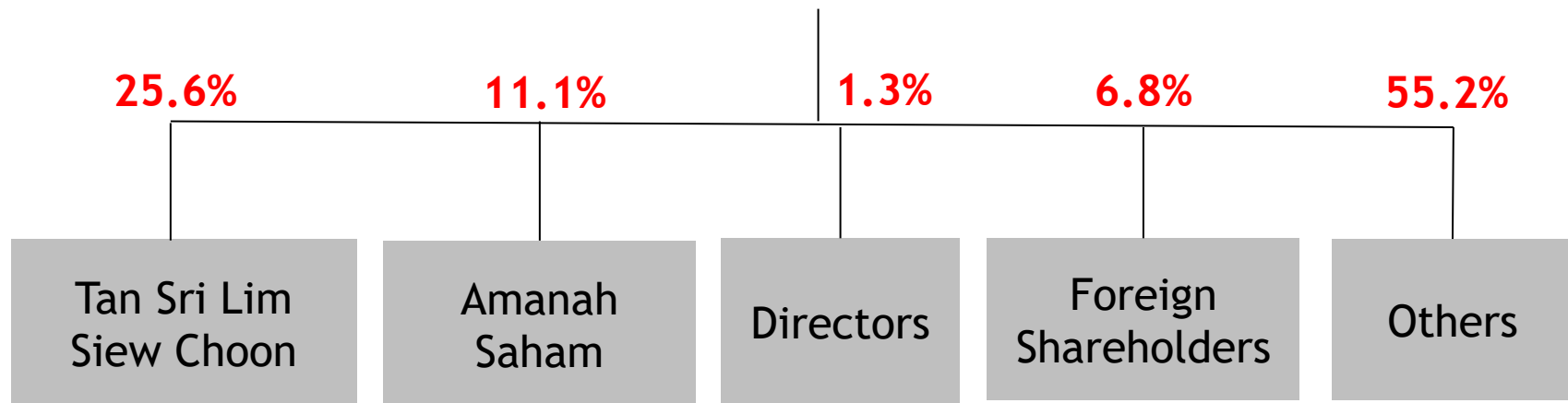


# WCT Holdings Berhad

## INVESTOR BRIEFING - 2<sup>nd</sup> Quarter 2021

Updated: 26/08/2021

# Key Shareholding as at 16 August 2021





# Financial Highlights

## Segmental Results Q2 2021 (3 months)

	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	339.2	56.1	40.3	435.6
<b>Profit from operations</b>	<b>25.0</b>	<b>14.7</b>	<b>19.5</b>	<b>59.2</b>
Share of results of associates				1.2
Share of results of joint ventures	0.6	(2.5)	(2.9)	(4.8)
Finance costs				(29.0)
Taxation				(11.7)
<b>Profit for the period</b>				<b>14.9</b>
Holders of Perpetual Sukuk				-
Non-controlling interest				1.2
<b>Net profit</b>				<b>16.1</b>

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

## Segmental Results YTD 2Q 2021 (6 months)

	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	570.1	232.7	77.1	879.9
<b>Profit from operations</b>	<b>81.6</b>	<b>92.0</b>	<b>37.8</b>	<b>211.4</b>
Share of results of associates				1.4
Share of results of joint ventures	0.9	(4.7)	(13.3)	(17.1)
Finance costs				(57.8)
Taxation				(35.3)
<b>Profit for the period</b>				<b>102.6</b>
Holders of Perpetual Sukuk				(24.0)
Non-controlling interest				2.9
<b>Net Profit</b>				<b>81.5</b>

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

## Debt to Equity (DE) Ratio

	As at 30 Jun 2021 RM'mil	Proforma* 30 Jun 2021 RM'mil	As at 31 Dec 2020 RM'mil
Total bank borrowings	2,993	2,993	2,957
Cash & bank balances & FD	(278)	(597)	(526)
Net borrowings	2,715	2,396	2,431
Shareholders equity (including Perpetual Sukuk & NCI)	3,769	3,769	3,681
Gross DE Ratio	0.79	0.79	0.80
Net DE Ratio	0.72	0.64	0.66

\* After the receipt of RM319 million Initial Payment from Meydan.



# Engineering & Construction

# Outstanding Order Book as at 30 June 2021

	Expected Completion	Outstanding RM'mil
TRX, Kuala Lumpur (infra & roadway works)	2021	85
Pan Borneo Highway (66km highway from Sungai Arip Bridge to Bintulu Airport Junction)	2022	608
West Coast Expressway (Shah Alam Expressway Interchange to NKVE/FHR2 Interchange)	2022	88
Elevated Highway (Sprint Highway/Jalan Maarof to Jalan Semantan)	2022	120
MRT2 V204 & S204 (viaduct guideway, stations, associated works - Bandar M'sia South to Kg. Muhibbah)	2021	53
LRT3 GS03 & GS02 (guideway, stations, park & ride, ancillary buildings & other associated work)	2023	442
Jetty extension of Sapangar Bay Oil Terminal	2022	78
Expansion of Sapangar Bay Container Port (60% share) (Accepted on 8 July 2021)	2025	540
<b>Total - Local Civil &amp; Infrastructure</b>		<b>2,014 (38%)</b>
Pavilion Damansara Heights - Phase 1 (Superstructure)	2023	1,175
Pavilion Damansara Heights - Phase 2 (Superstructure)	2024	1,165
Retail Mall, TRX - TP02 (Superstructure and façade and blockworks)	2022	205
Hotel & Office, TRX - HOTP01 (Superstructure)	2023	135
Retail Mall, PNB 118 (51% share)	2022	227
Kota Bharu Airport, Kelantan	2024	440
Others	2021	5
<b>Total - Local Buildings</b>		<b>3,352 (62%)</b>
Lusail Project, Qatar	2021	4
<b>Total External Projects</b>		<b>5,370 (100%)</b>
<b>Total Internal Projects</b>		<b>- (0%)</b>
<b>Grand Total</b>		<b>5,370 (100%)</b>



## List of Tenders Submitted/Pending Submission (as at 5 August 2021)

	RM' mil
Local - Civil & Infrastructure	> 6,000
Local - Building Works	> 4,000
<b>Total</b>	<b>&gt; 10,000</b>



# Property Development

# Property Development - Snapshot

## 2021 Revenue

Q1 : RM177 mil\*  
Q2 : RM 56 mil  
YTD : RM233 mil

## 2021 Profit Before Tax

Q1 : RM68 mil\*  
Q2 : RM 4 mil  
YTD : RM72 mil

## 2021 Property Sales (as at 30 Jun 2021)

Q1 : RM100 mil  
Q2 : RM262 mil  
YTD : RM362 mil  
Pending SPA : RM 53 mil

## Total Unbilled Sales (as at 30 Jun 2021)

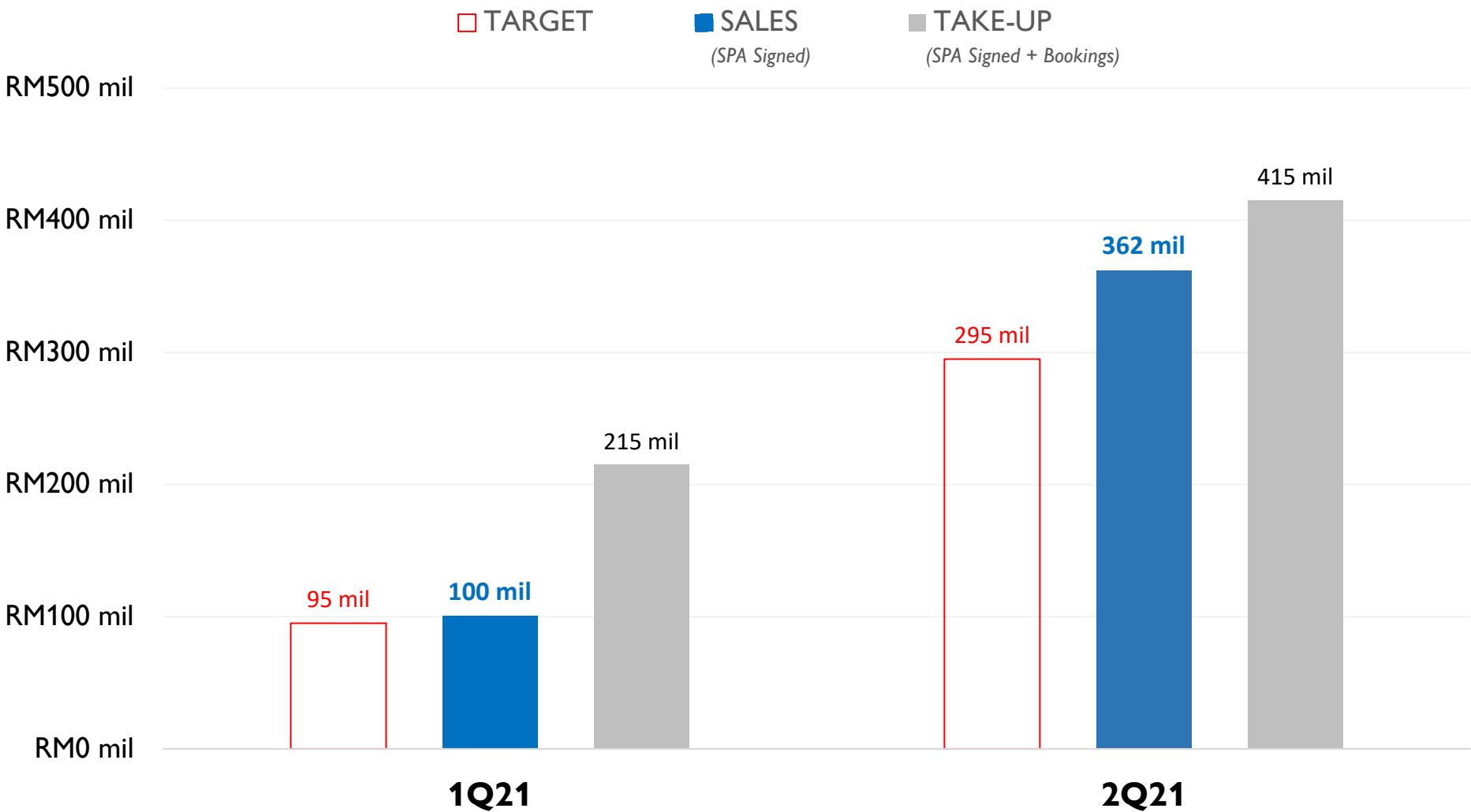
RM147 mil

## Unsold Completed Inventories

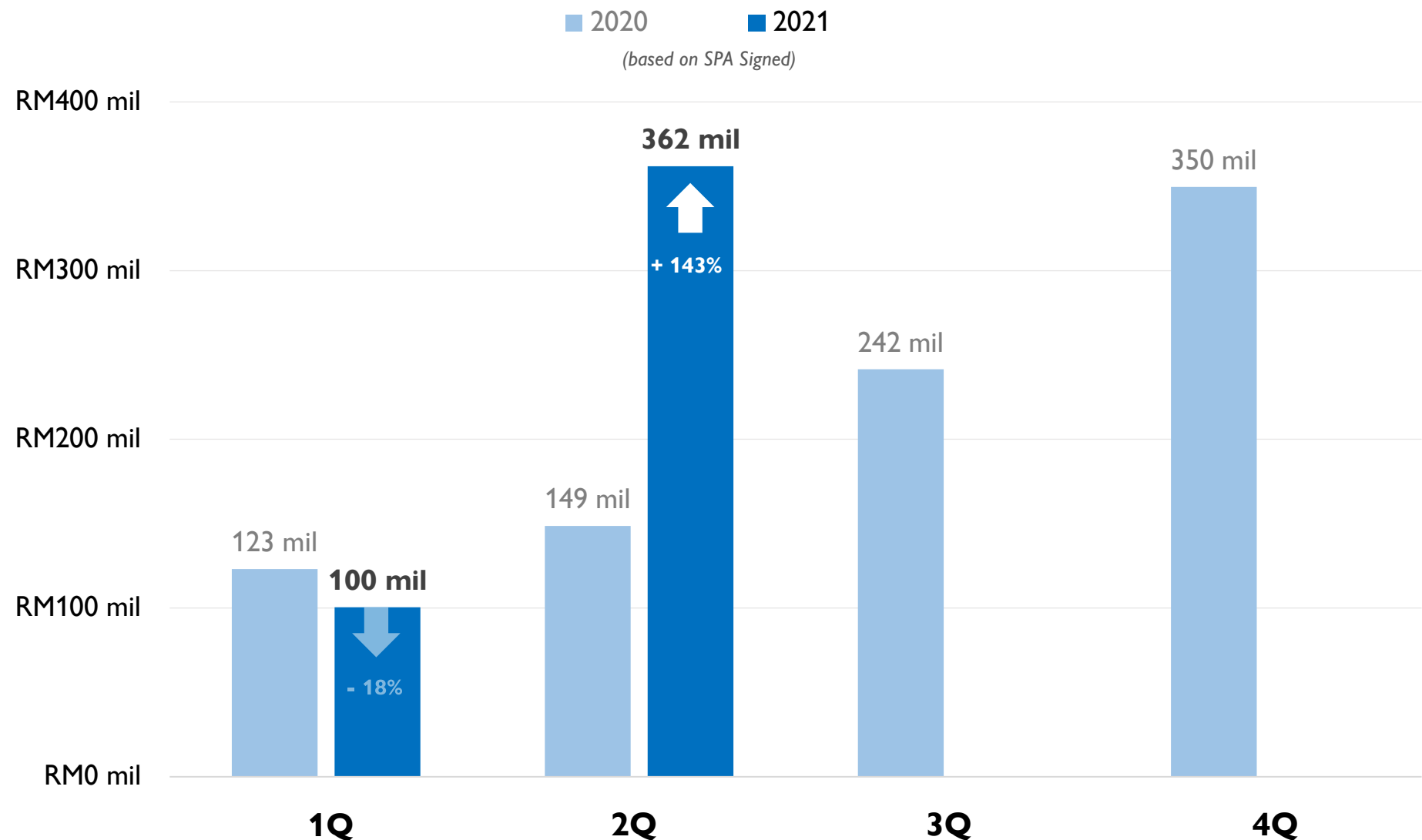
RM514 mil (as at 30 Jun 2021)

\* Including land sale with revenue of RM130 million and profit before taxation of RM76 million.

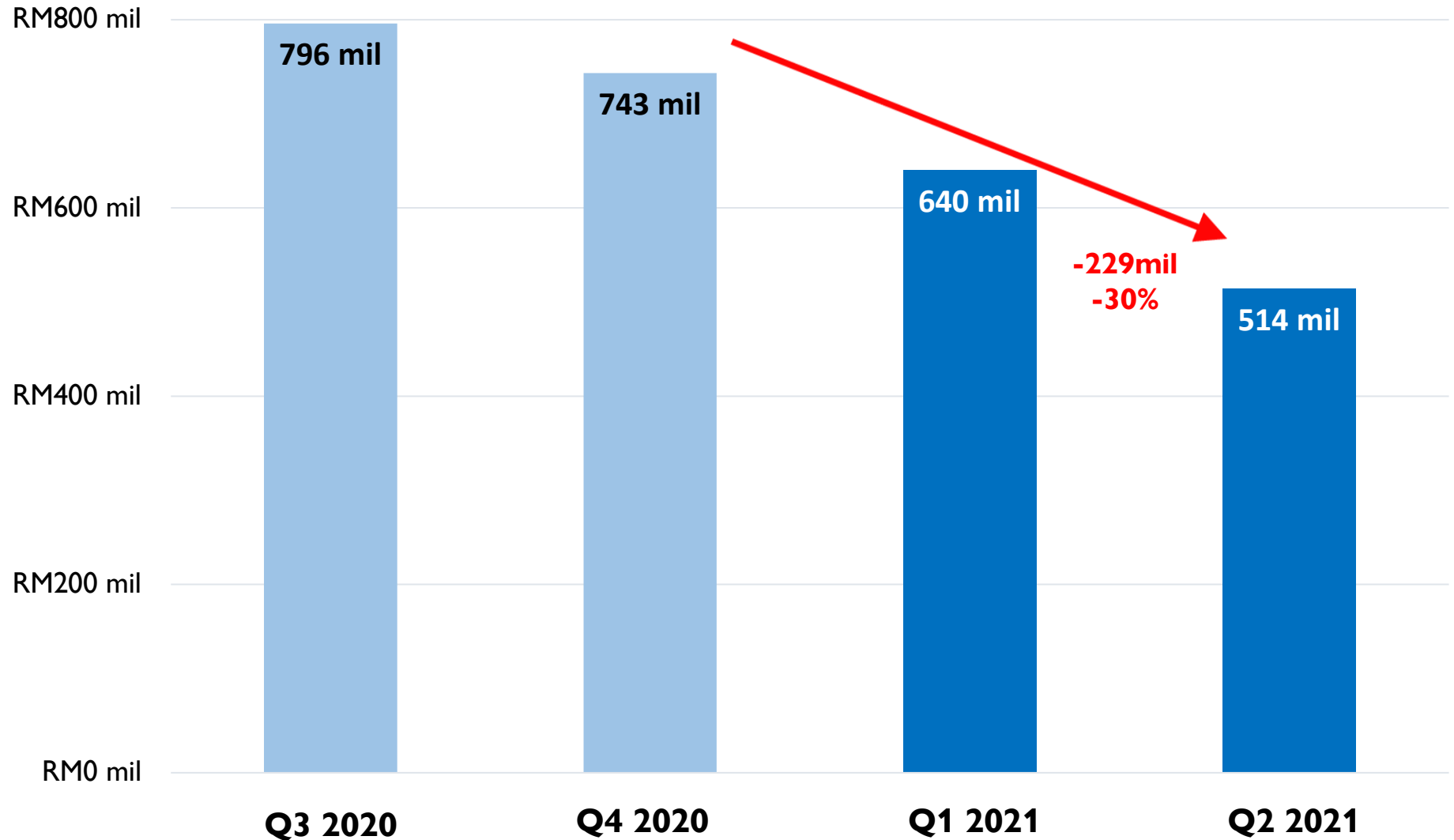
# Property Development - 2021 Cumulative Sales & Take-up Performance



# Property Development - Q-O-Q Cumulative Sales Performance



# Property Development - Clearing of Inventories



## Completed Inventories (as at 30 June 2021)

TYPE		LOCATION	BAL UNIT(S)	BAL NDV (RM' mil)
1	Offices	Klang	19	52
2	Affordable Apartments (RSKu)	Klang	33	7
3	Service Apartments	Klang	26	15
4	Service Apartments	Shah Alam	109	57
5	Service Apartments	Kelana Jaya	97	92
6	Condominiums	OUG	43	48
7	Service Apartments	Medini	251	243
TOTAL =			578 units	RM514 mil

## Strategies

1. Promote contactless online sales pitching & booking via Virtual Sales Gallery.
2. Double Bonanza (WCT 40th Anniversary Campaigns + Festivities).
3. Creative Sales Package, including Rent-to-Own for Inventories.
4. Focused REA based on location & projects to target correct market segment to clear inventory.
5. Amplify advertisement on Digital Platforms/Social Media for brand presence/awareness and leads generation.
6. Loyalty & Referral programmes to encourage re-investment & internal sales.



# On-going Property Projects



## Aronia Apartment, Bandar Parklands, Klang

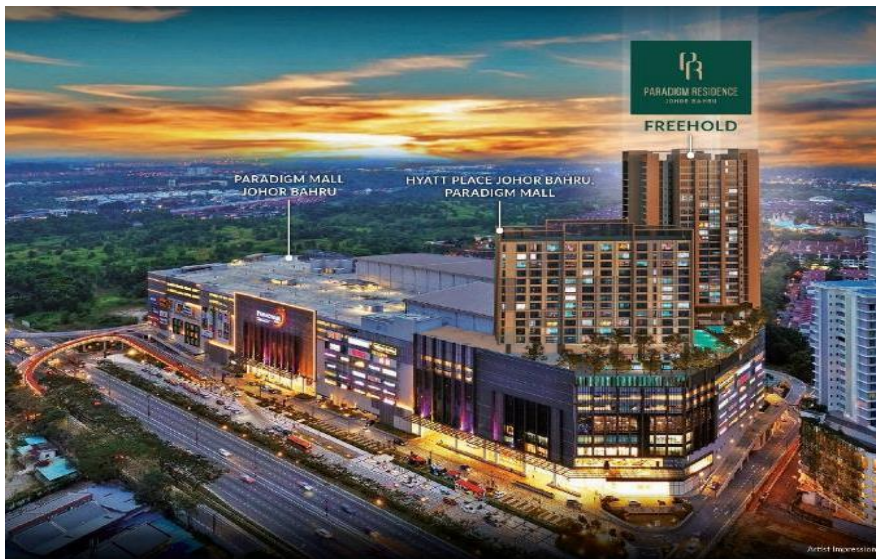
Description 320 units of Rumah Selangorku (RSKu) Apartment

**Estimated GDV RM80 million**

Launch Date June 2019

Sales Take-up 46% (30Jun21)

Exp. Completion Q4 2021



## Paradigm Residence, Johor Bahru

Description 263 units of Service Apartment

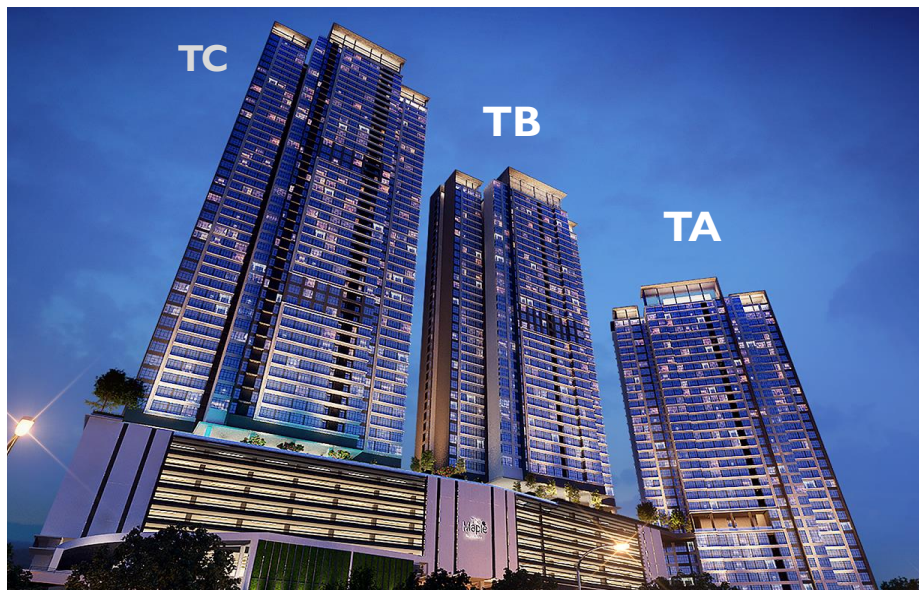
**Estimated GDV RM184 million**

Launch Date September 2019

Sales Take-up 70% (30Jun21)

Exp. Completion Q2 2022

# On-going Property Projects



## Maple Residences, W City OUG @ KL

Description 940 units of Condominium

**Estimated GDV RM940 million**

Launch Date Nov 2020 - TA (303 units, RM235 mil)  
Apr 2021 - TB (295 units, RM271 mil)

Sales Take-up TA : 78% (30Jun21)  
TB : 15% (30Jun21)

Exp. Completion Q2 2025

## Future Property Projects

### FUTURE LAUNCHES (FY22/23)

PROJECT	Maple TC	Hilltop 2	Adenia	W City OUG (K1-1)	W City JGCC (Plot 1)	TOTAL
UNITS	342	341	181	1,400	1,340	3,604
ESTIMATED GDV	RM435 mil	RM798 mil	RM68 mil	RM1.3 bil	RM928 mil	RM3.5bil

## Land Bank (future development and for sale as at 30 June 2021)

	LOCATION	DEVELOPMENT TYPE	LAND AREA (ac.)
1	W City OUG @ KL	Mixed	61
2	W City JGCC @ JB	Mixed	10
3	Mont Kiara, KL	Residential	3
4	Bukit Tinggi 1,2 & 3, Klang	Mixed	79
5	Medini Iskandar, Johor	Mixed	39
6	Sungai Buaya, Selangor *	Integrated Township	602
7	Inanam, Kota Kinabalu	Residential	22
<b>TOTAL =</b>			<b>816</b>

*\* A sale and purchase agreement was entered into on 16 August 2021 for the disposal of the land.*

## Land Sale - Sungai Buaya

### Land Sale Particulars











- |   |                            |  |
|---|----------------------------|--|
| 1 | Land Area                  | : 602.5 acres                              |
| 2 | Tenure                     | : Freehold                                 |
| 3 | Vendor                     | : Jubilant Courtyard Sdn Bhd               |
| 4 | Purchaser                  | : MDCon (Simpang Empat) Sdn Bhd            |
| 5 | Sale Value                 | : RM214.30 million (approx. RM8.16 psf)    |
| 6 | SPA Date                   | : 16 August 2021                           |
| 7 | Expected Completion of SPA | : Within 9 months from the date of the SPA |
| 8 | Estimated Net Gain         | : RM45.53 million                          |





# Property Investment & Management

# Retail Malls

	Bandar Bukit Tinggi, Klang	Paradigm Mall, Petaling Jaya	gateway@klia2, Sepang	Paradigm Mall, Johor Bahru	Subang Skypark
					
Occupancy rate	100%	97%	81%	87%	84%
Opening Year	2007	2012	2014	2017	Acquired Apr18
WCT Ownership	100.0%	70.0%	70.0%	100.0%	60.0%
Retail Lettable Area	1,000,950 sq ft GLA	672,000 sq ft	383,000 sq ft	1,287,000 sq ft	85,000 sq ft
No. of Car Parks	3,262	3,218	5,690	3,834	553
Selected Tenants					

Stay safe this FMCO - Buy the physical voucher packs from participating **WCT Malls** - **6.6 Irresistible Deals** and spend it later at the outlet(s), **deals up to 85% from as low as RM6.60.**

Shopper can scan the QR Code/ click on the hyperlink to purchase the voucher pack from the preferred mall.

On ground collection: Concierge Counter/  
CMO Office

Participating malls: Paradigm Mall PJ,  
Paradigm Mall JB, gateway@klia2 & SkyPark  
Terminal.







## 7.7 Irresistible Deals 2.0

**WCT Malls - 7.7 Irresistible Deals 2.0** offered shopper to purchase the voucher deals and collect the physical vouchers later to spend at the participating outlet(s), total of 2 tier ready for grab at **RM7.70 & RM27.70**.

Shopper can place their order(s) via WCT E-Shop to purchase the voucher pack from their preferred mall.

Duration: 7 - 31 July 2021

Online platform: WCT E-Shop

On ground collection: Concierge Counter/ CMO office

Participating malls: Paradigm Mall PJ, Paradigm Mall JB, gateway@klia2 & SkyPark Terminal.



Mall	Tier 1 (RM7.70)	Tier 2 (RM27.70)
Paradigm Mall PJ	RM10 Noodle Shack RM10 Juicy RM10 Sushi Zaimai RM20 St. David's Party Shop	RM20 Seoul Garden RM30 Pets Wonderland RM10 Kawan RM10 Nando's RM30 Suki-ya
Paradigm Mall JB	RM10 Marrybrown RM10 New Market RM10 The Piece RM10 SDS RM5x2 Soxworld	RM50 HomePro RM20 Xixili RM10x2 Marrybrown RM10 FOS
gateway@klia2	RM10 x 2pcs KFC RM5 YY Vintage RM10 Luggage Storage RM15 Old Town White Coffee	RM5 x 2pcs YY Vintage RM10 x 2pcs KFC RM15 x 2pcs Old Town White Coffee RM15 x 2pcs Sedap-sedap RM10 iGadget
SkyPark Terminal	RM10 x 2pcs Burger King RM10 Noodles RM10 Pillbox Pharmacy RM10 The Coffee Bean & Tea Leaf	RM10 x 2pcs Burger King RM10 x 2pcs Pillbox Pharmacy RM10 x 2pcs Secret Recipe RM10 KT Mobile RM15 Gera! Foodies Buy 1 Free 1 Simply Chicken Free 2 Donut Krispy Kreme

Additional RM15 F&B vouchers for the first 77 buyers!

Spin-A-Way & Win vouchers worth up to **RM50** from Nando's, Focus Point, Universal Traveller and more!

Get more rewards when you spend at  
Paradigm Mall PJ. Stand a chance to win  
**RM50** cash back when you dine with CIMB  
Mastercard Credit Card at participating F&B  
outlets.

## On ground collection: Concierge Counter

Participating malls: Paradigm Mall PJ for WCT Malls RM20 cash voucher redemption, Paradigm Mall JB, gateway@klia2 & SkyPark Terminal tie up with CIMB Bank on “RM50 Cash Back” contest.

[illegible]

## 8.8 Knockdown Points

Spend less WCT Buddy Points to redeem more valuable rewards listed inside WCT Buddy App. Now as low as 88 WCT Buddy Points, shopper can redeem their preferred physical voucher and collect it from Concierge Counter.

Duration: 8 - 31 Aug 2021

Redemption's Platform: WCT Buddy App

On ground collection: Concierge Counter

Participating malls: Paradigm Mall PJ, Paradigm Mall JB & gateway@klia2



## 8.8 Flash Sale

As low as RM8.80 can grab these good deals at SkyPark Terminal. 8.8 Flash Sale vouchers that are worth to purchase starting from today till 31st August 2021!

Duration: 8 - 31 Aug 2021

Online platform: WCT E-Shop

On ground collection: CMO Office

Participating malls: SkyPark Terminal







## Super Syok Voucher Deals

WCT Malls has launched a new campaign, the Super Syok Voucher Deals which will end on 30 September 2021. As part of WCT's effort to ensure a safe and hassle-free shopping experience, the attractive deals can be purchased through WCT E-Shop.

With every purchase of the Super Syok Vouchers, shoppers can earn 3X Buddy points which can be redeemed every weekends (Friday to Sunday) of the campaign period.

Besides enjoying the deals, shoppers can benefit from the special monthly mini games and stand a chance to win a weekly promo code give-away.

Visit WCT E-SHOP at [www.wct-eshop.com.my](http://www.wct-eshop.com.my) and the official pages of WCT malls to learn more information about the activities and promotions!





## Shop Now! Collect Later!

Customers can purchase their preferred products via online platform WCT E-Shop and collect from the participating outlet(s) later.

For more information on these exciting deals, shoppers may visit WCT E-SHOP at [www.wct-eshop.com.my](http://www.wct-eshop.com.my) and the official pages of WCT malls to learn more information about the activities and promotions!



# Retail Malls

No.	Tenant	Voucher / Product	Super Syok Voucher Deals
<b>Paradigm Mall Petaling Jaya</b>			
1	Salad Atelier	Voucher Deal	RM45 & RM75 Cash Voucher
2	Fifth Avenue	Voucher Deal	RM45 & RM75 Cash Voucher
3	Good Times DIY & Lifestyle Cafe	Voucher Deal	RM1 Cash Voucher
<b>SkyPark Terminal</b>			
4	Gerei	Voucher Deal	RM10 Cash Voucher
5	Kampung Kravers	Voucher Deal	RM9.90 Food Voucher
6	Pillbox Pharmacy	Voucher Deal	RM8.50 Cash Voucher
7	Cabin Crew Academy	Voucher Deal	RM249 Piloting Experience
<b>gateway@klia2</b>			
8	Auntie Anne's	Voucher Deal	RM25 & RM40 Cash Voucher
<b>Paradigm Mall Johor Bahru</b>			
9	King Koil	Voucher Deal	RM50 Gift Voucher
10	EcoBeeShop	Selling products @ normal price	
11	Jeiwa	Selling products @ normal price	



# Retail Malls

As at 31 Jul 2021



20,328

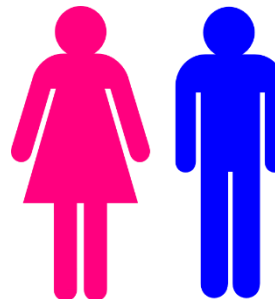
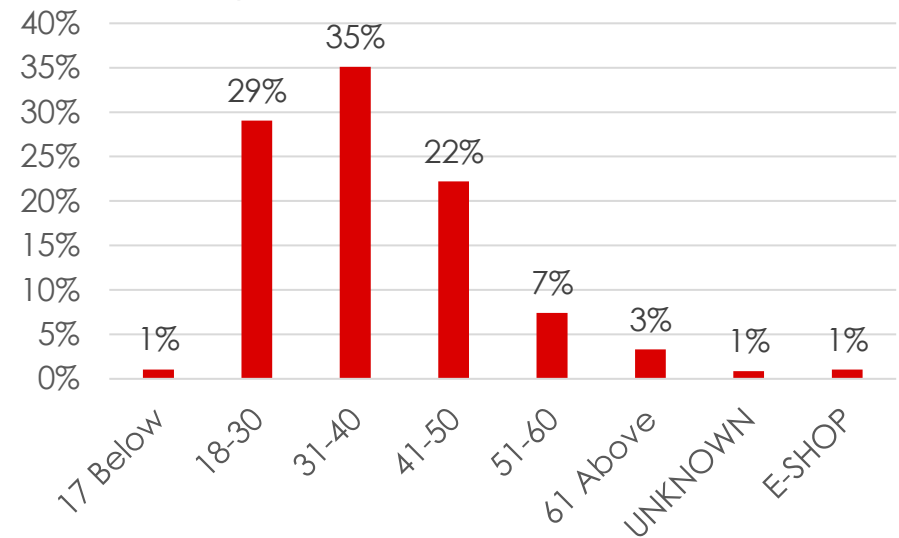
Portfolio Member Base



112

New Members This Month

## Age Group Distribution



62.0%

38.0%





Managed by:  
**gateway@kia2**  
The Shopping Mall with a View

Managed by:  
**WCT Malls**

**ONLY FULLY-VACCINATED PEOPLE ARE ALLOWED TO ENTER THE NON-ESSENTIAL SHOPS**

Managed by:  
**gateway@kia2**  
The Shopping Mall with a View

Managed by:  
**WCT Malls**

**ONLY FULLY-VACCINATED PEOPLE ARE ALLOWED TO DINE-IN**

An individual is considered "fully vaccinated":  
14 days after the second dose of Pfizer, AstraZeneca, or Sinovac; or  
28 days after one dose of Johnson & Johnson or Cansino

**SHOPPERS WHO CAN ENJOY THE MALL A LITTLE EXTRA:**

- 2 Doses (Pfizer, AstraZeneca and Sinovac - 14 days after vaccination)
- 1 Dose (Johnson & Johnson and CanSino - 28 days after vaccination)
- Shoppers with 1 dose of vaccine (Pfizer, AstraZeneca & Sinovac) can access the mall but with certain limitations.

Managed by:  
**WCT Malls**

Managed by:  
**PARADIGM**

Managed by:  
**gateway@kia2**

Managed by:  
**SKY PARK**

Managed by:  
**gateway@kia2**  
The Shopping Mall with a View

Managed by:  
**WCT Malls**

**ONLY FULLY-VACCINATED PEOPLE ARE ALLOWED TO ENTER THIS PREMISES**

An individual is considered "fully vaccinated":  
14 days after the second dose of Pfizer, AstraZeneca, or Sinovac; or  
28 days after one dose of Johnson & Johnson or Cansino



# Q&A



# Thank You