



LIVE LIFE YOUR WAY



44th Annual General Meeting 25 June 2020

OUR VISION

To provide an **ENJOYABLE, RESPONSIBLE** and **MEANINGFUL** lifestyle experience for the modern consumer, through innovation and empowerment.

OUR MISSION

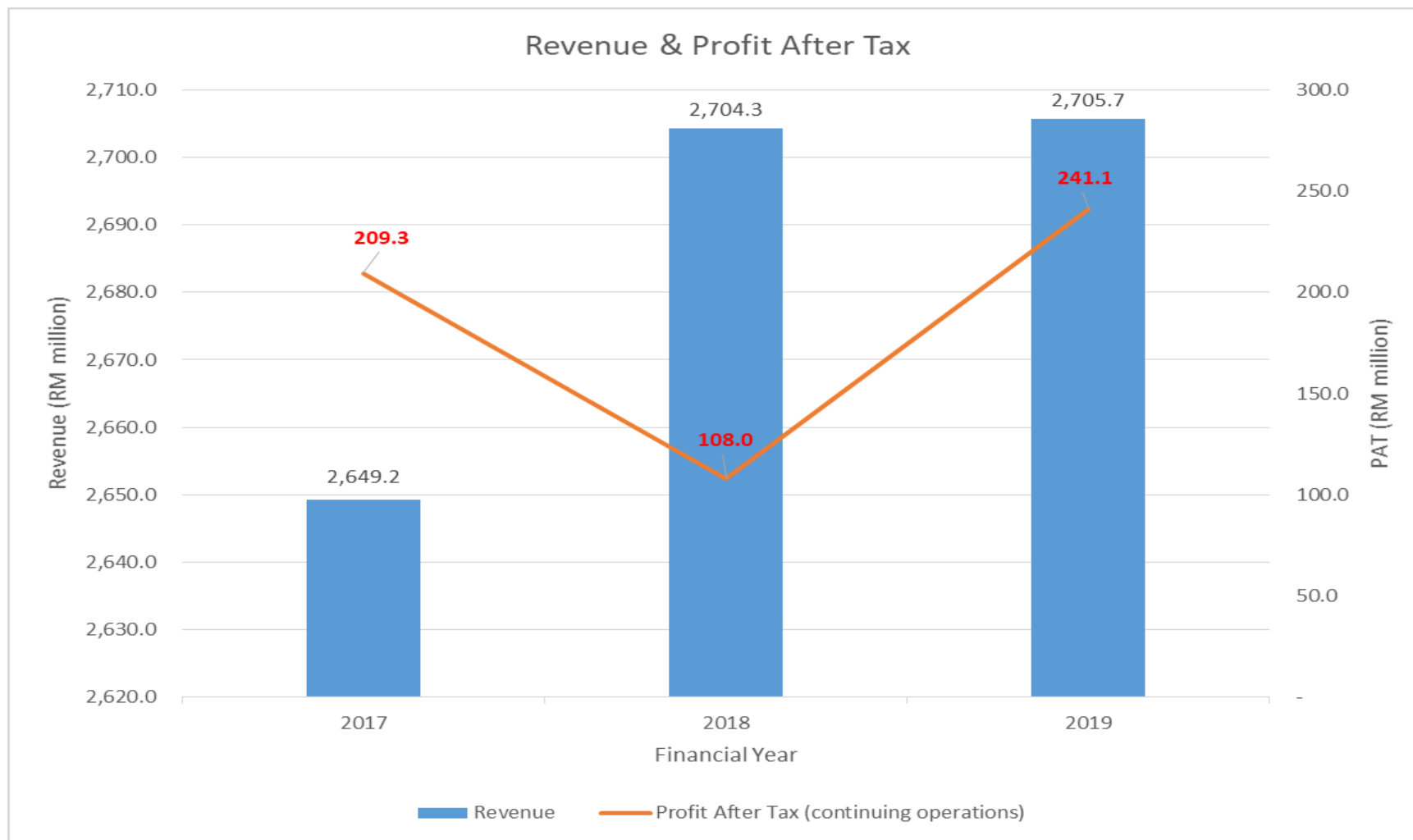
To uphold **TRUST AND INTEGRITY** in the lottery, to **BRING JOY** to customers, employees and shareholders, and to raise funds for **GOOD CAUSES**.



MAGNUM BERHAD – 44th AGM on 25 June 2020



REVIEW OF OPERATIONS





REVIEW OF OPERATIONS

Revenue has increased by RM1.4 mil (0.1%) mainly due to:

- 1. The Malaysian economy's continued growth of 4.3% in 2019.**
- 2. More active enforcement on illegal operators.**
- 3. 2 prolonged 4D Jackpot runs in January and June 2019 respectively has increased overall sales.**

The increase was achieved despite a reduction of 14 Special Draws in 2019.



REVIEW OF OPERATIONS

Profit Before Tax has increased by RM30 mil to RM343 mil mainly due to:

- 1. Marginally higher sales with favourable payout ratio.**
- 2. Tax penalty amounting to RM44 million incurred in FY 2018.**



REVIEW OF OPERATIONS

Profit After Tax has increased by RM133 mil to RM241 mil mainly due to:

- **A one-off and non recurring additional tax and penalty payable amounting to RM148 mil incurred in FY 2018.**

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QUARTERLY DIVIDEND PAYOUT

		Dividends declared in year			
		2019		2018	
		%	RM'000	%	RM'000
Q1 2018	1 st interim for FYE 2018			4.0	56,918
Q2 2018	2 nd interim for FYE 2018			3.0	42,689
Q3 2018	3 rd interim for FYE 2018			4.0	56,918
Q4 2018	4 th interim for FYE 2018			4.0	56,918
Q1 2019	1 st interim for FYE 2019	4.0	56,918		
Q2 2019	2 nd interim for FYE 2019	5.0	71,148		
Q3 2019	3 rd interim for FYE 2019	4.0	56,918		
Q4 2019	4 th interim for FYE 2019	3.0	42,689		
		16.0	227,673	15.0	213,443

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REBRANDING AND REIMAGING

Flagship outlet @ Genting Highlands



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REBRANDING AND REIMAGING

BEFORE



AFTER



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REBRANDING AND REIMAGING – *We have a new refreshed look of the store-front.*



Completed
255 outlets
@ FY 2019

Completed
315 outlets
or 65% @
YTD 31 Dec
2019

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REBRANDING AND REIMAGING (cont'd)



Ticket
checker for
customer
convenience

Digital TV
with
advertising
content



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REBRANDING AND REIMAGING (cont'd)

BEFORE

AFTER





STRATEGIES GOING FORWARD

- **Continue practicing our mantra - Customer centricity in ALL that we do**
- **Adopt a new Vision & Mission statement**
- **Embark on a Transformation Journey for the whole Group**
- **Continue to innovate & improve our products**
- **Lobby with the Government to replace cancelled draws due to MCO**
- **Hardware upgrades & software enhancements to improve operational efficiencies**
- **Continue with our on-going CSR activities**