



Co-operative:

SAMPLE CO-OPERATIVE

COOPERATIVE INSIGHTS REPORT

PREMIUM

**360-DEGREE REVIEW OF THE MANAGEMENT
AND EFFECTIVENESS OF COOPERATIVES**



SAMPLE CO-OPERATIVE

Industry: Not for profit

Currency: RM

Latest FY: 2018

Date of Report: 8th Jan 2021



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The Co-operative has performed well in optimising the use of shareholders' funds between 2017-18 due to high ROE and there is an improvement of productivity in the use of its assets and resources to generate a positive return. Costs have moved slightly slower than its topline and its current asset position relative to its current liability is favourable.

Revenue has increased significantly over the period by 21.3% compared to the previous year. This is motivated by the expansion of assets within the entity, with an increase of asset base by 53.6%.

Despite a moderate increase in its overall expenses, the profit before tax growth increases significantly by 48.3% in 2018. The profit margin after tax has performed marginally at 1.1%, with an increase in performance noted by 22.3%. The growth in its profit margin after tax as compared to previous year, it has increased slightly by 0.2%.

With the active expansion of assets, the total liabilities grows faster than its equity and this signals an increase exposure to short-term creditors/financing to support its asset base.

From a public sentiment perspective, the Co-operative faced a somewhat volatile trend with the current COVID-19 pandemic situation that disrupts the entire business and industry outlook and changes the way how Co-operative works.

Negative News

Events that generated negative sentiments resulting in the Co-operative industry.

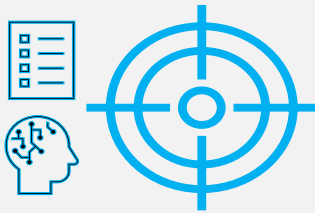
1. *The Malaysian Cooperative Commission (SKM) has received complaints from the public that the Koperasi Samudra Malaysia Berhad co-operative has carried out deposit collection activities by offering high returns every month. This scheme did not get approval from SKM under Sections 50E and 52A of the Cooperatives Act 1993 where cooperatives are not allowed to take deposits and issue loans without the Commission's permission.*
2. *Over 400 out of the 600 credit cooperatives nationwide that are registered under the Cooperative Commission of Malaysia (SKM) have been affected by the COVID-19 pandemic since March. The cooperatives' incomes were affected during the six months as borrowers did not repay their instalments.*
3. *Local credit cooperatives are accused of facing the risk of bankruptcy due to the restriction of personal loan repayments due to financial institutions and development financial institutions not providing moratorium services for that purpose.*

Positive News

On the other hand, some events that had given positive sentiments to the Co-operative industry included:

1. *The Sabah Government Employees Cooperative Society Berhad (Kopeks) assures its members that the cooperative's businesses are running as usual with the main focus on returning the fees and shares of retired members as well as clearing external and bank debts.*
2. *The Ministry of Entrepreneur and Cooperative Development (MEDAC) will launch the Malaysian Cooperative Transformation Plan 2021-2025 (TransKoM), aimed to ensure entrepreneurship remains a major contributor in driving the country's economic growth.*
3. *Cooperatives nationwide are offered a loan repayment moratorium through the Revolving Capital Fund (TMP-JPK) under the auspices of the Malaysian Cooperative Commission (SKM). The deferral repayment is offered for a period of six months, from April to next September, with an estimated total allocation cost of RM99 million.*
4. *The local operations movement has suggested four solutions to make the People's Concerned Economic Stimulus Package (Prihatin) more effective and comprehensive by taking into account the welfare aspects of more than 14,417 cooperatives nationwide.*

WHAT THE CO-OP NEEDS TO DO FOR 2021/22



Re-examine the short-term financing undertaken by the Co-operative to support its asset base with a strong focus on tangible outcomes.

1

Urgency to spread out the duration and lengthen the degree of short-term financing

2

Check creditor listings and negotiate for longer-term financing

3

Check for any occurrence of default payments or delinquency in making payments to creditors

4

Determine whether the liability in the Co-Operative is short-term or long-term and what it is the cost to the Co-Operative, to maintain this level of debt in the business

5

Perform an analysis to determine whether the existing level of debt, is threatening the on-going nature of the Co-Operative and assess to what extent its asset-liability management can be improved

6

Perform an analysis to determine whether the existing level of debt is threatening the on-going nature of the Co-Operative and assess to what extent its asset-liability management can be

7

Discuss with management on the potential for leveraged recapitalisation or debt restructuring in the business

8

Analyse whether the profitability growth experienced by the Co-Operative is sustainable, or whether it was more of a short term improvement

9

Examine to what extent price margins or debt acquisition was responsible for the increased level of profits

10

Determine whether the increased level of profitability growth was a result of a single client / contract

11

Check if the increase in costs is part of the Co-Operative's expansion plans; that corresponds to higher sales

12

Check the size and validate its asset base and its functions

DISTRIBUTION / SOURCES OF NEWS (Excepts Only)

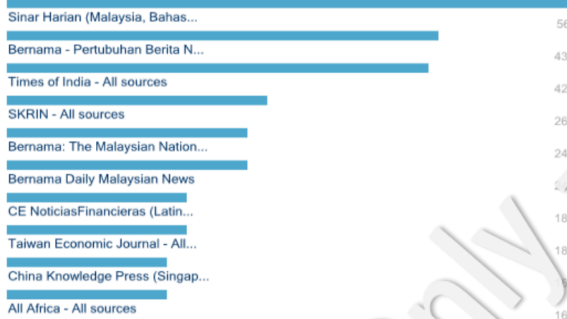


Search Summary

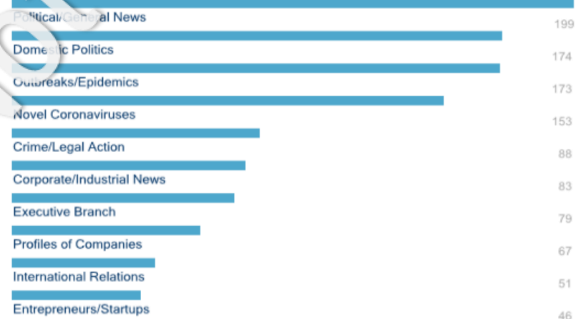
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Date	01/08/2020 to 01/08/2021
Source	All Sources
Author	All Authors
Company	All Companies
Subject	All Subjects
Industry	All Industries
Region	All Regions
Language	English Or Bahasa Melayu
Results Found	969
Timestamp	8 January 2021 10:08

Source: DowJones, Inc.

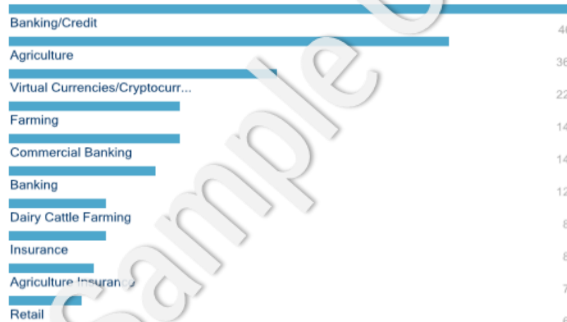
Top 10 Mentioned Sources



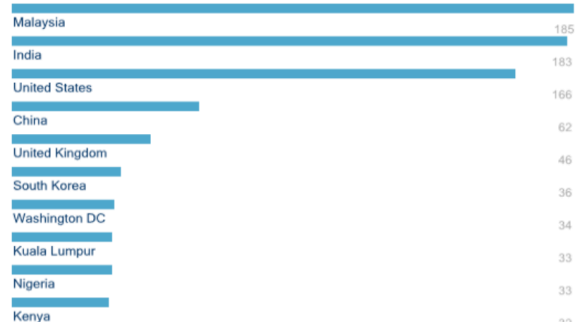
Top 10 Mentioned Subjects



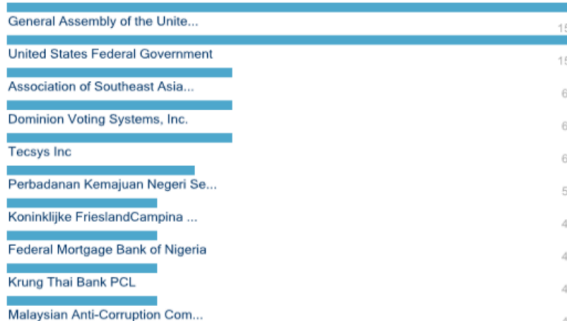
Top 10 Mentioned Industries



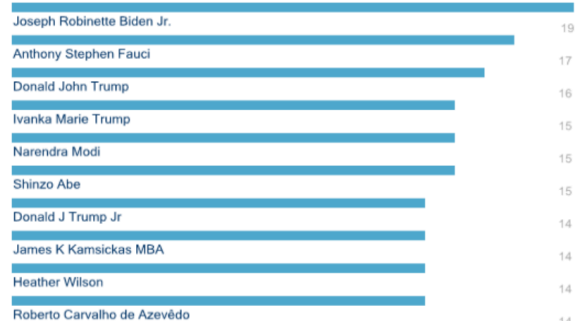
Top 10 Mentioned Regions



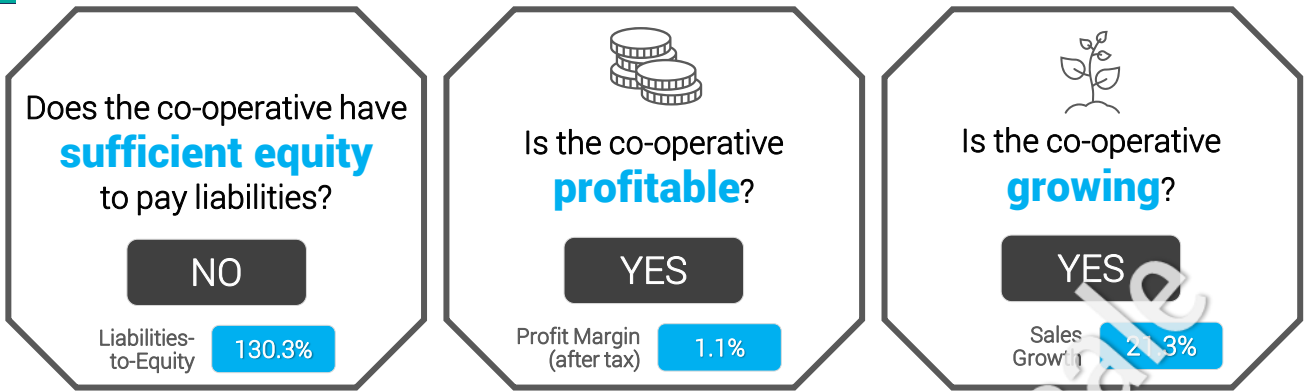
Top 10 Mentioned Organisations



Top 10 Mentioned Executives



FINANCIAL SNAPSHOT

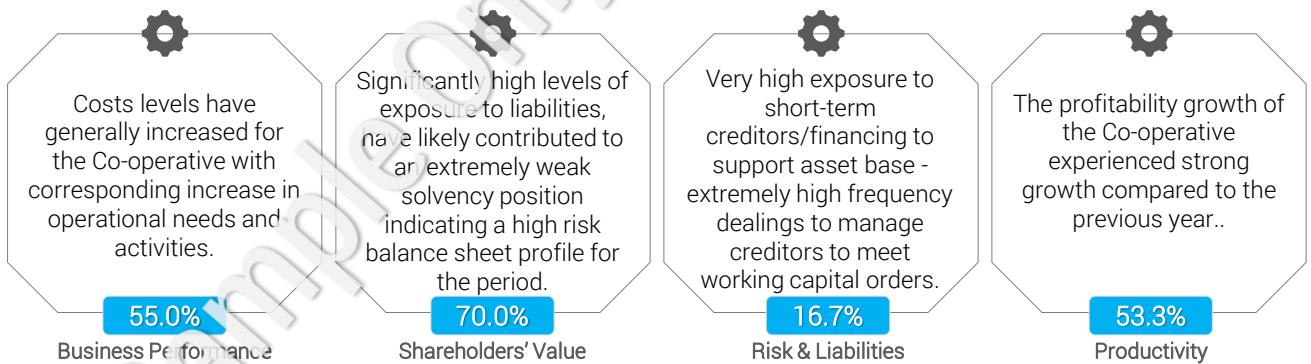


FINANCIAL HEALTHCHECK

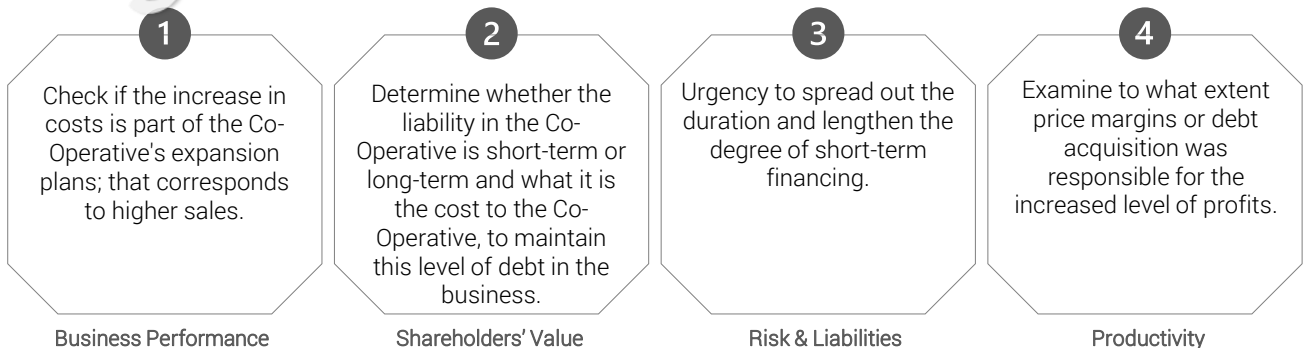
Good growth was recorded by the Co-operative, well-supported by a consistent demand for its products and services. Costs levels have generally increased for the Co-operative with corresponding increase in operational needs and activities. The cost of generating additional revenue was almost similar compared to the previous year. Highly limited profit margins were recorded by the Co-operative during the period. Growth had been fairly consistent year on year with a fairly moderate movement in profit margins.

Very high returns to stakeholders was achieved by the Co-operative during the period. There could be a high likelihood that the Co-operative's underlying valuation could improve as a result. Significantly high levels of exposure to liabilities, have likely contributed to an extremely weak solvency position indicating a high risk balance sheet profile for the period. The Co-operative's valuation is very likely to be adversely affected as a result. The Co-operative experienced strong profit growth compared to the previous year. Profit levels remained modest relative to sales. May not be adequately attractive for stakeholders who may demand for higher margins.

FINANCIAL RISK AREAS



FINANCIAL OUTLOOK



Was the co-operative able to generate **higher sales**?



YES

Sales Growth

21.3%

This indicates where the co-operative's topline is growing or not and to find out if there are any structural or cyclical factors affecting it.

Did **sales move faster** than cost growth?



YES

Cost Growth /Sales

-0.2%

This gives a broad picture if the costs are growing in line with the growth in sales or if the co-operative is exposed to higher cost structure even if the sales is growing.

Was the co-operative **financially strong** generally?



NO

Credit Score

48.8%

The credit score takes into account balance sheet and P&L of the co-operative. A higher score indicates a stronger credit position.

Was the **exposure to liabilities manageable**?



NO

Liabilities to Equity

3890.4%

This reflects the extent the co-operative is exposed to fixed obligations versus the capital it has built over the years and whether it has adequate buffer.

Was the co-operative **relying heavily on short-term obligations**?



NO

Current Liability Ratio

1.03

Assesses the proportion of total liabilities that are due in the near term. A secondary measure of liquidity as it does not measure the co-operative's ability to pay for the liabilities.

Were the **shareholders well rewarded** by the co-operative's performance?



YES

Return on Equity

49.51%

This measure relates to how much profits the co-operative is generating for the co-operative's shareholders; a higher ROE needs to be measured against the risks it is taking.

Were the **profit levels growing**?



YES

Pre-Tax Profit

48.3%

A co-operative that is showing consistent earnings growth indicates a positive outlook. A co-operative that shows negative growth may indicate tougher times ahead.

Were the **assets generating profits**?



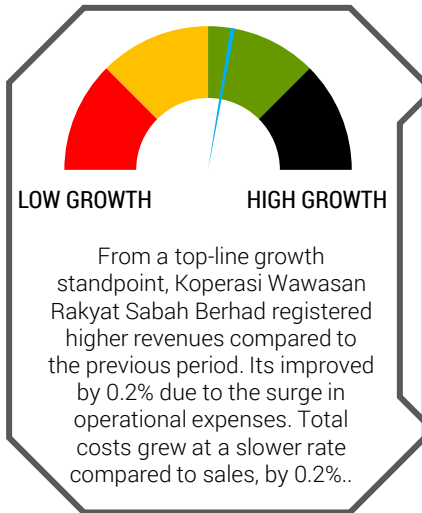
YES

Return on Asset

1.2%

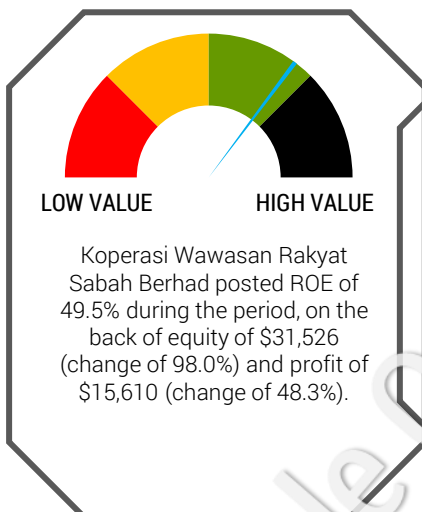
This is a measure of how well the co-operative is utilising its assets to generate profits for the co-operative. A productive asset backed by a cost-efficient operation is a good indicator of a well-run co-operative.

FINANCIAL PERFORMANCE & OPERATIONS



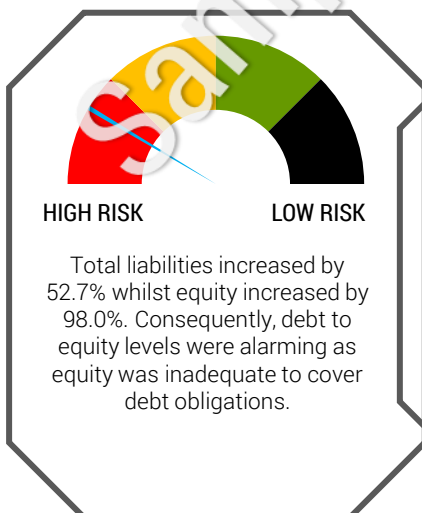
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STAKEHOLDER VALUE CREATION



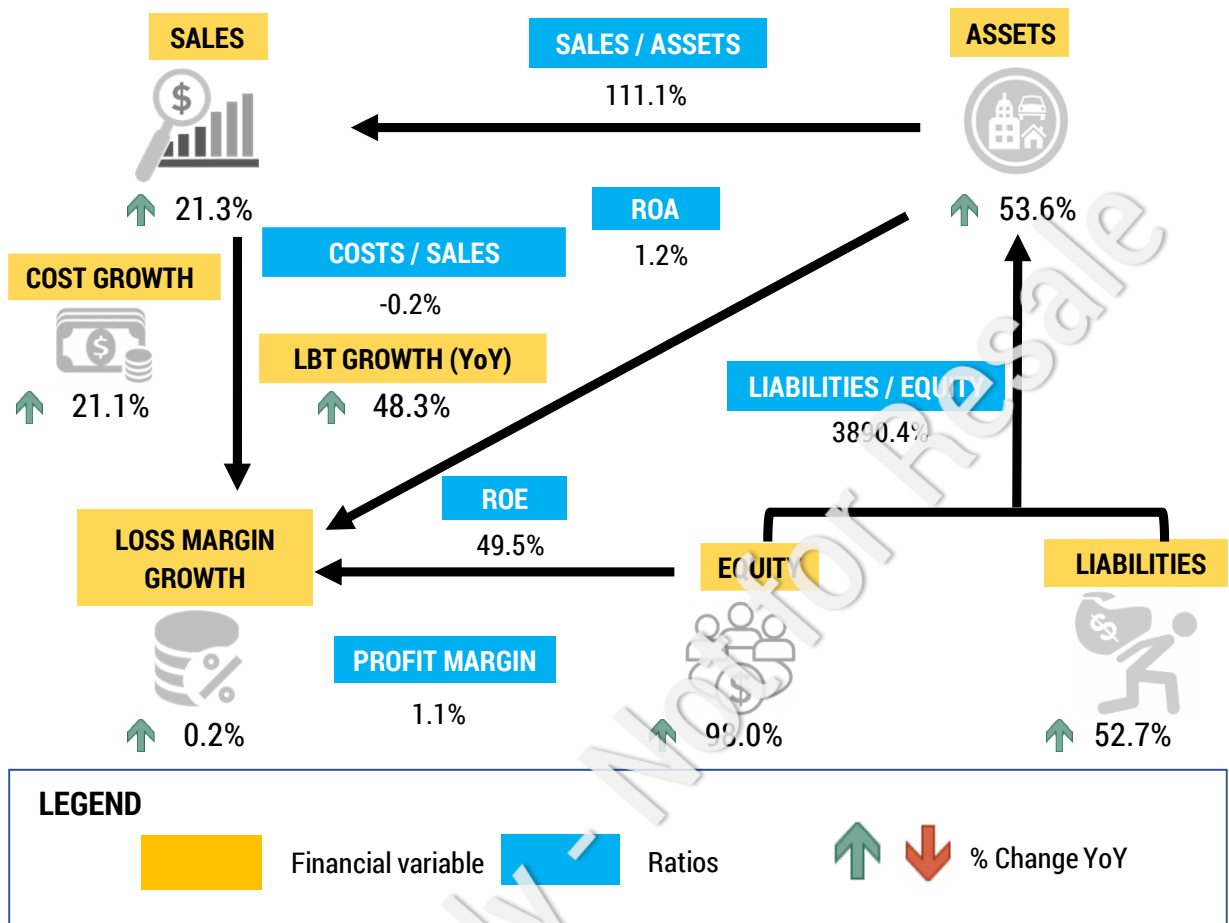
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RISK LEVELS



Very high exposure to short-term creditors/financing to support asset base - extremely high frequency dealings to manage creditors to meet working capital orders. Extremely weak solvency position with very high exposure to liabilities - high risk balance sheet profile for the period. Shareholder funds were highly inadequate to cover all of the co-operative's obligations. The co-operative registered a faster liability growth than its sales growth during the period. The drive for expansion appeared to be driven by aggressive gearing process, rather than margins and pricing management. The products and services of the co-operative continued to demonstrate consistent demand which resulted in good sales growth. Its pricing model and market strategies appeared to drive positive sales growth during the period.

CAUSE-AND-EFFECT ANALYSIS



From a top-line growth standpoint, Koperasi Wawasan Rakyat Sabah Berhad registered higher revenues compared to the previous period. Its profits improved by 0.2% due to the surge in operational expenses. Total costs grew at a slower rate compared to sales, by 0.2%.

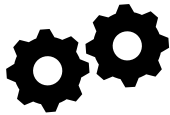
Revenue changes had been driven by the expansion of assets - Koperasi Wawasan Rakyat Sabah Berhad increased its asset base by 53.6% with recorded sales growth of 21.3%. In addition, ROA declined from 1.3% to 1.2% because of improvement in profits, likely due to the increase in operational costs.

Total liabilities increased by 52.7% whilst equity increased by 98.0%. Consequently, debt to equity levels were alarming as equity was inadequate to cover debt obligations.

Koperasi Wawasan Rakyat Sabah Berhad posted ROE of 49.5% during the period, on the back of equity of \$31,526 (change of 98.0%) and profit of \$15,610 (change of 48.3%).

	from	to	Currency
FUNDING REQUIREMENT	RM114,830	RM688,982	RM

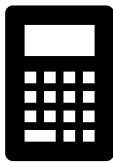
CASHFLOW FROM OPERATIONS



POSITIVE

Overall, the cashflow from operations was positive, mainly due to a profitable position. There was an inflow of \$113,442 coming from receivables, an inflow of \$309,547 from payables and an outflow of \$199,499 in inventory.

CASHFLOW FROM FINANCING



NEUTRAL

Overall, the cashflow from finances was neutral, mainly due to a neutral position in borrowings. There was no outflow coming from dividends and no interest paid.

CASHFLOW FROM INVESTMENTS



NEGATIVE

Overall, the cashflow from investments was negative, mainly due to an outflow in purchases of property, plant and equipments.

WORKING CAPITAL ANALYSIS

Legend:



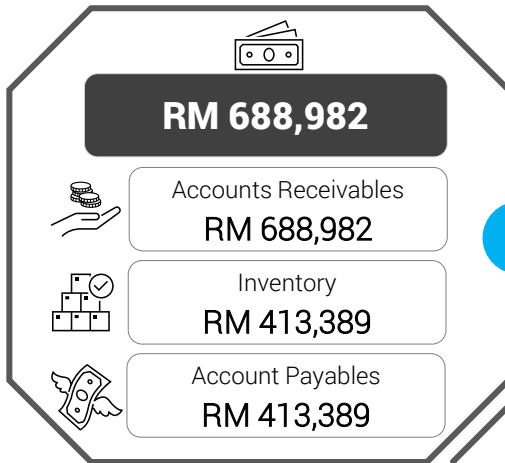
Amount of Net Working Capital Requirement



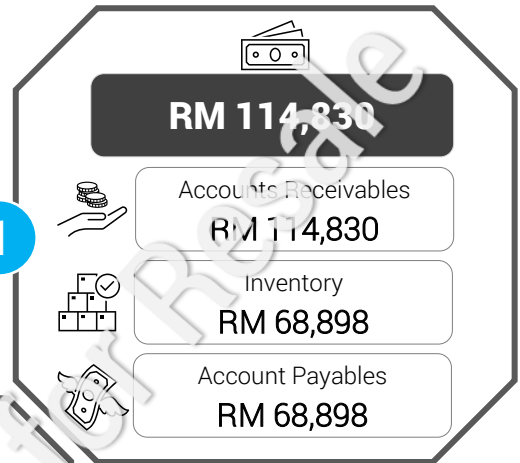
Scenario

Currency: RM

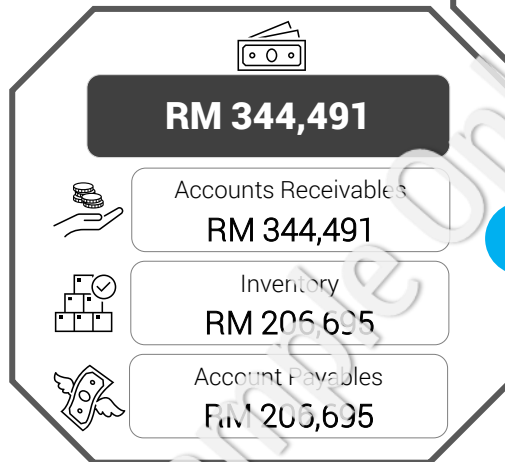
CREDIT TERMS:
180 Days



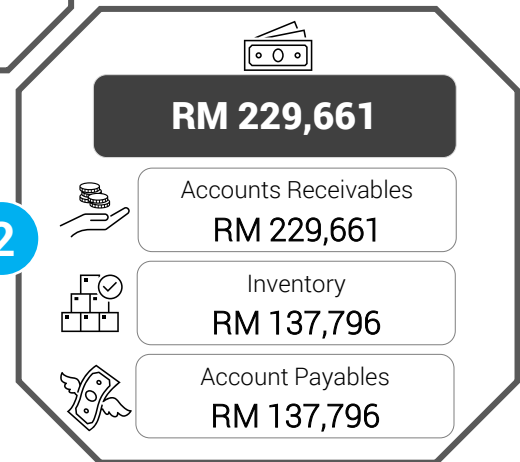
CREDIT TERMS:
30 Days



CREDIT TERMS:
90 Days



CREDIT TERMS:
60 Days



How much
WORKING CAPITAL
Is required by the
business?

NARRATIVE INSIGHTS

Based on four scenarios of operating cash cycle days, Koperasi Wawasan Rakyat Sabah Berhad is estimated to have funding requirement of between \$114,830 and \$688,982.

For every 30 days' of delay of conversion into cash, Koperasi Wawasan Rakyat Sabah Berhad would require at least \$114,830 for its working capital needs.

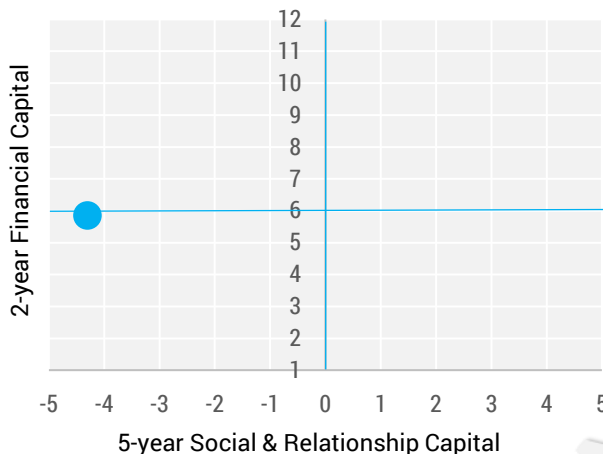
Its last reported cashflow from operations was positive mainly due to a profitable position in profitability. No other sources of funding are available.

FINANCIAL AND SOCIAL CAPITAL IMPACT

FINANCIAL CAPITAL RATING

Excellent	Good	Moderate	Low
High Intrinsic Value	Above Average Intrinsic Value	Average Intrinsic Value	Low Intrinsic Value
Greater than or equal to 10, less than or equal to 12	Greater than or equal to 7, less than 10	Greater than or equal to 4, less than 7	Less than 4, greater than or equal to 1

FINANCIAL CAPITAL AGAINST SOCIAL & RELATIONSHIP CAPITAL ANALYSIS



2-year Financial Capital	5-year Social & Relationship Capital
5.9	-4.3

Average financial impact score that is also dragged by an overall negative sentiment score.

The financial capital score is derived from the 2-year financial statement provided on MDEC, benchmarked against a basket of ICT companies and GLC-owned companies on an aggregated basis. Social & relationship capital is derived by scraping the public domain sources on news, publications, press releases, etc on MDEC over 5 years (at least 2,700 articles) to obtain a sentiment score of between -100 to 100 across 3 main categories (People, Business and Investor) using natural language processing and Understanding technologies.*

Negative News

Events that generated negative sentiments resulting in the Co-operative industry:

1. *The Malaysian Cooperative Commission (SKM) has received complaints from the public that the Koperasi Samudra Malaysia Berhad co-operative has carried out deposit collection activities by offering high returns every month. This scheme did not get approval from SKM under Sections 50E and 52A of the Cooperatives Act 1993 where cooperatives are not allowed to take deposits and issue loans without the Commission's permission.*
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STRATEGIC AUDIT AREAS

ACTION STEPS



		ACTION STEPS				
BUSINESS PERFORMANCE	PHASE 1	Check if the increase in costs is part of the Co-Operative's expansion plans; that corresponds to higher sales.	List down the variable and fixed costs in the last 24 months and evaluate the trends.	Distinguish between one-off and ongoing costs.	Compare the cost behaviour against sales and profitability performance.	
	PHASE 2	Seek inputs if Management has formulated a business strategy to improve margins for subsequent years.	Ascertain if there are going to be any improvements to be made on the business model of the co-operative.	Check if there are concentration of customer base within its revenue mix.	Check if there are limited product/service lines that may be less relevant for the changing demographics or settings.	
SHAREHOLDERS' VALUE	PHASE 1	Determine whether the liability in the Co-Operative is short-term or long-term and what it is the cost to the Co-Operative, to maintain this level of debt in the business.	Perform an analysis to determine whether the existing level of debt, is threatening the on-going nature of the Co-Operative and assess to what extent its asset-liability management can be improved.	Discuss with management on the potential for leveraged recapitalisation or debt restructuring in the business.	Perform an analysis to determine whether the existing level of debt is threatening the on-going nature of the Co-Operative and assess to what extent its asset-liability management can be improved.	Perform an analysis on the long-term debt in the business in terms of purpose, nature and financing costs.
	PHASE 2	Determine whether the main reason for profits growth was due to margins/sales management or leverage.	Ascertain the level of risks undertaken by the co-operative to generate the current/recent profit growth.	Evaluate the sustainability of the performance in subsequent years as this may be a one-off streak.	Examine whether there are single major client or large contract that resulted in the strong performance.	Ascertain whether there are any possible mergers and acquisitions or non-organic growth to maintain position.
RISKS & LIABILITIES	PHASE 1	Urgency to spread out the duration and lengthen the degree of short-term financing.	Check credit ratings and negotiate for longer term financing.	Check for any occurrence of default payments or delinquency in making payments to creditors.	Check the size and validate its asset base and its functions.	Evaluate existing relationships with creditors and check for existence of supplier concentration or related-party suppliers.
	PHASE 2	Determine which products or multiple of products contributed most to the increased level of sales.	Assess the market place for products which may be used to replace the co-operative's good and service; determine to what extent that they can affect the momentum of the sales increase.	Rank the customers of the co-operative by contribution to sales and determine whether there were any significant changes or movements.	Perform a price analysis to determine whether there had been any price adjustments which resulted in higher volumes but lower prices.	Perform an assessment to determine whether lowering of margins were responsible for the increased sales growth.
PRODUCTIVITY	PHASE 1	Examine to what extent price margins or debt acquisition was responsible for the increased level of profits.	Assess to what extent was the increase in profitability, generated by increased risks undertaken by the Co-Operative.	Analyse whether the profitability growth experienced by the Co-Operative is sustainable, or whether it was more of a short term improvement.	Determine whether the increased level of profitability growth was a result of a single client / contract.	Identify whether the Co-Operative's dominant position, can be maintained through organic or non-organic means.
	PHASE 2	Gain insights on how the acquired assets formed part of the expansion plans of the co-operative.	Find out what are the controls and measures being established to mitigate any risks associated with rapid expansion.	Check their rates of revenue and profitability arising from the rapid asset expansion trends experienced by co-operative.	Establish any volatility arising from assets by evaluating historical trends of asset levels - both for fixed and current levels.	Evaluate whether the acquired assets are part of a horizontal or vertical types of expansion.

KEY FINANCIAL RATIOS

FINANCIAL DATA

Currency: RM	2018	2017	% Change
Sales	1,397,102.33	1,151,649.61	21.3%
Profit Before Tax	15,610.04	10,524.02	49.3%
Profit After Tax	15,610.04	10,524.02	48.3%
Total Asset	1,258,030.43	819,166.72	53.6%
Total Liabilities	1,226,504.40	803,242.70	52.7%
Current Liabilities	1,226,504.40	803,250.73	52.7%
Shareholders' Fund	31,526.03	15,924.02	98.0%

PERFORMANCE METRICS

 Business Potential Ratios		 Risk & Valuation Ratios	
	%		%
Rate of Sales Growth	21.3%	Return on Equity (pre tax)	49.5%
Rate of Cost Growth	21.1%	Total Liabilities-to-Equity Ratio	3,890.4%
Cost/Sales Growth	-0.2%	Profit Before Tax Growth	48.3%
Profit Margin (after tax)	1.1%	Profit Margin (after tax)	1.1%
Profit Margin Growth	0.2%	Current Liability Ratio	97.5%
Return On Assets Growth	0.0%	Total Liability Growth vs Sales Growth	31.4%
Return on Assets (after tax)	1.2%	Rate of Sales Growth	21.3%
Profit Before Tax Growth	48.3%		
Asset Growth	53.6%		

BENCHMARK & VARIANCE ANALYSIS

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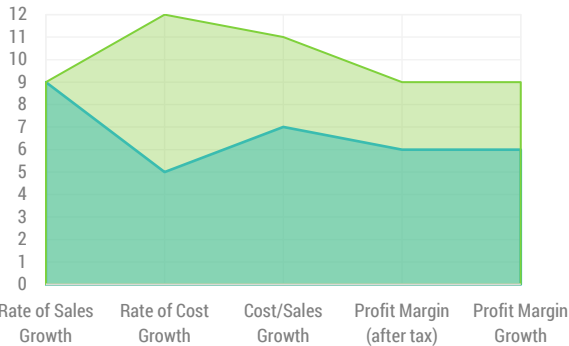


The Co-operative

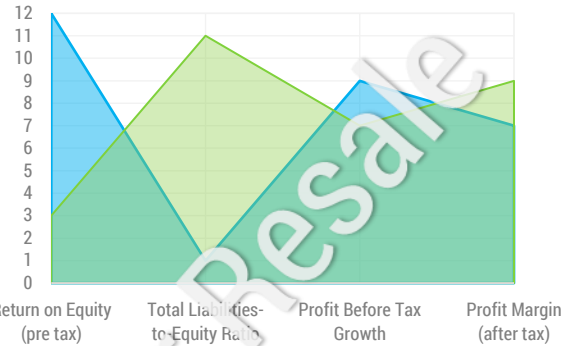


Industry

Business Performance



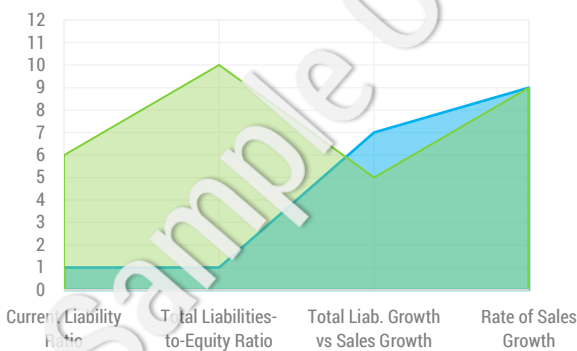
Shareholders' Value



	Co-operative	Industry	Variance
Rate of Sales Growth	21.3%	35.7%	-14.4%
Rate of Cost Growth	21.1%	22.4%	-1.4%
Cost/Sales Growth	-0.2%	7.1%	-7.3%
Profit Margin (after tax)	1.1%	25.5%	-24.4%
Profit Margin Growth	0.2%	10.2%	-10.0%

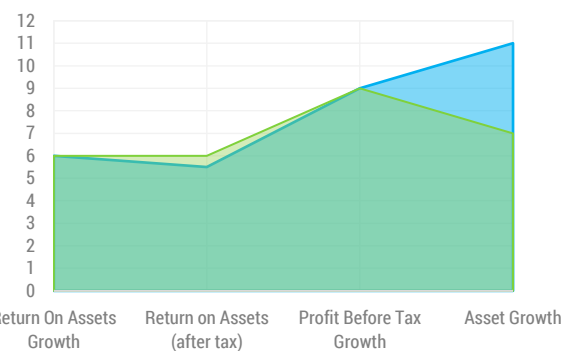
	Co-operative	Industry	Variance
Return on Equity (pre tax)	49.5%	15.3%	34.2%
Total Liabilities-to-Equity Ratio	3890.4%	45.9%	3844.5%
Profit Before Tax Growth	48.3%	30.6%	17.7%
Profit Margin (after tax)	1.1%	25.5%	-24.4%

Risks & Liabilities



	Co-operative	Industry	Variance
Current Liability Ratio	97.5%	12.2%	85.3%
Total Liabilities-to-Equity Ratio	3890.4%	45.9%	3844.5%
Total Liab. Growth vs Sales Growth	31.4%	3.1%	28.3%
Rate of Sales Growth	21.3%	35.7%	-14.4%

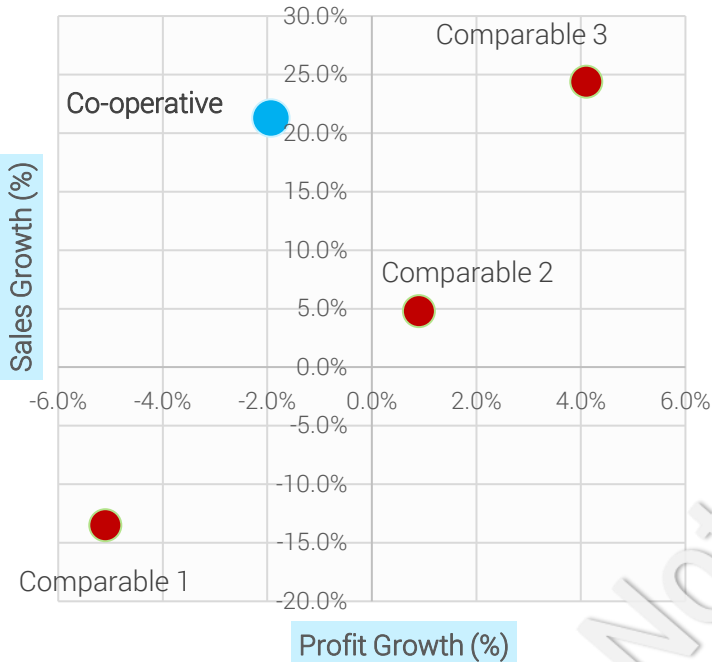
Productivity



	Co-operative	Industry	Variance
Return On Assets Growth	0.0%	5.1%	-5.1%
Return on Assets (after tax)	1.2%	8.2%	-6.9%
Profit Before Tax Growth	48.3%	30.6%	17.7%
Asset Growth	53.6%	18.4%	35.2%

BUSINESS PERFORMANCE

Peer Analysis: Business Performance



From a topline growth perspective, Koperasi Wawasan Rakyat Sabah Berhad's sales fared better than the average of its peers; it grew 21.3% as compared to -13.5% (Comparable 1), 4.8% (Comparable 2), 24.4% (Comparable 3).

Meanwhile, comparing profit growth levels, Koperasi Wawasan Rakyat Sabah Berhad's profits fared lower than the average of its peers; it declined by 1.9% as compared to -5.1% (Comparable 1), 0.9% (Comparable 2), 4.10% (Comparable 3).

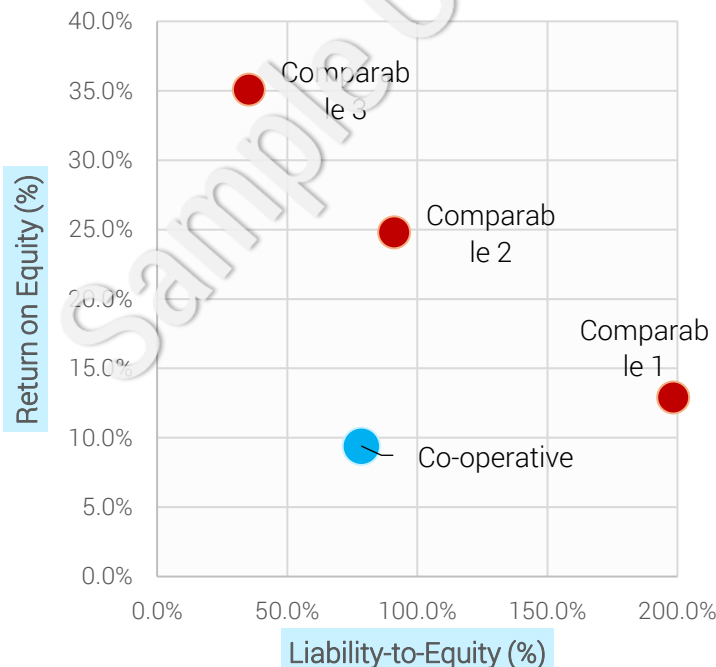
Koperasi Wawasan Rakyat Sabah Berhad was ranked 2nd in terms of its sales growth and 3rd in terms of its profit growth as compared to its peers.

Koperasi Wawasan Rakyat Sabah Berhad's sales growth position was behind by 3.11% against Comparable 3, which was ranked 1st in position.

Koperasi Wawasan Rakyat Sabah Berhad's profit growth position was behind by 6.03% against Comparable 3, which was ranked 1st in position.

RISK RETURNS

Peer Analysis: Risk Return



On a standalone basis, Koperasi Wawasan Rakyat Sabah Berhad took on 8.3x more risk to generate every unit of return.

Comparable 1 registered a liability to equity ratio of 198.4% (lower than Koperasi Wawasan Rakyat Sabah Berhad), and ROE of 12.9% (lower than Koperasi Wawasan Rakyat Sabah Berhad).

Comparable 2 registered a liability to equity ratio of 91.1% (lower than Koperasi Wawasan Rakyat Sabah Berhad), and ROE of 24.8% (lower than Koperasi Wawasan Rakyat Sabah Berhad).

Comparable 3 registered a liability to equity ratio of 35.3% (lower than Koperasi Wawasan Rakyat Sabah Berhad), and ROE of 35.1% (lower than Koperasi Wawasan Rakyat Sabah Berhad).

FINANCIAL STATEMENTS



INCOME STATEMENT

	2018	2017	%Chg
Sales	1,397,102	1,151,650	21.3%
Cost of Sales	(1,107,643)	(909,618)	21.8%
Gross Profit	289,459	242,032	19.6%
Operating Expenses	(287,841)	(242,165)	18.9%
Operating Profits	1,618	(133)	1317.6%
Depreciation	(42,021)	(24,311)	71.3%
Finance Cost	(87)	(75)	16.1%
Others Income / (Expense)	56,100	35,264	59.1%
Profit Before Tax	15,610	10,524	48.3%
Taxation	-	-	N.A
Profit After Tax	15,610	10,524	48.3%

BALANCE SHEET

0	2018	2017	%Chg
Current Assets	1,078,811	597,927	80.4%
Cash	219,126	44,146	396.4%
Trade Debtors	354,062	240,620	47.1%
Stocks	475,992	276,492	72.2%
Other CA	29,632	36,669	-19.2%
Fixed Assets	179,219	221,240	-19.0%
Property, Plant & Equipment	116,739	147,776	-21.0%
Other Investments	62,480	73,464	-15.0%
Total Assets	1,258,030	819,167	53.6%
Current Liabilities	1,226,504	803,251	52.7%
Trade Creditors	694,721	385,174	80.4%
Overdrafts	-	-	N.A
Short Term Loans	458,226	383,580	19.5%
Other Current Liabilities	73,557	34,497	113.2%
Long Term Liabilities	-	(8)	100.0%
Loans	-	-	N.A
Other Long Term Liabilities	-	(8)	100.0%
Total Liabilities	1,226,504	803,243	52.7%
Equity / Reserves	31,526	15,924	98.0%
Total Liabilities and Capital	1,258,030	819,167	53.6%

CASHFLOW STATEMENTS

Currency: RM	2018	2017	% Change
Operating Activities:			
Profit for the year	\$15,610	\$10,524	48.3%
Adjustments			
Depreciation, Amortisation and Impairment	\$42,021	\$24,531	71.3%
Loss / (Gain) on disposal	\$0	\$0	N.A
Interest expenses / (income)	\$0	\$0	N.A
Loss / (Gain) on foreign exchange, net	\$0	\$0	N.A
Share of results of associates	\$0	\$0	N.A
Writeoffs	\$0	\$0	N.A
Reversal	\$0	\$0	N.A
Others	\$0	\$0	N.A
Operating profit before working capital changes	\$57,631	\$35,055	64.4%
Inventories	-\$199,499	-\$276,492	-27.8%
Trade receivables	\$113,442	-\$240,620	-147.1%
Other receivables, deposits and prepayments	\$7,037	-\$36,669	-119.2%
Advances to suppliers	\$74,647	\$383,580	-80.5%
Trade payables	\$209,547	\$385,174	-19.6%
Other payables and accruals	\$37,660	\$33,297	13.1%
Due to related party (trade)	\$1,400	\$1,200	16.7%
Others	\$0	\$0	N.A
Cash generated from operations	\$401,863	\$284,525	41.2%
Income tax paid	\$0	\$0	N.A
Net Cash From Operating Activities	\$401,863	\$284,525	41.2%
Investing Activities:			
Interest received	\$0	\$0	N.A
Purchase of Property, Plant and Equipment	-\$226,884	-\$245,779	-7.7%
Addition in Intangible Assets	\$0	\$0	N.A
Others	\$0	\$0	N.A
Net Cash From Investing Activities	-\$226,884	-\$245,779	-7.7%
Financing Activities:			
Increase in Borrowings	\$0	\$0	N.A
Interest Paid	\$0	\$0	N.A
Dividends	\$0	\$0	N.A
Others	\$0	\$5,400	-100.0%
Net Cash From Financing Activities	\$0	\$5,400	-100.0%
Net (decrease) / increase in cash and cash equivalents	\$174,980	\$44,146	296.4%
Effect of exchange rate changes in cash and cash equivalents	\$0	\$0	N.A
Cash and cash equivalents at beginning of financial year	\$44,146	\$0	N.A
Cash and cash equivalents at end of financial year	\$219,126	\$44,146	396.4%

ENHANCED RATIOS



RATIO	2018	2017	% change
Profitability Ratio			
(1) Operating Margin (%)	0.12%	-0.01%	1103.6%
(2) Net Profit Margin (After Tax) (%)	1.12%	0.91%	-22.3%
(3) Profit Before Tax Growth (%)	48.33%	N.A	N.A
(4) Profit Margin Growth (%)	0.20%	N.A	N.A
(5) Rate of Sales Growth (%)	21.31%	N.A	N.A
(6) Rate of Cost Growth (%)	21.06%	N.A	N.A
(7) Cost / Sales Growth (%)	-0.20%	N.A	N.A
(8) Return on Assets Growth (%)	-0.04%	N.A	N.A
(9) Return on Assets (After Tax) (%)	1.24%	1.28%	3.4%
(10) Asset Growth (%)	53.57%	N.A	N.A
Liquidity Ratio			
(11) Cash to Current Liabilities (%)	17.87%	5.50%	225.1%
(12) Sales to Total Assets (%)	111.05%	140.59%	-21.0%
(13) Sales to Inventory (%)	293.51%	416.52%	-29.5%
(14) Asset Efficiency (%)	134.52%	110.88%	21.3%
Activity Ratio			
(15) Current Ratio (x)	0.88	0.74	18.2%
(16) Quick Ratio (x)	0.47	0.35	31.8%
(17) Cash Ratio (x)	0.18	0.05	225.1%
Leverage Ratio			
(18) Debt to Assets (%)	97.49%	98.06%	-0.6%
(19) Debt Equity (%)	3890.45%	5044.22%	-22.9%
(20) Current Liability Ratio (%)	97.49%	98.06%	-0.6%
(21) Total Liabilities-to-Equity Ratio (%)	3890.45%	5044.22%	-22.9%
(22) Return on Shareholders' Equity (%)	49.51%	66.09%	25.1%
(23) Total Liabilities Growth vs Sales Growth (%)	31.38%	N.A	N.A
(24) Equity Multiplier (x)	39.90	51.44	-22.4%



**ASSESSING COOPERATIVES'
EFFECTIVENESS**

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MYFINB.COM

MyFinB (M) Sdn. Bhd.

Level 13A, Menara Tokio
Marine 189 Jalan Tun
Razak, Hampshire Park,
50450 Kuala Lumpur,
Malaysia.

Tel: +60 327 173 418

Email:
enquiry@MyFinB.com

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