

# **UMW Holdings Berhad CGS-CIMB 15<sup>th</sup> Annual Malaysia Virtual Corporate Day**

6 January 2023



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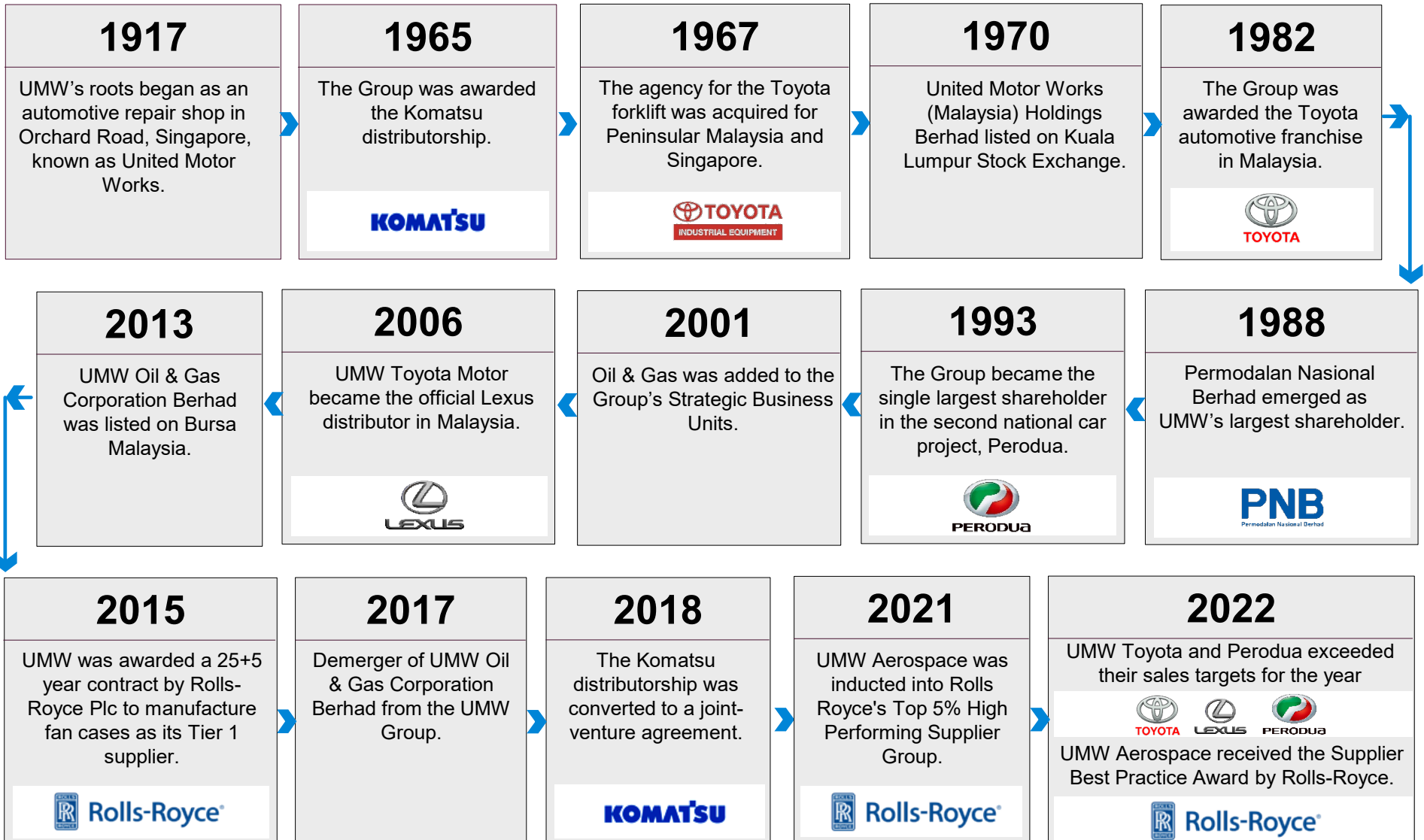
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# Overview

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# Our Journey

## Progressing beyond 100 years - Key Milestones



# Our Business

## Leading position in partnership with world-class brands

<h3>Automotive</h3>		<p><b>Leader in the Malaysian automotive industry</b> with 51.6% market share in 2021.</p>
<h3>Equipment</h3>		<p>Distribute Komatsu heavy equipment in <b>5 countries in the Asia-Pacific region.</b></p>
<ul style="list-style-type: none"> <li>• Distribution</li> <li>• Lease</li> <li>• After-sales Service</li> </ul>		<p><b>Hold leadership position</b> in the material handling equipment business <b>in Malaysia and Singapore.</b> Operate in 5 countries in Asia-Pacific.</p>
<h3>Manufacturing &amp; Engineering</h3>		<p><b>Manufacture and export</b> KYB shock absorbers to <b>39 countries</b> from Malaysia.</p>
<ul style="list-style-type: none"> <li>• Manufacture automotive components</li> <li>• Blend and distribute lubricants</li> </ul>		<p><b>Blend, market and distribute</b> lubricants to the <b>regional markets</b>, including China.</p>
<h3>Aerospace</h3>		<p><b>First Malaysian company</b> to become a <b>Tier 1 supplier</b> to Rolls-Royce.</p>
<ul style="list-style-type: none"> <li>• Manufacture and Assemble Fan Cases</li> </ul>		

# Our Presence

## Regional presence in 7 key markets



**Workforce \***  
**17,901**

\* Including Perodua

### **MALAYSIA**

Automotive | Equipment |  
Manufacturing & Engineering

### **SINGAPORE**

Equipment

### **CHINA**

Equipment |  
Manufacturing & Engineering

### **PAPUA NEW GUINEA**

Equipment

### **VIETNAM**

Equipment

### **MYANMAR**

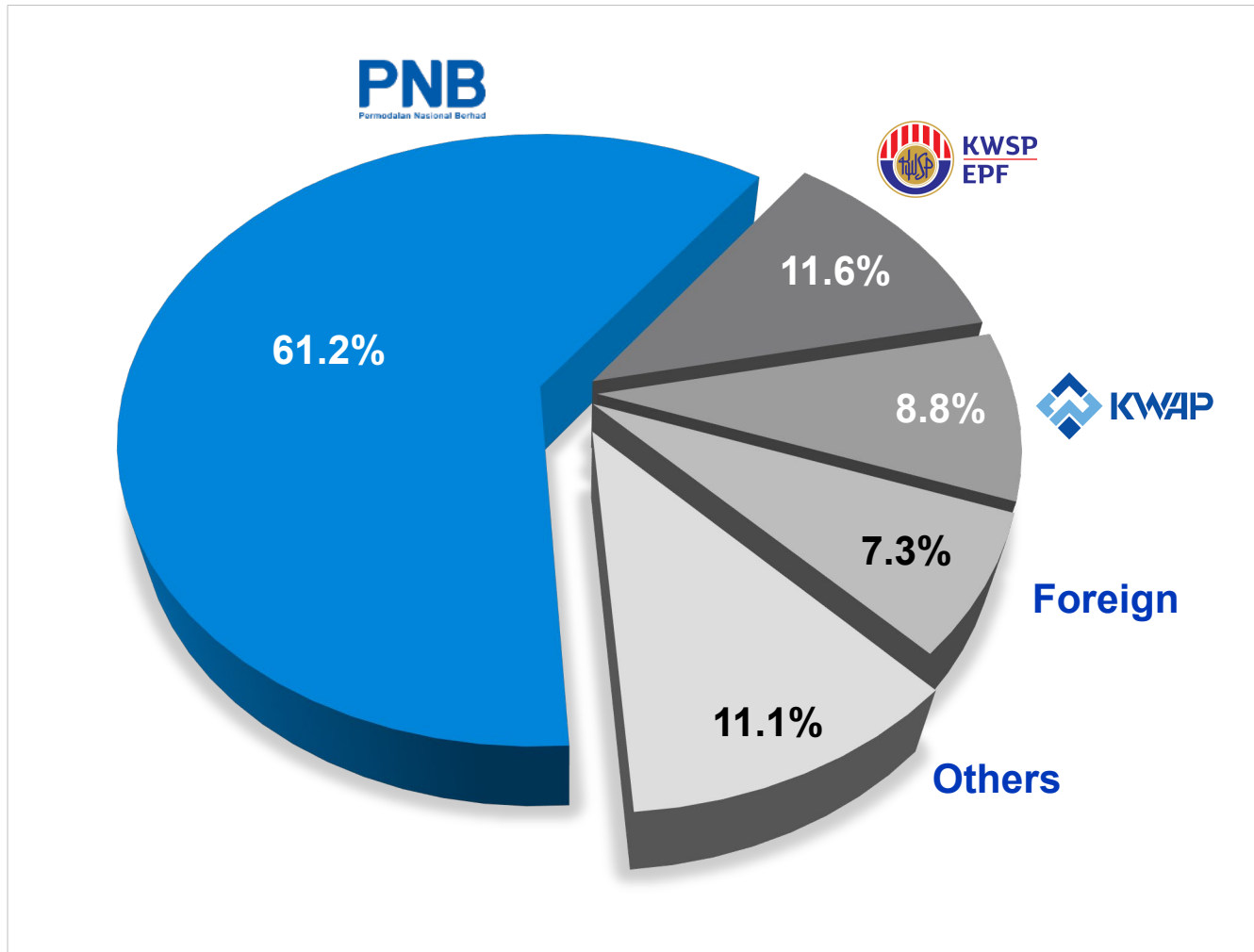
Equipment

### **BRUNEI**

Equipment

# Our Shareholders

As at 30 November 2022



Share price  
**RM3.47**  
 (30 December 2022)

Market Capitalisation  
**RM4.1 billion**  
 (30 December 2022)

# Key Highlights of 3Q 2022 Results

## Improved contribution from all three core business segments

RM million	3Q 2022	3Q 2021	Y-o-Y	2Q 2022	Q-o-Q	9M 2022	9M 2021	Y-o-Y
Revenue	4,057	2,016	▲ >100%	3,731	▲ 9%	11,439	7,416	▲ 54%
PBTZ	231	16	▲ >100%	230	▲ 0.4%	678	212	▲ >100%
PAT	159	(10)	▲ >100%	174	▼ 9%	506	135	▲ >100%
PATAMI *	101	(48)	▲ >100%	107	▼ 6%	309	28	▲ >100%
Basic EPS (sen)	8.6	(4.1)	▲ >100%	9.2	▼ 6%	26.5	2.4	▲ >100%
Dividend (sen)	3.0	-	▲ >100%	-	▲ >100%	3.0	-	▲ >100%

\* After distribution to Perpetual Sukuk holders

**3Q  
2022**

### Y-o-Y

Improved performance was driven by the higher contribution from all core business segments following the strong recovery under the National Recovery Plan (“NRP”).

### Q-o-Q

PATAMI was lower due to the lower contribution from the Automotive segment and the higher taxation and zakat as well as provision for prosperity tax.

**9M  
2022**

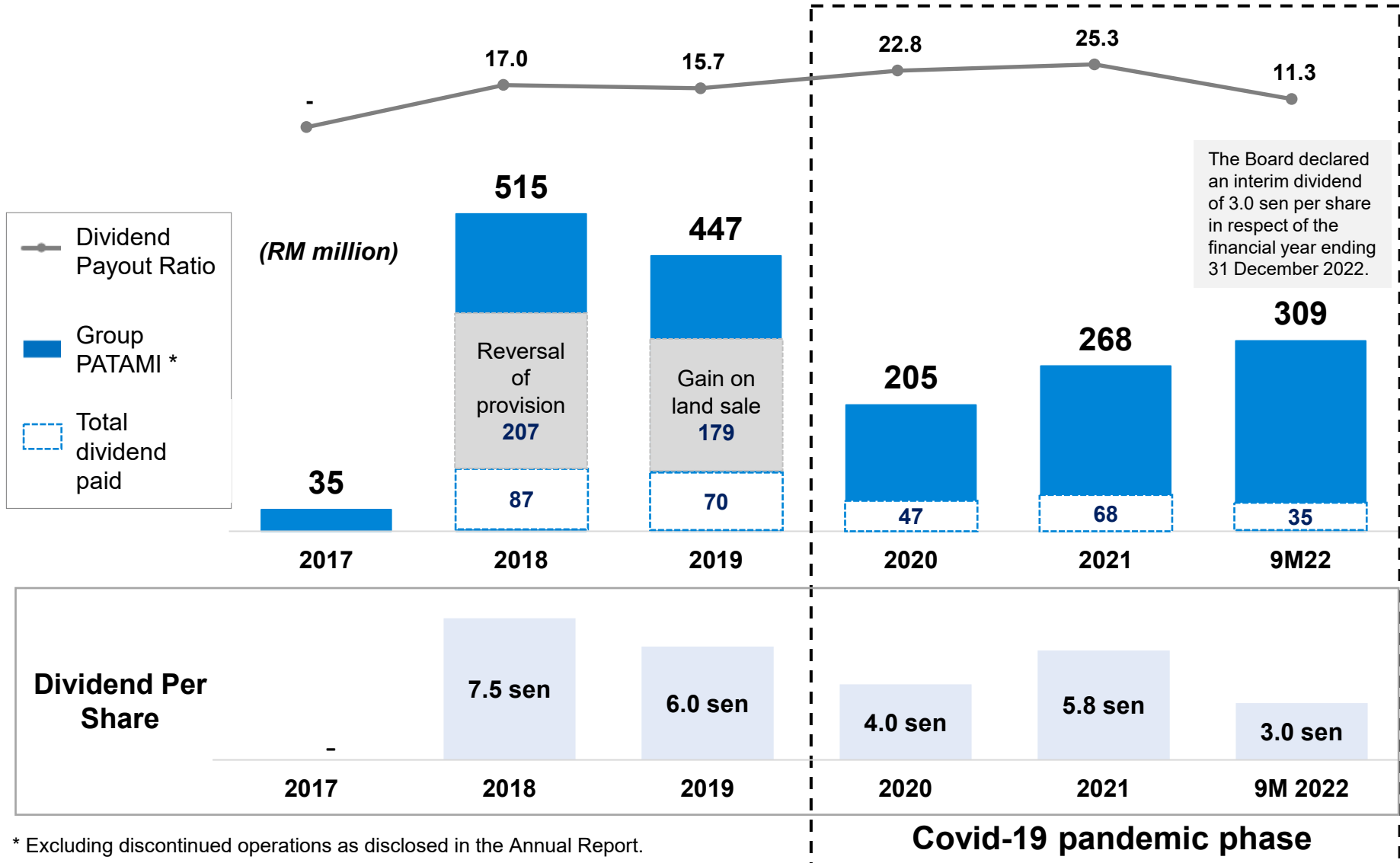
Higher contribution from all core business segments. The Group expects the momentum to continue in the last quarter of 2022.

Note: Calculation of variance above varies marginally to 3Q 2022 Financial Report in Bursa Malaysia's website due to rounding difference.



# Group PATAMI and Dividend Trend

The Group will continue to increase dividend payout in line with improved results



\* Excluding discontinued operations as disclosed in the Annual Report.

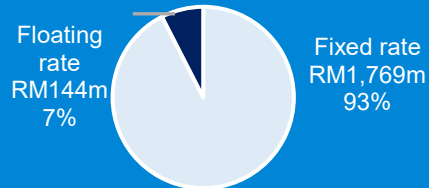
# Capital Structure and Debt Profile

Improved liquidity to meet the Group's short-term and long-term obligations

**9M 2022 snapshot**

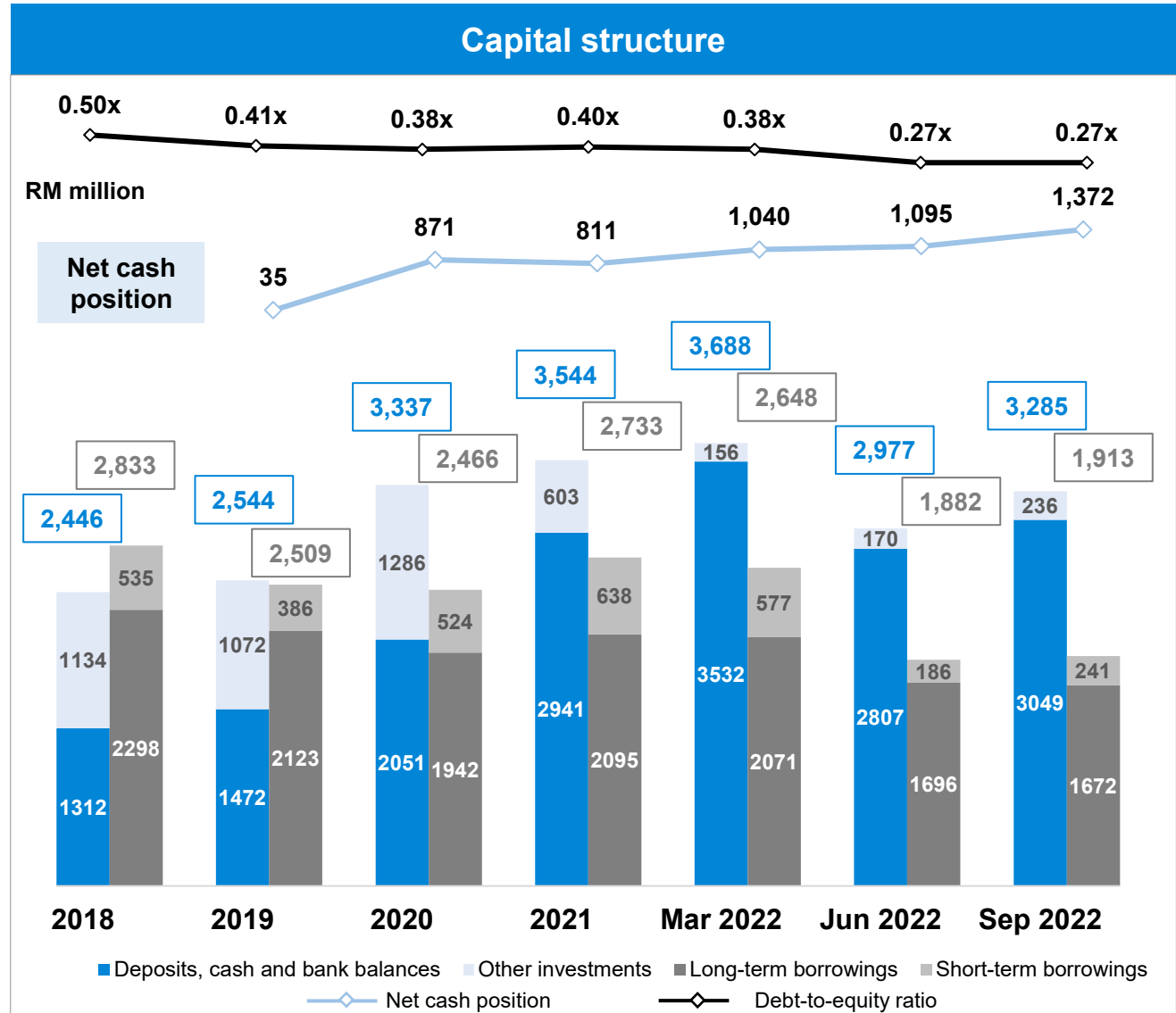
Deposits, cash, bank balances and money-market investments  
**RM3.3b**

Total borrowings  
**RM1.9b**



Total equity  
**RM7.1b**

Gearing ratio  
**0.27x**



# Capital Structure and Debt Profile

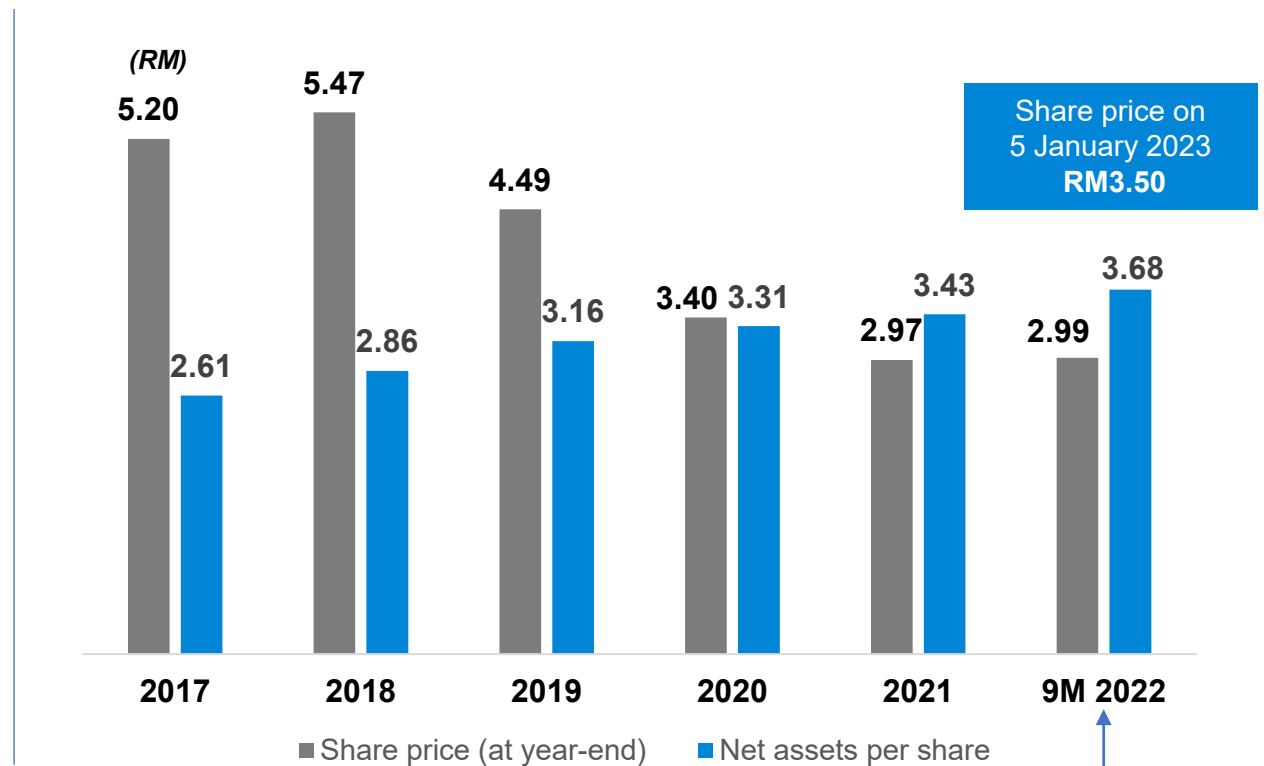
Share price is currently trading marginally below the Group's net assets

**9M 2022 snapshot**

Total assets  
**RM12.4b**

Total liabilities  
**RM5.3b**

Net assets per share \*  
**RM3.68**



\* Based on weighted average number of ordinary shares of 1,168,293,932

As of 30 September 2022

# Our Strengths

## Our diverse businesses in the region



### Resilient partnership with world renowned brands

Strong knowledge and experience to support our partners and customers, especially in the Asia region

**KOMATSU**

Since 1965

**TOYOTA**  
INDUSTRIAL EQUIPMENT

Since 1967

  
**TOYOTA**  
Since 1982

  
**LEXUS**  
Since 2006

  
**Rolls-Royce**  
Since 2015



### Solid financial standing

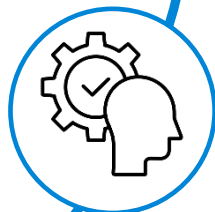
- Enabling room to seize emerging opportunities
- Allowing development of additional capabilities

Low gearing ratio

**0.27x**

Net cash position

**RM1.4 billion**



### Wide-ranging capabilities across our value chain

Extensive network and broad understanding of the market and businesses along the value chain



Manufacturing & Assembly



Distribution & Sales



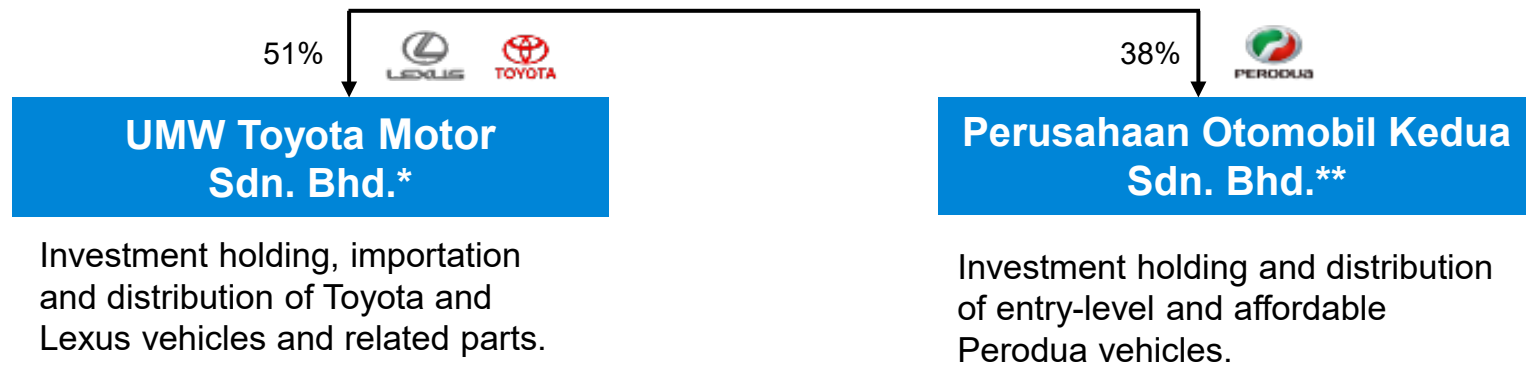
Service & Solutions

**Automotive**

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# Automotive

## Shareholding structure



\* 39% Toyota Motor Corporation  
10% Toyota Tsusho Corporation

\*\* 20% Daihatsu Motor Co. Ltd.  
20% MBM Resources Bhd.  
10% PNB Equity Resource Corporation Sdn. Bhd.  
5% Daihatsu (Malaysia) Sdn. Bhd.  
4.2% Mitsui & Co. Ltd.  
2.8% Mitsui & Co. (Malaysia) Sdn. Bhd.

## Marques and Models



TOYOTA

- 16 models -



Yaris



Vios



Rush



Corolla Cross



Fortuner



Innova



Hilux (CV)



Hiace (CV)

### Local Assembly Plant

#### Shah Alam Plant

- Fortuner
- Innova
- Hilux
- Hiace

#### Bukit Raja Plant

- Yaris
  - Vios
  - Corolla Cross
  - Corolla Cross Hybrid
- } Over 80% local content

#### Perodua Plant (PMSB)

- Rush



- 8 models -



ES



LS



UX



NX



RX



LX



LC



LM



PERODUA

- 6 models -



Axia



Myvi



Bezza



Aruz



Ativa



Alza

### Local Assembly Plant

#### PMSB Plant

- Myvi
- Alza
- Aruz

#### PGMSB Plant

- Axia
- Bezza
- Ativa

CKD

CBU

Note: Importation of CBU vehicles and CKD components are transacted in US Dollar.

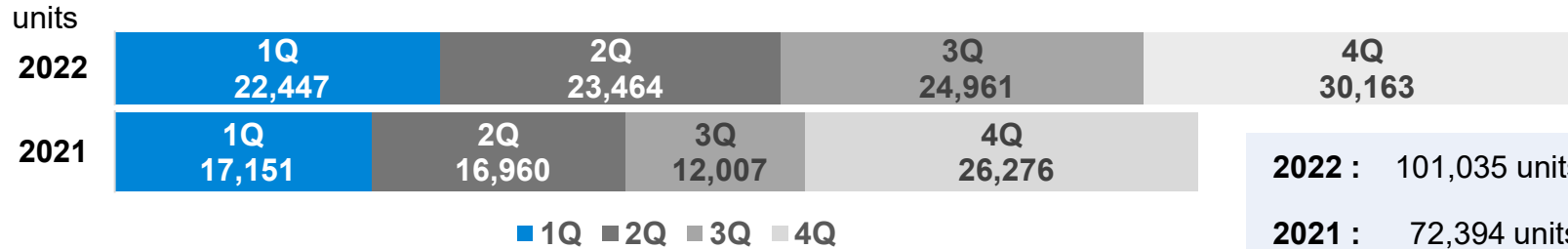
Note:  
PMSB - Perodua Manufacturing Sdn. Bhd.  
PGMSB - Perodua Global Manufacturing Sdn. Bhd.

# Automotive Segment - Sales Breakdown

Demand remains robust – exceeded sales targets for the year by November




## Market leader in the non-National segment



Exceeded sales target of 80,000 units in 2022

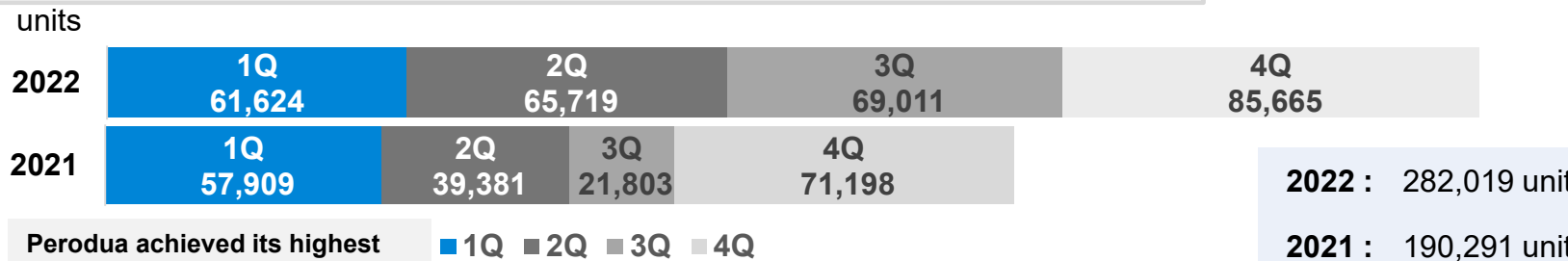
2022 : 101,035 units  
 2021 : 72,394 units  
**▲ 40% Y-o-Y**

Best-selling models





## Maintained market leadership since 2006

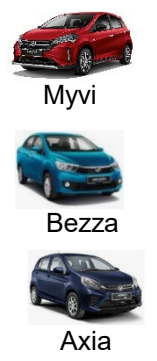


Perodua achieved its highest ever monthly sales in December 2022 with 31,224 units

Exceeded sales target of 247,800 units in 2022

2022 : 282,019 units  
 2021 : 190,291 units  
**▲ 48% Y-o-Y**

Best-selling models



**11M 2022 sales**  
**642,306 units**  
**▲ 45% Y-o-Y**

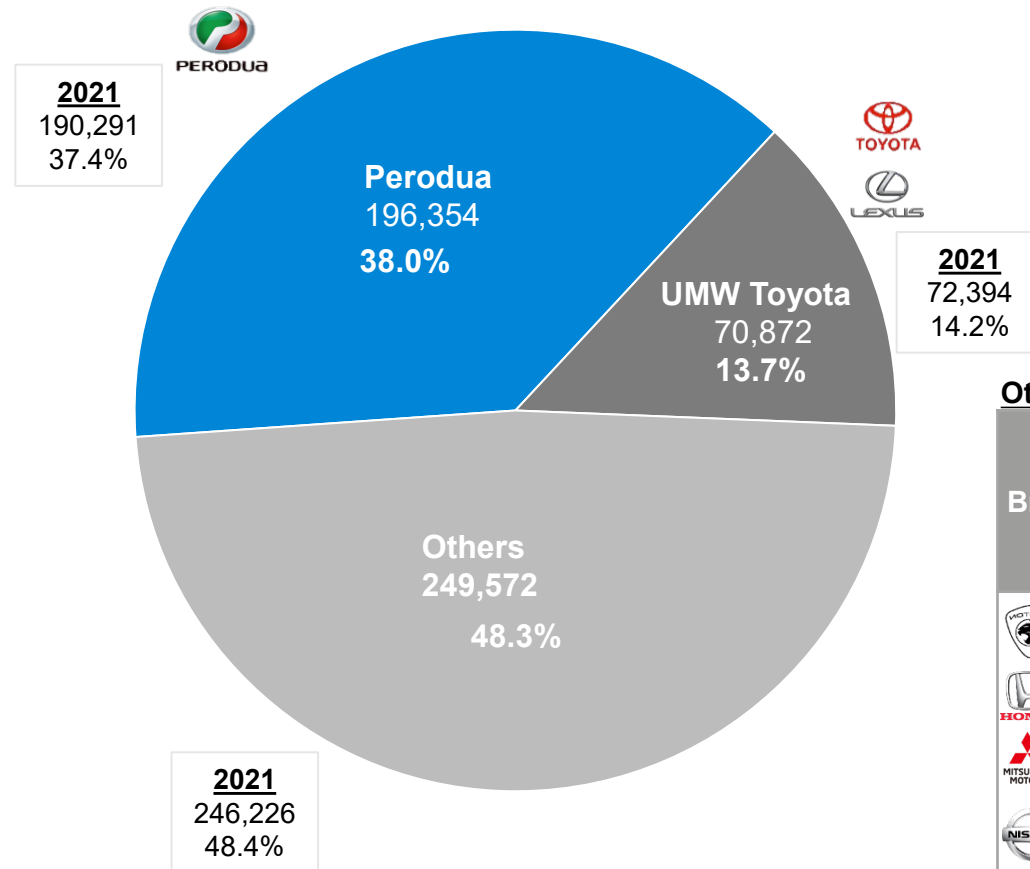
Expected to exceed the revised MAA target of **630,000 units** for 2022



# Automotive Segment - Market Share

The Group collectively commands the domestic automotive market share

**UMW Group's market share for 9M 2022 was 51.7% (2021 – 51.6%).**



## Other Carmakers' Sales and Market Share

Brand	9M 2022		2021	
	Units	Market Share %	Units	Market Share %
 Proton	98,028	19.0	111,695	21.9
 Honda	60,183	11.6	53,031	10.4
 Mitsubishi	19,806	3.8	18,957	3.7
 Nissan	10,983	2.1	12,286	2.4
 Mazda	10,667	2.1	10,660	2.1
Other brands	49,905	9.7	39,597	7.8
<b>Total TIV</b>	<b>516,798</b>		<b>508,911</b>	

Source: Malaysian Automotive Association

# Automotive Segment – UMW Toyota Motor

## Remains competitive with improved products and services

**Maintain solid brand reputation in the Malaysian market** – No.1 in the non-National car segment



- Exciting model launches expected in 2023 to cushion the impact of the expiry of sales tax exemption.
- Develop a strong ecosystem support – vendor development program, supply chain.
- Continue to maintain excellence in customer service.

**Transition into electrification**, as EV infrastructure progresses in Malaysia



- Expansion of carbon-reducing HEV in product line-up - the Bukit Raja plant has capacity to produce HEVs.
- Gradual introduction of carbon-neutral BEV models.

**Work closely with Toyota Capital Malaysia to provide innovative vehicle financing solutions**



- Promote the Toyota EzBeli more aggressively – attractive step-up financing packages to address the higher OPR.
- “Green Financing” for HEVs.

**Exploring the value chain business** – in alignment with Toyota Motor Corporation’s global strategies



Capture opportunities present in the servicing of cars, parts, insurance renewal and sales in the secondary car market.

With over a million Toyota cars on the roads in Malaysia, this represents a sizable business opportunity to capitalise on

# Automotive Segment – Perodua

## Remains committed to produce affordable and fuel-efficient vehicles

**Sustain market leadership position with best value model offering** – on track to retain pole position for the 17<sup>th</sup> consecutive year



- Adoption of high technology features in affordable segment.
- Solidify vendors capabilities and resilience - Perodua's high local content supports Malaysia's automotive ecosystem.

MIDA-Perodua Digital Transformation Ecosystem Programme aims to push local automotive suppliers to the next level via cutting-edge technologies and machinery, and to digitalise their manufacturing processes through adoption of Industry 4.0.

**Accelerate initiatives towards carbon neutrality** with transition into electrification



Improve economies of scale to provide a strong foundation for the eventual transition to affordable HEVs or BEVs.

Perodua Ativa Hybrid – Launch of subscription program and commence market study for electrification and MaaS

**Expanding R&D capabilities**



- To further maximise component parts localisation as part of industrial development
- Continuation of Perodua Smart Build concept in new product development.

**Enhancement of value chain**









Expansion of export market – for new vehicles as well as studying feasibility of exporting traded-in cars.

**Equipment**

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# Heavy Equipment

## Strategic alliance with globally-renowned brands



	<ul style="list-style-type: none"> <li>Hydraulic excavator, Bulldozer, Motor grader, Dump truck, Wheel loader &amp; Backhoe loader</li> </ul>
	<ul style="list-style-type: none"> <li>Road building equipment</li> </ul>
	<ul style="list-style-type: none"> <li>Aircraft rescue &amp; fire fighting vehicles</li> </ul>
	<ul style="list-style-type: none"> <li>Farm tractors</li> </ul>
	<ul style="list-style-type: none"> <li>Attachments / breakers</li> </ul>
	<ul style="list-style-type: none"> <li>Concrete pump</li> </ul>

## Sectors

- Agriculture
- Construction
- Industrial
- Forestry
- Mining







## Present in 5 countries

-  Malaysia
-  Myanmar
-  Papua New Guinea
-  Singapore
-  Brunei

# Industrial Equipment

## Leading material handling equipment business in Malaysia and Singapore




### Material Handling & Industrial Cleaning Equipment

  	<p>Electric &amp; Engine Powered Forklifts, Electric Tuggers, Hand &amp; Powered Pallet Trucks, Powered Stackers, Electric Reach Trucks, Order Pickers, Towing Tractors</p>
	<p>Industrial Sweepers and Scrubbers</p>

### Tyres & batteries

 	<p>Tyres, Batteries (Traction and Lithium ion)</p>
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### Logistic and Warehouse Automation

  	<p>Automated Storage and Retrieval System (ASRS), Automated Guided Vehicles (AGV), Mobile Racking, Warehouse Control System (WCS), Radio Shuttle Racking System, I-site Fleet Management System</p> <p>Collaborative Robots (Cobots)</p>
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### Sectors

- Food and Beverage
- Manufacturing
- Warehousing & Logistics
- Retail












### Present in 5 countries

-  Malaysia
-  Singapore
-  Vietnam
-  China
-  Brunei



# Industrial Power

Total solutions provider for industrial and customised power & marine equipment

  	<ul style="list-style-type: none"> <li>• Air and Gas Compressors</li> </ul>
 	<ul style="list-style-type: none"> <li>• Diesel Generators</li> </ul>
	<ul style="list-style-type: none"> <li>• Gas Turbine Generators</li> </ul>
	<ul style="list-style-type: none"> <li>• Petrol Engine and Generators</li> </ul>
  	<ul style="list-style-type: none"> <li>• Marine Engines</li> <li>• Marine Pollution Control Equipment</li> </ul>
	<ul style="list-style-type: none"> <li>• Gas Engine Generators</li> </ul>



Distributes to  
**General industry, oil & gas,  
 utility, shipbuilding and  
 government sectors**



# Equipment Segment - Industrial Equipment

## Operational outlook and growth strategy



### Industrial Equipment



#### **Stand to benefit from diversification and reshaping of global supply chain strategies**

According to Knight Frank Malaysia, more multinational companies are setting up new businesses and facilities within the ASEAN region to manage the rising costs and supply chain disruptions



#### **Improving demand in growth sectors**

Manufacturing, food and beverage, and logistics



**Upcoming supply of industrial space will be supportive of material handling equipment sales**

### Growth strategy

**Promotion of 'Go Green' project** - to convert to battery / electric trucks through rental / buy-back and generate volume for refurbishment program.

**Establish refurbishment regional hub** – close to 500 units have been refurbished.

**Expansion of automation business** (AGV, Cobot, Key Carts, Radio Shuttle) **and system integration.**



# Equipment Segment - Heavy Equipment

## Operational outlook and growth strategy



### Heavy Equipment



#### **Demand to be underpinned by increased construction activities**

Increased infrastructure spending to drive demand in Malaysia, Singapore and Papua New Guinea.



#### **Higher commodity prices had been supportive of demand for heavy machineries**

Papua New Guinea and East Malaysia operations supported by recovery in the mining and plantation sectors

### Growth strategy

**Further expansion into agriculture sector** for replanting segment

**Project and sector-based market coverage** to tap on recovery in construction sector & favourable commodity prices.

Promotion of new equipment through **new products launch** and **introduction of two variant model strategy**

**Collaboration with financial institutions** to offer innovative financing schemes

**Manufacturing & Engineering**

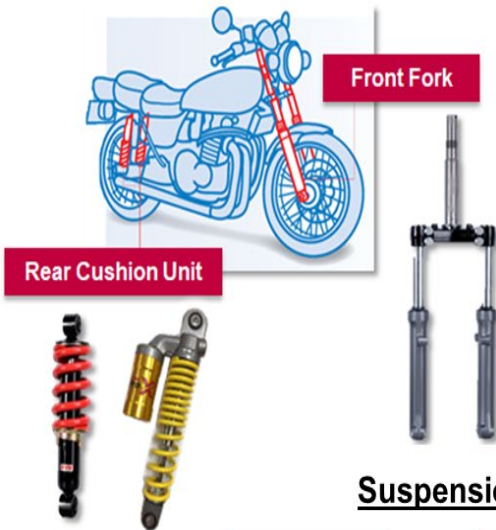
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# Auto Components

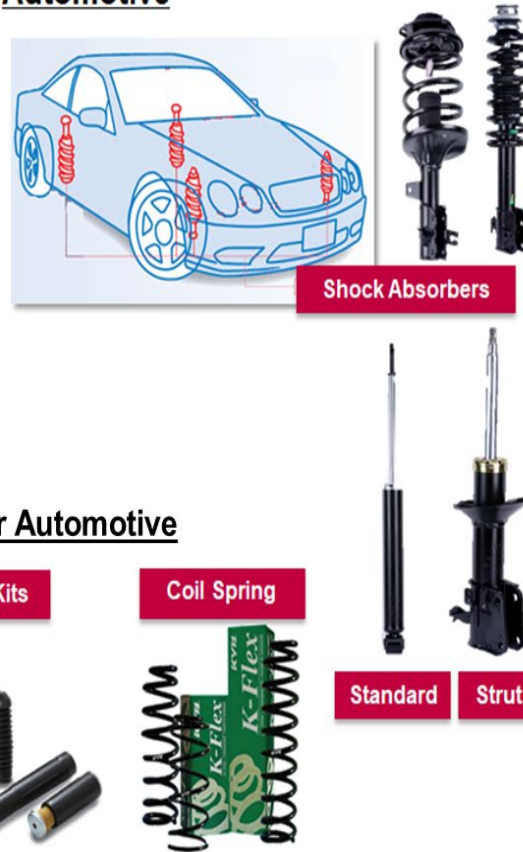
Leading supplier to OEM and REM segments; exporting to 39 countries

**KYB** manufactures shock absorbers and suspension kits

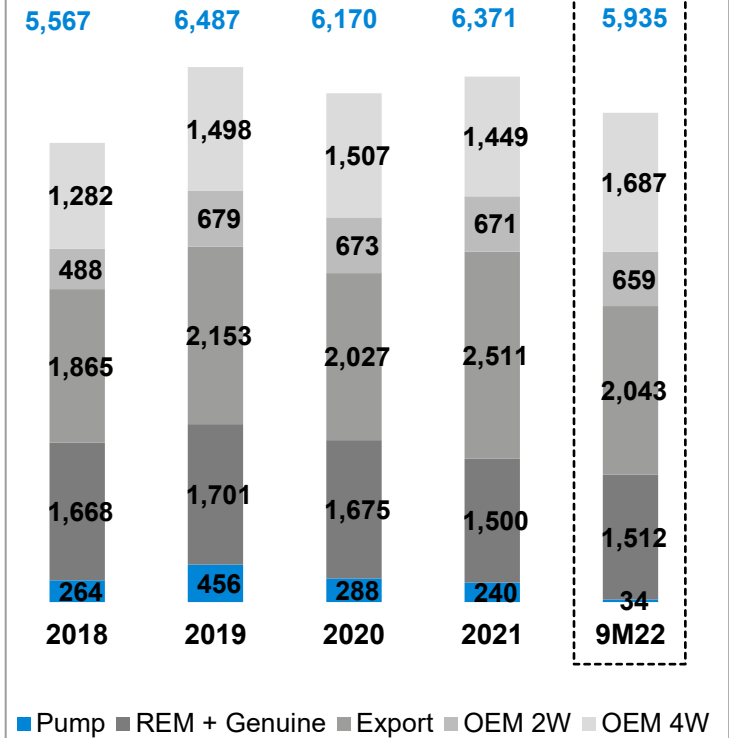
## Motorcycle



## Automotive




## KYB-UMW (units sold, '000)



# Lubricants


## Blend and Distribute to Regional Markets



**UMW's proprietary lubricant brand**


Blended at its plant in Shah Alam that is equipped with a full-fledged product development laboratory.

GRANTT's full range of products include Passenger Car Motor Oil (PCMO), Motorcycle Oil (MCO), Diesel Engine Oil (DEO), Automatic Transmission Fluid ("ATF"), agricultural oil, marine oil, plant-based (biodegradable) and mineral-based hydraulic oil, greases, radiator coolant and brake fluids.



**Since the 1960s**

Exclusive marketing and distribution rights to Pennzoil in Malaysia with over 1,000 authorised dealers nationwide. Have the same rights for Singapore and Brunei.

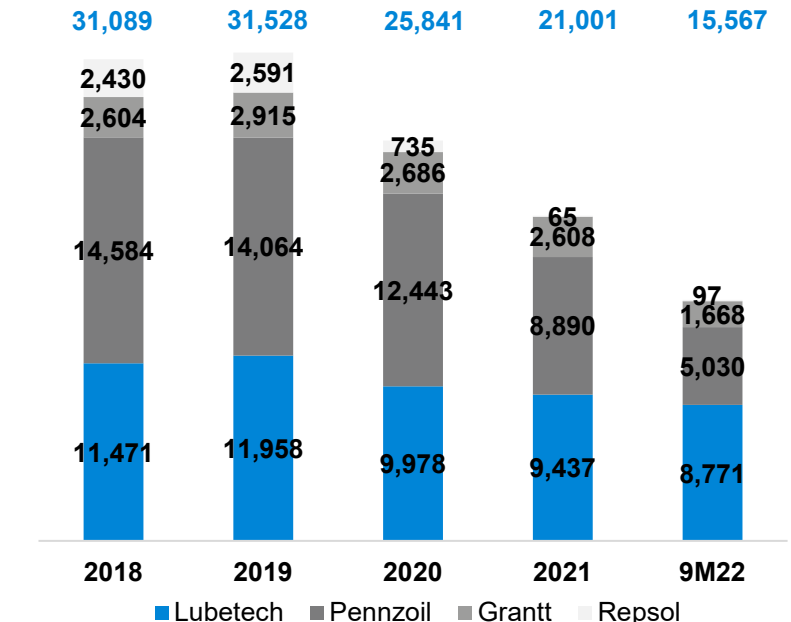


Lubritech Limited blends and distributes Repsol lubricants in China, as well as Grantt.

### Present in 7 countries

-   
**Malaysia**
-   
**Singapore**
-   
**China**
-   
**Brunei**
-   
**Myanmar**
-   
**Vietnam**
-   
**Cambodia**

### Lube Group (litres sold, '000)



**Blending capacity**

- 
**36 million litres / year**
- 
**50 million litres / year**

# M&E Segment - Auto Components

## Operational outlook and growth strategy



### Auto Components



With higher TIV forecasted for 2022, the automotive OEM Market is expected to rebound in 2022 while the REM market (local and export) remains high from the backlog orders.

### Growth strategy

**Innovation in new product & technology – including ‘Green Products’**

**Sustain growth of OEM 4W, 2W and export**

**Expand market share in REM and strengthen product development**

**Leverage on KYB plant modernisation for higher productivity and improved competencies to venture into new innovative business.**

# M&E Segment - Lubricants

## Operational outlook and growth strategy



### Lubricants



Demand in OEM, REM and export markets to be supported by the reopening of the economy globally

### Growth strategy

Capitalise on additional 70% capacity to 60 million litres per year from the new Smart Lubricant plant – to start operations early next year.

- Expansion of toll blending contract.
- Explore opportunities in industrial and commercial lubricant segments.

**Products diversification, such as:**

- Ancillary Lube (brake fluid and coolant)
- 'Green Product' offering – introduced its maiden range of Bio Hydraulic Lubricants

#### Bio-lubricants



- Plant based hydraulic fluid replacing mineral oil, produced from locally-sourced palm oil.
- Biodegradable in 28 days, non-bioaccumulative and non-toxic



Meets the growing demand for greener lubricants to address concerns over the environment

Fully leverage on the new smart lubricant plant to capture higher market share via its in-house brand, Grantt lubricants.

China will continue to be a stable contributor whilst promoting Grantt lubricants.

**Aerospace**

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# Aerospace Segment

## Capitalise on recognition by Rolls-Royce to secure new contracts

- Single-source supplier of fan cases for Trent 1000 engines; production of fan cases for Trent 7000 engines started in October 2020.
- Long-term contract of 25 + 5 years; signed in 2015.
- The state-of-the-art manufacturing plant is located at the UMW High Value Manufacturing Park in Serendah, Selangor.

### Key Capabilities

- ✓ Precision machining
- ✓ Titanium Welding
- ✓ Non-destructive testing (NDT)
- ✓ Complex assembly

### Achievements

**2015**  
Signing of Agreement

**2017**  
R-R Trent 1000 1<sup>st</sup> Delivery

 **2018**  
Trusted to Deliver – Excellence Award  
(27 months Greenfield to Production)

**2019**  
Maiden Profitability

**2020**  
R-R Trent 7000 1<sup>st</sup> delivery

 **2021 & 2022**  
Inducted into High Performing Supplier Group (Top 5% Globally)

 **2022**  
Supplier Best Practice Award



Affords more opportunities for UMW Aerospace to participate in Rolls-Royce's future projects as well as explore other opportunities in the aerospace industry



### Manufactures fan cases for Rolls-Royce's Most Advanced Aircraft Engines



Boeing 787 Dreamliner



A330 New Engine Option



# Aerospace Segment

## Operational outlook and growth strategy



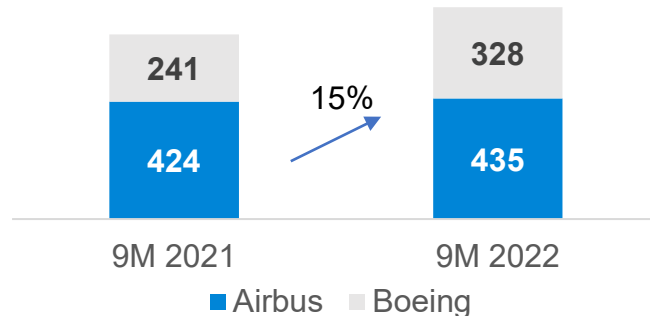
### Aerospace



#### Demand to be underpinned by resumption of air travel

On top of clearing the backlog of orders, new orders for planes are improving.

#### Combined commercial aircraft deliveries for Airbus and Boeing



Source: [www.dsm.forecastinternational.com](http://www.dsm.forecastinternational.com)

## Growth strategy

Ride on the industry recovery trend to ramp-up volume and improve plant capacity utilisation

Focus on establishing new capabilities, especially in High-Value Manufacturing, ie: Chemical Milling, Complex Machining, Additive Manufacturing

UMW has signed a new manufacturing contract with Rolls-Royce in March 2022 to localise the rear case by 2025

Customer and product diversification – participate in new RFQs, engagement for localisation of precision parts

Secure R&D grants through collaboration with AMIC or similar institutions

Continue to look at opportunities to maximise plant utilisation

**Landbank in Serendah**

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# Landbank in Serendah

## Continue to monetise and unlock the value of our industrial land in Serendah

The Group's **861 acres** of land in Serendah, Selangor is being developed as UMW High Value Manufacturing Park, with a holistic ecosystem and environmental sustainability plan.



Developed into **Southern Zone** and **Northern Zone**.



### Green & Sustainable Industrial Park



**Precinct 1**  
Provisional GreenRE  
Certification (Township)  
**First and only Industrial  
Park in Selangor**

**UMW Campus  
Office**  
Provisional GreenRE  
Certification  
(Non-Residential)

About  
**84%**  
of Southern Zone  
has been taken up

**> 40 companies**  
have committed to set  
up manufacturing  
operations at the park



Recently announced the sale of **140 acres** of land to LONGI (Kuching) Sdn Bhd for **RM305 million**.



The gain from the land sale to be recognised upon delivery of vacant possession in FY 2023.

**CREST@2021 Aspiration**

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# CREST@2021 Aspiration

Embarking on a Group Wide Transformation to Realise Full Potential



**CREST@2021**  
Innovising Mobility

20 Billion  
Revenue

2 Billion  
PBT

1 Billion  
PATAMI

# **Redefining Sustainability**

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# CREST@2021 - Redefining Sustainability

## Redefining Sustainability within the Broader Framework of Innovising Mobility



In accordance with the Government's pledge to reduce 45% by 2030 and 100% by 2050

### Key Potential Value Creation Opportunity





# Investing in Nature-Based Solution for Carbon Sequestration

## Reforestation – UMW Green Shoots Initiatives and UMW Bamboo Project

### UMW Green Shoots Initiative



**300,000** mangrove trees  
to be planted by 2023

**150,000** mangrove trees  
to be planted by end of 2022

**157,000** total mangrove trees  
planted in 2022 (Exceeded target)

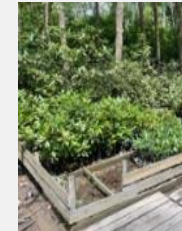
### UMW Bamboo Project



**10,000** total bamboo trees  
planted in 2022 (achieved target of 10,000 trees)



Pulau Kukup,  
Johor



Tanjung Piai,  
Johor



Sg Acheh,  
Penang



Kuala Selangor  
Nature Park



MNS EcoCare,  
Kerteh



Denai Sungai Langat, Selangor

Aligns with United Nations Sustainability Development Goals (“UNSDG”)





# Addressing Climate Change

## Our Renewable Energy Journey

	2016	2019/2020	2021/2022	Total
<b>Solar panel installed</b> 	 ASSB Shah Alam	 ASSB Bukit Raja	 KYB - UMW   UMW Aerospace	
<b>Capacity (MWp)</b> 	<b>0.15</b>	<b>2.00</b>	<b>2.00</b>	<b>4.15</b>










### Moving Forward

Installing additional solar panels of 3.7MW at our existing Toyota plants by the end of 2023.

# Transitioning into a Low Carbon Economy







































## Our Commitment towards Reducing Climate Change Impact

### Race to Electric Mobility

	2022	2024
 <b>TOYOTA</b>	 <ul style="list-style-type: none"> <li>• Toyota Corolla Cross Hybrid launched in January 2022</li> </ul>	 <ul style="list-style-type: none"> <li>• BEV model to be introduced</li> </ul>
 <b>PERODUA</b>	 <ul style="list-style-type: none"> <li>• Hybrid model under market study</li> </ul>	 <ul style="list-style-type: none"> <li>• Hybrid model production</li> </ul>
 <b>UMW EQUIPMENT</b>	 <ul style="list-style-type: none"> <li>• Promote usage of electric forklift</li> </ul>	 <ul style="list-style-type: none"> <li>• Expansion of automation business</li> </ul>

# Green Products as Enablers

## Focusing on Value Generating Green Initiatives

Sustainability Initiatives	Description	Progress
<p><b>1 - Biodegradable Hydraulic Fluid (Bio-lubricants)</b></p> 	<p>Plant based hydraulic fluid replacing mineral oil, produced from locally-sourced palm oil.</p> <div style="display: flex; justify-content: space-around; align-items: flex-start;"> <div style="text-align: center;">  <p>Smooth Transition</p> </div> <div style="text-align: center;">  <p>Non-toxic &amp; Low odour</p> </div> <div style="text-align: center;">  <p>Less Disposal</p> </div> <div style="text-align: center;">  <p>Bio-degradable</p> </div> <div style="text-align: center;">  <p>ISO 15380:2016 HETG</p> </div> <div style="text-align: center;">  <p>Superior Performance</p> </div> <div style="text-align: center;">  <p>SIRIM ECO-LABEL</p> </div> <div style="text-align: center;">  <p>MULIA</p> </div> </div> <p>Smooth transition from conventional mineral-based</p> <p>Bio-degradable to reduce flushing and disposal cost</p> <p>Superior oil performance with ISO 15380:2016 HETG</p> <p>Meet sustainability certifications and standards</p>	<ul style="list-style-type: none"> <li> Officially launched on 13 October 2022.</li> <li> Produced in two variants, VG46 and VG68.</li> <li> Target sectors – agriculture, construction, mining, marine, manufacturing, forestry.</li> </ul>
<p><b>2 - Battery Revival Unique Strategy System (“BRUSS”)</b></p> 	<p>Battery revival device that can extend battery life using desulphation process.</p> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p><b>Advantages</b></p> <ul style="list-style-type: none"> <li> Cost saving</li> <li> High efficiency</li> <li> Robust and durable</li> <li> Waste reduction</li> </ul> </div> <div style="width: 45%;"> <p><b>Applications</b></p> <ul style="list-style-type: none"> <li> Transportation vehicles</li> <li> Industrial machineries</li> <li> Solar PV system</li> <li> Uninterruptible Power Supply (UPS)</li> <li> Telecommunications</li> </ul> </div> </div>	<ul style="list-style-type: none"> <li> Engagement with forklift customers.</li> <li> Lab tests on additional battery units.</li> <li> Development of second unit of BRUSS device.</li> <li> Explore opportunities to sell the BRUSS machine.</li> </ul>
<p><b>3 - Forklift Refurbishment</b></p> 	<p>This initiative aims to extend the useful life of forklifts at high-standards.</p> <ul style="list-style-type: none"> <li> Cost-effective</li> <li> Environmentally-friendly solution</li> </ul> <ul style="list-style-type: none"> <li> Offer a lower carbon solution – avoid metal production for new trucks.</li> <li> Avoid emissions from logistics – accounted for 15% of the carbon footprint</li> </ul>	<ul style="list-style-type: none"> <li> 620 units of forklifts refurbished for extended life usage in 2021.</li> </ul>
<p><b>4 - Water Reclamation Plant (“WRP”) using in-house Ultrafiltration Membrane</b></p> 	<p>UMW’s WRP is a compact solution of effluent / industrial water filtration and disinfection system, to produce clean and safe ‘reclaimed water’ for industrial consumption.</p> <div style="display: flex; justify-content: space-around; align-items: flex-start;"> <div style="text-align: center;">  <p>High performance membrane</p> </div> <div style="text-align: center;">  <p>Long lifespan</p> </div> <div style="text-align: center;">  <p>High mechanical tensile</p> </div> </div>	<ul style="list-style-type: none"> <li> Setting up manufacturing facility in Serendah.</li> <li> In progress for Halal certification.</li> </ul>

# Social and People Wellbeing

## Created a positive impact and well-being of local communities in 2021

### UMW Community Champion

- **250** volunteers
- **1,840** volunteer hours

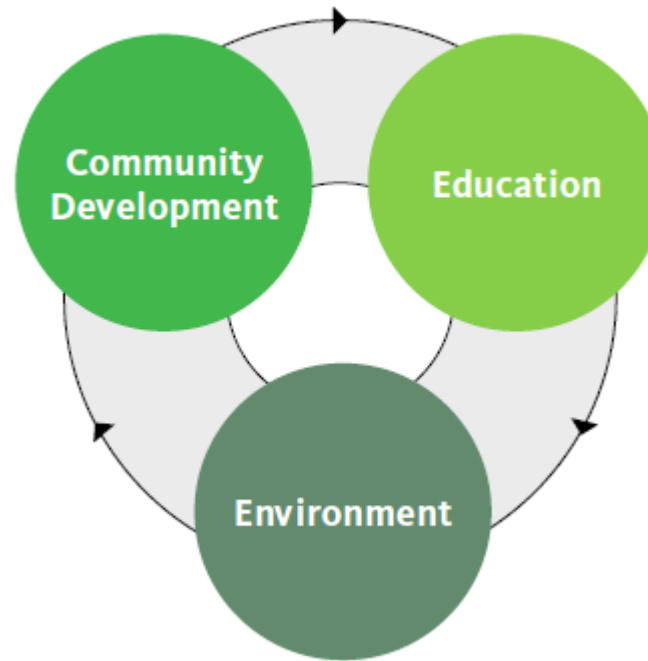
**RM10.8m** contributed to community investment

**RM2.1m** contributed to more than 1,500 flood victims

About **RM8.6m** Zakat contribution made

Completed employees and vendors vaccinations under **Program Imunisasi Industri COVID-19 Kerjasama Awam-Swasta (PIKAS)**

Organised the **Perantisan Penjana Kerjaya Programme 2.0** which benefited more than 400 participants



Donated **RM50,000** to the **Worldwide Fund for Nature (WWF)**'s study on the Net Zero Pathway for Malaysia by 2050

**10,000** mangrove trees planted in 2021

Achieved **45,767 hours** of training, with **7.9 average hours per employee** per year

Rolled out **EnergizeUMW** 24/7 helpline to provide remote therapy sessions for employees

**UMW Executive Development Programme (UEDP)** for employees strategic and targeted leadership

**25% women's representation** in Senior Management roles

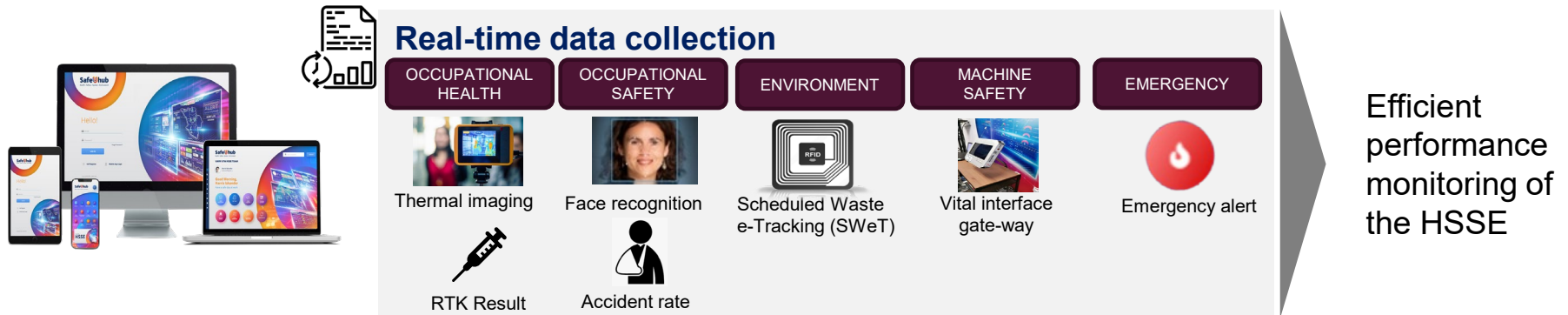
More than **30% female directors**

Flexible Benefits (**Flexi-Ben**) Scheme for employees

# Health, Safety, Security and Environment (HSSE) and Governance

## Digitalising HSSE as part of CREST@2021 strategic transformation framework

Introduced the HSSE website and mobile application, namely SafeUhub



### HSSE Dashboard



Enables us to build accurate HSSE database based on trend analysis and results comparison which can be used for quick decision making.

**UMW undertook a corruption risk assessment to uphold good corporate governance and integrity by:**

#### Policies enhancement

Group Anti-Bribery and Corruption Policy (ABCP)

Group Whistleblowing Policy (GWP)

**Maintained zero corruption convicted case**

**Established the three-year Integrity and Governance Unit (IGU) Blueprint 2021-2023**

**Embarked on ISO 37001 Anti-Bribery Management Systems certification.**

**Established the UMW's Sustainable Supply Chain Policy**

Integrated with labour, health and safety compliance including environmental aspects, ie: energy use, climate change impact, water use, biodiversity, pollution, waste reduction and resource use.



# Monthly Engagement

## 3 Initiatives under 'War on Waste' Campaign

### #WarOnWaste

#### Paperless

- Implementation of paperless policy at Corporate and SBUs in the journey of becoming a paperless organization



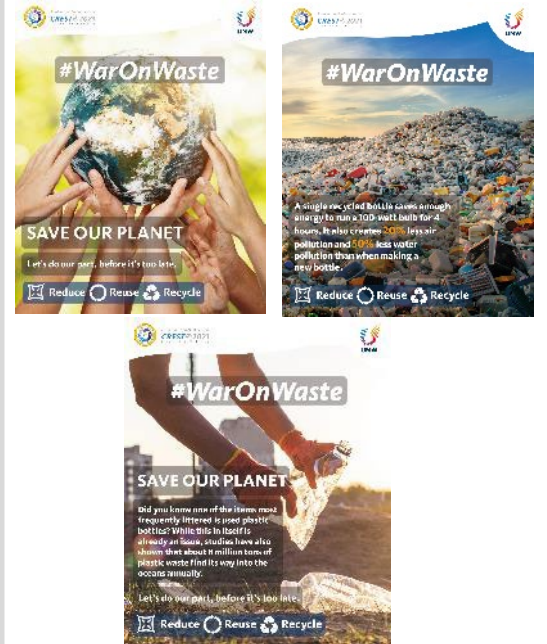
#### Save Water & Electricity

- An energy-saving program that focuses on the water and electricity consumption across the Group



#### Reduce, Reuse, Recycle

- Instillation of the 3R- Reduce, Reuse, Recycle culture among the Wowriots



# THANK YOU

Corporate Portal  
[www.umw.com.my](http://www.umw.com.my)

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