LIFE WATER BERHAD IPO FACTSHEET

生命泉源 Life Water

Offering Summary

Listing Market	**Main Market of Bursa Malaysia Securities Berhad**
IPO Price	RM0.65 per IPO Share
Enlarged Share Capital	473,179,500
Market Cap	RM 307,566,675
PE multiple	10.9x (based on FYE2024 earnings)
Dividend Policy	Not less than 20%
Shariah Compliant	Yes

A public issue of **97,563,000 new ordinary shares** in Life Water made in the following manner:

- 23,660,000 new shares by the Malaysian public
- 14,195,000 new shares by eligible directors, employees, and persons that have contributed to our Group's success
- 59,148,000 new shares by way of private placement to bumiputera investors approved by the Ministry of Investment, Trade and Industry
- 560,000 new shares for private placement to selected investors

Offer for sale of **28,390,000** existing shares by way of private placement to selected investors

USE OF PROCEEDS	%
Set-up of additional drinking water manufacturing line for Sandakan Sibuga Plant 1	29.96
Set-up second distribution centre in Sandakan	19.87
Purchase of drinking water manufacturing line for Sandakan Sibuga Plant 2	18.92
Expansion of existing plastic packaging facilities in Kota Kinabalu	15.15
Working Capital	6.64
Estimated listing expenses	9.46
Total	**100.0**

TIMELINE	DATE
Opening of application for our IPO	22 Oct 2024
Closing of application for our IPO	30 Oct 2024
Balloting of application	4 Nov 2024
Allotment of IPO shares	11 Nov 2024
Listing	13 Nov 2024

Business Overview

- We are principally a manufacturer of beverages namely **drinking water** and **carbonated drinks**. We are supported by our other business activities including the manufacture of plastic packaging, as well as delivery and distribution centres.
- Our products are supplied to a diverse range of customers, including retailers, wholesalers, food service operators, hotels, and end consumers.

- Water supply pipes undergo various purification methods such as multi-layer filtration, RO, Ozone, UV treatment to ensure quality and safety

- In-house manufacturing of PET bottles for better integration
- **Annual production capacity**
- Drinking water: **448 million litres**
- Carbonated drinks: **37 million litres**

- Ready for distribution throughout Sabah, Labuan and parts of Sarawak.

Our brand portfolio

- Our brands are segregated into the following categories:

1 Drinking water

K2 | Sosa | Air Minuman SABAH WATER

2 Carbonated & Fruit Drinks

2more | TRITONIC | KITZAI

Our Presence

- We have a wide distribution network covering 4,020 distribution touchpoints:

Competitive Strengths

1) **Proven track record of 22 years as a manufacturer of beverages with a portfolio of established brands of beverages in the Sabah market**
2) **Wide distribution network covering 4,020 distribution touchpoints providing exceptional convenience and accessibility to customers**
3) **Established drinking water manufacturer with a prominent 11% market share of the bottled water market in Malaysia**
4) **Led by experienced Executive Directors and key management**

Future plans

1) **Expansion of manufacturing facilities to increase production capacity to cater for growing demand**
2) **Expansion of warehousing to strengthen distribution capabilities**
3) **Expand footprint into neighbouring markets of Sarawak and Brunei**
4) **Introducing new beverages to further expand our product line up**

Financial Highlights

Revenue breakdown by business segment

Revenue breakdown by geography

Note(s): (1) Includes Federal Territory of Labuan, Sarawak and Brunei

Revenue Breakdown (RM'mil) and GP Margin

EBITDA, PAT (RM'mil) and margins

For more information, please contact:
Esente Advisory Sdn Bhd | T: +603 6201 4110|
Oliver, E: oliveraw@esente.com.my | Cassidy, E: cassidy@esente.com.my | Nicholas, E: nicholaswong@esente.com.my