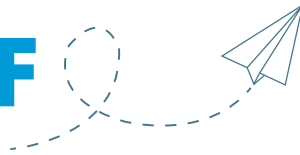


# **TAKING OFF**

Technology & Talent  
Driving The Digital Economy

# TAKING OFF

Technology & Talent  
Driving The Digital Economy



We are taking off with determination and are poised to seize the range of opportunities that digital technologies offer. Building on our strengths in advanced digital technology and a strong presence in targeted industry sectors, we have successfully emerged to take full advantage of advanced technologies and innovative business models to bridge the divide between high-tech and more traditional areas.

We achieved significant milestones in our history with the development of two Transformational Businesses, which will set benchmarks in the international ICT arena.

- **Sistem Kawalan Imigresen Nasional (SKIN)**, the state-of-the-art cross-border security system involves a total revamp of the Immigration Department's IT infrastructure for effective implementation and management of immigration and national security.
- The integrated digital platform of **EduCloud** is set to transform traditional teaching and learning methods to support Entrepreneurship, Education and e-Commerce in the education sector.

We will not rest on our laurels. In hindsight, we shall continue on this trail blazing path to pave the way to a new generation of Technology and Talent.

## 8<sup>th</sup> Annual General Meeting

- **16 May 2018, Wednesday**
- **10.00 a.m.**
- **Dewan Putra Perdana 1**  
**PULSE GRANDE Hotel**  
(formerly known as Putrajaya Shangri-La Hotel)  
Taman Putra Perdana, Presint 1  
62000 Wilayah Persekutuan Putrajaya, Malaysia.

## Our **Vision**

---

A Global Company that provides  
**21<sup>st</sup> Century Talent & the Digital Platform** to Transform Innovative Services

## Our **Mission**

---

To drive sustainable recurring profit through **digital transformation**

## Our **Shared Values**

---

- Collaborative
- Customer Focus
- Innovative
- Integrity
- Quality

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## ACCOUNTABILITY

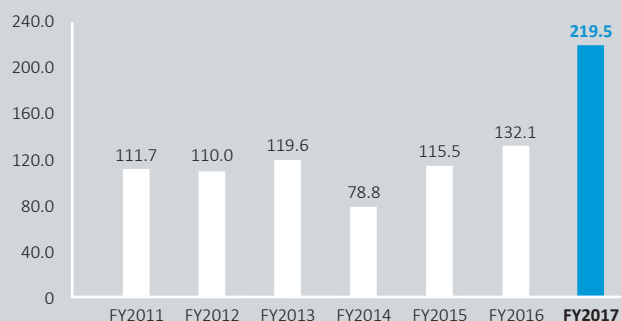
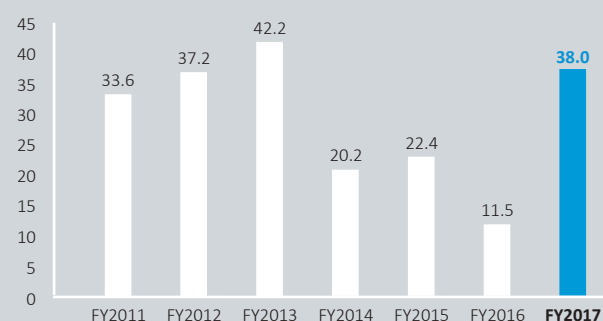
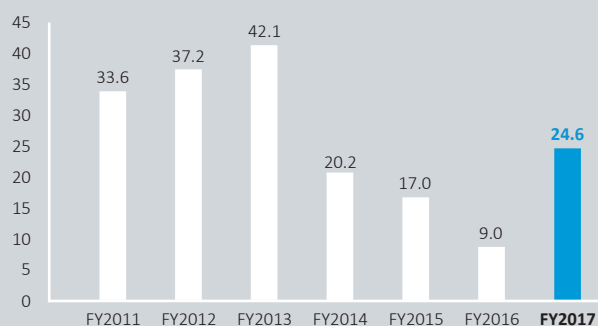
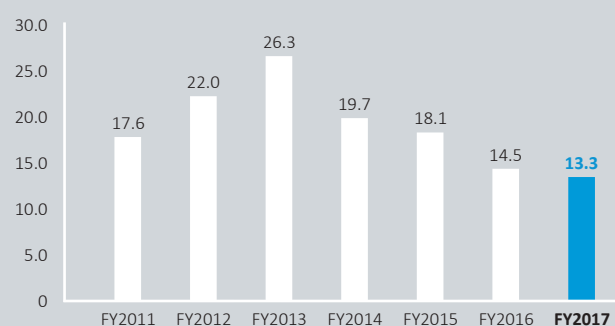
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Prestariang's  
new HQ  
ready by  
Q2 2018



## At A **GLANCE**

<p>Incorporated in <b>2003</b></p> <p>Listed Main Market Bursa Malaysia Securities Berhad</p> <p><b>27 July 2011</b></p>	 <p>Headquarters <b>CYBERJAYA</b></p>	 <p>Dividend Policy Minimum of <b>50%</b> Profit After Tax Payout</p>
<p><b>ISO 9001:2015</b></p> <p>Certified for Prestariang Systems Sdn Bhd Microsoft Business Solution</p>	<p>Market Capitalisation close to <b>RM1.0 BILLION</b> as at 31 December 2017</p>	 <p><b>&gt;250,000</b> Trained &amp; Certified Individuals</p>
<p>a Constituent of</p>  <p>FTSE4Good</p> <p><b>BURSA MALAYSIA INDEX</b> Since December 2014</p>	 <p>More than <b>60</b> Globally Recognised Certification Courses</p>	 <p>Distributed &amp; Managed over <b>5.51 million</b> Software Licences</p>
<p><b>SHARIAH-COMPLIANT</b></p>  <p>a Constituent of</p> <p>FTSE Bursa Malaysia EMAS Shariah index</p> <p>FTSE Bursa Malaysia Small Cap Shariah index</p>	 <p><b>MALAYSIA-ASEAN CORPORATE GOVERNANCE TOP 100 COMPANIES</b></p> <ul style="list-style-type: none"> <li>• Overall Corporate Governance &amp; Performance</li> <li>• Company with Good Disclosure</li> </ul>	

**GROUP'S PERFORMANCE SINCE LISTING FROM 2011 TO 2017 (RM Million)****Revenue****RM887.2****Profit Before Tax****RM205.1****Profit After Tax****RM183.7****Dividend Payout****RM131.5**

## OUR BUSINESSES

- **TECHNOLOGY**
  - SKIN
  - Software & Services
- **TALENT**
  - EduCloud
  - University
  - Training & Certification

Prestariang is a **Technology and Talent pioneer** that has evolved from being Malaysia's largest ICT software and training service provider to a leading Technology and Talent Platform innovator.

Through its Transformation Plan, Prestariang's Technology Platform has successfully taken off with the award of **Sistem Kawalan Imigresen Nasional (SKIN)** by the Malaysian Government.

**EduCloud**, a Talent Platform to support Entrepreneurship, Education and e-Commerce in the education sector was launched in conjunction with JobMatching PTPTN at a ceremony to commemorate the 20<sup>th</sup> Anniversary of Perbadanan Tabung Pendidikan Tinggi Nasional (PTPTN).

Today, Prestariang in collaboration with global partners, which include Imprimerie Nationale, Microsoft, Autodesk, IBM, Oracle, KPMG, University of Melbourne and many others, drives innovation in the Digital Economy.

Prestariang is also the largest Microsoft Licensing Solutions Partner in Malaysia.

Through its Technology and Talent Platforms, Prestariang will deliver its innovation through six core pillars ,which are:

- Analytics and Business Intelligence
- Cyber and Information Security
- Cloud Services
- Change Management
- Digital Ecosystem
- SKIN-in-a-Box

Prestariang Group remains committed to drive the technology industry in Malaysia towards and beyond the new digital economy era.



## **SISTEM KAWALAN IMIGRESEN NASIONAL (SKIN)**

### **TECHNOLOGY PLATFORM**

Prestariang SKIN Sdn Bhd (PSKIN) entered into a Concession Agreement (CA) dated 9 August 2017 with the Government of Malaysia via the Ministry of Home Affairs to implement Sistem Kawalan Imigresen Nasional (SKIN). PSKIN is a wholly-owned subsidiary of Prestariang Services Sdn Bhd, which in turn is a subsidiary of Prestariang Berhad (Prestariang or the Group).

The 15-year CA consists of a three year development period and a 12-year maintenance service period.

SKIN is a new border control system which replaces the current Malaysian Immigration System to modernise the national immigration system's core applications and infrastructure, and enhance national border security.

SKIN is set to be a catalyst for expansion opportunities in service-based platform businesses by developing competencies in emerging technologies such as Big Data Analytics, Internet of Things, cloud computing and cyber security.

The development works for SKIN solutions will see an influx of technology talents into the Company's workforce which will also be a springboard for fresh graduates to gain leading-edge industry experience.



Prestariang's wholly owned subsidiary, Prestariang Systems Sdn Bhd (Prestariang Systems) is the sole Microsoft Licensing Solutions Provider for all Government Agencies and Institut Latihan Awam in Malaysia under the Master Licensing Agreement (MLA) 3.0. The Extension of Contract under MLA 3.0 is an enhancement of MLA 2.0 that includes the Institut Latihan Awam as our new customer base with added scope of services.

The extension of contract under MLA 3.0, which was awarded by the Ministry of Finance (MoF) is for a period of three years commencing from 1 February 2018 until 31 January 2021.

The MLA 3.0 is a centralised procurement contract, which allows all Government Agencies to purchase Microsoft software licences, products and services through Prestariang Systems. The provision of a licensing framework promotes better management of procurement procedures and utilisation of software licences, streamlining of administration processes and more efficient budgeting for software procurement.

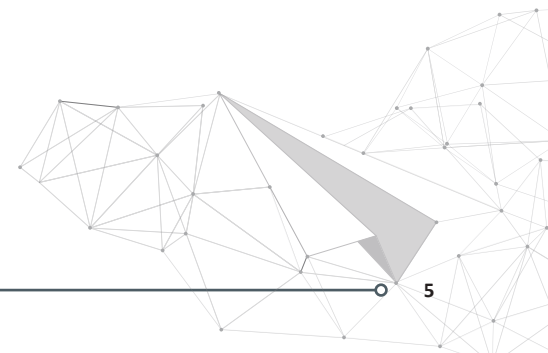
This initiative by the MoF is aligned to the strategic ICT thrust of the Government to ensure the uptime and effectiveness of the Government Agencies' IT infrastructure are performing at optimal levels at all times.

### **Competency Enhancement Program (CEP)**

The CEP is a continuity from the Role-based Training for Civil Servants (RBTCs) program, which is an initiative to provide ICT literacy to civil servants in Malaysia.

This unique value proposition under MLA 3.0 is endorsed by Microsoft (Malaysia) Sdn Bhd where on every 8% spent for software purchases, clients can redeem the following:

- Hands-on product training conducted by certified trainers
- Microsoft devices
- Premier Services for end-to-end support solutions





## TALENT PLATFORM

EduCloud is a services-based digital platform to empower higher education stakeholders to enable digital education, develop new generation of entrepreneurs and deliver e-commerce in Malaysian campuses. EduCloud was launched in conjunction with Jobmatching PTPTN at a ceremony to commemorate the 20<sup>th</sup> Anniversary of Perbadanan Tabung Pendidikan Tinggi Nasional (PTPTN).

This next-generation integrated education platform will enable higher education institutions to build cloud-based infrastructures, develop mobile-first applications and provide value-added services for students. By connecting the digital ecosystem with strategic partners, EduCloud unlocks immeasurable potential beyond the classroom for an enriching education experience.

EduCloud is supported by the Ministry of Higher Education (MoHE) to offer quality education via enhanced learning experiences. The cloud-based service leverages on the synergistic strengths of identified global IT giants which are anchored on the following areas:

- Cloud computing capabilities
- Data Management
- Digital Media Enablement
- Content Delivery network services
- Talent and Education customer base
- Deployment Expertise



UNIMY was launched in January 2013 to initially offer tertiary education from foundation to post degree studies in Computer Science, Computer Engineering and ICT related courses.

In 2016, UNIMY underwent a strategic transformation by rebooting its courses and modules to capitalise on emerging technologies critical to the development of the digital economy, which are changing teaching and learning methods.

The major role of these technologies in education is to empower tech-enabled individuals to source high quality academic content more effectively via an open source learning rather than manual source learning. It encourages more creative learning experiences where it enables students to be innovative and proactive.

Today, UNIMY stands as the first ICT-focussed Digital Technology University in Malaysia via strategic collaborations with Prestariang's partners to accelerate UNIMY's transition into a digital university that is able to ride on the Group's transformational businesses such as SKIN and EduCloud.

We have also established strategic partnerships with leading global IT players such as Microsoft, IBM, EC-Council, Huawei, KPMG, Dell and Autodesk.

With focus on big data analytics, coding and cyber security, UNIMY is designed to develop talented market-ready tech professionals to meet the challenge of advancing Malaysia's economic success in the next decade.



## Our Major **PROJECTS**



**GRADUATE EMPLOYABILITY  
ACCELERATOR PROGRAM**

**PSTI** PRESTARIANG SKILLS  
TRAINING INSTITUTE

## Our Home Grown **INTELLECTUAL PROPERTIES**



SMARTGREEN  
Certification



IC CITIZEN Certification



Proficiency in Enterprise  
Communication (PEC) Certification



Training & Learning  
Management Systems

## Past **PROJECTS**





# TAKING OFF

As we gear ourselves and move ahead through the advancement of ICT, we are prepared to embrace the demands and challenges in our journey.

We have placed a tidy sequence of logical steps that has led us towards attaining our vision as a **Technology and Talent** entity that is **Driving the Digital Economy** not only in Malaysia but in identified markets where our expertise is sought after.

The focus on strengthening our technical knowledge, human capital development and improving our processes are what drives our growth. By achieving best practices in our business we improve operations and service offerings, ultimately increasing our competitive edge and customer satisfaction levels.



## Message from **OUR CHAIRMAN**



### **Dear Valued Shareholders,**

I am pleased to declare that Prestariang Berhad (Prestariang or the Group) is well and truly taking off as a result of the transformational journey we had taken over the past few years.

As a company in the business of change, we have effectively crossed an important inflection point and have now entered an extended period that guarantees recurring income and clears the way to new and exciting prospects in the digital economy.

Our transformational initiatives over the past few years have certainly paid off. The Group's business is now anchored on two platforms of Technology and Talent, with our project to develop, operate and maintain the Sistem Kawalan Imigresen Nasional (SKIN) and Software & Services coming under the Technology Platform; and the University Malaysia of Computer Science and Engineering (UNIMY), Training & Certification and EduCloud parked under the Talent Platform.

Collectively, the two platforms will focus on the development of technologies and competencies in six areas: Analytics & Business Intelligence, Cyber & Information Security, Cloud Services, Change Management, SKIN-in-a-Box and Digital Ecosystem. We are confident that this new business model and direction will generate sustainable growth well into the future.

During the year in review, the Group recognised the first revenue from SKIN. At this point, the Group has fulfilled all the conditional precedent requirements stipulated in the Concession Agreement (CA). In this regard, the concession effective date is 11 April 2018.

**DATO ' MOHAMED YUNUS RAMLI BIN ABBAS**  
Chairman

Apart from strengthening national and cross-border security, this project is set to have a positive socio-economic impact with the reskilling of end users in new digital technologies and will also lead to the demand for qualified human capital within our organisation. It will further amplify Prestariang's strengths in information and communications technology, while improving the Company's image as an employer of choice.

Prestariang started developing EduCloud in 2017, a single services-based digital platform to support learning, engagement and innovation in education in Malaysia and other ASEAN countries, and which will eventually open up opportunities to tap the mass consumer market. EduCloud was launched on 8 March 2018 in conjunction with the signing of the Memorandum of Understanding with Perbadanan Tabung Pendidikan Tinggi Nasional (PTPTN) to roll out the JobMatching PTPTN portal. The launch ceremony was also held to commemorate the 20th Anniversary of PTPTN. JobMatching PTPTN is the first product developed and supported by EduCloud, with many more to come in due course.

We are also sustaining and growing our business in Software & Services while rebooting our Training & Certification business and embedding it into our Education arm, which is spearheaded by UNIMY.

With all these pieces in place, Prestariang is poised to sustain its business for the long term, ensuring healthy and consistent returns for our shareholders and other stakeholders for many years to come.

## FINANCIAL PERFORMANCE

The Group achieved revenue of RM219.5 million in FY2017, a substantial growth of 66.2% from RM132.1 million recorded the previous financial year. SKIN contributed heavily to this growth with RM78.0 million.

As a result of the significant gain in revenue, Profit Before Tax (PBT) tripled to RM38.0 million during the year in review (FY2016: RM11.5 million) with SKIN contributing RM27.5 million to PBT. Meanwhile, Profit After Tax (PAT) amounted to RM18.2 million (FY2016: RM8.9 million) after accounting for minority interest of RM6.4 million.

In terms of share of revenue from Prestariang's business segments, Software & Services was the largest contributor with 57.1% (FY2016: 88.7%), followed by SKIN at 35.5%. Once a major component of the Group's business, Training & Certification's share of revenue dropped to 4.6% from 9.3% the year before while UNIMY accounted for 2.8% against 2.0% in FY2016.

The Shareholders' Funds grew 1.9% to RM164.0 million (FY2016: RM161.0 million) while Total Assets reached RM256.2 million against RM198.4 million the previous year. Earnings Per Share (EPS) was 3.77 sen, more than double the EPS for FY2016 at 1.84 sen.

## DIVIDEND POLICY

At Prestariang, we view profit sharing as an acknowledgement of the contribution by our loyal and supportive shareholders to the growth and success of the Group. Accordingly, the Dividend Policy, which was approved by the Board of Directors (the Board) in February 2016, sets the distribution of dividends at a minimum of 50% of PAT. Details of the Dividend Policy are stated on page 64 of this annual report.

## DIVIDEND PAYOUT

For FY2017, the Board is pleased to declare a total dividend of 2.75 sen per share (FY2016: 3.0 sen per share), which is lower than the year before due to significant investment in SKIN, acquisition of a stake in OpenLearning Global Pte Ltd (OpenLearning) and other developments in 2017.

Total dividend payout for FY2017 amounted to RM13.3 million issued in four interim payments throughout the financial year. This amount exceeds the PAT if the recognised profit from SKIN is not taken into consideration.

Total dividend payout since listing is RM131.53 million or 27.18 sen per share with dividends paid on a quarterly basis as an appreciation to shareholders.

## BUSINESS SEGMENTS Creating Value From Disruption

Digital convergence is a constantly evolving reality. To remain relevant and current, we have been reviewing our business models to ensure we leverage on the convergence of big data analytics, cloud capabilities and social engagement. Thus, it has led us to innovate and improve our business operations and efficiencies with the main aim of engaging our customers and other stakeholders to drive revenue and value.

The flow of our expertise and competencies through the organisation is key to our efforts to circumnavigate the complexities of our businesses. The increasing pervasiveness of technology will profoundly impact the way business is conducted. Hence, we have been driven to innovate and put in place measurable efficiencies within the Group to maintain our differentiation across the sectors in which we operate.

## TECHNOLOGY

### • SKIN

SKIN is poised to be the Group's major income earner over the next 15 years and account for a significant portion of our business. Prestariang SKIN Sdn Bhd (PSKIN) entered into a Concession Agreement dated 9 August 2017 with the Government, represented by the Ministry of Home Affairs in relation to the implementation of SKIN. The Concession is for a period of 15 years, which has become effective on 11 April 2018.

PSKIN will deliver the total solution for the integrated and comprehensive core immigration system, SKIN Solutions, which are composed of eight main modules as follows:

- enforcement and depot
- passport and travel documents
- visas, passes and permits
- border control
- risk assessment engine
- eReporting
- security
- supporting modules

The project is based on the Build, Operate, Maintain and Transfer model and encompasses a three-year Development Period to build and deploy the infrastructure and system, followed by a 12-year Maintenance Services Period of maintenance and technical operations. SKIN's new digital infrastructure and applications will be deployed to 274 sites (248 domestic and 26 overseas).

Following the signing of the CA, we secured financing for the project and was given the effective date on 11 April 2018. For the initial three-year Development Period, Prestariang will recognise the revenue based on the stage of completion method, by reference to the proportion of costs incurred for work performed to date bear to the estimated total costs. Subsequently, we expect to record an average annual revenue of an estimated RM200 million during the 12-year Maintenance Services Period.

During the year in review, we attracted and employed a diverse group of homegrown as well as global talents specifically for SKIN. To cater to our expanding talent pool, the Group invested approximately RM38 million for the purchase of a purpose-built building, which is close to our current premises in Cyberjaya.

This future headquarters is spread across 60,000 sq ft of floor space and can house up to 600 people as compared to our current premises with a built up space of 16,000 sq ft for 200 people.

### • Software & Services

This business segment continued to be the Group's main revenue earner in FY2017 with RM125.3 million, representing a 6.9% increase over RM117.2 million achieved in the previous year. Revenue was generated through the Microsoft Master Licensing Agreement (MLA 2.0) to supply Microsoft licences to government ministries and agencies and the distribution of Autodesk licences to local education institutions. During the year in review, the MLA 2.0 contract yielded RM80.5 million (64.2% of segment revenue) while Autodesk contributed RM16.0 million (12.8% of segment revenue).

Our Software & Services business is set to grow further following the contract extension of the MLA and the award of a new contract to distribute the Adobe Creative Cloud Software and Services. The new MLA 3.0, similar to its previous two iterations, is a three-year contract from February 2018 to January 2021 and worth an estimated RM222.6 million. It includes an enhanced scope of services as well as the Public Training Institute (Institut Latihan Awam) as a new customer.

Meanwhile, the Adobe contract, valued at RM13.3 million, was awarded by the Ministry of Higher Education (MoHE) to supply software licences and related services to agencies under MoHE, public universities, polytechnics and community colleges over a three-year period from November 2017.

## TALENT

### • EduCloud

Prestariang's integrated education platform, EduCloud, is the Group's springboard to future business in the digital economy. Developed in collaboration with renowned global education and talent partners, EduCloud is set to transform the education landscape by creating a digital community of students and working professionals, and providing them access to a host of lifelong learning opportunities and education-related services.

Beyond education purposes, EduCloud has the potential to convert its resident community into a ready base of consumers for e-commerce and other lucrative ventures. During the year in review, Prestariang acquired a 16.7% stake in OpenLearning Global Pte Ltd for RM16.1 million (AUD5 million) as part of our move to capture student populations for EduCloud. The acquisition was completed in February 2018.

OpenLearning is an Australian-based online learning platform that not only channels content delivery, but also focuses on student engagement. In Malaysia, the portal is marketed to 20 public and private universities with a combined headcount of more than 1 million students. As such, our stake in OpenLearning is a strategic and synergistic gambit to support and complement EduCloud and our transformational business.

- **UNIMY**

UNIMY registered revenue of RM6.2 million in FY2017 against RM2.6 million in the previous financial year. This jump in revenue resulted in a reduced loss of RM5.8 million during the year in review compared with RM6.3 million in FY2016. Despite the loss, our operational and branding revamp of the university is clearly paying off with an increase in student enrolment of more than 100%. As of now, the total student population is 520 and the Management is confident to double the intake in 2018. In addition, the development of EduCloud as the online platform for the delivery of education and education-related services is set to grow the university's permanent as well as transient student population while also optimising resources. We are confident that UNIMY will soon move from the deficit column to become profitable in the near future.

- **Training & Certification**

During the year in review, the contribution to revenue from this business segment dropped to RM10.0 million from RM12.3 million in FY2016, continuing the downward trend of the past few years. In response, we are rebooting our Training & Certification business with new product offerings tailored for the mass market such as shorter-term online courses in place of the traditional programs. At the same time, we will be offering the programs through UNIMY to capitalise on funding instruments that are only mandated to channel loans through institutions of higher learning. We are optimistic that such moves will rejuvenate this business segment in the years ahead.

Meanwhile, our initiative with PTPTN, JobMatching PTPTN, provides job placement and training to PTPTN borrowers. It is based on a 'Place & Train' model in which PTPTN borrowers will be matched to suitable jobs and then given training on soft skills and communications. JobMatching PTPTN is hosted under EduCloud.

## OUTLOOK

Following several years spent disrupting our own business model, Prestariang is now primed to transform the industries it operates in and leave an indelible mark on the evolution of the digital economy.

Spearheaded by our new businesses of SKIN and EduCloud, we can look forward to many years of high growth and healthy returns. With SKIN, the Group has a recurring income earner that has the potential to weather any adverse external factors while with EduCloud, we have a dynamic base to expand and diversify our business offerings.

We are now on track to address the digital disruptions and prepare ourselves as a Company, which is shaping the future.

## APPRECIATION

I take this opportunity to congratulate the Management and employees on their efforts over the past few years in reshaping and redefining the future for Prestariang. Your vision and dedication to see it come to fruition has placed us on a fast track to capitalise on the many opportunities emerging from the convergence of the digital and physical economies.

My sincere appreciation goes out to my fellow Board members for your wise counsel and stewardship. On behalf of the Board, I would like to thank our loyal shareholders for your continued support of the Group through our years of business transformation. And on behalf of Prestariang, I would like to convey my gratitude and acknowledge the Government of Malaysia for its confidence in the Group to undertake such a nationally-important project as SKIN.

Our journey through these past years has seen the Company steadily grow in terms of both the business and its people. The ability of the Management Team to grasp all the varied elements of successful leadership has been superbly orchestrated by our President and Group CEO, Dr. Abu Hasan Ismail. His ideas and approach to creating solutions for the future of Prestariang and the nation have few parallels. With him at the helm, we are steering into the future, confidently embracing our roles, responsibilities and duties to ensure the Group continues with its development drive.

**DATO' MOHAMED YUNUS RAMLI BIN ABBAS**

Chairman

## SUMMARY OF GROUP'S KEY FINANCIAL INDICATORS

(RM Million)

	2017	2016	%
Revenue	<b>219.5</b>	132.1	+66.2
Profit Before Tax	<b>38.0</b>	11.5	+230.4
Profit After Tax	<b>24.6</b>	9.0	+173.3
Shareholders' Funds	<b>164.0</b>	161.0	+1.9
Earnings Per Share (sen)	<b>3.77</b>	1.84	+104.9
Total Assets	<b>256.2</b>	198.4	+29.1
Dividend (sen)	<b>2.75</b>	3.0	-8.3
Dividend Payout	<b>13.3</b>	14.5	-8.3

## FINANCIAL PERFORMANCE

The Group recorded revenue of RM219.5 million in FY2017, which represents a growth of 66.2% from revenue generated in FY2016 (RM132.1 million). The Sistem Kawalan Imigresen Nasional (SKIN) project was the main contributor to Group revenue, accounting for RM78.0 million.

The revenue increase resulted in a higher Profit Before Tax (PBT) of RM38.0 million for the year in review (FY2016: RM11.5 million). SKIN contributed significantly to PBT with RM27.5 million. Profit After Tax (PAT) and minority interest was RM18.2 million (FY2016: RM8.9 million) after taking into account the minority interest of RM6.4 million (FY2016: 0.1 million).

Contribution to revenue by the four business segments were Software & Services with 57.1% (FY2016: 88.7%), SKIN with 35.5%, Training & Certification with 4.6% (FY2016: 9.3%) and University with 2.8% (FY2016: 2.0%).

The Shareholders' Funds increased 1.9% to reach RM164.0 million (FY2016: RM161.0 million) while Total Assets amounted to RM256.2 million compared with RM198.4 million in FY2016. Earnings Per Share (EPS) was 3.77 sen, double the EPS of 1.84 sen for FY2016.

**DR. ABU HASAN BIN ISMAIL**  
President/Group CEO





## FINANCIAL PERFORMANCE

(RM Million)

### Revenue

▲ **219.5**  
2016: RM132.1 **+66.2%**

### Profit Before Tax

▲ **38.0**  
2016: RM11.5 **+230.4%**

### Profit After Tax

▲ **24.6**  
2016: RM9.0 **+173.3%**

### Shareholders' Funds

▲ **164.0**  
2016: RM161.0 **+1.9%**

### Total Assets

▲ **256.2**  
2016: RM198.4 **+29.1%**

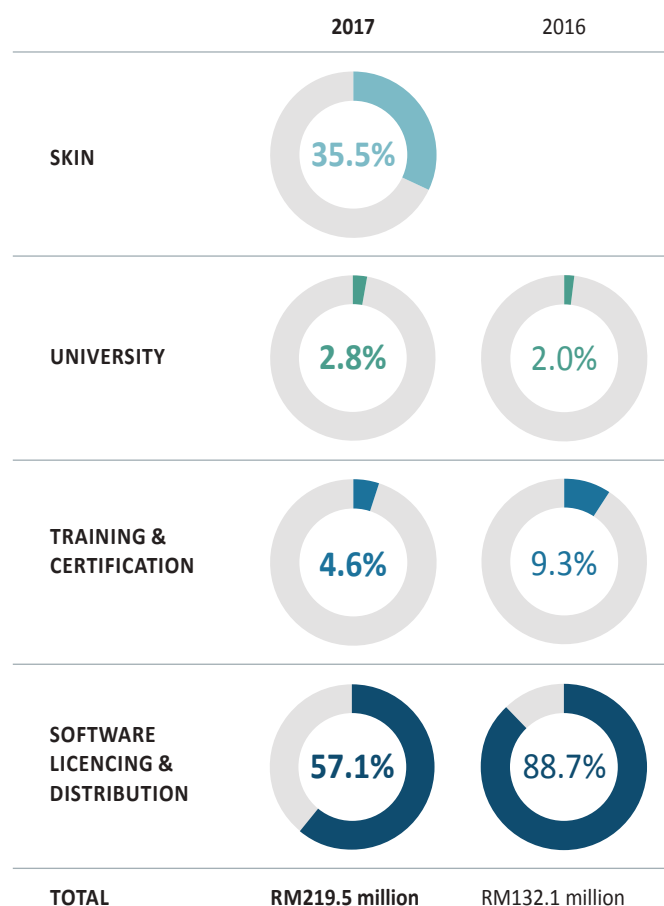
### Earnings Per Share (sen)

▲ **3.77**  
2016: 1.84 **+104.9%**

## CONTRIBUTION TO REVENUE BY DIVISION

(RM Million)

	2017	2016
SKIN	<b>78.0</b>	-
University	<b>6.2</b>	2.6
Training & Certification	<b>10.0</b>	12.3
Software Licensing & Distribution	<b>125.3</b>	117.2
<b>Total</b>	<b>219.5</b>	132.1



## DIVIDEND POLICY

Prestariang has always recognised and rewarded the loyalty and contribution of our shareholders with a generous share of our profits. In this regard, the Group's Dividend Policy, which was approved by the Board in February 2016, apportions a minimum of 50% of PAT minus the profit contribution from SKIN as dividend.

## DIVIDEND PAYOUT

For FY2017, the Board declared a total dividend of 2.75 sen per share (FY2016: 3.0 sen per share). The lower dividend declared was mainly attributed to financing for the SKIN project, the acquisition of a 16.7% stake in OpenLearning Global Pte Ltd (OpenLearning) and the development of EduCloud.

The total dividend payout for FY2017 was RM13.3 million, which was issued in four interim payments during the year in review.

Since listing until 31 December 2017, the total payout to shareholders was RM131.53 million, representing 27.18 sen per share. This is a reflection of the Group's commitment to our shareholders for their staunch support.

## TAKING OFF From Transformation To Execution

Financial Year 2017 (FY2017) marked the beginning of a shift in gear for Prestariang to become the leading technology and talent player in Malaysia. We are effectively moving on from transformation to execution, from developing business platforms to creating business value, and from disrupting businesses to monetising services.

These past few years, we had transformed and restructured our business into two platforms, which are:

- **Technology**
  - SKIN
  - Software & Services
- **Talent**
  - EduCloud
  - University Malaysia of Computer Science and Engineering (UNIMY)
  - Training & Certification

Our transitioning posture is apparent across Prestariang and its people, with our financial performance firmly placed on a steep upward trajectory.

Our newest transformational businesses are taking off even as we prepare to move to a new and larger headquarters to accommodate the steady influx of diverse and digital-era talents. Our theme for this year's annual report "Taking Off" offers an apt description of developments within the Group.

It is noteworthy to point out that Group revenue reached RM219.5 million during the year in review, which exceeds the RM200 million mark for the first time. This significant jump in revenue coincided with the initial recognition of revenue for SKIN, the 15-year concession for Prestariang to develop, operate and maintain a new National Immigration Control System for the Immigration Department of Malaysia. The concession effective date is 11 April 2018.

EduCloud, which is our other transformational business, is a single services-based digital platform to support learning, engagement and innovation in education in Malaysia and ASEAN. In March 2018, EduCloud was launched by the Deputy Prime Minister in conjunction with the launch of JobMatching PTPTN.



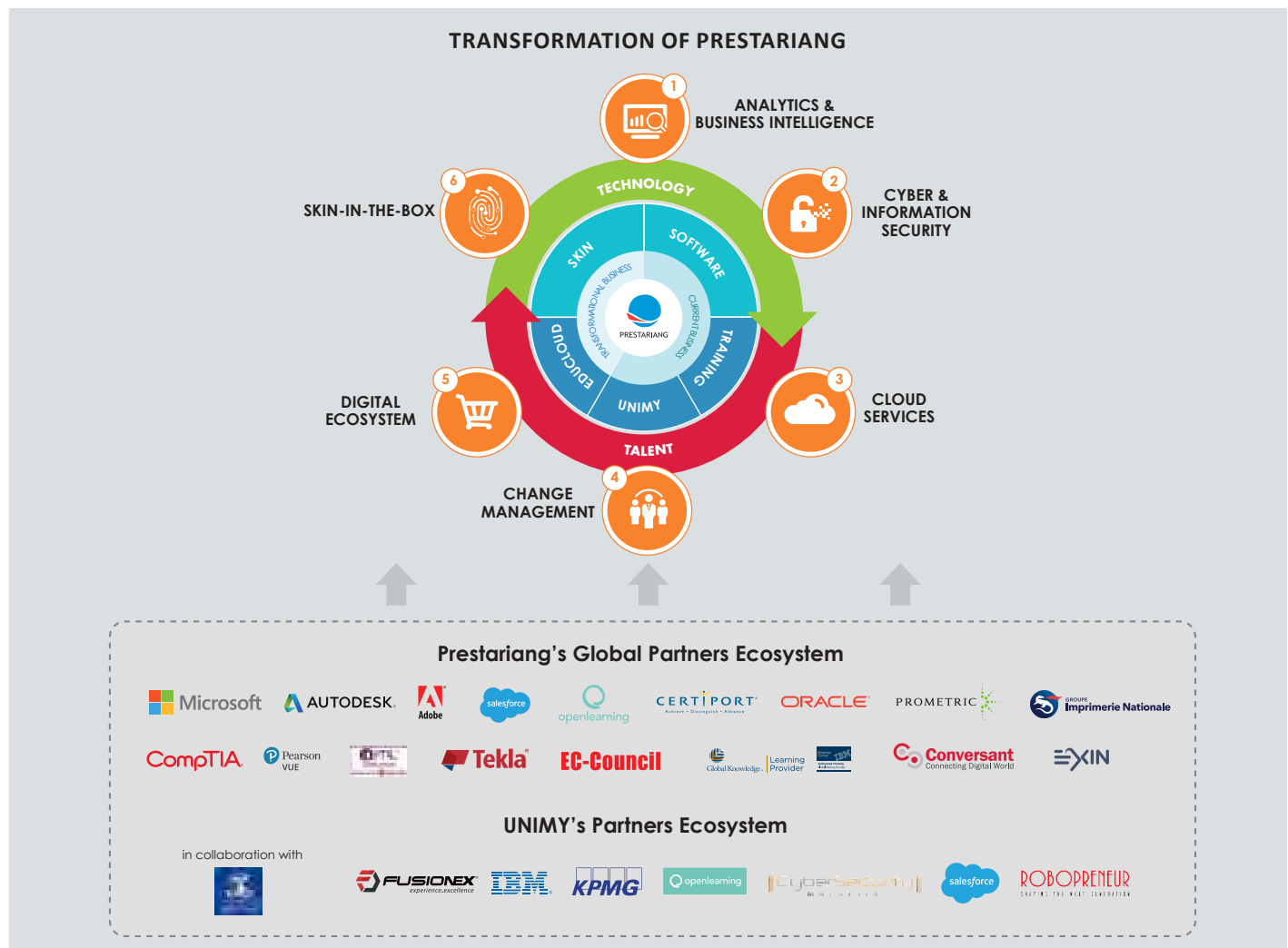
*The launch of JobMatching PTPTN would improve employment opportunities to boost the country's employment rate and economy.*

Jointly developed by Perbadanan Tabung Pendidikan Tinggi Nasional (PTPTN) and Prestariang, JobMatching PTPTN is a portal supported by EduCloud. These two business segments are dramatically changing Prestariang's stance in the marketplace to truly drive the future of businesses in the digital economy.

While SKIN provides a stable and guaranteed platform to achieve recurring income, EduCloud is our launch pad from which to capture future business and opportunities not only in education, but other sectors as well.

In concert with our existing segments of Software & Services, Training & Certification and UNIMY, both our transformational businesses will pave the way for the Group to develop new competencies in analytics and business intelligence, digital ecosystem, cyber and information security, cloud services, SKIN-in-a-Box and change management. Over the years, we have steadily built a stable of global technology partners and this has been a contributing factor in our successful efforts to secure major projects.

The following graphic illustrates our core competencies developed in tandem with our global partners:



**SKIN**  
**Platform For Stable Income And Development Of Digital Competencies**

By 2021, SKIN is expected to be Prestariang’s dominant segment of Group business, as presented in the Chairman’s Statement. We recognised the stage of completion, proportion of actual over total budgeted cost.

Over and above its future status as the major income earner, SKIN is poised to push us to the forefront in the development of digital technologies as well as digital talents.

During the year in review, we set out to source a diverse range of talents in order to harness and leverage on their different backgrounds, expertise and experience. Our approach to hiring is based on the principles of diversity and inclusiveness to harness the true potential of all our employees. We believe that this unique differentiation will drive innovation through intense and greater collaboration among ourselves.

As announced by the Company on 28 March 2017, Prestariang had entered into a Heads of Agreement (HOA) with Thales Communications & Security SAS and Thales Malaysia Sdn Bhd in respect of the proposed implementation of SKIN. Groupe Imprimerie Nationale (IN Group) acquired the identity management business from Thales Group on 12 May 2017.

On 5 December 2017, Prestariang Tech Services Sdn Bhd (PTECH), a wholly-owned subsidiary of the investment holding company, Prestariang Services Sdn Bhd which is in turn a subsidiary of Prestariang Berhad, as the main contractor for SKIN entered into a Memorandum of Agreement for the Development Period (MOA-DP) with IN Continu Et Services (INCS). INCS is a subsidiary of Imprimerie Nationale S.A., France and a member of Groupe Imprimerie Nationale (IN Group).


In terms of the project Development Period of 36 months, we will develop the system and applications including the deployment to all 274 sites.

Subsequent to the Development Period, we are tasked with operating and maintaining the system for a further 12 years with the terms of the CA, including technology upgrades or technology refresh.

It is pertinent to point out that the technologies to be developed include cloud computing, cyber and information security, analytics and business intelligence; competencies which are in high demand in the digital economy.


SKIN BENEFITS FOR MALAYSIA’S SECURED FUTURE

1




**Modernise the core applications and infrastructure** of the national immigration and border control system to address operational demands.

2




**Enhance the nation’s border security** and bring forth significant transformation on the border control system to address global threats.

3




**Improve immigration processes** to elevate efficiency and effectiveness in its policies, people, processes, operations and data accuracy.

4



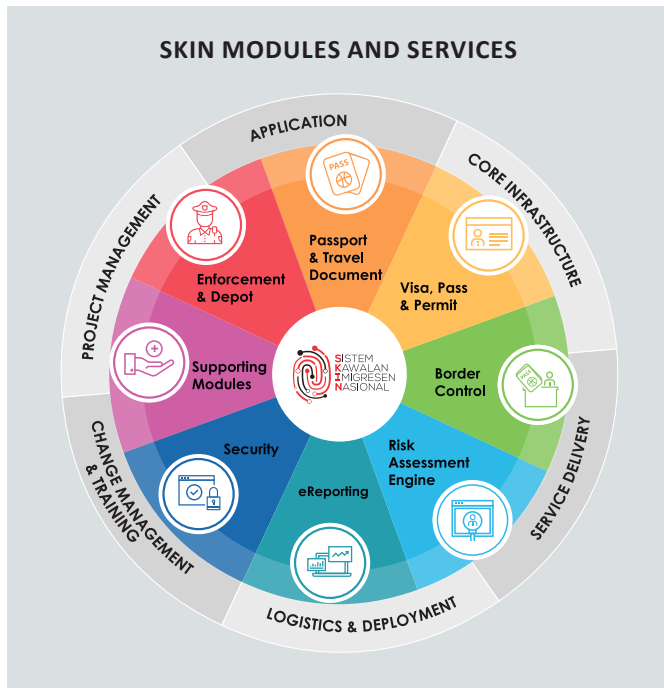
**Provide efficient services to businesses and communities** in management of foreign workers and talents, promotion of tourism and foreign investments.

5



**Develop new risk assessment capabilities** to ensure safety and support in combatting illegal cross-border activities including human trafficking, smuggling, terrorism financing and money laundering.

The SKIN Modules and Services are presented in the graphic below to ensure user acceptance, operational readiness at all times and governance with cyber security being a top priority.



## SOFTWARE & SERVICES

### Maintaining Robust Performance With Expanding Portfolio

Our core business of Software & Services has been a consistent performer since our listing, providing Prestariang with the support necessary to undertake our transformational journey through the last few years.

This segment continues to complement the Group's other businesses by developing and strengthening ties with some of the largest, established and prominent brands in software and related services. Today, we are Microsoft's largest partner in Malaysia as the sole Microsoft Licensing Solutions Provider for all Government Agencies in Malaysia and one of the strategic education partners for Adobe.

In the case of Microsoft, we have formed a trusted relationship as reflected by the repeated extension of our contracts to distribute its licences to the public and private sectors.

Prestariang System's three-year contract with the Ministry of Finance is now into its third cycle with Master Licensing Agreement (MLA) 3.0 beginning its tenure in February 2018. With the extension of contract under MLA 3.0, besides distributing and managing Microsoft products and solutions for all Government Agencies, we have also extended our services to new clients in the private sector, which include Institut Latihan Awam. Under the contract, we also provide our customers with additional value-added services such as product training and end-to-end support solutions.

During the year in review, we added another feather in our cap with a three-year contract to distribute the Adobe Creative Cloud Software and Services. Adobe is the world's most commonly-used suite of software for graphic and related design.

The segment recorded higher revenue of RM125.3 million in FY2017 (2016: RM117.2) and we are confident it will grow further in the years to come.

## EDUCLOUD

### Emergence Of The Digital Learning Era

Unlike SKIN, the value of EduCloud to the Group lies in its potential to tap future business opportunities in the digital realm. Akin to SKIN, the cloud-based integrated education and services digital engagement platform is also a vehicle to develop new digital technologies and digital talents.

EduCloud seeks to address changing trends in education by making it more accessible via the online delivery of learning and training, and job profiling and matching. In this way, it is also a convenient platform for lifelong learning.

As mentioned earlier, EduCloud has launched its first product, JobMatching PTPTN. Hosted on EduCloud, the portal provides job placement for PTPTN borrowers through a 'Place & Train' model. It includes job matching to industry requirements through talent profiling and a series of soft skills and communications training.

Following its launch, EduCloud will now start to engage in outreach to more than 2 million users at institutions of higher learning and the public sector. There are an estimated 1.3 million higher education students in Malaysia and an estimated 1 million civil servants who are registered with Prestariang via Microsoft's MLAs.

In this regard, Prestariang's acquisition of a 16.7% stake in OpenLearning Global Pte Ltd for RM16.1 million (AUD5 million), which was completed in February 2018, was an opening move to build a mass digital community for EduCloud.

The Australian-based online learning platform has an established presence in Malaysia and is used by 20 institutions of higher learning with a combined student population of more than 1 million. The engagement with students will be on constant and lifelong basis, giving users a digital lifestyle with access to a spectrum of services, education-wise or otherwise.

It is this captive market that makes EduCloud such a viable platform to monetise opportunities such as e-commerce. In this case, EduCloud offers a direct line to its users, turning them into prospective consumers for B2C ventures.

It is pertinent to point out that customer acquisition is often a costly, time-consuming effort and a key element that makes or breaks a business. EduCloud circumvents the need for any heavy investment in resources to develop its market, resulting in a much lower cost for customer acquisition.

In addition, EduCloud's built-in digital capabilities such as analytics enable B2C ventures to profile consumers in order to tailor products and services accordingly. They can also leverage on digital marketing instruments to communicate with the consumer base, whether it is through social media, downloadable apps or push/pull promotions.

For Prestariang, EduCloud is a channel to move beyond the Government to the mass consumer market. We are hopeful this will eventually create within the Group an enterprise culture anchored on constant and continuous innovation.

## UNIMY

The Group's efforts to reboot the University Malaysia of Computer Science and Engineering (UNIMY) during FY2017 has clearly paid off. Our overhaul of the university's brand image, curriculum and marketing direction has resulted in the enrolment of more than 300 new students.

The successful reboot is reflected in UNIMY's financial performance for the year in review, with revenue growing to RM6.2 million from RM2.6 million the year before.





At this stage, it is pertinent to point out that today's education landscape is increasingly leaning in favour of fluid competencies such as learning agility instead of the traditional focus on acquisition of knowledge and skills.

With this in mind, Prestariang is expanding UNIMY to offer a holistic value chain and provide lifelong learning opportunities to meet market needs in areas of rapid change. The emphasis is on producing adaptable students with the ability to negotiate the shifting demands of employment, particularly in dynamic industries that form the core of the digital economy.

In such cases, education can be delivered in short, relevant and effective packages rather than in the form of systematic learning of capabilities that could very well be rendered obsolete by the time the talent enters the workforce.

For this reason, we have decided to embed the Group's Training & Certification business into UNIMY and deliver it through EduCloud's online education platform. This also makes business sense as UNIMY's financial performance is gaining upward momentum at a time when returns from our Training & Certification business are on a downward slide. By offering training through UNIMY, we can reboot this business segment while also boosting the university's portfolio.

## TRAINING & CERTIFICATION

A key reason for the consolidation of Training & Certification into UNIMY is to address the needs of students, parents, the Government and employers. A common issue is education funding.

Prestariang has been a leading voice in advocating change in the way education and training are funded. We see positive signs that our efforts are beginning to pay off, with funding being extended to cover online as well as short learning programs.

It should be noted that funding agencies are realising that the odds of loan recovery are invariably higher from employed talents who pursue lifelong learning opportunities and enrol in training courses.

Given this positive development, our decision to offer training courses through UNIMY is to facilitate future funding possibilities for trainees since some funding agencies are only mandated to channel loans through institutions of higher learning.



We are confident that our efforts on this issue will rejuvenate the Group's Training & Certification segment, which has seen a gradual decline in revenue over the past few years and registering only RM10.0 million in FY2017 as compared with its peak of RM54.0 million in FY2013. Training & Certification is a high-margin business and the realignment of this segment will certainly drive future business growth.

## HEADING TOWARDS A PRODUCTIVE AND PROFITABLE FUTURE

Looking ahead, Prestariang has a promising future over the long term as we begin to realise and monetise the value created from our efforts to capitalise on digital disruption as well as disruption of our own business model.

In SKIN and our current businesses supported by EduCloud, we have the keys to unlock the technological, talent and business potential of tomorrow. With the launch of SKIN and EduCloud in the new financial year 2018, these are certainly exciting times for the Group and our people.

Strategic plans and growth can only take off by having a strong and skilled workforce. With these developments taking place within the Group, we are upping the ante to attract and more importantly, retain talents. To achieve our mission to drive the digital economy, we are leveraging on our branding as a robust Technology and Talent entity to uncover skills, attitudes and values.

As such, we are taking the steps necessary to create an elite, thriving and performance-driven talent pool within the Group. Ultimately, we will have the ability to connect the dots, with our link to UNIMY providing a source of graduates and talents that can address technology challenges and ensure the sustainability of our businesses.

## Special Feature

**UNIMY**

UNIVERSITY MALAYSIA  
OF COMPUTER SCIENCE  
& ENGINEERING

sets the benchmark in  
the Malaysian digital  
economy with  
**Big Data, Cyber Security  
& Coding.**



### BY 2020

Industry 4.0: Malaysia's workforce requirements

**20,000**

Data  
Professionals

**2,000**

Data  
Scientists

**11,000**

Creative  
Content Jobs

**15-20%**

Global Business  
Services  
Growth Each  
Year

Sources: ASEAN Data Analytics eXchange (ADAX),  
Malaysia Digital Economy Corporation (MDEC)

# THE DIGITAL TECHNOLOGY UNIVERSITY



“Changes in the industry are so rapid that the only way to survive is to be adaptive”

**DR. ABU HASAN ISMAIL**  
Founder

UNIMY equips graduates with the necessary competencies to excel in the digital economy. UNIMY's strengths lie in its ability to offer students professional certifications as part of its syllabus. Graduates will enter the career market with a minimum of two professional certificates, issued by globally acknowledged institutions which include CompTIA and EC-Council.

In terms of subjects offered, UNIMY's curriculum is flexible such that it can offer relevant courses, which are based on current trends and demands via its pool of elective courses.

Lecturers are encouraged to use and apply new technologies, software and hardware in classes so that students acquire the skills needed and gain first-hand experience of a live working environment.

Soft-skills are a necessity for nurturing well-rounded graduates. At UNIMY, students are exposed to the current movements in the IT world via dialogue sessions with key industry players, industry site visits and discussions on actual case studies.

Entrepreneurship is encouraged at UNIMY and opportunities are abound for students to start applying their skills by engaging potential real-world clients and develop solutions which not only fit the requirements of the problems but can be commercialised. The importance of this soft skill value-add as part of UNIMY's offerings, raises the bar of the calibre and professionalism of its students.

For further details, log on to [www.UNIMY.edu.my](http://www.UNIMY.edu.my)

## INDUSTRY COLLABORATION

In Collaboration With



### UNIMY Partners



### Prestariang Partners







## FACT SHEET UNIMY'S NEW CAMPUS CYBERVIEW 2@CYBERJAYA

- 4 storeys
- 230,965 Square Feet
- 3,000 Student Capacity
- 550 Car Park Bays
- State-of-the-art Classrooms
- Auditorium
- Laboratories
- Cafes



- The 1<sup>st</sup> ICT-focussed Digital Technology University in Malaysia via strategic collaboration with University of Melbourne.
- Strategic partnerships for industrial advisory and student internship placements: OpenLearning, Fusionex, KPMG, CyberSecurity Malaysia, IBM SalesForce and Robopreneur.
- Professional Certification & Training Courses offered through EduCloud's online education platform.
- UNIMY is consistent in ensuring its offerings are dynamic and in trend with the current environment. This is accomplished via periodic program reviews and audits, continual self-development programs for the lecturers and engagement with the industry.

## UNIMY PROFESSIONAL PROGRAMMES

### FOUNDATION

Foundation in Computing & Engineering

### DIPLOMA

Diploma in Internet and Computing Technology  
Diploma in Information Technology (Cyber Security)  
Diploma in Interactive and Digital Media  
Diploma in Information System (Business Computing)  
Diploma in Computer Science (Game Development)

### UNDERGRADUATE

Bachelor of Computer Science with Honours  
Bachelor of Software Engineering with Honours  
Bachelor of Engineering (Hons) in Computer Engineering  
Bachelor of Business Administration (Management Information Systems) (Honours)

### POST GRADUATE

Master in Computing  
Master in Science (Computer Science)  
Doctor in Philosophy (Computing)

### PROFESSIONAL CERTIFICATION & TRAINING

EC-Council and CompTIA professional certifications are embedded in the curriculum and are offered as part of elective courses for all third-year students only who are undertaking degree programs. The certifications assure that the students are industry ready upon graduation.

UNIMY graduates are at the forefront of the Digital Economy.

UNIMY's future-focussed concept offers new insights on the methods of teaching and learning to leverage on the demand for subject matter experts in the technology industry.

UNIMY graduates are flexible and adaptable. Their skill sets are not only suitable for IT-based domains but also extends beyond to other industries.

UNIMY graduates are fit for the future. The following new jobs are slated to increase within a short time frame.

- Software Engineering/Programming skills to unearth new technologies and programming languages.
- Database administrator/database developer with skills in Distributed NoSQL Databases.
- Data Scientist/Business Intelligence Analyst/Computer Scientist with Artificial Intelligence (AI) skills.

## STUDENT **EXPERIENCE**



**HAZEEM AHMAD**  
Computer Engineering

UNIMY is different and it makes me different. What sets me apart when I graduate is that I will receive two Professional and Accredited Certificates, from EC-Council and CompTIA. With UNIMY, I feel like I'm the best of the best. I have made the right choice!



**VIVEKDEEP SINGH**  
Software Engineering/UNIMY Overseas Internship Award Recipient  
-Digital Hollywood University, Tokyo, Japan

I have so far completed four certifications, two from CompTIA: Network Plus & Security Plus, Certified Ethical Hacking and InfoSys. My dream is to improve the programming level of Malaysian students. I want to share my knowledge by becoming a lecturer as educating the younger generation is important so that we can churn out better software engineers in the world.

### WHAT DO INDUSTRY EXPERTS SAY...

**ADAM IHSAN AMRAN**  
Co-Founder Creative Minds

Students did an excellent presentation for their Final Year project, very relevant to the industry. Good technical skills.



## UNIMY X R.AGE COLLABORATION

Eight Computer Science and Software Engineering students teamed up with R.AGE to revamp its website and develop a new mobile application. R.AGE is an international award-winning investigative journalism platform based in Malaysia, which specialises in shortform multimedia documentaries and cause-driven media campaigns.



### TRAILBLAZING 1.0 & 2.0

Trailblazing is an event organised by students for students. Featuring top executives from both local and international outfits including Celcom Axiata, OpenLearning.com, Prestariang Berhad, KPMG and SP Setia, it was a truly eye-opening affair for the students who were exposed to myriad experiences shared by these well-known personalities.



**100%**  
EMPLOYMENT RATE!

**The first batch of UNIMY students who graduated in 2018 achieved 100% employment rate.**

Going to university is a life-changing experience. A big part of the UNIMY experience immerses our students in actual world settings, be it organising student-led events, working with professional clients or providing solutions in authentic case studies. We also encourage all our students to be proactive and to engage in active learning by applying what they learn outside the classroom.



# ACTIVE **LEARNING**

In UNIMY, we encourage all students to actively participate in external competitions. Students benefit by utilising and testing their skills as well as applying what they have learnt. They gain immeasurable exposure either through participating or volunteering in such external programs by engaging with industry experts and students from other institutions.

## **DISRUPT-IT CHALLENGE**



Initiated and funded by Dr. Abu Hasan Ismail, The competition's goal is to encourage entrepreneurship in IT or tech-preneurs in proposing a tech-based "disruptiveness" project to support or enable increased affordability, sustainability and innovativeness among industries and communities alike.

## **KPMG INNOVATIVE CHALLENGE**



UNIMY students won the inaugural KPMG CyberSecurity Challenge 2017. This competition heightened awareness and further encouraged students to pursue careers as Cyber Security Professionals.

## **BFM: A.I FOR GOOD HACKATHON**



UNIMY students participated in the inaugural Hackathon, which was organised by an established local business station, BFM. Together with industry professionals who were invited to collaborate at this event, they pooled their resources to design and build artificial intelligence (AI)-enabled smart city applications for the community, with focus on the urban poor, disabled and homeless as well as non-governmental organisations that support these groups in Malaysia.

## **CIMB DATA SCIENCE CHALLENGE 2017**



UNIMY student Mohd Nazri Syah Bin Sani won fifth runner-up of the CIMB Data Science Challenge 2017 competition. This annual challenge is open to university students to test participants' application and knowledge of data preparation and data mining.

# **OVERSEAS INTERNSHIP**

The overseas internship award offers students more than just work experience; it also offers exposure to a multicultural environment that will challenge them to adapt personally and professionally. Students will be given the opportunity to travel to Japan, Europe, Australia or the United States of America where they will visit and intern with universities, industry leaders or both.



## **DIGITAL HOLLYWOOD UNIVERSITY, JAPAN**

Our debut batch of Overseas Internship Scholarship recipients interned with Digital Hollywood University (DHU) in Tokyo. They gained a lot of knowledge in gaming development and production. They were exposed to backend programming in anime production and were also involved in an actual product development.

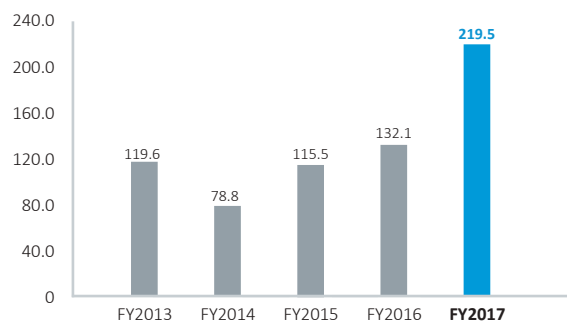


## **UNIVERSITY OF MELBOURNE, AUSTRALIA**

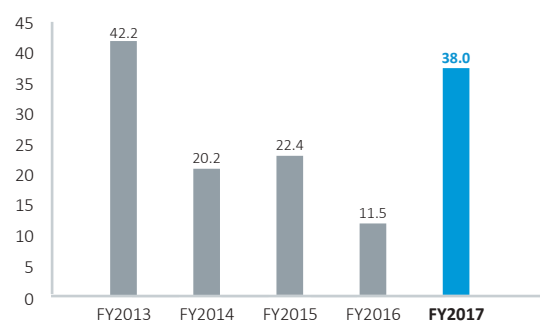
A group of nine students spent three weeks interning at University of Melbourne, Australia. Besides experiencing new learning environments, they also got involved in several student social engagements during their time there.

# Financial **HIGHLIGHTS** (RM Million)

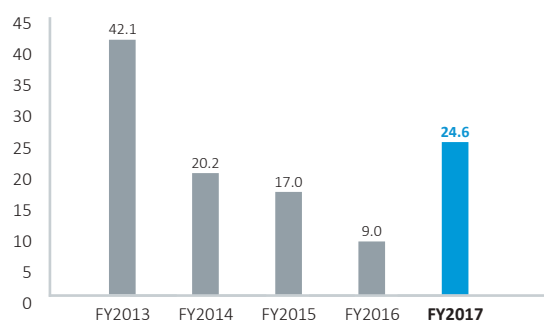
## Revenue



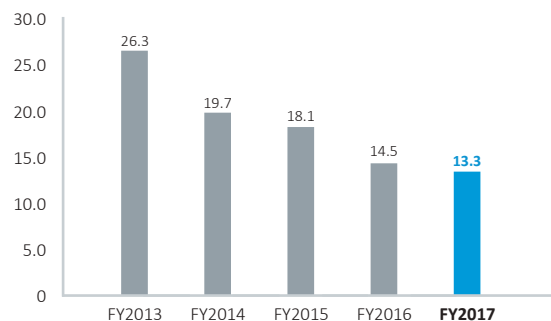
## Profit Before Tax



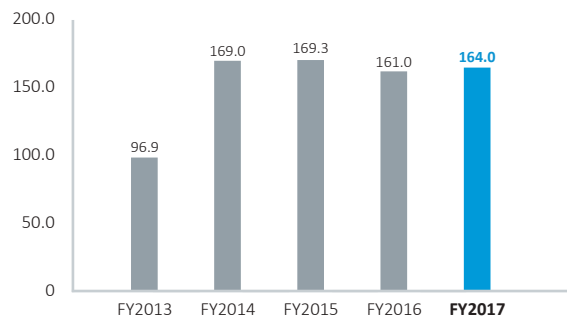
## Profit After Tax



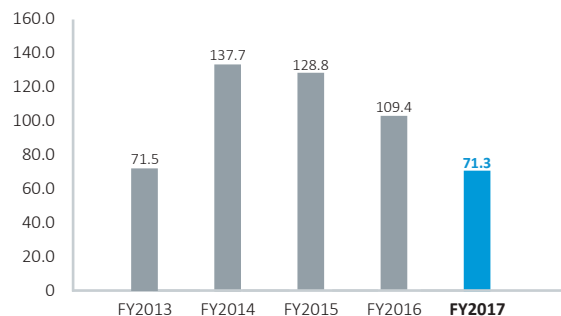
## Dividend Payout



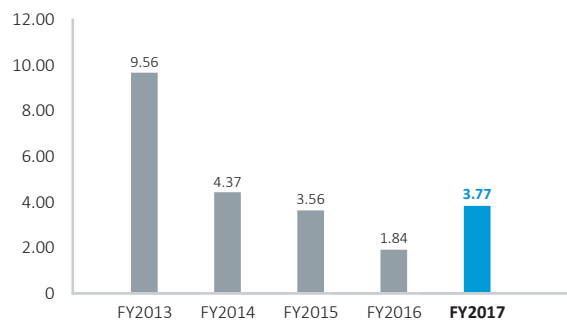
## Shareholders' Funds



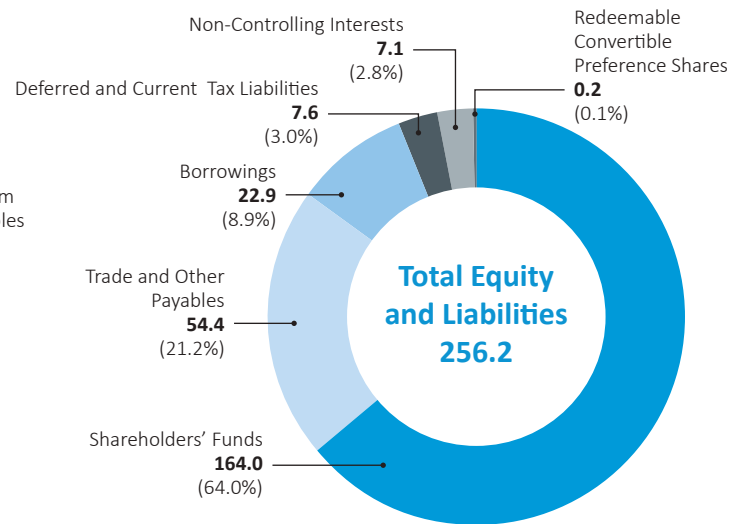
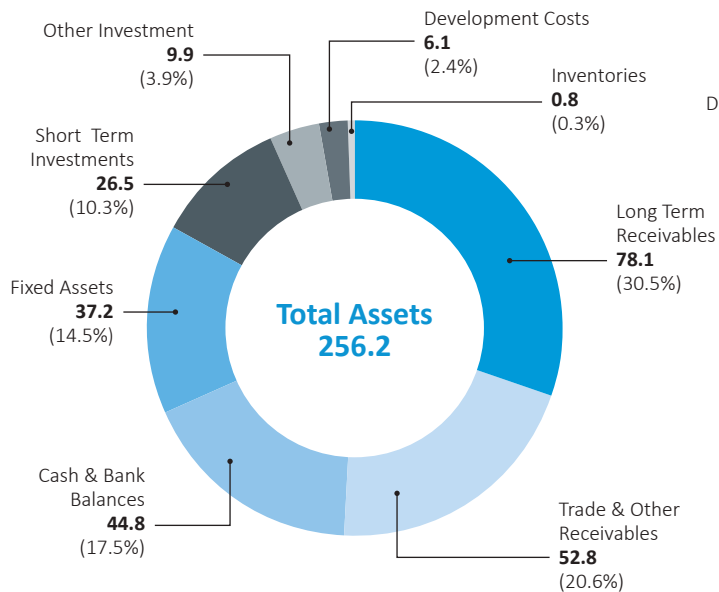
## Cash & Bank Balance and Short Term Investment



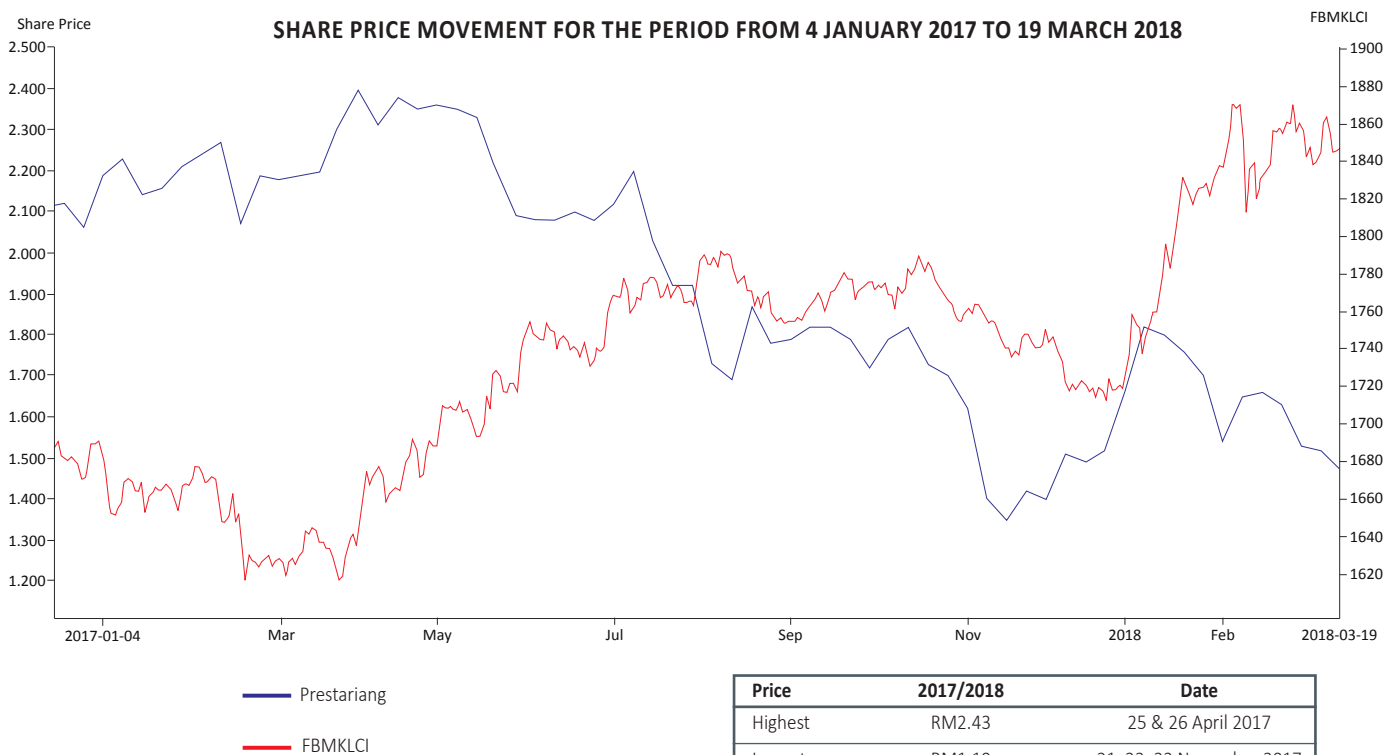
## Earnings Per Share (sen)



## Financial POSITION (RM Million)



## Share Performance CHART



(Source: ShareInvestor)

Average daily volume traded within the period: **700,000** shares.

17 April 2018	16 May 2018	22 May 2017
<ul style="list-style-type: none"> <li>• Notice of the 8<sup>th</sup> Annual General Meeting</li> <li>• Issuance of 2017 Annual Report to Shareholders</li> </ul>	<b>8<sup>th</sup> Annual General Meeting</b>	<b>7<sup>th</sup> Annual General Meeting</b>

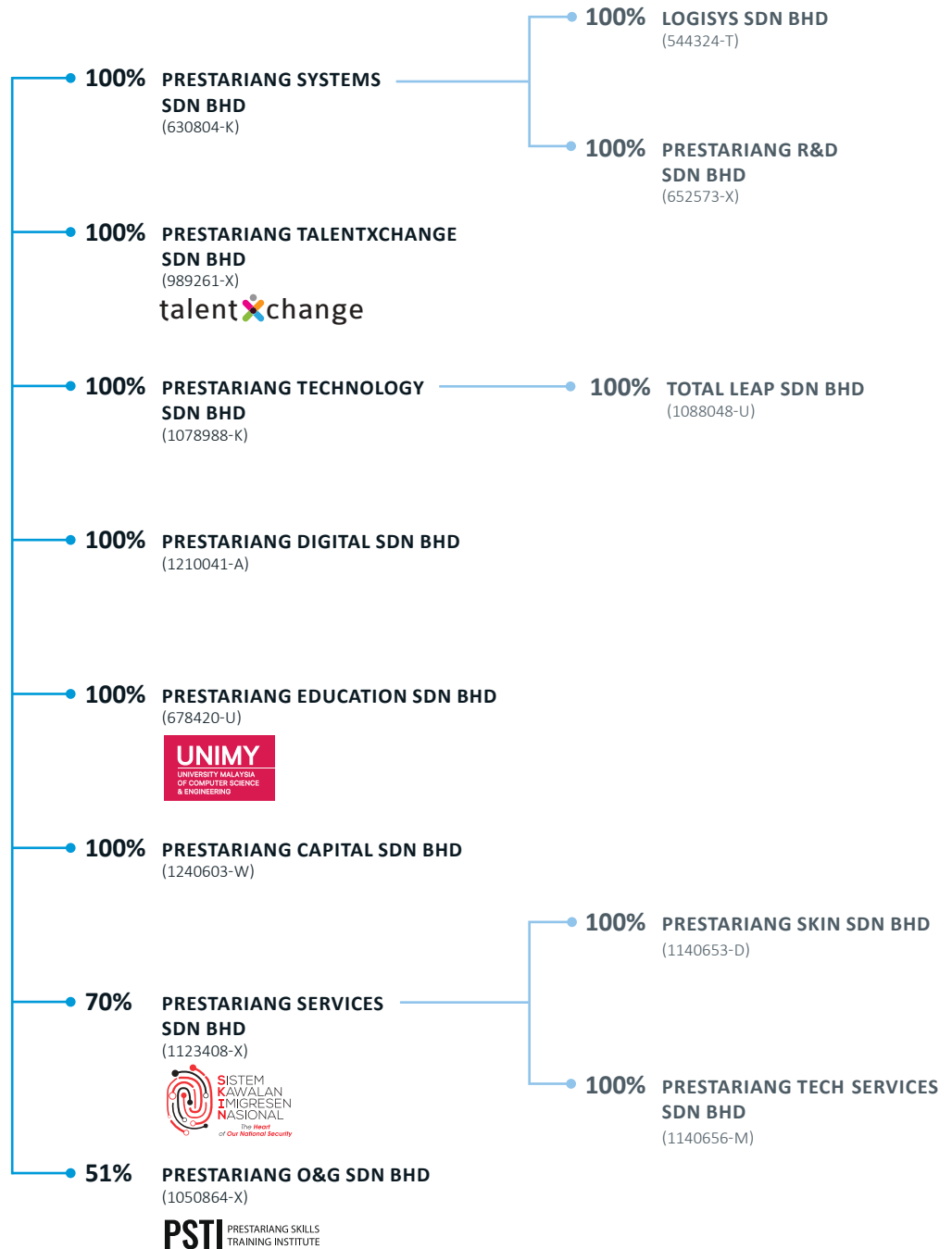
## BOARD OF DIRECTORS' MEETINGS

2018	2017		
27 February	14 December	23 November	24 August
<b>Board of Directors' Meeting</b> Unaudited consolidated fourth quarter results ended 31 December 2017.	<b>Special Board of Directors' Meeting</b>	<b>Board of Directors' Meeting</b> Unaudited consolidated third quarter results ended 30 September 2017.	<b>Board of Directors' Meeting</b> Unaudited consolidated second quarter results ended 30 June 2017.

2017			
10 July	22 May	22 February	17 January
<b>Special Board of Directors' Meeting</b>	<b>Board of Directors' Meeting</b> Unaudited consolidated first quarter results ended 31 March 2017.	<b>Board of Directors' Meeting</b> Unaudited consolidated fourth quarter results ended 31 December 2016.	<b>Special Board of Directors' Meeting</b>

## DIVIDENDS

2018	2017			
27 February	23 November	24 August	22 May	22 February
<p>Declaration of Interim Dividend of 0.50 sen for the financial year ended 31 December 2017.</p> <p><b>Announcement Date</b> 27 February 2018</p> <p><b>Entitlement Date</b> 14 March 2018</p> <p><b>Payment Date</b> 5 April 2018</p>	<p>Declaration of Interim Dividend of 0.50 sen for the financial year ended 31 December 2017.</p> <p><b>Announcement Date</b> 23 November 2017</p> <p><b>Entitlement Date</b> 11 December 2017</p> <p><b>Payment Date</b> 5 January 2018</p>	<p>Declaration of Interim Dividend of 1.00 sen for the financial year ended 31 December 2017.</p> <p><b>Announcement Date</b> 24 August 2017</p> <p><b>Entitlement Date</b> 12 September 2017</p> <p><b>Payment Date</b> 20 September 2017</p>	<p>Declaration of Interim Dividend of 0.75 sen for the financial year ended 31 December 2017.</p> <p><b>Announcement Date</b> 22 May 2017</p> <p><b>Entitlement Date</b> 7 June 2017</p> <p><b>Payment Date</b> 21 June 2017</p>	<p>Declaration of Interim Dividend of 0.75 sen for the financial year ended 31 December 2016.</p> <p><b>Announcement Date</b> 22 February 2017</p> <p><b>Entitlement Date</b> 9 March 2017</p> <p><b>Payment Date</b> 21 March 2017</p>



## BOARD OF DIRECTORS

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### **Dato' Mohamed Yunus Ramli Bin Abbas**

Independent Non-Executive Chairman

### **Dr. Abu Hasan Bin Ismail**

President/Group CEO

Non-Independent Executive Director

### **Dato' Maznah Binti Abdul Jalil**

Senior Independent Non-Executive Director

### **Paul Chan Wan Siew**

Independent Non-Executive Director

### **Ramanathan A/L Sathiamutty**

Independent Non-Executive Director

### **Nik Amlizan Binti Mohamed**

Non-Independent Non-Executive Director

## BOARD COMMITTEES

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### **Audit Committee**

Paul Chan Wan Siew (Chairman)

Dato' Maznah Binti Abdul Jalil

Ramanathan A/L Sathiamutty

### **Nomination Committee**

Dato' Maznah Binti Abdul Jalil (Chairperson)

Paul Chan Wan Siew

Nik Amlizan Binti Mohamed

### **Remuneration Committee**

Ramanathan A/L Sathiamutty (Chairman)

Paul Chan Wan Siew

Dato' Maznah Binti Abdul Jalil

### **Risk Management Committee**

Ramanathan A/L Sathiamutty (Chairman)

Paul Chan Wan Siew

Dr. Abu Hasan Bin Ismail

## Finance and Investment Committee

Dato' Maznah Binti Abdul Jalil (Chairperson)

Paul Chan Wan Siew

Dr. Abu Hasan Bin Ismail

Nik Amlizan Binti Mohamed

## Tender Committee

Ramanathan A/L Sathiamutty (Chairman)

Paul Chan Wan Siew

Dr. Abu Hasan Bin Ismail

Raja Azmi Bin Adam Nadarajan

Abdul Razak Bin Bakrun

## COMPANY SECRETARIES

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### **Chua Siew Chuan**

(MAICSA 0777689)

### **Lim Lih Chau**

(LS 0010105)

## HEAD OFFICE

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70-73, NeoCyber

Lingkar Cyber Point Barat

63000 Cyberjaya

Selangor Darul Ehsan

Tel : +603 8314 8400

Fax : +603 8318 9280

Website: [www.prestariang.com.my](http://www.prestariang.com.my)

## REGISTERED OFFICE

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Level 7, Menara Milenium

Jalan Damanlela

Pusat Bandar Damansara

Damansara Heights

50490 Kuala Lumpur

Tel : +603 2084 9000

Fax : +603 2094 9940

## PRINCIPAL BANKERS

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**Ambank Islamic Bank Bhd**

**CIMB Islamic Bank Bhd**

## STOCK EXCHANGE LISTING

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Main Market,

Bursa Malaysia Securities Berhad

## INVESTOR RELATIONS

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**RAPR Mileage Communications Sdn Bhd**

E-mail: [ir@prestariang.com.my](mailto:ir@prestariang.com.my)

## EXTERNAL AUDITORS

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**Messrs. Crowe Horwath (AF 1018)**

Level 16, Tower C, Megan Avenue II

12, Jalan Yap Kwan Seng

50450 Kuala Lumpur

## INTERNAL AUDITORS

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**KPMG Management and Risk Consulting Sdn Bhd**

Level 10, KPMG Tower

No. 8, First Avenue

47800 Petaling Jaya

Selangor Darul Ehsan

## SOLICITORS

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**Messrs. Albar & Partners**

6<sup>th</sup> Floor, Faber Imperial Court

Jalan Sultan Ismail

50250 Kuala Lumpur

## SHARE REGISTRAR

---

**Symphony Share Registrars Sdn Bhd**

Level 6, Symphony House

Pusat Dagangan Dana 1, Jalan PJU 1A/46

47301 Petaling Jaya

Selangor Darul Ehsan

Tel : +603 7841 0000

Fax : +603 7841 8151





*Left to right*

**Dato' Mohamed Yunus Ramli Bin Abbas**  
(Chairman, Independent Non-Executive Director)

**Dr. Abu Hasan Bin Ismail**  
(President/Group CEO, Non-Independent Executive Director)

**Dato' Maznah Binti Abdul Jalil**  
(Senior Independent Non-Executive Director)

**Paul Chan Wan Siew**  
(Independent Non-Executive Director)

**Ramanathan A/L Sathiamutty**  
(Independent Non-Executive Director)

**Nik Amlizan Binti Mohamed**  
(Non-Independent Non-Executive Director)

Board of **DIRECTORS' PROFILE**



**DATO' MOHAMED YUNUS RAMLI BIN ABBAS**

Independent Non-Executive Chairman

<b>Nationality</b>	Malaysian
<b>Age/Gender</b>	70/Male
<b>Date of Appointment</b>	18 November 2010
<b>Length of Tenure as Director</b>	8 years

**MEMBERSHIP OF BOARD COMMITTEES**

None

**QUALIFICATIONS**

- Bachelor of Economics from University of Malaya.
- Master of Business Administration from Nova Southeastern University, Fort Lauderdale, Florida, United States of America (USA).
- Attended the Executive Program in Business Management from University of Michigan, USA.
- Doctorate of Management UNIMAP (Honorary).

**MEMBERSHIP OF ASSOCIATIONS**

- Chairman of the Board of Governors, University Malaysia of Computer Science & Engineering (UNIMY).

**WORKING EXPERIENCE AND OCCUPATION**

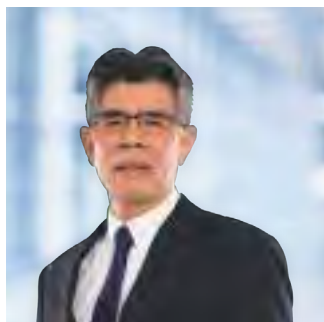
- |              |   |
|--------------|---|
| 2006-Present | - Established NuSuara Technologies Sdn Bhd, Executive Director of NuSuara Technologies Sdn Bhd.                                     |
| 2003-2005    | - Appointed by the Ministry of Education as the Chairman of the Board of Directors of Universiti Malaysia Perlis (UNIMAP).          |
| 2002-2005    | - Chief Executive Officer, Celcom (Malaysia) Berhad.  |
| 2002         | - Chief Executive Officer, Encorp Group.  |
| 1996-2001    | - Country Manager for Motorola Malaysia.  |
| 1989-1995    | - Vice President at Motorola Inc in Florida, USA.   |
| 1980-1985    | - Director of Training and Development for Motorola Asia Pacific.   |
| 1978-1980    | - Started his career at Motorola in Penang and was subsequently appointed as the Director of Human Resource of Motorola South Asia. |

**DIRECTORSHIPS OF OTHER PUBLIC COMPANIES AND LISTED ISSUERS**

None

**NO. OF BOARD MEETINGS ATTENDED FOR THE FINANCIAL YEAR**

7/7

**DR. ABU HASAN BIN ISMAIL**

President/Group CEO  
Non-Independent Executive Director

<b>Nationality</b>	Malaysian
<b>Age/Gender</b>	57/Male
<b>Date of Appointment</b>	18 November 2010
<b>Length of Tenure as Director</b>	8 years

**MEMBERSHIP OF BOARD COMMITTEES**

- Member of the Risk Management Committee, Finance and Investment Committee and Tender Committee.

**QUALIFICATIONS**

- Diploma in Architecture from Universiti Teknologi Malaysia (UTM).
- Bachelor of Science (BSc) and Bachelor of Architecture (BArch) from the University of Strathclyde, Glasgow.
- Master of Philosophy (MPhil) and Doctor of Philosophy (PhD) from the University of Sheffield, UK.

**MEMBERSHIP OF ASSOCIATIONS**

- International Advisory Board of Computer Trade Industry Association (CompTIA) based in the USA.
- Council member at Taylor's University.
- Advisory Panel for International Business School (IBS) in Universiti Teknologi Malaysia (UTM).
- Adjunct Professor at Universiti Teknologi Malaysia and Universiti Sultan Zainal Abidin.
- Visiting Professor at Universiti Teknologi MARA.
- Member of the Board of Governors, University Malaysia of Computer Science & Engineering (UNIMY).

**WORKING EXPERIENCE AND OCCUPATION**

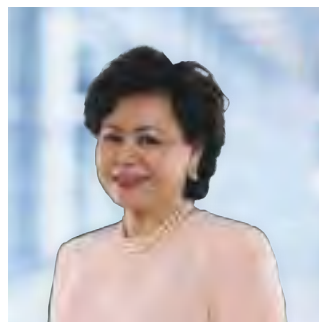
- Founder and President/Group CEO of Prestariang Berhad
- 2015-Present - Appointed into the CEO faculty program by the Ministry of Education, Malaysia under the Malaysian Higher Education Blueprint.
- 2003-Present - Since the inception of Prestariang in 2003, he has overseen the financial and strategic growth of the Company and has formed successful partnerships with global ICT organisations, which include Microsoft, Autodesk, IBM, Oracle, CompTIA, Certiport, Prometric, ASIC and others.
- Listed the Company on the Main Market of Bursa Malaysia on 27 July 2011.
- 2000-2002 - Joined FSBM Holdings Bhd. Appointed as Executive Director.
- 1997-2000 - One of the founders of the Multimedia University. Appointed as the Professor and Dean at the newly created Faculty of Creative Multimedia.

**DIRECTORSHIPS OF OTHER PUBLIC COMPANIES AND LISTED ISSUERS**

Institute Sultan Iskandar of Urban Habitat and High Rise, and Yayasan Universiti Malaysia.

**NO. OF BOARD MEETINGS ATTENDED FOR THE FINANCIAL YEAR**

7/7

**DATO' MAZNAH  
BINTI ABDUL JALIL**

Senior Independent Non-Executive Director

<b>Nationality</b>	Malaysian
<b>Age/Gender</b>	65/Female
<b>Date of Appointment</b>	02 July 2012
<b>Length of Tenure as Director</b>	6 years

**MEMBERSHIP OF BOARD COMMITTEES**

- Chairman of the Finance and Investment Committee and Nomination Committee.
- Member of the Audit Committee and Remuneration Committee.

**QUALIFICATIONS**

- Bachelor of Science (BSc) and Masters Degree in Business Administration (Finance) from the Northern Illinois University, USA and the Central Michigan University, USA respectively.

**MEMBERSHIP OF ASSOCIATIONS**

- Trustee of Malaysian Aids Foundation.
- Life Member of the Women's Institute of Management.
- Member of Asian Strategy and Leadership Institute (ASLI) and Member of Corporate Malaysian Roundtable, ASLI.
- Member of the Board of Governors, University Malaysia of Computer Science & Engineering (UNIMY).

**WORKING EXPERIENCE AND OCCUPATION**

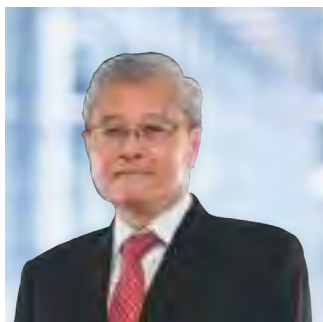
- 2012-Present - Director, Sona Petroleum Berhad.
- 2011-Present - Chairman of SCS Global Advisory (M) Sdn Bhd. (formerly known as Moore Stephens AC Advisory Sdn Bhd)
- 2009-2011 - Appointed as Executive Vice President, Corporate Finance Advisory at Kenanga Investment Bank Berhad.
- 2007-2008 - Appointed as Head, Corporate Finance and Principal Investment at Hong Leong Financial Group Berhad.
- 2006-2007 - Appointed to the board of United Overseas Bank Berhad.
- 1997 - Joined HICOM Holdings Berhad as Vice President and was elected to the board of DRB-HICOM Berhad. She was also appointed to the boards of the various subsidiaries and associated companies of DRB-HICOM till 2006.
- 1992-1995 - Appointed as Executive Director of Corporate Affairs at Master Carriage (M) Sdn Bhd.
- 1979-1992 - Joined Amanah Merchant Bank Berhad and served as the Manager of Corporate Finance & Advisory.

**DIRECTORSHIPS OF OTHER PUBLIC COMPANIES AND LISTED ISSUERS**

Pavillion Real Estate Investment Trust, Sona Petroleum Berhad (in liquidation) and Malaysia Aids Foundation.

**NO. OF BOARD MEETINGS ATTENDED FOR THE FINANCIAL YEAR**

7/7



**PAUL CHAN WAN SIEW**

Independent Non-Executive Director

<b>Nationality</b>	Malaysian
<b>Age/Gender</b>	67/Male
<b>Date of Appointment</b>	18 November 2010
<b>Length of Tenure as Director</b>	8 years

**MEMBERSHIP OF BOARD COMMITTEES**

- Chairman of the Audit Committee.
- Member of the Nomination Committee, Risk Management Committee, Remuneration Committee, the Finance and Investment Committee and Tender Committee.

**QUALIFICATIONS**

- Chartered Accountant, Malaysian Institute of Accountants (MIA).
- Chartered Certified Accountant, Association of Chartered Certified Accountants (UK).
- Chartered Secretary, Institute of Chartered Secretaries and Administrators (UK).
- Certified Practising Accountant, CPA Australia.
- Certified Financial Planner and Chartered Financial Consultant (USA).

**MEMBERSHIP OF ASSOCIATIONS**

- Chartered Accountant, Malaysian Institute of Accountants.
- Fellow Member, Association of Chartered Certified Accountants (UK).
- Fellow Member, Institute of Chartered Secretaries and Administrators (UK).
- Fellow Member, CPA Australia.
- Founding Board Member and President, Malaysian Alliance of Corporate Directors (MACD).
- NACD Governance Fellow, National Association of Corporate Directors, USA.
- NACD Board Leadership Fellow, National Association of Corporate Directors, USA.
- Vice President I, Federation of Public Listed Companies (FPLC).
- Founding & Executive Committee Member, Global Network of Director Institutes (GNDI).
- IIRC Ambassador, International Integrated Reporting Council, UK.

**WORKING EXPERIENCE AND OCCUPATION**

- 2013-2016 - Appointed to the Board of Prudential Assurance Malaysia Berhad.
- 2012-2013 - Appointed to the Board of Melewar Industrial Group Berhad; Chairman of Risk Management Committee.
- 2011-2015 - Appointed to the Board of Integrax Berhad; Senior Independent Director, Chairman of Audit Committee.
- 2008-Present - Appointed to the Board of Luxchem Corporation Berhad; Senior Independent Director, Chairman of Nomination Committee.
- 2007-Present - President of Business Transitions Asia Sdn Bhd.
- 2004-2012 - Appointed to the Board of Mycron Steel Berhad; Chairman of Risk Management Committee.
- 1975-Present - Professional and business experience spans four decades in accounting, auditing, corporate, financial and business advisory services.

**DIRECTORSHIPS OF OTHER PUBLIC COMPANIES AND LISTED ISSUERS**

Luxchem Corporation Berhad, Federation of Public Listed Companies Berhad and Malaysian Alliance of Corporate Directors.

**NO. OF BOARD MEETINGS ATTENDED FOR THE FINANCIAL YEAR**

7/7



**RAMANATHAN  
A/L SATHIAMUTTI**

Independent Non-Executive Director

<b>Nationality</b>	Malaysian
<b>Age/Gender</b>	54/Male
<b>Date of Appointment</b>	16 April 2014
<b>Length of Tenure as Director</b>	4 years

**MEMBERSHIP OF BOARD COMMITTEES**

- Chairman of the Risk Management Committee, Remuneration Committee and Tender Committee.
- Member of the Audit Committee.

**QUALIFICATIONS**

- Bachelor of Engineering (Hons) Degree in Electrical & Electronic Engineering from University Kebangsaan Malaysia.
- Master of Business Administration (MBA) from Universiti Putra Malaysia.
- Executive Management Program from the Harvard Business School and INSEAD.

**MEMBERSHIP OF ASSOCIATIONS**

- Member of the advisory boards at INTI College, Universiti Putra Malaysia's Computer Science and Information Technology Faculty and University Tenaga Nasional's International Advisory Council.
- Member of the Board of Governors, University Malaysia of Computer Science & Engineering.
- Adjunct professor at Taylor's University.
- Non Executive Director at Universiti Kebangsaan Malaysia.

**WORKING EXPERIENCE AND OCCUPATION**

- 2014-Present - He is currently the Chief Transformation Officer at Celcom Axiata Berhad.
- 1988-2013 - Began his career as a system engineer at IBM Corporation Malaysia and was subsequently appointed as the Managing Director for IBM Malaysia in January 2010. His career at IBM spanned 24 years and he was involved in the telecommunications, utilities, media and entertainment sectors.
- Throughout his tenure at IBM, he managed the venture capital portfolio, where he was based in Japan. He also led a team to develop strategies on software acquisitions in the USA and served as the project executive for delivery at one of the largest telecommunications companies in India.
  - He subsequently took on assignments in Korea as part of IBM Korea's senior leadership team after which he went to Singapore to be part of the ASEAN leadership team.
  - He is a sought after speaker and was engaged to speak at the ASEAN Leadership Exchange, 9<sup>th</sup> ASLI Leadership Forum and the 16<sup>th</sup> Malaysian Banking Summit.

**DIRECTORSHIPS OF OTHER PUBLIC COMPANIES AND LISTED ISSUERS**

None

**NO. OF BOARD MEETINGS ATTENDED FOR THE FINANCIAL YEAR**

7/7

**NIK AMLIZAN BINTI MOHAMED**

Non-Independent Non-Executive Director

<b>Nationality</b>	Malaysian
<b>Age/Gender</b>	50/Female
<b>Date of Appointment</b>	25 February 2016
<b>Length of Tenure as Director</b>	2 years

**MEMBERSHIP OF BOARD COMMITTEES**

- Member of the Nomination Committee and Finance and Investment Committee.

**QUALIFICATIONS**

- Bachelor's Degree in Economics/Accounting from Claremont McKenna College, USA.

**MEMBERSHIP OF ASSOCIATIONS**

- The Malaysian Institute of Integrity

**WORKING EXPERIENCE AND OCCUPATION**

- Has over 20 years of experience in the fund management industry.
- Currently sits on the Board of Directors for Prima Ekuiti (UK) Limited, a wholly owned subsidiary of KWAP. She is also a Director of i-VCap Management Sdn. Bhd and Harta Integra Berkas Sdn Bhd. She is an Investment Committee Member of Metropolitan Retail JV (Jersey) Unit Trust

2007-Present - Assumed her current role as the Chief Investment Officer of Kumpulan Wang Persaraan (Diperbadankan) (KWAP) in September 2014. Prior to the appointment, she was the Senior Director/Head of Equity, a position she held since joining KWAP in 2007. Her current responsibilities include developing and overseeing investment functions for KWAP namely creation and implementation of investment organisation, policies and procedures, performance matrix, recruitment of staff, selection of External Fund Managers, development of asset allocation models and formulating KWAP Fund Investment Strategies across all asset classes.

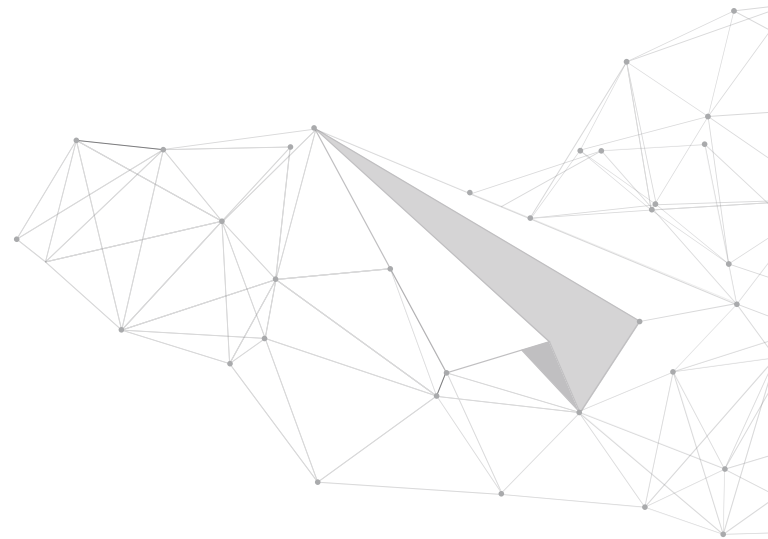
1991-2007 - Started her career in the fund management industry when she joined BBMB Unit Trust Management Sdn Bhd after a two-year stint with Georgiou Incorporated, San Francisco, California, USA. Her last position before she joined KWAP in 2007 was General Manager/Head of Equity (Syariah/Ethical) at RHB Asset Management Sdn. Bhd. She served as Head of Investment Research/Senior Portfolio Manager at Maybank Investment Sdn Bhd until 2001.

**DIRECTORSHIPS OF OTHER PUBLIC COMPANIES AND LISTED ISSUERS**

None

**NO. OF BOARD MEETINGS ATTENDED FOR THE FINANCIAL YEAR**

7/7

**Notes:**

- Except for Dr. Abu Hasan Bin Ismail whose spouse and sibling are also substantial shareholders of the Company, none of the Directors has any family relationship with each other or with any substantial shareholders of the Company and does not have any conflict of interest with the company.
- None of the Directors has any conviction for offences, other than traffic offences, within the past 5 years.
- Except as disclosed above, none of the Directors holds any directorship in other public companies and listed issuer.
- The Directors' holdings in shares of the Company are disclosed in the Analysis of Shareholdings section of this Annual Report.
- None of the Directors has any public sanction or penalty imposed by the relevant regulatory bodies during the financial year.

# Senior **MANAGEMENT PROFILE**

## **DR. ABU HASAN BIN ISMAIL**

President/Group CEO

Non-Independent Executive Director

**Nationality** : Malaysian

**Age/Gender** : 57/Male

*Note:*

*Please refer to page 33 for Dr. Abu Hasan Bin Ismail's complete profile.*

## **RAJA AZMI BIN ADAM NADARAJAN**

Chief Executive Officer,

Technology Division & Prestariang SKIN Sdn Bhd

**Nationality** : Malaysian

**Age/Gender** : 46/Male

**DATE OF APPOINTMENT:** March 2017

### **QUALIFICATIONS**

- BE (Hons) Electrical Engineering, Universiti Teknologi Malaysia.
- Diploma Electrical Engineering, Universiti Teknologi Malaysia.

### **WORKING EXPERIENCE AND OCCUPATION**

2013-2016	- Lead Business Consultant & Advisor Prestariang Berhad
2010-2013	- Chief Operating Officer & Sales SVP Prestariang Berhad
2008-2010	- Services Sales Director (Services Executive) Microsoft Malaysia
2005-2007	- Industry Partner Account Manager Microsoft Malaysia
2003-2005	- Country Manager ADC KRONE Pte Ltd
2001-2003	- Senior Account & Technical Specialist 3M
1999-2001	- Project Manager SPS Corporation Sdn Bhd
1997-1999	- Field Engineer Maxis Sdn Bhd

### **DIRECTORSHIP IN PUBLIC COMPANIES AND LISTED ISSUERS**

Yayasan Universiti Malaysia

## **SYED FARAD HELMY ALHUSAINI**

Chief Executive Officer

Prestariang Digital Sdn Bhd

**Nationality** : Malaysian

**Age/Gender** : 42/Male

**DATE OF APPOINTMENT:** May 2017

### **QUALIFICATIONS**

- American Degree Program: Bachelor of Science in Management Information Systems (MIS).

### **WORKING EXPERIENCE AND OCCUPATION**

2013-2017	- Partner and Managing Director Information Broadcasting Network Sdn Bhd
2012-2013	- Vice President, Special Innovation Unit Prime Minister's Office, Government of Malaysia
2007-2011	- Education Lead/Director Microsoft Knowledge Capital Centre Sdn Bhd
2004-2007	- Academic Program Manager/Business Development Manager Microsoft Knowledge Capital Centre Sdn Bhd
2001-2003	- Strategic Account Manager, Education Apple Malaysia Sdn Bhd
2000-2001	- Account Executive, Creative Markets Apple Malaysia Sdn Bhd

### **DIRECTORSHIP IN PUBLIC COMPANIES AND LISTED ISSUERS**

Yayasan Universiti Malaysia

## ABDUL RAZAK BIN BAKRUN

Chief Financial Officer

**Nationality** : Malaysian

**Age/Gender** : 50/Male

**DATE OF APPOINTMENT:** May 2012

### QUALIFICATIONS

- Bachelor Degree in Accountancy (Hons), Universiti Malaya.
- A member of Malaysian Institute of Accountants (CA 22605).

### WORKING EXPERIENCE AND OCCUPATION

- 2007-2012 - General Manager Finance  
Faber Mediserve Sdn Bhd
- 2004-2007 - Head of Finance & Account  
Healthronics (M) Sdn Bhd
- 2001-2004 - Senior Manager, Finance  
Faber Mediserve Sdn Bhd
- 2000-2001 - Manager, Business Development  
Renong Berhad
- 1999-2000 - Manager, President's Office  
Renong Group, Expressway Division
- 1997-1999 - Manager, Finance  
Kinta Kellas PLC
- 1993-1997 - Renong Management Trainee Scheme (RMTS)

### DIRECTORSHIP IN PUBLIC COMPANIES AND LISTED ISSUERS

NIL

## HAFIZA ANOM BINTI ABDUL HAMID

Group Director of Sales and Marketing

**Nationality** : Malaysian

**Age/Gender** : 41/Female

**DATE OF APPOINTMENT:** February 2015

### QUALIFICATIONS

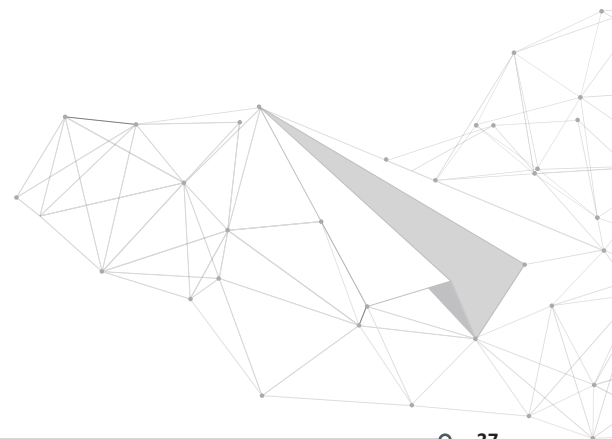
- B.Sc. (Honours) Degree in Computing, University of Portsmouth, UK – 1999
- Diploma in Computer Science, Universiti Teknologi Malaysia – 1997.

### WORKING EXPERIENCE AND OCCUPATION

- 2013-2014 - Sales Manager, CRM Sales Auto – Applications  
Oracle Corporation Malaysia
- 2007-2013 - Account Manager, Public Sector Group  
Microsoft Malaysia
- 2006-2007 - Inside Account Manager, Public Sector Group  
Microsoft Malaysia
- 2003-2006 - Account Manager  
HeiTech Padu Berhad
- 1999-2003 - Account Executive  
Berita Information Systems Sdn Bhd

### DIRECTORSHIP IN PUBLIC COMPANIES AND LISTED ISSUERS

NIL





## CHOK JOON HENG

Director, Corporate Services, Prestariang SKIN Sdn Bhd

**Nationality** : Malaysian

**Age/Gender** : 44/Male

**DATE OF APPOINTMENT:** March 2017

### QUALIFICATIONS

- Association of Chartered Certified Accountants

### WORKING EXPERIENCE AND OCCUPATION

- 2015-2016 - Lead Consultant, SKIN  
Prestariang Technology Sdn Bhd
- 2005-2014 - Associate Director  
Crave Capital Sdn Bhd
- 2004-2005 - Financial Consultant  
Innovation Associates Outsource Sdn Bhd
- 2003-2004 - Group Accountant  
DPS Resources Berhad
- 2000-2003 - Head of Internal Audit  
TA Enterprise Berhad
- 1997-2000 - Senior Auditor  
TH Law and Co

### DIRECTORSHIP IN PUBLIC COMPANIES AND LISTED ISSUERS

NIL

#### Notes:

- Except for Dr. Abu Hasan Bin Ismail whose spouse and sibling are also substantial shareholders of the Company, none of the Senior Management has any family relationship with each other or with any substantial shareholders of the Company.
- None of the Senior Management has any conflict of interests with the listed issuer.
- Other than traffic offences, none of the Senior Management has any convictions for offences within the past 5 years and any public sanction or penalty imposed by the relevant regulatory bodies during the financial year.

## YASMIN BINTI ABDULLAH

Senior Vice President, Human Capital & Administration

**Nationality** : Malaysian

**Age/Gender** : 50/Female

**DATE OF APPOINTMENT:** January 2018

### QUALIFICATIONS

- B Econs (Hons), University Malaya.
- Cert. in Hotel Management (AHMA).
- Certified DISC Behavioral Consultant with the Institute of Motivational Living (IML) America.
- Certified Facilitator – PSMB.
- Certified Facilitator – Forte Profiling.
- Certified Consultant: Career Transition and Active Life Planning – Career Partners International.
- SME Malaysia 2016 – Forum Presenter- Managing Multi Generational Workforce.
- HRM Asia 2016 Forum – Facilitator-Effective Design and Implementation Strategies for Succession Planning.

### WORKING EXPERIENCE AND OCCUPATION

- 2016-2018 - Consulting Director, Talent Management and Development, Integrated Hospitality Consulting Sdn Bhd and External Learning Facilitator – PETRONAS Leadership Center and Institut Teknologi PETRONAS (INSTEP)
- 2015-2016 - Consulting Director, Talent Management and Leadership Development  
BTI Consultants Sdn Bhd
- 2003-2015 - Human Resource and Consulting Director  
Integrated Hospitality Consulting Sdn Bhd
- 1998-2003 - Director of Human Resource  
Pelangi Beach Resort and Burau Bay Resort
- 1997-1998 - Human Resource and Training Manager  
Sheraton Imperial Kuala Lumpur

### DIRECTORSHIP IN PUBLIC COMPANIES AND LISTED ISSUERS

NIL





**12 JANUARY 2017**

Prestariang Berhad, Alibaba Cloud and Conversant Solutions Pte Ltd form IT tie-up with a Memorandum of Understanding (MoU) to build EduCloud, Prestariang's education platform. The event was held at Le Meridian, Putrajaya.



**29 MARCH 2017**

Signing of Heads of Agreement between Prestariang, Thales Communications & Security SAS and Thales Malaysia Sdn Bhd at Majestic Hotel, Kuala Lumpur. The event was witnessed by International Trade and Industry Minister, Datuk Seri Mustapa Mohamed and past French President, François Hollande. The companies will jointly design and deliver best solutions for the Sistem Kawalan Imigresen Nasional (SKIN) project.



**30 MARCH 2017**

Launching of the MLA Portal & online CEP redemption for government employees at the Ministry of Finance, Putrajaya.



**18 – 19 APRIL 2017**

Prestariang participated in the "Memacu Agenda Bumiputera" 2017 Exhibition which was held at the Kuala Lumpur Convention Centre. The Bumiputera Economic Transformation Roadmap 2.0 was unveiled by the Prime Minister of Malaysia.



**26 APRIL 2017**

Prestariang conducted an investors' briefing at the AIA Headquarters in Kuala Lumpur as part of its responsibilities to its shareholders and to deliver insights into the Group's activities.



**18 MAY 2017**

UNIMY entered into an Memorandum of Collaboration (MoC) with KPMG to enhance students knowledge in the field of cyber security via joint engagement programs.



**22 MAY 2017**

Prestariang's 7<sup>th</sup> Annual General Meeting (AGM) was held at Putrajaya Shangri-La, Putrajaya.



**25 MAY 2017**

Dr. Abu Hasan Ismail, President/Group CEO was a panelist at the public forum which was held in conjunction with the launching of Bursa Malaysia's Mid and Small Cap Research Scheme. The event was held at Bursa Malaysia, Kuala Lumpur.


**18 JULY 2017**

The SKIN Concession Agreement Signing Ceremony with the Government was witnessed by Deputy Prime Minister and Minister of Home Affairs, Dato' Seri Dr. Ahmad Zahid Hamidi and Inspector General of Police, Tan Sri Khalid Abu Bakar at Cyberview Resort & Spa, Cyberjaya. The much-awaited commencement of the project kicked-off in the first quarter of 2017 and is expected to be rolled out in 2021.


**18 JULY 2017**

The first Analyst Briefing of the year was held at Cyberview Resort & Spa, Cyberjaya.


**19 JULY 2017**

The second Analyst Briefing of the year was held at Ritz Carlton Kuala Lumpur.


**2 AUGUST 2017**

Prestariang and the Alibaba team hosted a delegation from the Ministry of Higher Education to visit the Alibaba Campus in Hangzhou, China. The contingent was led by its Minister, Dato' Seri Idris Jusoh.





**2 SEPTEMBER 2017**

Prestariang Capital Sdn Bhd and OpenLearning Global Pte Ltd (OGPL) entered into a Subscription Agreement. Dr. Abu Hasan Ismail, President/Group CEO and Adam Maurice Brimo, OGPL's Founder & CEO inked the agreement at Prestariang's Headquarters in Cyberjaya. The agreement facilitates Prestariang to venture into higher education cloud-based markets domestically and regionally.



**26 – 29 SEPTEMBER 2017**

The Signing Ceremony and Handover of the Immigration Department of Malaysia's (JIM) Business Process Re-Engineering for Peninsular Malaysia took place at Holiday Inn, Melaka. The Director General of JIM, Dato' Seri Mustafar Ali handed over the documents to SKIN CEO, Raja Azmi Adam.



**20 – 22 OCTOBER 2017**

Prestariang co-hosted the IPTA ICT Directors Meeting (MAPITA). All CIOs/ICT Directors of IPTA attended the meeting which was held at Holiday Villa, Langkawi in Kedah.



**23 – 27 OCTOBER 2017**

The Signing Ceremony and Handover of the JIM's Business Process Re-Engineering for Sabah, Sarawak and WP Labuan was held at Hotel Grandis, Kota Kinabalu.

Director of Immigration Department of Sabah, Tuan Musa Sulaiman, Director of Immigration Department of Sarawak, Tuan Ken Anak Leben and representative from the Immigration Department of WP Labuan, Tuan D. Karno D. Omar were in attendance to hand over the documents to SKIN CEO, Raja Azmi Adam. Deputy Director, Project Management Office of SKIN, Tuan Rospiagos Taha was also present to witness the ceremony.



**7 – 9 NOVEMBER 2017**

Prestariang was a gold sponsor for the Border Management & Technologies Summit Asia 2017 which was held at Renaissance Kuala Lumpur. The 2<sup>nd</sup> annual conference and exhibition saw leading border security officials from the region's governments discuss the latest challenges, developments and current capabilities with focus on tackling organised cross-border crimes and managing migration across the border.



**29 NOVEMBER 2017**

Prestariang sponsored the MyDigital Leaders Convention 2017 under the auspices of the Ministry of Finance. The event which was held at MAEPS, Serdang was officiated by Datuk Seri Johari Abdul Ghani, Minister of Finance II with the theme Digital Transformation: Public Sector Digital Competencies.



**5 DECEMBER 2017**

Prestariang Tech Services Sdn Bhd and In Continuum Services (INCS) signed a Memorandum of Agreement to appoint INCS as its strategic technology provider in the implementation of SKIN. The signing ceremony took place at Prestariang's Headquarters, Cyberjaya.



**5 DECEMBER 2017**

Prestariang SKIN Sdn Bhd signed a Teaming Agreement with Dell Global Business Center Sdn Bhd (Dell) to collaborate and cooperate in the implementation of SKIN. The ceremony was held at Prestariang's Headquarters, Cyberjaya.



**5 DECEMBER 2017**

Datuk Dr. Khairuddin Ab. Hamid, UNIMY Vice Chancellor, Chen Keat Ming, Fusionex International Vice President and Tan Sean Khong, Fusionex Senior Manager signed an MoC for students' internship placements, industry supervision and industry based final-year projects. UNIMY students will also gain access to Fusionex GIANT, the advanced end-to-end analytics platform.

## 2017

- **Malaysia-ASEAN Corporate Governance Top 100 Companies with Good Disclosure**
- **Malaysia-ASEAN Corporate Governance Top 100 Companies for Overall Corporate Governance & Performance**
- **A Member of FTSE4Good Bursa Malaysia Index**

## 2016

- Dr. Abu Hasan Bin Ismail was appointed as part of the CEO Faculty Program Blueprint. The appointment is for the period of September 2015-September 2017.
- Prestariang Systems Sdn Bhd was awarded the Circle of Excellence ATC Award by the EC-Council.
- Prestariang Systems Sdn Bhd was awarded ISO 9001:2015 certification by SIRIM QAS International Sdn Bhd on 26 August 2016.
- Dr. Abu Hasan Bin Ismail was appointed as Adjunct Professor at Universiti Sultan Zainal Abidin on 15 March 2016.
- Prestariang Systems Sdn Bhd was awarded as Best Performing Autodesk Education Partner ASEAN Region 2016.
- Constituent of the FTSE4Good Bursa Malaysia Index with improved scores in ESG ratings as at 6 December 2016. Achieved a 4.4 scoring (5-Highest) in ESG Rating Absolute Score and 98% for the ICB Supersector Relative Percentile Score.

## 2015

- Dr. Abu Hasan Bin Ismail received the CEO Award For Business Excellence 2015 by Malaysia Productivity Corporation.
- EC-Council Circle of Excellence Authorised Training Centre 2015.
- Dr. Abu Hasan Bin Ismail was appointed into the CEO Faculty Program by the Ministry of Education Malaysia under the Malaysian Higher Education Blueprint.
- Proficiency in Enterprise Communication (PEC) received the Gold Medal and The Best Award at the Malaysia Technology Expo 2015 (MTE).
- Prestariang was recognised for its contributions towards BIM knowledge sharing & collaboration with Construction IT Department, Construction Industry Development Board Malaysia.
- Prestariang was declared the winner under the E-Agreement Adoption & Partner Quote Adoption by Microsoft (SEA + NZ) category.
- Dr. Abu Hasan Bin Ismail was awarded with the Anugerah Ikon Usahawan BCPLC 2014-2015.

## 2014

- Anugerah Kecemerlangan Industri 2014 from MITI Services Sector: ICT Category Award.
- Forbes: Asia's 200 Best Under A Billion 2013/2014.
- Autodesk Authorized Training Centre 2014.
- A Member of FTSE4Good Bursa Malaysia Index 2014.
- Inclusion in the Minority Shareholder Watchdog Group (MSWG) Top100 ASEAN Corporate Governance Scorecard for 2014.
- Microsoft Partner Network 2014 (Gold Partner).
- Microsoft Authorised Education Reseller 2014 (Gold Partner).
- EC-Council Training Centre of The Year Award (Enterprise) 2014.



## 2013

- Best of e-Inclusion & e-Community MSC Malaysia APICTA 2013.
- Autodesk Best Performing Reseller in Asia Pacific 2013 Deal of the Year.
- 24th International Invention, Innovation & Technology Exhibition (ITEX) 2013 Prestariang's home grown certification, Proficiency in Enterprise Communication (PEC) won the Gold Medal under the Educational Items category.
- Invention, Innovation & Design Expo- IIDEX 2013 PEC won the Diamond Award (Invention) & Gold Medal.
- IC CITIZEN Outstanding Performance- Global Partner Summit 2013.
- APAC Partner Performance Awards 2013- IC3 Exam Growth Rate Exceptional Performance for IC CITIZEN.
- EC-Council Circle of Excellence Authorised Training Centre 2013.
- Microsoft Partner Network 2013 (Gold Learning, Silver Volume Licensing).
- CompTIA Excellence Award 2013.

## 2012

- EC-Council Circle of Excellence Authorised Training Centre 2012.
- Malaysia Venture Capital Awards 2012.
- Innovation in Workforce Enablement 2012 by Prometric.
- Microsoft Partner Network 2012 (Gold Learning, Gold Volume Licensing, Silver Learning & Silver Volume Licensing).
- OSK Small Cap Day 2012 (OSK Top 5 Malaysian Small Cap Companies 2012).

## 2011

- Microsoft Learning Solution Partner of the Year 2011.
- Certiport Champion of Digital Literacy 2011.
- Autodesk Best Performing Partner in Asia Pacific 2011.
- Autodesk High Achiever Education Authorisation 2011.
- Microsoft Partner Network Gold Volume Licensing 2011.
- EC Council ATC of Year 2011.

## 2010

- Microsoft Learning Solution Partner of the Year 2010.
- CompTIA Authorised Platinum Partner 2010-2011.
- Microsoft Gold Certified Partner 2010-2011.
- Microsoft Certified Partner 2010-2011.
- Recognition Award for Innovative Venture Capital Backed Companies 2010 by the Malaysian Venture Capital and Private Equity Association.
- EC-Council Circle of Excellence Authorised Training Centre 2010.

## 2009

- Microsoft Certified Partner for Learning Solution (CPLS) Partner Excellence 2009.
- Microsoft Gold Certified Partner 2009-2010.
- Prometric Most Valued Partner- Most Comprehensive Global IT Certification Program in Asia.

- EC-Council Authorised Training Centre of The Year 2009.
- Best Performance for Career Education In IBM Software (CEIS Program).
- Highest Certification Achievement and Commitment in Producing Globally-benchmarked Graduates.
- Member in Good Standing and Afforded All The Privileges and Benefits of this Designation 2009-2010.
- Member in Good Standing of CompTIA (Computing Technology Industry Association) 2009.

## 2008

- Microsoft Gold Certified Partner 2008-2009.
- Microsoft Certified Partner Learning Solution (CPLS) 2008-2009.
- Asia Pacific Regional Best Practices in Advancing Industry Growth through Innovation in Education 2008.
- Certificate of Acknowledgement for Prestariang Systems Sdn Bhd, IBM Malaysia Sdn Bhd and Universiti Teknologi Mara (UiTM) working together under the Career Education in IBM Software (CEIS) 2008.

## 2007

- Microsoft Certified Partner for Learning Solution (CPLS) 2007-2008.

## 2004

- Apple Key Account Win FY2004.

## Prestariang, Alibaba and Conversant form IT tie-up

They will build integrated education platform known as EduCloud

[illegible]

**EduCloud** perkasa  
sistem pendidikan

2000-2001

[illegible][illegible]

**Best key message:** Progress of Sustaining Ethical Lead Action is slow but steady. Progress on ethical lead action is slow but steady.

Sebelum ini, telah ada beberapa kajian mengenai faktor-faktor yang mempengaruhi prestasi atletik. Antaranya, faktor-faktor yang mempengaruhi prestasi atletik adalah faktor-faktor fisiologi, psikologi, dan teknik. Faktor-faktor fisiologi yang mempengaruhi prestasi atletik adalah faktor-faktor seperti kekuatan otot, daya tahan, dan kelenturan. Faktor-faktor psikologi yang mempengaruhi prestasi atletik adalah faktor-faktor seperti motivasi, konsentrasi, dan kepercayaan diri. Faktor-faktor teknik yang mempengaruhi prestasi atletik adalah faktor-faktor seperti gaya gerak, koordinasi, dan keseimbangan.

## Malaysia-Perancis tandatangani enam MoU

Oleh NABILA YASMIN RAZI  
ekonomi@ufusdn.com.my  
# KUALA LUMPUR 25 MAC

**M**ALAYSIA dan Perancis memeterai suatu perjanjian perdagangan (MolT) dalam bidang ekonomi dan perdagangan yang akan memperluaskan lagi hubungan kedua negara, semasa lawatan rasmi Presiden Perancis, Francois Hollande ke negara ini hari ini.

Artur aiyat Malaysia yang berkuat dalam MolT tersebut termasuklah Sime Darby, Tenaga Nasional Berhad (TNB), Invest Placom Ventures dan Prestari Black.

Sebelum Darby meninggal dunia, ia dan Mui dengan syarat Perjanjian Grogan menandatangani sebuah surat pernyataan bahwa semua pendapatan perkebunan dan perusahaan lainnya akan diserahkan kepada Mui dan keluarganya. Setelah kematian Darby, keluarga Mui mengalami kesulitan keuangan. Setelah beberapa kali pengajuan pinjaman ke bank, Mui terpaksa menjual rumah dan mobilnya. Setelah menjual rumah dan mobilnya, Mui terpaksa menjual semua perkebunan dan perusahaan lainnya. Setelah menjual semua perkebunan dan perusahaan lainnya, Mui terpaksa menjual semua perkebunan dan perusahaan lainnya.



(b) dan Jean-Claude Pothier of Kuala Lumpur, Australia. - EFINAMA

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## 必斯达亮获1330万合约 提供Adobe Cloud软件

西陽城22日情 | 必斯達美  
(P0158HD, 5704, 主板型單股)  
買者, 千公司—Prestarland

#### PRIESTLAND GETS RYMON CONTRACT EXTENSION

**NTA (MALAYSIA) Prestarings** (Sdn) has been given a one-year extension to its contract for the supply of licensed software and related value-added service to public higher education institutions in Malaysia, valued at RM10 million. The contract, which will run until July 2018, is held by subsidiary Prestarings Systems Sdn Bhd, under the "Malaysia University Software as an Enterprise" programme. The initial contract was awarded on Aug 23, 2011. The company's stock fell one sen to close at RM1.90, with some 820,200

### Prestarling acquires OpenLearning Global shares

OFDM, you'll find it promising that our  
Sponsoring Capitalists (see [www.1000.com](http://www.1000.com))  
have a subjoining agreement with  
Universal Music Group Ltd. (UMG), and  
UMG's founders and group CEO John  
Marschke strive to ensure that their  
company's stock-based incentive  
structure is fair and reasonable.

CLP's new strategy is building upon its long-standing reputation as a cost-based and customer-oriented platform for better management systems and innovative corporate programs (MCO's). Known as the "open management system," CLP's financial and nonfinancial performance is transparent to the government. CLP will soon have wholly-owned operational subsidiaries in America and Indonesia.

**Is a Flag with Three Stars**

James H. Pennington, chief government officer for the subsidiary in charge of operations near "A three" and "A one" stars, says that CLP's management shares of the CLP, which will be funded through internally generated funds and widely utilized in

Proscribing such behavior would allow the pharmaceuticals industry to focus on its noblest work: putting new drugs to work.

## **SLIP CONTRACT AGREEMENT**

## Prestariang, Dell to collaborate on SKIN project

**KJELLA-SAMPER**, promoting the self-collaborative with Dell's laptop business. Citing the plan for the implementation of the National Knowledge Improves National Education.

The company that was responsible for creating the E3 Services (TM), by an E3 management knowledge, part our investment in a bank and services in the product.

According to *Living With Virus*, Malaysia's remaining 60% left the PRINC, a subsidiary of

## Hubungan perdagangan terus kukuh

Wanda Janssen, Houtman  
provinciarum, onderzocht  
haar Pyrenaeërs en  
de laatste, maar de  
aanpak van de  
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Musyawarah Perencanaan Anggaran (MPA) dan dibentuk Tim Pakar Neri Mursana, Menteri Sekretaris, Menteri dan Perencanaan akan terus memelihara kerja Indonesia perencana dan kerja yang kabur.

1. **Perencanaan** (Planning) : Menentukan tujuan, strategi, dan taktik yang akan digunakan untuk mencapai tujuan.

Sebelum berakhirnya 2015, pemerintah telah menetapkan target pertumbuhan ekonomi sebesar 5,2 persen. Untuk mencapai target tersebut, pemerintah telah menetapkan beberapa kebijakan, salah satunya adalah kebijakan fiskal. Kebijakan fiskal yang diterapkan pemerintah adalah kebijakan defisit berkeadilan. Kebijakan ini bertujuan untuk meningkatkan pertumbuhan ekonomi dengan cara meningkatkan belanja pemerintah dan mengurangi pajak. Kebijakan ini juga bertujuan untuk meningkatkan pendapatan pemerintah dengan cara meningkatkan pajak. Kebijakan ini juga bertujuan untuk meningkatkan pendapatan pemerintah dengan cara meningkatkan pajak.

Belajar kembali di rumah  
sudah menjadi kebiasaan bagi  
siswa-siswi di berbagai jenjang  
pendidikan. Selama pandemi  
ini, banyak sekolah yang  
menutupkan kegiatan belajar  
mengajar di kelas. Sebagai  
gantinya, guru memberikan  
tugas dan materi pembelajaran  
kepada siswa untuk dikerjakan  
di rumah. Hal ini bertujuan  
untuk memastikan bahwa  
siswa tetap dapat mengikuti  
proses belajar mengajar  
tanpa terganggu oleh situasi  
pandemi.

Melalui pertemuan tersebut, tim peneliti berharap dapat meningkatkan pemahaman masyarakat tentang pentingnya peran perempuan dalam pembangunan nasional, khususnya dalam bidang kesehatan, pendidikan, dan lingkungan. Tim peneliti juga berharap dapat meningkatkan kesadaran masyarakat tentang pentingnya peran perempuan dalam pembangunan nasional, khususnya dalam bidang kesehatan, pendidikan, dan lingkungan.

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Musipol berikatan, polairun sipakali Perairan dari projek perikanan pularin Jambak MS41119 (dari Jambak ST, Murni berikatan Lafang, CJ, Archaia, Nipra berikatan) akan



# Grooming future tech leaders

UNIMY students run should-ers with top tech executives

BY NOR HANIM BINTI

Students of Universiti Malaysia of Computer Science and Engineering (UMACE) had their first-hand experience working with professionals recently in a pilot attached initiative termed "Linking the world through digital economy". The event featured top executives from the Malaysian Information Technology, Chief Technology Officer of Cyberjaya, Axiata Berhad, CEO of Open Telekom, Axiata Berhad, CEO of Axiata Berhad, President/Group Chief Executive Officer of Telekom Malaysia.

The three speakers shared stories of their journey through the ups and downs of working in the tech industry. They also shared their insights on the future of the industry.

UMACE is a university training industry and what the students should be equipped with is not just technical skills but also soft skills like communication, teamwork, and leadership. The university is also a partner of the industry that seeks to provide a platform for students to gain the latest knowledge and skills.

"UNIMY has always been working closely with the industry to expose its students to a real-life experience of working in the industry. There are many things that students need to learn by just reading the textbooks are not enough. We want to produce students that are ready for the market. And the most important is to have a track record and experience in the industry."

UMACE is also known as the digital technology university that offers a wide range of digital technology courses including Big Data, Cyber Security, and Cloud Computing.

During the event, UNIMY also launched their Overseas Scholarship with Yayasan Universiti Malaysia together with their sister university, Universiti Teknologi Malaysia (UTM). The scholarship is for students who are interested in studying in the field of digital technology.

UNIMY is also known as the digital technology university that offers a wide range of digital technology courses including Big Data, Cyber Security, and Cloud Computing.



## Prestariang ventures into cloud-based higher education

Prestartiang Group

Prestartiang Group has announced its plans to launch a cloud-based higher education platform. The platform is designed to provide a seamless learning experience for students and faculty alike. It will include features such as online courses, virtual classrooms, and a robust assessment system.

The platform is expected to be launched in the near future. It will be a significant step for Prestartiang Group in expanding its digital footprint and providing high-quality education to its students.

Prestartiang Group	2016	2017	2018	2019
Revenue	111	111	111	111
Profit	11	11	11	11
Assets	111	111	111	111
Liabilities	11	11	11	11
Equity	100	100	100	100

The platform is expected to be launched in the near future. It will be a significant step for Prestartiang Group in expanding its digital footprint and providing high-quality education to its students.

Prestartiang Group has announced its plans to launch a cloud-based higher education platform. The platform is designed to provide a seamless learning experience for students and faculty alike. It will include features such as online courses, virtual classrooms, and a robust assessment system.

## Prestariang unit to buy new offices in Cyberjaya

PRESTARIANG UNIT has announced its plans to buy new offices in Cyberjaya. The unit is part of the Prestartiang Group and is focused on providing high-quality education to its students.

The unit is expected to be launched in the near future. It will be a significant step for Prestartiang Group in expanding its digital footprint and providing high-quality education to its students.

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## 联手阿里云 Conversant 必达量推 EduCloud平台

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## Leading Malaysia Towards A Safer Nation

The Malaysian Government introduces Sistem Kawalan Imigresen Nasional or SKIN, a comprehensive and integrated new immigration system to be rolled out by 2021

SKIN will bring about significant transformation towards our nation's border control to address a current and future global threat, which will improve the examination of immigration processes through the collaboration of ICT



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