



YENHER HOLDINGS BERHAD

Q4 FY2021 Results Briefing

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YENHER HOLDINGS BERHAD

Company Overview



Yenher Holdings Berhad and its subsidiaries (“Yenher” or the “Group”) are principally involved in the manufacturing and distribution of animal health and nutrition products.

To complement and support the sales of manufactured and distribution products, Yenher also provides value-added diagnostic and material analyses services as well as complimentary consulting services.

Its customers are mainly farmers, feed millers as well as livestock integrators operating in the livestock industry.

Over the years, the Group has evolved from solely being a distributor to a manufacturer and distributor of animal health and nutrition products.

- Appointed distributors in:



- **Established a foreign branch in Taiwan**
- **Appointed a customer as a distributor in Southern Taiwan.**



- **Since 2021**

Manufacturing

1. Premixes (Yenmix[®])
2. Complete feed and formulated products
3. Biotech animal feed ingredients ('YenSoy[®]' and 'YenPalm RH[®]')

Distribution

1. Feed additives: amino acids, probiotics and antioxidants
2. Vitamins and minerals
3. Veterinary pharmaceuticals and vaccines
4. Raw materials and commodities: oil meal or oil cakes as well as cereals and grains
5. Others: farm equipment, livestock reproduction products and companion animal products



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YENHER HOLDINGS BERHAD

Financial Overview



Quarterly Financial Performance



Q4 FYE 2021 vs Q3 FYE 2021

Revenue

RM71.2 million
 ▲ 7.5%

Gross Profit

RM13.9 million
 ▲ 17.0%

Profit Before Tax

RM7.6 million
 ▲ 35.9%

Profit After Tax

RM5.6 million
 ▲ 31.3%

GP margin 19.5%
 ▲ 160 b.p

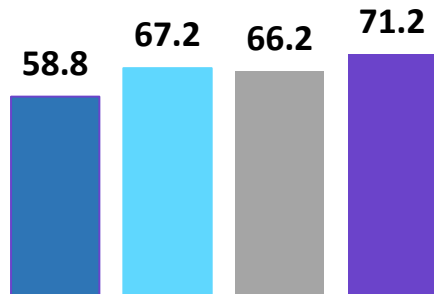
PBT margin 10.6%
 ▲ 220 b.p

PAT margin 7.9%
 ▲ 140 b.p

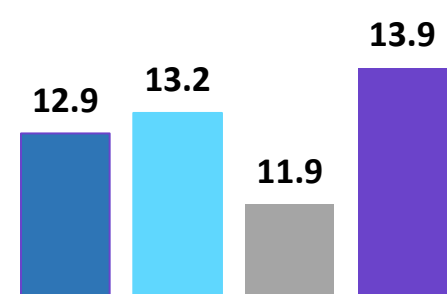
Note:

- The higher top line was boosted by higher sales of premixes achieved by the manufacturing division and amino acid by its distribution division.
- The gross profit margin improved to 19.5% from 17.9% in the preceding quarter as a result of the more favourable product mix.

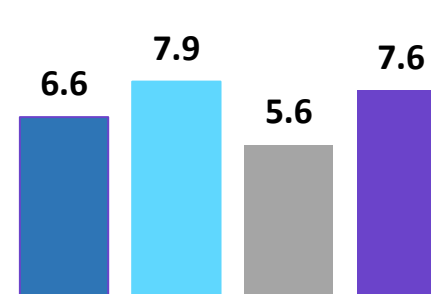
Revenue (RM'mil)



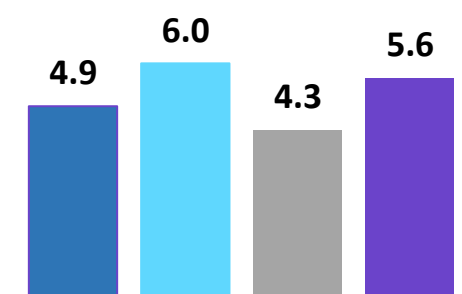
Gross Profit (RM'mil)



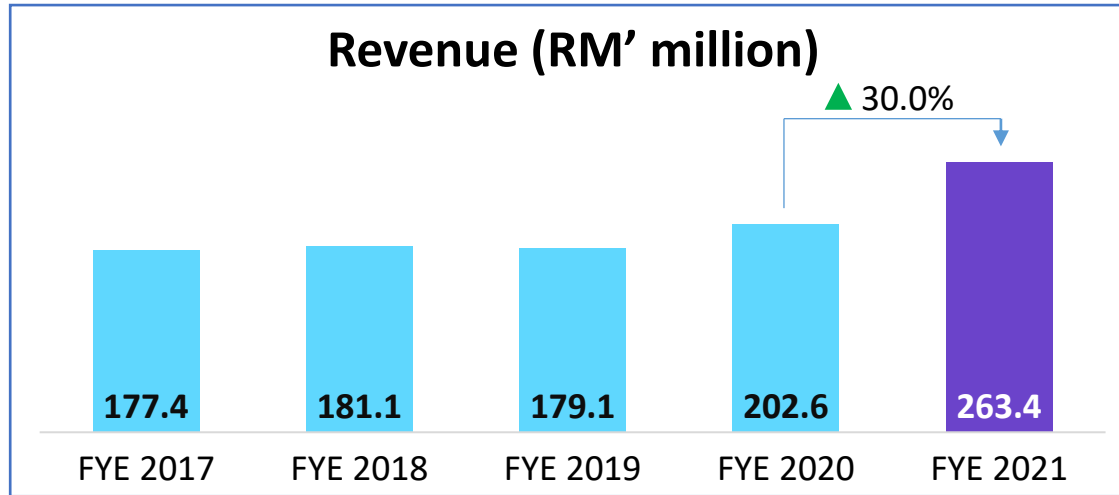
PBT (RM'mil)



PAT (RM'mil)

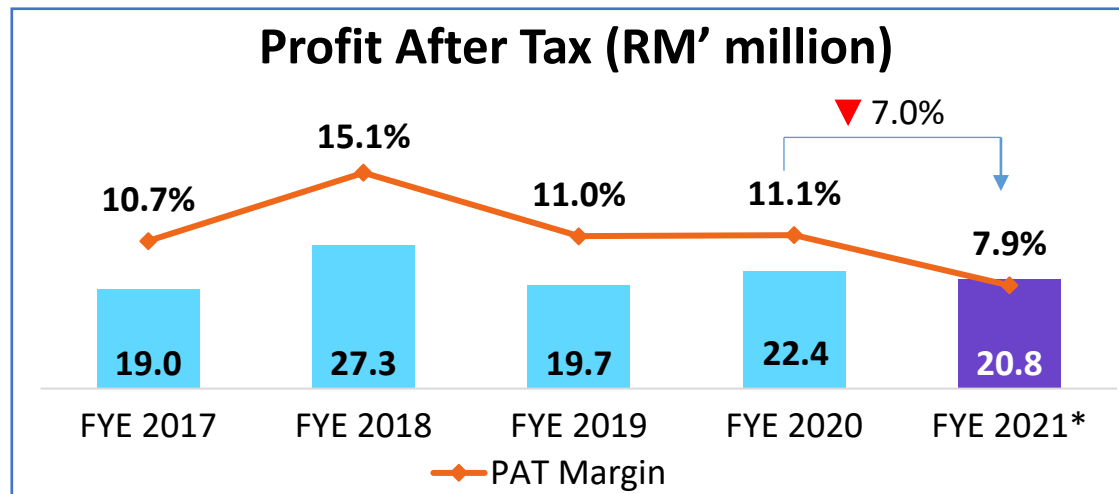


■ Q1 FY2021 ■ Q2 FY2021 ■ Q3 FY2021 ■ Q4 FY2021



FYE 2021 vs FYE 2020

- FY2021 revenue increased by 30.0% on higher revenue contribution from its distribution division as a result of increased commodity, feed additives, vitamins and mineral, as well as biotech fermented ingredient sales.



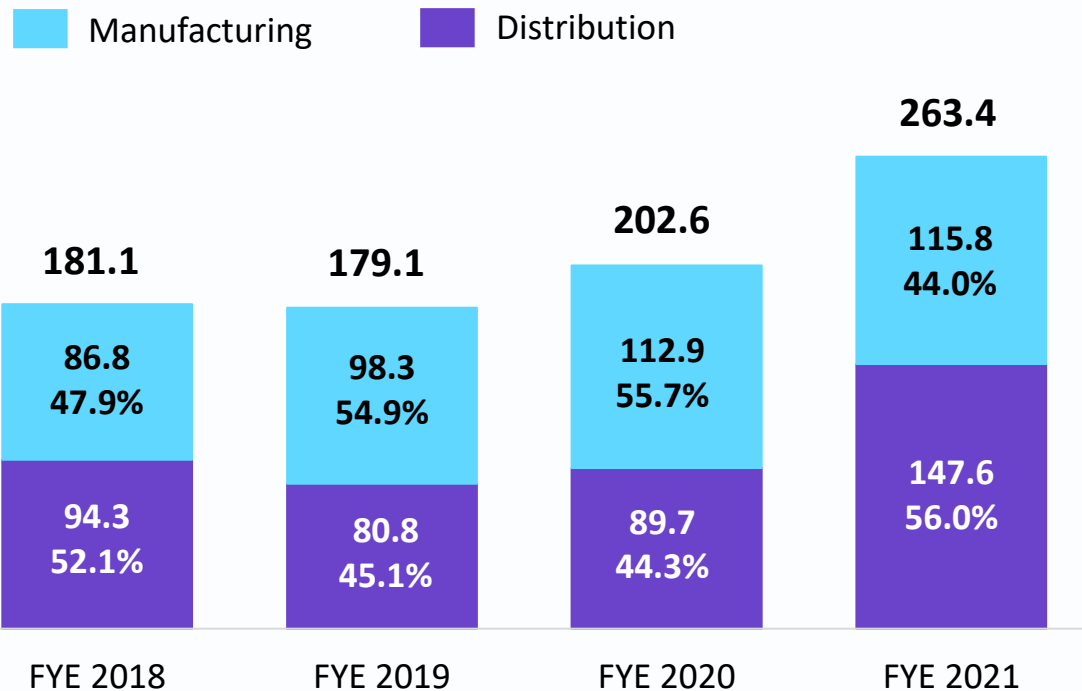
- FY2021 PAT narrowed by 7.0% due to one-off additional listing expenses*, higher freight costs, overall materials costs and increased administrative expenses.

Note:

FYE - financial year ended 31 December

* Includes additional listing expenses of RM1.1 million

By Business Segment (RM' million)

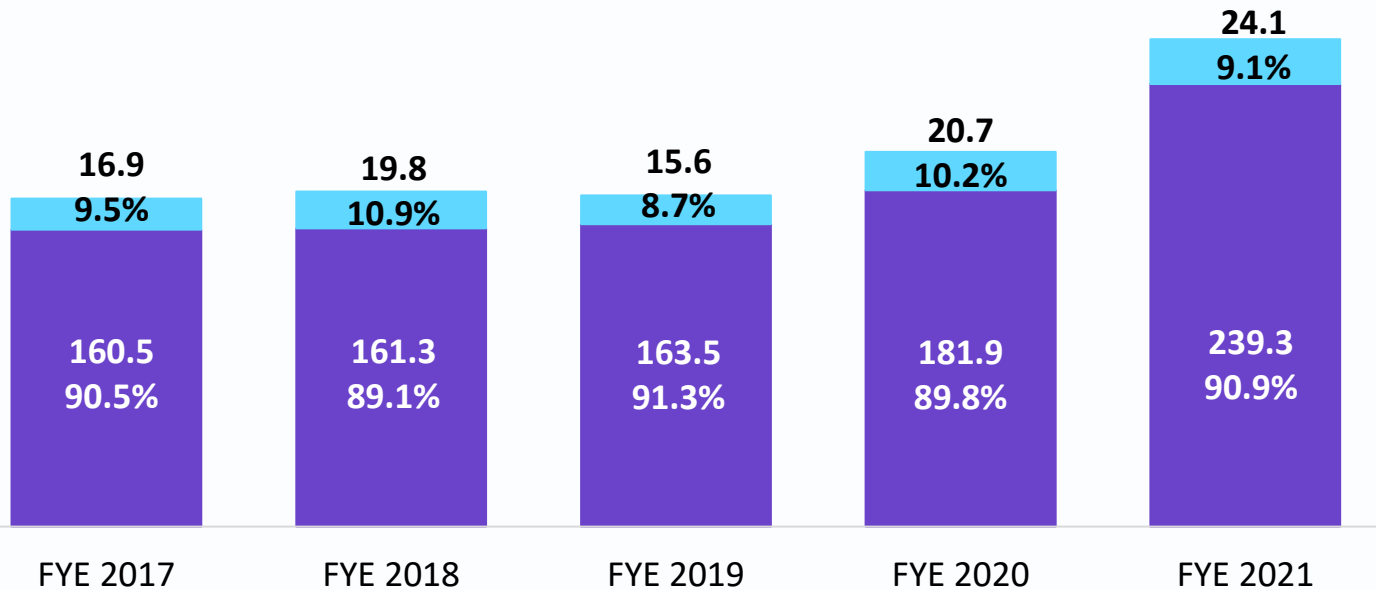


FYE 2021 vs FYE 2020

- Revenue contribution:
 - Manufacturing Division ▲ 2.6%
 - Distribution Division ▲ 64.5%
- The higher revenue contribution from its manufacturing division was due to the increase in the sales of premium complete feed and biotech feed ingredient.
- The increase in revenue contribution from distribution division was mainly due to the higher sales of commodity, feed additives, vitamins and mineral.
- .

By Geographical Location (RM' million)

Overseas Local



FYE 2021 vs FYE 2020

- Revenue contribution
 - Local markets ▲ 31.6%
 - Overseas markets ▲ 16.1%
- The increased contribution from local markets in FYE 2021 came on the back of higher sales of commodity, feed additives, vitamins and mineral, as well as biotech fermented ingredient sales.
- The higher contribution from overseas markets in FYE 2021 was mainly higher sales to Brunei, Belgium and Taiwan markets.

As at 31 December 2021



RM 222.3M

Total Assets

FYE2020: RM 154.2M



RM 193.9M

Total Equity

FYE2020: RM 128.8M



RM 28.3M

Total Liabilities

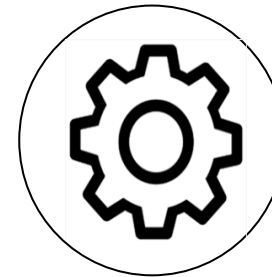
FYE2020: RM 25.5M



RM 66.8M

Cash & Cash Equivalents

FYE2020: RM 26.2M



0.01x

Gearing Ratio

FYE2020: 0.01x



7.20x

Current Ratio

FYE2020: 5.04x

Note:

FYE - financial year ended 31 December

Dividend Per Share (sen)

Pre-Listing

Post-Listing

4.58

1.50

1.50

1st Interim

2nd Interim

Final Dividend

FYE 2021

- The Group paid its first interim dividend of 4.58 sen per share prior to its Initial Public Offering in May 2021. (~ in respect of financial results YE2020 as part of IPO scheme agreed by SC)
- Subsequently, Yenher paid its second interim dividend of 1.50 sen per share in October 2021.
- The Group had proposed a final dividend of 1.50 sen, subject to shareholder approval at upcoming Annual General Meeting
- Excluding the dividend declared prior to the Group's listing, dividend payout ratio stood at 43.2% based on its full year 2021's PAT

Dividend Policy:

40% PAT



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YENHER HOLDINGS BERHAD

Growth Strategies



Construction of new GMP-compliant manufacturing plant

- New GMP-compliant manufacturing plant will house all manufacturing activities under one roof, a new R&D center, a warehouse and a new head office
- Upon completion, the Group's annual production capacity will expand by over three-fold to 49,200 tonnes from our existing production volume.
 - Premixes, complete feed and formulated products: 31,200 tonnes per annum
 - Biotech animal feed ingredients: 18,000 tonnes per annum

Regional expansion

- Intend to further enhance overseas presence by penetrating into regional countries.
- To establish representative offices/branch offices as well as appoint distributors in the identified markets
- Currently in the midst of obtaining the necessary certifications to distribute proprietary products in those countries

Product expansion

- To continue research and developing new products to strengthen the products portfolio through its in-house R&D capabilities



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YENHER HOLDINGS BERHAD

Environmental, Social and
Governance



Committed to creating a more sustainable future

- Yenher was awarded by a supplier had contributed to the environments.



with the incorporation of a materials (Ronozyme) into diets

	2018	2019	2020
Greenhouse Gas Emission reduction	6,677 MT	8,200 MT	6,650 MT
Equivalent to	Turning off 236,375 lamps Planting 172,941 trees Taking away 2,782 cars	Turning off 290,280 lamps Planting 213,380 trees Taking away 3,417 cars	Turning off 235,410 lamps Planting 172,235 trees Taking away 2,771 cars

With the incorporation of **RONOZYMES** into their diets in 2018

Yenher Agro-Products Sdn. Bhd. has taken a bold step in innovation and sustainability in reducing Greenhouse Gas Emissions (CO₂, CH₄, N₂O) by **6,677 MT per annum** (expressed as CO₂ equivalence)

This was a **Bronze** achievement

Considering the annual feed production and full potential of Greenhouse Gas Emission reduction, this recognised company achieved a **TWO STAR** recognition.

This Greenhouse Gas Emission reduction, is equivalent to:

- Turning off **236,375** lamps
- Planting **172,941** trees
- Taking **2,782** cars of the streets

RONOZYME
...creating a more sustainable future...

This Greenhouse Gas Emission reduction, is equivalent to:

- Planting **213,380** trees
- Turning off **290,280** lamps
- Taking **3,417** cars of the streets

WE MAKE IT POSSIBLE

With the incorporation of **RONOZYMES** into the diets during 2019,

Yenher Agro-Products Sdn. Bhd. has taken bold steps towards innovation and sustainability reducing:

- Greenhouse Gas Emissions (CO₂, CH₄, N₂O) by 8,200 MT per annum (expressed as CO₂ equivalent) &
- Phosphorus Emissions by 83 MT per annum (expressed as PO₄ equivalent).

This was a **Silver** achievement.

This Greenhouse Gas Emission reduction, is equivalent to:

- Planting **172,235** trees for 10 years
- Turning **235,410** incandescent lamps to LEDs
- Taking **2,771** cars off the streets for 1 year

WE MAKE IT POSSIBLE

With the incorporation of **RONOZYMES** into the diets during 2020,

Yenher Agro-Products Sdn. Bhd. has taken bold steps towards innovation and sustainability reducing

Greenhouse Gas Emissions (CO₂, CH₄, N₂O) by 6,650 MT per annum (expressed as CO₂ equivalent)



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YENHER HOLDINGS BERHAD

Investment Highlights



01

Robust Financial Position

- Net cash: RM64.5 million
- Gearing ratio: 0.01x
- Dividend yield: 3.75%*

02

Strong In-house R&D

- Strong R&D team allow the Group to formulate new products to suit clients' needs
- Proprietary products outperform basic feed

03

One Stop Solutions Provider

- Wide range of products ranging from premixes, feed additives, biotech animal feed ingredients to veterinary pharmaceuticals and disinfectant equipment

04

Capacity for Growth

- Providing the Group sufficient room to cater for future demand

05

Strong Management Team

- The Group is led by a management team with over 25 years of experience in the industry

* Based on dividend declared since its listing in July 2021 and closing price of RM0.80 as at 31 December 2021.



YENHER HOLDINGS BERHAD

THANK YOU!



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