RECOGNISING MALAYSIA'S BIGGEST & BEST PERFORMING COMPANIES

THE EDGE

Billion Ringgit Club 2011

AEON Co. (M) Bhd
Affin Holdings Bhd
AirAsia Bhd
Alliance Financial Group Bhd
Allianz Malaysia Bhd
AMMB Holdings Bhd
Amway (Malaysia) Holdings Bhd
Ancom Bhd
Ann Joo Resources Bhd
APM Automotive Holdings Bhd
Axiata Group Bhd
Bandar Raya Developments Bhd
Batu Kawan Bhd
Berjaya Corporation Bhd
Berjaya Land Bhd
Berjaya Retail Bhd*
Berjaya Sports Toto Bhd
BIMB Holdings Bhd
Bina Puri Holdings Bhd
Bintulu Port Holdings Bhd
BLD Plantation Bhd
Boustead Heavy Industries Corporation Bhd
Boustead Holdings Bhd
British American Tobacco Malaysia Bhd
Bursa Malaysia Bhd
CapitaMalls Malaysia Trust
Carlsberg Brewery Malaysia Bhd
Chemical Company of Malaysia Bhd
CIMB Group Holdings Bhd
Coastal Contracts Bhd
CSC Steel Holdings Bhd
Dayang Enterprise Holdings Bhd
Dialog Group Bhd
DiGi.Com Bhd
DKSH Holdings Malaysia Bhd
DRB-HICOM Bhd
Dutch Lady Milk Industries Bhd
ECS ICT Bhd
EON Capital Bhd
Esso Malaysia Bhd
Far East Holdings Bhd
Fraser & Neave Holdings Bhd
Gamuda Bhd
Genting Bhd
Genting Malaysia Bhd
Genting Plantations Bhd
Guan Chong Bhd
Guinness Anchor Bhd
Hap Seng Consolidated Bhd
Hap Seng Plantations Holdings Bhd
Harrisons Holdings (M) Bhd
Hartalega Holdings Bhd
Hiap Teck Venture Bhd
Hock Seng Lee Bhd
Hong Leong Bank Bhd
Hong Leong Financial Group Bhd
Hong Leong Industries Bhd
IGB Corporation Bhd
IJM Corporation Bhd
IJM Land Bhd
IJM Plantations Bhd
IOI Corporation Bhd
Jaya Tiasa Holdings Bhd
JCY International Bhd
JT International Bhd
Keck Seng Malaysia Bhd
Kencana Petroleum Bhd
KFC Holdings (Malaysia) Bhd
Kinsteel Bhd
KLCC Property Holdings Bhd
KNM Group Bhd
Kossan Rubber Industries Bhd
KPJ Healthcare Bhd
Krisassets Holdings Bhd
Kuala Lumpur Kepong Bhd
Kulim (Malaysia) Bhd
Kurnia Asia Bhd
Kwantas Corporation Bhd
Lafarge Malayan Cement Bhd
Leader Universal Holdings Bhd
Leong Hup Holdings Bhd
Lingkaran Trans Kota Holdings Bhd
Lingui Developments Bhd
Lion Corporation Bhd
Lion Diversified Holdings Bhd
Lion Industries Corporation Bhd
LPI Capital Bhd
MAA Holdings Bhd
Mah Sing Group Bhd
Malayan Banking Bhd
Malayan Flour Mills Bhd
Malaysia Airports Holdings Bhd
Malaysia Building Society Bhd
Malaysia Marine & Heavy Engineering Holdings Bhd
Malaysia Smelting Corporation Bhd
Malaysia Steel Works (KL) Bhd
Malaysian Airline System Bhd
Malaysian Bulk Carriers Bhd
Malaysian Pacific Industries Bhd
Malaysian Resources Corporation Bhd
Maxis Bhd
MBf Holdings Bhd
MBM Resources Bhd
Media Chinese International Ltd
Media Prima Bhd
Metrod (Malaysia) Bhd
MISC Bhd
MMC Corporation Bhd
MNRB Holdings Bhd
MTD Capital Bhd
Mudajaya Group Bhd
Muhibbah Engineering (M) Bhd
Mulpha International Bhd
Multi-Purpose Holdings Bhd
NCB Holdings Bhd
Nestlé (Malaysia) Bhd
Nylex Malaysia Bhd
Oriental Holdings Bhd
OSK Holdings Bhd
Pacificmas Bhd
Padiberas Nasional Bhd
Panasonic Manufacturing Malaysia Bhd
Parkson Holdings Bhd
Pelikan International Corporation Bhd
Perwaja Holdings Bhd
Petronas Chemicals Group Bhd
Petronas Dagangan Bhd
Petronas Gas Bhd
Pharmaniaga Bhd
PLUS Expressways Bhd
POS Malaysia Bhd
PPB Group Bhd
Press Metal Bhd
Proton Holdings Bhd
Public Bank Bhd
Puncak Niaga Holdings Bhd
QL Resources Bhd
QSR Brands Bhd
Ranhill Bhd
RHB Capital Bhd
S P Setia Bhd
SapuraCrest Petroleum Bhd
Sarawak Oil Palms Bhd
Scomi Group Bhd
Selangor Properties Bhd
Shangri-La Hotels (Malaysia) Bhd
Shell Refining Company (Federation of Malaya) Bhd
Sime Darby Bhd
Sino Hua-An International Bhd
Star Publications (Malaysia) Bhd
Starhill REIT
Sunway City Bhd
Sunway Holdings Bhd
Sunway Real Estate Investment Trust
Supermax Corporation Bhd
Syarikat Takaful Malaysia Bhd
Ta Ann Holdings Bhd
TA Enterprise Bhd
TA Global Bhd
Tan Chong Motor Holdings Bhd
Tasek Corporation Bhd
Telekom Malaysia Bhd
Tenaga Nasional Bhd
Texchem Resources Bhd
TH Plantations Bhd
The Store Corporation Bhd
Time Dotcom Bhd
Top Glove Corporation Bhd
Tradewinds (M) Bhd
Tradewinds Corporation Bhd
Tradewinds Plantation Bhd
TSH Resources Bhd
UEM Land Holdings Bhd
UMW Holdings Bhd
Unisem (M) Bhd
United Malacca Bhd
United Plantations Bhd
Wah Seong Corporation Bhd
WCT Bhd
YTL Cement Bhd
YTL Corporation Bhd
YTL E - Solution Bhd
YTL Land & Development Bhd
YTL Power International Bhd
Zelan Bhd

BILLION RINGGIT Club

A BENCHMARK FOR CORPORATE MALAYSIA

Welcome to the second year of *The Edge* Billion Ringgit Club (BRC) and Corporate Awards.

It was just over a year ago that the BRC and Corporate Awards were officially launched by Prime Minister Datuk Seri Najib Razak. Today, the club is a year older and also bigger with 185 members on board, up from 163 last year.

We would like to extend our deepest appreciation to Datuk Seri Idris Jala, Minister in the Prime Minister's Department, for gracing the gala dinner at Shangri-La Hotel Kuala Lumpur last Wednesday. As head of Pemandu, Jala is entrusted with the Economic Transformation Programme — a critical catalyst for Malaysia's growth going forward.

The BRC was established to recognise Malaysia's biggest and best performing companies. With nearly 1,000 companies listed on Bursa Malaysia, there is certainly no shortage of choice for investors to invest in or companies to partner with. But what separates the wheat from the chaff?

For the past 17 years, *The Edge* has been Malaysia's leading authority on business in Malaysia.

The BRC and Corporate Awards are a natural extension of what we do best — recognising the best of corporate Malaysia in a fair and transparent manner. The awards are the benchmark for Corporate Malaysia. As recognition is the best reward for an accomplishment, we hope they will encourage companies to strive even harder to succeed.

Through the BRC, we also aim to promote networking and corporate social responsibility (CSR) opportunities so that our members can create more value for their shareholders and society. Our most recent event was a dinner talk with noted economist Dr Jim Walker. In the coming year, we will be stepping up our efforts to promote more exciting activities — so do watch this space!

Recognising the importance of CSR, we are also ranking the top 10 CSR companies starting this year.

Bringing the awards to fruition is an affair that groups together many people, organisations and months of effort. There are so many people to name that it will fill an entire page. We thank you all.

A very special thank you goes to OCBC Bank (Malaysia), main sponsor; BMW Malaysia, the official car; Audemars Piguet, the supporting sponsor; and Astro Awani, the official TV channel.

The Edge BRC Corporate Awards are driven solely by our mission to recognise the best of Corporate Malaysia and our belief that they can do even better if they are recognised. We are thankful that our three sponsors share the same sentiment. This event would not have been possible without your great support.

Thank you once again and to all our winners, congratulations!

Kevin Khoo
Deputy editor-in-chief
The Edge

Lim Shiew Yuin
Deputy managing director
The Edge

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BILLION RINGGIT Club

SUHAIMI YUSUF/THE EDGE

Chia Song Kun (front row third from left), managing director of QL Resources Bhd, which bagged *The Edge* Billion Ringgit Club Company of the Year Award, with (on his left) *The Edge* chairman Datuk Tong Kooi Ong, Minister in the Prime Minister's Department Datuk Seri Idris Jala, OCBC Bank Malaysia Bhd director and CEO Jeffrey Chew and other category winners. *The Edge* editor-in-chief Dorothy Teoh is on the far right.

MEMBERSHIP GROWS

BY KEVIN KHOO

Despite deep concerns over the US economy, European sovereign debt problems, wars and revolutions in the Middle East and North Africa, surging commodity prices and rising inflationary pressures, 2009 turned out to be a very good year for Malaysia and its corporate sector.

A strong domestic sector, led by resilient consumers and banks, and a recovery in the manufacturing and services sectors helped the economy rebound strongly from the aftermath of the global financial crisis. After contracting 1.7% in 2009, GDP expanded by a better than expected 7.2% in 2010.

The recovery was also reflected in the stock market, where the FBM KLCI hit a historic high of 1,595 on July 8, 2011, while the market capitalisation of companies listed on Bursa Malaysia breached the trillion ringgit mark. Malaysia has Southeast Asia's highest number of listed companies — 954 — and it probably will not be long before that number reaches 1,000.

HOW DID *THE EDGE* BILLION RINGGIT CLUB FARE?

The Edge Billion Ringgit Club (BRC) groups companies with at least RM1 billion in terms of market capitalisation on March 31 of each year or RM1 billion in turnover in the immediately preceding year. To qualify for membership in 2011, a company must have at least RM1 billion in market capitalisation as at March 31, 2011, or RM1 billion in revenue in FY2010.

We are glad to report that the BRC members, as a group, fared much better than the headline GDP growth number last year. It is telling that the bigger companies also became more successful.

Membership of the BRC, which is in its second year, has grown to 185 companies this year, an increase of 22 companies or 14% from 163 in 2010. This works out to 19% of the 955 companies listed on Bursa Malaysia as at March 31, 2011. The percentage last year was 17%.

This means 185 companies have revenue or market capitalisation of above RM1 billion. These companies, which are involved in a wide spectrum of businesses, range from large government-linked companies and banking groups to niche manufacturers in specialised fields, reflecting the diversity of Malaysia's corporate sector.

The net increase of 22 companies was the result of a combination of 30 companies that joined and eight that dropped out.

Of the latter, seven companies were delisted as a result of privatisation or takeovers, including three companies belonging to tycoon T Ananda Krishnan, namely Tanjong plc, Astro All Asia Networks plc and Measat Global Bhd. The others were Sunrise Bhd, EON Capital Bhd, Titan Chemicals Bhd and UBG Bhd.

Southern Steel Bhd was excluded this year as its market capitalisation fell below the RM1 billion mark and the company did not release full financial year results in 2010 after changing its year-end from December 2009 to June 2011. As its annual turnover exceeds RM2 billion, the company will likely re-enter in 2012.

BILLION RINGGIT Club

The initial public offering (IPO) market had a good year in 2010, with a large number of new listings. This was also reflected in the BRC, with six newly listed companies joining the club, including two units of national oil giant Petroliam Nasional Bhd (Petronas) and two real estate investment trusts (REITs).

The most prominent new member was Petronas Chemicals Group Bhd, which listed in November 2010 and instantly became the third largest stock on the local bourse. The other Petronas unit was Malaysia Marine and Heavy Engineering Holdings Bhd, which listed in October 2010.

The two new REITs were CapitaMalls Malaysia Trust (listed in July 2010) and Sunway Real Estate Investment Trust (listed in July 2010). Two other newly listed companies that joined the club were Berjaya Retail Bhd (listed in August 2010 but privatised in May 2011) and ECS ICT Bhd (listed in April 2010).

The other new members of the BRC were APM Automotive Holdings Bhd, Bandar Raya Developments Bhd, Bina Puri Holdings Bhd, BLD Plantation Bhd, Boustead Heavy Industries Corp Bhd, Coastal Contracts Bhd, CSC Steel Holdings Bhd, Dayang Enterprise Holdings Bhd, Dutch Lady Milk Industries Bhd, Far East Holdings Bhd, Guan Chong Bhd, Hock Seng Lee Bhd, Malaysia Building Society Bhd, Malaysia Smelting Corp Bhd, Malaysia Steel Works (KL) Bhd, Pacificmas Bhd, Panasonic Manufacturing Malaysia Bhd, Shangri-La Hotels (Malaysia) Bhd, Tasek Corp Bhd, TH Plantations Bhd, Tradewinds Corp Bhd, Tradewinds Plantation Bhd, TSH Resources Bhd and YTL Land & Development Bhd.

MARKET CAPITALISATION

The market capitalisation of the 185 companies totalled RM1,165 billion as at March 31, 2011. This was a 27% jump from RM916.58 billion in 2010. Collectively, they account for a significant 89%, up from 88%, of the total market capitalisation of Bursa Malaysia of RM1,311 billion as at March 31, 2011.

Malayan Banking Bhd remained Malaysia's largest listed company with a market capitalisation of RM65.61 billion as at March 31, 2011. This was 24% higher than RM52.87 billion a year earlier. Its share price rallied as investors warmed up to its growth prospects, especially in Indonesia, and the bank's ambitions to become a bigger regional player via the acquisition of Kim Eng Holdings Ltd.

CIMB Group Holdings Bhd overtook Sime Darby Bhd for the No 2 spot. The country's second largest banking group saw its market capitalisation increase 23% from RM49.66 billion to RM60.95 billion as it continued to deliver strong earnings after building a sizeable Asean presence and branding. It is worth noting that less than RM5 billion or under 8% of market capitalisation separates Maybank and CIMB.

Meanwhile, Sime Darby fell from third to fourth spot, although its market capitalisation increased slightly — by 6% from RM52.34 billion to RM55.47 billion. This was due to newcomer Petronas Chemicals Group grabbing the third spot with RM57.92 billion. In fifth place was Public Bank, the market capitalisation of which rose 13% to RM46.34 billion.

PROFITABILITY

The profitability and revenue growth of the BRC members outperformed the country's GDP growth, underscoring the strength of the corporate sector, especially of the bigger players.

The BRC members had a combined profit before tax of RM91.29 billion and revenue of RM592.56 billion in FY2010. This marked a 10% rise in revenue from RM539.29 billion in 2010 while profit before tax was 36% higher than RM67.16 billion in 2010.

The disproportionately smaller growth in revenue compared with profit before tax was largely due to the banks, as some of them changed the classification of revenue to net income, which deducted interest expenses from the top line.

Unlike in the rankings for market capitalisation and revenue, there were quite a number of changes in the top spots in terms of profitability.

Maybank recorded a stellar performance, jumping from 10th to top spot and overtaking CIMB Group. The country's biggest bank posted a profit before tax of RM5.37 billion in FY2010 ended June 30, a sharp increase from RM1.67 billion in FY2009 as the previous year's earnings were affected by an impairment of RM1.62 billion on goodwill from Bank Internasional Indonesia and an impairment loss of RM353.1 million from its Pakistan bank.

HIGHLIGHTS

- 185 members in 2011, up 22 from 163
- 30 new members and 8 exited, of which 7 were delisted
- Total market capitalisation of RM1,165 billion, up 27%
- Total profit before tax of RM91.29 billion, up 36%
- Total revenue of RM592.56 billion, up 10%
- Makes up 19% of listed companies but 89% of Bursa market cap

CIMB Group fell from first to second spot with profit before tax of RM4.65 billion, up 23% from RM3.81 billion in 2009. Helped by the opening of its Singapore casino, Genting Bhd rose to third spot from fifth as its profit before tax increased from RM2.53 billion to RM4.39 billion.

At fourth place was Public Bank, which fell from No 2 spot, although its profit before tax improved 23% from RM3.32 billion to RM4.09 billion.

Tenaga Nasional Bhd made a quantum leap from 14th to fifth spot as its profit before tax surged from RM1.54 billion to RM4.02 billion. A stronger ringgit versus the greenback helped the national utility company register foreign exchange gains of RM632.6 million in FY2010 ended Aug 31 compared with forex losses of RM1.18 billion in FY2009.

Among last year's top 10, one of the biggest decliners was Sime Darby Bhd, which fell from third to 12th place. The conglomerate saw its profit before tax decline from RM3.07 billion to RM1.74 billion as it suffered losses of RM1.76 billion from its energy and utilities unit, largely due to oil and gas projects in the Middle East.

REVENUE

In terms of revenue, the top four positions remained unchanged from last year.

Sime Darby remained on top with revenue of RM32.84 billion, up 6% from RM31.01 billion a year earlier. This was followed by Tenaga Nasional (RM30.32 billion, up 5% from RM28.79 billion), Petronas Dagangan Bhd (RM20.69 billion, down 15% from RM24.37 billion) and Maybank (RM18.56 billion, up 6% from RM17.59 billion).

The biggest jump in ranking was earned by YTL Corp Bhd. With revenue of RM16.51 billion, the mainly power-based conglomerate came in fifth, up from 14th place a year earlier. It overtook MISC Bhd which fell to ninth place.

YTL Corp's revenue surged 86% from RM8.89 billion a year earlier due to the consolidation of its Singapore-based energy subsidiary PowerSeraya Ltd. MISC, on the other hand, saw its revenue fall 13% to RM13.78 billion from RM15.78 billion due to lower freight rates amid a soft global shipping environment. E

AN EVENING WITH DR JIM WALKER

KENNY YAP/THE EDGE

The Edge Billion Ringgit Club is not just an annual gala dinner and recognition event. It aims to foster networking and corporate social responsibility activities with an avenue to share ideas, explore business opportunities and, ultimately, add value to the companies and society.

As part of its efforts to engage its members and share knowledge, the BRC hosted a dinner talk titled "An Evening with Dr Jim Walker" at the Kuala Lumpur Hilton on May 9. The renowned economist is the founder and managing director of Asianomics Ltd.

The complimentary event, organised by *The Edge*, was attended by top executives from the BRC companies and invited guests. Walker, whom *The Edge* flew in from Hong Kong, gave a presentation titled "One Black Swan Too Many", touching on the challenges and risks facing the global economy today and the future outlook.

Prior to establishing Hong Kong-based Asianomics in December 2007, Walker was the chief economist at CLSA Asia-Pacific Markets. Over the years, he achieved numerous "best economist" rankings in the Asiamoney, Institutional Money and Greenwich surveys of fund managers. In the last few years, he has been best known for forecasting the downturn of the US and the financial sector meltdown in his series of *Apocalypse* reports. E

JALA: HUGE RECOVERY IN BUSINESS CONFIDENCE

SUHAIMI YUSUF/THE EDGE

Tonight, we celebrate companies with a market capitalisation of over RM1 billion or a revenue of RM1 billion for their last financial year. Indeed, this is a distinguished crowd — the who's who of Corporate Malaysia and captains of industries.

A silent transformation is happening to our economy. Since the Economic Transformation Programme (ETP) was launched by the Prime Minister on Oct 25, 2010, we have seen a huge recovery in business confidence.

Private investment, which has been down for so long, has overtaken public investment for the first time in several years. Investments grew 6.6% in the first quarter of the year. Foreign direct investment (FDI) more than doubled in 1Q2011.

In part, this is reflected by the performance of Bursa Malaysia. Our national bourse hit six record highs in the first seven months of this year, and closed at 1,594.74 points on July 8. I would wager that no other bourse in recent history has seen such a performance.

The London FTSE upgraded Bursa Malaysia from a secondary emerging market to an advanced-emerging market in June this year. Most recently, Malaysia's weightage in the MSCI Asia-Pacific (ex Japan) has increased from 2.9%, where it has been for the last two years, to 3.19%.

You, Corporate Malaysia, have contributed to this return of confidence and rise in growth. But we need you to do more.

Under the ETP, the private sector is expected to contribute 92% of the US$444 billion (RM1.33 billion) in total investment to ensure sustainable growth. And 73% of private investment needs to come from domestic sources.

This is absolutely critical so as to ensure that we are not totally at the mercy of global trends and shocks. We have the resources for this. Statistics from the Labs show a significant savings to investment gap of 12%, far higher than that of developed countries.

In addition, the capital market has grown from RM717.5 billion in 2000 to RM2.033 trillion in 2010, a compound annual growth rate of 11%. This again indicates that we have the financial muscle to fuel this growth.

The government is absolutely committed to transform itself with the Government Transformation Programme (GTP) and the ETP, to ensure that the investment climate in Malaysia is as conducive as possible.

You invest, we will facilitate the progress of your initiatives. We will remove bureaucratic obstacles, fast track approvals and make things happen. We are about big results fast.

We are focused on the 12 National Key Economic Areas (NKEAs) because these are sectors where we have a competitive advantage to be globally competitive, and are expected to contribute 73% to our gross national income (GNI) by 2020. This will also benefit other sectors such as construction and property.

The 12 NKEAs have made significant progress in the eight months since they were announced, with over RM170 billion in committed investments announced by the Prime Minister. The 87 initiatives unveiled have the potential to generate over RM220 billion in GNI, and create over 362,000 jobs.

At the most recent ETP update, we introduced the strategic reform initiatives (SRIs). This was work done to bring recommendations in the concluding part of the New Economic Model down to an implementation level. These enablers will make Malaysia competitive, in a manner where growth can be sustained. The analogy is that the NKEAs are the supercars that will power our economy, the SRIs are the highways that will allow us to get to the destination by 2020.

The Public Finance SRI aims to create a fiscal space that will allow the government to manage contingencies and invest for the future, while the Human Capital SRI will link institutes of higher learning to industry players, creating a pipeline of trained workforce that will help fuel economic growth. The International Standards and Liberalisation SRI will introduce measures such as the Competition Law — which will come into force on Jan 1, 2012 — and liberalise our markets to allow better services at competitive prices.

The adoption of international standards will mean producers of higher-quality goods receive the proper returns on their investment, while at the same time broadening global market penetration.

Today, we celebrate the success of 185 companies that made the grade for *The Edge* Billion Ringgit Club, a growth of 14% from its first year. Together, you represent 19% of the total number of companies listed on Bursa Malaysia, but over 89% of its market capitalisation.

It is my hope that, should I be honoured to grace this event again in the near future, more companies will join this prestigious club. E

Datuk Seri Idris Jala is Minister in the Prime Minister's Department and CEO of the Performance Management and Delivery Unit (Pemandu)

SUHAIMI YUSUF/THE EDGE

TONG: A TRANSPARENT WAY TO RECOGNISE SUCCESSFUL COMPANIES

The Edge Billion Ringgit Club and Corporate Awards have very much to do with my core beliefs in promoting meritocracy and transparency.

Tonight's awards are a transparent way to recognise successful companies in Malaysia based on fully transparent assessments of their financial performances. In doing so, *The Edge*, as Malaysia's premier business publication, hopes to encourage businesses to become more competitive, strive for greater success, be more efficient and result-oriented.

Our economic transformation journey up the value chain from low to mid-income and eventually to a high-income nation can only be achieved if there is increased productivity, efficiency and investments that will support higher income and economic growth.

Without these, the Malaysian economy risks falling into "the middle-income trap".

One can only be more efficient and productive in an environment where there is transparency and meritocracy, and where innovation, creativity, good decisions, hard work and success are recognised and rewarded.

This is the main aim of *The Edge* Billion Ringgit Club and Corporate Awards.

There is certainly no shortage of awards in Malaysia, most of which are for brands, products or personalities, which are often less than transparent. Some of these awards are even based on selling advertisements or tables at their dinner events.

The Edge Billion Ringgit Club and Corporate Awards, on the other hand, mark a first for the corporate sector.

We recognise success based on transparent and universally accepted measures.

As recognition is the best reward for success, we hope these awards will bring out the best of every Malaysian company, its management and its CEO.

Thank you all for your attendance and your support. E

Datuk Tong Kooi Ong is chairman of The Edge Communications Sdn Bhd and The Edge Publishing Pte Ltd

THE WINNERS

BY KEVIN KHOO

SECTORAL AWARD WINNERS

The sectoral awards comprise three awards for each of the seven sectors according to Bursa Malaysia's classification (please see details and methodology on the next page). The three awards are *The Edge* BRC Best Performing Stock — for the highest returns to shareholders; *The Edge* BRC Highest Profit Growth Company — for the highest growth in profit before tax; and *The Edge* BRC Most Profitable Company — for the highest return on equity.

This year, we introduced a new sector — big cap stocks with market capitalisation of over RM10 billion. This is to recognise the achievements of the bigger companies, as their growth rates are often eclipsed by smaller peers due to their larger base.

As such, a total of 24 sectoral awards were awarded for 2011, three more than last year. On the other hand, we decided not to award the Value Creator: Outstanding CEO of Malaysia award in 2011. In 2010, these awards were presented to Tan Sri Teh Hong Piow of Public Bank Bhd and Datuk Seri Nazir Razak of CIMB Group Bhd.

A total of 17 companies shared the 24 sectoral awards. Six companies — Mudajaya Group Bhd, Guan Chong Bhd, Malaysia Building Society Bhd, Supermax Corp Bhd, Kulim Bhd and British American Tobacco Malaysia Bhd — won multiple awards.

Eleven of the companies were new to the awards while six companies made a return from last year. Companies that won awards in both 2010 and 2011 were Mudajaya Group Bhd, British American Tobacco Malaysia Bhd, Public Bank Bhd, Supermax Corp Bhd, Mah Sing Group Bhd and Berjaya Sports Toto Bhd.

Congratulations to all the winners!

CONSTRUCTION SECTOR

Mudajaya Group Bhd repeated its clean sweep by grabbing all three awards in the construction sector.

From a low base three years ago, it delivered annual returns to shareholders averaging 52.8%. High margins and profits — mainly from its Indian IPP Project which attracted some controversy last year — won it the two profitability-based awards, as annual profit before tax grew 89.6% with ROE of 33.7%.

CONSUMER PRODUCTS SECTOR

A newcomer to the BRC, Guan Chong Bhd won awards for Best Performing Stock and Highest Profit Growth Company. In the last three years, the cocoa-processing player gave shareholders a sterling annual return of 79.5% as profit before tax surged 85% per year following a rally in cocoa prices.

With its high ROE of 174.8%, British American Tobacco Malaysia Bhd won again for Most Profitable Company, as its balance sheet reflects a low level of assets due to its strong branding and high dividend payouts.

FINANCE SECTOR

Malaysia Building Society Bhd (MBSB) was another dark horse.

A new debutant to the BRC, it won awards for Best Performing Stock and Highest Profit Growth Company. MBSB has successfully transformed itself from a loss-making company into a niche financial services player focusing on retail loans. Over the past three years, MBSB has delivered annual returns of 34.5% while profit before tax grew 86% annually. Meanwhile, Public Bank Bhd took the Most Profitable Company award again, with ROE of 25.5%.

INDUSTRIAL PRODUCTS SECTOR

Last year's Company of The Year winner Supermax Corp Bhd returned to win two awards — Best Performing Stock and Highest Profit Growth Company. Its returns to shareholders averaged 54% while profit before tax grew 44.7% annually over the last three years. A newcomer to the BRC, Coastal Contracts Bhd won the Most Profitable Company award with a three-year ROE of 39.1%.

PLANTATION SECTOR

The plantation sector saw all new award winners this year. Kulim Bhd won the Best Performing Stock and Highest Profit Growth Company award. Over the past three years, its return to shareholders averaged 28.6% annually while profit before tax grew 26.6%. IOI Corp Bhd won The Most Profitable Company award with an ROE of 19.7%.

PROPERTY AND REIT SECTORS

Mah Sing Group Bhd returned as a winner, but for a different award — for Best Stock Performance, reflecting annual returns to shareholders of 33% over the last three years. Bandar Raya Developments Bhd won the award for Highest Growth Company with a 35.5% annual growth in profit before tax.

The Most Profitable Company award went to Sunway City Bhd, which enjoyed an ROE of 21.1%. The company will soon be merging with Sunway Holdings Bhd to form an enlarged Sunway entity. Meanwhile, Sunrise Bhd, which won two awards last year, has since been delisted following its acquisition by UEM Land Holdings Bhd in late 2010.

TRADING / SERVICES, HOTELS, IPC AND TECHNOLOGY SECTORS

For this combined sector, gaming company Berjaya Sports Toto Bhd won again for Most Profitable Company, reflecting its high ROE of 90.3%.

KPJ Healthcare Bhd won the Best Performing Stock award with returns to shareholders averaging 55.1% annually over the past three years. Investors are appreciating the hospital player's strong growth record and prospects through expansion as well as acquisition of smaller players.

The Highest Profit Growth Company award went to DKSH Holdings Malaysia Bhd. It recorded a three-year annual profit before tax growth of 62.6%, albeit from a low base, as the trading firm's profit before tax rose from RM10.6 million in 2007 to RM45.5 million in 2010.

BIG CAP COMPANIES WITH OVER RM10 BILLION IN MARKET CAPITALISATION

A 31.7% annual return to shareholders over the last three years garnered Petronas Dagangan Bhd the Best Stock Performance award. Larger companies often find difficulty growing as fast as smaller ones, but Genting Bhd won the Highest Profit Growth Award as it chalked up an impressive 29.4% growth in profit before tax over the last three years, helped by its Singapore resort. British American Tobacco Malaysia Bhd was the Most Profitable Company with its ROE of 174.8%. E

QL Resources comes out tops

The Edge Billion Ringgit Club Company of the Year award goes to QL Resources Bhd, a classic rags-to-riches story of Malaysian entrepreneurship under its founder, Chia Song Kun.

From its humble origins in 1987 in a fishing village in coastal Selangor, QL is today a major agriculture-based group. It is Asia's largest producer of surimi or fish paste products, fishmeal and one of Malaysia's largest producers of eggs as well as an emerging palm oil player.

Unlike most of its peers in the sector, QL Resources has been actively integrating its businesses, and replicating the same business model elsewhere in the region, particularly in Indonesia and Vietnam.

QL Resources was listed in March 2000 with a market capitalisation of RM100 million in its IPO exercise. Today, its market capitalisation stands at RM2.6 billion.

In its first 10 years as a listed company — from 2000 to 2010 — the company achieved a 10-year average ROE of 23%, compound annual net profit growth of 23% and incidentally, a 23% annual gain in its share price. Since then, its shares have surged another 80%.

The company has an active corporate social responsibility (CSR) programme that assists local fishing communities and protects the environment by converting palm waste into energy. These include providing interest free loans to rural fishermen and support to bio-gas and palm pellet renewable energy projects.

Chia (left) receiving the award and an Audemars Piguet watch from Minister in the Prime Minister's Department Datuk Seri Idris Jala. Looking on is The Edge Communications chairman Datuk Tong Kooi Ong.

Company of the Year

WINNER – COMPANY OF THE YEAR
QL Resources Bhd

TOP 10 COMPANIES OF THE YEAR

COMPANY
- Dialog Group Bhd
- Fraser & Neave Holdings Bhd
- Guan Chong Bhd
- Guinness Anchor Bhd
- Malaysia Building Society Bhd
- Mudajaya Group Bhd
- Nestlé (Malaysia) Bhd
- QSR Brands Bhd
- QL Resources Bhd
- Top Glove Corporation Bhd

Note: The Top 10 companies of the year are listed in alphabetical order

WINNERS OF *THE EDGE* BILLION RINGGIT CLUB CORPORATE AWARDS 2011

COMPANY OF THE YEAR
QL Resources Bhd

COMPANIES WITH MORE THAN RM 10 BILLION MARKET CAPITALISATION

BEST PERFORMING STOCK
Highest returns to shareholders over three years
Petronas Dagangan Bhd

HIGHEST PROFIT GROWTH COMPANY
Highest growth in profit before tax over three years
Genting Bhd

MOST PROFITABLE COMPANY
Highest return on equity over three years
British American Tobacco Malaysia Bhd

CONSTRUCTION SECTOR

BEST PERFORMING STOCK
Highest returns to shareholders over three years
Mudajaya Group Bhd

HIGHEST PROFIT GROWTH COMPANY
Highest growth in profit before tax over three years
Mudajaya Group Bhd

MOST PROFITABLE COMPANY
Highest return on equity over three years
Mudajaya Group Bhd

CONSUMER PRODUCTS SECTOR

BEST PERFORMING STOCK
Highest returns to shareholders over three years
Guan Chong Bhd

HIGHEST PROFIT GROWTH COMPANY
Highest growth in profit before tax over three years
Guan Chong Bhd

MOST PROFITABLE COMPANY
Highest return on equity over three years
British American Tobacco Malaysia Bhd

FINANCE SECTOR

BEST PERFORMING STOCK
Highest returns to shareholders over three years
Malaysia Building Society Bhd

HIGHEST PROFIT GROWTH COMPANY
Highest growth in profit before tax over three years
Malaysia Building Society Bhd

MOST PROFITABLE COMPANY
Highest return on equity over three years
Public Bank Bhd

INDUSTRIAL PRODUCTS SECTOR

BEST PERFORMING STOCK
Highest returns to shareholders over three years
Supermax Corporation Bhd

HIGHEST PROFIT GROWTH COMPANY
Highest growth in profit before tax over three years
Supermax Corporation Bhd

MOST PROFITABLE COMPANY
Highest return on equity over three years
Coastal Contracts Bhd

PLANTATION SECTOR

BEST PERFORMING STOCK
Highest returns to shareholders over three years
Kulim (Malaysia) Bhd

HIGHEST PROFIT GROWTH COMPANY
Highest growth in profit before tax over three years
Kulim (Malaysia) Bhd

MOST PROFITABLE COMPANY
Highest return on equity over three years
IOI Corporation Bhd

PROPERTY AND REIT SECTORS

BEST PERFORMING STOCK
Highest returns to shareholders over three years
Mah Sing Group Bhd

HIGHEST PROFIT GROWTH COMPANY
Highest growth in profit before tax over three years
Bandar Raya Developments Bhd

MOST PROFITABLE COMPANY
Highest return on equity over three years
Sunway City Bhd

TRADING/SERVICES, HOTEL IPC AND TECHNOLOGY SECTORS

BEST PERFORMING STOCK
Highest returns to shareholders over three years
KPJ Healthcare Bhd

HIGHEST PROFIT GROWTH COMPANY
Highest growth in profit before tax over three years
DKSH Holdings Malaysia Bhd

MOST PROFITABLE COMPANY
Highest return on equity over three years
Berjaya Sports Toto Bhd

METHODOLOGY

The Edge Billion Ringgit Club (BRC) selects companies with a market capitalisation of at least RM1 billion on March 31 of each year or those with a turnover of RM1 billion in the immediately preceding year. Thus, to qualify for membership in 2011, a company must have at least a market capitalisation of RM1 billion as at March 31, 2011, or revenue of RM1 billion for FY2010.

Membership into the BRC is automatic and complimentary. The list is determined by an annual evaluation by *The Edge* of all the companies listed on Bursa Malaysia. Companies that meet these requirements will be automatically included and acknowledged in an annual listing in *The Edge*. There are 185 companies in the club in 2011.

The Edge BRC Corporate Awards recognise the companies within the BRC in key sectors through a transparent measurement of factors, such as shareholder wealth creation and profitability. As recognition is the best reward for accomplishments, *The Edge* hopes the awards will encourage more companies to strive even harder to succeed.

THE AWARDS

To qualify for the awards, the companies should also have been listed and issued its first annual report at least four calendar years ago, and be essentially the same entity throughout that period.

The awards given away are:

- One Company of the Year award;
- Value Creator(s): Outstanding CEO(s) of Malaysia award (optional); and
- 24 sectoral awards

The 24 sectoral awards are for three categories in seven Bursa Malaysia-designated sectors, as well as for large companies with a market capitalisation of over RM10 billion. The sectoral awards given are:

- ***The Edge* BRC Best Performing Stock** — for the highest returns to shareholders;
- ***The Edge* BRC Highest Profit Growth Company** — for the highest growth in profit before tax; and
- ***The Edge* BRC Most Profitable Company** — for the highest return on equity.

The eight sectors are:

- big cap companies — companies with a market capitalisation of over RM10 billion
- Construction
- Consumer products
- Finance
- Industrial products
- Plantations
- Property and REITs
- Trading & Services, Hotels, IPC and Technology

THE EDGE BRC SECTORAL CORPORATE AWARDS

For *The Edge* BRC Highest Profit Growth, Most Profitable Company and Best Performing Stock awards, the companies' performance are evaluated over a three-year period. The time frame for *The Edge* BRC Best Performing Stock award is between March 31, 2008 and March 31, 2011, and between FY2007 and FY2010 for the other two awards.

The methodology for these awards is both stringent and transparent, and the results audited by Deloitte KassimChan Malaysia. The data used in the determination of companies that qualify for *The Edge* BRC and the winners of *The Edge* BRC Corporate Awards is provided by Interactive Data Systems Sdn Bhd.

To be eligible for the awards, a BRC member needs to have been listed for at least four calendar years. It must essentially be the same entity and profitable throughout that period for *The Edge* BRC Highest Profit Growth Company, Most Profitable Company and Company of the Year awards.

Adjustments are also made to profit before tax to account for exceptional and non-recurring items where they are material, and cumulatively total 10% or more of profit before tax for any given year.

These requirements do not apply for *The Edge* BRC Best Performing Stock Award, which takes into account share price gains and dividends over a three-year period.

The Edge Best Performing Stock award is presented to *The Edge* BRC members with the highest compound returns to shareholders, comprising growth in share price and dividends received over the past three years, adjusted for any rights/bonus issues, distribution of treasury shares, dividend in specie and capital repayment.

To qualify for *The Edge* BRC Highest Profit Growth award, companies must not have suffered any losses throughout the period of evaluation. Profit before tax is computed as compound growth over three years. Exceptional items which are material (that is, totalling 10% or more of profit before tax) and are not related to the operations of the company, are adjusted.

To qualify for T*he Edge* BRC Most Profitable Company, companies must also not have suffered any losses throughout the period of evaluation. Return on equity (ROE) is computed as weighted ROE over three years and again, exceptional items which are material (that is, totalling 10% or more of profit before tax) and are not related to the operations of the company, are adjusted.

THE EDGE BRC COMPANY OF THE YEAR AWARD

The Edge BRC Company of the Year Award recognises the best company in terms of profitability, return on equity and returns to shareholders over the three-year period, with corporate social responsibility (CSR) and qualitative components determined by a panel of judges and The Edge.

The Edge BRC Company of the Year is determined based on the following factors:

Evaluation component	Weightage to overall score
QUANTITATIVE	
Returns to shareholders over three years	20%
Growth in profit before tax over three years	30%
ROE over three years	20%
QUALITATIVE	
Corporate social responsibility initiatives	30%

The CSR initiatives are judged by a panel selected by The Edge. The CSR initiatives are evaluated on the four focal areas according to Bursa Malaysia's CSR Framework for Public Listed Companies, namely, Community, Environment, Marketplace and Workplace.

The final decision on the Company of the Year takes into account other qualitative elements as determined by *The Edge*.

VALUE CREATOR: OUTSTANDING CEO OF MALAYSIA

The Value Creator: Outstanding CEO of Malaysia Award is determined by *The Edge* based on its assessment of the person's contributions to value creation for his/her company.

Value creation is reflected in the market valuation of the company, returns to shareholders and stakeholders, revenue and profit growth and employment creation. To be chosen, the CEO must have achieved outstanding success in all these. The assessment is based on the period starting from when the person became CEO of the company. This exclusive award may not be awarded every year.

In 2010, it was awarded to Tan Sri Teh Hong Piow and Datuk Seri Nazir Razak for their outstanding contribution in building up their banking groups, Public Bank Bhd and CIMB Group Holdings Bhd, and in creating value for their shareholders. For 2011, *The Edge* has decided not to present this award.

BEHIND THE SCENES

GETTING TO THE AWARDS

BY KEVIN KHOO

HARIS HASSAN/THE EDGE

Meeting of the sponsors ... (from left) BMW Malaysia managing director Geoffrey Briscoe, *The Edge* managing director Tan Boon Kean, OCBC Bank (Malaysia) director and CEO Jeffrey Chew and Astro Awani general manager Rozina Aziz

It was early last year that the idea of a Billion Ringgit Club and awards that would set the benchmark for Corporate Malaysia was conceptualised by Datuk Tong Kooi Ong, chairman of The Edge Communications Sdn Bhd. He felt that a transparent mechanism to recognise Malaysian companies, something that would spur them to do better, was lacking.

Indeed, the catalyst for the establishment of *The Edge* Billion Ringgit Club — filling a critical void and motivating Corporate Malaysia to do better — mirrors the reason behind the founding of *The Edge* some 17 years ago.

The Edge was started in 1994 because the market lacked a business weekly although the economy and stock market were booming. Later, we saw a similar need for a quality business daily, which led to the birth of *The Edge Financial Daily* in 2007.

Along the way, we also introduced benchmark recognition awards, including *The Edge* Property Excellence awards, *The Edge*-Lipper awards and *The Edge* BRC corporate awards.

To bring the idea of *The Edge* BRC and corporate awards to fruition, a team was set up, headed by deputy managing director Lim Shiew Yuin and this writer.

Turning the concept into reality and shaping what we hope will be the defining corporate event of the year was a highly challenging and exciting effort. The team had to come up with a methodology that was not only rigorous, but also transparent and fair. This required much thought, deliberation and fine-tuning, a process that took several months before we were satisfied.

The fact that it turned out to be a major success has made us even more excited this year. Indeed, it was gratifying to see our first Company of the Year award-winner Supermax Corp Bhd being recognised and going on to win several more awards over the past year.

While the second year was a smoother ride, it was still a challenging process.

The key task was analysing the numbers, which took several months. And that was not counting the organisational logistics of gathering re-

THE JUDGES FOR CSR

Jeffrey Chew Sun Teong,
Director and CEO,
OCBC Bank (Malaysia) Bhd

Jeffrey Chew oversees the Singapore-based OCBC Group's Malaysian banking business. He joined OCBC Bank in 2003 as head of the bank's SME business and subsequently became head of business banking before being appointed director and CEO in 2008. Chew had begun his career at PricewaterhouseCoopers and later joined an international bank in Malaysia where he held various posts over 12 years, including in customer relationship management, risk management and international offshore banking and product management. A qualified accountant by training, Chew is a fellow of the Chartered Association of Certified Accountants, UK.

Selvarany Rasiah,
Chief regulatory officer,
Bursa Malaysia Bhd

Selvarany Rasiah graduated with a Bachelor of Laws degree from Universiti Malaya and was admitted as an advocate and solicitor of the High Court of Malaya. She practised law for several years before joining Bursa Malaysia in 1992. Selvarany has held various positions in the group, dealing with legal and regulatory matters. She is a member of the Organisation for Economic Co-operation and Development Asian Roundtable on Corporate Governance. She was chief legal officer of Bursa Malaysia from July 2004 until her appointment as chief regulatory officer.

Philip Koh Tong Ngee,
Senior partner,
Mah-Kamariyah & Philip Koh

Philip Koh has had a wide-ranging career spanning academia as well as the legal and corporate world. He is a senior partner at Mah-Kamariyah & Philip Koh and a well-known writer and speaker on aspects of corporate governance. Koh is also a director of the Minority Shareholder Watchdog Group, chairman of World Vision Malaysia, a humanitarian relief organisation, and an adjunct professor of Deakins University, Australia. He graduated with a Bachelor of Laws degree from Universiti Malaya and holds an LLM degree from the University of London (King's College). He was also a visiting Fulbright scholar attached to Harvard University.

Dorothy Teoh,
Editor-in-chief,
The Edge

Dorothy Teoh was among the pioneer group of journalists who launched The Edge in 1994. She joined the newspaper as chief copy editor and was made deputy managing editor in 2000. In December 2003, she assumed the post of deputy group editor-in-chief at Nexnews Bhd, publisher of The Edge and theSun, until their subsequent demerger. In June 2010, Teoh was appointed editor-in-chief of The Edge. Previously a journalist with The Star, she also spent several years at think tank ISIS Malaysia. Teoh graduated from Universiti Sains Malaysia with a Bachelor of Arts degree and has an MA in Communication from the University of Hawaii.

CHU JUCK SENG/THE EDGE

Deloitte KassimChan Malaysia auditors hard at work at *The Edge*'s office

KENNY YAP/THE EDGE

Koh spent weeks analysing the accounts of nearly 200 shortlisted companies

ising a dinner for nearly 400 people, publishing this 40-page supplement and coordinating with our official television broadcaster Astro Awani.

The whole process starts with sorting through the nearly 1,000 listed companies to determine if they meet the eligibility criteria of the BRC as well as the awards.

To ensure the awards are based on a company's underlying earnings and not one-off exceptional items, the accounts of all BRC companies have to be further analysed and adjusted for exceptional items. As exceptional items are not separately classified, this requires the skills of analysts or accountants, not journalists, to comb through the accounts of at least two years.

For this, we have to thank Linda Koh of licensed investment adviser Asia Analytica Sdn Bhd, who spent many weeks analysing the accounts of nearly 200 shortlisted companies and making all the necessary adjustments, including those of the previous year. Last year, she had to comb through four years of accounts for the inaugural awards.

The results were then audited by Deloitte KassimChan Malaysia to ensure they were accurate and transparent. The accounting firm graciously sent a team of four auditors, headed by partner Stanley Teo, who spent several days at *The Edge*'s office in Mutiara Damansara, checking all the statistics, calculations and paperwork. We would like to extend our gratitude to the team.

Corporate social responsibility (CSR) is no longer just a buzzword for monetary donations to charities. It is an increasingly important responsibility of corporations to help create a positive impact on society or the environment through policies that can be sustainable.

Reflecting its importance, the Company of the Year award has a 30% weightage for CSR to ensure the winner is a "well-rounded" company, one that not only creates value for its shareholders, but also gives back to society. From this year, we are also recognising CSR efforts by acknowledging the top 10 CSR companies (see Page 19).

The judges of the CSR component of the Company of the Year award and the top 10 CSR companies were Jeffrey Chew Sun Teong, CEO of main sponsor OCBC Bank (Malaysia) Bhd; Selvarany Rasiah, chief regulatory officer of Bursa Malaysia Bhd; Philip Koh, senior partner of Mah-Kamariyah & Philip Koh; and Dorothy Teoh, editor-in-chief of *The Edge*.

We would like to extend our deepest appreciation to the judges for spending valuable time meticulously analysing the CSR efforts of some 128 companies. In doing so, they have not only helped narrow down the main winner, but will also motivate companies to do more for society. E

COMPANY OF THE YEAR

QL RESOURCES

A tale of true grit, determination and innovation

BY CHONG JIN HUN

They were a family of fishermen, just going about their daily grind, but one son — Chia Song Kun — pulled away to became a lecturer of mathematics at Universiti Teknologi Mara in Shah Alam. Although Chia, the third of nine brothers, had gone further than any member of his family before him, he was still plagued by misgivings about those he had left behind in that little fishing village in the northern part of Selangor. Mathematics, his pet subject, was nothing if not about applying the correct formula to a given problem, so Chia gave up his secure, well-paying job to do just that. The result was QL Resources Bhd, this year's winner of *The Edge* Billion Ringgit Club's Company of the Year award.

QL Resources started out as a traditional small-scale business nearly 30 years ago selling seashells to feed mills. Today, it is involved in a range of businesses, from marine products manufacturing and poultry farming to oil palm plantations. The company has also ventured into Indonesia and Vietnam. QL Resources is a tale of true grit, determination and the ability to apply intelligence and innovation to problems and come up with solutions different from the rest of the market.

"These are the things we know best ... but we have got to do it differently. We never dreamed of QL's size today," Chia tells *The Edge* in an interview.

Being the lucky one who was allowed to pursue his studies despite the family's straitened circumstances, Chia felt compelled to help the rest of his siblings who were still eking out a hard living as fishermen back in their village.

"I was the lucky one, and I needed to help them," Chia says. His siblings had pooled their resources to provide him the money he needed to study. It was his turn to do something for them.

Accordingly, Chia was the mastermind. He did all the planning behind the scenes, while his brothers were responsible for the daily operations, in effect, executing his strategies. "My fourth and fifth brothers are now project managers in the factories," he says.

There was no capital. The company had to start from scratch. But there was intelligence and a willingness to work as hard as it took. And QL Resources is a living testament of how far diligence and creativity can take a company.

With no capital, the company's beginnings were necessarily humble. The family would collect seashells from the nearby beaches. These were then sold to poultry feed millers as a source of calcium. From seashells, the company progressed to selling fish to the feed millers, also as a source of protein.

Being in the food industry gave the company some security. Chia points out that the company was less impacted by the various economic crises as compared with other non-resource-based companies. Food-based businesses are generally deemed more resilient.

Chia says the company's competitive strengths include its ability to replicate its core businesses regionally, as well as its management's strategy, execution and innovation capabilities. QL Resources' marine products division involves deep-sea fishing and production of surimi or fish paste. With factories in Malaysia — in Perak, Johor and Sabah — and Indonesia, QL Resources is Asia's largest producer of surimi-based products, such as fish balls, and fish and poultry feed.

The firm is also engaged in poultry farming with broiler, breeder and layer operations in Kedah, Selangor, Negeri Sembilan, Sabah and Sarawak. It also runs poultry farms in Indonesia and Vietnam and owns 1,200ha of oil palm plantation in Sabah and 20,000ha in Kalimantan where it plans to buy more oil palm plantations.

The firm has done well since it was established in 1987, and particularly well since it was listed on Bursa Malaysia in 2000. The company was initially listed on the Second Board before transferring to the Main Board. Its market capitalisation has grown from RM100 million during its IPO to RM2.62 billion today.

Between 2007 and 2010, revenue grew 32% from RM1.12 billion to RM1.48 billion, while net profit rose 69% from RM63.25 million to RM106.91 million.

Over the last three years, shareholders have enjoyed an average return of 47.6% annually from share price gains and dividends, as the company delivered an annual adjusted profit before tax growth of 20.8% and return on equity of 23.4%.

Looking ahead, Chia says QL Resources will embark on organic growth, in addition to mergers and acquisitions, to expedite its expansion. He says its expansion, which will emphasise its core operations, will be tailored according to the group's financial capabilities. "We are looking at double-digit growth. Acquisitions can help the company grow faster," Chia says.

The company has made major acquisitions in recent months. In August last year, it acquired 11 million shares, or a 23.29% stake, in rival egg producer Lay Hong Bhd for RM11.55 million, or RM1.05 a share, saying that it was a good investment that could result in a potential synergy between both entities.

In October 2010, QL Resources acquired a 40.51% stake in biomass boiler manufacturer Boilermech Holdings Bhd, which was later listed in May 2011 on the ACE Market of Bursa Malaysia. The acquisition was intended to spur its foray into the renewable energy business.

At a glance, QL's compelling story over the years will certainly inspire many businessmen to think outside the box to achieve the unthinkable in the challenging business landscape. Going forward, it will be interesting to see how this homegrown entity continues to sail through new waters and expand globally under the stewardship of its chief navigator. E

ABOUT THE GROUP MANAGING DIRECTOR

Chia Song Kun, 61, the founder of QL Resources Bhd, has been the managing director of the company since Jan 3, 2000. Chia had incorporated CBG Holdings Sdn Bhd (currently one of QL Group's substantial shareholders) in 1984 to go into the business of distributing fishmeal and other feed-meal raw materials.

Together with the help of his family members, he has successfully nurtured, developed and transformed the QL Group into a diversified agricultural-based entity.

Chia graduated with a Bachelor of Science degree in mathematics from Universiti Malaya in 1972. He later obtained a Master of Business Administration in 1988 from the same university.

He started his career in 1973 as a tutor in Universiti Malaya. He then joined Universiti Teknologi Mara in Shah Alam as a lecturer where he served for 11 years until 1984. He is also a founder of higher education provider Inti Universal Holdings Bhd.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	1,476.40	1,397.91	1,306.83	1,118.52
Profit Before Tax	136.02	109.90	95.82	77.13
Net Profit Attributable to Shareholders	106.91	89.33	80.80	63.25
Return on Equity	21.26%	21.37%	22.40%	21.24%

SHARE PRICE

THE COMPANY

QL Resources Bhd was founded in 1987 and was listed on the local bourse in 2000. The company is a diversified resource and agriculture-based group with three core operations — marine products manufacturing, integrated livestock farming and oil palm plantations.

Its marine products division is involved deep-sea fishing and the production of surimi or fish paste. With factories in Malaysia and Indonesia, it also makes surimi-based products, such as fish balls, and fish and poultry feed.

QL Resources is engaged in poultry farming in Malaysia, Indonesia and Vietnam. It also owns oil palm plantations in Sabah and Kalimantan, Indonesia.

THANK YOU

YANG BERBAHAGIA SENATOR
DATO' SRI IDRIS JALA,

CHIEF EXECUTIVE OFFICER, PEMANDU
FOR LAUNCHING
THE EDGE BILLION RINGGIT CLUB AND
PRESENTING THE EDGE BILLION RINGGIT CLUB
CORPORATE AWARDS 2011

THEEDGE BILLION RINGGIT Club

SECTORAL AWARD WINNERS 2011

Big Cap Companies
Companies with more than RM10 bil market capitalisation

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS(%)
1	**Genting Bhd**	**29.39**
2	RHB Capital Bhd	18.66
3	CIMB Group Holdings Bhd	16.04
4	Kuala Lumpur Kepong Bhd	15.98
5	YTL Corporation Bhd	13.66

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS(%)
1	**British American Tobacco Malaysia Bhd**	**174.77**
2	DiGi.Com Bhd	71.76
3	Nestlé (Malaysia) Bhd	64.47
4	Public Bank Bhd	25.49
5	PLUS Expressways Bhd	20.62

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS (%)
1	**Petronas Dagangan Bhd**	**31.71**
2	Telekom Malaysia Bhd	30.42
3	AMMB Holdings Bhd	25.47
4	PPB Group Bhd	24.22
5	RHB Capital Bhd	24.10

Construction Sector

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS(%)
1	**Mudajaya Group Bhd**	**89.61**
2	Hock Seng Lee Bhd	22.78
3	Bina Puri Holdings Bhd	19.59
4	YTL Corporation Bhd	13.66
5	Gamuda Bhd	10.19

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS(%)
1	**Mudajaya Group Bhd**	**33.74**
2	Hock Seng Lee Bhd	21.49
3	WCT Bhd	11.27
4	YTL Corporation Bhd	9.39
5	Bina Puri Holdings Bhd	8.64

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS (%)
1	**Mudajaya Group Bhd**	**52.78**
2	Hock Seng Lee Bhd	34.60
3	Bina Puri Holdings Bhd	27.79
4	Malaysian Resources Corporation Bhd	20.94
5	Sunway Holdings Bhd	20.27

Consumer Products Sector

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS (%)
1	**Guan Chong Bhd**	**85.00**
2	Leong Hup Holdings Bhd	55.65
3	Tradewinds (M) Bhd	48.20
4	Tan Chong Motor Holdings Bhd	37.90
5	Malayan Flour Mills Bhd	25.97

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS(%)
1	**British American Tobacco Malaysia Bhd**	**174.77**
2	Nestlé (Malaysia) Bhd	64.47
3	Guan Chong Bhd	40.46
4	Dutch Lady Milk Industries Bhd	33.44
5	Guinness Anchor Bhd	33.02

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS (%)
1	**Guan Chong Bhd**	**79.54**
2	QL Resources Bhd	47.60
3	Tan Chong Motor Holdings Bhd	42.24
4	JT International Bhd	36.69
5	Fraser & Neave Holdings Bhd	32.52

Finance Sector

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS (%)
1	**Malaysia Building Society Bhd**	**86.00**
2	Alliance Financial Group Bhd	39.45
3	Syarikat Takaful Malaysia Bhd	39.03
4	EON Capital Bhd	28.36
5	Affin Holdings Bhd	21.78

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS(%)
1	**Public Bank Bhd**	**25.49**
2	Malaysia Building Society Bhd	20.18
3	LPI Capital Bhd	18.36
4	Hong Leong Bank Bhd	16.29
5	Bursa Malaysia Bhd	16.22

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS (%)
1	**Malaysia Building Society Bhd**	**34.46**
2	Hong Leong Financial Group Bhd	29.76
3	LPI Capital Bhd	29.58
4	Allianz Malaysia Bhd	25.77
5	AMMB Holdings Bhd	25.47

Industrial Products Sector

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS (%)
1	**Supermax Corporation Bhd**	**44.69**
2	Coastal Contracts Bhd	41.21
3	Top Glove Corporation Bhd	36.98
4	Kossan Rubber Industries Bhd	36.42
5	APM Automotive Holdings Bhd	32.96

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS (%)
1	**Coastal Contracts Bhd**	**39.06**
2	Kossan Rubber Industries Bhd	25.04
3	Boustead Heavy Industries Corporation Bhd	24.16
4	Supermax Corporation Bhd	23.43
5	Top Glove Corporation Bhd	23.02

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS(%)
1	**Supermax Corporation Bhd**	**53.96**
2	Top Glove Corporation Bhd	44.71
3	APM Automotive Holdings Bhd	40.43
4	Esso Malaysia Bhd	27.42
5	Jaya Tiasa Holdings Bhd	27.02

Plantation Sector

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS (%)
1	**Kulim (Malaysia) Bhd**	**26.63**
2	IJM Plantations Bhd	25.90
3	Tradewinds Plantation Bhd	20.87
4	TH Plantations Bhd	20.54
5	BLD Plantation Bhd	18.02

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS(%)
1	**IOI Corporation Bhd**	**19.70**
2	TH Plantations Bhd	18.63
3	United Plantations Bhd	17.81
4	Sarawak Oil Palms Bhd	16.78
5	Batu Kawan Bhd	16.67

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS (%)
1	**Kulim (Malaysia) Bhd**	**28.63**
2	United Malacca Bhd	17.75
3	Batu Kawan Bhd	17.63
4	TH Plantations Bhd	17.62
5	Boustead Holdings Bhd	15.52

Property and REIT Sectors

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS (%)
1	**Bandar Raya Developments Bhd**	**35.46**
2	Krisassets Holdings Bhd	15.17
3	Mah Sing Group Bhd	14.75
4	Sunway City Bhd	12.41
5	IGB Corporation Bhd	10.82

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS(%)
1	**Sunway City Bhd**	**21.09**
2	Krisassets Holdings Bhd	13.27
3	Mah Sing Group Bhd	13.20
4	KLCC Property Holdings Bhd	12.09
5	Starhill REIT	10.85

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS (%)
1	**Mah Sing Group Bhd**	**33.04**
2	Krisassets Holdings Bhd	24.68
3	S P Setia Bhd	22.33
4	YTL Land & Development Bhd	22.07
5	Sunway City Bhd	16.87

Trading/Services, Hotel, IPC and Technology Sectors

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS (%)
1	**DKSH Holdings Malaysia Bhd**	**62.59**
2	QSR Brands Bhd	49.30
3	YTL E – Solution Bhd	46.08
4	Dialog Group Bhd	36.51
5	Kencana Petroleum Bhd	34.90

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS(%)
1	**Berjaya Sports Toto Bhd**	**90.25**
2	DiGi.Com Bhd	71.76
3	Amway (Malaysia) Holdings Bhd	34.92
4	Kencana Petroleum Bhd	27.51
5	Dialog Group Bhd	23.91

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS (%)
1	**KPJ Healthcare Bhd**	**55.14**
2	MTD Capital Bhd	51.60
3	Sapuracrest Petroleum Bhd	48.09
4	QSR Brands Bhd	43.47
5	Kencana Petroleum Bhd	41.36

All profit before tax numbers are adjusted for material exceptional items

SECTORAL AWARD WINNERS 2010

Company of the Year

WINNER – COMPANY OF THE YEAR
Supermax Corporation Bhd

TOP 10 COMPANIES OF THE YEAR

COMPANY
DiGi.Com Bhd
Guinness Anchor Bhd
IJM Plantations Bhd
KPJ Healthcare Bhd
Mudajaya Group Bhd
Nestlé (Malaysia) Bhd
PPB Group Bhd
QL Resources Bhd
Sunrise Bhd
Supermax Corporation Bhd

Note: The Top 10 companies of the year are listed in alphabetical order

Construction Sector

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS (%)
1	**Mudajaya Group Bhd**	74.33
2	YTL Corporation Bhd	15.89
3	WCT Bhd	12.11
4	Gamuda Bhd	8.30
5	Muhibbah Engineering (M) Bhd	-3.50

MOST PROFITABLE COMPANY Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS(%)
1	**Mudajaya Group Bhd**	26.67
2	WCT Bhd	12.90
3	YTL Corporation Bhd	9.89
4	Gamuda Bhd	7.80
5	Muhibbah Engineering (M) Bhd	7.05

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS (%)
1	**Mudajaya Group Bhd**	61.75
2	Sunway Holdings Bhd	31.35
3	UBG Bhd	17.37
4	WCT Bhd	13.06
5	YTL Corporation Bhd	6.20

Consumer Products Sector

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS (%)
1	**Tradewinds (M) Bhd**	44.17
2	Malayan Flour Mills Bhd	38.28
3	PPB Group Bhd	27.29
4	Tan Chong Motor Holdings Bhd	27.19
5	QL Resources Bhd	23.12

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS(%)
1	**British American Tobacco**	185.64
2	Nestlé (Malaysia) Bhd	59.99
3	Guinness Anchor Bhd	32.12
4	PPB Group	26.75
5	QL Resources Bhd	23.46

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS (%)
1	**Tan Chong Motor Holdings Bhd**	48.72
2	PPB Group Bhd	45.83
3	QL Resources Bhd	33.48
4	Malayan Flour Mills Bhd	25.99
5	JT International Bhd	23.99

Finance Sector

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS (%)
1	**CIMB Group Holdings Bhd**	23.94
2	RHB Capital Bhd	22.85
3	Affin Holdings Bhd	16.50
4	TA Enterprise Bhd	14.53
5	Hong Leong Bank Bhd	14.00

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS(%)
1	**Public Bank Bhd**	25.07
2	LPI Capital Bhd	23.08
3	Bursa Malaysia Bhd	16.66
4	Hong Leong Bank Bhd	15.71
5	Hong Leong Financial Group Bhd	14.19

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS (%)
1	**Public Bank Bhd**	18.68
2	LPI Capital Bhd	18.43
3	Hong Leong Financial Group Bhd	16.71
4	Hong Leong Bank Bhd	15.98
5	CIMB Group Holdings Bhd	15.03

Industrial Products Sector

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS (%)
1	Supermax Corporation Bhd	47.57
2	Wah Seong Corporation Bhd	36.44
3	Top Glove Corporation Bhd	34.24
4	YTL Cement Bhd	31.63
5	Lafarge Malayan Cement Bhd	27.75

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS (%)
1	**Kossan Rubber Industries Bhd**	21.39
2	KNM Group Bhd	21.05
3	Top Glove Corporation Bhd	20.45
4	Supermax Corporation Bhd	20.43
5	Hiap Teck Venture Bhd	16.90

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS(%)
1	**Supermax Corporation Bhd**	44.26
2	Ann Joo Resources Bhd	29.46
3	Southern Steel Bhd	19.52
4	Kossan Rubber Industries Bhd	18.43
5	Leader Universal Holdings Bhd	17.18

Plantation Sector

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS (%)
1	**Sarawak Oil Palms Bhd**	50.10
2	United Malacca Bhd	46.15
3	IJM Plantations Bhd	45.48
4	Kulim (Malaysia) Bhd	39.85
5	United Plantations Bhd	23.16

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS(%)
1	**United Plantations Bhd**	19.16
2	Sarawak Oil Palms Bhd	18.86
3	IOI Corporation Bhd	18.48
4	IJM Plantations Bhd	15.38
5	Kuala Lumpur Kepong Bhd	14.40

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS (%)
1	Boustead Holdings Bhd	29.04
2	Sarawak Oil Palms Bhd	26.01
3	United Malacca Bhd	22.97
4	IJM Plantations Bhd	20.15
5	Kuala Lumpur Kepong Bhd	15.06

Property and REIT Sectors

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS (%)
1	**Sunrise Bhd**	70.92
2	KLCC Property Holdings Bhd	40.27
3	Sunway City Bhd	24.45
4	Krisassets Holdings Bhd	23.38
5	Mah Sing Group Bhd	2.88

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS(%)
1	**Sunrise Bhd**	19.91
2	Sunway City Bhd	17.50
3	KLCC Property Holdings Bhd	15.28
4	Krisassets Holdings Bhd	11.88
5	Mah Sing Group Bhd	11.02

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS (%)
1	Mah Sing Group Bhd	11.07%
2	Krisassets Holdings Bhd	8.81%
3	KLCC Property Holdings Bhd	2.36%
4	Sunway City Bhd	-2.26%
5	S P Setia Bhd	-2.62%

Trading/Services, Hotel, IPC and Technology Sectors

HIGHEST PROFIT GROWTH COMPANY
Highest compound growth in profit before tax over 3 years

RANK	COMPANY	COMPOUND GROWTH IN PBT OVER 3 YEARS (%)
1	**Pharmaniaga Bhd**	60.75
2	QSR Brands Bhd	51.80
3	Multi-Purpose Holdings Bhd	35.70
4	KPJ Healthcare Bhd	33.21
5	Dialog Group Bhd	32.36

MOST PROFITABLE COMPANY
Highest return on equity over 3 years

RANK	COMPANY	ROE OVER 3 YEARS(%)
1	**Berjaya Sports Toto Bhd**	87.83%
2	DiGi.Com Bhd	61.73%
3	Amway (Malaysia) Holdings Bhd	35.92%
4	Malaysian Bulk Carriers Bhd	21.21%
5	PLUS Expressways Bhd	21.03%

BEST PERFORMING STOCK
Highest returns to shareholders over 3 years

RANK	COMPANY	RETURNS TO SHAREHOLDERS OVER 3 YEARS (%)
1	Berjaya Land Bhd	68.43
2	Berjaya Corporation Bhd	65.84
3	Edaran Otomobil Nasional Bhd	62.47
4	KPJ Healthcare Bhd	50.99
5	SapuraCrest Petroleum Bhd	43.10

All profit before tax numbers are adjusted for material exceptional items

OH, WHAT A NIGHT...

BY ELAINE LAU

Roads leading into the city centre may have been choked with traffic on the evening of *The Edge* Billion Ringgit Club (BRC) Corporate Awards at the Shangri-La Hotel KL, but that did not dampen the spirits of those who attended the prestigious annual event. In its second year running, *The Edge* BRC honours Malaysia's top-performing companies.

Captains of Corporate Malaysia started trickling in as early as 7pm, and they were personally ushered into the cocktail area by *The Edge* staff members. Men came dressed in their finest tuxedos, while the women wore elegant and flowy gowns. Most ladies chose to wear black with dazzling accessories, but some came in demure florals and another, in a cream, pleated floor-sweeping dress, while one lady stood out in a bright coral gown. The busiest spot in the room was undoubtedly the photo wall, where guests paused to have their pictures taken.

Soothing tunes from a harpist lent a relaxed atmosphere and guests were soon unwinding over champagne or wine and catching up with each other, or admiring the gorgeous white BMW 740i that was on display. BMW Malaysia lent the official car of the event, while the main sponsor was OCBC Bank Malaysia and the supporting sponsor, luxury Swiss watchmaker Audemars Piguet. The car did attract a lot of attention — several guests asked whether there would be a lucky draw for it.

An excited buzz and the incessant flash of cameras alerted everyone to the fact that the guest of honour for the evening, Minister in the Prime Minister's Department and CEO of the Performance Management and Delivery Unit Datuk Seri Idris Jala and his wife had arrived. He was accompanied by Datuk Tong Kooi Ong, chairman of The Edge Communications; Geoff Briscoe, managing director of BMW Malaysia; and Jeffrey Chew, director and CEO of OCBC Bank Malaysia. Soon, the black curtains were parted for guests to enter the luxuriously decked out, intimate dining area.

Tong in his welcome address talked about *The Edge*'s belief in meritocracy and transparency in business, the raison d'être behind the BRC awards. While guests dined on dishes such as mushroom soup, pumpkin ravioli, cod and filet mignon, the Nasom Maestros, a choir comprising children with autism, took to the stage. A very talented young boy, Umar Hasfizal, performed a solo of *I Dreamed a Dream*, and it was incredible to watch him sing with such gusto and emotion, a smile ever present on his face. The choir joined in for the next two numbers: *Show Me the Way* and *Heal the World*. Guests, moved by their performance, showed their appreciation with enthusiastic applause.

For the rest of the dinner, guests were treated to the musical stylings of jazz vocalist Tricia D'Cruz, who performed popular tunes such as *The Girl from Ipanema*, *Smooth Operator*, *Killing Me Softly* and even a local number, *Kau Ilhamku*.

It was then almost time for the much-anticipated awards ceremony, but first, we heard from the guest of honour for the evening, Idris. In his wonderfully anecdotal speech, Idris challenged business movers and shakers to think beyond the shores of Malaysia and aim to take their companies global. This would facilitate Malaysia in its aspirations towards becoming a high-income developed nation, he said.

Next, *The Edge* editor-in-chief Dorothy Teoh explained the methodology employed in selecting the winners of the night, after which the awards ceremony began. Together with Tong and Chew, Idris gave out 25 awards comprising 24 sectoral awards, including three for big-cap companies, and the top award, Company of the Year. This year, it went to agri-based firm QL Resources Bhd. Its managing director, Chia Song Kun, was positively beaming when he walked on stage to receive the award; he also received a Jules Audemars Self-Winding Chronograph, courtesy of Audemars Piguet.

And with that, the night's festivities were over. Many of the guests, however, lingered over dessert, chocolates, tea and coffee while others offered their congratulations to the winners. E


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BILLION RINGGIT Club

PICTURES BY KENNY YAP, SUHAIMI YUSUF, MOHD IZWAN MOHD NAZAM, PATRICK GOH/THE EDGE

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1. Carlsberg Brewery Malaysia Bhd deputy MD Datuk Chin Voon Loong and wife 2. Berjaya CEO Tan Sri Danny Tan Chee Sing and wife 3. Yvonne Chia, non-executive director of Hong Leong Financial Group Bhd, and Deloitte managing partner Tan Theng Hooi 4. From left: The Edge Communications chairman Tong Kooi Ong, Lorna Briscoe, BMW Malaysia MD Geoff Briscoe, Minister in the PM's Department Datuk Seri Idris Jala and OCBC Bank Malaysia CEO Jeffrey Chew 5. Some of our illustrious guests admiring the BMW 740i that was on display at the cocktail reception area 6. Jala presenting the Properties Sector Most Profitable Company award to Sunway City Bhd strategic and corporate development director Sarena Cheah Yean Tih 7. Jala with Public Bank MD Tan Sri Tay Ah Lek accepting the Finance Sector Most Profitable Company award 8. *The Edge* executive editor Azam Aris with WCT Bhd MD Peter Taing Kim Hwa and wife 9. *The Edge* executive editor M Shanmugam with Astro COO Henry Tan 10. From left: *The Edge* deputy editor-in-chief Kevin Khoo with QL Resources Bhd's Chia Song Kun and wife 11. The BMW team (from left): Andreas Steding, Owen Riley and Raymond Tan 12. Maybank CEO Datuk Seri Abdul Wahid Omar (left) with Boustead MD Tan Sri Lodin Wok Kamaruddin 13. Tong presenting Jala with a painting by foot and mouth painting artist Ng Ah Kwai as a token of appreciation 14. MRCB CEO Datuk Mohamad Razeek Hussain and wife 15. UEM Land Bhd MD Wan Abdullah Wan Ibrahim and wife 16. IOI Properties senior GM Lee Yoke Har (left) and IOI Corp group finance director Rupert Koh 17. Mah Sing Group Bhd's Steven Ng (left) and Tan Sri Leong Hoy Kum and wife 18. From left: Julius Evanson, head of corporate communications, OCBC Bank Malaysia; Eleanor Danker, assistant vice-president, corporate communications, OCBC Bank Malaysia; Leong Mei Sim, head of strategic marketing & management, OCBC Bank Malaysia; Syed Abdull Aziz Syed Kechik, director & CEO, OCBC Al-Amin Bank; Jeffrey Chew, director & CEO, OCBC Bank Malaysia; Tan Ai Chin, head of investment banking, OCBC Bank Malaysia; Luqman Zuhdi, head of business banking, OCBC Al-Amin Bank; Ong Eng Bin, head of large corporates, OCBC Bank Malaysia


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2011

BILLION RINGGIT Club

PICTURES BY KENNY YAP, SUHAIMI YUSUF, MOHD IZWAN MOHD NAZAM, PATRICK GOH/THE EDGE


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1 Nasom Maestros entertaining the guests 2 OCBC director and CEO Jeffrey Chew with his wife Susan 3 Genting president and CEO Tan Kong Han accepting the Highest Profit Growth award for Big Cap Companies 4 The Edge Communications chairman Datuk Tong Kooi Ong sharing a light moment with Boustead Holdings Group MD Tan Sri Lodin Wok Kamaruddin and CIMB Group Holdings executive director Datuk Charon Wardini Mokhzani 5 IOI Corp group finance director Rupert Koh accepting the Most Profitable Company award for the Plantation sector 6 Harpist Khor Jee Sei entertaining guests before the dinner 7 Guan Chong Bhd MD Tay Hoe Lian accepting the Highest Profit Growth and Best Performing Stock awards in the Consumer Products sector 8 Public Bank MD Tan Sri Tay Ah Lek accepting the Most Profitable Company award in the Finance sector 9 MBSB CFO Tang Yow Sai accepting the Highest Profit Growth and Best Performing Stock awards in the Finance sector 10 From left: *The Edge* editor-in-chief Dorothy Teoh, Astro COO Henry Tan, Maybank CEO Datuk Seri Abdul Wahid Omar, Jala and UEM Group MD/CEO Datuk Mohd Izzaddin Idris 11 Petronas Dagangan CFO Rozaini Mohd Sani accepting the Best Performing Stock award in the Big Cap Companies sector 12 Mudajaya Group Bhd joint MD Anton Joseph accepting the Most Profitable Company, Highest Profit Growth Company and Best Performing Stock awards in the Construction Sector 13 Jala with Tong 14 Guests listening to Tong's speech 15 QL Resources MD Chia Song Kun accepting the award for Company of the Year 16 Mah Sing Group Bhd group MD & group chief executive Tan Sri Leong Hoy Kum accepting the Best Performing Stock award in the Property & REIT sector 17 BMW Malaysia MD Geoff Briscoe and wife Lorna 18 British American Tobacco Malaysia Bhd finance director Andreas Thompson accepting the Most Profitable Company award in the Big Cap Companies sector 19 The BMW Malaysia team (from left): Andreas Steading, Raymond Tan and Owen Riley 20 *The Edge* deputy editor-in-chief Kevin Khoo with QL Resources' Chia Song Kun, his wife and his brothers 21 Berjaya Sports Toto Bhd ED Vincent Siow accepting the Most Profitable Company award in the Trading/Services, Hotels, IPC & Technology sector 22 Coastal Contracts Bhd's Kelvin Ng accepting the Most Profitable Company award in the Industrial Products sector 23 Maybank CEO Datuk Seri Abdul Wahid Omar congratulating QL Resources MD Chia Song Kun on winning the Company of the Year award 24 KPJ Healthcare MD Datin Paduka Siti Sa'diah Sheikh Bakir accepting the Best Performing Stock award in the Trading/Services, Hotels, IPC and Technology sector 25 Kulim (Malaysia) director of Plantations Izhar Mahmood accepting the Highest Profit Growth and Best Performing Stock awards in the Plantation Sector 26 Datuk Seri Stanley Thai, executive director of Supermax Corp, accepting the Highest Profit Growth Company and Best Performing Stock awards in the Industrial sector 27 Sarena Cheah, director of strategy and corporate development at Sunway City, accepting the Most Profitable Company award in the Property & REIT sector 28 Sascha Khan, Bandar Raya Developments GM of international business development, accepting the Highest Profit Growth Company and Best Performing Stock awards in the Finance sector 29 Tong presenting Jala with a painting by foot artist Ng Ah Kwai as a token of appreciation 30 Hong Leong Bank group MD and CEO Yvonne Chia with The Edge Communications director Ahmad Abdullah

MEDAL OF HONOUR

Winner of the coveted Company of the Year award, Chia Song Kun, managing director of QL Resources Bhd, also took home a much-coveted watch as part of his prize — the Jules Audemars Selfwinding Chronograph. A newcomer to the illustrious stable of Swiss watchmaker Audemars Piguet's luxury timepieces, the watch is breathtakingly beautiful, combining a very chic 1920s aesthetic with a touch of modern luxe.

The design of the dial strongly evokes a vintage feel, and comes in two variations — one with a more classic look with its pure white dial, pink gold case and brown leather straps, and the other with a sporty vintage feel with its eggshell white dial, white gold case and black leather straps. Both designs feature elegant leaf-shaped hands with the chronograph seconds hand featuring a hollowed counterweight and the minute track highlighted by a red indicator, surrounded by a tachometric scale. A sapphire crystal caseback serves to highlight both the movement and the finishing, including the particular care lavished on the finishing of the gold oscillating weight. Proudly bearing the family crests of the Audemars Piguet families, the latter adds a truly distinguished signature touch to this exclusive movement.

While extremely evocative by nature, this chronograph does not merely offer a new take on history, it also lays claim to pioneering status as the very first self-winding chronograph in the Jules Audemars collection, beating to the rhythm of an exclusive state-of-the-art Audemars Piguet movement . — *Anandhi Gopinath*

PICTURES BY LEE LAY KIN/THE EDGE

SUHAIMI YUSUF/THE EDGE

The Nasom Maestros were a hit at the event, with the audience cheering and clapping for more

Nasom centres serve as a safe sanctuary for members, providing rehabilitation and therapy for autistic children as well as a support system for their families

MAKING A DIFFERENCE WITH MUSIC

BY ANANDHI GOPINATH

Television serial *Parenthood* can be accredited for putting autism in the spotlight in the way the key characters deal with a young son who is diagnosed with Aspergers, a very mild variety of autism. It shows the child's own difficulty in dealing with his condition and the way the family's life completely changes to better adapt to his needs.

That said, real-life cases of autism are generally more severe. Although this disorder ranges in its severity, most autistic children display communicative, sensory, social and learning disabilities as well as examples of obsessive behaviours. Autistic children lack the ability of normal children to communicate, and thus are said to be living in a world of their own.

However, much of the research that has been done over the years shows that autistic children can grow up to be well-functioning adults, and are even able to assimilate into mainstream society. Rehabilitation and therapy, when started early, help these children communicate better and teach them alternative ways of expressing themselves.

Since its founding in 1986, The National Autism Society of Malaysia (Nasom) has been providing autistic children and their families with education, help, care and protection. Recognising that alternative therapies like art and music help autistic children build living skills, lower anxiety and even develop new ways to communicate, the association has also established Nasom Maestros — a choir group comprising purely of autistic children.

"Music really makes a difference in their lives," observes Nasom chairman Teh Beng Choon. "Music and singing gives them a way to express themselves in a way they cannot do otherwise. It's actually a myth that autistic children like to be left alone; it's just that they don't know how to react to other people. Music is their channel, it opens new doors for them."

Teh explains that the children, who now regularly perform under the Nasom Maestros banner, could not even speak before they joined, and today possess enough self-confidence to sing on stage in front of large audiences without any problems at all. "Seeing them perform provides a lot of hope, to both the children and their families," he adds. Nasom also holds theatre workshops and other such classes with the ultimate aim of reintroducing autistic children into mainstream society.

"From what we have observed, most normal children empathise with their autistic classmates and really reach out to them," Teh says. "This is healthy for both children, and we are trying to assimilate as many autistic children as possible into regular schools so they can have as normal a life as possible and grow up with regular children their age."

Apart from providing training and support to autistic children and their families, Nasom is also very involved in research programmes to better comprehend this disorder, the causes for which are still largely not understood.

"Studies in the US and UK indicate that one in 100 children have autism, but a more recent study in South Korea suggests that in Asia, that number could be one in 38 children. So research is very important. We are collaborating with local universities and research programmes as well as researchers from Oxford University with a focus on both a cure and targeted therapies. We hope to be able to establish a centre of research excellence right here in Malaysia with the partnerships we have made," Teh says.

The race for a cure for autism never stops, neither does the constant process of educating communities that a child considered to be slow or rude is none of those things; they are autistic and there is help available. Nasom centres are located all over the country in order to offer support for these children and their families, providing them a safe sanctuary for relief and comfort.

In conjunction with the Nasom Maestros' performance at the Billion Ringgit Club Corporate Awards, *The Edge* will donate RM20,000 to the association to fund their many activities that protect the interests of autistic children in Malaysia.

For more information on Nasom, visit www.nasom.com.my. E

THE EDGE BRC TOP 10 CSR COMPANIES FOR 2011

BY KEVIN KHOO AND JOANNE NAYAGAM

For companies, corporate social responsibility (CSR) no longer equates to just donating money. There is a more important responsibility for them — how to create a meaningful, positive and lasting impact on society or the environment. Reflecting this, the Company of the Year award has a 30% weightage for CSR.

This year, we also recognised the top 10 CSR companies, which were determined by our panel of judges: Jeffrey Chew Sun Teong, CEO of OCBC Bank (Malaysia) Bhd; Selvarany Rasiah, chief regulatory officer of Bursa Malaysia Bhd; Philip Koh, senior partner of Mah-Kamariyah & Philip Koh; and Dorothy Teoh, editor-in-chief of *The Edge*.

The inaugural top 10 winners for 2011 are Nestlé (M) Bhd, DiGi.Com Bhd, CIMB Group Holdings Bhd, Telekom Malaysia Bhd, United Plantations Bhd, Boustead Holdings Bhd, Guinness Anchor Bhd, Bursa Malaysia Bhd, Tenaga Nasional Bhd and Petronas Gas Bhd.

It was certainly not easy for the judges to pick the top companies. For weeks, they scrutinised and analysed submissions from 128 companies. They looked beyond financial contributions, studying every CSR initiative to gauge its impact on the community and the environment. Thank you again, our dear judges, for your effort!

Congratulations to all the winners. We summarise below the CSR initiatives of some of these companies. We hope they will inspire other companies to do more.

NESTLÉ (MALAYSIA) BHD

This food and nutrition company has embarked on several CSR projects under its "Creating Shared Value" concept, which is a part of its strategy to build long-term value for its shareholders.

Through its partnership with WWF Malaysia, Nestlé has been able to educate the local community of Setiu, Terengganu, by starting a sustainability project in the Setiu Wetlands, one of the world's richest sources of flora and fauna. The locals, especially the women who are known as the Women Entrepreneurs of Setiu (Pewanis), are equipped with skills and knowledge to participate in sustainable development activities that enhance their livelihood while empowering them to spearhead conservation awareness efforts and develop Setiu's ecotourism industry. This project has so far seen the replanting of over 3,000 mangrove seedlings and heightened turtle and environmental conservation awareness. Nestlé employees also visit Kampung Mangkok to share with Pewanis some of the company's good manufacturing, product packaging and marketing practices to assist them in developing their skills.

Nestlé has also served communities in Sabah and Sarawak. Together with local agricultural agencies, the company started the Red Rice Project in Serian, Sarawak, that has already benefited 300 farmers. It aims to create new income opportunities for the farmers in the area, helping them become self-reliant and exposing them to good agricultural practices.

DIGI.COM BHD

The mobile service provider has launched 13 community broadband centres (CBC) under its Universal Service Provision (USP) programme, which provides underserved communities with access to broadband services. DiGi.Com also provides entrepreneurial training and other online services that are relevant to the communities living around its CBCs. In addition, together with the Malaysian Communications and Multimedia Commission, DiGi.Com gave out 500 netbooks to students from low-income families in Sabah as part of the 1Malaysia Broadband-Netbook Programme.

The company also launched a flood relief drive to help about 50,000 flood victims in Johor. An emergency telecommunications service was set up and a talk time credit of RM3 was given to more than 11,000 subscribers to stay in touch with family throughout the emergency. Essential items such as mats, blankets, rice and milk powder were also provided to the flood relief centres. Affected DiGi.Com dealers were given assistance to revive their business in the form of financial support and cleaning-up activities.

CIMB GROUP HOLDINGS BHD

The CIMB Foundation was created in 2007 and serves as the main vehicle for the group's CSR projects. CIMB Group budgeted over RM20 million for community projects in 2010 and channelled these funds into four areas — community development, sports, education and donations.

Among the many programmes undertaken by the foundation is the provision of a total of RM510,000 for nine projects in Malaysia and Thailand. The projects include ICT and other skill-training programmes, preparing those who benefited from these for the workplace and renovating work areas to accommodate the disabled. In 2010, the foundation funded two café projects by non-governmental organisations the Lions Club of KL Central and Ray of Hope. The cafés were used as training centres for the beneficiaries to equip them with the necessary skills to find employment in such places.

Another noteworthy project by the banking group is Rumah Kita, a collaboration between CIMB Group, CIMB Niaga and the Indonesian Embassy in Kuala Lumpur. The shelter is a safe haven for battered and abused female Indonesian domestic helpers and can house 60 occupants. Rumah Kita has facilities for learning and development, such as ICT (PCs and Internet access) and therapeutic activities such as gardening, skill development, cooking and cultural pursuits. The banking group continues to fund the cost of operating the shelter, paying for rent, utilities, food and drinks and telecommunications while the embassy provides the manpower for security and day-to-day operations.

Showing the way

1	Nestlé (Malaysia) Bhd
2	DiGi.com Bhd
3	CIMB Group Holdings Bhd
4	Telekom Malaysia Bhd
5	United Plantations Bhd
6	Boustead Holdings Bhd
7	Guinness Anchor Bhd
8	Bursa Malaysia Bhd
9	Tenaga Nasional Bhd
10	Petronas Gas Bhd

TELEKOM MALAYSIA BHD

The telco is a part of Program Sejahtera, a community programme led by Khazanah Nasional Bhd with other government-linked companies to improve the standard of living of the poor in Malaysia. Since last year, TM has adopted three single-mother families in Pahang under this programme, providing them with daily essentials donated by its three clubs — Tiaranita, Kelab TM and Bakit — and other generous people. TM also provides the single mothers with training on entrepreneurship and funding to run their business and rebuild their homes. It partners Tenaga Nasional Bhd in providing these homes and their neighbourhood with electricity. Three children from the adopted families who qualified for tertiary education have been given scholarships and free accommodation to pursue diplomas at the Multimedia College in Kuala Lumpur.

Most of TM's education initiatives and donations are funded by its foundation Yayasan TM (YTM). Since 1994, YTM has awarded more than RM408 million to deserving Malaysian students via 12,345 scholarships to pursue their secondary and tertiary studies in Malaysia and abroad. Last year, it supported the academic aspirations of 2,174 students, providing a total of RM16.5 million for the purpose. The total amount disbursed by YTM for sponsorships and various community-related projects last year was RM18.2 million.

UNITED PLANTATIONS BHD

The planter tries its best to strike a balance between its business and ecology and create environmental awareness. An important part of its CSR policy is its commitment to the Roundtable on Sustainable Palm Oil (RSPO). In August 2008, it became the world's first certified producer of sustainable palm oil in accordance with RSPO principles and criteria.

UP has made significant investments in promoting green energy, starting with a biomass reciprocating boiler-cum- power plant and a biogas plant in 2006, which have reduced its carbon dioxide and methane emissions by 70% and 80% respectively. Then, the company embarked on the construction of two more biogas plants and hopes to ultimately reduce its carbon footprint by 35% per tonne of refined palm oil produced in Malaysia by end-2012 from pre-2005 levels.

To encourage biodiversity and wildlife in its estates, the company sets aside large conservation areas and has since 2007 sought the views of the Copenhagen Zoo on promoting conservation in its plantations in Indonesia. Today, it has set aside over one-third of its landbank there as conservation areas.

UP's local community initiatives include the sponsorship of Bethany Home, a training centre for 155 epileptic and intellectually disabled children and adults. The company provides not only monetary assistance for the home, but also infrastructure facilities for sporting events and activities and actively encourages its staff to engage with the students.

BURSA MALAYSIA BHD *

The focus of the stock market regulator's CSR activities is youth development through the provision of education opportunities and enhancing financial literacy and capital market awareness with school-holiday programmes, workshops, camps, Moneywise money management sessions and Toastmasters public-speaking workshops.

Bursa has also entered into a partnership with Khazanah's Yayasan Pintar. The three-year Pintar programme is targeted at schools in the rural areas and aims to promote intelligence, nurture talent and advocate responsibility among school children.

Bursa has adopted two rural schools — Sekolah Menengah Kebangsaan Batu Laut in Tanjong Sepat, Hulu Langat, and Sekolah Kebangsaan Tun Abdul Razak in Kuala Kubu Baru — and sponsored education-enhancement activities such as providing books for the school libraries, working with the teachers and students to improve their performance in major examinations and providing English newspapers to help improve the students' grasp of the language.

In 2009, Bursa's Photography Club started working with the Malaysian Association for the Blind. The collaboration includes two-hour monthly sessions in which club members share their skills with the visually impaired to capture shots using their other senses.

**Note: Selvarany abstained from voting on Bursa Malaysia*

BILLION RINGGIT Club

MEMBERS OF THE EDGE BILLION RINGGIT CLUB 2011

COMPANY (IN ALPHABETICAL ORDER)	MARKET CAPITALISATION AS AT MARCH 31, 2011 (RM MIL)	REVENUE FY2010 (RM MIL)	PROFIT BEFORE TAX FY2010 (RM MIL)
AEON Co. (M) Bhd	2,088.45	2,894.48	240.29
Affin Holdings Bhd	5,231.02	2,273.00	637.53
AirAsia Bhd	7,465.82	3,992.72	1,099.30
Alliance Financial Group Bhd	4,907.50	1,542.06	408.94
Allianz Malaysia Bhd	747.80	2,509.04	191.55
AMMB Holdings Bhd	19,562.06	6,828.95	1,376.66
Amway (Malaysia) Holdings Bhd	1,446.59	719.41	109.15
Ancom Bhd	102.91	1,513.14	34.60
Ann Joo Resources Bhd	1,515.85	1,831.88	139.94
APM Automotive Holdings Bhd	1,064.45	1,178.85	184.53
Axiata Group Bhd	40,452.29	15,620.67	3,205.74
Bandar Raya Developments Bhd	1,064.93	627.39	151.15
Batu Kawan Bhd	6,643.89	224.43	572.50
Berjaya Corporation Bhd	4,800.06	6,756.03	601.39
Berjaya Land Bhd	5,750.39	4,048.63	465.79
Berjaya Retail Bhd*	972.32	1,719.84	70.90
Berjaya Sports Toto Bhd	5,755.39	3,392.81	548.19
BIMB Holdings Bhd	1,717.53	1,722.38	395.41
Bina Puri Holdings Bhd	140.39	1,232.19	14.59
Bintulu Port Holdings Bhd	2,680.00	454.95	197.81
BLD Plantation Bhd	433.50	1,315.19	77.39
Boustead Heavy Industries Corporation Bhd	1,031.10	649.80	95.05
Boustead Holdings Bhd	5,509.35	6,181.80	726.20
British American Tobacco Malaysia Bhd	13,722.57	3,965.45	959.18
Bursa Malaysia Bhd	4,426.56	361.05	163.75
Capitamalls Malaysia Trust	1,614.45	94.64	109.40
Carlsberg Brewery Malaysia Bhd	2,276.70	1,368.16	176.54
Chemical Company of Malaysia Bhd	712.34	1,639.16	60.60
CIMB Group Holdings Bhd	60,948.75	16,442.29	4,646.75
Coastal Contracts Bhd	1,094.61	675.05	199.95
CSC Steel Holdings Bhd	676.40	1,034.73	94.78
Dayang Enterprise Holdings Bhd	1,149.50	255.11	83.06
Dialog Group Bhd	4,622.37	1,139.15	150.01
DiGi.Com Bhd	22,236.50	5,406.46	1,597.25
DKSH Holdings Malaysia Bhd	149.78	3,867.61	45.56
DRB-HICOM Bhd	4,446.45	6,314.13	657.89
Dutch Lady Milk Industries Bhd	1,047.04	710.59	90.10
ECS ICT Bhd	192.00	1,271.51	39.37
EON Capital Bhd	4,852.46	2,764.35	589.61
Esso Malaysia Bhd	1,120.50	8,427.45	368.46
Far East Holdings Bhd	1,010.17	436.02	113.51
Fraser & Neave Holdings Bhd	5,603.31	4,004.74	395.85
Gamuda Bhd	7,944.44	2,455.14	370.04
Genting Bhd	41,001.13	15,194.70	4,394.30
Genting Malaysia Bhd	21,772.99	5,333.10	1,731.45
Genting Plantations Bhd	6,070.78	988.58	439.74
Guan Chong Bhd	748.19	1,160.06	111.45
Guinness Anchor Bhd	2,906.18	1,358.63	204.99
Hap Seng Consolidated Bhd	4,022.38	2,789.41	504.46
Hap Seng Plantations Holdings Bhd	2,400.00	473.75	226.38
Harrisons Holdings (M) Bhd	229.44	1,184.61	50.70
Hartalega Holdings Bhd	1,981.39	571.89	177.78
Hiap Teck Venture Bhd	353.59	1,065.31	67.66
Hock Seng Lee Bhd	1,031.34	488.28	98.42
Hong Leong Bank Bhd	15,564.05	3,227.14	1,185.26
Hong Leong Financial Group Bhd	9,474.91	3,623.43	1,422.69
Hong Leong Industries Bhd	1,972.35	2,871.78	286.92
IGB Corporation Bhd	3,219.04	719.36	277.92
IJM Corporation Bhd	8,660.64	4,013.53	578.02

COMPANY (IN ALPHABETICAL ORDER)	MARKET CAPITALISATION AS AT MARCH 31, 2011 (RM MIL)	REVENUE FY2010 (RM MIL)	PROFIT BEFORE TAX FY2010 (RM MIL)
IJM Land Bhd	3,084.21	1,101.06	148.92
IJM Plantations Bhd	2,363.97	406.75	112.63
IOI Corporation Bhd	36,941.93	12,542.96	2,550.63
Jaya Tiasa Holdings Bhd	1,746.03	746.00	40.04
JCY International Bhd	1,523.42	2,033.39	180.62
JT International Bhd	1,830.74	1,205.12	178.92
Keck Seng Malaysia Bhd	1,500.13	1,018.86	356.41
Kencana Petroleum Bhd	4,811.59	1,090.09	171.82
KFC Holdings (Malaysia) Bhd	2,895.40	2,522.36	221.83
Kinsteel Bhd	851.31	1,633.50	-90.00
KLCC Property Holdings Bhd	3,119.81	881.34	1,291.48
KNM Group Bhd	2,763.02	1,559.10	56.47
Kossan Rubber Industries Bhd	1,087.10	1,047.87	148.06
KPJ Healthcare Bhd	2,263.32	1,654.61	167.96
Krisassets Holdings Bhd	1,826.08	239.39	270.35
Kuala Lumpur Kepong Bhd	22,631.10	7,490.63	1,382.83
Kulim (Malaysia) Bhd	4,202.58	5,488.94	777.90
Kurnia Asia Bhd	562.50	1,069.18	29.41
Kwantas Corporation Bhd	660.76	1,248.19	5.17
Lafarge Malayan Cement Bhd	6,287.75	2,324.89	345.40
Leader Universal Holdings Bhd	366.63	2,494.03	66.99
Leong Hup Holdings Bhd	297.46	1,142.94	67.69
Lingkaran Trans Kota Holdings Bhd	1,771.20	310.54	127.33
Lingui Developments Bhd	1,220.32	1,441.98	15.06
Lion Corporation Bhd	636.82	3,703.12	-144.65
Lion Diversified Holdings Bhd	350.18	1,590.47	263.03
Lion Industries Corporation Bhd	1,292.24	5,057.77	515.78
LPI Capital Bhd	3,036.57	752.07	181.31
MAA Holdings Bhd	251.09	2,252.91	36.75
Mah Sing Group Bhd	2,078.92	1,110.11	177.87
Malayan Banking Bhd	65,607.27	18,560.23	5,370.41
Malayan Flour Mills Bhd	585.59	1,555.09	127.89
Malaysia Airports Holdings Bhd	6,688.00	1,812.86	444.97
Malaysia Building Society Bhd	1,585.69	769.94	207.40
Malaysia Marine & Heavy Engineering Holdings Bhd	10,928.00	6,147.01	377.21
Malaysia Smelting Corporation Bhd	402.00	2,738.83	-78.46
Malaysia Steel Works (KL) Bhd	259.27	1,004.79	30.08
Malaysian Airline System Bhd	6,149.57	12,980.45	282.04
Malaysian Bulk Carriers Bhd	2,780.00	404.25	244.37
Malaysian Pacific Industries Bhd	1,135.47	1,386.20	84.98
Malaysian Resources Corporation Bhd	3,044.78	1,067.58	97.58
Maxis Bhd	40,350.00	8,869.00	3,132.00
MBf Holdings Bhd	359.13	2,044.79	90.82
MBM Resources Bhd	733.16	1,592.96	180.24
Media Chinese International Ltd	1,902.87	1,226.70	179.81
Media Prima Bhd	2,667.12	1,546.64	295.31
Metrod (Malaysia) Bhd	216.00	1,937.20	33.41
MISC Bhd	35,130.05	13,775.07	911.91
MMC Corporation Bhd	8,434.81	8,863.65	855.75
MNRB Holdings Bhd	560.37	1,345.18	75.37
MTD Capital Bhd	2,937.00	892.49	115.05
Mudajaya Group Bhd	1,986.28	870.43	278.39
Muhibbah Engineering (M) Bhd	647.17	1,578.95	66.83
Mulpha International Bhd	1,248.63	798.56	92.87
Multi-Purpose Holdings Bhd	2,888.37	3,616.53	546.73
NCB Holdings Bhd	1,918.63	887.89	182.62
Nestlé (Malaysia) Bhd	10,974.60	4,026.32	465.74

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BILLION RINGGIT Club

TOP 20 RANKED BY REVENUE

RANK 2011	2010		COMPANY	REVENUE FY2010 (RM MIL)
1	1	–	Sime Darby Bhd	32,844.70
2	2	–	Tenaga Nasional Bhd	30,320.10
3	3	–	Petronas Dagangan Bhd	20,687.04
4	4	–	Malayan Banking Bhd	18,560.23
5	14	▲	YTL Corporation Bhd	16,505.03
6	10	▲	CIMB Group Holdings Bhd	16,442.29
7	13	▲	Genting Bhd	15,194.70
8	7	▼	Axiata Group Bhd	15,620.67
9	5	▼	MISC Bhd	13,775.07
10	23	▲	YTL Power International Bhd	13,442.92
11	8	▼	Malaysian Airline System Bhd	12,980.45
12	9	▼	UMW Holdings Bhd	12,840.64
13	6	▼	IOI Corporation Bhd	12,542.96
14	11	▼	Public Bank Bhd	11,035.60
15	12	▼	Shell Refining Company (Federation of Malaya) Bhd	10,376.39
16	18	▲	Maxis Bhd	8,869.00
17	16	▼	MMC Corporation Bhd	8,863.65
18	15	▼	Telekom Malaysia Bhd	8,791.00
19	17	▼	Esso Malaysia Bhd	8,427.44
20	20	–	Proton Holdings Bhd	8,226.86

TOP 20 RANKED BY PROFIT BEFORE TAX

RANK 2011	2010		COMPANY	PROFIT BRFORE TAX FY2010 (RM MIL)
1	10	▲	Malayan Banking Bhd	5,370.41
2	1	▼	CIMB Group Holdings Bhd	4,646.75
3	5	▲	Genting Bhd	4,394.30
4	2	▼	Public Bank Bhd	4,086.20
5	14	▲	Tenaga Nasional Bhd	4,022.10
6	4	▼	Axiata Group Bhd	3,205.74
7	7	–	Maxis Bhd	3,132.00
8	13	▲	IOI Corporation Bhd	2,550.63
9	6	▼	YTL Corporation Bhd	2,284.05
10	15	▲	RHB Capital Bhd	1,899.29
11	11	–	PLUS Expressways Bhd	1,776.97
12	3	▼	Sime Darby Bhd	1,741.50
13	8	▼	Genting Malaysia Bhd	1,731.45
14	16	▲	YTL Power International Bhd	1,684.92
15	17	▲	DiGi.Com Bhd	1,597.25
16	20	▲	Hong Leong Financial Group Bhd	1,422.69
17	26	▲	Kuala Lumpur Kepong Bhd	1,382.83
18	19	▲	AMMB Holdings Bhd	1,376.66
19	25	▲	Telekom Malaysia Bhd	1,360.20
20	27	▲	UMW Holdings Bhd	1,312.94

TOP 20 RANKED BY MARKET CAPITALISATION

RANK 2011	2010		COMPANY	MARKET CAPITALISATION AS AT MARCH 31, 2011 (RM MIL)
1	1	–	Malayan Banking Bhd	65,607.27
2	3	▲	CIMB Group Holdings Bhd	60,948.75
3	–	New	Petronas Chemicals Group Bhd	57,920.00
4	2	▼	Sime Darby Bhd	55,467.35
5	4	▼	Public Bank Bhd	46,338.87
6	10	▲	Genting Bhd	41,001.13
7	9	▲	Axiata Group Bhd	40,452.29
8	5	▼	Maxis Bhd	40,350.00
9	7	▼	IOI Corporation Bhd	36,941.93
10	6	▼	MISC Bhd	35,130.05
11	8	▼	Tenaga Nasional Bhd	34,069.60
12	12	–	Petronas Gas Bhd	22,636.70
13	13	–	Kuala Lumpur Kepong Bhd	22,631.10
14	16	▲	PLUS Expressways Bhd	22,400.00
15	14	▲	DiGi.Com Bhd	22,236.50
16	15	▲	Genting Malaysia Bhd	21,772.99
17	11	▼	PPB Group Bhd	20,177.21
18	18	–	AMMB Holdings Bhd	19,562.06
19	23	▲	RHB Capital Bhd	18,476.81
20	17	▼	YTL Power International Bhd	16,733.58

1) The revenue and profit before tax figures are as at March 31, 2011 and may be audited or unaudited, depending on whether the Annual Report has been released by that date.
2) Where there is a change in financial year-end, the revenue and profit before tax figures are annualised.

FROM PREVIOUS PAGE

COMPANY (IN ALPHABETICAL ORDER)	MARKET CAPITALISATION AS AT MARCH 31, 2011 (RM MIL)	REVENUE FY2010 (RM MIL)	PROFIT BEFORE TAX FY2010 (RM MIL)
Nylex Malaysia Bhd	131.18	1,222.09	40.01
Oriental Holdings Bhd	3,306.70	3,225.46	376.36
OSK Holdings Bhd	1,732.44	1,012.21	194.97
Pacificmas Bhd	1,005.44	266.99	31.61
Padiberas Nasional Bhd	1,331.24	3,195.76	263.73
Panasonic Manufacturing Malaysia Bhd	1,306.03	679.76	79.32
Parkson Holdings Bhd	6,233.80	2,722.26	704.17
Pelikan International Corporation Bhd	589.72	1,786.70	167.63
Perwaja Holdings Bhd	548.80	1,436.08	-63.73
Petronas Chemicals Group Bhd	57,920.00	12,203.00	3,368.00
Petronas Dagangan Bhd	16,391.99	20,687.04	1,046.00
Petronas Gas Bhd	22,636.70	3,221.84	1,243.80
Pharmaniaga Bhd	612.98	1,378.35	45.46
PLUS Expressways Bhd	22,400.00	3,351.48	1,776.97
POS Malaysia Bhd	1,868.85	1,014.98	99.07
PPB Group Bhd	20,177.21	2,274.16	1,120.78
Press Metal Bhd	1,006.34	1,713.37	101.69
Proton Holdings Bhd	1,944.21	8,226.86	260.89
Public Bank Bhd	46,338.87	11,035.60	4,086.20
Puncak Niaga Holdings Bhd	941.52	1,914.70	268.40
QL Resources Bhd	2,579.20	1,476.40	136.02
QSR Brands Bhd	1,531.95	3,035.83	266.86
Ranhill Bhd	441.98	2,120.72	167.44
RHB Capital Bhd	18,476.81	6,149.07	1,899.29
S P Setia Bhd	7,392.96	1,745.87	330.97
Sapuracrest Petroleum Bhd	4,800.48	3,257.04	364.00
Sarawak Oil Palms Bhd	1,514.44	725.35	220.74
Scomi Group Bhd	385.19	1,640.57	-180.15
Selangor Properties Bhd	1,426.01	203.04	71.79
Shangri-La Hotels (Malaysia) Bhd	1,166.00	422.00	91.28
Shell Refining Company (Federation of Malaya) Bhd	3,240.00	10,376.39	151.13
Sime Darby Bhd	55,467.35	32,844.70	1,741.50
Sino Hua-An International Bhd	398.42	1,406.75	6.41
Star Publications (Malaysia) Bhd	2,584.97	1,061.70	258.81
Starhill REIT	1,037.42	109.82	31.08
Sunway City Bhd	2,110.36	1,106.61	520.35
Sunway Holdings Bhd	1,386.03	1,996.58	207.97

COMPANY (IN ALPHABETICAL ORDER)	MARKET CAPITALISATION AS AT MARCH 31, 2011 (RM MIL)	REVENUE FY2010 (RM MIL)	PROFIT BEFORE TAX FY2010 (RM MIL)
Sunway Real Estate Investment Trust	2,843.29	N/A	N/A
Supermax Corporation Bhd	1,465.73	977.28	158.94
Syarikat Takaful Malaysia Bhd	226.32	1,150.04	68.37
Ta Ann Holdings Bhd	1,720.22	827.92	107.41
TA Enterprise Bhd	1,292.49	437.29	145.00
TA Global Bhd	1,724.67	242.02	55.01
Tan Chong Motor Holdings Bhd	3,265.92	3,505.25	322.75
Tasek Corporation Bhd	1,105.17	553.04	156.27
Telekom Malaysia Bhd	14,452.70	8,791.00	1,360.20
Tenaga Nasional Bhd	34,069.60	30,320.10	4,022.10
Texchem Resources Bhd	107.35	106.90	2.86
TH Plantations Bhd	1,020.84	365.97	144.55
The Store Corporation Bhd	171.26	1,816.48	11.40
Time Dotcom Bhd	2,163.81	321.08	88.91
Top Glove Corporation Bhd	3,327.26	2,079.43	304.96
Tradewinds (M) Bhd	2,386.59	5,575.63	825.55
Tradewinds Corporation Bhd	1,094.97	567.71	155.58
Tradewinds Plantation Bhd	1,672.12	909.13	281.17
TSH Resources Bhd	1,128.49	909.66	106.72
UEM Land Holdings Bhd	11,375.92	469.71	205.51
UMW Holdings Bhd	8,573.10	12,840.64	1,312.94
Unisem (M) Bhd	1,287.65	1,395.08	193.29
United Malacca Bhd	1,414.30	178.53	82.59
United Plantations Bhd	3,559.10	995.11	349.46
Wah Seong Corporation Bhd	1,554.95	1,523.36	86.16
WCT Bhd	2,406.91	1,708.50	257.32
YTL Cement Bhd	2,399.99	1,854.32	411.23
YTL Corporation Bhd	14,151.27	16,505.03	2,284.05
YTL E - Solution Bhd	1,593.00	44.07	16.68
YTL Land & Development Bhd	1,555.51	244.65	27.12
YTL Power International Bhd	16,733.58	13,442.92	1,684.92
Zelan Bhd	295.71	1,019.99	-270.37
TOTAL	1,165,216.22	591,960.59	91,269.83

Notes:
1) The revenue and profit before tax figures are as at March 31, 2011 and may be audited or unaudited, depending on whether the Annual Report has been released by that date.
2) Where there is a change in financial year-end, the revenue and profit before tax figures are annualised.

MOST PROFITABLE COMPANY

BIG CAP COMPANIES

CONSUMER PRODUCTS

BRITISH AMERICAN TOBACCO

Thriving against the odds

BY NADIA S HASSAN

To say that British American Tobacco (M) Bhd's operating environment is tough, would be an understatement. On top of that, tighter regulations — not just locally but all around the world — have made it harder for tobacco companies to grow their business.

Despite that, BAT continues to provide returns to its shareholders that no other can match as far as consumer-product companies are concerned. For that segment of companies listed on Bursa Malaysia, BAT delivered the highest return on equity of 174.8% over three years.

BAT is also known for its good dividend policy, paying out RM2.40 per share for FY2010, which translates into a yield of 5.1% based on its share price of RM47. For FY2011, its first interim dividend already stands at 60 sen. It has also been a good year for BAT's usually staid stock, which managed to reach RM49 over the past 12 months. On average, the counter traded around the RM46 mark.

"Since 1999, our shareholders have consistently enjoyed returns of 9% a year on a compounded basis," BAT states in a written response to *The Edge*. The group also has a substantial cash pile, which stood at RM334.7 million as at end-March.

The company is the market leader for tobacco products in Malaysia, in both the premium and value-for-money (VFM) categories. As at end-March, BAT's market share in the premium-cigarette category stood at 72% while for the VFM segment, its share was 42.6%. Analysts note that BAT saw growth in the latter segment as consumers switched brands amid rising cigarette prices.

In this respect, BAT decision to re-launch its classic Peter Stuyvesant brand helped to lift the brand's market share in the VFM segment to around 3% from scratch within six months of its launch in June last year. This, however, did lead to some cannibalisation of BAT's other VFM brands.

There is no question that BAT is constantly finding itself fighting the tide. The government's moves to curb smoking, which include increasingly higher taxes, a ban on smaller packs, graphic warnings on packaging and extending non-smoking areas, have had an impact on total industry volume that has shrunk around 9% YTD.

Branding methods have also become an issue for the industry as a whole, with the words "light" or "mild" no longer allowed on packaging in Malaysia and Europe.

While BAT acknowledges that regulations are getting stricter for itself and its competitors, the hardest challenge it faces is the large volume of illicit cigarettes in the market.

According to data from the Confederation of Malaysian and Tobacco Manufacturers, the level of illicit trade stood at 36.3% in 2010, compared with 14.4% in 2004. This translates to some nine billion illegal cigarettes in the market.

Last year, investment bank Goldman Sachs noted in a report that Malaysia's illicit-cigarette trade is among the highest in the world. With the increasing gap between the prices of legal and illegal cigarettes, most consumers are opting to downgrade.

"In spite of this threat, BAT's continued focus on achieving sustainable growth through our strategy that is based on growth, productivity, responsibility and a winning organisation has resulted in commendable performances over the past years against an adverse operating landscape," states BAT.

Even so, the impact of both the tighter regulations and illicit trade is already starting to show in BAT's financials. For 1Q2011, the company saw a decline in both revenue and net profit due to lower sales volumes and higher packaging costs among other things. Net profit for the quarter fell 7% y-o-y to RM178.6 million, while revenue declined to RM992.1 million from RM1 billion in the previous year's corresponding quarter.

However, the company still commands a premium underpinned by its brand portfolio and distribution network. Its brands, in particular, cover the entire spectrum of the market and BAT is looking to steadily grow its VFM segment.

"Through continuous expansion and investment, BAT has formed a robust distribution network. The effectiveness and efficiency of our distribution network has enabled us to have wider coverage in distribution points. Testament to our strength in delivery is our reach to more than 80,000 retailers in the country," states BAT.

The company is also continuously working to keep its cost levels low and increase efficiency in order to improve the quality of its products as well as its time to market.

Although BAT's growth path appears to have more than a few speed bumps along the way, it should be noted that the company has always operated in a difficult industry and still managed to flourish. ■

ABOUT THE MANAGING DIRECTOR

BAT marked a milestone in its history when it appointed a Malaysian, William Toh, 53, as the managing director on Oct 1, 2009. Toh joined Rothmans of Pall Mall (Malaysia) Bhd in 1981 as a management trainee and held various marketing roles before being seconded overseas in 1991 for 19 years.

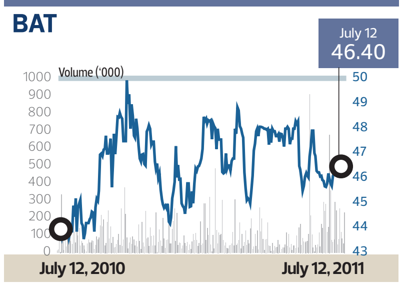
In that time, Toh's positions within the group included being the marketing director of Greater China for Rothmans (Far East) Ltd, managing director of BAT New Zealand Ltd and regional project manager of BAT Asia Pacific Region Ltd among others.

Toh holds a Bachelor of Commerce degree from Concordia University, Montreal, Canada.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	3,965.45	3,923.42	4,135.22	3,830.87
Profit Before Tax	959.18	1,005.31	1,081.17	1,002.90
Net Profit Attributable to Shareholders	731.11	746.78	811.68	731.93
Return on Equity	149.08%	170%	199.69%	211.59%

SHARE PRICE



THE COMPANY

The formation of BAT dates back to Nov 3, 1999, as a result of a merger between Rothmans of Pall Mall (M) Bhd and Malaysian Tobacco Company Bhd. As a result, BAT has a combined history of over 99 years, going back to 1912.

The merger created the country's largest tobacco company, with 60% market share, and is among the top 25 companies on Bursa Malaysia in terms of market capitalisation.

BAT's brand portfolio includes names such as Dunhill, Benson & Hedges and Pall Mall among others. The company also exports processed tobacco and cigarettes to 14 countries including Japan, Australia, China and Taiwan.

HIGHEST PROFIT GROWTH COMPANY

BIG CAP COMPANIES

GENTING

Mindful and prudent in its investments

BY CINDY YEAP

For Tan Sri Lim Kok Thay, chairman and CEO of Genting Group, 2010 was more than a "fantastic" year for the group that his father — the late Tan Sri Lim Goh Tong — founded 46 years ago. And anyone who has been paying attention knows that the man is far from done. "We're nowhere near our peak," says Lim, as part of his message to Genting Singapore plc's shareholders. This is probably also his response to observers who think the company's stock price is looking heady after doubling last year.

Genting Bhd won *The Edge* Billion Ringgit Club's award for Highest Profit Growth among big cap companies, helped by income from the 15 million plus visitors to Resorts World Sentosa (RWS) last year and healthy takings from its oil palm plantations. In the last three years, its profit before tax, after adjusting for exceptional items, grew by a compound annual rate of 29.4%.

Lim has wasted little time in investing the billions minted by Genting's Malaysia and Singapore resorts in New York, Miami and the UK, and if rumours are true, soon in India and Vietnam as well. And that does not include the Lim family's private investments. In the US, where casino behemoths like billionaire Sheldon Adelson's Las Vegas Sands Corp Inc are lobbying for gaming rights beyond tribal grounds, the family has long recognised the value of Indian tribal gaming.

"Genting should always make a big and meaningful impact, whether locally or globally," Lim tells *The Edge*. "I hope to make Genting the No 1 and most recognisable global corporation in Asia and the world." He also wants brands under the Genting group, be it Genting, Resorts World or Premium Outlets, to become "an integral part of our daily lifestyle".

To be sure, Genting's success in helping make Singapore a leading business-cum-leisure destination is expected to give it an upper hand as it lobbies for a casino licence to complete Resorts World Miami. "In all of our investments, whether in leisure, casino entertainment, oil palm plantations, biotechnology, power generation or O&G explorations, my aim is to see that Genting continues to work and produce the best results possible for its stakeholders," says Lim. "That's why I constantly encourage my team to strive hard and do its best to achieve more."

ABOUT THE CHAIRMAN/CEO

Tan Sri Lim Kok Thay, 59, who took up the baton from his father in 2003, holds a Bachelor of Science degree in civil engineering from the University of London. He also attended the Harvard Business School's advanced management programme in 1979. Redesignated as chairman and CEO of Genting Group in July 2007, Lim was named Travel Entrepreneur of the Year by *Travel Trade Gazette Asia* and The Most Influential Person in Asian Gaming by *Inside Asian Gaming* in 2009 in recognition of his contributions to the leisure and travel industry.

In Malaysia, analysts think Johor Premium Outlets, which is slated to open later this year, will help capture more dollars from visitors to RWS as well as Resorts World Genting, which last year welcomed 19.9 million visitors, 2% more y-o-y. Lim says Premium Outlets and other planned developments "will help with the transformation process of Malaysia into a high-income nation and build a better tomorrow for our future generations".

Like his father, who in the 1960s challenged sceptics on the viability of a hilltop resort away from civilisation, the younger Lim says one must dare to dream big and strive to achieve more than what most people think is attainable. "In 10 years, I would like to see Genting as the premier global corporation that makes 'bigger things happen'."

Lim acknowledges that the way ahead might not be smooth. "The recent global financial crisis, rising prices and increasing competition will continue to make our environment even more challenging." But Genting, he promises, will always be mindful and prudent in its investments. "Sometimes we take strict measures to see better results such as implementing stringent cost-control measures," Lim says, citing his UK casino operations as an example. "More often, we take calculated risks to embark on new ventures or expansion strategies so that we can grow sustainably."

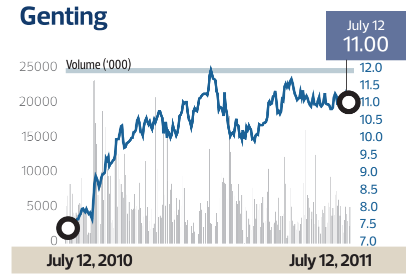
While more risk-averse investors may choose to take a back seat as Lim shifts Genting into higher gear, the man who has successfully stepped out of his father's shadow is enjoying every second on the fast lane. "I am happy with what Genting is doing right now. I wouldn't have done [anything] differently." E

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	15,194.70	8,893.60	9,082.50	8,438.80
Profit Before Tax	4,394.30	2,528.40	1,734.80	3,394.50
Net Profit Attributable to Shareholders	2,203.00	1,044.30	569.30	1,988.90
Return on Equity	14.22%	7.52%	4.58%	16.10%

SHARE PRICE

Genting



THE COMPANY

Founded in 1965 by the late Tan Sri Lim Goh Tong, a contractor who spoke no English but Hokkien, Mandarin, Malay and Cantonese, Genting was built on simple principles: humility, discipline and conviction. Genting Group comprises four listed entities — Genting Bhd, the holding company, and its subsidiaries, Genting Malaysia Bhd, Genting Plantations Bhd and Genting Singapore plc — with a combined market capitalisation of some RM132 billion. With over 43,000 employees, 4,500ha of prime resort land, and about 133,000ha of plantation land, the group's principal businesses include leisure and hospitality, power generation, oil palm plantations, property development, biotechnology and oil and gas.

BEST PERFORMING STOCK

BIG CAP COMPANIES

PETRONAS DAGANGAN

Charging ahead

BY YANTOULTRA NGUI YICHEN

Petronas Dagangan Bhd (PDB), the marketing arm of state-owned oil corporation Petronas has proved that petroleum products made and branded in Malaysia have a wide appeal among motorists in the country. The company managed to bag the award for *The Edge* Billion Ringgit Club's Best Performing Stock for big cap companies.

PDB's shares have given shareholders annual returns of 31.7% over the past three years. Between March 2008 and March 2011, its share price doubled from RM8 to RM16.50, while dividends totalling RM1.78 per share were paid.

The company's managing director and CEO Amir Hamzah Azizan tells *The Edge* that the company intends to continue reaching out to its customers. "We intend to show them that we are with them all the way, and will continue to give them all the right reasons to choose PDB as their brand of choice."

Although PDB has 958 petrol stations and is second only to Shell in Malaysia in terms of network size, Amir Hamzah points out that growing only in size and sales volume will not turn PDB into the leader he envisages. "We must also be top class in business conduct and operational standards. To our customers on the road, this means uncompromised excellence in customer service and superior quality products that cater to their needs."

There was market talk that ExxonMobil, which sold 28 of its stations to TCH Enterprise Sdn Bhd at an undisclosed price in 2006, was looking to sell its 500 petrol stations in Malaysia. Had this been true, and had PDB taken over ExxonMobil's remaining petrol stations, this would have effectively raised its retail outlet base to nearly 1,500, making it the largest operator in Malaysia by market share, ahead of Shell.

But even if it had managed to increase its retail outlet base, the road ahead would not have been easy. It would have faced other challenges in the petrol market business, such as ensuring product quality, competitive substitution, introduction of new policies or regulations and rising costs.

However, PDB has always been up to the challenge. In fact, Amir Hamzah points out, when it first started in 1982, it was a fledgling company competing in unfamiliar territory against multinational corporations with considerable reach and experience. But still it managed to get where it is today.

For now, he adds, the volatility of oil prices could be a major challenge as it affects product costs and directly impacts the company's margins.

"Apart from making prudent capital investments to ensure the company's growth and competitive edge, we will continue to exercise stringent inventory management," says Amir Hamzah.

PDB has already surpassed the RM1 billion mark in terms of profit before tax for the past two years (financial years ended March 2010 and 2011). Now it is just a matter of time before it opens its 1,000th petrol station. E

ABOUT THE CEO/ MANAGING DIRECTOR

Before Amir Hamzah Azizan, 44, was appointed Petronas Dagangan Bhd managing director and CEO in June 2010, he was president and CEO of MISC Bhd from Jan 1, 2009 to June 14, 2010.

He started his career within the Shell Group of Companies where he worked for 10 years, serving in various capacities, including head of financial services and manager of planning and support at Sarawak Shell Bhd, corporate finance executive at Shell Malaysia Ltd, marketing credit accountant at Shell Singapore Pte Ltd, internal auditor at Shell Eastern Petroleum Pte Ltd and senior treasury advisory at Shell International Ltd, London.

In 2000, Amir Hamzah joined MISC as the group's general manager of corporate planning services. Subsequently in 2004, he was MISC's regional business director for Europe, Americas, Africa and FSU, based in London, before being appointed president and CEO of AET Tanker Holdings Sdn Bhd in April 2005.

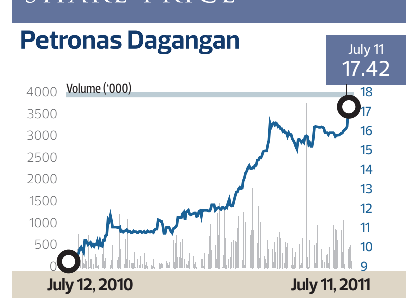
He is currently a board member of MISC and the UK P&I Club as well as a council member of the American Bureau of Shipping.

Amir Hamzah is vice-president of downstream marketing of Petronas as well as a board member of a number of companies within the Petronas group, including Engen Ltd, Petronas Lubricants International and Petronas Aviation Sdn Bhd.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	20,687.04	24,367.62	22,301.58	19,496.36
Profit Before Tax	1,046.00	810.29	908.36	903.20
Net Profit Attributable to Shareholders	752.93	578.67	661.67	640.31
Return on Equity	16.52%	13.90%	16.89%	18.36%

SHARE PRICE



THE COMPANY

Petronas Dagangan Sdn Bhd was incorporated in Malaysia in 1982. The company was subsequently converted to a public company and became Petronas Dagangan Bhd (PDB) in 1993. It was listed on the Main Board of the Kuala Lumpur Stock Exchange in 1994.

It is the principal domestic marketing arm of Malaysia's state oil firm Petroliam Nasional Bhd (Petronas), which holds a 69.86% stake in the company, and it markets a wide range of petroleum products, including motor gasoline, aviation fuel, kerosene, diesel, fuel oil, bunker fuel, lubricants, liquefied petroleum gas and asphalt in Malaysia.

MOST PROFITABLE COMPANY

HIGHEST PROFIT GROWTH COMPANY

BEST PERFORMING STOCK

CONSTRUCTION

MUDAJAYA

Bouncing back from negative sentiment

BY NADIA S HASSAN

While the inclusion of Mudajaya Group Bhd on the winner's list can be viewed as controversial, there is no question that this mid-sized construction player has come a long way.

From being a pure construction player, Mudajaya branched into power in 2006 when it became the contractor and part owner of a 1,440MW coal-fired power plant in Chhattigarh, India. The company currently has an order book of around RM5 billion, and aims to add another RM1 billion worth of orders before the year is out.

Mudajaya swept all three awards for the construction sector, winning The Most Profitable Company, Highest Profit Growth Company and Best Performing Stock awards.

However, it has been a rough year for Mudajaya in terms of investor perception.

A year ago, just when Mudajaya's share price was riding high on consistent earnings growth, the company's accounting treatment in relation to the Indian power venture came into question. It started with a complaint letter to Securities Commission Malaysia (SC) about certain accounting practices tied to its project in Chhattigarh. The letter found its way to research houses and even the media.

It triggered a query by the SC and caused jittery investors to reduce their interest in Mudajaya. At the height of the sell down, the counter lost 10% of its market capitalisation within a day. However, the company fought back by meeting the investment community and some media to clear any doubts. Mudajaya has since been given the all clear by the relevant authorities.

Although the research houses have once again turned bullish on Mudajaya's prospects, investor interest in the stock has not been as intense as before. After pulling in quarter after quarter of impressive earnings, Mudajaya ran into some issues concerning the Chhattigarh power project late last year.

A combination of the monsoon season and a protest by villagers in the surrounding area placed the project approximately four months behind schedule. The delay inevitably showed up in the company's earnings.

ABOUT THE MANAGING DIRECTOR

Ng Ying Loong, 57, was appointed as Mudajaya's managing director in 2004 but has been heading the company's main operating arm, Mudajaya Corp Bhd (MCB), since 1999.

He is a graduate of the University College London, University of London, with a Bachelor of Science degree in civil, structural and environmental engineering. Ng subsequently did his Masters in Business Administration from the Golden Gate University in San Francisco in 1986.

Ng left MCB to join Pengurusan Lebuhraya Bhd as the senior regional construction manager and was promoted to acting head of the construction management division in 1990, but returned to MCB in 1991.

For 1QFY2011 ended March 31, Mudajaya saw its net profit decline by 18.5% y-o-y to RM41.2 million from RM50.6 million. Revenue likewise declined from RM239.4 million to RM223 million.

However, Mudajaya assures that the worst is over and that the situation is slowly returning to normal in India, which means that it expects an upside to earnings.

The company has also trained its sights on gaining more power projects locally, with the latest being the civil works for the extension of the coal-fired Janamanjung power plant for Tenaga Nasional Bhd. Also in the pipeline is a bid for a highway construction contract in India, which is potentially worth RM3.5 billion.

Beyond India, the company is also looking at other overseas markets stating that "the group's plan for the future, both short-term and long-term, is to venture into markets such as Indonesia and the Middle East, particularly for power and infrastructure works".

Mudajaya wants to position itself as one of the leading civil and building contractors in the country, specifically as a niche player in the power sector.

"We will continue to focus on our forte in design and build construction contracts that provide higher profit margins and generate good cash flow," states Mudajaya.

Aside from its work as an engineering, procurement and construction contractor for the region, Mudajaya also aims to be an independent power producer with at least 3,000MW of capacity within the next 10 years.

In the meantime, Mudajaya's immediate concern is the rise in raw material costs, with the price of steel, diesel and cement skyrocketing over the past couple of years.

"We have mitigated the construction material price fluctuations by hedging, namely stocking and buying forward the construction materials for our ongoing construction contracts. Fortunately, the company is in a strong financial position to mitigate the price fluctuation risks," says Mudajaya.

The company's financials continue to be underpinned by its strong balance sheet that, as at the end of March, held no borrowings and a cash pile of RM249 million.

While Mudajaya appears to be on the right track and poised to push full steam ahead, time will tell if investors have forgotten the blip in the company's progress last year. E

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	870.43	719.97	422.38	273.98
Profit Before Tax	278.39	167.96	65.43	42.04
Net Profit Attributable to Shareholders	215.55	119.18	45.12	30.14
Return on Equity	29.81%	31.78%	16.60%	12.93%

SHARE PRICE

THE COMPANY

MCB started out in 1965 as Chye Hin Construction Company Ltd before adopting its present name in 1997. The company, whose principal business activities are in construction, EPCC, property development, manufacturing, trading and the power sector, was listed in 2004.

MCB has been involved in the construction of highways, roads, bridges, power stations, buildings, infrastructure, marine structures, dams and retaining structures, water supply works, drainage and sewerage works.

The group's completed property projects include the Villa Angsana Condominium in Kuala Lumpur and it is currently developing a self-contained township called MJC City in Kuching, Sarawak.

BILLION RINGGIT *Club*

HIGHEST PROFIT GROWTH COMPANY

BEST PERFORMING STOCK

CONSUMER PRODUCTS

GUAN CHONG

Making chocolate-coated profits

BY JOY LEE

Malaysia's largest cocoa processing company, Guan Chong Bhd, leapt out of obscurity last year when the price of cocoa beans soared following the political tensions in the Ivory Coast. The stock immediately became a favourite among analysts when the country's presidential claimant Alassane Outtara called for a month-long ban on cocoa exports.

This has been a good year for the company, which bagged *The Edge* Billion Ringgit Club's awards for Highest Profit Growth Company and Best Performing Stock in the consumer products sector. Over three years, the stock has delivered annual returns to shareholders of 79.5%, closely mirroring a robust 85% annual growth in its profit before tax. Its market capitalisation has risen from about RM100 million in 2007 to nearly RM900 million today. YTD, the counter has gained some 60.7%. Last year, it rose a whopping 290%.

Guan Chong's revenue more than doubled to RM1.16 billion in 2010 from only RM464.1 million in 2007. Net profit soared from RM14.2 million in 2007 to RM101.1 million in 2010.

For FY2010 ended Dec 31, its net profit of RM101.14 million was more than seven times its net profit of RM14.3 million the year before. This was on the back of an 82% increase in revenue to RM1.16 billion from RM642.7 million previously.

The company also attributes its increased earnings to net gains arising from foreign exchange due to the appreciation of the ringgit as well as gains in commodity futures contracts and net fair-value gains in foreign-exchange derivatives.

"Over the past four years, we have been very active in moving downstream and expanding the group's global reach," says the company.

Its efforts are certainly paying off as the bulk of Guan Chong's revenue is derived from overseas. In FY2010, 92% of its revenue came from overseas markets, including Europe, the Americas, the Middle East, Asia and Africa. The US is its largest market, contributing about 35% to group revenue.

The company was badly hit by the global financial crisis two years ago, which caused an inventory build-up. This effectively stretched its balance sheet and Guan Chong had to gear up for the increased inventory. As at end-March 2011, its borrowings stood at RM265.5 million while cash and cash equivalents were RM27.3 million.

As Guan Chong gets its supply of cocoa beans primarily from Indonesia, it was affected last year by the export tax on cocoa beans from that country, which contributed to higher raw material costs.

Subsequently, Guan Chong increased the grinding of African beans at its Pasir Gudang plant. It also increased its Pasir Gudang grinding capacity from 64,000 tonnes in 2007 to 80,000 tonnes today. In 2010, Guan Chong started the construction of a RM70 million cocoa grinding plant in Batam, Indonesia, to take advantage of the zero-tariff beans there.

Guan Chong's prospects are getting better. It is looking to expand its capacity to grow the company and enjoy economies of scale. The Batam plant will add another 60,000 tonnes of cocoa beans to the group. Including the Pasir Gudang plant, the company has a total capacity of 140,000 tonnes per annum. It also hopes to further grow the capacity of the Batam plant by end-2012.

"We are currently ranked among the top 10 cocoa grinders in the world and we aim to be in the top five within the next five years with our Batam plant. We have always positioned ourselves as a cost-competitive producer," says the company.

In the shorter term, Guan Chong intends to grow its export market and rapidly utilise its newly expanded capacity in Indonesia. "We are still a regional player in the cocoa industry. It is our aspiration to turn Guan Chong into a global brand name in the cocoa and chocolate-making industry. We also hope to be able to expand to the consumer market with downstream products under our own brand name. That way, Guan Chong will be an end-to-end player in the industry doing everything from grinding cocoa beans to manufacturing F&B products," it says. E

ABOUT THE CEO

Tay Hoe Lian, 46, was appointed the managing director and CEO of Guan Chong Bhd in January 2005.

He graduated with a Bachelor of Business Administration from the University of Toledo, College of Business Administration, US in 1993. Upon his graduation, he was appointed as manager of Guan Chong Group Sdn Bhd's transport division and oversaw its operations.

In 1997, he joined Guan Chong Cocoa Manufacturer Sdn Bhd (GCC) as the marketing manager and successfully marketed cocoa powder to the European, Middle Eastern and South American markets. He was appointed as a director of GCC in 1999 and promoted to managing director in 2003. GCC has since expanded its production capacity to become the top player in the local cocoa-processing industry. Tay has also steered GCC towards the production of premium cocoa powder. He was appointed as a director of Guan Chong Trading Sdn Bhd in 2001 and a director of Enrich Mix Sdn Bhd in 2002.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	1,160.06	642.65	694.34	464.11
Profit Before Tax	111.45	20.74	9.53	17.62
Net Profit Attributable to Shareholders	101.15	14.27	6.78	14.21
Return on Equity	55.45%	13.55%	6.95%	14.97%

SHARE PRICE

THE COMPANY

Guan Chong Bhd started its operations in an existing biscuit factory in Parit Jawa, Johor, in the 1980s, grinding some 1,200 tonnes of cocoa beans. The company moved to its own grinding plant in 1990, where it could process some 6,000 tonnes of cocoa beans.

It was listed on the Main Board of Bursa Malaysia in 2005.

Guan Chong grinds cocoa beans to produce cocoa ingredients for the manufacture of chocolate products and cocoa-based beverages. The company also manufactures industrial chocolates as well as consumer chocolate and cocoa-based beverages.

Its cocoa products are marketed under the brand name Favorich while its consumer products are marketed under the brand name CacaoRich.

MOST PROFITABLE COMPANY

FINANCE

PUBLIC BANK

Stands out when it comes to rewarding shareholders

BY JOYCE GOH

It does not come as a surprise that Public Bank Bhd emerged as the winner again for *The Edge* Billion Ringgit Club's award for the Most Profitable Company within the finance sector.

With its strong capital base and high asset quality, the bank, which is anchored by stalwart Tan Sri Teh Hong Piow, stands out when it comes to rewarding its shareholders.

The group achieved a three-year return on equity of 25.5%, the highest among Malaysian banks. In 2009, despite a challenging operating environment, Public Bank managed a commendable net ROE of 22.8%, well above the Malaysian banking industry average of 14.3%.

The Public Bank group has continued to perform strongly this year. In 1Q2011, it posted annualised growth in total assets of 4.9%, total loans of 13% and total deposits of 8%. Net profit grew 21% from the previous corresponding period.

The group's gross impaired loan ratio had improved to 1% as at March 31, 2011, from 1.1% as at end-2010 despite the more stringent classification of impaired loans.

Compared with some of the leading banks in the region, Public Bank's return on equity puts it in the top bracket. The banking group is also amongst the top three performing banks in terms of cost efficiency and dividend payout.

Total cash dividends paid to shareholders in 2010 amounted to RM1.59 billion, representing 52.3% of group net profit for 2010 of RM3.04 billion.

Since the beginning of 2010 to March this year, Public Bank's shares have provided total returns of 25%, inclusive of the cash and Treasury share dividends paid out during the period.

Over the medium term of five years since the beginning of 2006, investors would have enjoyed superior total returns of 160% or a compound 24% annual return.

In 2010, Public Bank's net profit surpassed RM3 billion for the first time. That year, Public Bank and Public Islamic Bank, jointly with ING Management Holdings, obtained a licence to provide family takaful.

Public Islamic Bank, a wholly-owned subsidiary, opened its first full-fledged Islamic branch offering syariah-compliant products in 2010.

The banking group has been growing its business steadily. Over the last four years, it recorded a compound loan growth rate of more than 17% per year, higher than the industry average loan growth of about 11% per year.

During the four-year period, total deposits grew at a compound growth rate of 16% per year, outpacing the industry's deposit growth of 9% per year. Gross impaired loan ratio improved to 1.1% in 2010 from 1.4% in 2007.

The group's total assets surpassed RM200 billion for the first time in 2009 and as at Dec 31, 2010, these stood at RM226 billion.

In a challenging and competitive environment, Public Bank's strategy has been to continue to focus on its core banking businesses. Underpinning the group's business practices are prudent banking, effective risk management and strong corporate governance. E

ABOUT THE CHAIRMAN

Public Bank was founded by current chairman Tan Sri Teh Hong Piow, who was born in Singapore in 1930. He had his primary and secondary education at the Anglo-Chinese School in the republic. Teh began his banking career in 1950 at Oversea-Chinese Banking Corp Ltd in Singapore. He joined Malayan Banking as a manager in 1960 and was promoted to general manager at age 34.

He founded Public Bank at the tender age of 35. Teh's success in building Public Bank into what it is today has made the banker a revered figure in the industry.

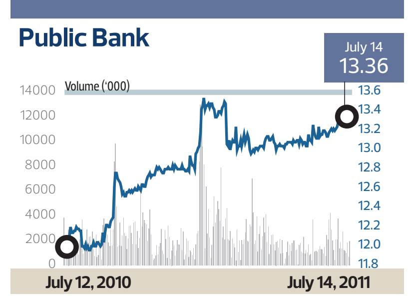
"Public Bank is my lifelong passion and love. I don't mind it being said that I eat, sleep, dream, live and breathe Public Bank," Teh declared to *The Edge* in an exclusive interview last year.

He was recognised by *The Edge* BRC as Value Creator: Outstanding CEO of Malaysia for 2010.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	11,035.60	9,715.57	10,500.31	9,557.60
Profit Before Tax	4,086.20	3,321.43	3,379.19	3,003.64
Net Profit Attributable to Shareholders	3,048.22	2,517.30	2,581.24	2,123.92
Return on Equity	23.39%	22.84%	27.07%	22.73%

SHARE PRICE



THE COMPANY

Established in 1966, Public Bank is today a leading financial institution in Malaysia with a significant presence overseas.

The bank commenced its business operations in August 1966 with Teh as its CEO. Teh became its chairman in 2002. He also serves as chairman of the board's executive committee and the group's human resource committee.

Today, Public Bank is the third-largest bank in the country with a group staff strength of over 17,300. It continues to be accorded strong financial ratings based on its sterling and consistent financial performance, prudent management and superior asset quality.

Public Bank has a wide network of 252 full service and mature branches in Malaysia, offering both conventional and Islamic banking products and services.

Aside from growing at home, it has also managed to expand its footprint overseas. The bank has 83 branches in Hong Kong, three each in China and Laos, 21 in Cambodia, seven in Vietnam, one in Sri Lanka and three representative offices in Shanghai, Shenyang and Taipei.

BEST PERFORMING STOCK

HIGHEST PROFIT GROWTH COMPANY

FINANCE

MALAYSIA BUILDING SOCIETY

A great comeback story

BY JOYCE GOH

It is difficult to ignore the strong comeback performance of Malaysia Building Society Bhd (MBSB), considering that, at one time, the company was swimming in red ink. In fact, the company, which is now known more as a finance company, chalked up record profit before tax for two consecutive years in 2009 and 2010.

Its stellar performance has won it *The Edge* Billion Ringgit Club awards for Best Performing Stock and Highest Profit Growth Company for the finance sector.

In 2004, the company turned around with a profit after being in the red since 1998. And it has not looked back since.

In FY2010 ended Dec 31, MBSB's profit before tax soared 158% to RM207.4 million compared with RM80.3 million a year ago. The group's pre-tax bottom line had expanded 49% to RM80.3 million in 2009 from RM54 million in 2008.

Its loan book grew from RM3.79 billion in 2004 to RM10.71 billion in 2010, while its net impaired loans improved to 16% in 2010 from 19% in 2009. MBSB's loan book grew a further 12.8% to RM12.08 billion in 1Q2011 alone.

In tandem with its ballooning profits, MBSB also saw its dividend payout rise. The company's gross dividend more than doubled to nine sen in FY2010 compared with four sen in FY2009. Its gross dividend stood at three sen in FY2008.

In a written reply to *The Edge*, MBSB says that the company has been positioning itself as a key financial provider to government servants and to corporate clients who have been awarded government projects. MBSB adds that its strategy moving forward includes pursuing market share in the personal-financing market through product development and new campaigns, while continuing to work with the government and its agencies in securing financing for their awarded projects.

MBSB has successfully established its position as a financial provider that is preferred by government servants. It is also able to leverage on proven outsourcing partners to maintain a low cost-to-income ratio.

It is worth noting that MBSB's strategy to focus on a niche market propelled its performance. It is no secret that the group was bogged down by huge losses between 1998 and 2003, but has since managed to stay in the black and grow its bottom line.

In an exclusive interview with *The Edge* back in 2008, MBSB's then CEO Ahmad Farid Omar said MBSB was seeing better results because it was starting to reap the benefits its efforts in 2004 and 2005.

"In 2004 to 2005, when most of the banks were busy with mergers and acquisitions, we told our people to focus on our target market. When shareholders talk about mergers, it will distract the staff. We figured we should go all out and pick out the market. Loans growth started then, and now the loans are generating income," Farid said.

MBSB has indeed carved a niche for itself as it helps fill the vacuum left by the absence of small, niche financial service providers.

The company was incorporated to help Malaysians finance their homes. Over the years, MBSB has evolved from its role of property financier to being a financial provider. On top of property financing, MBSB is also a provider of personal loans as well as bridging loans for properties.

Moving forward, MBSB says that it aims to achieve profit before tax of RM500 million and be among its peers as a strong financial institution. "The 'Taking MBSB to the Next Level' programme set up by Ahmad Zaini upon taking the helm in early 2009 will ensure that this profit target is achieved. The record profits that the company achieved in 2009 and 2010 were based on this mission and the long-term business plan put in place to assist the company in achieving that target," it adds. E

ABOUT THE CHAIRMAN

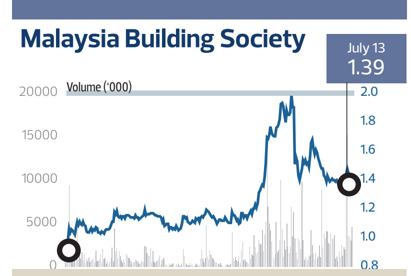
Today, MBSB is led by Datuk Ahmad Zaini Othman. He assumed leadership of the company in early 2009. With over 26 years of experience in the banking industry and the corporate sector under his belt, Ahmad Zaini got straight down to the business of growing MBSB steadily upon becoming CEO .

Starting his career with Bumiputera Merchant Bankers Bhd in 1984, Ahmad Zaini spent most of his time in corporate finance and corporate banking. He was CEO of AmIslamic Bank Bhd prior to joining MBSB.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	769.94	537.96	416.16	355.59
Profit Before Tax	207.40	80.32	54.04	43.38
Net Profit Attributable to Shareholders	146.03	57.20	32.58	53.32
Return on Equity	38.31%	10.35%	6.37%	11.13%

SHARE PRICE



THE COMPANY

MBSB's roots can be traced back to the Federal and Colonial Building Society Ltd incorporated in 1950. Subsequently, on March 15, 1956, the company changed its name to Malaya Borneo Building Society Ltd (MBBS), with the Malaysian government as its major shareholder. MBBS was then listed on the Stock Exchange of Malaysia and Singapore in August 1963. MBSB was then incorporated on March 17, 1970, in Malaysia to take over the Malaysian operations and was listed on the Kuala Lumpur Stock Exchange on March 14, 1972.

MBSB is an Exempt Finance Company, a status granted by the Ministry of Finance on March 1, 1972. This allows MBSB to undertake a financing business in the absence of a banking licence. It is limited in its ability to provide a comprehensive range of financial products and services compared with its licensed peers.

MOST PROFITABLE COMPANY

INDUSTRIAL PRODUCTS

COASTAL CONTRACTS

On a steady course

BY MAX KOH

Coastal Contracts Bhd has joined the prestigious ranks of *The Edge* Billion Ringgit Club. The shipbuilder and charterer's market capitalisation breached the RM1 billion mark last year and it won the award for Most Profitable Company in the industrial products sector with a return on equity (ROE) of 39.1% over the past three years.

The group's net profit almost tripled from RM69.4 million in FY2007 to RM200.78 million last year while its net assets grew from RM214.7 million to RM602.6 million. Earnings per share grew 150% from 20.02 sen to 55.4 sen in the same period.

The group attributes its growth to its diversified and global customer base, which helped the group weather the 2008 global economic crisis.

"During the economic downturn, the greatest challenge we faced was securing buyers and charterers for our ships. Fortunately, the group was able to rely on its sizeable vessel sales order book amassed in 2007 and 2008 to ride out the global economic storm," the group says.

"Since most of these orders were made by financially strong buyers, the low counter-party risk made all the difference and kept Coastal Contracts busy until 2010," it adds.

The group adds that its healthy balance sheet with low gearing helped to cushion the impact of the economic downturn in 2008/09.

As at April this year, Coastal Contracts had a sales order book of RM665 million, which would see the group delivering customer orders until 2012.

As at March 31, 2011, the group had cash and balances of RM188 million versus borrowings of RM49 million.

To set itself apart from its peers, Coastal Contracts says it is capitalising on its strong financial position to build bigger and more sophisticated offshore support vessels (OSVs).

"The group plans to diversify its product range into highly specialised offshore vessels such as well-intervention and saturation-diving vessels, multi-purpose construction and drilling vessels, FSO (floating storage and offloading) and FPSO (floating production, storage and offloading) vessels," it said.

The group is noted for its short delivery periods as it builds 60 vessels at any given time. As such, the group is able to command higher-selling prices and margins.

To leverage its existing clientele, the group says it plans to increase "cross-selling" opportunities between its shipbuilding and chartering divisions. For its chartering division, Coastal Contracts currently owns 39 vessels, comprising 15 tug boats, 13 deck barges and 11 oil barges.

The group is also looking at diversifying into an offshore structure-fabrication business to fuel its growth.

Coastal Contracts currently owns a 52-acre fabrication yard in Sandakan, Sabah, which will be able to undertake offshore structure-fabrication jobs for the oil and gas sector. It is currently in talks with parties to secure contracts.

Coastal Contracts is building the yard in anticipation of new exploration and production activities in Sabah, which is being earmarked as the next O&G hub in the region.

It is also planning to expand its chartering activities in Asia Pacific. The group says the niche coastal and inland waterway transportation routes in Asia Pacific will provide recurring income to the group. E

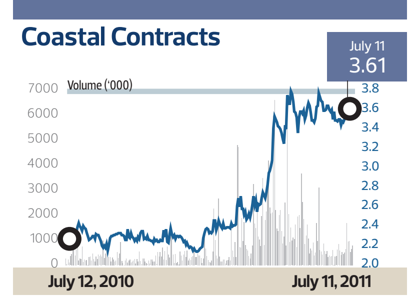
ABOUT THE EXECUTIVE CHAIRMAN

Ng Chin Heng, 62, started as a trader in animal feed, fertilisers and raw rubber in 1977. He ventured into the vessel-chartering business in 1982 when he acquired Coastal Transport (Sandakan) Sdn Bhd, a tug- and barge-hiring company. This was when he developed his technical and management skills in tugboat and barge repairs and fabrication. He later enhanced his knowledge of shipyard operations by visiting shipyards in Malaysia, Indonesia, Singapore and China.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	675.05	466.06	348.06	291.76
Profit Before Tax	199.95	163.20	96.51	71.09
Net Profit Attributable to Shareholders	200.79	162.53	96.77	69.32
Return on Equity	33.32%	35.45%	31.42%	32.29%

SHARE PRICE



THE COMPANY

Coastal Contracts Bhd was founded in 1982 when Ng Chin Heng acquired Coastal Transport (Sandakan) Sdn Bhd, a tug and barge hiring company which only operated four small tankers. Ocean Contracts Sdn Bhd was incorporated in 2000, and became the holding company of Coastal group. It went on to become a limited company and assumed its current name. The company was listed on the Main Board of Bursa Malaysia in 2003.

Today, the group is involved in fabricating offshore vessels, chartering, and also ship repair and maintenance services.

Its key markets include Malaysia, Singapore, Indonesia, the Middle East and America.

With Sabah poised to be a regional hub for O&G activities, Coastal Contracts is planning to venture into the offshore structure-fabrication business. It is currently upgrading its 52-acre fabrication yard in Sandakan, which will be completed this year.

BILLION RINGGIT *Club*

HIGHEST PROFIT GROWTH COMPANY

BEST PERFORMING STOCK

INDUSTRIAL PRODUCTS

SUPERMAX CORP

Navigating challenges to stay at the top

BY ISABELLE FRANCIS

Supermax Corp Bhd's journey to becoming the world's second-largest rubber-glove manufacturer was not smooth sailing. But it has grown from strength-to-strength and consistently rewarded its shareholders.

Over the years, the glove manufacturer has navigated its way through several challenges and managed to stay profitable and maintain its 12% global market share.

This is reflected in its string of awards. Last year's receipient of *The Edge* Billion Ringgit Club's Company of the Year award, Supermax returns to win two awards for the industrial products sector — for Highest Profit Growth Company and Best Performing Stock.

The two major challenges Supermax is facing now are volatile foreign-exchange rates and high latex prices.

"These are two main challenges ... the company has done well to contain and manage them with strict policies and mechanisms," says Supermax chairman and managing director Datuk Seri Stanley Thai in response to questions from *The Edge*.

In FY2010 ended Dec 31, Supermax posted profit before tax of RM177.37 million, up 17% from RM151.47 million a year ago. Revenue rose 15% to RM923.25 million from RM803.63 million.

In the last three years, Supermax registered adjusted profit before tax growth of 44.7% per year, while returns to shareholders averaged 54% per annum.

Given its achievements, Supermax has come a long way from just trading latex gloves to where it is today.

The group has yet to put the brakes on its expansion campaign as it targets to grow its world market share by a further 5% within the next three years.

"The global demand for rubber gloves is 150 billion pieces, out of which 85% is for the medical or hygiene sector.

"With more than 90% of our gloves for the medical and hygiene sector, Supermax will be in a commanding position to tap further into the global market as this sector is expected to grow 8% to 10% per annum," says Thai.

Supermax now operates nine wholly-owned manufacturing plants in Malaysia, six distribution centres in the US, Brazil, Canada, Germany, Belgium and Australia and a wide network of 750 distributors in 146 countries around the world.

Supermax gloves are fully exported and the key markets are North America, which accounts for 42% of sales turnover, Europe (26%) and South America (16%).

The group is growing its distribution network with plans to set up its sixth foreign distribution network in Germany this year, and aims to tap the growing healthcare market in Eastern and Central European countries as well as Russia.

Thanks to the largely "recession-proof" nature of the rubber-glove industry, the economic turmoil in Europe has not shaken Supermax's strong growth. It is well insulated as over 90% of its gloves are sold to the healthcare sector.

In the long run, Supermax will look to China, India and Russia as emerging markets for rubber gloves with great potential for significant growth, due to their large populations and growing economic strength. This will help realise the group's vision for its medical gloves to be used in every corner of the world.

The group's next meaningful milestone will be its Glove City project, which is slated for completion in stages over the next 10 to 12 years.

Supermax has acquired a 36-acre tract in Bukit Kapar, Klang, for this project. The location was chosen for its proximity to the Klang port, which will provide savings in logistic arrangements.

The project will eventually house a total of six large factories in a single location to achieve greater economies of scale as well as other operational efficiencies. E

ABOUT THE GROUP MANAGING DIRECTOR/ EXECUTIVE CHAIRMAN

Datuk Seri Stanley Thai, 51, graduated from the University of Windsor, Ontario, Canada, with a Bachelor of Commerce degree (Hons) in 1982.

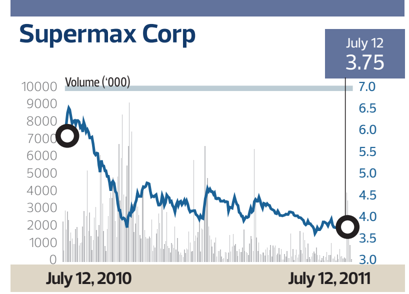
Supermax flourished under Thai's leadership and soon became the world's seventh-largest latex examination glove manufacturer in 2000. Thai listed the company in 2000 on the Second Board of Bursa Malaysia and it was transferred to the Main Board in 2003.

Thai won the Ernst & Young Malaysian Entrepreneur of The Year Award 2010 on Dec 1, 2010. He also represented Malaysia at the World Entrepreneur of the Year event in June 2011 at Monte Carlo.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	977.28	803.63	811.82	574.26
Profit Before Tax	183.84	151.47	52.00	58.55
Net Profit Attributable to Shareholders	158.94	126.59	47.00	55.95
Return on Equity	22.99%	21.50%	11.29%	14.58%

SHARE PRICE



THE COMPANY

The Supermax group goes back to 1987 when the promoters and founding members, Datuk Seri Stanley Thai and Datin Seri Cheryl Tan, started a trading business to distribute latex gloves. Supermax was incorporated in Malaysia on Feb 21, 1997.

Today, Supermax produces gloves that are used by a wide range of industries and users, including hospitals, dental practices, nursing homes, laboratories, manufacturing, food services, households and even tattooists.

Apart from producing for the OEM market (contract manufacturing), Supermax is also a leading own brand manufacturer (OBM) and has developed its own brand names such as SUPERMAX, Aurelia and Maxter.

OBM gloves currently form about 65% of the group's total sales, but this is expected to grow to between 70% and 75%.

SUPERMAX, Aurelia and Maxter are very popular as demonstrated by their climb up the market-share ladder to be the second-most-popular glove brands in the US dental market.

This is a significant achievement considering that the glove brands' competitors are international healthcare brands from multinationals such as Microflex, Ansell, Dash Medical and Kimberly Clark.

The group has won numerous awards over the past 10 years such as the Enterprise 50 Award in 2006 and the Industry Excellence Awards in 2008 and 2009, where they won certificates of excellence for export and product branding.

Supermax has also been active in R&D, coming up with the very popular honeycomb-textured gloves which were patented in the US in 2008.

MOST PROFITABLE COMPANY

PLANTATION

IOI CORP

Going where its customers go

BY CHUA SUE-ANN

While IOI Corp Bhd is synonymous with palm oil products, the group has previously participated in vastly different business activities.

Its upward trajectory has been marked by several strategic milestones, taking it from manufacturer of industrial gas in the 1970s to property developer before establishing its reputation as a successful oil palm plantation company.

A turning point came in 1997, when IOI ventured into the downstream business despite the segment's lacklustre prospects. It took the bold step of acquiring palm-based oleochemical company Palmco Holdings Bhd and made it profitable within two years.

IOI has not looked back since.

In 2002, it acquired Loders Croklaan, a leading supplier of specialty oils and fats to the global food industry, from Unilever. This was in line with IOI's strategy to position itself as a fully integrated palm oil company with a global presence in the downstream food and non-food industrial (oleochemical) segments.

"Our strategy is to follow and serve our customers, particularly the multinationals, in the countries they venture into," IOI executive chairman and CEO Tan Sri Lee Shin Cheng says.

While the group is not directly involved in the palm-biofuel segment, it does sell its palm oil to biofuel producers and power plants.

IOI's plantation division is still its key earnings engine, contributing almost half of its total operating profit, while property and resource-based manufacturing each brought in about a quarter of the group's total earnings in FY2010 ended June 30.

In FY2010, IOI's net profit more than doubled to RM2.03 billion from RM983.52 million a year ago despite a 14% y-o-y drop in revenue to RM12.54 billion.

The earnings of IOI's plantation division were 31% lower y-o-y at RM1.13 billion due to lower crude palm oil prices and a reduction in fresh fruit bunch production caused by poor weather conditions.

However, the weaker plantation earnings were offset by the higher results of its resource-based manufacturing division and property divisions.

The cushioning effect of these divisions has managed to keep IOI on an earnings-growth trajectory, garnering it *The Edge* Billion Ringgit Club's award for Most Profitable Company in the plantation sector, with a three-year return on equity of 19.7%.

Lee says IOI will continue to focus on its three core businesses, namely oil palm plantations, palm-oil downstream manufacturing and property development and investment.

"Palm oil is a very versatile oil which has scope for more product applications. Palm oil's status as the largest-volume traded oil in the world gives IOI room to expand its palm oil business globally," he says.

Looking ahead, Lee wants IOI to continue being one of the most efficient palm-oil producers in the region. Indeed, IOI's palm oil statistics are the envy of its peers and are held up as benchmarks for the industry.

In FY2010, IOI registered a much higher than average yield per mature hectare of 24.44 tonnes and oil extraction rate of 21.53%.

Nevertheless, the group's plantation division has its share of challenges in the form of chronic labour shortages in Malaysia and newer plantation players having a larger profile of younger oil palm trees.

In the next 10 years, Lee says, IOI's downstream manufacturing sector should be able to establish a track record as a reputable supplier of food and oleochemical ingredients, one with global reach and a fully traceable supply chain.

But there are grand ambitions for IOI's property development and investment business, which Lee says should, in 10 years' time, emerge from the shadow of the group's core palm oil business and become a substantial core segment in its own right, says Lee.

IOI intends to capitalise on its financial muscle and property development experience in Malaysia to venture further into Southeast Asia and East Asia, he adds. The property division already has a growing footprint in Singapore where IOI, with its joint venture partners, is developing a number of projects, namely South Beach, Pinnacles, Seascape and Mergui Land.

Going by its present growth rate, IOI's property business could grow to three times its present size, says Lee.

"I envisage that IOI's property business will follow the palm oil business' integrated, self-hedging and balanced model. About two-thirds of the contribution will be from the fast-growing but more risky property-development segment and the remaining one-third from a stable and recurring property investment segment." ■

ABOUT THE EXECUTIVE CHAIRMAN/CEO

Self-made billionaire Tan Sri Lee Shin Cheng describes the happiest day of his life as the day he bought Dunlop Estate from Multi-Purpose Holdings Bhd in 1989.

This purchase was especially meaningful to him as the Dunlop Estate had rejected Lee's job application 20 years earlier, ostensibly because he was deemed inadequately qualified for the position.

Lee, who has steered the IOI group into a palm oil giant, grew up on a rubber plantation where his father ran a Chinese restaurant.

He is legendary for his industriousness — palm oil players still talk about Lee's tree-talking habits and walkabouts in the group's vast oil palm estates.

At 71 years of age, Lee oversees the operations of the group as its executive chairman and CEO. He is joined by his six children who work for his stable of companies.

In 2010, Lee retained his place among *Forbes Asia*'s list of richest people in Malaysia, securing fourth place with an estimated net worth of US$5 billion.

Apart from his work in IOI, Lee plays an active role in various industry groupings, associations and social organisations, including the Associated Chinese Chambers of Commerce and Industry of Malaysia and the East Coast Economic Region Development Council.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	12,542.96	14,600.47	14,665.37	8,952.73
Profit Before Tax	2,550.63	1,550.12	3,095.20	1,991.07
Net Profit Attributable to Shareholders	2,035.66	983.52	2,231.63	1,482.10
Return on Equity	18.88%	11.78%	26.59%	19.15%

SHARE PRICE

THE COMPANY

Before it became a global plantation giant, IOI had humble beginnings in 1969 as Industrial Oxygen Incorporated Sdn Bhd, manufacturing industrial gas.

Four decades later, IOI has established itself in three core business segments, namely property development, oil palm plantation and resource-based manufacturing.

Today, IOI has business units in over 15 nations and serves over 65 markets across the globe.

It expects its core plantations business to steadily churn out production volume over the next few years to meet rising global demand for edible oils.

According to its latest annual report, IOI expects to plant 10,000ha annually in Indonesia over the next five years. Almost 80% of IOI's plantations in Malaysia are at the prime fruit-bearing age of between 7 and 20 years.

IOI's property division has a development landbank of over 6,000 acres.

BEST PERFORMING STOCK

HIGHEST PROFIT GROWTH COMPANY

PLANTATION

KULIM

A leader in sustainable oil palm cultivation

BY ISABELLE FRANCIS

Kulim (Malaysia) Bhd has come a long way from managing less than 200ha of plantations in Johor. It is today a plantation giant.

Its plantations with a total cultivated area of over 76,000ha are located in Malaysia, Papua New Guinea and the Solomon Islands. The group's estates in the South Pacific are seen as prized assets as the fertile volcanic soil there contributes to superior yields.

In FY2010, Kulim's PNG estates registered a fresh fruit bunch yield of 23.6 tonnes per hectare and an oil extraction rate of 22.42% compared with 19.01 tonnes per hectare and 20.24% respectively by its Malaysian estates.

Kulim also leads in sustainability, being among the first planters in the world to be awarded Roundtable on Sustainable Palm Oil (RSPO) certification in 2008.

The group is guided by Vision 3030 — to achieve a fruit yield of 30 tonnes per hectare and combined palm product extraction rate of 30% — and sustainable development principles.

Its plantation division is the biggest income earner, contributing 78% to group earnings before tax in FY2010 ended Dec 31, followed by 32% by its food and restaurant division.

Kulim owns about 56% in QSR Brands Bhd, which in turn holds 50.6% in KFC Holdings (Malaysia) Bhd. QSR Brands and KFCH operate the Pizza Hut and KFC franchises respectively.

In FY2010, Kulim's net profit more than doubled to RM385.6 million from RM145.8 million the year before. Revenue rose 16.7% to RM5.5 billion.

Kulim plans to maintain a minimum 30% gross dividend payout annually to maximise shareholder return. It declared a final gross dividend of 15% (7.5 sen) for FY2009 or a net payment of RM17.57 million and an interim gross dividend of 15% (7.5 sen) or RM17.57 million for FY2010, which was paid in January this year.

A special dividend for FY2010 of 85% (42.5 sen) or RM99.56 million was also paid in January this year. The special dividend was declared in view of extraordinary income from the disposal of the company's oleochemicals business. Overall, its payments translated into a dividend yield of almost 4% for the year.

Its track record and generous dividend payments make Kulim a deserving winner of *The Edge* Billion Ringgit Club's awards for Best Performing Stock and Highest Profit Growth Company within the plantation sector.

In the last three years, Kulim delivered profit before tax growth of 26.6% per annum while return to shareholders was 28.6% per annum.

Consistent with the gradual improvement in market sentiment last year, Kulim's share price rose from its RM7.55 close on Dec 31, 2009, to RM12.74 on Dec 31, 2010, representing an annual capital growth of 69.8%.

It is worth noting that during the year, Kulim's share price outperformed the FBM KLCI and the Plantation Index by 19.3% and 26.3% respectively. Kulim's market capitalisation improved by 69% to RM3.98 billion in December 2010 from RM2.36 billion in December 2009.

The share price of its London-listed subsidiary New Britain Palm Oil Ltd also improved significantly to £8.86 (about RM43.39) on Dec 31, 2010, from £4.08 on Dec 31, 2009.

So far this year, the stock has gained some 13%. It traded between RM1.82 and RM4 over the last 52 weeks.

Be that as it may, an overriding factor for Kulim could be major shareholder Johor Corp's plan to dispose of companies within the group to pare down borrowings. Recently, it was reported that the Malay Chamber of Commerce Malaysia is prepared to buy JCorp's interest in Kulim.

Kulim itself has been selling its assets to raise funds to help lower its gearing. Its biggest disposal so far has been the divestment of its 91.4% stake in Natural Oleochemicals Sdn Bhd for RM450 million cash.

Kulim still has a few listed subsidiaries, including 77%-owned shipping company Sindora Bhd, which generated revenue of RM336.58 million and net profit of RM45.5 million in FY2009. Sindora was acquired in 2008 and forms the "intrapreneur ventures" segment of Kulim.

The speculation is that Kulim's assets may be up for sale and, indeed, a number of offers were made for its restaurant business, which were all rejected.

JCorp has also stressed that Kulim, QSR Brands and KFC Holdings are not for sale. ■

ABOUT THE MANAGING DIRECTOR

Ahamad Mohamad, 58, has been the managing director of Kulim since 1993. He holds a Bachelor of Economics degree from Universiti Malaya.

He joined JCorp in June 1976 as company secretary for various companies within the group and was involved in many of JCorp's projects, including the Johor Specialist Hospital, a prefabricated housing project and Kotaraya Complex in Johor Baru.

Ahamad is also the deputy chairman of QSR Brands and KFC Holdings and is on the board of Kulim, NBPOL as well as several other companies within the JCorp and Kulim groups.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	5,488.94	4,702.40	3,989.34	2,767.86
Profit Before Tax	777.90	551.73	667.85	533.73
Net Profit Attributable to Shareholders	385.59	145.84	351.23	426.82
Return on Equity	10.81%	4.33%	10.81%	14.47%

SHARE PRICE

THE COMPANY

Kulim's history began more than seven decades ago with the incorporation of Kulim Rubber Plantations Ltd (KRPL) in the UK. KRPL started operations in 1947 with less than 200ha of rubber plantations in Johor.

Towards the end of the 1960s, Kulim had increased its oil palm and rubber plantation hectarage. and also had interests in construction and property development in the UK, hotels in the Trinidad and Tobago islands as well as a rubber plantation in Nigeria.

In the 1970s, Kulim made the transition to extensive oil plam cultivation and changed its name to Kulim Group Ltd and listed its shares on the London Stock Exchange. In 1975, it moved its listing and ownership to Malaysia.

Kulim received a boost in its expansion efforts after the Johor State Economic Development Corporation (now known as Johor Corp) became its major shareholder in 1976. The change of ownership also brought about the acquisition of some 13,800 acres of plantations (which belonged to JCorp) in exchange for 23 million Kulim shares.

The quest for more land led Kulim to venture beyond the Malaysian borders and it acquired a 90% stake in NBPOL in PNG.

Over the years, Kulim ventured into the food and restaurant business through its acquisition of QSR Brands and KFCH, making the group a conglomerate with three core businesses — plantations, food and restaurants and intrapreneur ventures.

MOST PROFITABLE COMPANY

PROPERTY & REIT

SUNWAY CITY

Making the best of a mine

BY MAX KOH

In the hands of group founder and chairman Tan Sri Dr Jeffrey Cheah, Sunway City Bhd (SunCity) has become one of the most successful property developers in the country.

The crown jewel of SunCity is the Sunway Integrated Resort (IR) City development, popularly known as Bandar Sunway.

The group has transformed Bandar Sunway from abandoned mining land into an award-wining township complete with amenities such as hospital, universities, leisure park, shopping malls and schools.

Its two universities — Sunway University and Monash University Sunway — host more than 16,000 students from 80 different countries. Its 80-acre Sunway Lagoon theme park and Sunway Pyramid shopping mall have won numerous awards over the years.

However, SunCity is more than just a one-township developer. The group is currently developing the 1,346-acre Sunway City Ipoh township near the famous Tambun Hot Springs in Perak, with a gross development value (GDV) of RM1.5 billion.

The project is a joint venture with Perbadanan Kemajuan Negeri Perak and Yayasan Negeri Perak, and is the growth catalyst for the Eastern Development Corridor of Ipoh city.

Some of its landmarks include the RM60 million Lost World of Tambun theme park and the Banjaran Hotsprings Retreat that is built inside a 400 million-year-old limestone cave.

SunCity's other projects include the Sunway Damansara township and the RM1.5 billion Sunway Velocity project in Cheras.

In an email interview, SunCity says the listing of Sunway Real Estate Investment Trust (REIT) was a key initiative by the group.

"This helped to achieve the group's aim to be at the forefront of the property sector and distinguish itself from other players."

Sunway REIT was listed in July last year and raised RM1.4 billion cash from the equity market. It is currently the largest REIT in Malaysia by market capitalisation and asset value.

ABOUT THE CEO

Tan Sri Dr Jeffrey Cheah is the founder of Sunway group. The tycoon is currently the executive chairman of SunCity and Sunway Holdings. He is also at the helm of Sunway Bhd, the entity that will acquire the assets and liabilities of SunCity and Sunway Holdings.

A business graduate of the Victoria University in Melbourne, Australia, Cheah began his career as an accountant at a motor assembly plant in Malaysia. In 1974, he founded and started the Sunway Group.

Cheah was appointed to the board of SunCity in July 1992. He is also a director of Asli Foundation, Jeffrey Cheah Foundation, Mahathir Science Award Foundation, Razak School of Government and Sunway Medical Centre Bhd, among others.

He has been conferred eight honorary doctorates by leading universities worldwide. Cheah is among Malaysia's leading givers and made it into *Forbes Asia*'s Heroes of Philanthropy list in 2009.

The group says it is committed to creating a well-balanced lifestyle, which is seen with a number of its projects receiving green certification.

SunCity's growth is reflected in its financials. Net profit increased from RM155.8 million in FY2007 to RM542 million in FY2010 ended Dec 31.

This year, SunCity led the property and REIT sector in *The Edge* Billion Ringgit Club award for Most Profitable Company, based on its three-year return on equity (ROE) of 21.1%.

SunCity is currently in the process of merging with Sunway Holdings Bhd to become Sunway Bhd.

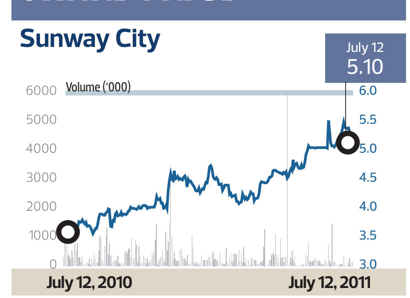
Upon listing, Sunway Bhd will have a market capitalisation of over RM3.6 billion and total assets of RM7 billion. It will have a landbank of over 2,200 acres, with a total GDV of RM25 billion.

The merger is expected to optimise the group's access to capital markets and realise the synergies between its property and construction businesses.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	1,106.61	1,600.97	1,314.56	1,142.57
Profit Before Tax	520.35	1,141.41	634.01	296.19
Net Profit Attributable to Shareholders	542.01	537.91	261.91	155.81
Return on Equity	20.87%	24.76%	15.57%	11.00%

SHARE PRICE



THE COMPANY

SunCity was incorporated as a private limited company in July 1982 as Sri Jasa Sdn Bhd. It changed its name to Sri Jasa Development Corp Sdn Bhd in December 1986 and Bandar Sunway Sdn Bhd in July 1987. It became a public limited company in July 1995 and assumed its present name, Sunway City Bhd, in April 1996. SunCity was listed on the Main Market of the Kuala Lumpur Stock Exchange in July 1996.

SunCity is a conglomerate with business arms in property development and property investment.

"It will realise basic cost synergies ... and create greater brand clarity to attract talent," SunCity says, adding that it plans to replicate its integrated-development model in overseas markets. It currently has a presence in China and India.

"Similar to Bandar Sunway and Sunway City Ipoh, we want to continue to build sustainable cities all over the world," SunCity says.

As the Sunway group closes another chapter in its history, it will be interesting to see how it carves its new future with the birth of Sunway Bhd. E

HIGHEST PROFIT GROWTH COMPANY

PROPERTY & REIT

BANDAR RAYA DEVELOPMENTS

Poised for the next level of growth

BY CHONG JIN HUN

Last year marked a crucial milestone for Bandar Raya Developments Bhd (BRDB) as the developer brought to a close its five-year master plan that was unveiled in 2005, which was designed to drive the company to its next level of growth.

Mindful of the impact of the global financial crisis and a weaker economic landscape, BRDB had sought to sustain its fortunes via a feasible expansion plan that saw the developer expanding its landbank and forming joint ventures. This, of course, sets the stage for the company's next phase of growth as it puts its new five-year growth plan, from 2011 to 2015, on the drawing board.

"We strongly believe that this two-pronged strategy of lining up a number of market-captivating products to launch in the shorter term while building up an asset base for future developments will put us in good stead, and strongly support our plan to create a consistent and recurring income base and ensure the resilience of the BRDB brand," the company wrote in its last annual report.

BRDB added another feather to its cap when it won *The Edge* Billion Ringgit Club award for Highest Profit Growth in the property and REIT sector. The developer, which also owns a chipboard manufacturing arm, has enjoyed a three-year annual growth in adjusted profit before tax of 35.5%. BDRB's profit before tax surged 110% from RM72.04 million to RM151.15 million between 2007 and 2010. During the period, net profit surged 82% from RM69.35 million to RM126.38 million.

BRDB is renowned for its projects within the upmarket Bangsar enclave, such as Bangsar Shopping Centre and residential projects like Sri Penaga, Tivoli Villas, Bangsar Hill and One Menerung. The company has been recognised as one of the top 10 property developers in Malaysia for eight consecutive years in *The Edge* Top Property Developers Awards.

The company has already completed Menara BRDB, a 12-storey Grade A office tower that is adjacent to Bangsar Shopping Centre. It now serves as BRDB's new headquarters. The developer's other projects in the Klang Valley are Troika, a high-rise residential project in the Kuala Lumpur city centre, and CapSquare, a mixed-use development. In Johor, BRDB is developer of the Permas Jaya and Straits View Residences projects.

BRDB's strategy in growing its landbank is worth noting as it does not weigh down on its balance sheet. In July 2010, BRDB signed three separate memorandums of understanding with Multi-Purpose Holdings Bhd to develop tracts in Gombak, Rawang and Penang.

The deals effectively allow BRDB to expand its property development operations with limited upfront expenses, and it is therefore not bogged down with the cost of holding land from acquisitions.

"We are currently close to finalising these joint-venture agreements, which present a perfect opportunity for us to diversify our portfolio into the Klang Valley. It also marks our entry into Penang. These plans fit squarely into our strategy of improving profitability for the BRDB group and increasing shareholder value through select projects in targeted areas," the company says.

BRDB has made inroads abroad. In 2006, BRDB made its first foray overseas when it launched the Defence Raya Golf Resort in Lahore, Pakistan. The project was a joint venture between BRDB and Pakistan's Defence Housing Authority.

In 2009, BRDB announced its collaboration with Oman-based Amouage Hotels & Resorts LLC to undertake an integrated real estate tourism project on a 99-acre tract in Muscat. According to BRDB, talks with the Oman government have been very positive. Should things turn out well, BRDB expects to launch the project by early 2013.

As for its real estate investments, BRDB will continue to improve Bangsar Shopping Centre to optimise returns from a larger net lettable area and enhanced retail mix. The shopping centre, which has almost full occupancy, is deemed a crucial component of BRDB's asset base.

The company, which is planning to reposition CapSquare as a digital and information technology mall, says it has been in talks with the Association of the Computer & Multimedia Industry in Malaysia (Pikom). According to BRDB, Pikom has agreed to anchor tenancies at CapSquare.

At a glance, BRDB's prospects look exciting as the company embarks on a new five-year plan to take it to greater heights. The plan includes potential real estate investments in developed markets like Singapore and London to further boost its asset base. It will be interesting to see how the homegrown developer navigates itself to become a global property player in the coming years. E

ABOUT THE CEO

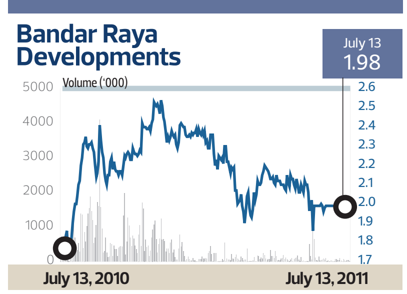
Datuk Jagan Sabapathy joined the board in September 1999. A chartered accountant, Jagan had held key positions in KPMG, Prime Utilities Bhd and Indah Water Konsortium Sdn Bhd prior to joining BRDB.

He was also an examiner for professional examinations under the Malaysian Association of Certified Public Accountants. Jagan holds a Master of Arts degree in corporate finance and international trade from the University of Edinburgh

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	627.39	906.94	1,006.64	663.70
Profit Before Tax	151.15	155.72	98.88	72.04
Net Profit Attributable to Shareholders	126.38	115.52	103.29	69.35
Return on Equity	7.37%	7.21%	6.77%	4.77%

SHARE PRICE



THE COMPANY

Bandar Raya Developments Bhd (BRDB) was incorporated in 1965 when the developer launched its first project in the Bukit Bandaraya enclave in Kuala Lumpur. The company was subsequently listed in 1968 on the then Kuala Lumpur Stock Exchange. It has now become a notable property development, investment and management firm. Its notable projects include Bangsar Shopping Centre and CapSquare in Kuala Lumpur.

BRDB's manufacturing arm, Mieco Chipboard Bhd, was established in 1972 and listed on Bursa Malaysia in 1998. Mieco commissioned its first production line in 1976, making it an early bird in the Malaysia's particle board manufacturing sector.

BEST PERFORMING STOCK

PROPERTY & REIT

MAH SING GROUP

Committed to raising the bar in its endeavours

BY CHONG JIN HUN

Property development is no longer merely about putting up residential and commercial structures. The business has evolved into one of selling lifestyles, prompting developers to continuously innovate and come up with fresh designs to stay ahead of the competition.

In this context, Mah Sing Group Bhd is worth noting. Under the stewardship of Tan Sri Leong Hoy Kum, the company has grown by leaps and bounds over the years, positioning itself as a versatile developer.

Mah Sing is one of the few developers in Malaysia that offer residential, commercial and industrial properties, which helps the company capitalise on opportunities during different phases of economic cycles.

"We are committed to raising the bar in improving our concepts and designs, and creating iconic buildings and developments. We will also continue to run our business well, grow our revenue, profits and returns to shareholders as well as adopt good corporate governance," says Leong, who is Mah Sing's group managing director and chief executive.

Mah Sing added a feather to its cap when it won *The Edge* Billion Ringgit Club's Best Performing Stock award for the property and REIT sector. In the last three years, shareholders enjoyed annual returns of 33% from holding the stock, including dividends.

Mah Sing has done well in the past four years. Revenue rose 95% from RM573.37 million in 2007 to RM1.11 billion in 2010 while net profit grew 46 % from RM81.13 million to RM118.07 million during the three-year period.

The developer's annual real estate sales, meanwhile, more than doubled from RM727 million to RM1.5 billion. The company has been rewarding shareholders with a consistent dividend payout of at least 40%of its net profit since 2006.

Mah Sing's portfolio of real estate projects expanded close to threefold between 2007 and 2011, from 13 projects then to 34 jobs at the present time.

In Malaysia, Mah Sing has a presence in the Klang Valley, Penang and Johor, the country's three property hot spots. Across the globe, the group is scouting for opportunities in China, Vietnam, Singapore and Australia.

From just residential projects, the group diversified its product range to include commercial and industrial developments as it widened its geographical reach.

Residential properties by Mah Sing include low-rises in the Legenda, Residence and Perdana series while the developer's high-rises come under the Icon Residence and M and Plaza series.

Its commercial entities include Grade A office buildings, shops and retail lots while its industrial projects come under the i-Parc series of customisable factories.

Leong says the property developer will continue to embark on its three-pronged growth strategy in the coming years.

"We will continue our niche, quick turnaround development model for our residential, commercial and industrial series as it is profitable and cash generative.

"With our low net gearing, we plan to acquire a large tract of strategic land over the next two years and in the future, we shall explore overseas expansion to drive future earnings growth."

With a low net gearing of 0.32 times as at March 31 this year, Leong says Mah Sing has the capacity to gear up further to increase its landbank.

According to him, Mah Sing's quick turnaround strategy helps the firm mitigate risks from property cycles through timely property launches and acquisition of land.

Also worth noting, he says, is the developer's combined remaining gross development value and unbilled sales of about RM14 billion for its landbank, which should provide earnings sustainability for another five to seven years.

Leong, who envisions growing Mah Sing into a regional developer, says the company intends to strengthen its brand in the domestic market first before establishing its name overseas.

"We will continue to offer properties in good locations with concepts and designs that meet buyers' needs," says Leong, who is targeting property sales of RM2 billion this year.

Leong's stewardship and business acumen has brought Mah Sing from a plastics manufacturer to one of Malaysia's top developers today. In the process, its shareholders have enjoyed handome returns. Leong is not resting on his laurels just yet, as he plans to bring the company to even greater heights. E

ABOUT THE GROUP MANAGING DIRECTOR

Group managing director and chief executive Tan Sri Leong Hoy Kum was appointed to the Mah Sing board in 1991. He has been the driving force behind the growth and success of the company.

After achieving his dream of establishing Mah Sing as a leader in the plastics industry, Leong looked for ways and means to enhance shareholders' value. After his personal property investments brought success and having enjoyed designing his own home, he decided to venture into property development in 1994.

Leong was conferred an honorary doctor of philosophy in business administration degree by Honolulu University, Hawaii, in 2000.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	1,110.11	701.56	651.64	573.37
Profit Before Tax	177.87	144.24	136.01	117.71
Net Profit Attributable to Shareholders	118.07	94.28	93.17	81.13
Return on Equity	12.85%	11.15%	13.50%	12.87%

SHARE PRICE

THE COMPANY

Incorporated in 1991, Mah Sing Group is one of Malaysia's leading property developers. The company began life as a plastic product trader and manufacturer and was listed on the Second Board of the then Kuala Lumpur Stock Exchange in 1992.

Mah Sing later diversified into property development, building residential, commercial and industrial properties, and was transferred to the Main Board in 2004. The company is still involved in the plastics business, which is profitable, although property development has become its primary focus.

MOST PROFITABLE COMPANY

TRADING/SERVICES, HOTELS, IPC AND TECHNOLOGY

BERJAYA SPORTS TOTO

Constantly working to maintain its market lead

BY JOY LEE

The high returns and profits Berjaya Sports Toto Bhd (BToto) has given shareholders over the years has made the company the star among the listed companies under Tan Sri Vincent Tan.

For the second year running, BToto won *The Edge* Billion Ringgit Club's award for Most Profitable Company within the combined Trading/Services, Hotels, IPC and Technology sectors. The number forecast operator (NFO), which is the most profitable company within the Berjaya group, achieved a three-year return on equity of 90.3%.

"Sports Toto Malaysia Sdn Bhd has been the market leader among the NFOs in Malaysia in terms of total revenue from 2005 to 2009, and will strive to maintain the position," says the company.

Sports Toto's direct rivals are Magnum Corp Sdn Bhd and Pan Malaysian Pools Sdn Bhd.

However, BToto notes that the operating environment has become increasingly challenging due to regulatory constraints and stiff competition from illegal operators. To maintain its market lead, the company has to be innovative in its product offerings and marketing efforts.

"Aside from offering a suite of interesting games, Sports Toto has been constantly working to boost its sales growth through various branding and marketing campaigns. Sports Toto will continue to ensure that its games remain relevant and exciting in order to meet the changing demands and expectations of its increasingly discerning customers," it says.

BToto's profits have been on the downtrend for the past few years. In FY2011 ended April 30, revenue rose marginally to RM3.43 billion from RM3.39 billion. However, net profit declined 9% to RM348.1 million from RM383.5 million in FY2010. The lower earnings are mainly due to the pool-betting duty hike from 6% to 8% of net revenue, effective June 1 last year.

Nonetheless, BToto has maintained its high ROE due to its small shareholders' funds and high dividend payouts. As at end-April, its total equity stood at RM474.3 million.

The company generates annual cash flow of over RM400 million, which has enabled it to be generous in its dividend payments.

From FY2007 to FY2010, BToto paid out a total dividend of RM1.395 per share. Based on its share price of RM4.46, the stock has an attractive dividend yield of 4.71%. For FY2011, it paid out a gross dividend per share of 28 sen.

Analysts are optimistic that BToto's earnings will improve with its recently introduced 4D Toto Jackpot, which has boosted lotto and non-lotto revenue. This augurs well for BToto considering there were concerns that it was losing market share to Magnum, which had got the green light to introduce the 4D Jackpot game in late 2009.

Market observers believe the new game is a much-needed boost for BToto to protect its market share, which has declined over the past two years.

Besides its domestic operations that contribute the bulk of its revenue, BToto has been leasing out online lottery equipment via Philippine Gaming Management Corporation (PGMC) in Luzon, since 1995.

With the Philippines as its stepping stone, BToto aims to grow its lottery presence in the region.

"Internationally, BToto will continue to evaluate lottery opportunities in new markets. It will also seek to have a bigger presence in new lottery markets in Asia," the company says.

Earlier in the year, it was reported that Tan was mulling the sale of a 49% stake in BToto's unlisted subsidiary, Sports Toto, which holds the NFO licence, for about US$1 billion. There was market talk that the divestment could raise cash for BToto's immediate parent, Berjaya Land Bhd, to repay some RM1.4 billion in debt (including the RM711 million exchangeable bonds) due within a year.

The deal did not go through as BToto announced that it was no longer pursuing a possible corporate exercise that might result in the entry of a strategic investor.

"Moving forward, BToto endeavours to remain as a leading NFO in Malaysia. In line with the company's growth, it also hopes to play a more significant role in the area of corporate social responsibility, to contribute to the development of the society in which it operates," it says.

ABOUT THE CEO

Datuk Robin Tan joined Berjaya Group Bhd in 1995 as an executive. He was appointed to the board in February 1998 as an executive director and took over from his father, Tan Sri Vincent Tan, in December 2006.

Tan, 37, graduated with a Bachelor of Social Science degree in accounting/law from the University of Southampton, UK, in 1995.

He is also the chairman of Berjaya Media Bhd, MOL.com Bhd, Berjaya Food Bhd and Sun Media Corp Sdn Bhd. He is an executive director of Berjaya Corp Bhd (BCorp) and Sports Toto Malaysia Sdn Bhd.

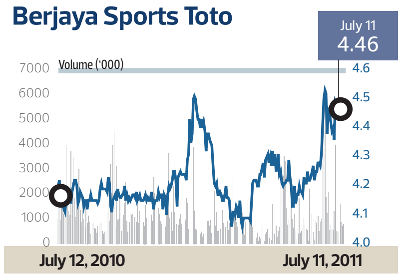
Tan serves on the board of Berjaya Sompo Insurance Bhd, Berjaya Hills Bhd, and Berjaya Golf Resort Bhd. He also holds directorships in several other private limited companies in the Berjaya group of companies.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	3,392.81	3,695.69	3,277.80	3,035.29
Profit Before Tax	548.19	585.54	502.63	545.33
Net Profit Attributable to Shareholders	383.50	413.55	348.66	375.69
Return on Equity	85.32%	85.63%	105.44%	89.82%

SHARE PRICE

Berjaya Sports Toto



THE COMPANY

BToto is the largest number forecast operator (NFO) in terms of branch network. It has 680 outlets nationwide and the most variety of lotto games.

It was incorporated in November 1969 and was listed on the Main Board of the then Kuala Lumpur Stock Exchange in May 1972. Its key markets are Malaysia and the Philippines.

The principal activities of its subsidiary companies are number forecast operations in Malaysia via Sports Toto, the leasing out of online lottery equipment in the Philippines via Philippine Gaming Management Corporation and the manufacture and distribution of computerised lottery and voting systems in the US via International Lottery & Totalizator Systems Inc.

Sports Toto offers six games, including three digit games and three lotto games.

HIGHEST PROFIT GROWTH COMPANY

TRADING/SERVICES, HOTELS, IPC AND TECHNOLOGY

DKSH HOLDINGS

Enjoying the fruits of a restructuring exercise

BY JENNIFER JACOBS

DKSH Holdings (Malaysia) Bhd is an example of how well a properly restructured company can do. The company's profit before tax grew by four times, from RM10.6 million in 2007 to RM45.56 million in 2010. This earned it *The Edge* Billion Ringgit Club award for Highest Profit Growth Company within the combined Trading/Services, Hotels, IPC and Technology sectors

The company had initiated its restructuring in 2008 due to its unsatisfactory performance the year before. Chairman Michael Lim Hee Kiang said in his 2008 annual report statement that a number of issues were involved in the restructuring: "Notably, its long duration, the separation from a number of agencies, high cost of market hygiene, a growing need for additional receivable provisions, general cost hikes and slower-than-expected sales."

The group had recorded three years of declining profits before the strong turnaround in 2009, which it attributed to a new orientation towards the fast-moving consumer goods business, resulting in a much lower cost base and a sizeable reduction in working capital.

"These improvements were the result of the new management's determination to go for deep-rooted changes with the goal to reaffirm DKSH as the premier market expansion services company in Malaysia. The changes — led by Leonard Tan, head of country management — were initiated in 2H2008 and focused on creating significantly more value for our business partners through a more efficient and effective organisation and route to market," the company said in a press statement after its annual general meeting in 2010.

Despite the turnaround, 2009 had been a tough year for the group with the departure of some of its consumer-goods suppliers and comparatively high staff turnover. "The high staff turnover, a common phenomenon in low performance organisations undergoing change, was resolved by regaining employees' trust and confidence through refocusing and re-emphasising changes in culture and attitude on the basis of a strong corporate value system," the company said.

The company improved its balance sheet in 2009 by reducing its inventory and managing its account receivables more tightly. It used the resulting cash flow to reduce borrowings and related borrowing costs significantly.

Last year, Lim said in his annual report statement that the group managed to increase its suppliers to over 140 but the contributions from its consumer goods business unit in particular improved primarily through the organic growth of existing suppliers. Its healthcare segment, however, showed good organic growth in the existing supplier base and also added substantial new suppliers, he said.

The restructuring exercise, carried out over 2008 and 2009, has put the company on a path of sustainable growth, said group finance director John Peter Clare in the 2010 annual report. "Business and control processes are in place and are further supported by the group's SAP system. These controls will allow respective highlights and the mitigation of risks at an early stage."

He said the company's consumer goods division will focus on growing existing suppliers while accelerating business development initiatives with selected suppliers. Healthcare will continue its successful business development initiatives which brought in two large suppliers and numerous smaller accounts in 2010.

"These initiatives will be supported by a strengthening of the sales and marketing service portfolio, aimed at helping suppliers to expand in the Malaysian market. 2011 has so far commenced positively. With an increased focus on the business development of selected suppliers that will further support underlying organic growth, the group is expected to maintain its positive momentum," Clare concluded. E

ABOUT THE NON-EXECUTIVE CHAIRMAN

Lim Hee Kiang was appointed as a director of DKSH Holdings (Malaysia) Bhd in December 1991, and chairman of the board of directors in January1999.

He graduated with a Bachelor of Laws (Hons) degree in 1972 and obtained a Master of Laws degree with distinction from the Victoria University of Wellington, New Zealand, in 1973.

Upon returning to Malaysia in 1974, Lim was admitted to the High Court of Borneo and subsequently to the High Court of Malaya in 1978. He was a lecturer at the law faculty of Universiti Malaya from 1975 to 1977.

Lim is an advocate and solicitor, and was a partner in Shearn Delamore & Co for 30 years, and consultant before he retired from the firm.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	3,867.61	3,559.68	3,622.59	3,371.77
Profit Before Tax	45.56	31.02	9.71	10.60
Net Profit Attributable to Shareholders	27.96	21.25	1.06	1.45
Return on Equity	15.12%	13.10%	0.73%	0.98%

SHARE PRICE

THE COMPANY

The roots of this group were established in the late 1860s when two young Swiss pioneers, Wilhelm Heinrich Diethelm and Edward Anton Keller, ventured to the Far East. Diethelm settled in Singapore while Keller chose to move to the Philippines. In 1887, Keller took over his employer, Lutz & Co, in Manila while Diethelm acquired a majority stake in Hoglandt & Co, Singapore, the company in which he was employed. He opened a branch in Penang in 1923 and one in Kuala Lumpur in 1935.

Although the cooperation between the two families and their companies date back to the beginning of the 20th century, they did not formally come together until July 2000 with the establishment of the Diethelm Keller Group. Today, the group is managed by the fourth generation of the founder and owner families. Diethelm Holdings (Malaysia) Bhd was incorporated in December 1991. It was listed on the Main Board of the Kuala Lumpur Stock Exchange in December 1994.

The DKSH Group was formed in June 2002 when Diethelm Keller Services Asia Ltd merged with SiberHegner Holding Ltd (which was founded in 1865 in Yokohama by Hermann Siber). DKSH Holdings (Malaysia) Bhd is majority-owned by DKSH Group of Switzerland and Lembaga Tabung Angkatan Tentera has been the country's bumiputera partner since 1992. DKSH Group of Switzerland remains a substantial shareholder with just under 15% of the company's equity.

DKSH provides market expansion services to local and international suppliers with a focus on Asia, helping its business partners expand in existing and new markets. The group operates in 610 business locations (590 of them in Asia) in 35 countries, and operates over 180 distribution centres. In Malaysia, DKSH represents over 140 suppliers

BEST PERFORMING STOCK

TRADING/SERVICES, HOTELS, IPC AND TECHNOLOGY

KPJ HEALTHCARE

Bringing health and wealth to many

BY YANTOULTRA NGUI YICHEN

Long before articles were published about the benefits of having women at decision-making levels in a company, Datin Paduka Siti Sa'diah Sheikh Bakir was providing evidence of the fairer sex's ability with her skillful handling of KPJ Healthcare Bhd. On her watch, KPJ Healthcare Bhd has grown from two hospitals when it was listed in 1994, into the nation's leading private-healthcare service provider with 20 hospitals in Malaysia.

In fact, not only does KPJ have a 24% market share in Malaysia's private-healthcare-services sector, it is now being increasingly used as the sector's benchmark, according to TA Securities, in a research note dated Dec 2, 2010.

Equally important, perhaps, KPJ's shareholders are getting valuable returns on their investment. The company saw a compound annual growth rate (CAGR) of 23.8% for its net profit between 2006 and 2010, and 14.8% for revenue in the same period.

The movement in its share price has been equally heartening, and its sterling returns to shareholders of 55.1% annually over the past three years won it *The Edge* Billion Ringgit Club award for Best Performing Stock within the combined Trading/Services, Hotels, IPC and Technology sectors.

But that's not the end of the growth story. As Siti Sa'diah, KPJ's managing director, puts it, the group's ongoing expansions will continue to spur growth in line with the strategy of adding one or two new hospitals each year.

"We will continue to expand the hospital network in Malaysia, reach out to new markets within the country and increase market reach abroad through health tourism activities," she tells *The Edge*.

KPJ is currently in the process of completing a new hospital, KPJ Klang, which will be opened to the public in 4Q, and three other hospitals in Muar, Pasir Gudang and Tanjung Lumpur in Kuantan next year.

"With the facilities and infrastructure available in Malaysia, including in KPJ's full-fledged specialist hospitals, we are not only able to retain local patients in the country, but also to contribute to the nation's efforts of bringing in medical tourists from abroad," says Siti Sa'diah.

As at end-2010, KPJ had seen some 12,000 health tourists pass through its doors, bringing in a revenue of almost RM25 million.

"We also hope to develop our education arm, KPJ International College of Nursing and Health Sciences, into a renowned education centre and a university college for nursing, medical-related studies and related management services," she adds.

Despite all this, KPJ's growth story really lies in its innovative healthcare real estate investment trust (REIT). In 2006, KPJ embarked on a corporate exercise to inject six of its hospitals into the Al-'Aqar REIT, which is the first Islamic and healthcare REIT here.

The exercise has not only helped KPJ to unlock the value of its assets, it also freed up its cash flow by allowing it to receive good rental yields from its hospitals. As such, KPJ continues to inject its new hospital buildings into this REIT. To date, there are 20 hospital buildings and one college building in the REIT, totalling RM1.1 billion in assets. E

ABOUT THE MANAGING DIRECTOR

Datin Paduka Siti Sa'diah Sheikh Bakir has been KPJ Healthcare Bhd's managing director since 1993. Prior to that, she was with Johor Corporation Bhd (JCorp) and was directly involved with JCorp's Healthcare Division from 1978. She was appointed CEO of Kumpulan Perubatan (Johor) Sdn Bhd (KPJSB) in 1989 and remained CEO until KPJ's listing on the Main Board of Bursa Malaysia in 1994.

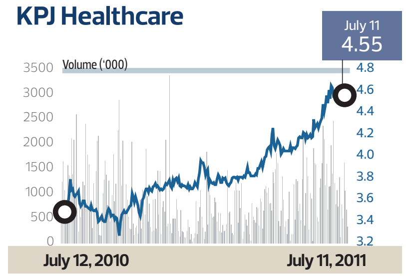
Besides being the chairman of MIT Insurance Brokers Sdn Bhd, she is also a director of Kulim (Malaysia) Bhd, KFC Holdings (Malaysia) Bhd, QSR Brands Bhd and Damansara REIT Managers Sdn Bhd. She has also been a director of Bursa Malaysia since 2004.

Last year, Siti Sa'diah was named "CEO of The Year 2009" by the New Straits Times Press and American Express. More recently this year, she was selected as "Asia's Leading Woman CEO of the Year" at the Women In Leadership (WIL) Forum.

4-YEAR FINANCIALS

RM MIL	FY2010	FY2009	FY2008	FY2007
Revenue	1,654.61	1,456.35	1,267.31	1,108.02
Profit Before Tax	167.96	145.29	114.05	85.26
Net Profit Attributable to Shareholders	118.89	110.88	85.64	74.24
Return on Equity	15.47%	17.54%	14.74%	14.59%

SHARE PRICE



THE COMPANY

KPJ Healthcare Bhd (KPJ) is a homegrown private-healthcare services provider with a network of 20 hospitals located in Malaysia, 10 of which are accredited by the Malaysian Society for Quality in Health (MSQH). It also has two hospitals in Indonesia.

The KPJ group opened its first hospital on May 10, 1981, in Johor Baru, which was followed by its venture into Kuala Lumpur and Perak via the acquisition of Tawakal Hospital in 1988 and Ipoh Specialist Hospital in 1989.

KPJ was officially listed on Nov 29, 1994. In 2002, KPJ undertook an internal restructuring exercise to consolidate and streamline the group's healthcare activities, and became Malaysia's largest private-healthcare services provider. It has 800 medical specialists and more than 8,000 employees, catering to two million patients annually, both local and foreign.

KPJ's primary market today is the domestic Malaysian market, although the group is actively extending its reach into the Asian, Australian and Middle Eastern markets as well.

The group has achieved more than RM1 billion in turnover since 2007, and has been listed among the Top 100 Companies on Bursa Malaysia since 2009, with a market capitalisation of more than RM2 billion and revenue of RM1.6 billion.

THE EDGE BILLION RINGGIT Club 2011

CONGRATULATIONS

THE WINNERS OF THE EDGE BILLION RINGGIT CLUB CORPORATE AWARDS 2011

COMPANY OF THE YEAR
QL Resources Bhd

CONSTRUCTION SECTOR
MOST PROFITABLE COMPANY | Mudajaya Group Bhd
HIGHEST PROFIT GROWTH COMPANY | Mudajaya Group Bhd
BEST PERFORMING STOCK | Mudajaya Group Bhd

CONSUMER PRODUCTS SECTOR
MOST PROFITABLE COMPANY | British American Tobacco Malaysia Bhd
HIGHEST PROFIT GROWTH COMPANY | Guan Chong Bhd
BEST PERFORMING STOCK | Guan Chong Bhd

FINANCE SECTOR
MOST PROFITABLE COMPANY | Public Bank Bhd
HIGHEST PROFIT GROWTH COMPANY | Malaysia Building Society Bhd
BEST PERFORMING STOCK | Malaysia Building Society Bhd

INDUSTRIAL PRODUCTS SECTOR
MOST PROFITABLE COMPANY | Coastal Contracts Bhd
HIGHEST PROFIT GROWTH COMPANY | Supermax Corporation Bhd
BEST PERFORMING STOCK | Supermax Corporation Bhd

PLANTATION SECTOR
MOST PROFITABLE COMPANY | IOI Corporation Bhd
HIGHEST PROFIT GROWTH COMPANY | Kulim (Malaysia) Bhd
BEST PERFORMING STOCK | Kulim (Malaysia) Bhd

PROPERTY AND REIT SECTORS
MOST PROFITABLE COMPANY | Sunway City Bhd
HIGHEST PROFIT GROWTH COMPANY | Bandar Raya Developments Bhd
BEST PERFORMING STOCK | Mah Sing Group Bhd

TRADING/SERVICES, HOTEL, IPC AND TECHNOLOGY SECTORS
MOST PROFITABLE COMPANY | Berjaya Sports Toto Bhd
HIGHEST PROFIT GROWTH COMPANY | DKSH Holdings Malaysia Bhd
BEST PERFORMING STOCK | KPJ Healthcare Bhd

BIG CAP COMPANIES
(COMPANIES WITH MORE THAN RM10 BILLION MARKET CAPITALISATION)
MOST PROFITABLE COMPANY | British American Tobacco Malaysia Bhd
HIGHEST PROFIT GROWTH COMPANY | Genting Bhd
BEST PERFORMING STOCK | Petronas Dagangan Bhd

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