

PRESS RELEASE
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EKUINAS RECORDS STRONG PERFORMANCE FOR 2012

Key Highlights: -

- For 2012, Ekuinas completed four (4) Direct Investments and two (2) investments under its Outsourced Programme with total committed investments of **RM583.0 million**. This brings the total cumulative committed investments undertaken by Ekuinas since inception to fifteen (15) companies amounting to **RM1.5 billion**, which facilitated a total capital deployment of nearly **RM2.0 billion** that positively impacted the Malaysian economy.
- The maiden Ekuinas Direct (Tranche 1) Fund recorded a Gross Portfolio Return of **RM368.6 million**, which translates to a gross annualised Internal Rate of Return (IRR) of **27.5%** and annualised **net IRR of 20.6%**, exceeding the minimum target return of 12% and aspirational target of 20%.
- Through its activities, Ekuinas delivered an increase in Bumiputera Equity Value of **RM1.9 billion** million or **1.4** times of Ekuinas' invested capital and an increase in Total Shareholder Value of **RM2.4 billion** or **1.7** times of Ekuinas' invested capital. This reflects Ekuinas model of increasing shareholder value for all Malaysians.
- Ekuinas is also on track to create market leading Malaysian companies in Offshore Support Vessels, Education and Retail F&B sectors through its transformative strategy of consolidating complementary high potential mid-sized companies.

KUALA LUMPUR, (30 April 2013): Ekuiti Nasional Berhad (Ekuinas), the government-linked private equity fund management company, today announced continued strong results in its third financial year ended 31 December 2012, with its maiden Ekuinas Direct (Tranche I) Fund recording a total portfolio gain of RM368.6 million, which translates to a gross annualised Internal Rate of Return (IRR) of 27.5% and a net IRR of 20.6% per annum. This exceeds once again Ekuinas' minimum target return of 12% per annum and aspirational target of 20%.

During the critical third year of operations, Ekuinas successfully committed under its direct and outsourced programme an additional six (6) investments in high potential Malaysian companies amounting to RM583.0 million. These include four (4) direct investments in Offshore Support Vessels (OSV) companies, Tanjung Kapal Services Sdn Bhd and OMNI Petromaritime Sdn Bhd, which were

later consolidated into Icon Offshore Berhad, then in UNITAR International University and Burger King Singapore Pte Ltd. Two (2) further investments were undertaken in MCAT Box Office Sdn Bhd and SEG International Berhad by external private equity firms under Ekuinas' Outsourced Programme.

This brings the total committed investments undertaken by Ekuinas since inception to fifteen (15) portfolio companies amounting to RM1.5 billion, which together with co-investments by other investors facilitated a total capital deployment of nearly RM2.0 billion that positively impacted the Malaysian economy.

Ekuinas' 2012 results were announced at an event earlier today by Ekuinas' Chairman, Raja Tan Sri Dato' Seri Arshad Raja Tun Uda who said, "Ekuinas' 2012 performance shows a strong positive continuity from its last two years' performance, in meeting both the financial and social objectives that have been set. The encouraging results provide further credence to the effectiveness of Ekuinas' private equity model as one of government's innovative strategy to enhance sustainable Bumiputera economic participation through genuine public-private partnerships that are based on the principles of being market-friendly, merit-based and transparent."

"The key driver to the strong performance was through creating transformative value at our portfolio companies where Ekuinas' strategy of investing in complementary companies within the same industry with the specific aim of creating future Malaysian market leading companies has started to bear significant results," Raja Tan Sri Arshad further added.

Through this consolidation, or in private equity terms, "Buy and Build" strategy, Ekuinas has successfully established potentially market leading groups across three of its core sectors, Oil & Gas, Education and Retail F&B. Ekuinas' newly merged Offshore Support Vessel (OSV) company, Icon Offshore Berhad is now the third largest Malaysian player and is poised for listing in 2014. At the same time, Ekuinas Education Group comprising five (5) complementary institutions is already one of the largest Malaysian education groups with a combined enrolment of more than 28,000 students whilst its F&B group, Integrated Food Group Sdn Bhd currently generates more than RM350.0 million revenue from 150 outlets across the region.

In terms of social objectives, Ekuinas successfully increased the total Bumiputera Equity Value in its portfolio companies by **RM1.9 billion or 1.4 times** of the total capital invested by Ekuinas. More importantly, the Total Shareholder Value for all Ekuinas' portfolio companies also increased by **RM2.4 billion or 1.7 times** of the capital invested, reflecting Ekuinas' model of increasing shareholders' wealth for all Malaysians.

Ekuinas' portfolio companies currently provide 7,749 job opportunities for Malaysians, an increase of 9.6% since Ekuinas' entry into these companies. The portfolio companies also currently employ and are developing 144 capable and talented managers, positioning Ekuinas on track to deliver on its social objectives.

Ekuinas' Chief Executive Officer, Dato' Abdul Rahman Ahmad, who elaborated on the 2012 results said, "We are pleased to note that RM123.6 million or 33.5% of the total portfolio gain have already been realised through dividend income from portfolio companies and divestment proceeds. Further, our portfolio companies now collectively generate more than RM1.4 billion in revenue and RM354.0 million in EBITDA."

"Going forward, we remain positive on the Malaysian economy and hope, subject to the availability of funds and attractive deal opportunities, to invest up to RM600.0 million for 2013 through our newly launched Ekuinas Direct (Tranche II) Fund and the Outsourced Programme. At the same time, we hope to continue our strategy of creating transformative value at our portfolio companies, in line with our quest to transform high potential mid-sized Malaysian companies into future market leaders in their respective industry," he further added.

Related to this, Ekuinas' outsourced fund Navis Malaysia Growth Opportunities Fund I (MGO Fund), managed by Navis Capital Partners under Ekuinas' Outsourced Programme, has already undertaken in 2013 two investments in Strateq Group, one of Malaysia's leading information technology (IT) service companies and in HG Power Transmission Sdn Bhd, an established engineering, manufacturing and installation company, specialising in electrical transmission towers and lines amounting to a total committed investment of total committed investment of RM75.8 million, out of which RM49.6 million represents Ekuinas' commitment.

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About Ekuinas

Ekuinas (Ekuiti Nasional Berhad) is a government-linked private equity fund management company established on 1 September 2009. With the government endowment of RM5 billion under the 9th Malaysia Plan and 10th Malaysia Plan, Ekuinas aims to create Malaysia's next generation of leading companies whilst promoting equitable, effective and sustainable Bumiputera economic participation. To date, Ekuinas has undertaken investments in high potential Malaysian companies involved in the business of fast moving consumer goods, oil and gas, logistics, education and retail.

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