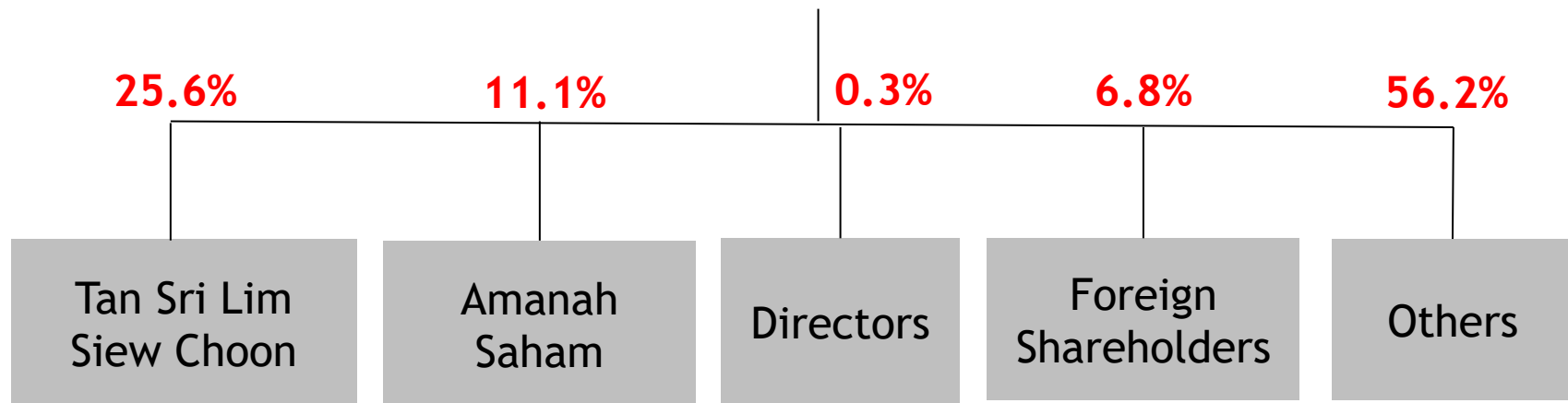


WCT Holdings Berhad

INVESTOR BRIEFING - 1st Quarter 2022

Updated: 20/05/2022

Key Shareholding as at 13 May 2022





Financial Highlights

Segmental Results Q1 2022 (3 months)

	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	292.2	268.6	43.9	604.7
Profit/(Loss) from operations	14.6	56.2	22.4	93.2
Share of results of associates				2.9
Share of results of joint ventures	0.4	(2.8)	(5.3)	(7.7)
Finance costs				(27.3)
Taxation				(7.8)
Profit for the period				53.3
Holders of Perpetual Sukuk				(23.9)
Non-controlling interest				1.2
Net profit				30.6

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Debt to Equity (DE) Ratio

	As at 31 Mar 2022 RM'mil	As at 31 Dec 2021 RM'mil
Total bank borrowings	2,963	2,838
Cash & bank balances & fixed deposits	(365)	(284)
Net borrowings	2,598	2,554
Shareholders equity (including Perpetual Sukuk & non-controlling interest)	3,794	3,761
Gross DE ratio	0.78	0.75
Net DE ratio	0.68	0.68



Engineering & Construction

Ongoing Projects/ Outstanding Order Book as at 31 March 2022



	Expected Completion	Outstanding RM'mil
TRX, Kuala Lumpur (infra & roadway works)	2022	69
Pan Borneo Highway (66km highway from Sungai Arip Bridge to Bintulu Airport Junction)	2023	422
West Coast Expressway (Shah Alam Expressway Interchange to NKVE/FHR2 Interchange)	2024	94
Elevated Highway (Sprint Highway/Jalan Maarof to Jalan Semantan)	2023	96
LRT3 GS03 & GS02 (guideway, stations, park & ride, ancillary buildings & other associated work)	2023	296
Jetty extension of Sapangar Bay Oil Terminal	2022	57
Expansion of Sapangar Bay Container Port (60% share)	2025	525
Total - Local Civil & Infrastructure		1,559 (35%)
Pavilion Damansara Heights - Phase 1 (Superstructure)	2023	828
Pavilion Damansara Heights - Phase 2 (Superstructure)	2024	1,155
Retail Mall, TRX - TP02 (Superstructure and façade and blockworks)	2022	121
Hotel & Office, TRX - HOTP01 (Superstructure)	2023	131
Retail Mall, PNB 118 (51% share)	2023	200
Kota Bharu Airport, Kelantan	2024	413
Total - Local Buildings		2,848 (65%)
Total External Projects		4,407 (100%)
Total Internal Projects		- (0%)
Grand Total		4,407 (100%)

List of Tenders Submitted/Pending Submission (as at 20 May 2022)

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



Property Development

Property Development - Snapshot



2022 Revenue

Q1 : RM269 mil *

2022 Q1 Profit Before Tax

Q1 : RM45 mil *

2022 Property Sales

Q1 : RM 94 mil
Pending SPA : RM 57 mil

Total Unbilled Sales

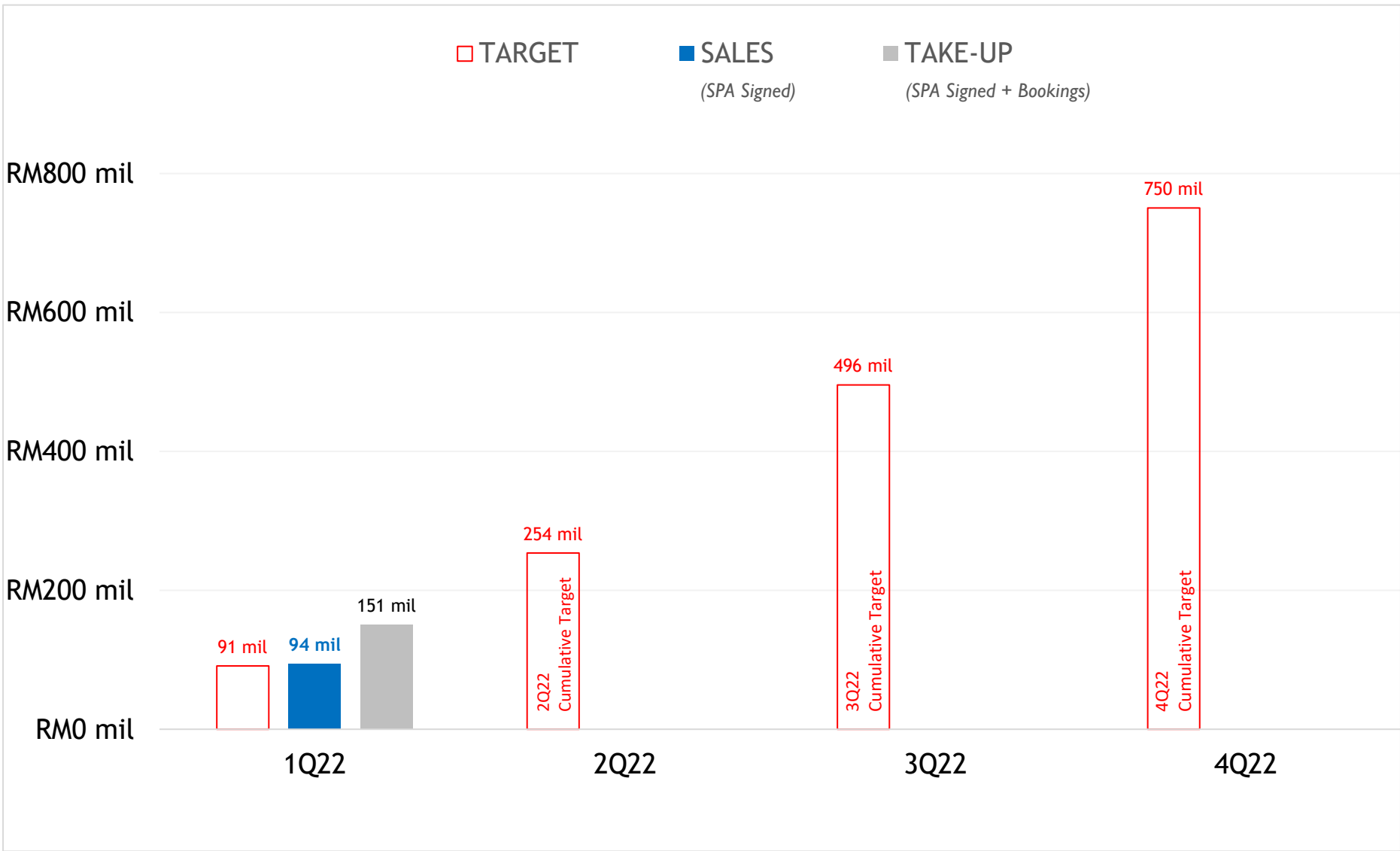
RM241 mil

Unsold Completed Inventories

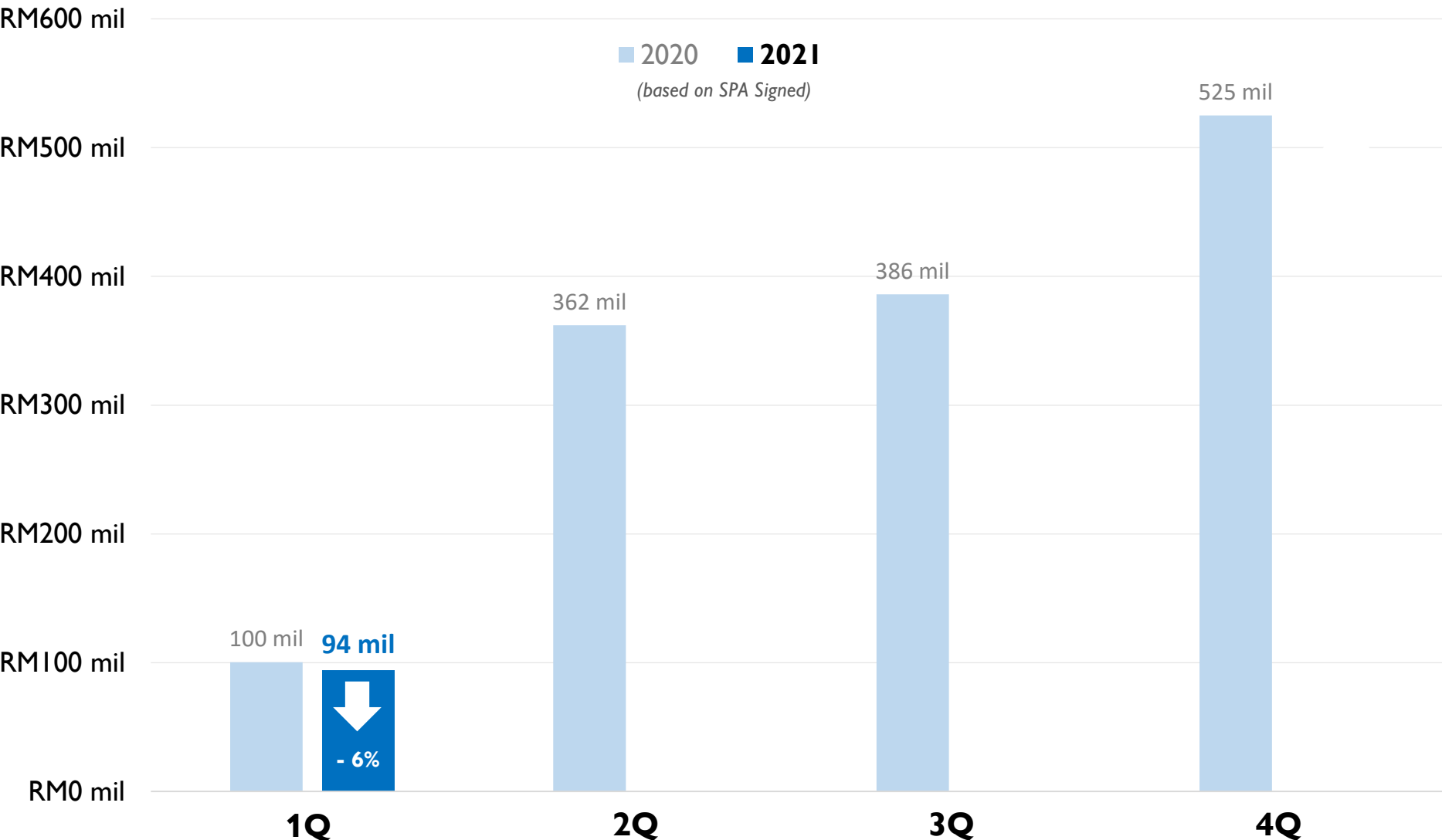
RM492 mil

- Including land sale with revenue of RM214 million and profit before taxation of RM56 million.

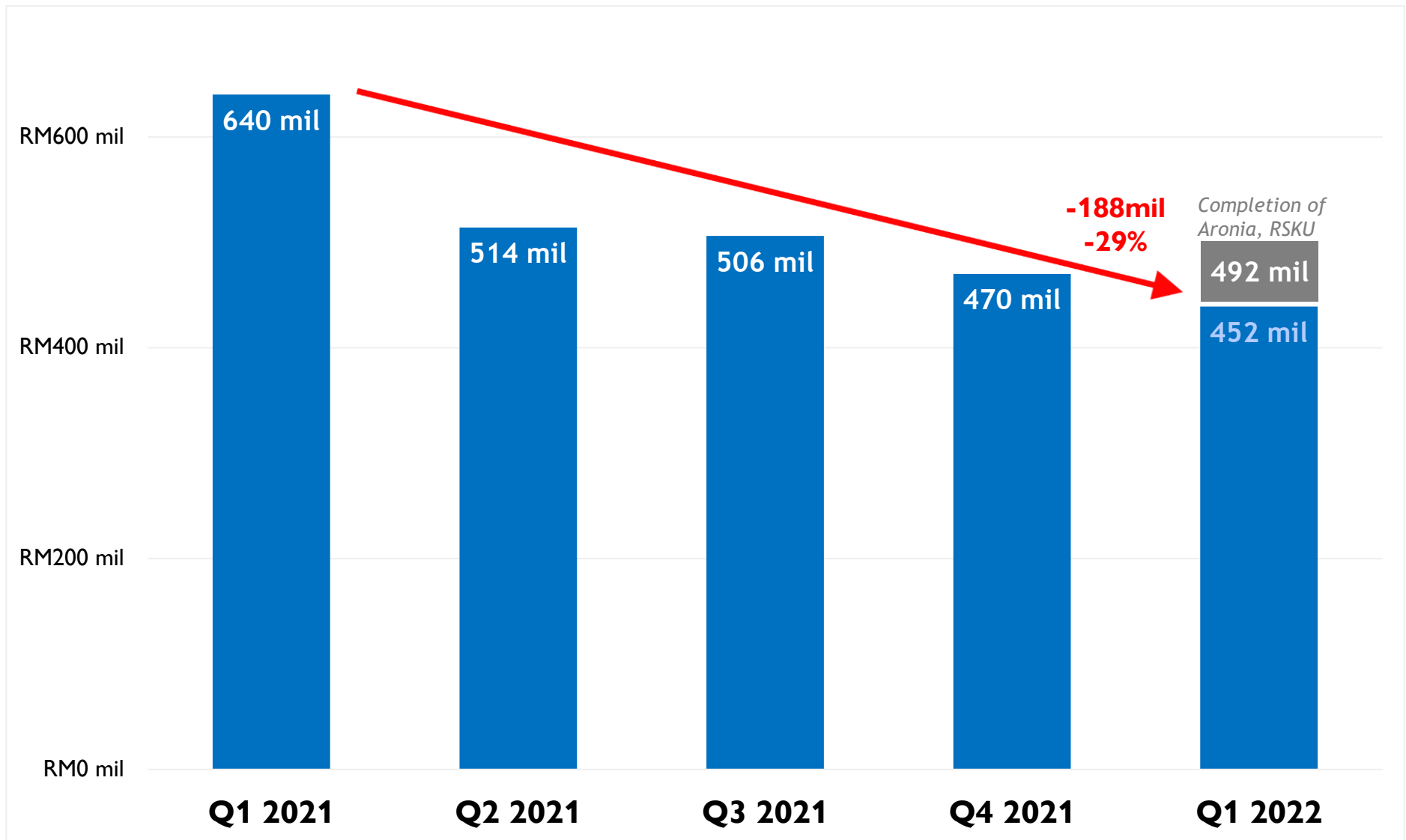
Property Development - 2022 Cumulative Sales & Take-up Performance



Property Development - Q-O-Q Cumulative Sales Performance



Property Development - Clearing of Inventories



Completed Inventories (as at 31 Mar 2022)

TYPE		LOCATION	BAL UNIT(S)	BAL NDV (RM' mil)
1	Offices	Klang	19	52
2	Affordable Apartments (RSKu)	Klang	180	44
3	Service Apartments	Klang	3	2
4	Service Apartments	Shah Alam	55	30
5	Service Apartments	Kelana Jaya	77	76
6	Condominiums	OUG	36	45
7	Service Apartments	Medini	251	243
TOTAL =			621 units	RM492 mil

Strategies

1. Continuous opening and expansion of new sales channels (local & overseas).
2. Continuous exposure on Digital Platforms/Social Media for brand presence/awareness and leads generation.
3. Promote Buyer-Get-Buyer and Buyer-Repeat-Purchase programs to encourage re-investment & internal sales.
4. Participate in property road shows & organizing events at sales gallery.
5. Registration of interest exercise for upcoming launch.
6. Promote attractive sales campaign :
 - a. WCT 40th Anniversary WeCare Campaign
 - b. WCT Buddy Voucher Bonanza Sales
 - c. Buddy Points Reward
 - d. CNY Promo (Staycation, CNY Incentive, Dining & Escape Park Voucher)

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	98%
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 : 75% TB : 35% TC : 4%
Exp. Completion	Q2 2025

Future Property Projects



FUTURE LAUNCHES						
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 March 2022)

	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	Inanam, Kota Kinabalu	Residential	22
TOTAL =			214



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%	86%	80%
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					

PMPJ

With A & P activities fully resumed,

1. The Anime Fest at the mall achieved 147,000 visitors in a day. The highest ever number we have ever achieved.
2. New exciting F & B have opened and will open in the mall soon e.g. Wood & Grill, A & W, Yew Yew Café, Emart24 and Eat BBQ.

KLIA 2

1. Flights have almost doubled compared to 1st Quarter
2. Traffic have also nearly doubled
3. Car Park collection have also been on uptrend
4. Sales for tenants have increased more than 2 times
5. Food Court collection have more than doubled
6. Transportation Hub collection have also doubled

PMJB

With the opening of borders and easy travel between Johor Bahru and Singapore,

1. Traffic is now near pre-Covid levels
2. Sales for April and May was comparable to pre-Covid
3. More retailers have come forth to view units
4. More new leases and renewals are being committed in Quarter 2 (occupancy at 88.33%).

Retail Malls - Business and Marketing strategies



1. Continue to create iconic campaigns and events to attract footfall in malls

Example

Chupa Chups Raya Campaign (8 April - 15 May 2022)

Anime Fest @ Paradigm PJ (12 - 16 May 2022)

Retail Malls - Business and Marketing strategies



2. Continue to engage in collaborating with Tourism Malaysia, Tourism Selangor and other industry players to foster better relationships that would benefit both parties.



Example:
Collaborating with local Tourism Johor in awarding Paradigm Johor Bahru with the Majestic Johor Safe certification.

Retail Malls - Business and Marketing strategies



3. Continuous effort to create tourist driven programs

- Tourist privilege discounts
- More WCT Buddy rewards for tourists



4. Partnering with credit cards and banks to introduce special discounts for card members and to increase shopper's spending in malls.

Retail Malls- Business and Marketing strategies



GrabPay | WCT Buddy 2.0

GrabBuddy
20% OFF

WCT Malls E-Voucher Bonanza Sales 7.0

Grab pay user download WCT Buddy app & purchase WCT E-Voucher.

*Limit to RM 1,000 per member per account.
T&Cs apply.

DOWNLOAD & SIGN UP

Download on the App Store | GET IT ON Google Play | EXPLORE IT ON AppGallery

Managed by: **WCT Malls** | **PARADIGM MALLS PETALING JAYA** | **PARADIGM MALLS JOHORE BARU**

5. Rewarding loyal shoppers with online sales of vouchers via WCT Buddy. Continue to engage new partners such as banks, credit cards, shopping apps and e-wallets to drive membership and create brand loyalty.

Retail Malls- Business and Marketing strategies



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

7) To maintain strong landlord & tenant relationship.

Retail Malls- Business and Marketing strategies



8) To progressively introduce unique F&B in our malls.

9) To introduce more entertainment, adventure, experience or DIY type tenants into malls e.g. Baby Shark, Go-kart, Escape JB, Fun-Day, Dance, Art, Baking or tufting classes.

Retail Malls

As at 31 Mar 2022



28,443

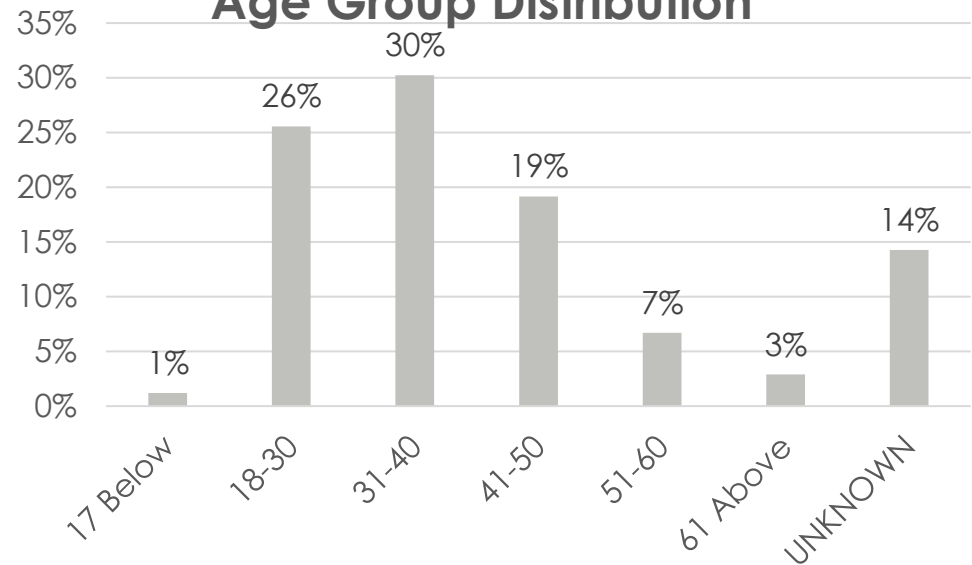
Portfolio Member Base



404

New Members

Age Group Distribution



56.0%

44.0%

Q&A



Thank You