

**PRESS RELEASE**  
**28 April 2014**

## **EKUINAS RECORDS ANOTHER STRONG PERFORMANCE FOR 2013**

### **Key Highlights: -**

- For 2013, Ekuinas completed nine (9) direct and outsourced investments with a total committed capital of **RM246.8 million**. This brings the total cumulative committed investments undertaken by Ekuinas to twenty four (24) amounting to approximately **RM1.8 billion**, which together with private capital, facilitated a total capital deployment of **RM2.4 billion** that positively impacted the Malaysian economy.
- Ekuinas Direct (Tranche I) Fund continued to deliver strong performance recording a Gross Portfolio Return of **RM655.9 million**, which translates to a **gross annualised Internal Rate of return (IRR) of 25.5%** and a **net annualised IRR of 20.4%**, exceeding the long term minimum targeted annualised return of **12%** and aspirational target of **20%**.
- Through its investment activities, Ekuinas delivered an increase in Bumiputera Equity Value of **RM2.8 billion** or **1.7 times** the total invested capital and an increase in Total Shareholder Value of **RM4.1 billion** or **2.5 times** of Ekuinas' invested capital. This reflects the success of Ekuinas' model of increasing shareholder value for Bumiputeras and other Malaysians.
- Ekuinas continues to make good progress in its efforts to transform its portfolio companies into future market leading companies especially in its existing core sectors of Oil and Gas, Education and F&B. This is manifested best by Icon Offshore Berhad, which is now the largest pure play offshore support vessel company in Malaysia and, subject to approval from authorities, is poised for listing in 2014.

**KUALA LUMPUR, 28 April 2014:** Ekuiti Nasional Berhad (Ekuinas), the government-linked private equity fund management company, today announced continued strong performance in its fourth financial year ended 31 December 2013 (FY2013), with Ekuinas Direct (Tranche I) Fund successfully recording a Gross Portfolio Return of RM655.9 million. This translates to a gross annualised Internal Rate of Return (IRR) of 25.5% and a net annualised IRR of 20.4%, which exceed the firm's long term minimum targeted return of 12% and aspirational target of 20%.

EkuiNAS' 2013 results were announced at a ceremony earlier today by Minister in the Prime Minister's Department, YB Senator Dato' Sri Abdul Wahid Omar.

In announcing the results, Dato' Sri Abdul Wahid said, "EkuiNAS' continued strong performance in 2013 reflects a successful private equity strategy of undertaking aggressive value creation initiatives to transform companies and create significant shareholder value. The encouraging results provide further credence to the effectiveness of EkuiNAS' private equity model as one of the Government's innovative strategies to enhance sustainable Bumiputera economic participation through the shaping of a new generation of Malaysia's market leaders."

During its fourth year of operations, EkuiNAS undertook nine (9) direct and outsourced investments with a committed capital totalling RM246.8 million. These include three (3) direct investments with a total committed capital of RM121.1 million, comprising follow-on investments in Integrated Food Group (IFG) to expand Burger King Malaysia and in ILMU Education Group for the acquisition of APIIT Lanka Pvt Ltd, a leading tertiary college in Sri Lanka, as well as the investment in PrimaBaguz Sdn Bhd which signalled EkuiNAS' maiden entry into the Food Manufacturing sector.

EkuiNAS' Outsourced Programme also expanded significantly with six (6) new investments amounting to RM210.3 million undertaken by external private equity firms under EkuiNAS' Outsourced Programme, out of which EkuiNAS' committed capital contribution was RM125.7 million. These include investments in high potential growth companies such as Strateq Sdn Bhd, HG Power Transmission Sdn Bhd, Brickfields Asia College Sdn Bhd, Macro Kiosk Berhad, STX Precision Corporation Sdn Bhd and Consobiz Ventures Sdn Bhd.

This brings the total committed investments undertaken by EkuiNAS since inception to twenty four (24) amounting to approximately RM1.8 billion, which together with private capital,

successfully facilitated total economic capital deployment of RM2.4 billion that positively impacted the Malaysian economy.

EkuiNAS' Chairman, Raja Tan Sri Dato' Seri Arshad Raja Tun Uda said, "Whilst the investment rate undertaken last year slowed as EkuiNAS chose to remain disciplined amid an environment of rising asset prices, we are pleased to have been able to undertake an investment in a new industry, extended the portfolio of our core groups and significantly expanded the EkuiNAS Outsourced Programme."

"We are also particularly happy with the progress made in our portfolio companies in our efforts to transform them into future market leading companies especially in its existing core sectors of Oil and Gas, Education and F&B. This is manifested best by Icon Offshore Berhad, which is now the largest pure play offshore support vessel company in Malaysia and, subject to approval from authorities, is poised for listing in 2014," Raja Tan Sri Dato' Seri Arshad further elaborated.

In terms of its social objectives, EkuiNAS successfully increased the total Bumiputera Equity Value in its portfolio companies by RM2.8 billion, or 1.7 times of capital invested. The Total Shareholder Value for all portfolio companies also increased by RM4.1 billion, or 2.5 times of the invested capital, reflecting EkuiNAS' model of increasing wealth for Bumiputeras and all Malaysians.

It was also announced that EkuiNAS' portfolio companies employed a total of 201 managers and 9,336 employees at end FY2013, out of which 40.8% and 56.4% are Bumiputeras. These represent a healthy increase of 12.3% and 17.1% for Bumiputera managers and employees respectively since EkuiNAS' entry.

EkuiNAS' Chief Executive Officer, Dato' Abdul Rahman Ahmad, who elaborated on the FY2013 results said, "We are pleased that our efforts to start crystallising the value of our investments is bearing fruit. Out of the gross portfolio return of RM655.9 million, 17.0% has

been realised through dividend income and divestment proceeds. Further, Ekuinas' existing portfolio companies now collectively generate more than RM1.5 billion in revenue and RM375.5 million in EBITDA.”

“2013 also marked a significant milestone for Ekuinas when we successfully undertook our first major divestment through the sale of our 61.6% stake in Konsortium Logistik Bhd (KLB). We are pleased to generate good returns from the investment, not only for ourselves but also for all KLB shareholders and management, as well as help to expand employment throughout Ekuinas' ownership. More importantly, we are pleased to have found KLB its rightful home as part of DRB-HICOM Group to continue its journey to be the leading integrated logistics company in Malaysia,” he further added.

At the ceremony, Ekuinas also announced that it will be organising the Malaysian Private Equity Forum 2014 scheduled to take place in September, together with the Employees Provident Fund (EPF) which last year hosted the Global Private Equity Summit. This year's forum, which is more Malaysian focused, is set to promote PE as an attractive strategic asset investment class and is designed to help further develop the local PE industry.

Industry experts from renowned global PE firms, as well as speakers from global fund of funds, endowment funds and existing Malaysian PE firms are expected to share their insights and success stories in private equity investments. The Malaysian PE Forum 2014 will be held on 9-10 September 2014 at the Grand Hyatt Kuala Lumpur. For more information on the event, visit [www.malaysianpeforum2014.com](http://www.malaysianpeforum2014.com).

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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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