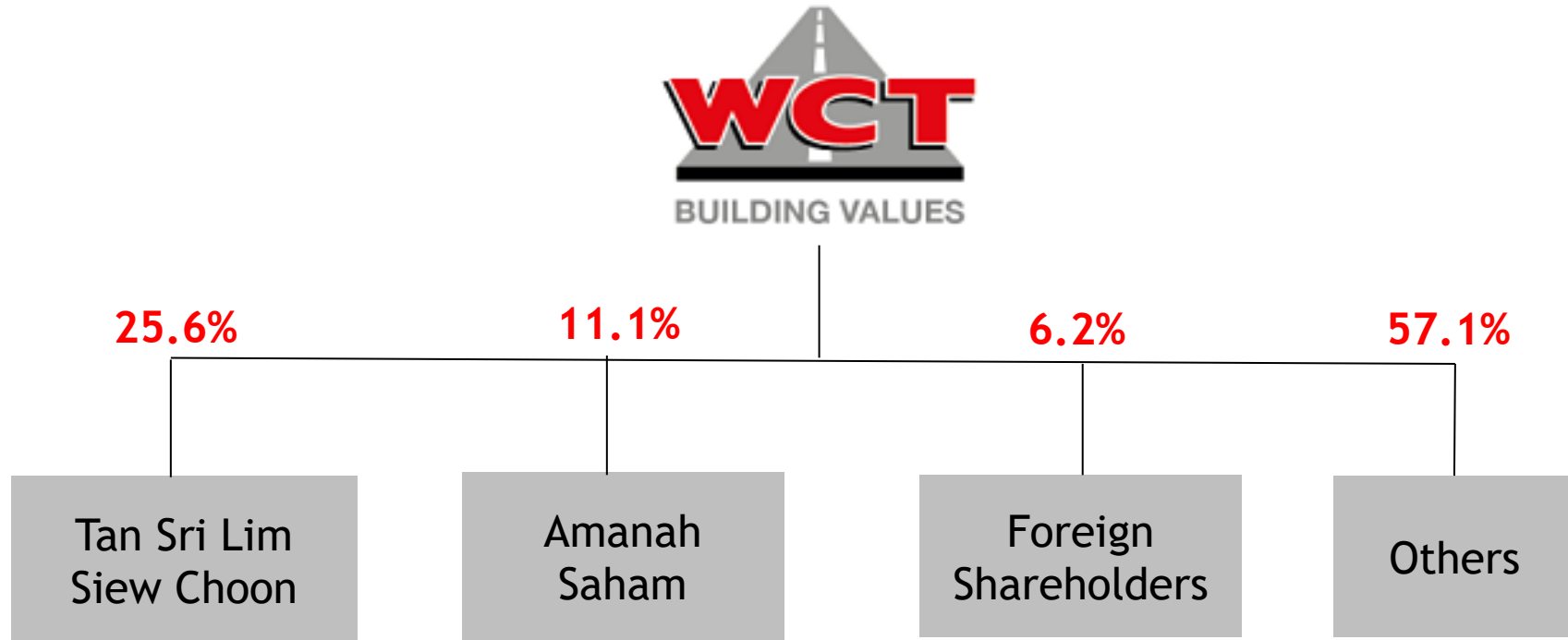


# WCT Holdings Berhad

## INVESTOR BRIEFING - 4<sup>th</sup> Quarter 2022

Updated: 28/02/2023

# Key Shareholding as at 15 February 2023





# Financial Highlights

## Segmental Results Q4 2022 (3 months)

	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	365.8	55.0	45.7	466.5
<b>Profit/(Loss) from operations</b>	<b>(33.9)</b>	<b>(17.2)</b>	<b>84.0</b>	<b>32.9</b>
Share of results of associates				3.8
Share of results of joint ventures	(0.2)	(2.2)	26.6	24.2
Finance costs				(29.1)
Taxation				(7.3)
<b>Profit for the period</b>				<b>24.5</b>
Holders of Perpetual Sukuk				-
Non-controlling interest				1.1
<b>Net profit</b>				<b>25.6</b>

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

## Segmental Results YTD 4Q 2022 (12 months)

	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	1,466.4	451.5	184.5	2,102.4
<b>Profit from operations</b>	<b>42.0</b>	<b>23.9</b>	<b>157.4</b>	<b>223.3</b>
Share of results of associates				12.6
Share of results of joint ventures	2.1	(8.2)	20.0	13.9
Finance costs				(110.1)
Taxation				31.6
<b>Profit for the period</b>				<b>171.3</b>
Holders of Perpetual Sukuk				(48.2)
Non-controlling interest				4.1
<b>Net Profit</b>				<b>127.2</b>

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

## Debt to Equity (DE) Ratio

	As at 31 Dec 2022 RM'mil	As at 31 Dec 2021 RM'mil
Total bank borrowings	2,798	2,838
Cash & bank balances & fixed deposits	(235)	(284)
Net borrowings	2,563	2,554
Shareholders equity (including Perpetual Sukuk & non-controlling interest)	3,905	3,761
Gross DE ratio	0.72	0.75
Net DE ratio	0.66	0.68



# Engineering & Construction

# Business At A Glance



## People

1,352 knowledgeable & experienced employees

## Plants & Machineries



Owned **26,578** heavy machinery and construction equipment



## Annual Turnover

RM 1.47Bil (2022 Unaudited)  
RM 1.2 Bil (2021)



## Registration

Licensed Class G7 Contractor

Over RM100 Billions in past 40 years

## Portfolio



F1 Circuits



Expressways & Highways



Commercial buildings



Malls



Airports



Rail Infrastructure



Dam



## Partnership

Collaborated with international conglomerates and consultants

over more than **400** projects



## International Presence

Business presence in 3 continents and 8 countries

Physical presence in Malaysia, India, Qatar, and Bahrain

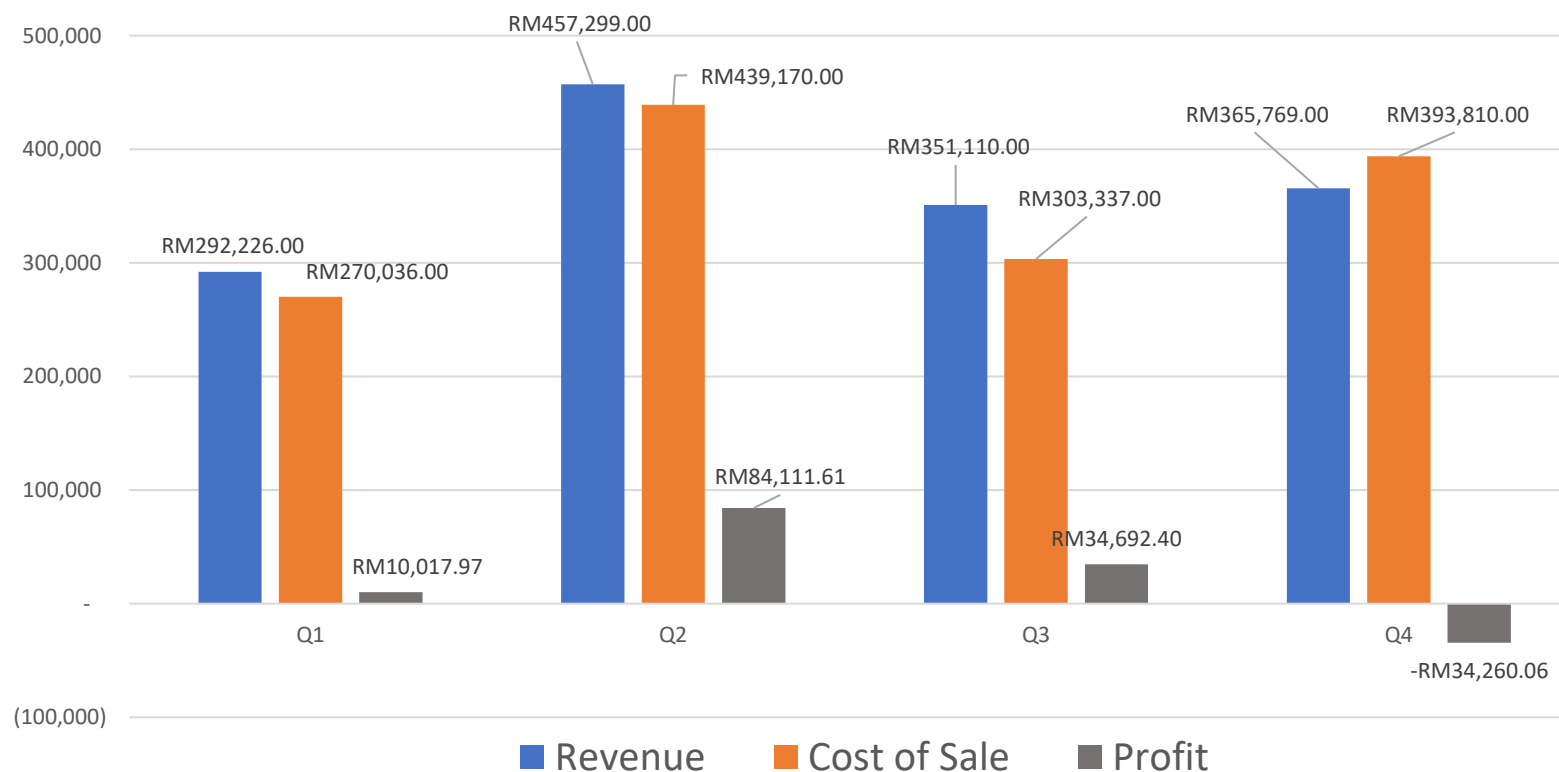


# Engineering & Construction 2022 Annual Result



## Summary:

Total 2022 Revenue	= RM1.47Billion
Gross Profit	= RM 60mil
Gross Profit Margin	= 4.1%
Top Line to Group Contribution	= 70%



# Ongoing Projects/ Outstanding Order Book as at 31 December 2022

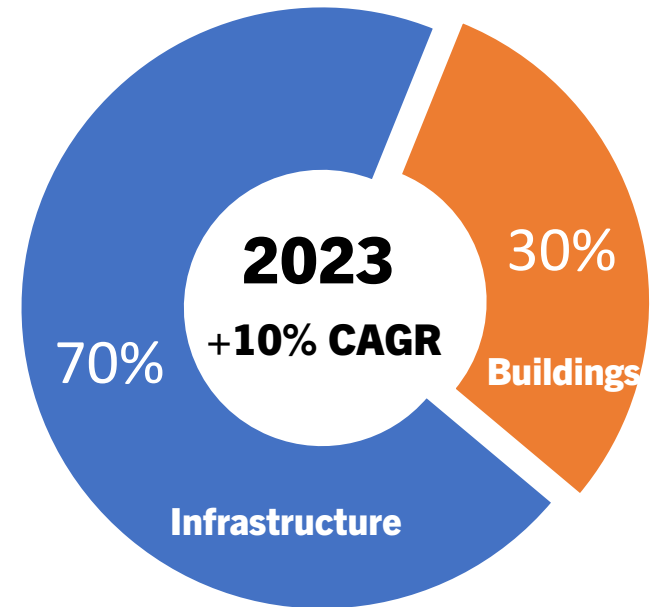
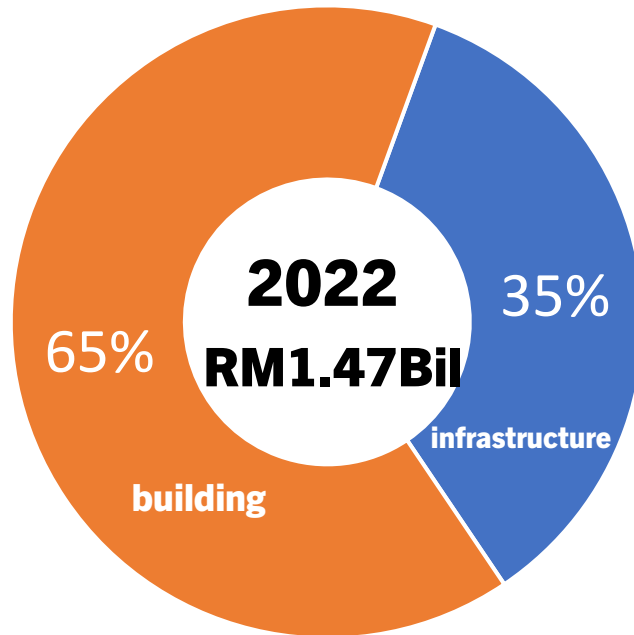


	Expected Completion	Outstanding RM'mil
TRX, Kuala Lumpur (infra & roadway works)	2023	64
Pan Borneo Highway (66km highway from Sungai Arip Bridge to Bintulu Airport Junction)	2023	287
West Coast Expressway (Shah Alam Expressway Interchange to NKVE/FHR2 Interchange)	2024	79
Elevated Highway (Sprint Highway/Jalan Maarof to Jalan Semantan)	2023	48
LRT3 GS03 & GS02 (guideway, stations, park & ride, ancillary buildings & other associated work)	2023	194
Jetty extention of Sapangar Bay Oil Terminal	2023	40
Expansion of Sapangar Bay Container Port (60% share)	2025	508
<b>Total - Local Civil &amp; Infrastructure</b>		<b>1,220 (35%)</b>
Pavilion Damansara Heights - Phase 1 (Superstructure)	2023	540
Pavilion Damansara Heights - Phase 2 (Superstructure)	2024	1,085
Retail Mall, TRX - TP02 (Superstructure and façade and blockworks)	2023	1
Hotel & Office, TRX - HOTP01 (Superstructure)	2023	110
Retail Mall, PNB 118 (51% share)	2023	200
Kota Bharu Airport, Kelantan	2024	375
<b>Total - Local Buildings</b>		<b>2,311(65%)</b>
<b>Total External Projects</b>		<b>3,531 (100%)</b>

## List of Tenders Submitted/Pending Submission (23 Feb 2023)

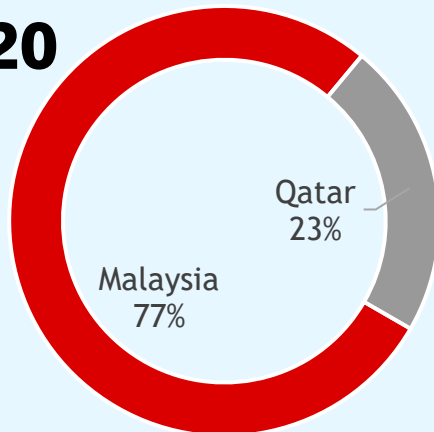
	RM' mil
Local - Civil & Infrastructure	> 5,000
Local - Building Works	> 4,000
<b>Total</b>	<b>&gt; 9,000</b>

## Growth Projection and Pipelines (23 Feb 2023)

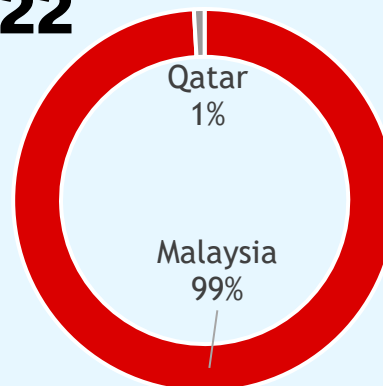


## Revenue Projection by Regions

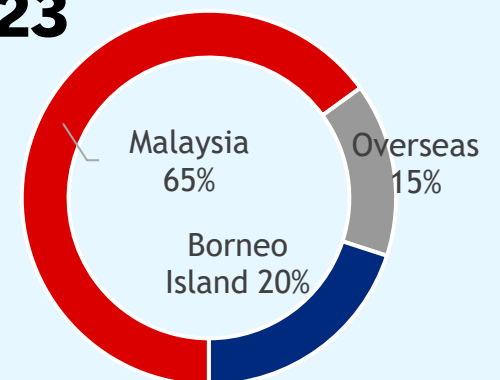
**2020**



**2022**



**2023**





# Property Development

# Property Development - Snapshot

## 2022 Revenue

Q1 : RM269 mil \*  
Q2 : RM 55 mil  
Q3 : RM 73 mil  
Q4 : RM 55 mil  
YTD : RM452 mil

## 2022 Q4 Profit Before Tax

Q1 : RM 45 mil \*  
Q2 : (RM19 mil)  
Q3 : (RM 9 mil)  
Q4 : (RM24 mil)  
YTD : (RM 7 mil)

## 2022 Property Sales

Q1 : RM 94 mil  
Q2 : RM172 mil  
Q3 : RM116 mil  
Q4 : RM 39 mil  
YTD : RM421 mil  
Pending SPA : RM102 mil (as at 31 Dec 2022)

## Total Unbilled Sales

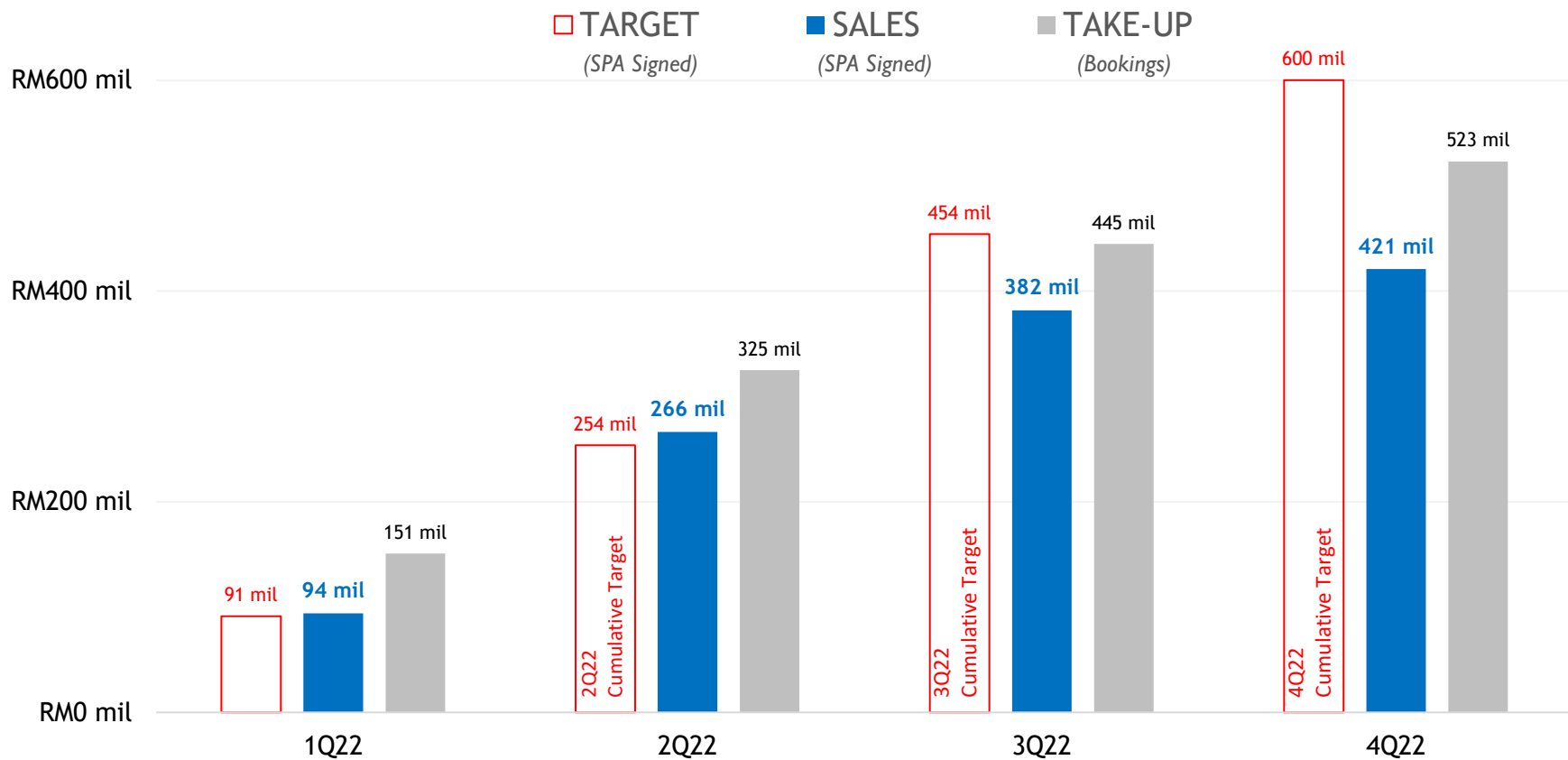
RM273 mil

## Unsold Completed Inventories

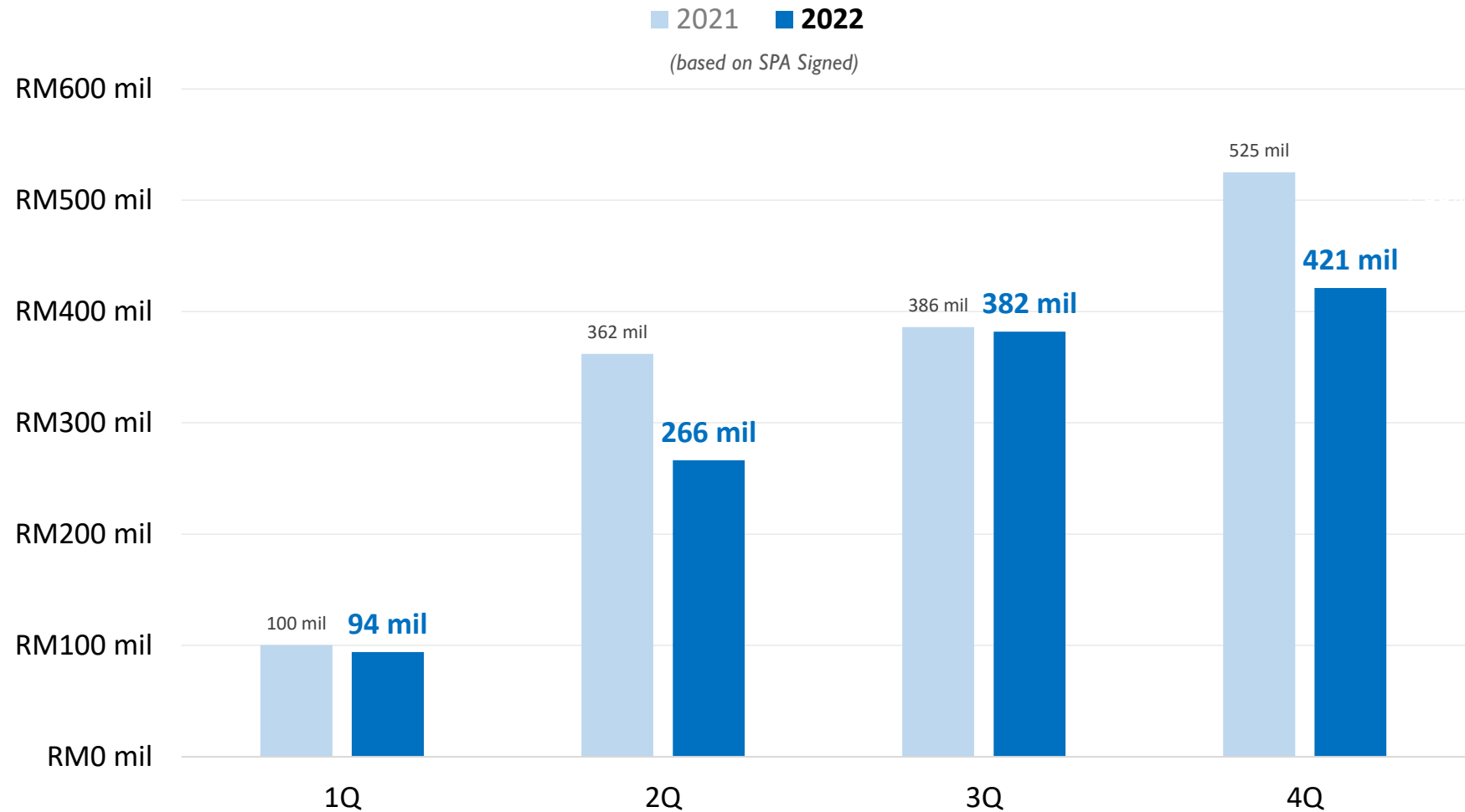
RM368 mil (as at 31 Dec 2022)

- Including land sale with revenue of RM214 million and profit before taxation of RM55 million.

# Property Development - 2022 Cumulative Sales & Take-up Performance

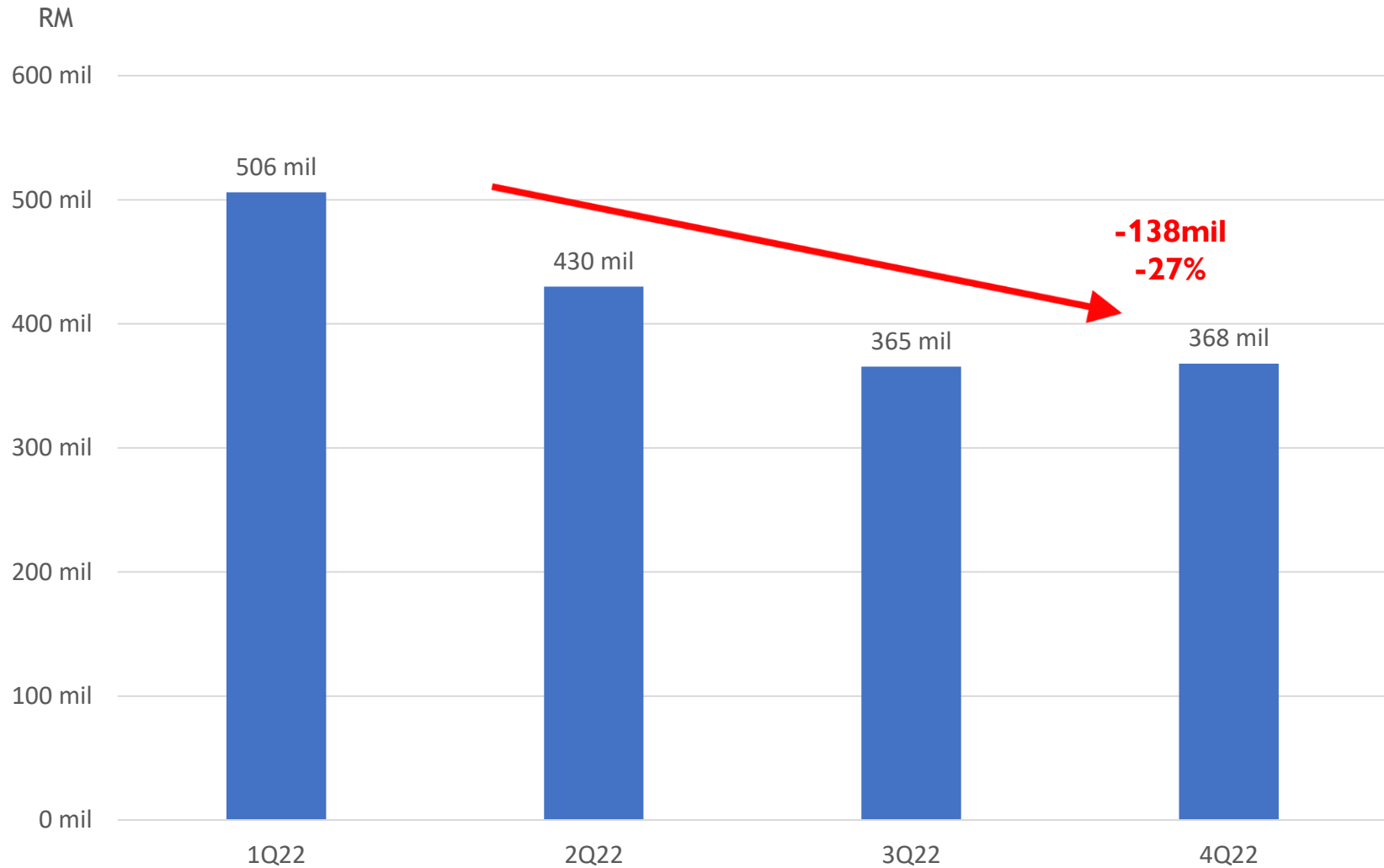


# Property Development - Q-O-Q Cumulative Sales Performance

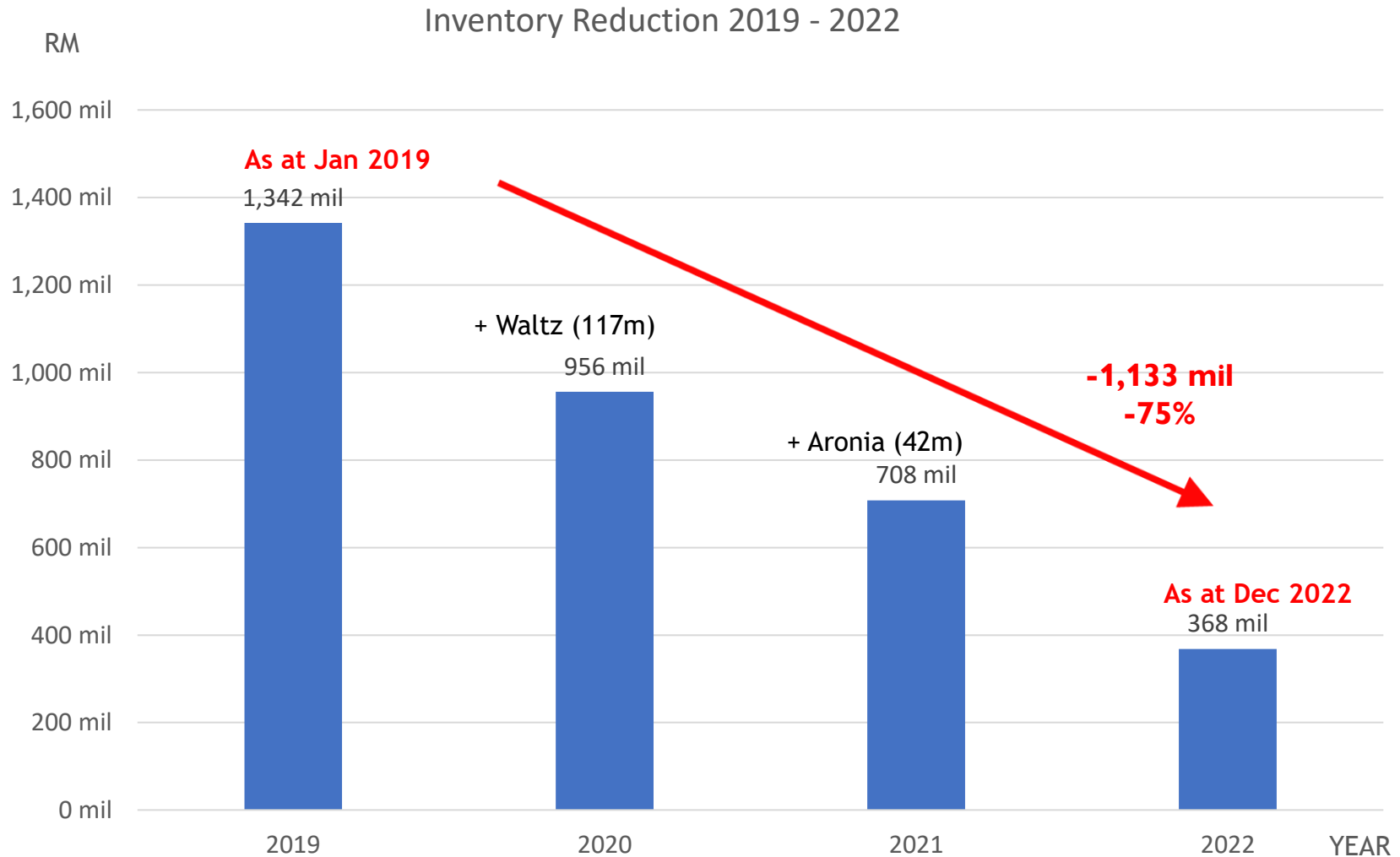




# Property Development - Clearing of Inventories (GDV)



# Property Development - Clearing of Inventories (GDV)



## Completed Inventories (as at 31 Dec 2022)

TYPE		LOCATION	BAL UNIT(S)	BAL GDV (RM' mil)
1	Offices	Klang	19	52
2	Affordable Apartments (RSKu)	Klang	100	25
3	Service Apartments	Shah Alam	43	28
4	Service Apartments	Kelana Jaya	59	77
5	Condominiums	OUG	43	69
6	Service Apartments	Medini	152	117
<b>TOTAL =</b>			<b>416 units</b>	<b>RM368 mil</b>

Note:

1) Bal Unit = SPA Unsigned

## Sales & Marketing 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 & exhibitions (local & overseas).
5. Organize events at sales gallery.
6. Launched Adenia in August 2022.
7. Opening of WCT Experience Gallery at Pavilion Bukit Jalil.
8. Promote attractive sales campaign :
  - a. Buddy Points Reward
  - b. Maybank Houzkey
  - c. Affin Home Step-Fast
  - d. Easy Entry Property Purchase

# On-going Property Projects



## Adenia Apartment, Bandar Parklands, Klang

Description 181 units of Apartment

**Estimated GDV RM68 million**

Launch Date Aug 2022

Sales Take-up 58%

Exp. Completion Aug 2025



## 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)  
Oct 2022 - TC (342 units, RM434mil)

Sales Take-up TA : 93% | TB : 72% | TC : 14%

Exp. Completion Q2 2025

## Future Property Projects

FUTURE LAUNCHES					
PROJECT	Pavilion Mont Kiara (Condo)	W City JGCC (Plot 1 - Resi)	W City JGCC (Plot 1 - Comm)	W City OUG (K1-6 - Resi)	TOTAL
UNITS	341	2,048	69	1,060	3,518
ESTIMATED GDV	RM804 mil	RM899 mil	RM119 mil	RM927 mil	RM2.75bil

## Land Bank (future development and for sale as at 31 Dec 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	29
<b>TOTAL =</b>			<b>221</b>



# Property Investment & Management

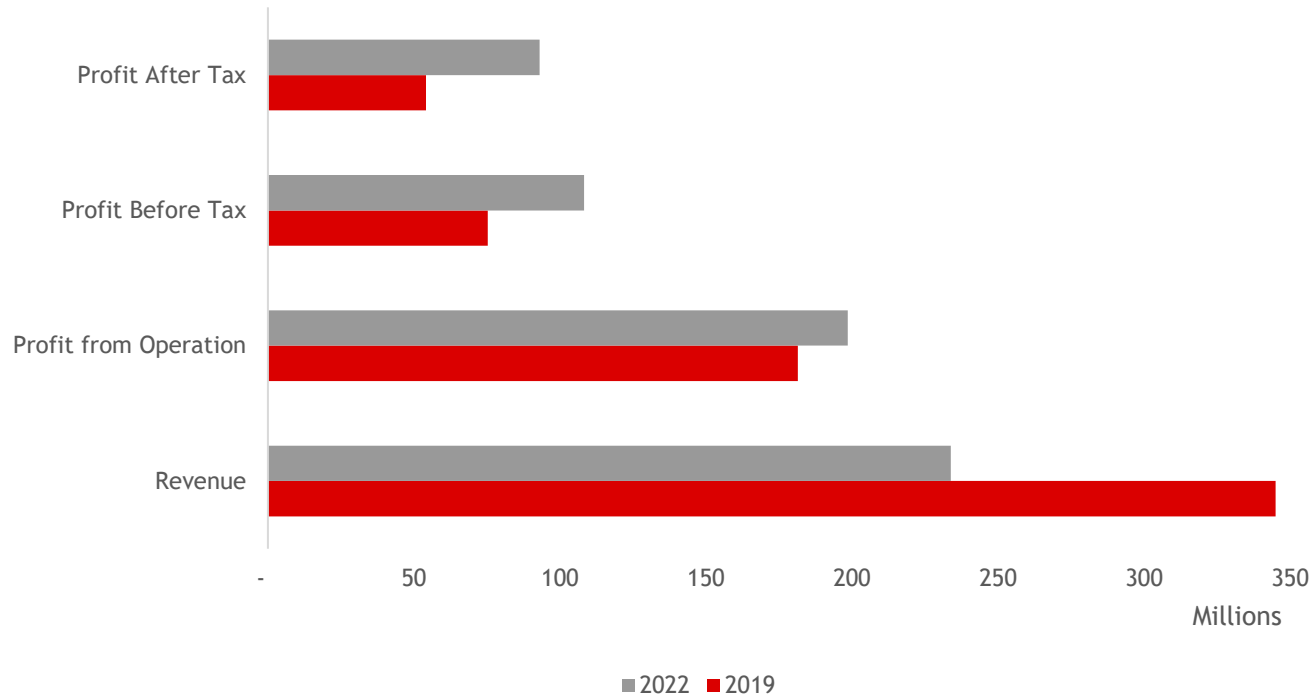


# Retail Malls

	Bandar Bukit Tinggi, Klang	Paradigm Mall, Petaling Jaya	gateway@klia2, Sepang	Paradigm Mall, Johor Bahru	Subang Skypark
					
Occupancy rate	100%	97%	80%	90%	76%
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	379,000 sq ft	1,288,000 sq ft	85,000 sq ft
No. of Car Parks	3,294	3,218	5,690	3,385	553
Selected Tenants					

# Retail Malls - Overall Financial Performance 2022 Vs 2019

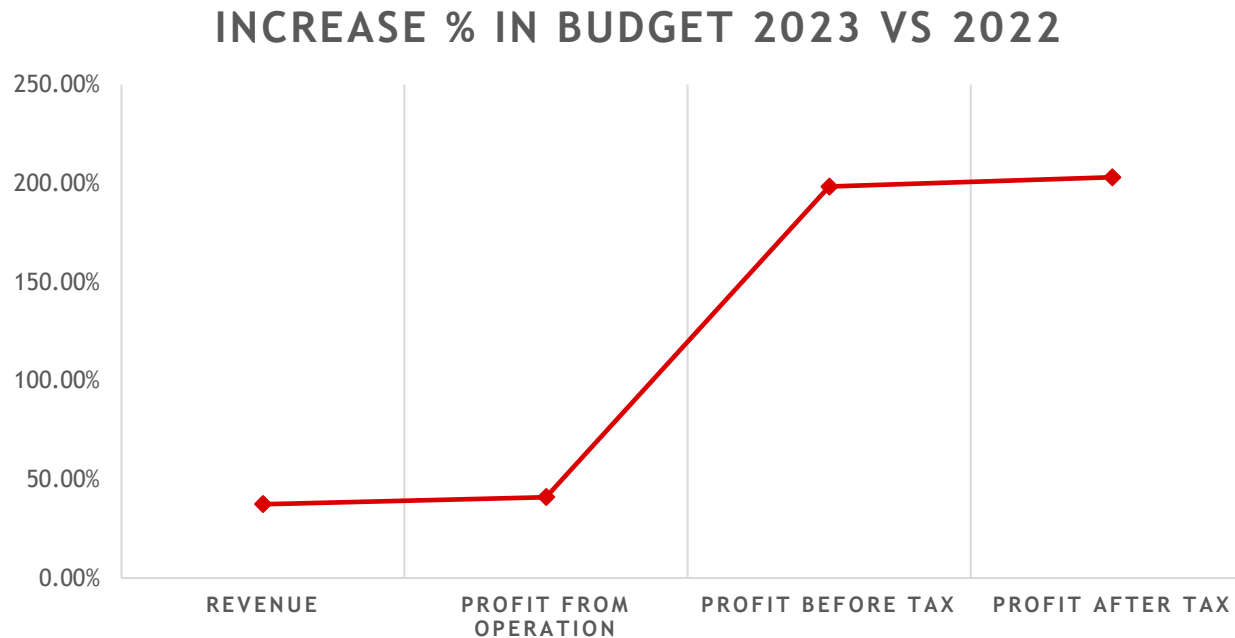
## RETAIL MALLS FINANCIAL PERFORMANCE 2022 Vs 2019



### KEY INDICATORS

1. Lower rental income mainly due to rental rebates (amortisation over lease period) granted during covid period since 2020.
2. Fair value gain resulted from the valuation of the malls at year end contributed to higher profit.
3. Reversal of provision for doubtful debts.
4. Higher advertising & promotion (A&P) income with more campaigns and events activities.
5. Improved food & beverage (F&B) income from food courts operation.
6. Lower finance costs due to repayment of loan principals.

# Retail Malls - Budget 2023 Vs Actual 2022



## KEY INDICATORS TO IMPROVEMENT OF RETAIL MALLS FINANCIAL PERFORMANCE

1. Progressive improvement of occupancy rates with new tenant leases and renewals.
2. Improvement of percentage rent income with higher average shoppers' basket value post covid.
3. Growth in rental rate post covid. No more rental rebates.
4. Higher car park income with increase of footfall and increase of car park rate.
5. Further improvement of advertising and promotion income with more events and campaigns in the malls as well as more advertisement by tenants.

## Retail Malls - Paradigm Mall PJ - 4<sup>th</sup> Quarter Outlook

The retail economy is improving and mall footfall is also increasing:-

- All trade categories in the mall have normalised their outlet operational hours.
- More PMEBs from The Ascent Tower are physically back to work.
- Increase in hotel events due to year end period.
- Entertainment trade related tenants (Escape PJ, Karaoke Manekineko, GSC, etc) business have increased.

More international borders have also reopened to encourage travel & tourism. We noticed an increase in international tourist who are staying at Le Meridian PJ Hotel who visit the mall, and a few good movie blockbusters which were aired in GSC. In addition, by having a strong entertainment destination brand such as Escape PJ, we managed to attract various educational institutes and corporate entities who booked Escape in large groups for their team building activities.

All these factors have contributed to the increased footfall alongside well planned events that were executed in Q4 2022. As a result, this has given confidence to retailers to consider renting our lots & promotional spaces.

Business Outlook in PMPJ:-

1. Total footfall recorded in Q4 2022 was just 15% short of 2019.
2. Despite the variance on the footfall, total Tenant Sales reported for Q4 2022 was nearly on par with 2019. This was due to a higher average value of shoppers' basket size of RM104.50 in Q4 2022 when compared to corresponding quarter in 2019 at RM92.30.
3. In summary, although the footfall has not fully recovered to pre-covid numbers, shoppers' spending in Q4 2022 was very close to Q4 2019 as the trend has changed post-covid, whereby shoppers' reduce their visits for supply run but increase their spending through the basket size. This positive/encouraging numbers have resulted in new tenant leases and renewals being committed in Q4 2022 & Q1 2023 (occupancy as at 31 Dec 2022 is at 97.23%).

# Retail Malls - Paradigm Mall PJ New Tenants



**PANDA EYES**



**PETSCO**



**SUBWAY**



**FIPPER**



# Retail Malls - Paradigm Mall PJ New Tenants



**VENUS COFFEE**



**HUSH PUPPIES**



**BFBW**



**BANANA BRO**



**VNI MODA**



**YOLE**

## Retail Malls - Paradigm Mall PJ New Tenants



**TOYS SPOT FANTAZIA**



**OUTLET 360**



**VTORY**



## Retail Malls - Paradigm Mall JB - 4<sup>th</sup> Quarter Outlook

---

### **THE OUTCOME FOR LAST QUARTER OF 2022**

The last quarter of 2022 also coincided with the school holidays of both Singapore and Malaysia. The school holidays had enabled and encouraged more visitors and shoppers to patronize the tourists attractions including many Shopping Malls in Johor Bahru.

Many service and F&B businesses such as massages, salons, beauty care, wellness , café, restaurant, food court and hotel had benefited from the increase of visitors from Singapore and other States of Malaysia. The footfalls of our Mall had also increased substantially during the said period.

### **BUSINESS OUTLOOK FOR PMJB**

1. Total tenant sales reported for Q4 2022 has exceeded total tenant sales performance reported for Q4 2019.
2. Average shoppers' basket sizes for Q4 2022 exceeded pre-covid level in Q4 2019.
3. The occupancy as at December 2022 was at 90.47%.
4. When comparing the total footfall for year 2022 against year 2019, there was a variance of - 40.2%. However, the footfall for December 22 was 39.4% more compared with November 22.



# Retail Malls - Paradigm Mall JB New Tenants



**SKECHERS**



**ANTA**



**ELIANTO**



**SHIMMER G**



# Retail Malls - Paradigm Mall JB New Tenants



**IMPULSE**



**HIJANAH**



**HAZUKIDO**



**NASI KUKUS RASA LAUT**



# Retail Malls - Paradigm Mall JB New Tenants



**SIAM OASIS**



**VERN'S**



**ZIBO**



**MOODY COW**



# Retail Malls - Paradigm Mall JB New Tenants



CHATERAISE



LOVISA



FAT BAKER



BUSANA HERITAGE  
BUSANA HERITAGE

## Retail Malls - Gateway @ KLIA 2 - 4<sup>th</sup> Quarter Outlook

### 1. Flights increased slightly by 17.2% compared to the 3<sup>rd</sup> Quarter

Total Q4 2022	Variance VS Q3 2022	Variance VS Q4 2019
26,841	+17.2%	(49.4%)

### 2. Traffic also increased by 27.7% compared to the 3<sup>rd</sup> Quarter.

Total Q4 2022	Variance VS Q3 2022	Variance VS Q4 2019
5,762,436	+27.7%	(48.1%)

### 3. Car Park revenue also showed an upward trend, increasing by 13.3% compared to the 3<sup>rd</sup> Quarter.

Total Q4 2022	Variance VS Q3 2022	Variance VS Q4 2019
RM9,160,665	+13.3%	(36.3%)

## Retail Malls - Gateway @ KLIA 2 - 4<sup>th</sup> Quarter Outlook

4. Sales for tenants have increased by 29% more than the 3<sup>rd</sup> Quarter.

Total Q4 2022	Variance VS Q3 2022	Variance VS Q4 2019
RM63,266,129.61	+29%	(43.9%)

5. Food Court collections have slightly increased by 21.2% compared to the 3<sup>rd</sup> Quarter.

Total Q4 2022	Variance VS Q3 2022	Variance VS Q4 2019
RM3,549,501.70	+21.2%	(34.5%)



# Gateway @ KLIA 2 - New Tenants - LEVEL 2



CHUN YANG



CHRIS & CO



TRAVEL FOR ALL



ORIENTAL KOPI

# Gateway @ KLIA 2 - New Tenants - LEVEL 2 & LEVEL 3



GAJETO (LEVEL 2)



ZIRCONIA (LEVEL 2)



LAYD TAIPEI (LEVEL 3)



153 KOREAN STREET (LEVEL 3)



# Retail Malls - Business and Marketing strategies



1. To continue to organize community-driven events to connect with local communities and shoppers.

## Example

- Malaysia VEGFEST @ PMPJ (7-9 October)
- Deepavali Kolam Competition (Gateway@klia2 & PMJB) - October Deepavali Campaign
- Kids Pushbike Mini Tournament @ PMJB (26 November)
- Wushu Competition @ PMJB (9 - 11 December)
- World Sport Stacking Association Johor State Open Competition @ PMJB (3 December)
- Malaysia Diabolo Competition @ PMJB (16 December)

# Retail Malls - Business and Marketing strategies



2. To organize events that cater to the younger generation to attract new target group and to remain trendy to the younger crowd.

## Example

- International Scrabble Competition @ Gateway@klia2 ( 8 - 9 October 2022)
- Muzik Muzik @ Gateway@klia2 (15, 22 & 29 October 2022)
- OPG Jam 2022 Dance Competition @ PMJB (9 - 10 December 2022)
- Collector's Market @ PMPJ (17-18 December 2022)
- 3 on 3 Basketball Tournament @ Gateway@klia2 (17 - 18 December 2022)
- Ultra Heroes Tour @ PMPJ (10 - 27 November)
- Gunpla Builders World Cup @ PMPJ (28 Oct - 6 November)
- Pokemon Scarlet & Pokemon Violet Launch Event Roadshow @ PMPJ (15 - 20 November)



# Retail Malls - Business and Marketing strategies



3. To continue to create iconic festive campaigns featuring activities / event highlights to increase footfall in the malls

## Example

Deepavali Kolam Competition @ all Gateway@klia2 & PMJB (October 2022)

Elf Village Christmas Campaign Snow fall at PMJB & PMPJ @ 24 November - 26 December 2022

## Upcoming

Chinese New Year Balloon Drop at PMJB & PMPJ @ (30 December - 5 February 2023)

# Retail Malls- Business and Marketing strategies

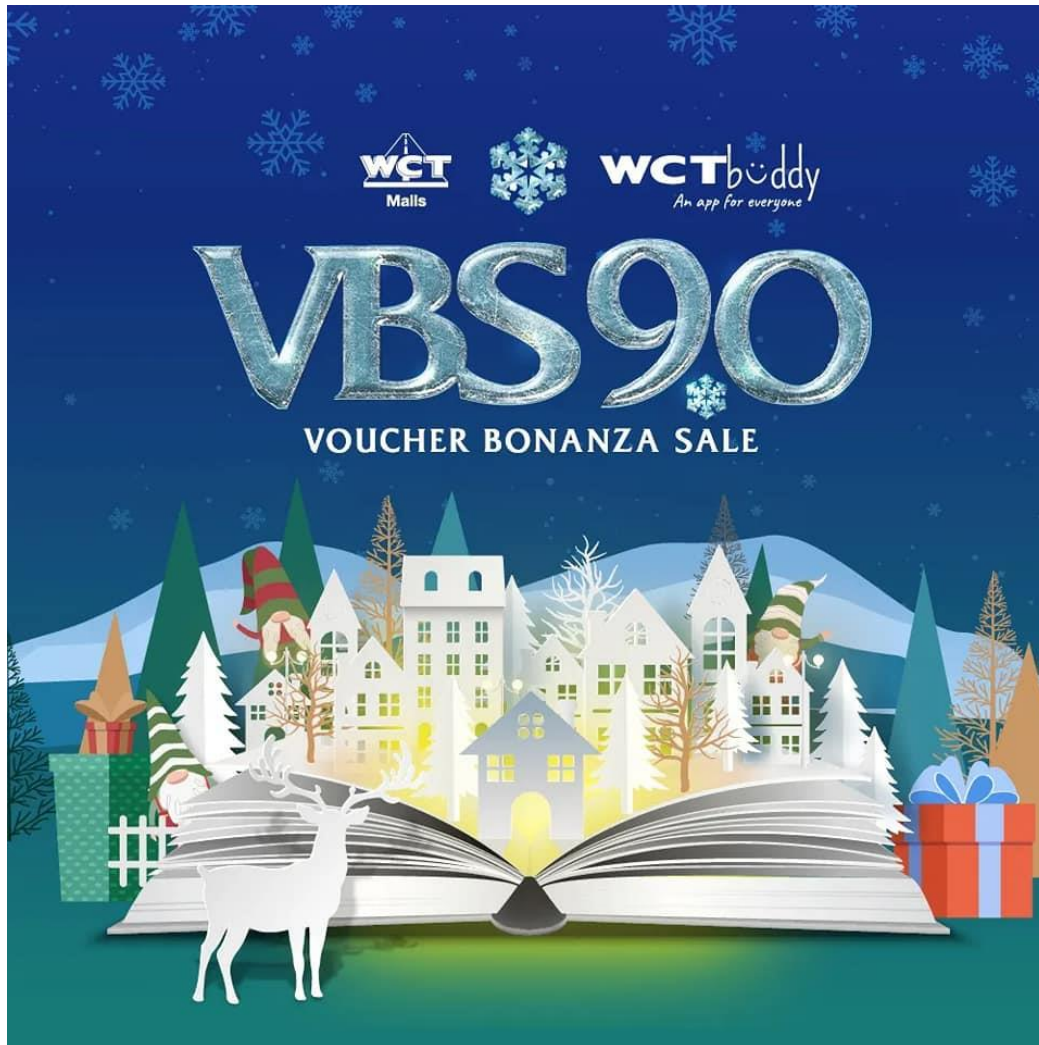


4. To collaborate with media houses like local radio stations for festive events and campaigns.

## Example

1. Collaboration with 988 radio station for 2023 CNY Campaign for all malls (31 Dec - 5 Feb 2023)
2. Nick Chung & Stella Chung artist appearance (15 Jan 2023)
3. The King of Musang King Meet & Greet at PMJB (18 Jan 2023)





5. To reward 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.



6. To activate sales driven campaign to encourage spending and footfall to tenant outlets.

Example:

- WOW Deal @Gateway@klia2 (1 Oct - 30 November)



7. To activate WCT Buddy recruitment campaigns to encourage user sign ups.

Example:

- JOM, Sign Up! @ PMJB (1 Sept - 30 November)

## 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.





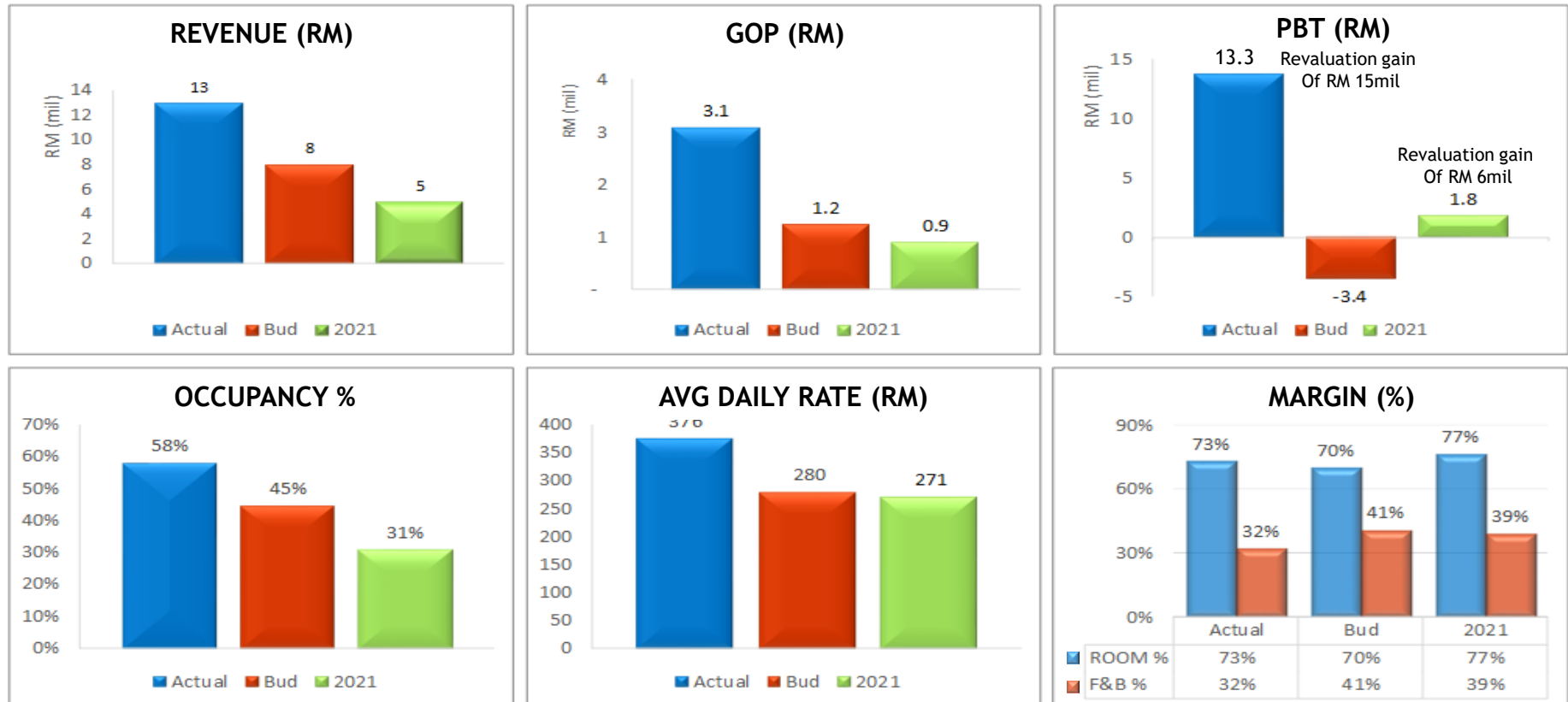
# Hospitality



# Hospitality - Le Meridien Petaling Jaya

## Overview of Performance (Q4 2022)

### Q4 2022



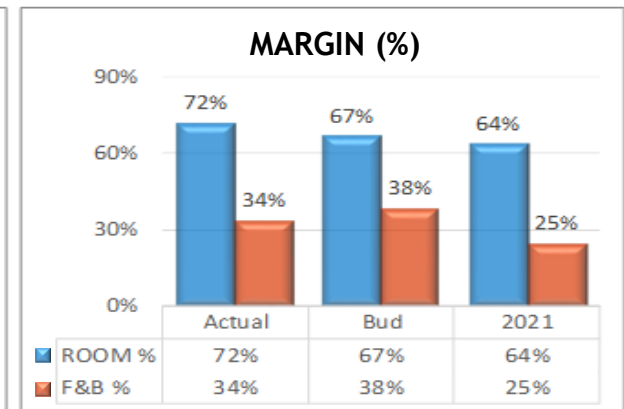
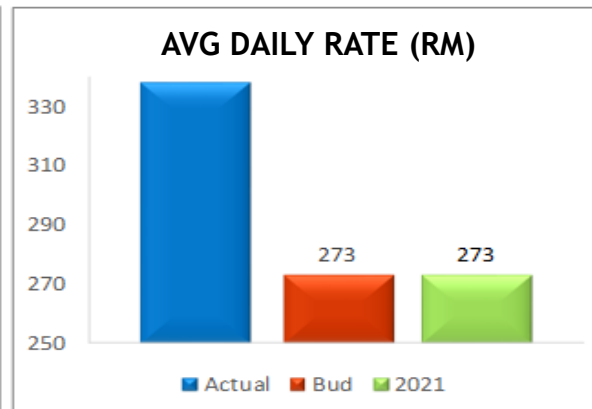
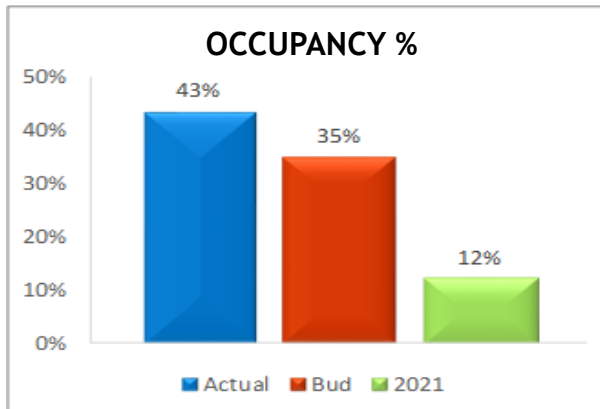
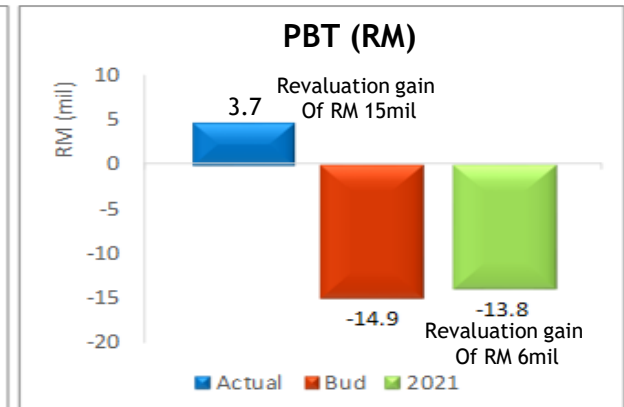
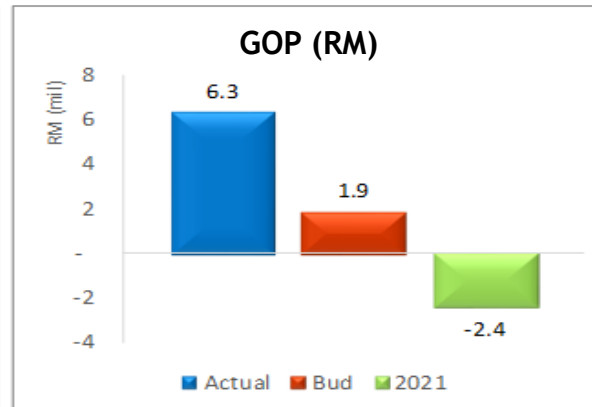
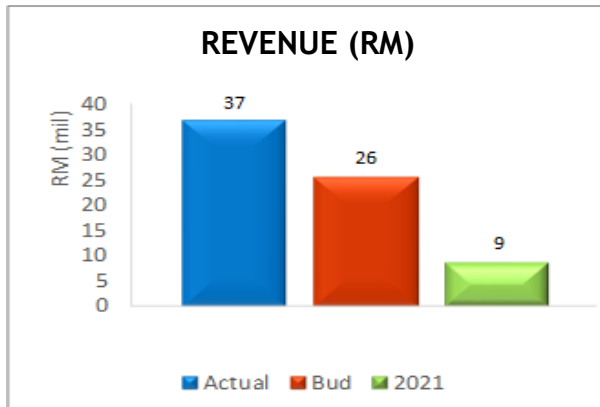
Q4 2022 was the best performing quarter for LMPJ since its opening in 2018 due largely to :

- the resumption of almost all economic activities and high demand for corporate events
- active corporate events partly compensating the absence of strong recovery in international tourist segment
- the rebranding to Le Meridien Petaling Jaya since 1 June 2022 has helped in widening our distribution reach and access to more reputable corporate accounts

# Hospitality - Le Meridien Petaling Jaya

## Overview of Performance (YTD 2022)

### YTD 2022



- On YTD Dec 2022 basis, LMPJ's performance recorded positive growth and recovered to 98% of 2019's revenue
- While 2022's revenue is almost at par with 2019, GOP has improved significantly with GOP % for 2022 at 17% vs 9% for 2019 due to following concerted effort to improve cost efficiencies
- F&B has recovered faster than rooms partly due to the absence of international tourist guests

# Hospitality - Le Meridien Petaling Jaya

## Improvement in key performance metrics post rebranding



Rebranded to Le Meridien PJ

	Jan 22	Feb 22	Mar 22	Apr 22	May 22	June 22	July 22	Aug 22	Sep 22	Oct 22	Nov 22	Dec 22
Rev (RM mil)	1.9	1.0	1.8	2.6	1.6	3.2	3.2	3.8	4.6	3.9	4.5	4.6
GOP (RM'000)	86	-425	66	283	-109	709	702	864	1,087	822	1,156	1,102
Occupancy (%)	24	21	32	36	30	48	45	51	61	57	61	57
ADR (RM)	270	261	255	266	298	320	359	369	359	362	370	396

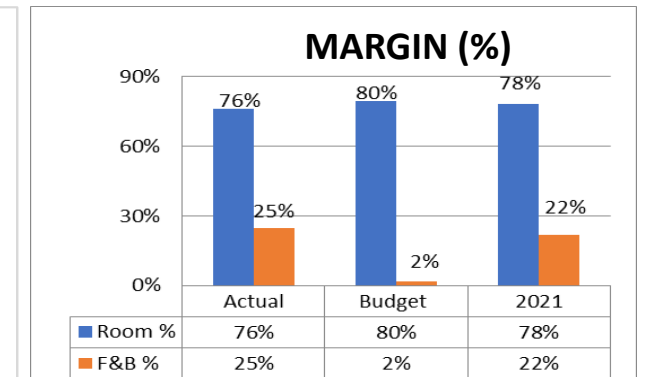
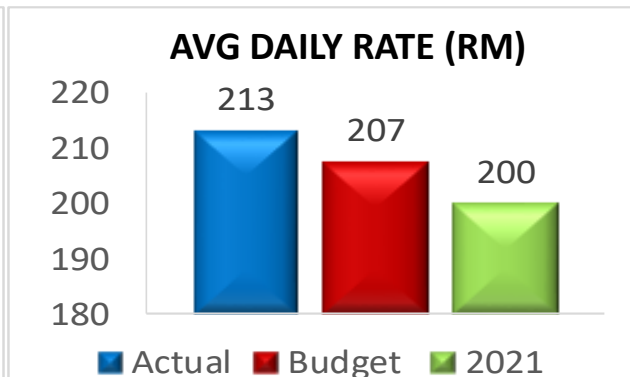
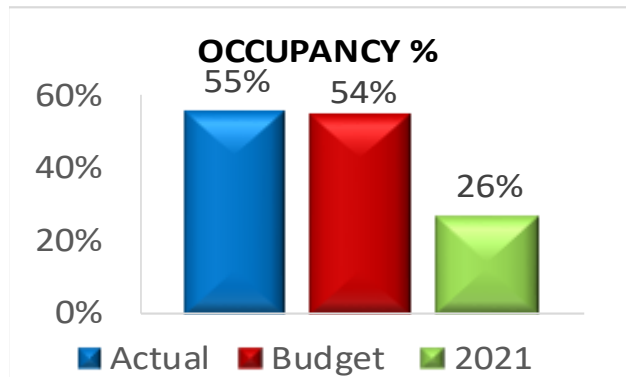
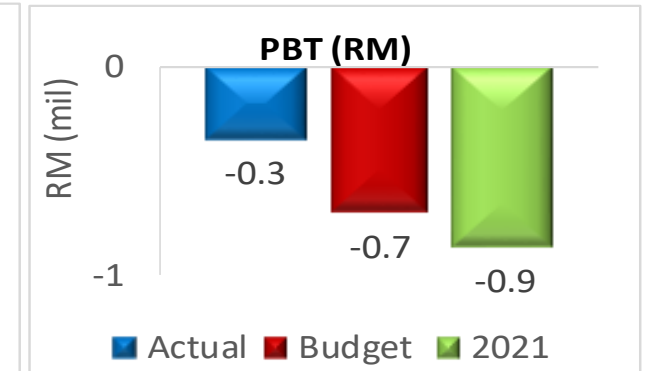
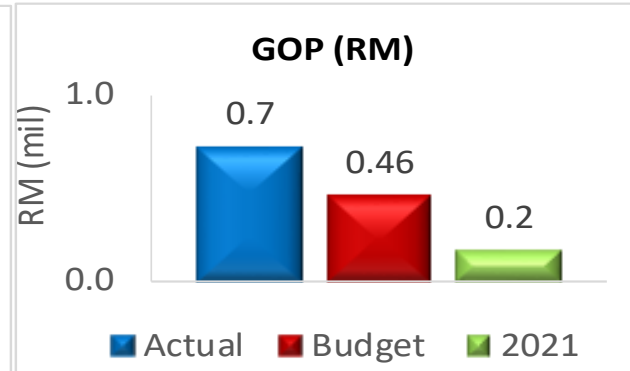
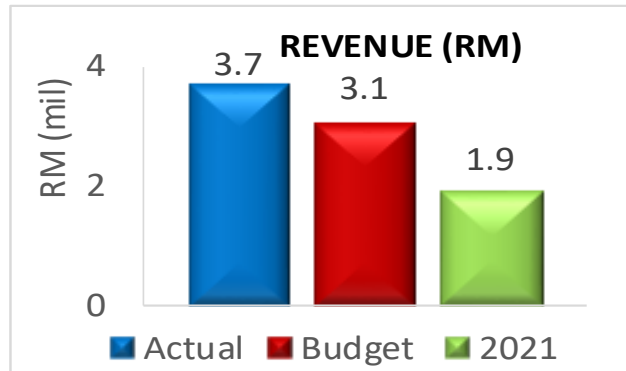


The best performing month since Opening in 2018

# Hospitality - Premiere Hotel, Klang

## Overview of Performance (Q4 2022)

### Q4 2022

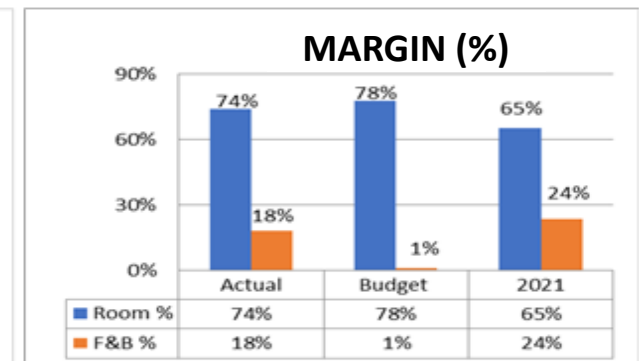
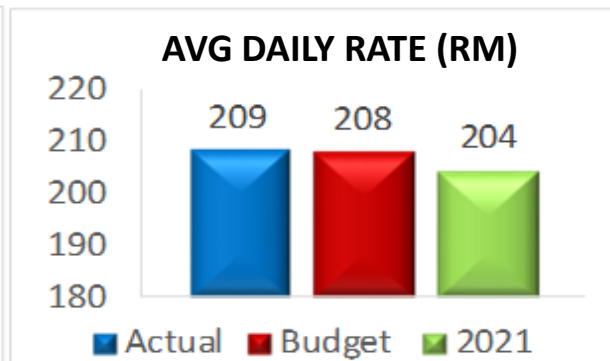
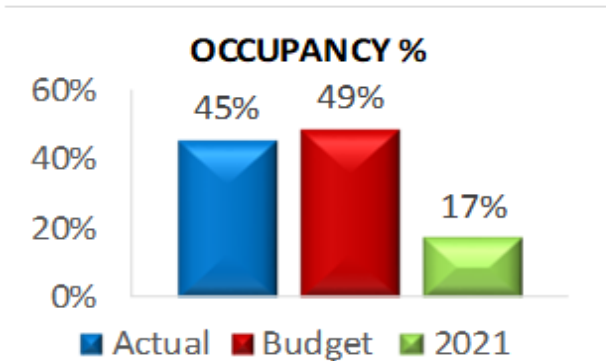
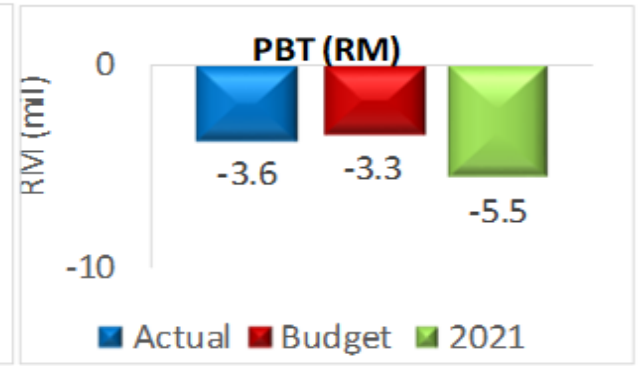
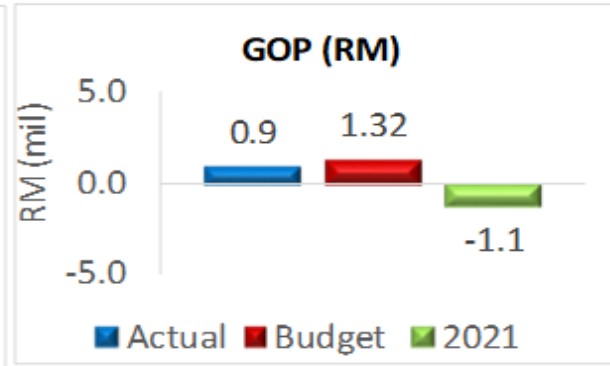
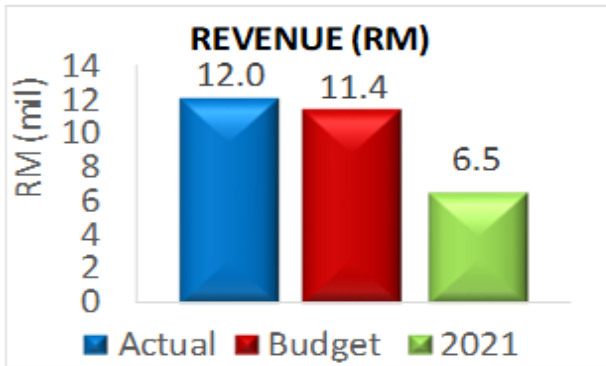


- Q4 2022 shows further improvement from the last 3 quarters with the hotel meeting most of the KPIs
- Rooms margin is lower vs budget due to higher room operation costs while ADR was recovering more gradually. F&B revenue came in much stronger than budget following good demand for corporate events and weddings vs the earlier quarters
- The active resumption of port and industrial activities also brought back improvement in rooms performance

# Hospitality - Premiere Hotel, Klang

## Overview of Performance (YTD 2022)

### YTD DEC 2022



- On YTD Dec 2022 basis, while Premiere Hotel has met its budget for revenue but it is still trailing behind vs budget for other KPIs due to the revenue mix with higher F&B revenue achieved vs rooms

# Q&A



# Thank You