



Investor Presentation

For the Three Months Ending June 30, 2016

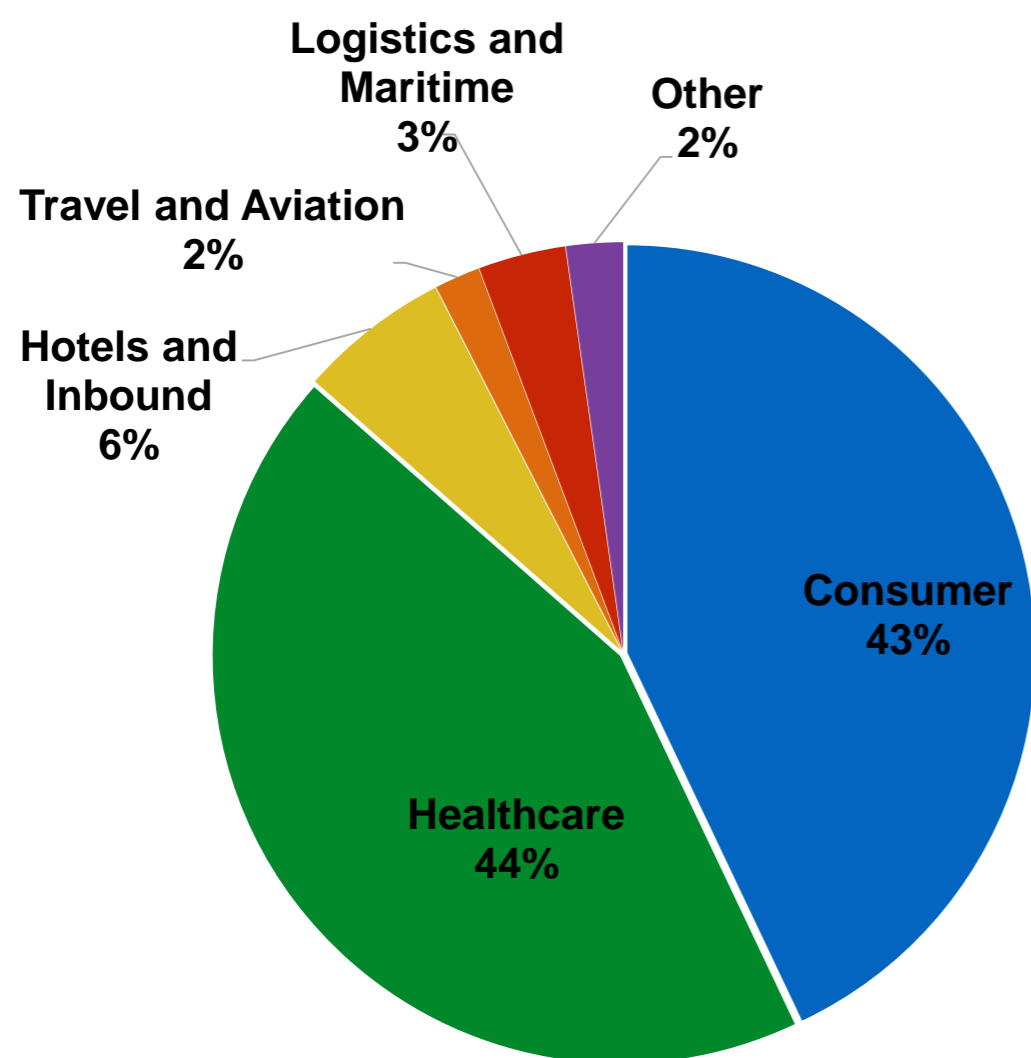
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Hemas is a Wellness, Leisure and Mobility Business

Segmental Revenue and Operating Profits, Q1 FY 2016/17

Hemas Holdings PLC Business Segments by Revenue
Q1 FY 2016-17



Hemas Holdings PLC is a Wellness focused business with interests in Leisure and Mobility.

- In the first quarter of 2016-17 our revenues were Rs. 9.9 billion and Group Operating profits were Rs. 908 million.
- Our Healthcare business accounts for 44% of revenues, and Consumer business comprises 43%.

Operating Profit (Rs. Mn)	Q1 FY 2016/17
Consumer	637
Healthcare	416
Hotels and Inbound	(38)
Travel and Aviation	55
Logistics and Maritime	50
Other	(176)
Total	908

Consolidated Q1 revenues for 2016/17 was LKR 9.9 Bn, up 12.1% over the previous year, with Group Earnings up 67.8%

Growth coming primarily from strong performance in Consumer and Healthcare sectors.

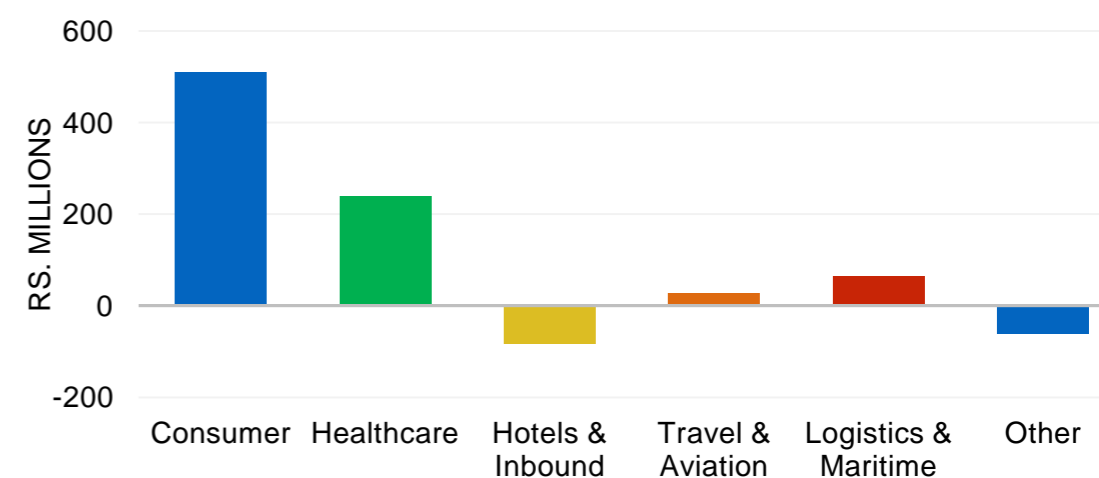
Hemas Holdings PLC, Q1 FY 2016/17

Performance Indicator (Rs. Mn)	Q1 2016/17	Q1 2015/16	% Change
Group Revenue	9,886	8,816	12.1%
Operating Profit	908	673	34.8%
Profit After Tax	701	429	63.4%
Group Earnings	696	415	67.8%

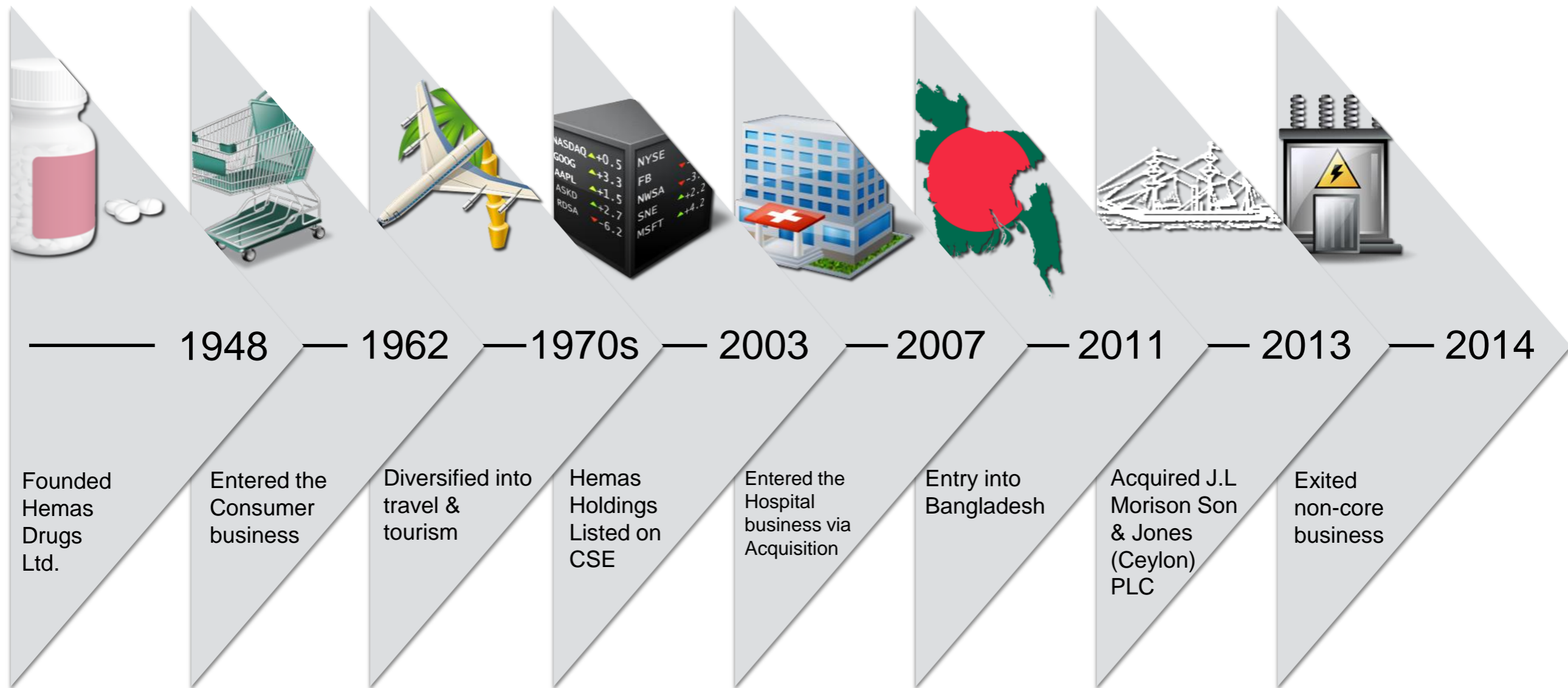
Performance Indicator	Q1 2016/17	Q1 2015/16	% Change
ROE (%)	12.46%	9.90%	
ROCE (%)	14.89%	10.94%	
EPS	1.22	0.72	69.4%
Net Assets per Share	39.68	35.16	12.9%
Share Price (June 30)	86.00	82.00	4.9%
Market Cap Rs. Mn (June 30)	49,239	46,949	4.9%

- HHL and its subsidiaries achieved a consolidated revenues of Rs.9.9Bn, year-on-year (YoY) growth of 12.1%
- Operating profit reached Rs.907.7Mn and earnings Rs.696.4Mn, growth of 34.8% and 67.8% respectively.
- Despite external pressures due to flooding, VAT uncertainty, and increased inflation resulting in weaker demand, HHL continued to generate solid performance largely owing to strong performance by Bangladesh Consumer, Pharma distribution, and the new shipping agency Evergreen.

Segmental Earnings Q1 FY 2016-17



History and Milestones



HEXAS

Consumer

Hemas Consumer is Sri Lanka's largest domestic Personal Care business, accounting for 43% of Group Revenues



Baby Care



Oral Care



Hair Care



Feminine Hygiene



Personal Wash



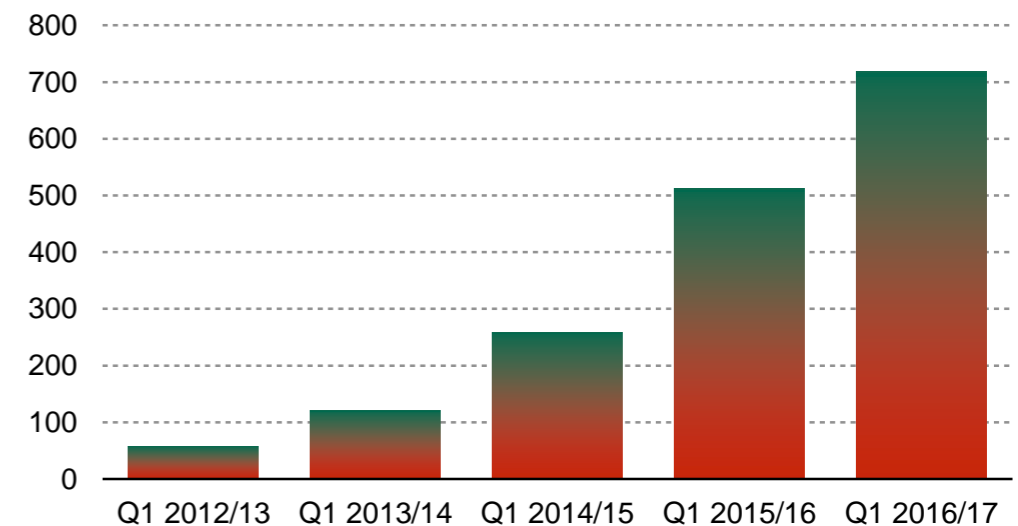
Home Care

Hemas entered Bangladesh in 2011, and today we are the number two value-added hair oil brand with Kumarika

- Kumarika hair oil has 16% market share in the value added oil segment, with 3-year revenue CAGR of 90%.
- 115,000 urban and rural retail outlets reached; distribution reach grown 15% annually.
- Operate own distribution, through a network of 140 distributors and over 100 sub-distributors.
- 280 sales reps operating in 21 territories.
- New product launched under “Kumarika” brand platform: two variants of a science + nature face wash.



*Bangladesh Revenue in Rs. Million
Q1 2012/13–Q1 2016/17*



Market leader in personal care, strong iconic brands with international relevance

Revenues up by 10% YoY, driven by robust volume growth in personal wash, home care and Consumer Business in Bangladesh

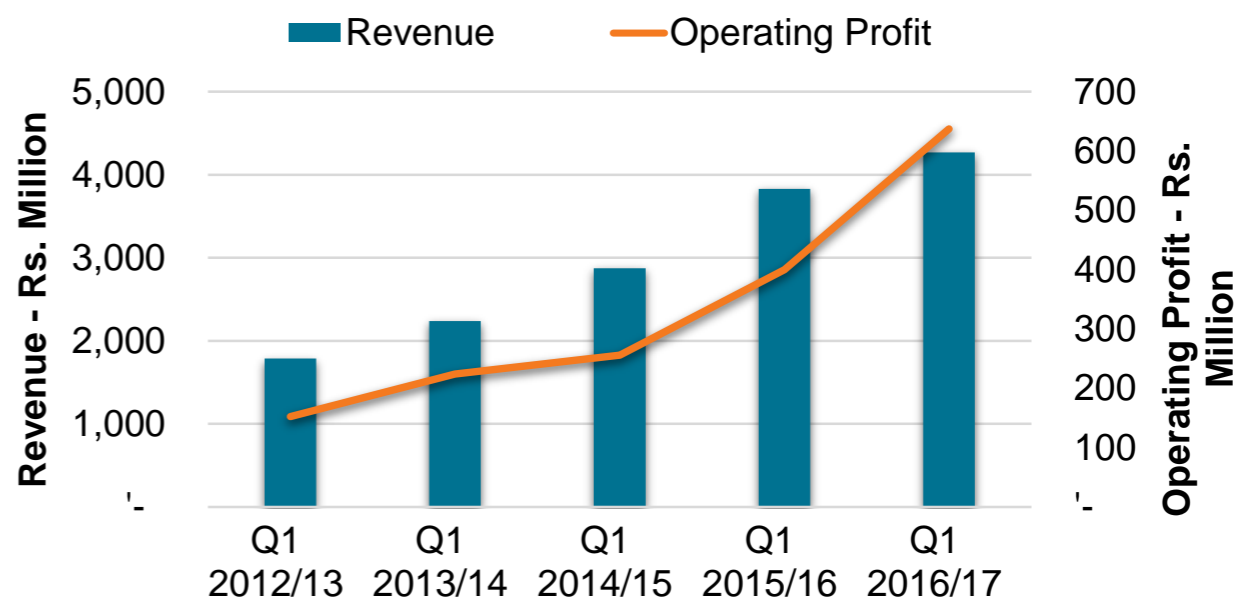
Sector Highlights

- Continued Market leadership in baby care, hair oil, and beauty soap.
- Strong competitive advantage in domestic distribution with direct retail coverage of 80,000+.
- Recent introductions of new Baby Diaper and gel variants of Clogard along with mouth wash product range and Velvet soap variants “Water Lily & Sea Minerals”, “Honey and Yoghurt.”
- Fems, Clogard, Baby Cheramy and Diva brands posted double digit topline growth rates underpinning sector revenue growth.

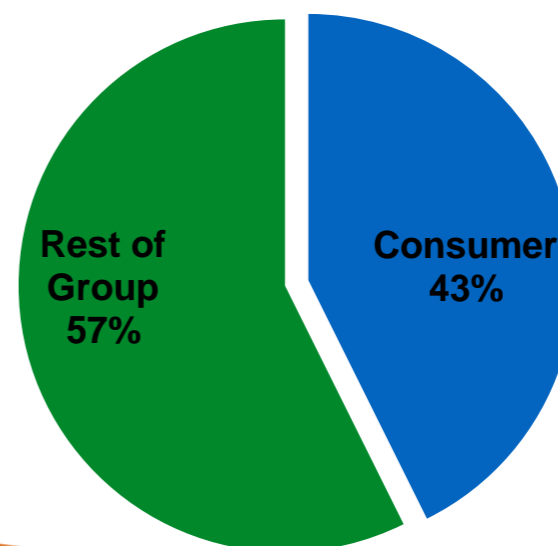
Financial Highlights

- The Consumer business recorded a top line of Rs. 4.2Bn for the first three months, a 10.2% YoY increase.
- Bangladesh Consumer division had strong revenue growth over the last year, contributing significantly towards overall Consumer business growth, driven by extended reach attained through own distribution channels and strong marketing activities.

Consumer Revenue and Operating Profit
Q1 FY 2011/12–2016/17



Consumer Revenue Share, Q1 FY 2016/17



HEXAS

Healthcare

Hemas is the largest healthcare company in Sri Lanka with interests in Pharmaceuticals, Hospitals and Diagnostics

Pharmaceutical
Distribution



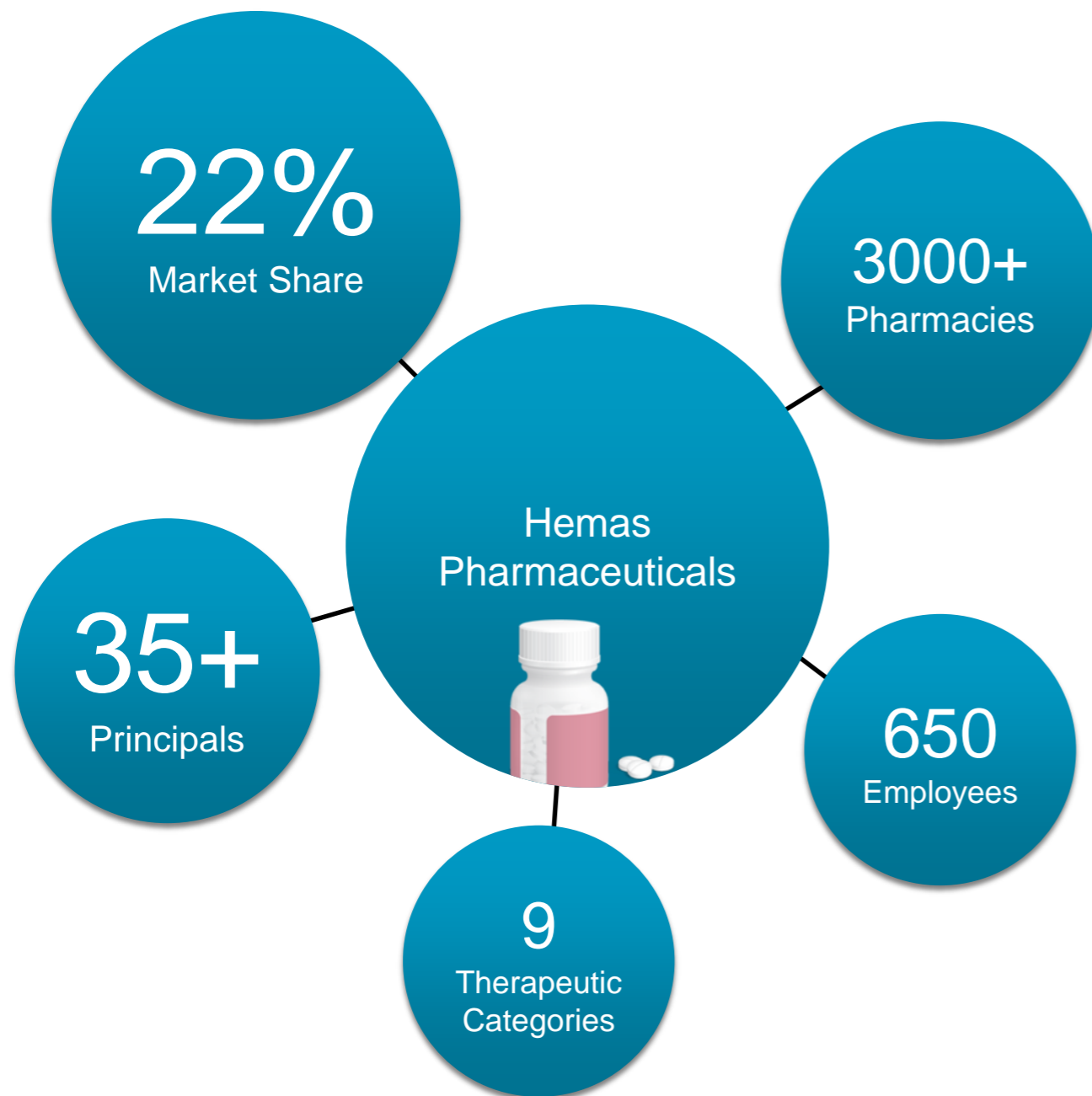
Rx & OTC
Pharmaceutical
Manufacturing



Hospitals &
Diagnostics Network



In pharmaceutical distribution, Hemas represents the largest global multinational pharmaceutical manufacturers



JLM, acquired in 2013, is a market leading Rx manufacturer with leading OTC brands

- Manufactures over sixty formulations of high quality pharmaceutical and OTC products.
- Import and distribution of internationally renowned products via our island-wide distribution network.
- JLM signed a five year buy-back agreement with the Government of Sri Lanka to provide essential medicines to the National Healthcare system.
- J. L. Morison posted a YoY growth of 4.3% and earnings growth of 28.2% for the three months ended June 30, 2016. Healthcare, OTC and Consumer contributed significantly towards the overall revenue growth while Agro registered decline in growth.



J.L. Morison Son & Jones

Financial Highlights			
Rs. 000'	Q1 2014/15	Q1 2015/16	Q1 2016/17
Revenue	573.5	890.9	941
Operating Profit	14.8	104.8	111.1
Earnings	13.1	82.1	93.6

OTC Own Brands

- Lacto Calamine
- Gripe Mixture
- Baby Cough Syrup
- Valmelix Cough Syrup



Hemas is the first hospital chain to take high quality private healthcare to rapidly growing Colombo suburbs

- 3 multi-specialty, ACHSI accredited hospitals built on international standards in the North of Colombo, East of Colombo and in the Southern Province.
- 3 additional laboratories opened this year; bring network up to 36 laboratories, serving over 500 physicians and addressing a patient population of 5 million.
- Through our new corporate polyclinic model, we are locating in large working population environments, with a continued focus on bringing healthcare to the consumer.

Services provided:

- ▶ Health check-ups
- ▶ Radiology Imaging
- ▶ Cardiology
- ▶ Emergency Care
- ▶ Surgery
- ▶ Laparoscopic Surgery
- ▶ Orthopaedic Surgery
- ▶ Baby Delivery
- ▶ Paediatric Care
- ▶ Physiotherapy
- ▶ Endoscopy
- ▶ Urology and renal care

Volumes:

- ▶ 3 multi-specialty hospitals
- ▶ 210 beds
- ▶ 3 Hospital based main labs and 33 satellite labs & collection centres
- ▶ 1,000 employees
- ▶ 500 consultants
- ▶ 2 MRIs
- ▶ 2 CT scanners
- ▶ 10 operating theaters



Deep experience across healthcare value chain with market leading positions in distribution and diagnostics

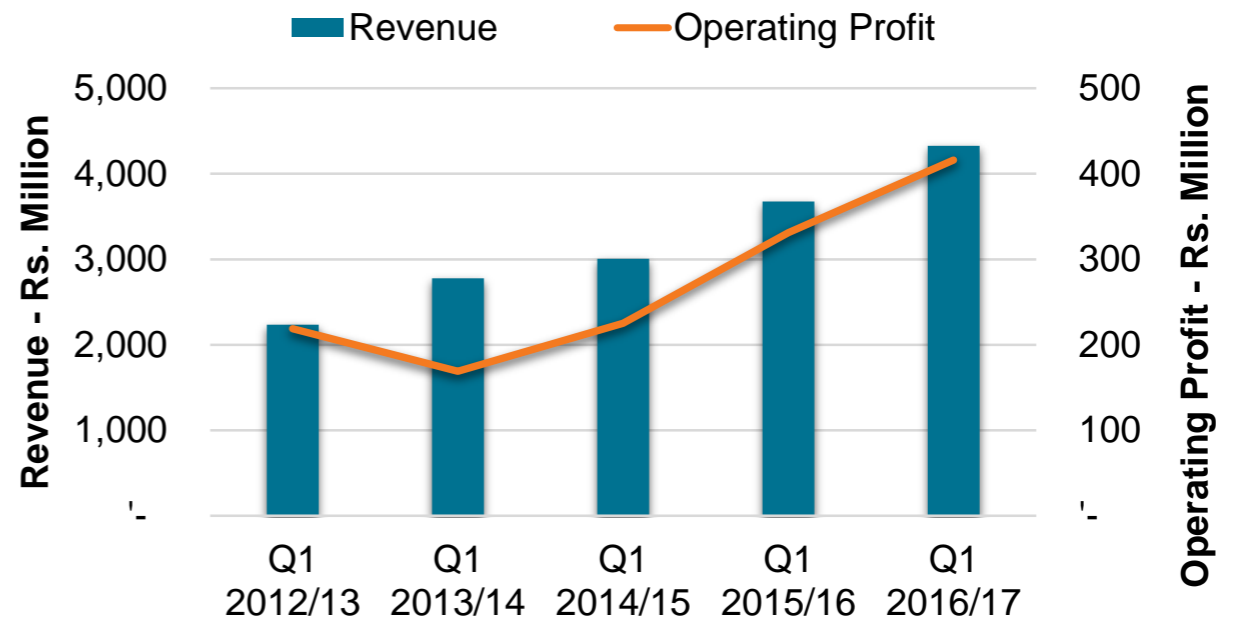
Sector Highlights

- Hemas Hospitals opened its first wellness centre to 6,000 plus employees at Colombo's premier IT park, Orion City.
- Wattala and Southern Hospitals were re-accredited by the ACHSI and Hemas Hospital Thalawathugoda obtained its 1st accreditation during the year.
- Pharmaceutical business grew Rx and OTC portfolio consistently, adding new principles.
- JLM's buyback agreement and continued focus on distribution efficiency contributed to the growth in sales

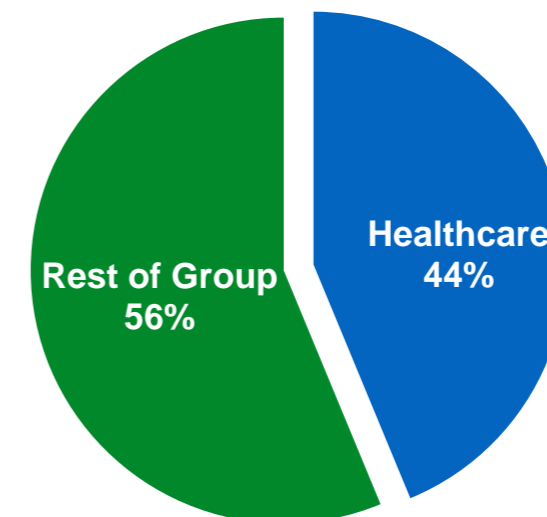
Financial Highlights

- Healthcare segment of the Group achieved sales of Rs.4.3Bn, a growth of 17.6%.
- Pharmaceutical sales growth continues to be driven by our strong presence in growing therapeutic segment and due to the substantial recovery in the overall pharmaceutical market over the last year same period
- 21% growth in Pharma distribution revenues indicates encouraging performance
- Hospitals recorded a revenue growth of 15% YoY.

Healthcare Revenue and Operating Profit
Q1 FY 2011/12–2016/17



Healthcare Revenue Share, FY 2015/16





Logistics and Maritime

Through our Mobility arm, we are securing new accounts and growing capacity in logistics, warehousing and haulage

Logistics



- Integrated portfolio of container haulage, container yard operations, warehousing, automotive logistics and transportation of project and over-dimensional cargo.
- Growing base of leading domestic and MNC 3PL clients.
- 6 acre container terminal.

Maritime



- Operates the largest feeder service to the Bay of Bengal
- Representatives of Far Shipping Lines (FSL) Singapore
- Exclusive agent for 'HC line' and NVOCC operator 'Asian Tiger Shipping'
- Appointed General Agents for Evergreen, the fourth largest mainliner with revenues of US\$ 4 Bn.

Our logistics and maritime business recorded LKR 344 million in revenues for Q1 FY 2016/17, a year-on-year growth of 63%

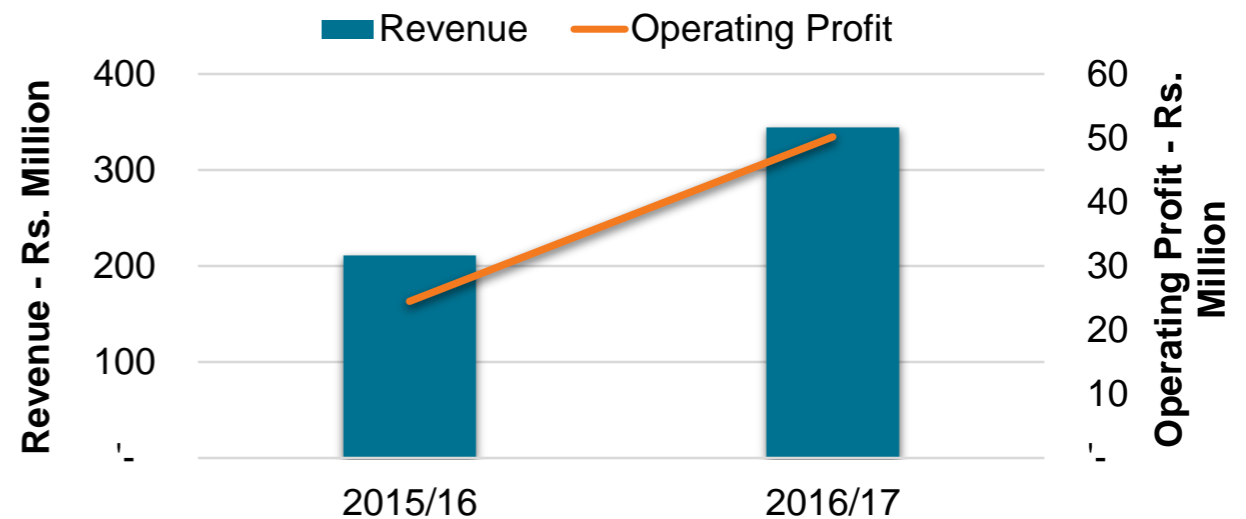
Sector Highlights

- Hemas Maritime appointed General Agents for Evergreen Marine Corporation Taiwan, one of the largest feeder carriers servicing the Port of Colombo.
- Strategic investments in logistics verticals providing integrated end to end solutions
- Good growth in Logistics 3PL business with increased volumes stemming from the container depot which functioned at its optimum level of efficiency.

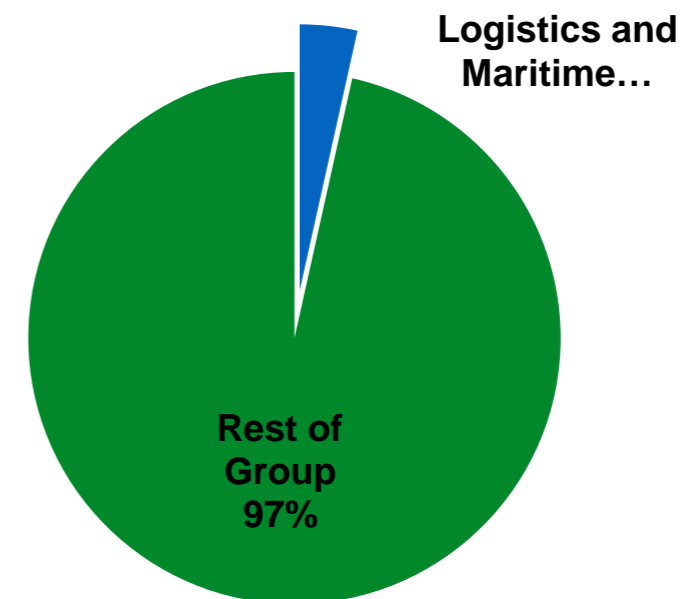
Financial Highlights

- Logistics and maritime revenues grew by 63.2% whilst earnings registered a growth of 118.6% over last year.
- Growth continued in our domestic logistics operations with warehouses operating at high levels of capacity underpinned by new customers for our distribution operation and higher levels of container handling activity.

Logistics & Maritime Revenue and Operating Profit
Q1 FY 2015/16-2016/17



Transportation Revenue Share, Q1 FY 2016/17



HEXAS Leisure

Our Leisure business comprises leading travel brands and an inbound leisure business



- Serendib Leisure Group of Hotels which, includes four award winning properties with a total inventory of 550 rooms.
- The partnership with Minor Hotel Group (MHG) has enabled Serendib Leisure to be the only Sri Lankan hotel chain to manage an international brand, “AVANI”.



We are investing in Sri Lanka's tourism boom with a selection of new builds, targeting the upper star class segment of the market

Q1 revenues of LKR 596Mn, with 13.0% increase year on year.

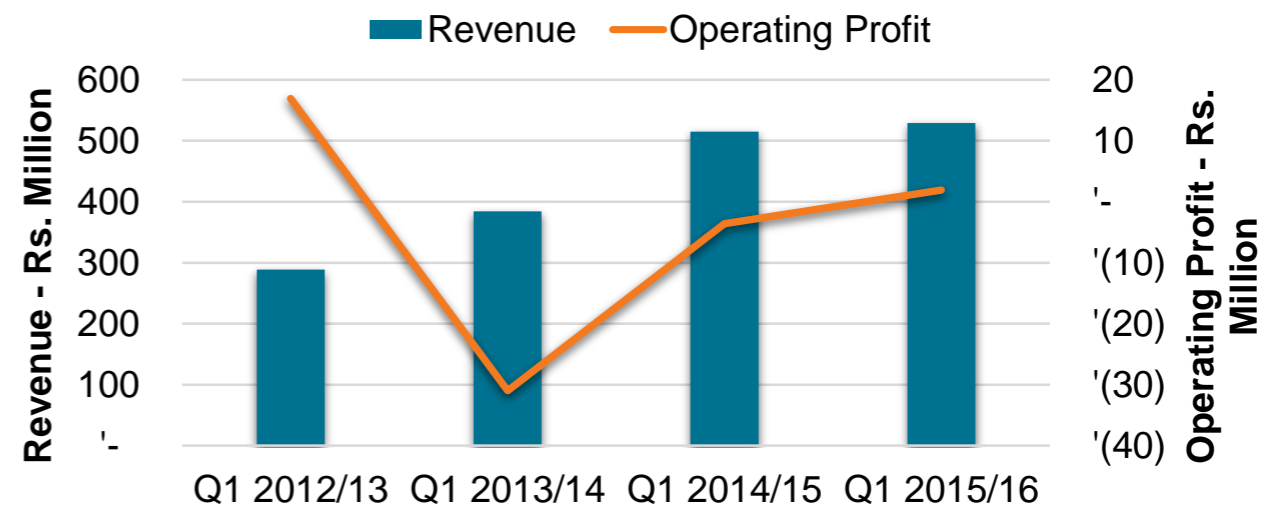
Sector Highlights

- Owner and Manager of five properties with a combined room inventory of 563.
- Strategic partnership with Minor Hotel Group, a leading Asian hotel chain
- During December 2016, we opened our newest hotel property, Anantara Peace Haven Tangalle Resort, this property will establish a new benchmark for luxury travellers to Sri Lanka seeking authentic cultural experiences.
- New Anantara Kalutara will be opened in late Q2 FY 2016/17

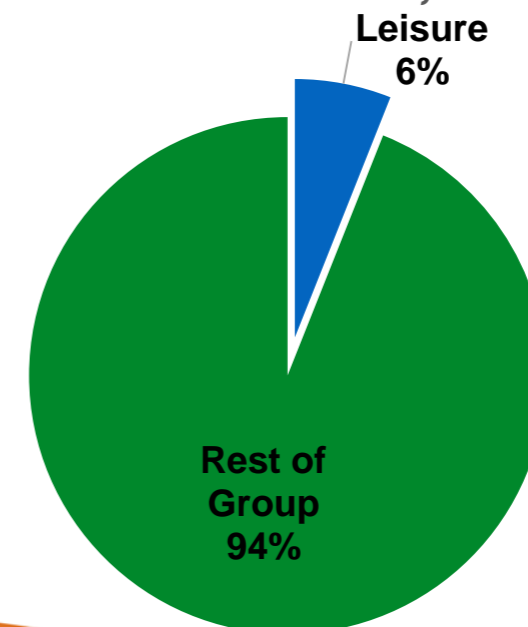
Financial Highlights

- Leisure segment recorded a total revenue of Rs. 596 Mn for Q1 FY 2016/17, registering a 13.0% YoY increase.
- Serendib Hotels posted a revenue growth of 4.8%, despite a decrease in occupancy in Avani Bentota and Club Hotel Dolphin with an overall occupancy of 63%.
- Poor performance of Web and Local DMCs were the main contributors for this drop whereas traditional markets also performed slightly below expectations.

Leisure Revenue and Operating Profit
Q1 FY 2011/12–2016/17



Leisure Revenue Share, Q1 FY 2015/16



Travel and Aviation

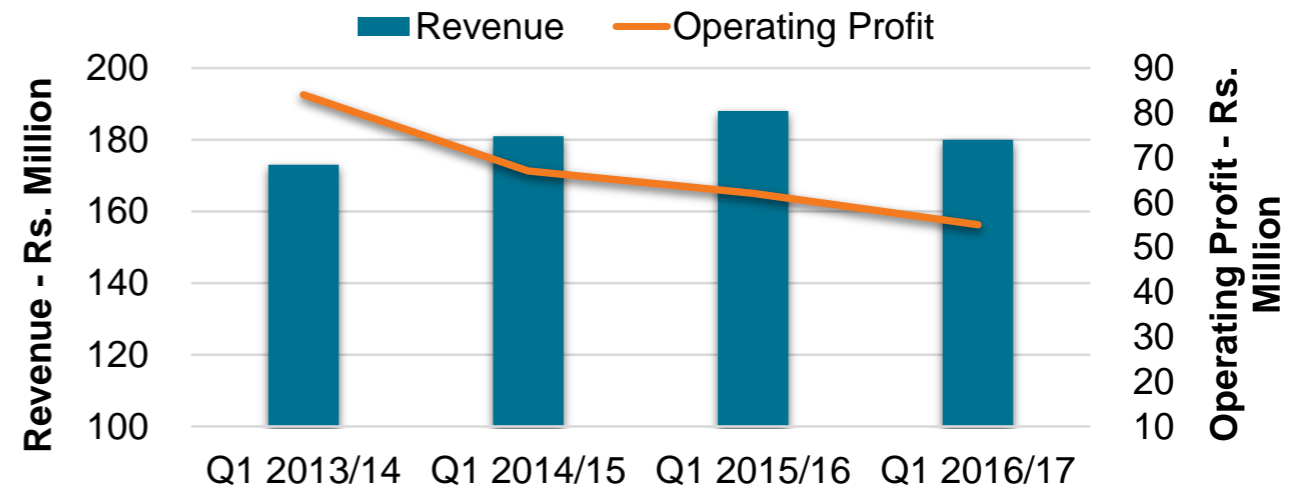
Sector Highlights

- Hemas offers complete passenger and cargo solutions in Airline Representation and travel related services
- Hemas represents airlines Emirates, Malaysia Airline, Maldivian, China southern, Drukair, Alitalia, Ukrain Airlines and other major airlines.
- Largest GSA operator in passenger and cargo with a market share of 25% and 20%, respectively. Grew Emirates airlines from 1 flight per day to 7 flights per day
- Award winning, IATA accredited travel agency. Corporate travel service is a network partner of HRG which offers global travel services and hotel reservations.

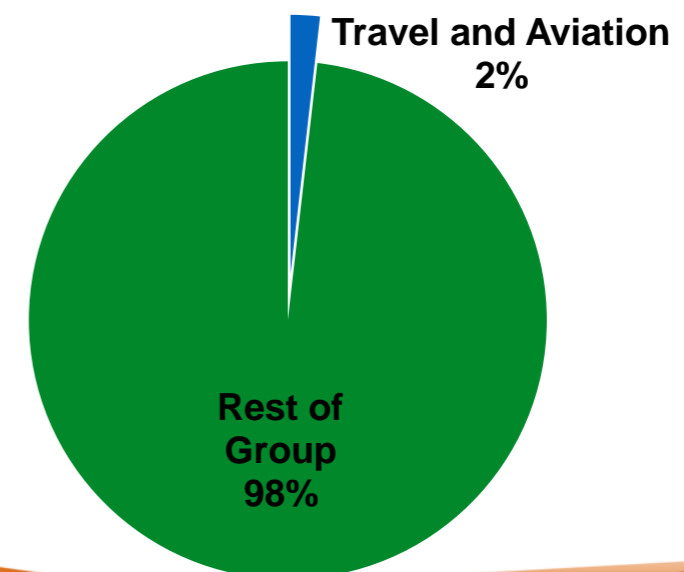
Financial Highlights

- Travel and Aviation segment showed mixed results with some GSAs showing improvements in both yields and number of passengers handled whilst others were challenged due to a restructuring of contract terms.
- As a result, the segment recorded a decline in revenues of 4.3%.

**Travel and Aviation Revenue and Operating Profit
Q1 FY 2015/16-2016/17**



Travel and Aviation Revenue Share, Q1 FY 2016/17





Sustainability

Enriching lives through the spirit of Abhimana

- Abhimana' is our ethos of sustainability that describes our vision of a sustainable and co-operative society, of people living and working together
- Inline with this, we have released our Sustainability Report providing insight into the Group's sustainability philosophy and initiatives in line with the Global Reporting Initiative G4 guidelines (GRI-G4) : <http://www.hemas.com/reports>
- Today, our strategic path is governed not only by how well we develop growing commercial opportunities but also by listening to and responding to the communities of which we are a part.

Our Vision

To be the best at Enriching Lives

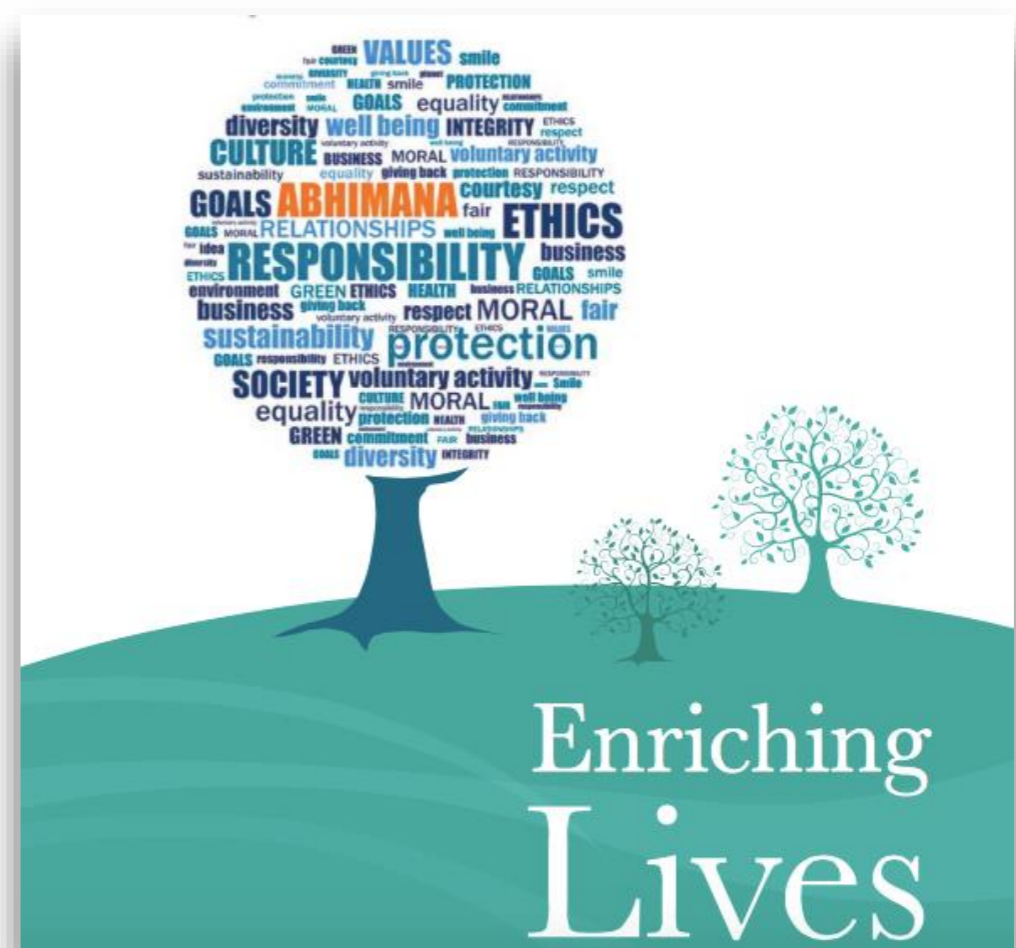
Through Leadership in Wellness, Leisure and Mobility

Our Purpose

To Passionately deliver Outstanding Products and Services thus Enriching the Lives of our Customers and creating Superior Value to our Shareholders.

WE WILL DO THIS BY:

- Being a national leader in personal care and healthcare solutions.
- Investing in growth industries with potential for superior value creation.
- Establishing a regional footprint through a team of passionate, capable and empowered people.



Piyawara

- The Hemas ‘Piyawara’ project focuses on early childhood care and development, penetrating the segment by facilitating preschool education for children aged 3 to 5 years, from marginalised communities.
- With the mission “to nurture young children with good care in order to provide a solid foundation of a life long journey”



Student at play area in Kantale Piyawara Pre-school



- | | |
|-------------------|---------------------------|
| 1. Wadduwa | 23. Dankotuwa |
| 2. Kalutara | 24. Kurunegala |
| 3. Bentota | 25. Badulla |
| 4. Balapitiya | 26. Ratnapura |
| 5. Ambalangoda | 27. Jaffna I |
| 6. Hikkaduwa | 28. Jaffna II |
| 7. Rathgama | 29. Kalmunei |
| 8. Galle I | 30. Ismailpuram |
| 9. Galle II | 31. Navadanweli |
| 10. Habaradawa | 32. Kantale |
| 11. Tissamaharama | 33. Ambalnagar |
| 12. Weligama | 34. Kilinochchi |
| 13. Matara I | 35. Mullaitivu Silawathi |
| 14. Matara II | 36. Mullaitivu Teetakarei |
| 15. Tangalle | 37. Mullaitivu Kepapilaru |
| 16. Hungama | 38. Boossa |
| 17. Hambantota I | 39. Welioya |
| 18. Hambantota 2 | 40. Monaragala, Malhawa |
| 19. Gampaha | |
| 20. Matale | |
| 21. Polonnaruwa | |
| 22. Anuradhapura | |



Vision 2020 - To be the best at enriching lives



- Delighting South Asian consumers with our high quality innovative personal care solutions
- Providing excellent healthcare outcomes for all Sri Lankans
- Outstanding leisure experiences to the emerging traveler
- Driving exceptional mobility solutions for the travel and logistics needs of the nation
- While at all times operating true to Hemas Values and our ethos of Abhimana

Thank You

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