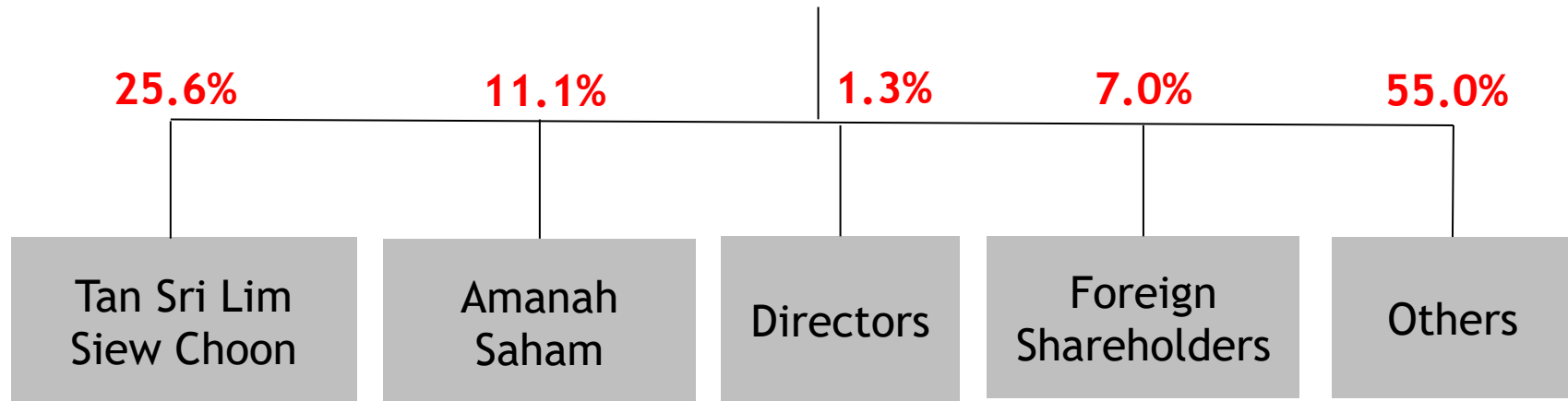


WCT Holdings Berhad

INVESTOR BRIEFING - 3rd Quarter 2021

Updated: 25/11/2021

Key Shareholding as at 15 November 2021





Financial Highlights

Segmental Results Q3 2021 (3 months)

	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	375.0	36.8	39.9	451.7
Profit/(Loss) from operations	17.4	(6.6)	19.0	29.8
Share of results of associates				1.3
Share of results of joint ventures	0.7	0.2	(9.3)	(8.4)
Finance costs				(31.1)
Taxation				(4.2)
Loss for the period				(12.6)
Holders of Perpetual Sukuk				(24.0)
Non-controlling interest				1.4
Net loss				(35.2)

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Segmental Results YTD 3Q 2021 (9 months)

	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	945.1	269.5	117.0	1,331.6
Profit from operations	99.0	85.3	56.8	241.1
Share of results of associates				2.7
Share of results of joint ventures	1.6	(4.5)	(22.6)	(25.5)
Finance costs				(88.8)
Taxation				(39.5)
Profit for the period				90.0
Holders of Perpetual Sukuk				(48.0)
Non-controlling interest				4.3
Net profit				46.3

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Debt to Equity (DE) Ratio

	As at 30 Sep 2021 RM'mil	As at 31 Dec 2020 RM'mil
Total bank borrowings	3,006	2,957
Cash & bank balances & fixed deposits	(457)	(526)
Net borrowings	2,549	2,431
Shareholders equity (including Perpetual Sukuk & non-controlling interest)	3,701	3,681
Gross DE ratio	0.81	0.80
Net DE ratio	0.69	0.66



Engineering & Construction

Outstanding Order Book as at 30 September 2021

	Expected Completion	Outstanding RM'mil
TRX, Kuala Lumpur (infra & roadway works)	2021	93
Pan Borneo Highway (66km highway from Sungai Arip Bridge to Bintulu Airport Junction)	2023	581
West Coast Expressway (Shah Alam Expressway Interchange to NKVE/FHR2 Interchange)	2023	84
Elevated Highway (Sprint Highway/Jalan Maarof to Jalan Semantan)	2022	111
MRT2 V204 & S204 (viaduct guideway, stations, associated works - Bandar M'sia South to Kg. Muhibbah)	2021	29
LRT3 GS03 & GS02 (guideway, stations, park & ride, ancillary buildings & other associated work)	2023	404
Jetty extension of Sapangar Bay Oil Terminal	2022	74
Expansion of Sapangar Bay Container Port (60% share)	2025	540
Total - Local Civil & Infrastructure		1,916 (37%)
Pavilion Damansara Heights - Phase 1 (Superstructure)	2023	1,093
Pavilion Damansara Heights - Phase 2 (Superstructure)	2024	1,163
Retail Mall, TRX - TP02 (Superstructure and façade and blockworks)	2022	180
Hotel & Office, TRX - HOTP01 (Superstructure)	2023	134
Retail Mall, PNB 118 (51% share)	2022	213
Kota Bharu Airport, Kelantan	2024	436
Others	2021	4
Total - Local Buildings		3,223 (63%)
Total External Projects		5,139 (100%)
Total Internal Projects		- (0%)
Grand Total		5,139 (100%)

List of Tenders Submitted/Pending Submission (as at 20 November 2021)

	RM' mil
Local - Civil & Infrastructure	> 5,000
Local - Building Works	> 4,000
Total	> 9,000



Property Development

Property Development - Snapshot

2021 Revenue

Q1 : RM177 mil*
Q2 : RM 56 mil
Q3 : RM 37 mil
YTD : RM270 mil

2021 Profit Before Tax

Q1 : RM68 mil*
Q2 : RM 4 mil
Q3 : (RM17 mil)
YTD : RM55 mil

2021 Property Sales (as at 30 Sept 2021)

Q1 : RM100 mil
Q2 : RM262 mil
Q3 : RM 24 mil
YTD : RM386 mil
Pending SPA : RM 54 mil (as at 13 Nov 2021)

Total Unbilled Sales (as at 30 Sept 2021)

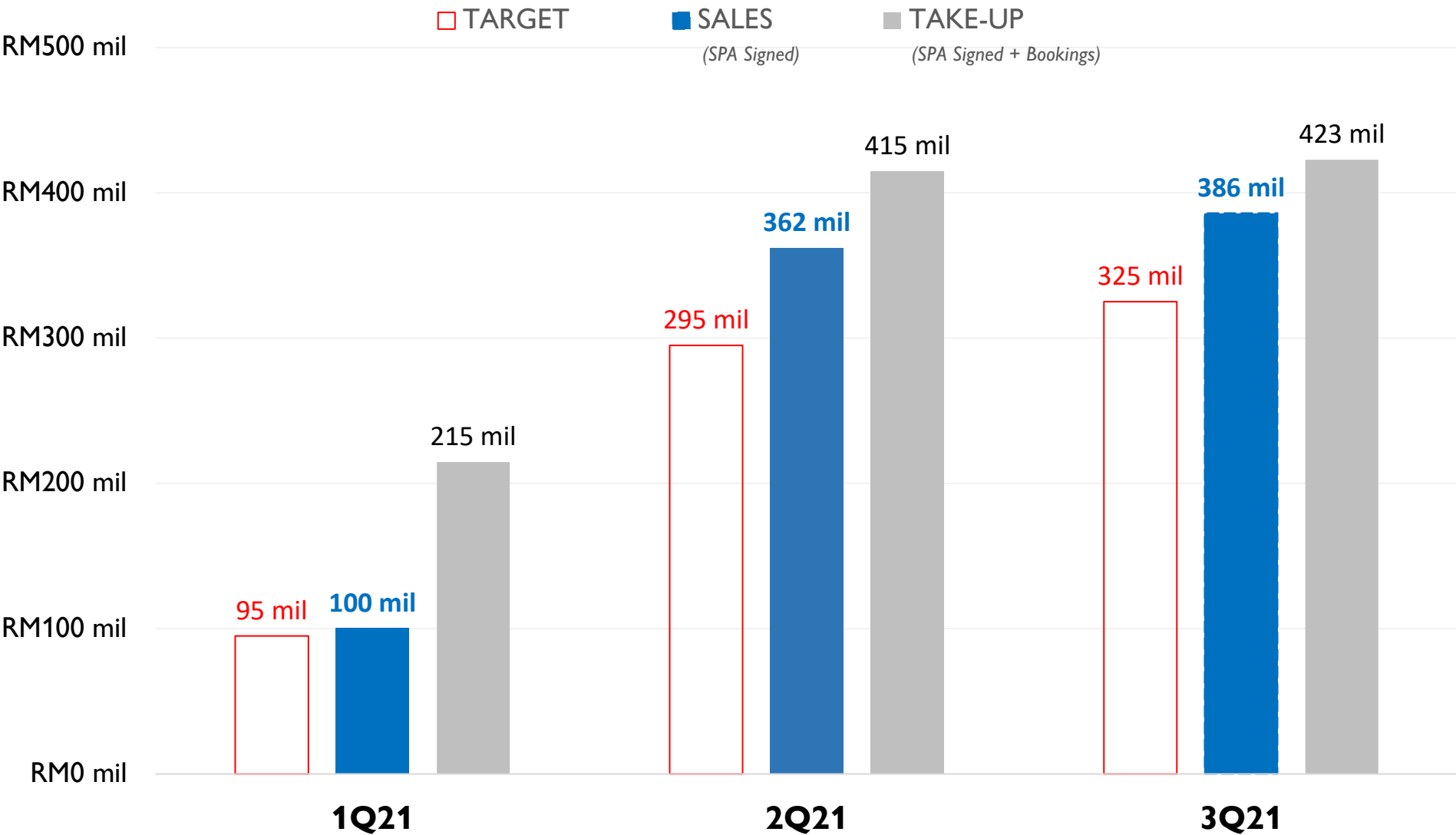
RM191 mil

Unsold Completed Inventories

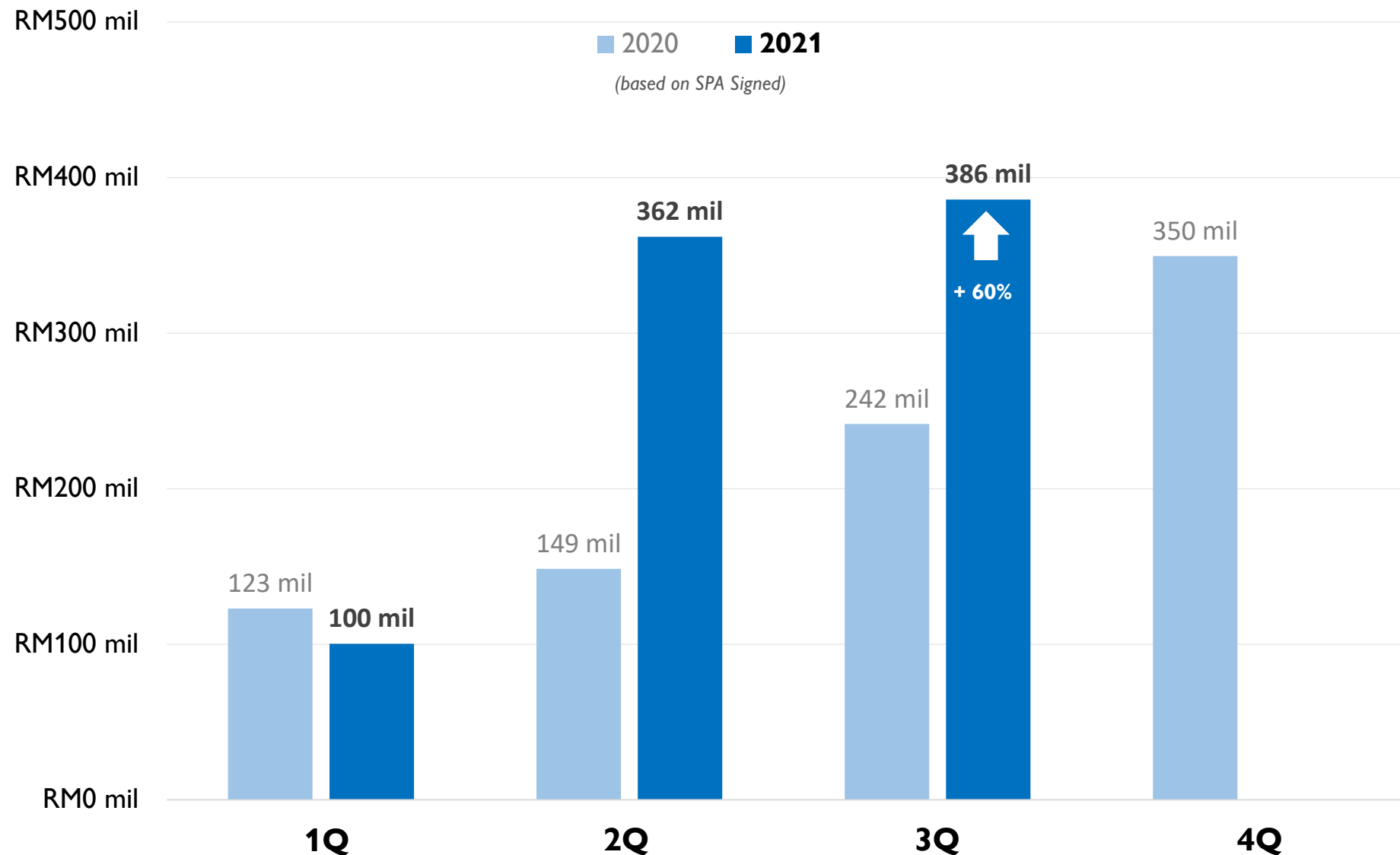
RM506 mil (as at 30 Sept 2021)

* Including land sale with revenue of RM134 million and profit before taxation of RM80 million.

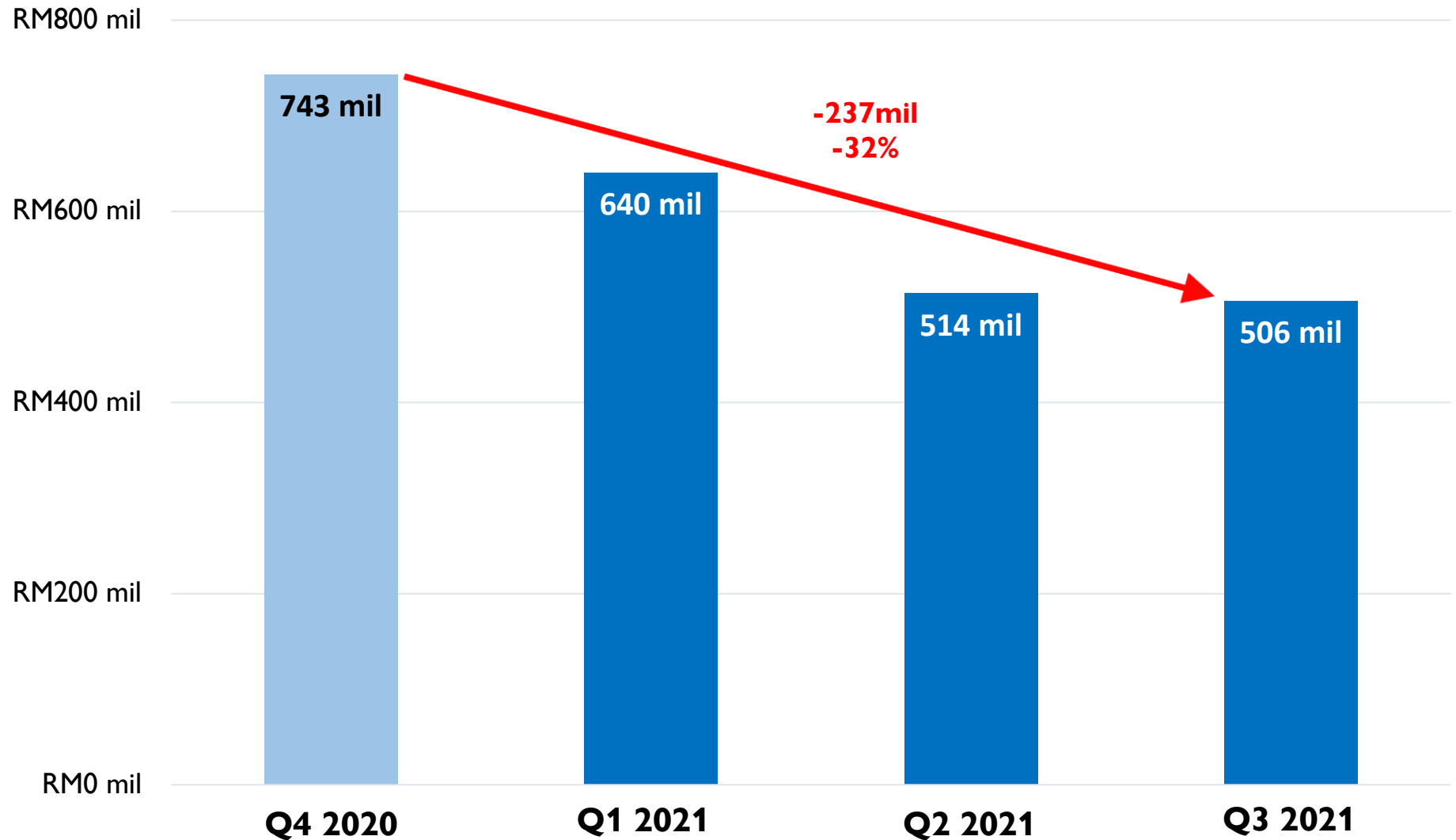
Property Development - 2021 Cumulative Sales & Take-up Performance



Property Development - Q-O-Q Cumulative Sales Performance



Property Development - Clearing of Inventories



Completed Inventories (as at 30 September 2021)

TYPE		LOCATION	BAL UNIT(S)	BAL NDV (RM' mil)
1	Offices	Klang	19	52
2	Affordable Apartments (RSKu)	Klang	32	7
3	Service Apartments	Klang	21	14
4	Service Apartments	Shah Alam	103	55
5	Service Apartments	Kelana Jaya	94	91
6	Condominiums	OUG	40	44
7	Service Apartments	Medini	251	243
TOTAL =			560 units	RM506 mil

Strategies

1. Promote contactless online sales pitching & booking via Virtual Sales Gallery.
2. Focused REA based on location & projects to target correct market segment to clear inventory.
3. Amplify advertisement on Digital Platforms/Social Media for brand presence/awareness and leads generation.
4. Loyalty & Referral programmes to encourage re-investment & internal sales.
5. Promote attractive sales scheme :
 - a. Easy entry purchase
 - b. Flexi payment scheme
 - c. SPA signing incentive

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 45% (30Sept21)

Exp. Completion Q4 2021



Paradigm Residence, Johor Bahru

Description 263 units of Service Apartment

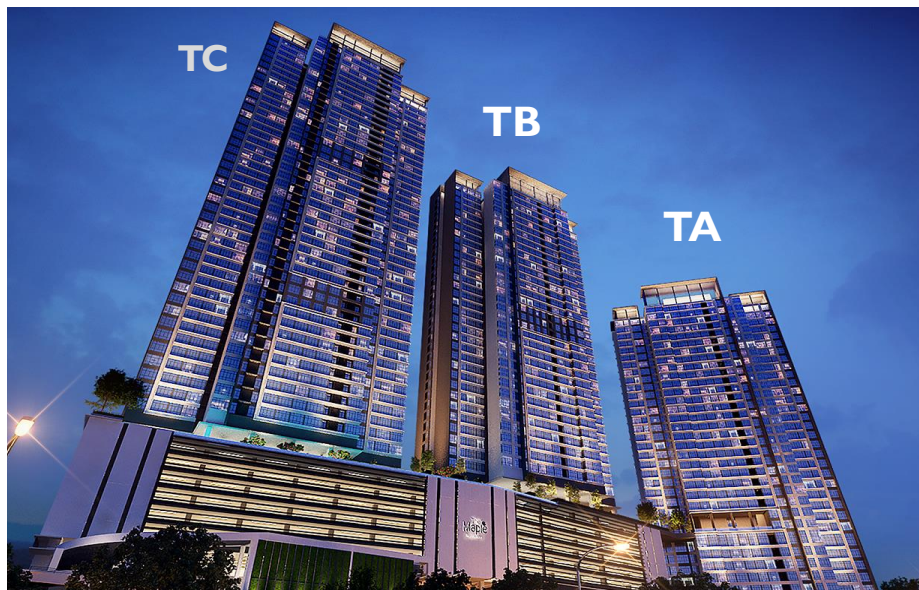
Estimated GDV RM184 million

Launch Date September 2019

Sales Take-up 69% (30Sept21)

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 : 73% (30Sept21)
TB : 17% (30Sept21)

Exp. Completion Q2 2025

Future Property Projects

FUTURE LAUNCHES (FY22/23)

PROJECT	Maple TC	Hilltop 2	Adenia	W City OUG (K1-6)	W City JGCC (Plot 1)	TOTAL
UNITS	342	341	181	1,060	1,340	3,264
ESTIMATED GDV	RM435 mil	RM798 mil	RM68 mil	RM918 mil	RM928 mil	RM3.1bil

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











	LOCATION	DEVELOPMENT TYPE	LAND AREA (acre)
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
TOTAL =			816

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

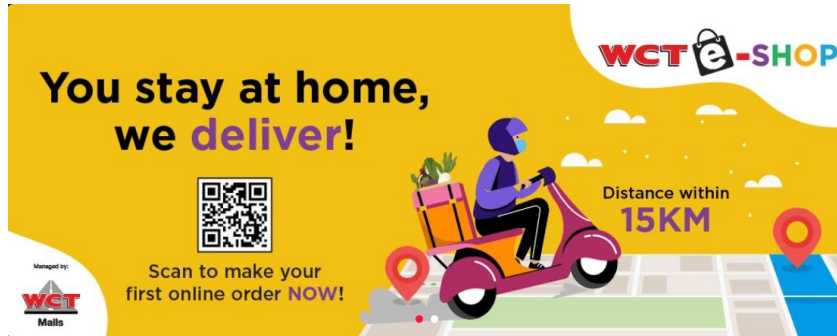


Property Investment & Management

Retail Malls

	Bandar Bukit Tinggi, Klang	Paradigm Mall, Petaling Jaya	gateway@klia2, Sepang	Paradigm Mall, Johor Bahru	Subang Skypark
					
Occupancy rate	100%	96%	80%	86%	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	3,294	3,218	5,690	3,834	553
Selected Tenants					

Retail Malls - Business and Marketing Strategies



1) To aggressively promote WCT Malls e-commerce platform to enhance sales and product /service awareness



2) Enhanced WCT Buddy mobile apps offers seamless experiences across WCT businesses



3) Continuous effort to drive tenant sales via sales carnival and activities



4) To provide our patrons with a pleasant and hygienic shopping environment with the latest Panasonic nanoe” X technology

Retail Malls - Business and Marketing Strategies



5) Value added service to tenants by offering marketing insights, fit-out design guidance & merchandise mix



6) Creative leasing packages



7) To maintain strong landlord & tenant relationship



8) Collaboration with RHB Bank to introduce targeted relief & recovery facility (TRRF) program

Retail Malls - Business and Marketing Strategies

9) To progressively introduce unique F&B in our malls



10) To introduce new experiences to our malls eg. Escape, Baby Shark & VR



Retail Malls - Business and Marketing Strategies



- Voucher Bonanza Sales 5.0, extra 11x Buddy points on 11 November 2021 and FREE 500 WCT Buddy points upon sign up were initiated to drive membership.
- As at 8 Nov, **total 1,196** new members signed up since we launched the apps on 1st November 2021.
- Total membership as at 8 Nov was recorded at **21,201**.



Retail Malls

As at 8 Nov 2021

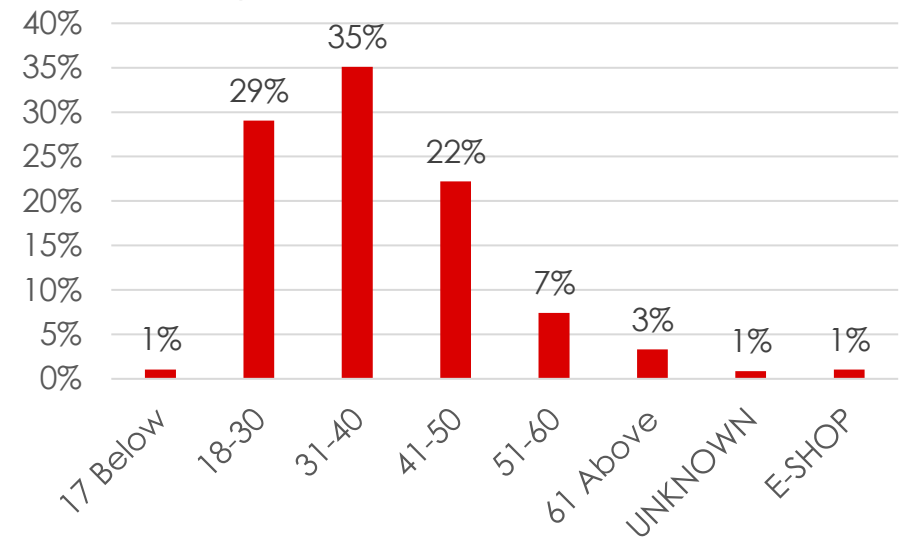


21,201
Portfolio Member Base



1,196
New Members

Age Group Distribution



63.0%

37.0%

Q&A



Thank You