



Hong Leong Asia Ltd

CFO's Presentation

Annual General Meeting

30 April 2009



Hong Leong Asia Ltd

Financial Review

FY2008



Financial Results

	2007	2008	Variances
Revenue	3,233.2	3,616.8	↑ 12%
PBT	229.6	207.1	↓ 10%
PAT	189.3	173.5	↓ 8%
Net Income	95.4	42.0	↓ 56%
EBITDA	323.5	317.5	↓ 2%

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Revenue

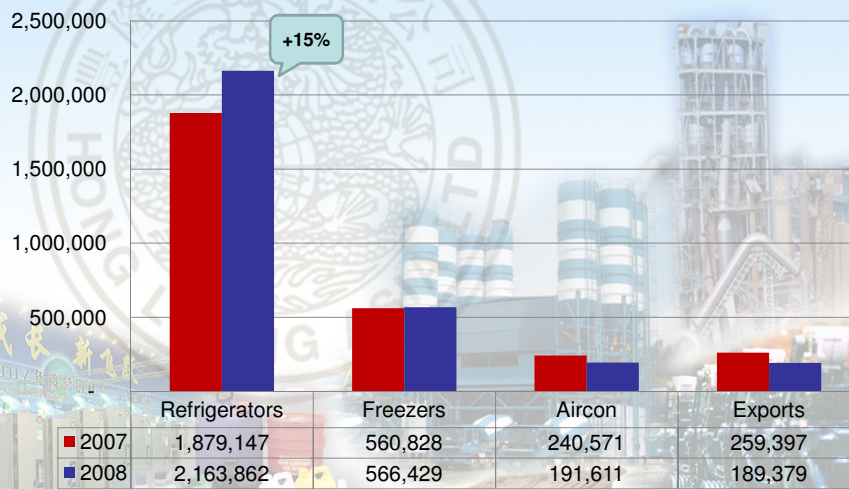
Strong sales
 - Consumer Products (Home Appliances)
 - Building Materials Group
 - Industrial Packaging

Higher Average Selling Prices
 - Consumer Products (Home Appliances)
 - Industrial Products

+12% Y-O-Y Revenue

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CONSUMER GOODS SALES VOLUME ACT 07 vs ACT 08

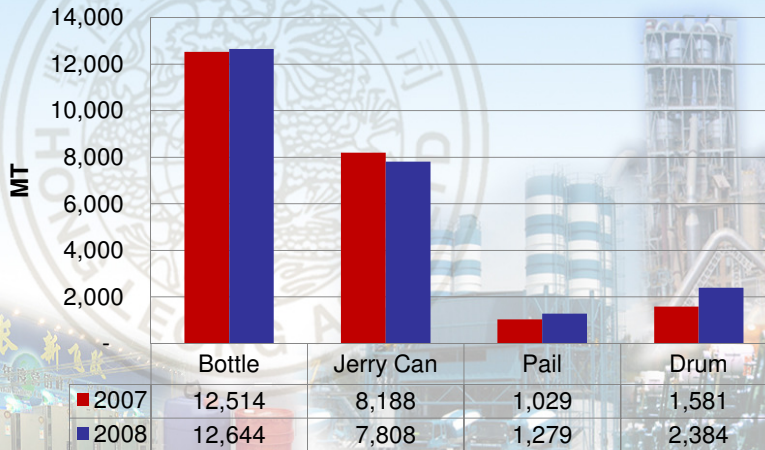


Total 2007 : 2,939,943 Total 2008 : 3,111,281 ↑ 6%

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PACKAGING PRODUCTS

SALES VOLUME ACT 07 vs ACT 08

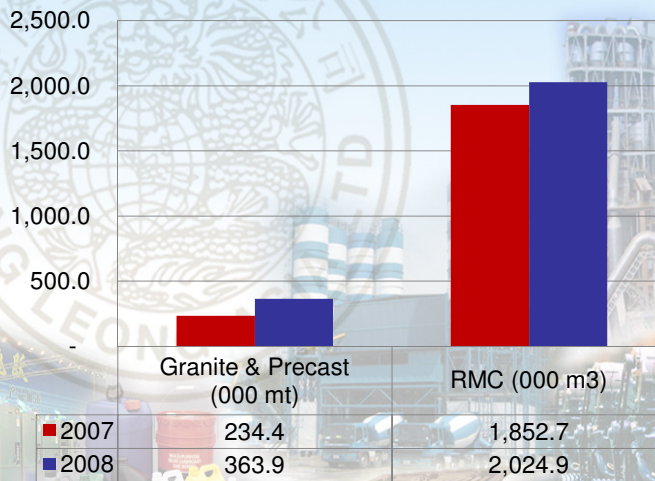


Total 2007 : 23,312 Total 2008 : 24,115 ↑ 3%

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BUILDING MATERIALS

SALES VOLUME ACT 07 vs ACT 08

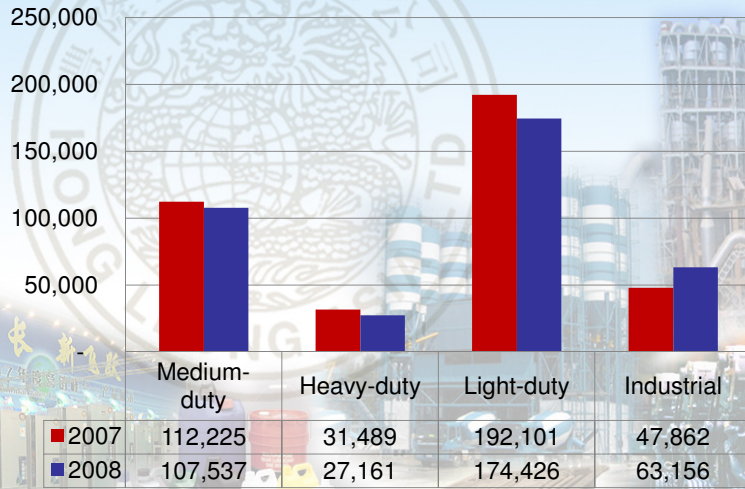


↑ 55% ↑ 9%

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DIESEL ENGINES







SALES VOLUME ACT 07 vs ACT 08



Total 2007 : 383,677 Total 2008 : 372,280 ↓ 3%

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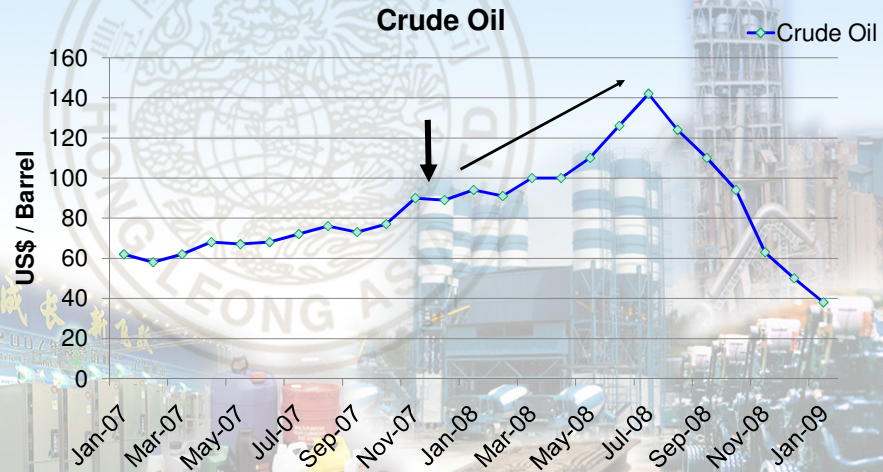
PBT

- Higher Raw Material Prices   Margin Pressure
- Chinese Labour Insurance Laws  Increase staff costs
- Plant Capacity Expansion & Working Capital  Interest expense
- Inflationary Factor  General cost increase
- Financial Crisis  Provisions & impairments

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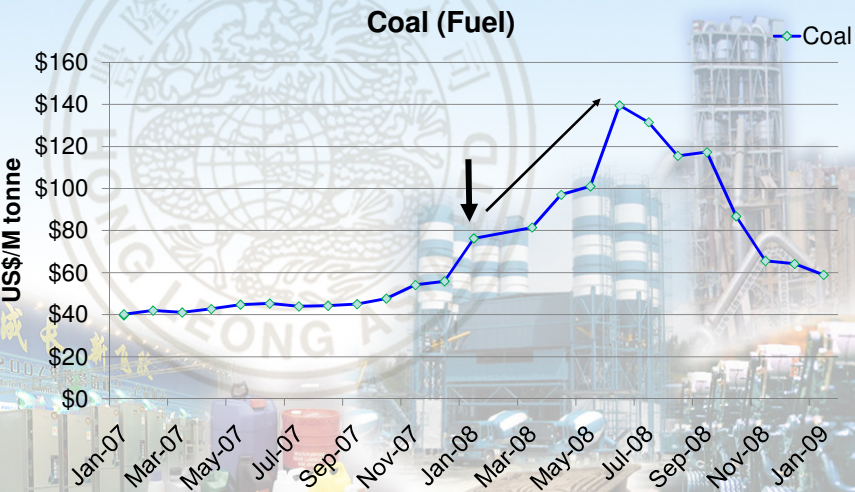
MAJOR RAW MATERIAL

Crude Oil



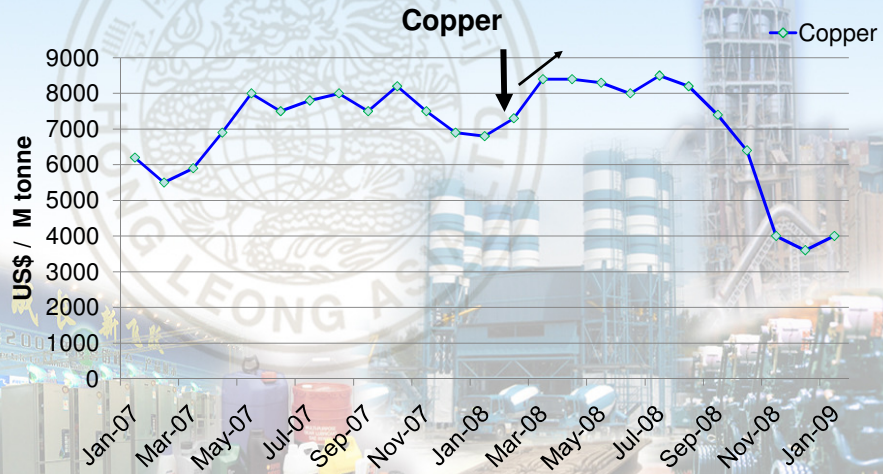
MAJOR RAW MATERIAL

Coal



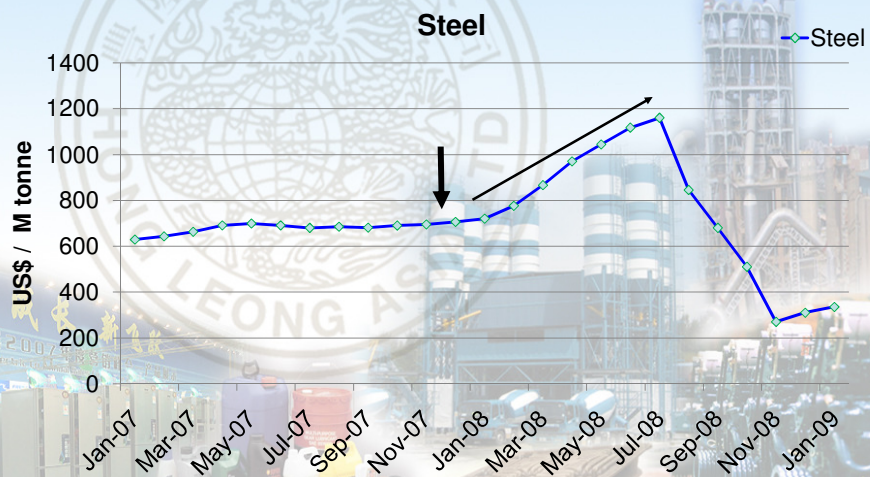
MAJOR RAW MATERIAL

Copper



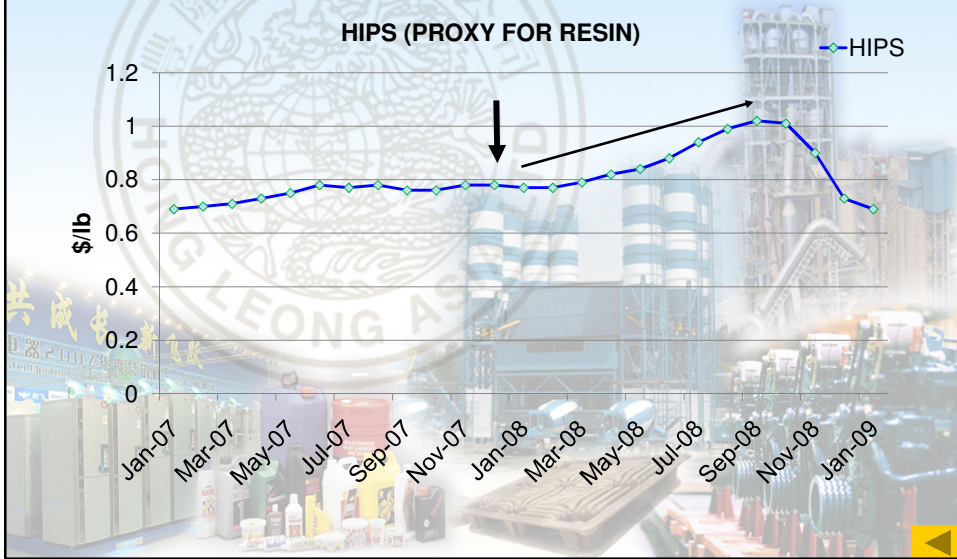
MAJOR RAW MATERIAL

Steel



MAJOR RAW MATERIAL

HIPS



PAT

Tax incentives
in China



Lower Effective
Tax Rate

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Working Capital Management

Days Sales Outstanding

	2008	2007
Consumer Products	23	23
Industrial Products	13	28
Building Materials	80	79

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Working Capital Management

Days Inventory

	2008	2007
Consumer Products	90	111
Industrial Products	97	83
Building Materials	64	82

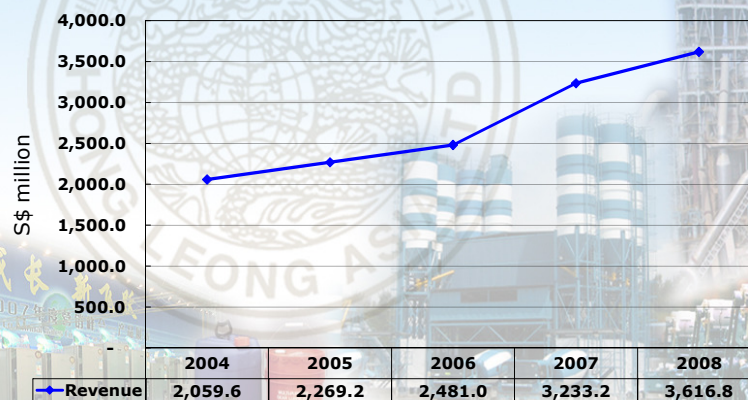
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Financial Ratios

	2007	2008
Earnings per share (cents) - Basic	25.05	11.01
Dividend per share (cents)	10.00	5.00
Return on Equity, ROE (%)	17.3%	7.6%
Net Debt/Equity Ratio (%)	21.2%	21.5%
Net Assets per share (cents)	155.63	152.31

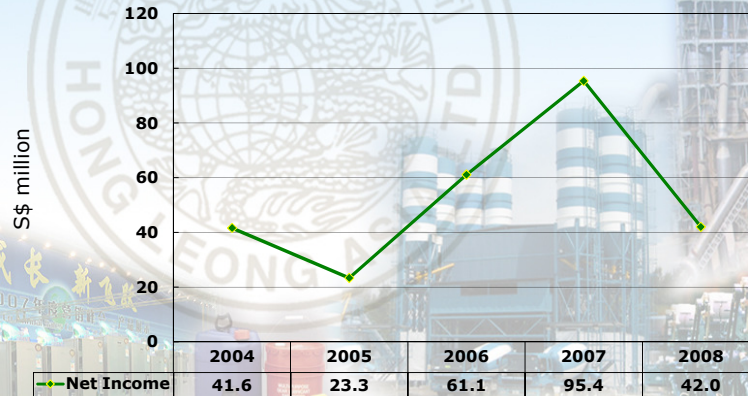
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5-Year Revenue Trend



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5-Year Net Income Trend



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Hong Leong Asia Ltd

Thank you!



FRESTECH 新飞

WEICHAI 玉柴机器

GPSC



REX

T

End