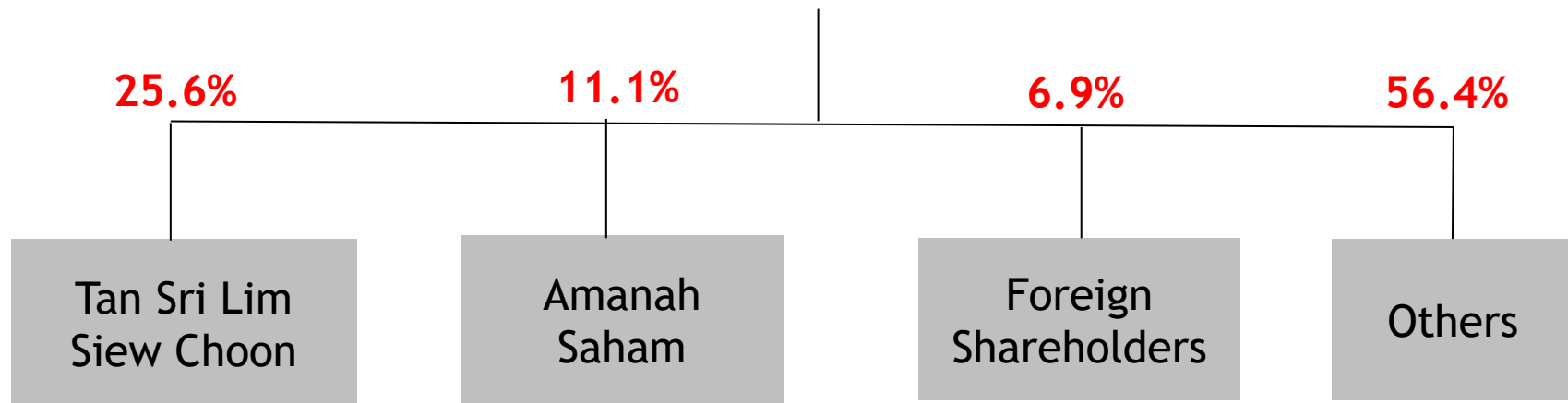


WCT Holdings Berhad

INVESTOR BRIEFING - 2nd Quarter 2022

Key Shareholding as at 15 August 2022





Financial Highlights

Segmental Results Q2 2022 (3 months)



	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	457.3	55.3	48.6	561.2
Profit/(Loss) from operations	15.1	(11.8)	26.7	30.0
Share of results of associates				1.7
Share of results of joint ventures	1.3	(1.6)	(1.5)	(1.8)
Finance costs				(26.8)
Taxation				54.7
Profit for the period				57.8
Holders of Perpetual Sukuk				-
Non-controlling interest				0.7
Net profit				58.5

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Segmental Results YTD 2Q 2022 (6 months)

	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	749.5	324.0	92.4	1,165.9
Profit from operations	29.7	44.4	49.2	123.3
Share of results of associates				4.5
Share of results of joint ventures	1.7	(4.4)	(6.8)	(9.5)
Finance costs				(54.1)
Taxation				46.9
Profit for the period				111.1
Holders of Perpetual Sukuk				(24)
Non-controlling interest				1.9
Net Profit				89.0

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Debt to Equity (DE) Ratio

	As at 30 Jun 2022 RM'mil	As at 31 Dec 2021 RM'mil
Total bank borrowings	2,747	2,838
Cash & bank balances & fixed deposits	(243)	(284)
Net borrowings	2,504	2,554
Shareholders equity (including Perpetual Sukuk & non-controlling interest)	3,870	3,761
Gross DE ratio	0.71	0.75
Net DE ratio	0.65	0.68



Engineering & Construction

Ongoing Projects/ Outstanding Order Book as at 30 June 2022



	Expected Completion	Outstanding RM'mil
TRX, Kuala Lumpur (infra & roadway works)	2022	61
Pan Borneo Highway (66km highway from Sungai Arip Bridge to Bintulu Airport Junction)	2023	379
West Coast Expressway (Shah Alam Expressway Interchange to NKVE/FHR2 Interchange)	2024	84
Elevated Highway (Sprint Highway/Jalan Maarof to Jalan Semantan)	2023	80
LRT3 GS03 & GS02 (guideway, stations, park & ride, ancillary buildings & other associated work)	2023	245
Jetty extension of Sapangar Bay Oil Terminal	2022	54
Expansion of Sapangar Bay Container Port (60% share)	2025	522
Total - Local Civil & Infrastructure		1,425 (35%)
Pavilion Damansara Heights - Phase 1 (Superstructure)	2023	695
Pavilion Damansara Heights - Phase 2 (Superstructure)	2024	1,141
Retail Mall, TRX - TP02 (Superstructure and façade and blockworks)	2022	86
Hotel & Office, TRX - HOTP01 (Superstructure)	2023	125
Retail Mall, PNB 118 (51% share)	2023	230
Kota Bharu Airport, Kelantan	2024	387
Total - Local Buildings		2,664(65%)
Total External Projects		4,089 (100%)
Total Internal Projects		- (0%)
Grand Total		4,089 (100%)

List of Tenders Submitted/Pending Submission (12 Aug 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 *
Q2 : RM 55 mil
YTD : RM324 mil

2022 Profit Before Tax

Q1 : RM45 mil *
Q2 : (RM19 mil)
YTD : RM26 mil

2022 Property Sales

Q1 : RM 94 mil
Q2 : RM172 mil
YTD : RM266 mil
Pending SPA : RM 59 mil

Total Unbilled Sales

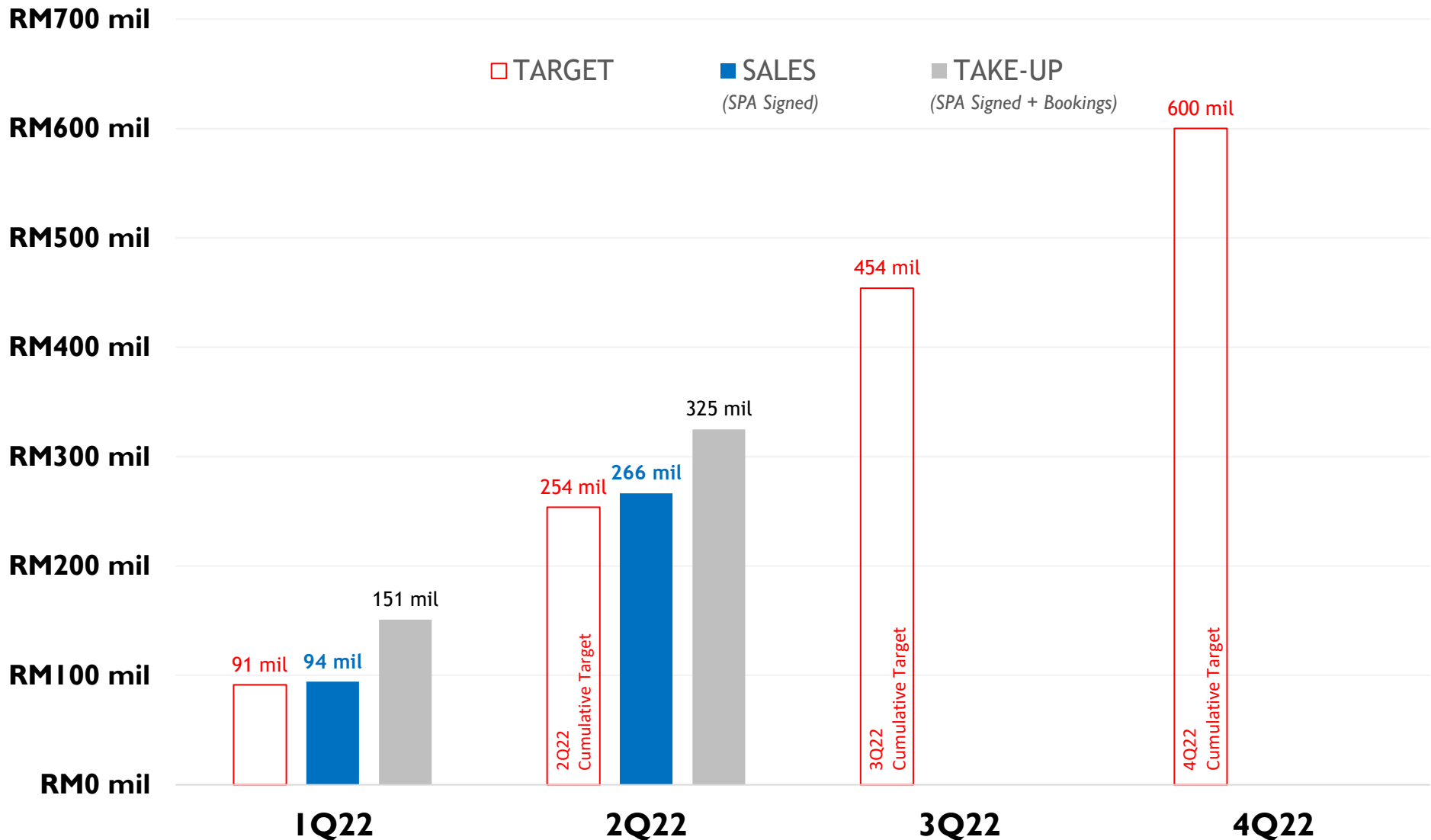
RM335 mil

Unsold Completed Inventories

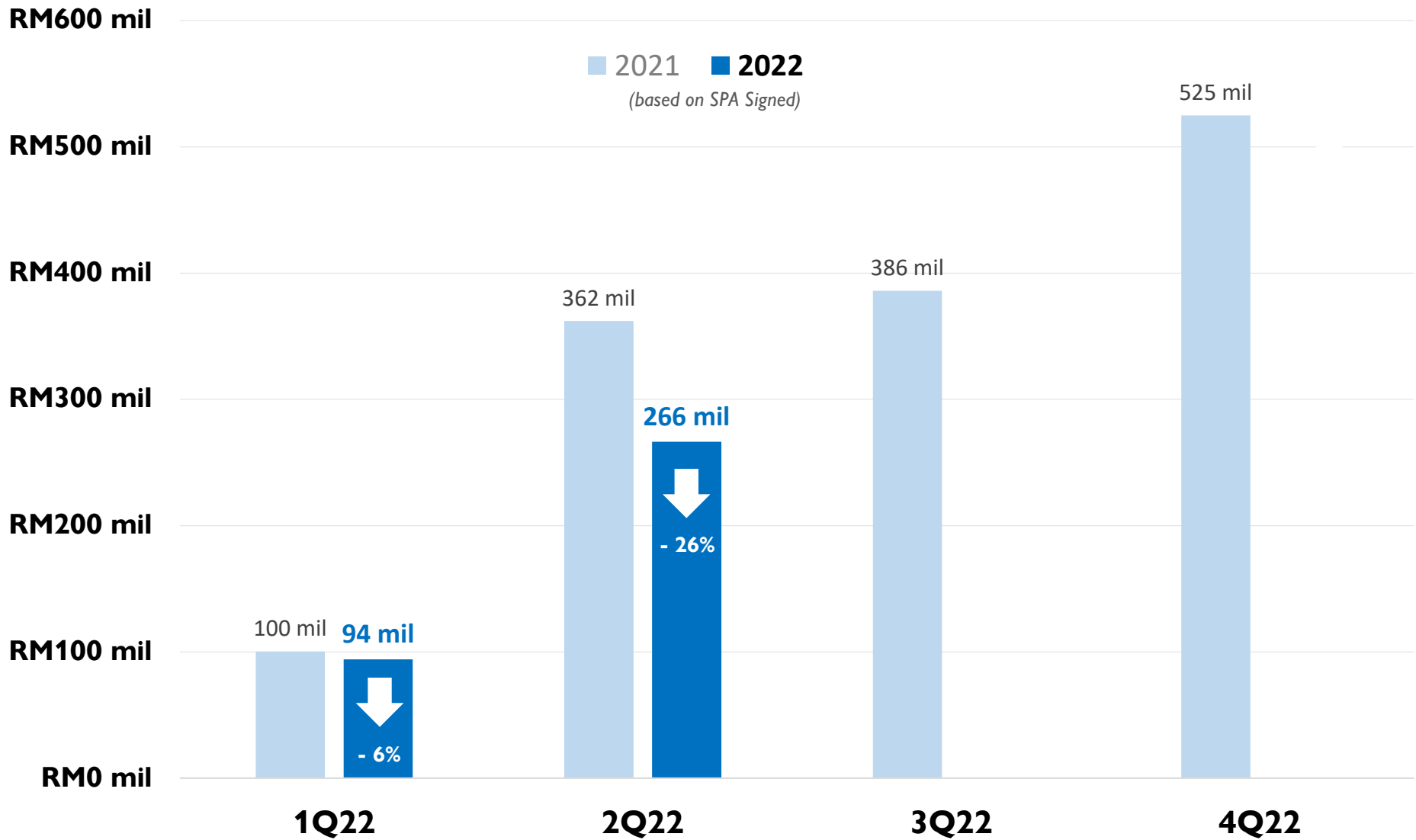
RM433 mil

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

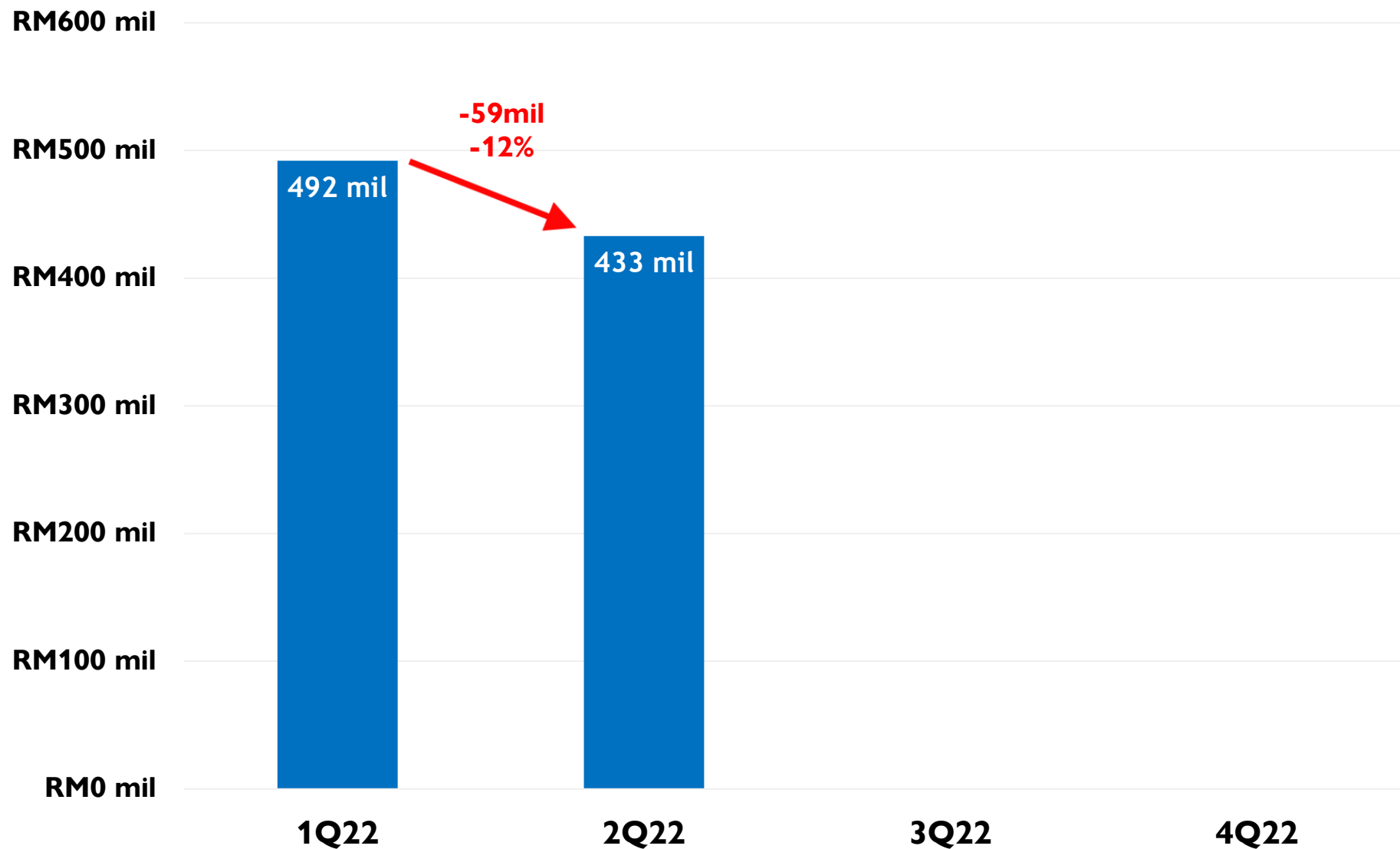
Property Development - 2022 Cumulative Sales & Take-up Performance



Property Development - Q-O-Q Cumulative Sales Performance



Property Development - Clearing of Inventories



Completed Inventories (as at 30 Jun 2022)

TYPE		LOCATION	BAL UNIT(S)	BAL NDV (RM' mil)
1	Offices	Klang	19	52
2	Affordable Apartments (RSKu)	Klang	147	36
3	Service Apartments	Shah Alam	50	28
4	Service Apartments	Kelana Jaya	64	64
5	Condominiums	OUG	31	36
6	Service Apartments	Medini	190	217
TOTAL =			501 units	RM433 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 & launching of Adenia in May.
6. Promote attractive sales campaign :
 - a. Buddy Points Reward
 - b. Raya Promo
 - c. Maybank Houzkey
 - d. Affin Home Step-Fast/i

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 100%

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 : 84% | TB : 51% | TC : 5%

Exp. Completion Q2 2025

Future Property Projects



FUTURE LAUNCHES

PROJECT	Pavilion Mont Kiara (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 30 Jun 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%	82%	88%	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					

PM PJ

1. A&P Events and Campaign such as GoGo Bazaar, Hari Raya Campaign 2022 - Nostalgic Raya with Chupa Chups, Eraman Clearance Sale, Rabbit & Cavy Breeders Competition, Asia Arm Wrestling Championship 2022 and WSSA Sport Stacking Championship 2022
2. Upcoming events and campaigns e.g PJ Collectors Market, Borneo Bazaar, PUBG E-Sport KL Region Qualifiers, Tunku Abdul Rahman Pop-up Memoriam and etc. to bring more traffic.
3. New exciting F & B and Retail have opened such as Yew Yew, Dr. Cardin, Bungkus Kaw Kaw, Kin Niku and Habibi Kunafa.
4. Upcoming tenants in Paradigm Mall PJ for Quarters 3 e.g Emart24, A&W, Wood & Grill, Eat BBQ, Montigo, Good Times DIY Tufting, Vivo, Yole and Panda Eyes.
5. As at Jun 2022, PJ financial numbers doubled 2019.

Retail Malls -

PM PJ New Tenants:



A&W



WOOD & GRILL



EMART 24



HABIBI KUNAFI

Retail Malls -

PM PJ New Tenants:



KIN NIKU



BUNGKUS KAW KAW



YEW YEW



DR CARDIN



GOOD TIMES DIY TUFTING

PM JB

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

1. Traffic is almost pre-Covid levels
2. Sales for April and May were comparable to pre-Covid
3. Average shoppers' basket sizes exceeded pre-Covid levels
4. More retailers have come forth to view units
5. More new leases and renewals are being committed in Quarter 2 (occupancy at 88.33%).

PM JB - New Tenants



PM JB - New Tenants



gateway@klia2

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 (commission revenue) also doubled

**Transportation Hub June 2022 collection until 15th June 2022 only; 16th June 2022 handed over to RACG.*

gateway@klia2 - New Tenants - LEVEL 2

SHAWARMA & TEA BREAK



EMART24



gateway@klia2 - New Tenants - LEVEL 2

JUICY



HOME WORLD



gateway@klia2 - New Tenants - LEVEL 2

SWAN GARDEN TEA HOUSE



NANYANG CAFE



BUNGKUS KAW KAW



gateway@klia2 - New Tenant - LEVEL 2

FLIGHT CLUB GRAB & GO



POP MEALS



MUARI MUARI



gateway@klia2 - New Tenants - LEVEL 2

DAY ONE DAY ONE NOODLES



ONE PIECE ONIGIRAZU



OH APONG



MOLLY FANTASY



gateway@klia2 - New Tenants - LEVEL 3



gateway@klia2 - New Tenants - LEVEL 3

POP MEALS



LUCK BROS



gateway@klia2 - New Tenants - LEVEL 3

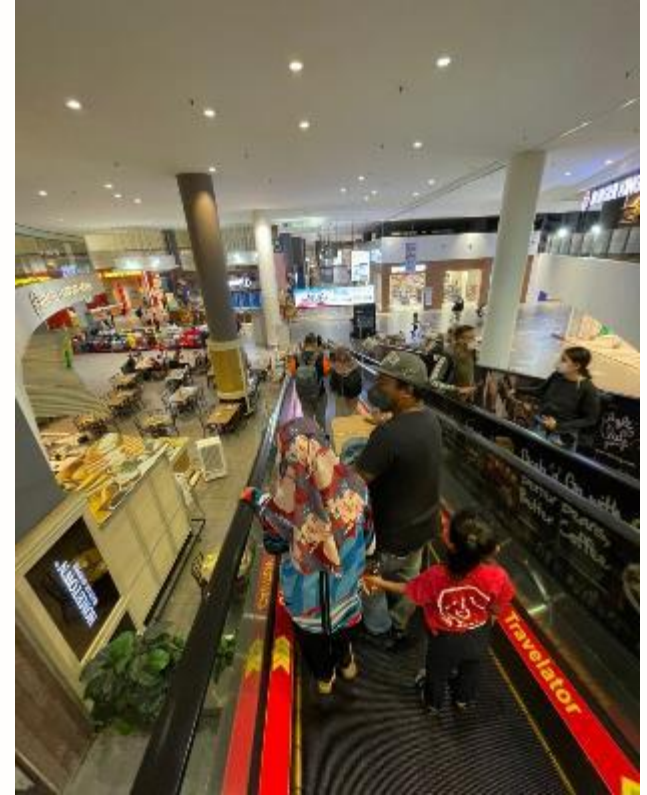
TOAST BOX



UNCLE LIM'S



New Tenants - TRAVELLATOR & ESCALATOR AREA



New Tenants - DEPARTURE & ARRIVAL



Retail Malls - Business and Marketing strategies



1. Continue to curate and collaborate with 3rd party agencies to produce iconic campaigns and events that attracts footfall in malls

Example

Past:

- Anime Fest @ PMPJ (12 - 16 May)
- International Cat Show & Pet Educational Day @ PMJB (23-24 July)
- PUBG Mobile Malaysia @ PMPJ (22 - 23 July) & PMJB (29 - 30 July)
- Jelajah Pusing Selangor Dulu @ PMJB (13 - 14 Aug)
- Jelajah SuriaFM @ PMJB (20 Aug)

Upcoming:

- Anime Fest @ Paradigm Mall Johor Bahru @ PMJB (16 - 18 Sept)

Retail Malls - Business and Marketing strategies



2. To produce more family-themed campaigns and activities in Gateway@KLIA2 to bring in footfall during the weekends

Example

Past:

- Jom Kartun Together-gether (1-31 July)
- Merdeka Mega Teh Tarik "Largest Honda Accord Gathering" (6 August)
- Merdeka Unity Kids Costume Contest (21 August)
- Merdeka Unity Kids Talent Contest (28 August)

Ongoing:

- My Local Bazaar (27 August - 8 September)

Upcoming:

- Weekend Teh Tarik "Subaru Grand Meet 2022" (16 September)
- KPOP Dance Competition (24 September)

Retail Malls - Business and Marketing strategies



3. Continue to collaborate with Tourism Malaysia, Tourism Selangor, Tourism Johor and other industry players to foster better relationships that would benefit both parties.

Example:

Past:

- Jelajah Pusing Selangor Dulu (13 & 14 August)
- Jelajah SuriaFM (20 August)

Ongoing:

- Shopping ExtravaganTripartite Partnership with Tourism Malaysia & VISA (15 July - 16 Sept)
- Tourism Malaysia & PPK Shop & Be Rewarded (20 August - 4 September)

Retail Malls - Business and Marketing strategies



4. To seek strategic partnerships with other industry players that would benefit both parties.

Example:
Collaborating VISA & Tourism Malaysia on ongoing tripartite partnership for Shopping Extravaganza campaign (15 July - 15 September)



Retail Malls - Business and Marketing strategies



5. Continuous effort to create tourist driven programs

- Tourist privilege discounts
- More WCT Buddy rewards for tourists



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



7. 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



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



9. To maintain strong landlord & tenant relationship.



Thank You

Q&A



Thank You