



## **Yoma Strategic and First Myanmar Investment forge landmark partnership with Philippines' leading conglomerate Ayala Corporation**

- Ayala will be investing up to US\$237.5 million for a 20% stake in each of Yoma Strategic and FMI.
- This landmark partnership signifies one of the largest FDI into Myanmar and the largest ever investment into the country by the Philippines private sector.
- Ayala's participation in the boards of Yoma Strategic and FMI would add expertise to grow the Yoma Group's core businesses.
- The significant premium paid for Yoma Strategic and FMI shares demonstrates Ayala's confidence in the respective businesses.

**Singapore / Yangon, 14 November 2019** – SGX Mainboard listed Yoma Strategic Holdings Ltd. (“Yoma Strategic”) and its affiliated company, Yangon-listed First Myanmar Investment Public Co. Ltd. (“FMI”) (Yoma Strategic and FMI both collectively known as “the Yoma Group”), today announced that one of the Philippines' leading conglomerates, Ayala Corporation (“Ayala”), would be investing US\$237.5 million for a 20% stake in each of the Yoma Group companies, signifying the largest FDI made by the Philippines private sector into Myanmar. The issue price for the shares of the two Yoma Group companies is set at S\$0.45 per share for Yoma Strategic and MMK15,000 per share for FMI (see further notes below) which represents a premium of 37.7% and 36.5% over the volume weighted average price of the shares traded on 12 November 2019 and 13 November 2019 respectively. This underscores the confidence that Ayala has placed in the future of Myanmar and of the Yoma Group.

Ayala's investment of US\$237.5 million for a maximum 20% stake in the Yoma Group will make them the second largest shareholder in both companies. Ayala will nominate Mr. Fernando Zobel de Ayala to the board of each of Yoma Strategic and FMI.

“Today marks a new milestone for the Yoma Group. I am extremely pleased and honoured to have Ayala become one of our most important strategic partners. This partnership reflects Ayala's faith in the future of Myanmar and validates the Yoma Group's business model in the country. Ayala is recognised as one of the foremost conglomerates in the Philippines with a history of 185 years and a stellar track record of commercial success in many sectors across the economy. We look forward to leveraging on the expertise and experience of Ayala to strengthen our existing businesses as well as to explore potential opportunities in Myanmar,” said **Serge Pun, Executive Chairman of Yoma Strategic and FMI.**

As one of the most well-respected conglomerates in Asia, Ayala's development in the Philippines in recent years has been particularly impressive and is relevant for the Yoma Group's growth near-to medium-term growth plans in Myanmar. Ayala's diversified businesses cover many sectors that are highly relevant for the Yoma Group. Furthermore, they share a long-term view of building scalable and sustainable platforms to cater to the population of Myanmar.

“Our partnership with the Yoma Group gives Ayala a unique opportunity to participate in Myanmar's growth story. We could not imagine a better way to do this than with the Pun family, whose solid, decades-long reputation as a business house has cemented their expertise in multiple sectors,” said **Jaime Augusto Zobel de Ayala, Chairman & CEO of Ayala.**

Yoma Strategic will issue up to 474.68 million primary shares to Ayala for a total consideration of up to US\$155 million; this represents 20% of the enlarged issued and paid-up share capital of Yoma Strategic immediately following the issuance of these new shares. The transaction will be divided into two tranches: an initial 332.50 million shares representing 14.9% of the enlarged issued and paid-up share capital will be issued by end of November 2019 using the general share issuance mandate. Yoma Strategic will also

seek shareholders' approval for the remaining 142.18 million shares, representing 5.1% of the enlarged issued and paid-up share capital, at a shareholders' meeting. The Issue Price of S\$0.45 per share represents a 37.7% premium over the volume weighted average price of the shares traded on 12 November 2019.

"The partnership with Ayala is hugely significant as the Yoma Group plans for the future. Ayala's leadership position and well-run operations in each of their key business lines across real estate, financial services, fintech, energy and others provide a roadmap for how the Yoma Group can develop. The new investment by Ayala and the recent disposals of our non-core investments will serve to provide the capital to propel us towards our aspirations, whilst strengthening the Group's balance sheet," said **Melvyn Pun, CEO of Yoma Strategic**.

"We are confident that by leveraging our own capabilities and experiences over the last 185 years, Ayala's partnership with the Yoma Group could certainly help improve the lives of the people in Myanmar through purposeful business," said **Ayala President & COO Fernando Zobel de Ayala**.

Ayala will also provide a US\$82.5 million convertible loan to FMI which would allow them to convert to up to 20% equity shareholding in FMI upon the regulatory process being completed. On 12 July 2019, the Securities and Exchange Commission of Myanmar issued Notification 1/2019 which announced that foreign individuals and foreign entities will be permitted to invest in up to 35% of the shares in Myanmar companies listed on the Yangon Stock Exchange ("YSX").

"This is the first major foreign investment into a YSX-listed company. FMI and Ayala are looking towards converting this convertible loan into equity within the shortest practical time period. The conversion will result in allotting 20% of the enlarged FMI shares to Ayala at a price of MMK15,000 per share. The transaction will set the benchmark for Myanmar companies with regards to new avenues to raise and receive foreign capital following the regulatory liberalisation set by the new Myanmar Companies Law 2017. It is indeed a milestone for both FMI and the development of the Myanmar capital markets in the ability to bring in foreign capital to Myanmar companies," said **Tun Tun, COO of FMI**.

**Mr. Serge Pun concluded:** "The decision of Ayala Corporation to invest in the Yoma Group has clearly opened up vast opportunities for our two companies for which I feel extremely proud and honoured. But even more so, I am proud and excited for Myanmar and the many possibilities of empowerment and tangible benefits that this will bring to our country and its people."

The mix of Ayala's businesses<sup>1</sup> cover many relevant sectors for the Group, including:

Real Estate	Ayala Land is the leading and most diversified property developer in the country with the largest landbank.
Banking	Bank of the Philippine Islands is the oldest bank in Southeast Asia and a leading bank in the Philippines.
Mobile Financial Services	Globe Telecom's GCash is the leading mobile payment and financial services company. It aims to drive a cashless economy and promote financial inclusiveness in the country.
Non-bank Financial Services	Bank of the Philippine Islands' partnership with Tokyo Century provides leasing services.
Energy	AC Energy, one of the fastest-growing power companies in the region, has recently formed a partnership with Yoma Strategic to expand its Yoma Micro Power business.
Automotive	AC Industrials invests on industrial technologies focusing on electronics manufacturing, enabling technologies and vehicle retail and distributorship of global brands like Volkswagen, Honda, Isuzu, Kia
Healthcare	AC Health aims to make quality healthcare more accessible in the Philippines through its network of clinics, pharmacies and hospitals.

End.

---

<sup>1</sup> <https://www.ayala.com.ph/>

Note: This news release should be read in conjunction with the announcement released on the SGXNet and on the Yangon Stock Exchange on 14<sup>th</sup> November 2019.

**About Yoma Strategic Holdings Ltd. ([www.yomastrategic.com](http://www.yomastrategic.com))**

Listed on the Main Board of the Singapore Securities Exchange Trading Limited (SGX-ST), Yoma Strategic Holdings Ltd. is a leading business corporation with a diversified portfolio of businesses in Real Estate, Consumer, Automotive & Heavy Equipment, Financial Services and Investments in Myanmar. Together with its Yoma Group partners, Yoma Strategic is taking a conglomerate approach to build a diversified portfolio of businesses in Myanmar. The Company was ranked in the top 5% of the Governance and Transparency Index 2019, ranked 26th out of top 100 largest Singapore companies in the ASEAN Corporate Governance Scorecard 2017 and won the Best Managed Board (Gold) Award at the Singapore Corporate Awards in 2016.

**About First Myanmar Investment Public Company Limited ([www.fmi.com.mm](http://www.fmi.com.mm))**

First Myanmar Investment Co., Ltd. (FMI) is one of Myanmar's largest public companies with over 8,000 shareholders and an unbroken track record of profitability since inception in 1992. FMI's current focus is on its "four pillar" strategy of investing in the Financial Services, Real Estate, Healthcare and Tourism sectors. FMI became the first company to be listed on the Yangon Stock Exchange on 25 March 2016.

**About Ayala Corporation ([www.ayala.com.ph](http://www.ayala.com.ph))**

Ayala Corporation is one of the oldest and largest conglomerates in the Philippines with business interests in real estate, banking, telecommunications, water, power, industrial technologies, infrastructure, healthcare, and education. Its social commitment arm, Ayala Foundation, has programs that focus on education, youth leadership, sustainable livelihood, and the promotion of arts and culture. With headquarters in Makati City and operations mainly in the Philippines, it continues to grow its regional and global footprint, serving millions of customers across all market segments.

---

**For enquiries, please contact:**

**Analyst contact:**

Ms. Jane Kwa, Tel: (65) 9759 2602 or (95) 09 79311 3587 Email: [janekwa@yoma.com.mm](mailto:janekwa@yoma.com.mm)

**Yoma Group Media contact:**

Ms. Sylvia Saw McKaige, Tel: (65) 9476 2581 Email: [sylviamckaige@yoma.com.mm](mailto:sylviamckaige@yoma.com.mm)

Ms. Thiri Yee Mon, Tel: (95) 9517 9646 Email: [thiri@yoma.com.mm](mailto:thiri@yoma.com.mm)

Mr. Joshua Hughes, Tel: (95) 9517 9646 Email: [joshuahughes@yoma.com.mm](mailto:joshuahughes@yoma.com.mm)

**For any queries, please contact Cogent Communications:**

Mr. Gerald Woon, Tel: (65) 6704 9268, Mob: (65) 9694 8364 Email: [woon@cogentcomms.com](mailto:woon@cogentcomms.com)

Ms. Candy Soh, Tel: (65) 6704 9284, Mob: (65) 9816 8391 Email: [candysoh@cogentcomms.com](mailto:candysoh@cogentcomms.com)