

Name of the Game

When it comes to high paymasters, the gaming sector takes the lead.

WHICH industries pay the best? It is not surprising that the gaming sector, known for the vast amounts of money its companies earn, has come out as the best-paying segment.

Three of the highest-paid directors of Bursa Malaysia companies are from gaming concerns. Not far behind are directors from the banking and finance-related sector. This could possibly be because there is a premium attached to 'specialised banking expertise'.

Property company directors also top our ranking scorecard. This is likely as many property companies are founder-managed and naturally tend to dish out higher

remuneration to their top executive.

In the banking sector, RHB Capital led the way in 2003 with its executive getting a payout within the RM4.3 million-RM4.35 million band. It should be noted however that the payment went to a director who had resigned during the year.

Public Bank, headed by Tan Sri Teh Hong Piow, paid its top executive a remuneration package within the RM3.65 million-RM3.7 million band. Trailing behind is Tan Sri Quek Leng Chan's Hong Leong Credit, whose director earned remuneration within the RM2.6 million-RM2.65 million band.

Among stockbrokers, Hwang DBS sits at

Highest-Paid Directors: A Sectoral Perspective

Rank	Company	Financial Year-End	Disclosed Band/Pay (RM)	Total Director Payout (RM) 2003	Total Director Payout (RM) 2002	Net Profit/(Loss) (RM mil)	Turnover (RM mil)
GAMING							
1	Genting	Dec-03	40,150,000 - 40,200,000	58,218,000	86,167,000	713.8	4,361.5
2	Resorts World	Dec-03	16,650,000 - 16,700,000	28,230,000	47,567,000	509.8	2,740.9
3	Berjaya Sports Toto	Apr-03	8,150,001 - 8,200,000	11,453,000	11,583,000	258.6	2,208.1
94	Tanjong Public Limited Co	Jan-03	1,056,000	3,430,000	3,130,000	205.6	2,455.5
189	Magnum 4D	Dec-03	725,800	1,162,786	873,162	47.5	1,964.3
BANKING/FINANCIAL SERVICES							
9	RHB Capital	Jun-03	4,300,001 - 4,350,000	6,338,000	10,176,000	250.6	3,435.8
11	Public Bank	Dec-03	3,650,001 - 3,700,000	18,408,000	11,304,000	1,003.1	4,322.9
21	Hong Leong Credit	Jun-03	2,600,001 - 2,650,000	4,425,579	3,498,672	374.1	2,460.9
39	CIMB Group	Dec-03	1,700,000 - 1,750,000	3,019,000	263,000	260.6	845.8
63	Commerce Asset-Holding	Dec-03	1,300,000 - 1,350,000	2,258,000	1,515,000	782.3	6,112.3
CONSTRUCTION							
31	YTL Corporation	Jun-03	1,900,001 - 1,950,000	11,765,450	9,171,050	511.7	4,093.4
76	IJM Corporation	Dec-03	1,172,000	3,291,000	3,020,000	145.7	1,418.6
80	Nam Fatt Corporation	Dec-03	1,150,001 - 1,200,000	3,529,919	2,896,173	49.2	525.1
82	Sunway Holdings Inc	Dec-03	1,150,001 - 1,200,000	3,260,934	3,792,287	73.5	1,471.0
111	Road Builder (M) Holdings	Jun-03	1,000,000 & Above	4,091,984	3,255,077	115.2	1,242.7

Rank	Company	Financial Year-End	Disclosed Band/Pay (RM)	Total Director Payout (RM) 2003	Total Director Payout (RM) 2002	Net Profit/(Loss) (RM mil)	Turnover (RM mil)
MEDIA							
6	Star Publications (M)	Dec-03	6,350,001 - 6,400,000	7,604,000	5,726,000	120.1	616.6
112	Utusan Melayu (M)	Dec-03	1,000,000 & Above	2,888,049	1,527,119	8.4	353.6
174	Nanyang Press Holdings	Jun-03	750,001 - 800,000	1,295,000	965,000	19.0	293.8
303	Nexnews	Dec-03	500,001 - 550,000	1,476,138	1,199,950		14.9
317	The New Straits Times Press (M)	Dec-03	500,001 - 550,000	1,794,854	1,099,400		1,188.6
553	Tien Wah Press Holdings	Dec-03	1 - 460,000	715,498	641,983	11.9	120.8
MOTOR							
20	DRB-Hicom	Mar-03	2,600,001 - 2,650,000	8,943,859	7,137,809	206.4	5,705.6
22	Tan Chong Motor Holdings	Dec-03	2,600,001 - 2,650,000	6,022,000	6,187,000	106.0	1,677.5
24	Oriental Holdings	Dec-03	2,500,001 - 2,650,000	4,963,000	4,823,000	162.1	3,133.7
84	Cycle & Carriage Bintang	Dec-03	1,148,000	3,188,000	1,756,000	24.3	890.6
136	P'sahaan Otomobil Nasional	Mar-03	900,000 - 1,000,000	2,031,380	1,274,638	1,139.0	9,483.7
167	Edaran Otomobil Nasional	Dec-03	750,001 - 800,000	4,109,363	4,417,807	262.4	5,075.7
OIL AND GAS							
53	Dialog Group	Jun-03	1,450,001 - 1,500,000	1,998,895	1,798,842	30.6	224.9
207	Scomi Group	Dec-03	698,907*	758,707	n.a.	14.0	165.6
256	Shell Refining Co	Dec-03	600,000 - 650,000	719,000	629,000	182.3	5,516.7
315	Tenggara Oil	Jan-03	500,001 - 550,000	1,839,745			41.0
398	Petra Perdana	Dec-03	400,001 - 450,000	578,330	546,946	10.5	203.7
PLANTATIONS							
4	IOI Corporation	Apr-03	6,900,001 - 6,950,000	9,592,000	8,383,000	502.1	3,951.7
46	Asiatic Development	Dec-03	1,550,001 - 1,600,000	3,856,000	4,175,000	135.2	490.8
59	Kumpulan Guthrie	Dec-03	1,350,001 - 1,400,000	2,445,000	1,932,000	138.3	3,155.9
62	Unifed Plantations	Dec-03	1,300,001 - 1,350,000	4,574,000	2,759,000	94.4	463.4
87	Kuala Lumpur Kepong	Sep-03	1,100,001 - 1,150,000	3,804,000	3,521,000	394.7	3,473.5
89	Bousfead Holdings	Dec-03	1,100,001 - 1,150,000	1,441,000	1,147,000	112.5	1,081.4
PROPERTY							
5	IOI Properties	Jun-03	6,900,001 - 6,950,000	9,592,000	2,637,000	177.4	502.7
10	MK Land	Jun-03	3,652,000	7,148,000	7,070,000	177.9	848.2
12	Yu Neh Huat	Dec-03	3,600,001 - 3,650,000	7,308,700	7,308,700		99.1
25	SP Setia	Oct-03	2,323,400	5,908,600	4,171,400	126.0	828.9
29	BCB	Jun-03	2,130,000	2,974,000	3,694,159	2.4	118,848.0
35	Sunway City	Dec-03	1,800,001 - 1,850,000	3,717,124	1,743,966	25.5	753.2
TELECOMMUNICATIONS							
33	Maxis Communications	Dec-03	1,850,000 - 1,900,000	3,078,000	1,736,329	1,841.4	4,682.0
286	Telekom Malaysia	Dec-03	529,148	2,305,840	1,672,860	1,390.4	11,883.5
482	Time Engineering	Dec-03	329,000	556,000		123.4	403.8
TECHNOLOGY							
40	Unisem (M)	Dec-03	1,650,001 - 1,700,000	3,383,641	1,678,581		283.3
45	Computer Systems Advisers	Mar-03	1,600,001 - 1,650,000	2,552,562	1,925,230	11.3	276.7
47	Eng Teknologi Holdings	Dec-03	1,550,001 - 1,600,000	4,274,000	4,230,000	17.7	205.7
55	Malaysian Pacific Industries	Jun-03	1,400,001 - 1,450,000	1,989,000	2,832,000	46.6	882.5
97	Globetronics Technology	Dec-03	1,050,001 - 1,100,000	2,452,000	2,309,000	29.2	335.5
99	AIC Corporation	Dec-03	1,019,000	1,658,000	2,264,000		437.0
STOCKBROKING							
7	Hwang-DBS (M)	Jul-03	4,420,000	7,182,000	3,459,000	7.9	97.6
52	OSK Holdings	Dec-03	1,450,001 - 1,500,000	2,748,961	3,262,120	50.5	368.5
171	K&N Kenanga Holdings	Dec-03	750,001 - 800,000	2,430,709	2,217,500	7.0	1,172.8

2 & 12 Please refer to notes on page 36

the top of the pile with a total director payout of RM7.182 million, a significant increase from last year's RM3.46 million. OSK Holdings comes a distant second, paying its directors a total of RM2.74 million. The top director earned between RM1.45 million and RM1.50 million. K&N Kenanga's head received a compensation within the RM750,000-RM800,000 band.

The automobile sector was a big paymaster in 2003 with many of its top directors sitting pretty among the top 50. The key executives of DRB-Hicom and Tan Chong Motor earned remuneration packages within the RM2.6 million-RM2.65 million band. Their counterpart in Oriental Holdings followed closely with a payout within the RM2.5 million-RM2.65 million band.

In the property sector, IOI Properties is the big earner, with a top payout in the RM6.9 million-RM6.95 million band. MK Land's Tan Sri Mustapha Kamal earned RM3.65 million,

followed closely by newcomer Yu Neh Huat's director.

The media industry sees Star Publication sitting pretty among its peers with a whopping RM6.35 million-RM6.4 million band compensation paid to its top executive. Utusan Melayu's director could be earning a million or more while Tien Wah Press was very vague in its disclosure.

Dialog gave out a RM1.45 million-RM1.5 million band remuneration to its director in the oil and gas sector. Scomi's Shah Hakim netted RM698,907. At Tenggara Oil, the director was in the RM500,000-RM550,000 band.

In the construction industry, YTL Corporation tops the cards with a generous payout to its director, leaving the rest quite far behind. Similarly in the telecommunications sector, Maxis' payout to its executive is way above that of its next competitor. In contrast, the disparity in the technology companies' payouts is small. **mb**