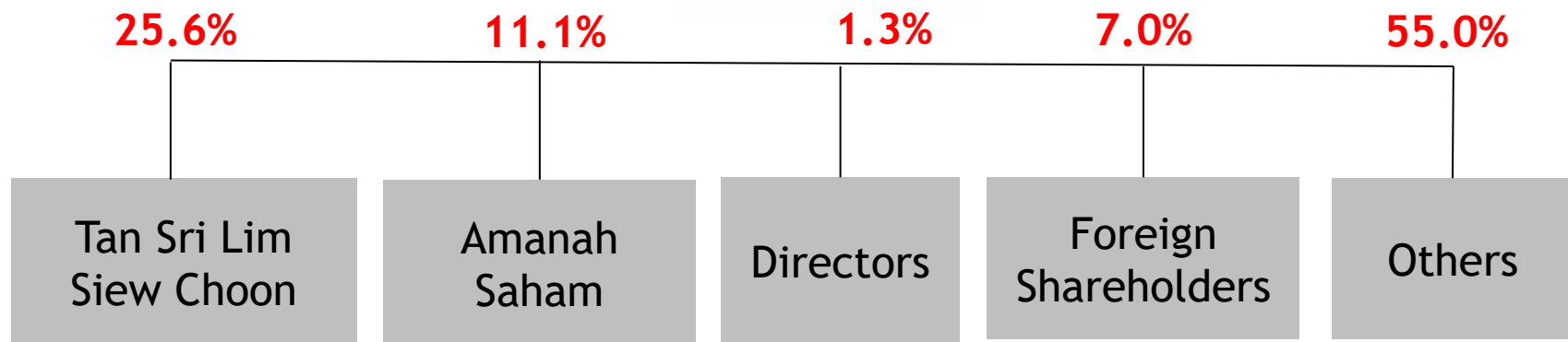


WCT Holdings Berhad

INVESTOR BRIEFING - 4th Quarter 2021

Updated: 24/02/2022

Key Shareholding as at 15 February 2022





Financial Highlights

Segmental Results Q4 2021 (3 months)

	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	338.1	47.8	35.1	421.0
Profit/(Loss) from operations	231.2	(23.5)	9.7	217.4
Share of results of associates				1.6
Share of results of joint ventures	(0.3)	(3.4)	(9.5)	(13.2)
Finance costs				(57.5)
Taxation				(98.3)
Profit for the period				50.0
Holders of Perpetual Sukuk				-
Non-controlling interest				1.0
Net profit				51.0

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Segmental Results YTD 4Q 2021 (12 months)

	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	1,283.1	317.3	152.2	1,752.6
Profit from operations	330.2	61.8	66.5	458.5
Share of results of associates				4.3
Share of results of joint ventures	1.3	(7.9)	(32.1)	(38.7)
Finance costs				(146.3)
Taxation				(137.8)
Profit for the period				140.0
Holders of Perpetual Sukuk				(48.0)
Non-controlling interest				5.3
Net profit				97.3

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Debt to Equity (DE) Ratio

	As at 31 DEC 2021 RM'mil	As at 31 Dec 2020 RM'mil
Total bank borrowings	2,838	2,957
Cash & bank balances & fixed deposits	(284)	(526)
Net borrowings	2,554	2,431
Shareholders equity (including Perpetual Sukuk & non-controlling interest)	3,757	3,681
Gross DE ratio	0.76	0.80
Net DE ratio	0.68	0.66



Engineering & Construction

Outstanding Order Book as at 31 December 2021

	Expected Completion	Outstanding RM'mil
TRX, Kuala Lumpur (infra & roadway works)	2022	77
Pan Borneo Highway (66km highway from Sungai Arip Bridge to Bintulu Airport Junction)	2023	483
West Coast Expressway (Shah Alam Expressway Interchange to NKVE/FHR2 Interchange)	2024	83
Elevated Highway (Sprint Highway/Jalan Maarof to Jalan Semantan)	2023	91
LRT3 GS03 & GS02 (guideway, stations, park & ride, ancillary buildings & other associated work)	2023	344
Jetty extension of Sapangar Bay Oil Terminal	2022	62
Expansion of Sapangar Bay Container Port (60% share)	2025	540
Total - Local Civil & Infrastructure		1,680 (36%)
Pavilion Damansara Heights - Phase 1 (Superstructure)	2023	953
Pavilion Damansara Heights - Phase 2 (Superstructure)	2024	1,159
Retail Mall, TRX - TP02 (Superstructure and façade and blockworks)	2022	161
Hotel & Office, TRX - H0TP01 (Superstructure)	2023	132
Retail Mall, PNB 118 (51% share)	2023	204
Kota Bharu Airport, Kelantan	2024	434
Total - Local Buildings		3,043 (64%)
Total External Projects		4,723 (100%)
Total Internal Projects		- (0%)
Grand Total		4,723 (100%)

List of Tenders Submitted/Pending Submission (as at 21 February 2022)

	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
Q4 : RM 47 mil
YTD : RM317 mil

2021 Profit Before Tax

Q1 : RM68 mil*
Q2 : RM 4 mil
Q3 : (RM17 mil)
Q4 : (RM37 mil)
YTD : RM18 mil

2021 Property Sales (as at 31 Dec 2021)

Q1 : RM100 mil
Q2 : RM262 mil
Q3 : RM 24 mil
Q4 : RM139 mil
YTD : RM525 mil
Pending SPA : RM 28 mil (as at 31 Dec 2021)

Total Unbilled Sales (as at 31 Dec 2021)

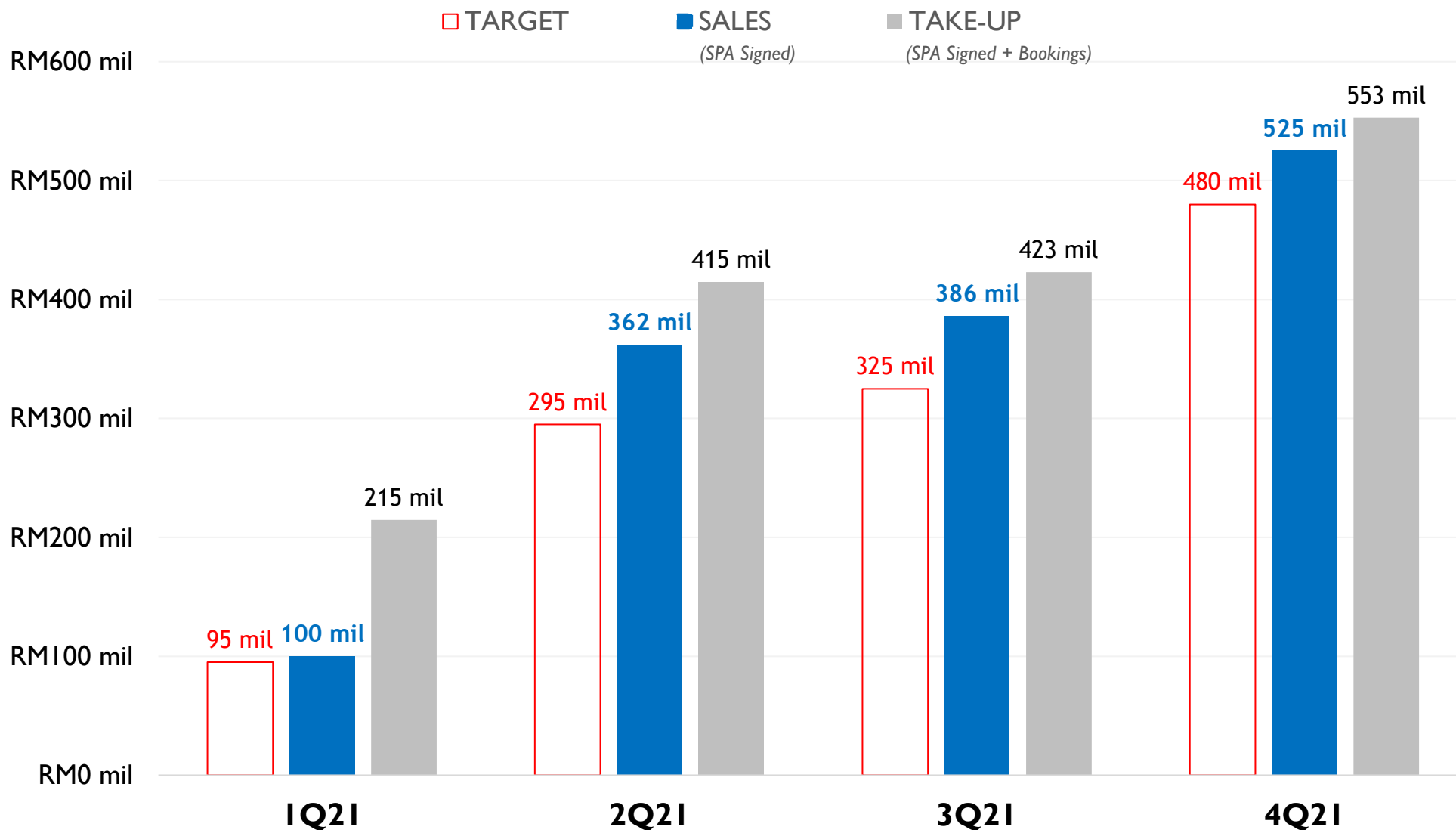
RM211 mil

Unsold Completed Inventories

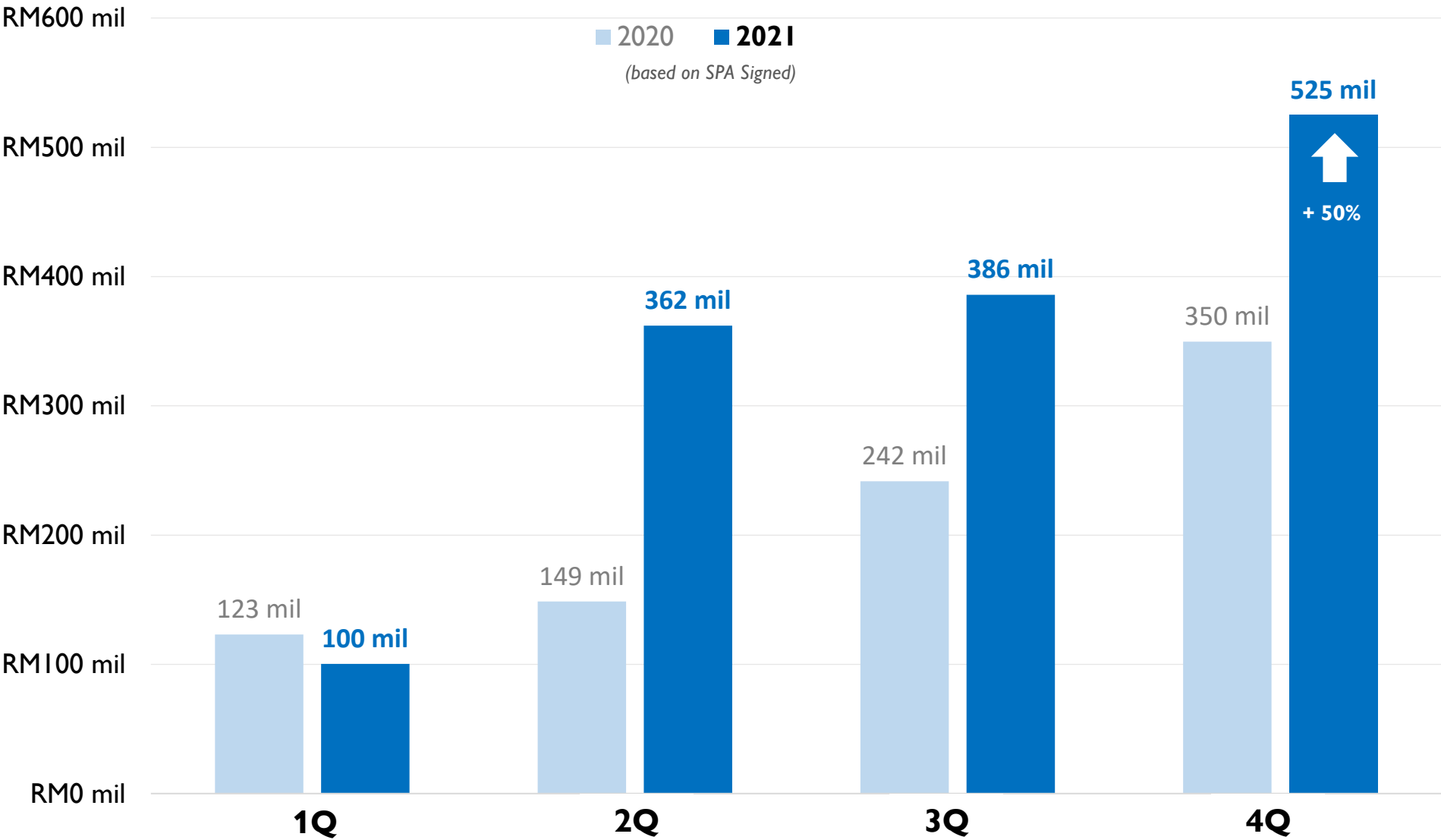
RM470 mil (as at 31 Dec 2021)

* Including land sale with revenue of RM134 million and profit before taxation of RM79 million.

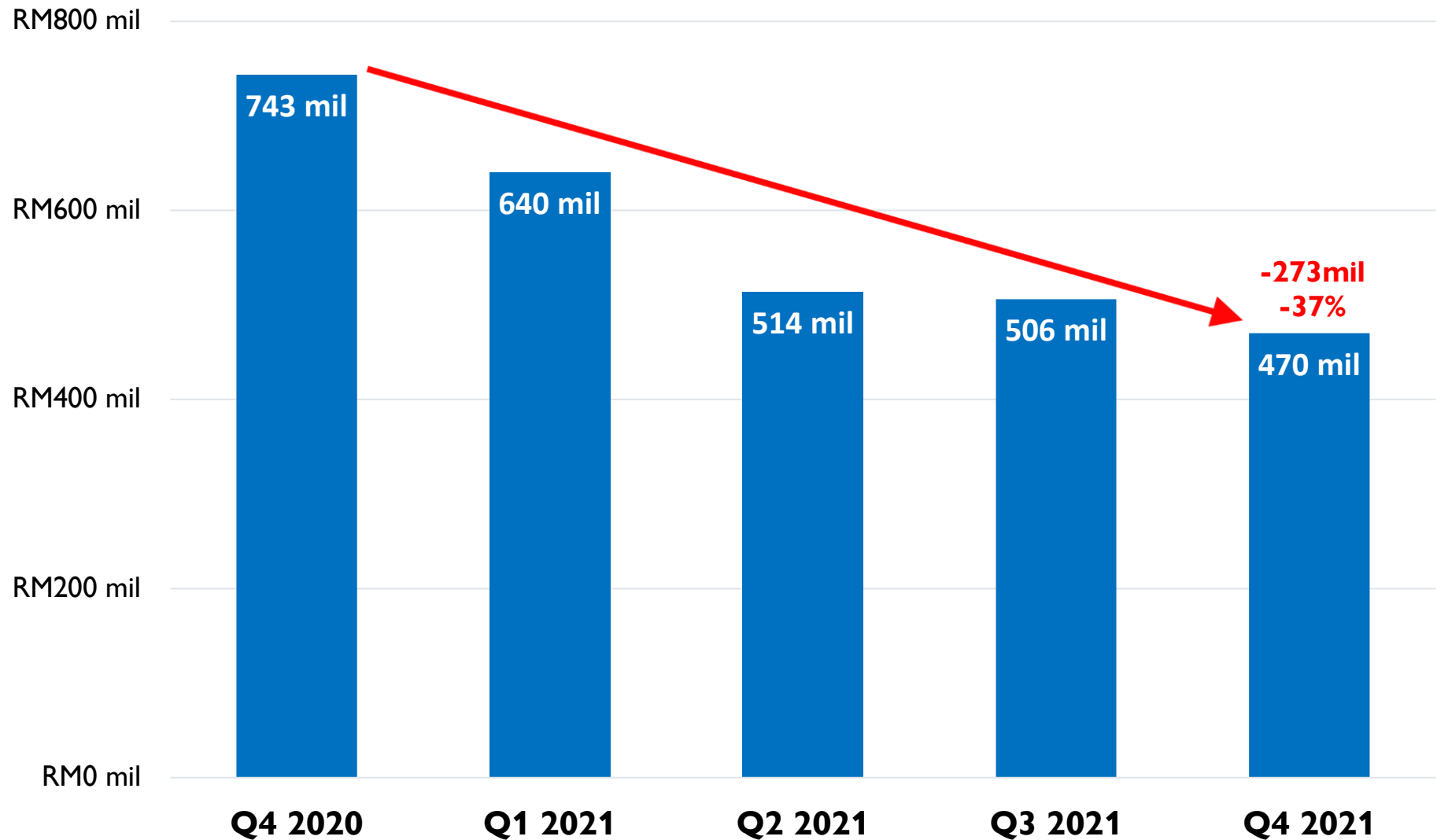
Property Development - 2021 Cumulative Sales & Take-up Performance



Property Development - Q-O-Q Cumulative Sales Performance



Property Development - Clearing of Inventories



Completed Inventories (as at 31 December 2021)

TYPE		LOCATION	BAL UNIT(S)	BAL NDV (RM' mil)
1	Offices	Klang	19	52
2	Affordable Apartments (RSKu)	Klang	24	5
3	Service Apartments	Klang	3	2
4	Service Apartments	Shah Alam	77	43
5	Service Apartments	Kelana Jaya	80	78
6	Condominiums	OUG	43	47
7	Service Apartments	Medini	251	243
TOTAL =			497 units	RM470 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. Participate in property road shows & organizing private events at sales gallery.
6. Promote to private investment clubs.
7. Promote attractive sales scheme :
 - a. Easy entry purchase
 - b. Flexi payment scheme
 - c. SPA signing incentive

On-going Property Projects



Paradigm Residence, Johor Bahru

Description	263 units of Service Apartment
Estimated GDV	RM184 million
Launch Date	September 2019
Sales Take-up	72%
Exp. Completion	Q3 2022



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) Dec 2021 - TC (342 units, RM434mil)
Sales Take-up	TA : 71% TB : 36% TC : 3%
Exp. Completion	Q2 2025

Future Property Projects



FUTURE LAUNCHES (FY22)

PROJECT	Hilltop 2 (Condo)	Adenia (Affordable)	W City OUG (K1-6 - Resi)	W City JGCC (Plot 1 - Resi)	W City JGCC (Plot 1 - Comm)	TOTAL
UNITS	341	181	1,060	2,048	68	3,698
ESTIMATED GDV	RM798 mil	RM68 mil	RM927 mil	RM899 mil	RM119 mil	RM2.81bil

Land Bank (future development and for sale as at 31 December 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
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%	97%	82%	86%	79%
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) Enhanced WCT Buddy mobile apps offers seamless experiences across WCT businesses.



2) Continuous effort to drive tenant sales via sales carnival and activities.



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

Retail Malls - Business and Marketing Strategies



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



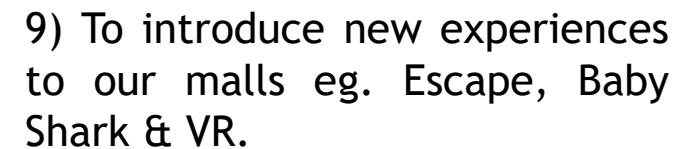
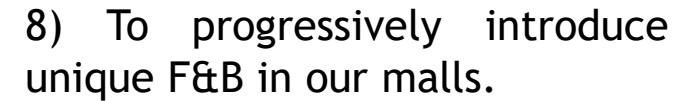
5) Creative leasing packages.



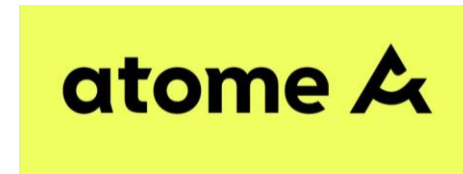
6) To maintain strong landlord & tenant relationship.



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



Retail Malls - Business and Marketing Strategies



- Voucher Bonanza Sales 6.0 collaboration with strategic partners like e-wallet such as GrabPay and banks such as CIMB Bank, RHB Bank, HSBC Bank and etc.
- Co-fund discount with all these partners to promote the WCT Malls E-Vouchers and drive membership for WCT Buddy program.

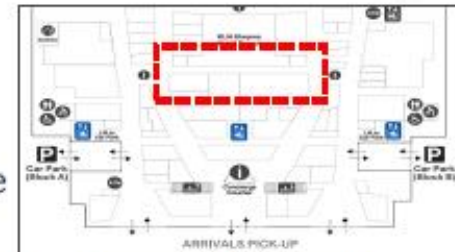


Retail Malls - Business and Marketing Strategies

- Continuous effort to uplift shopping experience via asset enhancement initiatives (AEI) at gateway@klia2 - Padini Lot to F&B kiosk.

ASSETS ENHANCEMENT INITIATIVES

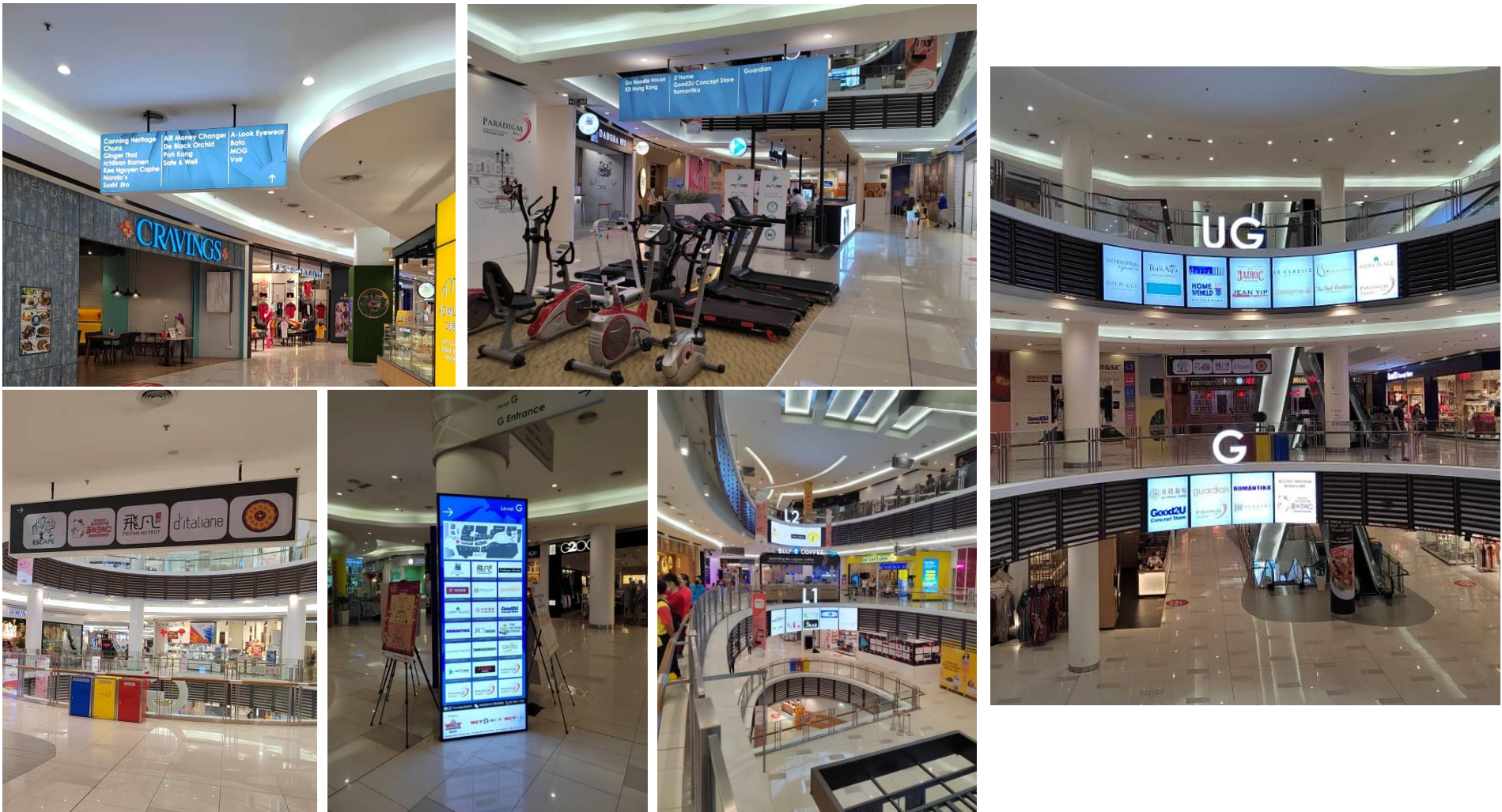
- Increasing additional retail/ F&B kiosks
- Layout configuration for better efficiency & shoppers' convenience



Kiosk Booth (Example Works)

Retail Malls - Business and Marketing Strategies

- Continuous effort to improve shopping journey via asset enhancement initiatives (AEI) at Paradigm Mall Petaling Jaya - tenant's lightbox signage surrounding the mall.



Retail Malls

As at 9 Feb 2022



27,483

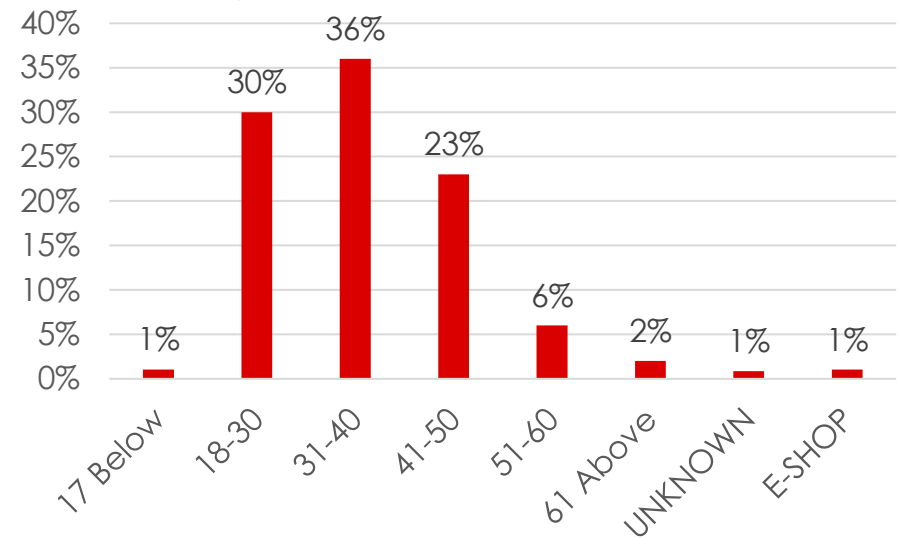
Portfolio Member Base



6,282

New Members

Age Group Distribution



63.0%

37.0%

Q&A



Thank You