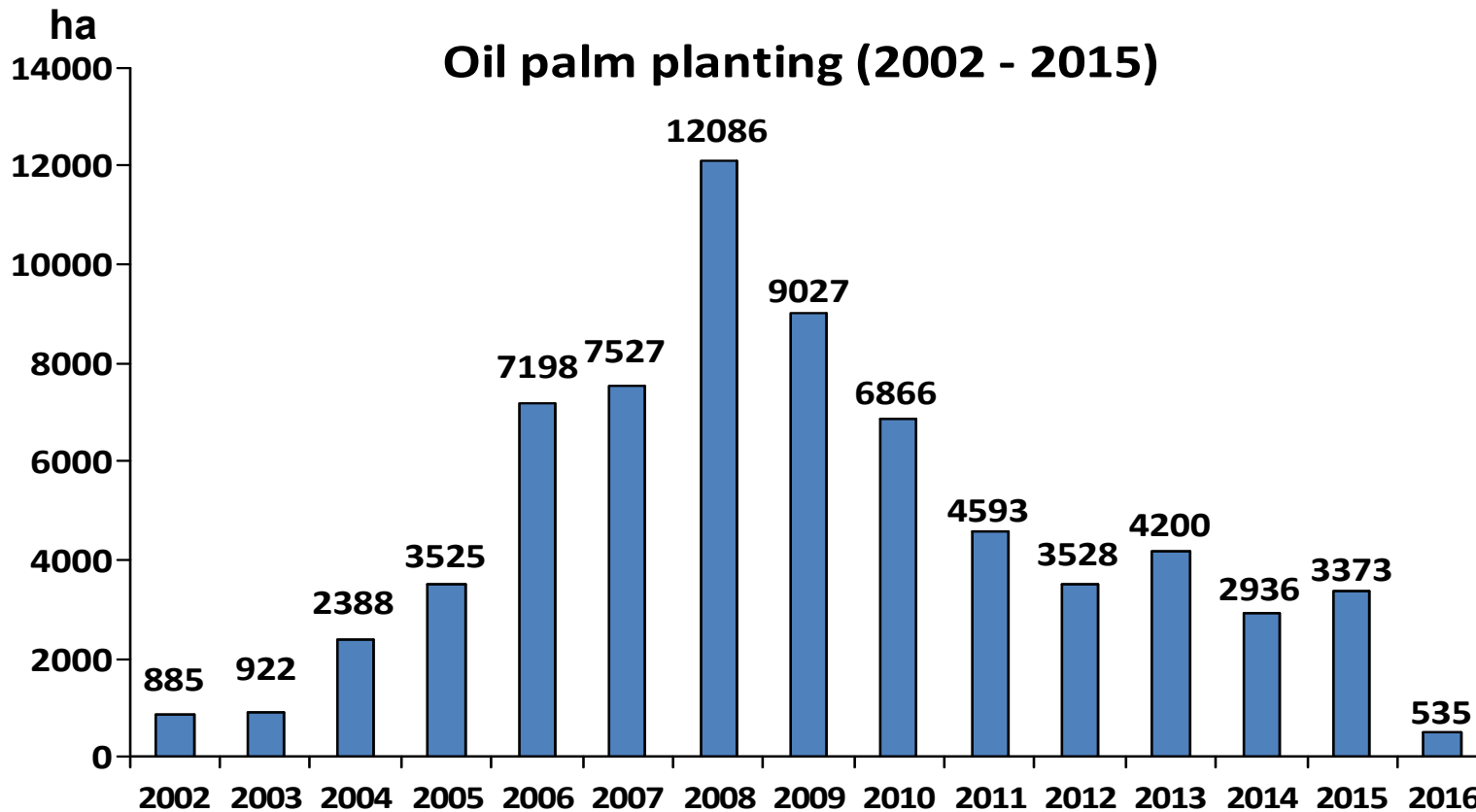
# Potential for higher FFB yields

- Our prime mature palm trees has been able to achieve a high FFB yield of 18.64 MT/ha
- With a weighted average age profile of slightly above 11 years old, Jaya Tiasa will continue to enjoy sustained growth



# A leading earnings growth

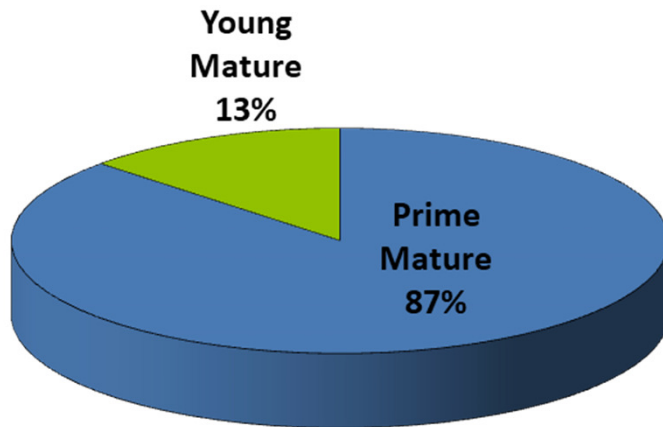
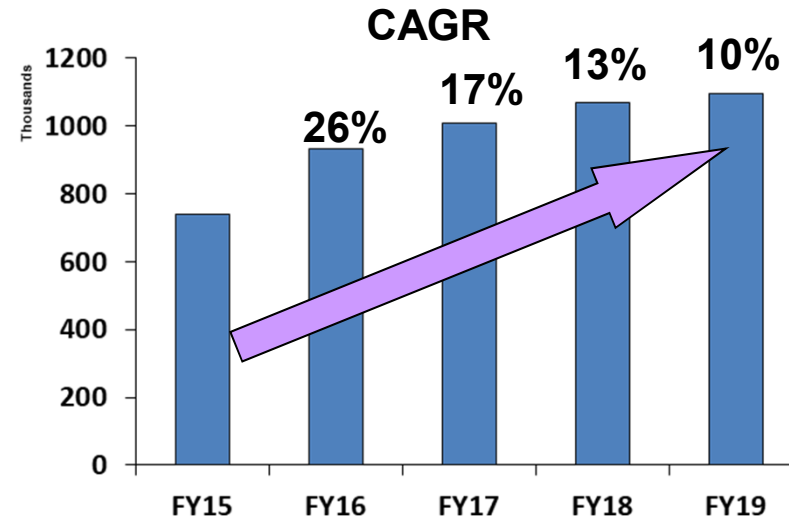
- Jaya Tiasa was one of the earliest among listed timber companies to venture into palm oil industry, a vision that will continue to reward shareholders for the foreseeable years
- Jaya Tiasa has planted on average of 4,639 ha per year since 2002



# Plantation Overview

75% of the planted trees are aged 10 years and older.

Plantations profile	
Landbank	83,483 ha
Plantable area	69,589 ha
Planted area	69,589 ha
- Prime mature (>7 years)	60,787 ha
-Young mature (4-7 years)	8,802 ha
-Immature (<4 years)	0 ha



Prime Mature Profile		
FY17	44,886 Ha	65%
FY18	52,319 Ha	75%
FY19	52,932 Ha	80%
FY20	60,787 Ha	87%

Note: % is on total planted area



# Palm Oil Mills

Mill Production	1QFY20 (Jul 19 – Sep 19)	1QFY19 (Jul 18 – Sep 18)
CPO Production (MT)	82,323	67,311
CPO Extraction Rate	18.1%	18.5%
Average CPO selling price (MYR/MT)	1,932	2,110
PK Production (MT)	16,583	13,723
PK Extraction Rate	3.6%	3.8%
Average PK selling price (MYR/MT)	1,067	1,661

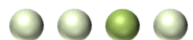
## Production Utilisation

		Total Installed Production Capacity	3MFY20 FFB processed (MT)	Utilization Rate	FY2019 FFB processed (MT)	Utilization Rate
JTOP	Per Month Per Year	40,500 486,000	129,480	107%	314,684	65%
Maujaya	Per Month Per Year	27,000 324,000	102,722	127%	259,026	80%
Maxiwealth	Per Month Per Year	54,000 648,000	150,800	93%	347,196	54%
Hariyama	Per Month Per Year	27,000 324,000	72,372	89%	194,245	60%

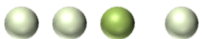
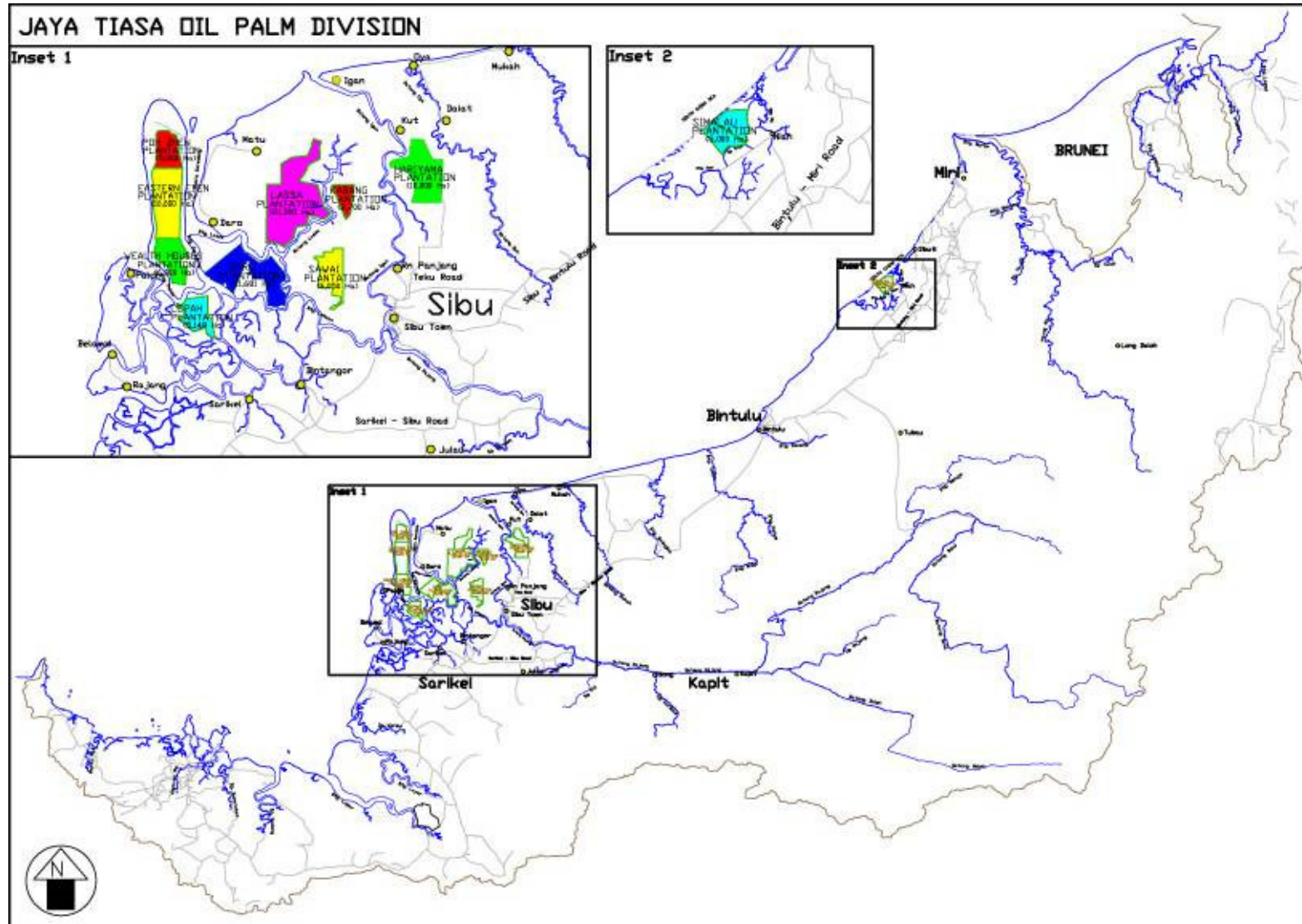
\*Note: Only started operation

# Palm Oil Mills

Mills	Date Commission	Capacity (MT / hour)	Location of Palm Oil mills	Capital Expenditure (RM'000)
Mill 1	Jul 2009	45	Wealth House plantation	65,000
	Completed	90		30,000
Mill 2	Sep 2013	60	Daro Jaya Plantation	70,000
Mill 3	Mar 2015	120	Lassa Plantation	95,000
Mill 4	Dec 2016	60	Hariyama Plantation	70,000



# Oil Palm Operations - Location



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# Summary: Timber



Forest Concession License No.	Total
Gross Area (Hectares)	541,181



Log Extraction Quota (Jul 2019 – June 2020)	Per Month	Total Per Annum
Volume (m <sup>3</sup> )	16,112	193,344



The monthly export quota is 12,100m<sup>3</sup> for T/3113, and 26,500m<sup>3</sup> for T/3372. No reservation quota (salvage logging in Baleh HEP flood zone only)



Timber Products		Total Installed Production Capacity
Plywood Production (m <sup>3</sup> )	Per Year	180,000
Veneer Production (m <sup>3</sup> )	Per Year	162,000



# Summary: Oil Palm



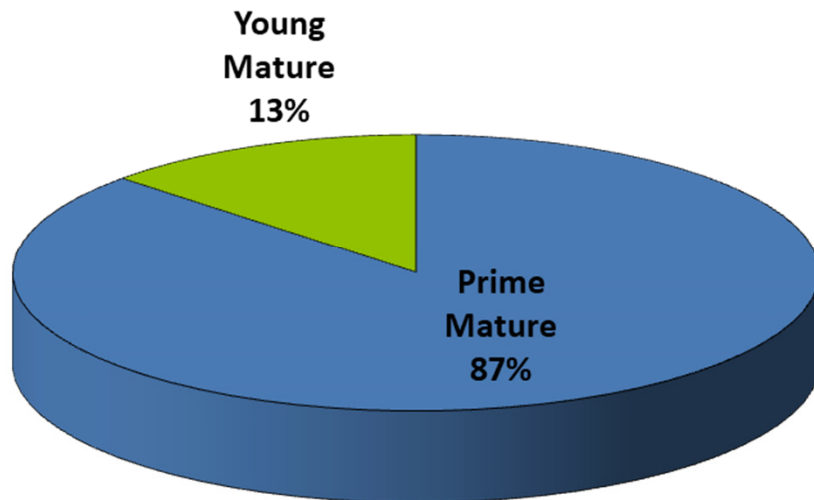
PLANTED TO-DATE		
Oil Palm Plantations Total Land Area	Planted Area	Matured Area
83,483 hectares (Estimated Plantable Area: 69,589 ha)	69,589 hectares	69,589 hectares

Plantation Profile	30-Jun-2017 (Actual)	30-Jun-2018 (Actual)	30-Jun-2019 (Actual)	30-Jun-2020
Planted area (ha)	69,589	69,589	69,589	69,589
Immature (%) (<4 years)	8.3%	5.3%	0.0%	0.0%
Young mature (%) (4-7 years)	27.2%	19.5%	19.6%	12.6%
Prime mature (%) (>7 years)	64.5%	75.2%	80.4%	87.4%

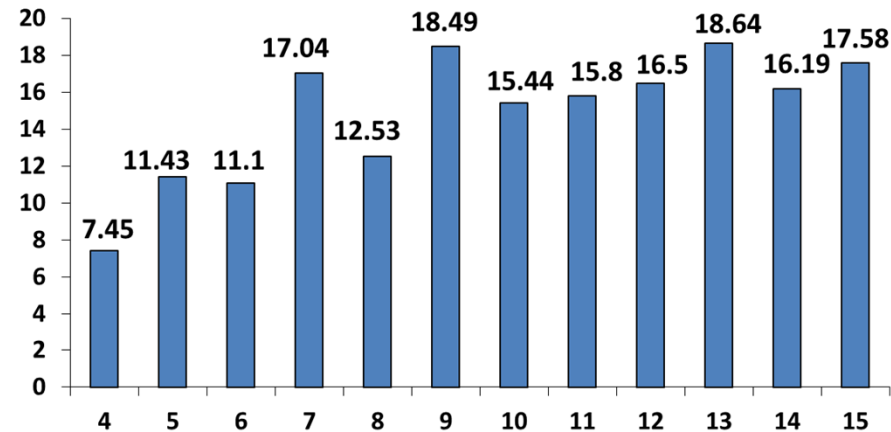
# Summary: Oil Palm

## Plantations profile

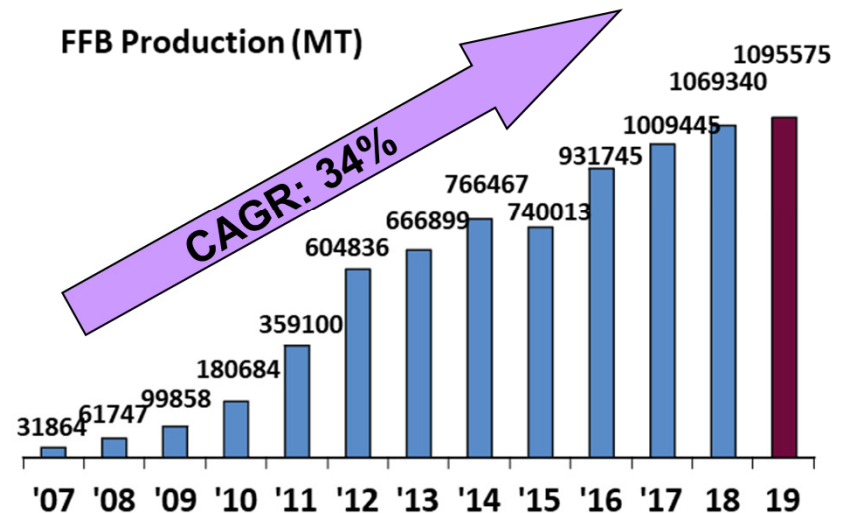
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Plantable area	69,589 ha
Planted area	69,589 ha
- Prime mature (>7 years)	60,787 ha
- Young mature (4-7 years)	8,802 ha
- Immature (<4 years)	0 ha



FFB yield against age profile of trees



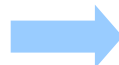
FFB Production (MT)





No. 1- 9 Pusat Suria Permata  
 Jalan Upper Lanang 10A  
 96000 Sibu, Sarawak, Malaysia  
[www.jayatiasa.net](http://www.jayatiasa.net)

Investor Relation Webpage Link  
[http://www.jayatiasa.net/usr/investor\\_relations.html](http://www.jayatiasa.net/usr/investor_relations.html)



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- Financial Information
  - Quarterly Results
  - Financials Archive
  - Financial Calendar
  - Financial Highlights
  - Corporate Presentations
  - Annual Reports
  - Shareholdings
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  - Announcements
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- Stock Information
  - Stock Fundamentals
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**Investor Relations**

Jaya Tiasa Holdings Berhad is the leading fully-integrated timber producer in Malaysia with access to 1.76 million acres of timber concessions in the state of Sarawak, Malaysia. We are listed on the Main Board of Bursa Malaysia Securities Berhad with an annual turnover of about 750 million ringgit.

**Stock Quotes**

JTIASA 4383	
Last Done	MYR 2.090
Change	▼ -0.010 (-0.476%)
Volume ('00)	3,076
Day's Range	2.090 - 2.100
52 Weeks' Range	1.740 - 2.380

Quotes Updated End Of 21 Oct 2013

**Latest Announcements**

- Oct 17, 2013 Monthly Production Figures (Mining / Plantation / Timber)
- Sep 27, 2013 Changes in Sub-S-hdr's Int. (29B) - Amanas Sdn Bhd
- Sep 18, 2013 Monthly Production Figures (Mining / Plantation / Timber)
- Sep 06, 2013 Notice of Shares Buy Back by a Company pursuant to Form ZBA



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