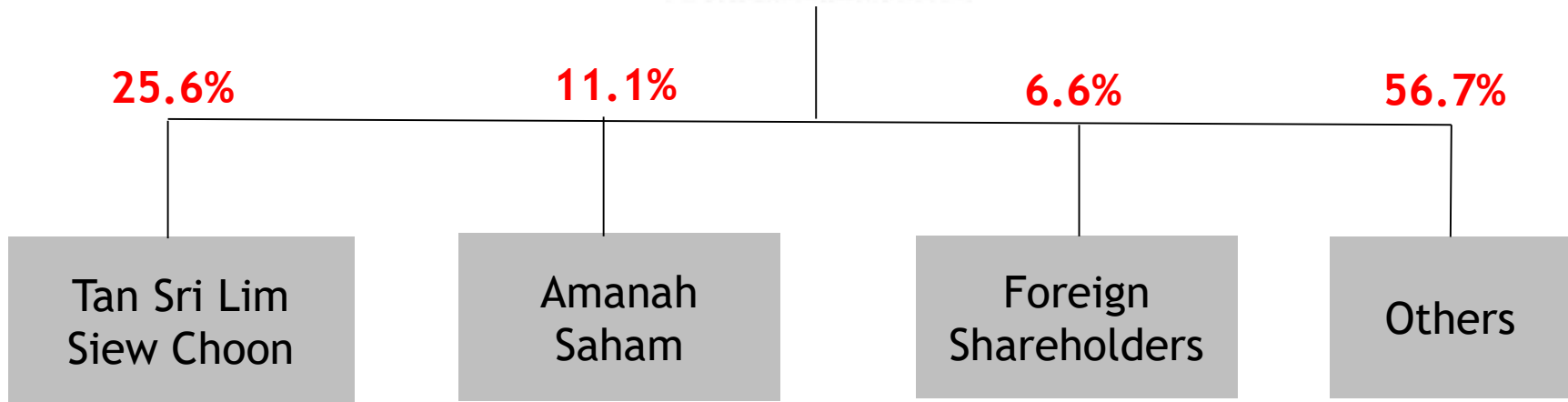




WCT Holdings Berhad

INVESTOR BRIEFING - 2nd Quarter 2023

Key Shareholding as at 15 Aug 2023





Financial Highlights

Segmental Results Q2 2023 (3 months)



	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	274.3	97.5	52.7	424.5
Profit from operations	13.5	9.7	23.3	46.5
Share of results of associates				4.4
Share of results of joint ventures	0.3	(1.6)	4.5	3.2
Finance costs				(31.1)
Taxation				(10.8)
Profit for the period				12.2
Holdings of Perpetual Sukuk				-
Non-controlling interest				0.8
Net Profit				13.0

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Segmental Results YTD 2Q 2023 (6 months)



	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	578.6	145.9	104.6	829.1
Profit from operations	22.6	16.0	50.6	89.2
Share of results of associates				6.2
Share of results of joint ventures	0.5	(3.3)	10.4	7.6
Finance costs				(60.4)
Taxation				(15.1)
Profit for the period				27.5
Holder of Perpetual Sukuk				(23.8)
Non-controlling interest				1.6
Net Profit				5.3

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Debt to Equity (DE) Ratio



	As at 30 Jun 2023 RM'mil	As at 31 Dec 2022 RM'mil
Total bank borrowings	3,030	2,798
Cash & bank balances & fixed deposits	(340)	(234)
Net borrowings	2,690	2,564
Shareholders equity (including Perpetual Sukuk & non-controlling interest)	3,926	3,907
Gross DE ratio	0.77	0.72
Net DE ratio	0.69	0.66



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)
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, Bahrain and UAE

Ongoing Projects/ Outstanding Order Book as at 30 Jun 2023



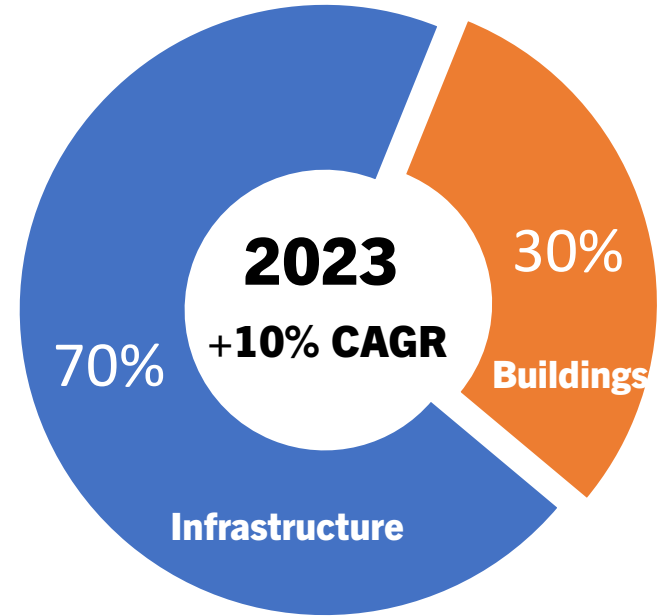
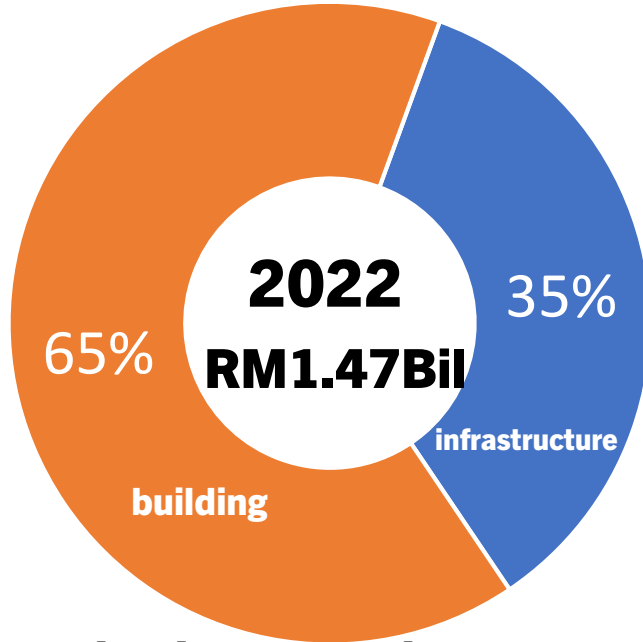
	Expected Completion	Outstanding RM'mil
TRX, Kuala Lumpur (infra & roadway works)	2023	49
Pan Borneo Highway (66km highway from Sungai Arip Bridge to Bintulu Airport Junction)	2023	257
West Coast Expressway (Shah Alam Expressway Interchange to NKVE/FHR2 Interchange)	2024	69
Elevated Highway (Sprint Highway/Jalan Maarof to Jalan Semantan)	2023	35
LRT3 GS03 & GS02 (guideway, stations, park & ride, ancillary buildings & other associated work)	2023	161
Jetty extension of Sapangar Bay Oil Terminal	2023	28
Expansion of Sapangar Bay Container Port (60% share)	2025	498
Total - Local Civil & Infrastructure		1,097 (35%)
Pavilion Damansara Heights - Phase 1 (Superstructure)	2023	366
Pavilion Damansara Heights - Phase 2 (Superstructure)	2024	1,047
Retail Mall, TRX - TP02 (Superstructure and façade and blockworks)	2023	16
Hotel & Office, TRX - HOTP01 (Superstructure)	2023	94
Retail Mall, PNB 118 (51% share)	2023	178
Kota Bharu Airport, Kelantan	2024	329
Total - Local Buildings		2,030 (65%)
Total External Projects		3,127 (100%)

List of Tenders Submitted/Pending Submission (28 Aug 2023)

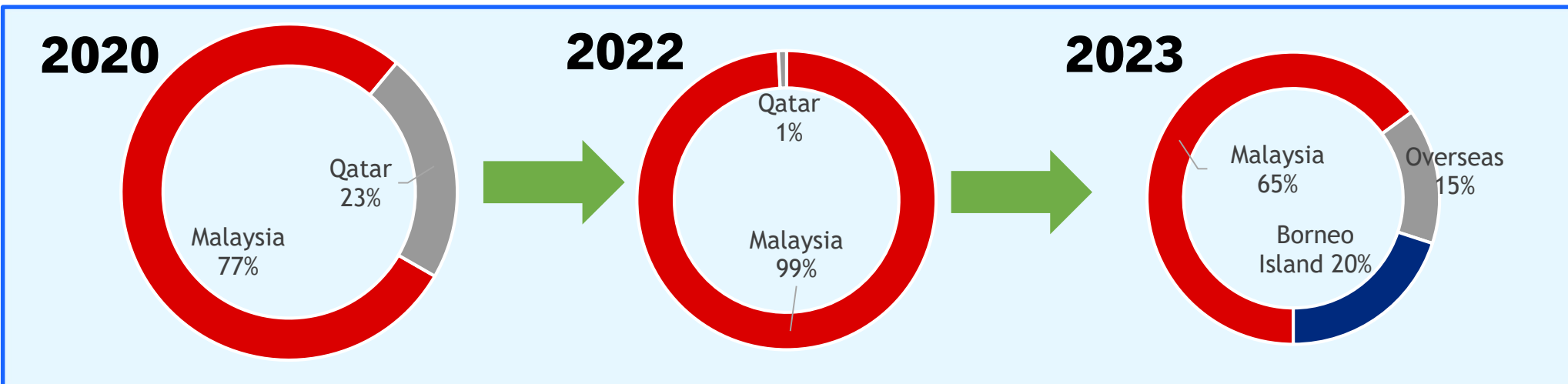


	RM' mil
Local - Civil & Infrastructure	> 6,000
Local - Building Works	> 4,600
Total	> 10,600

Growth Projection and Pipelines



Revenue Projection by Regions





Property Development

Property Development - Snapshot



2023 Revenue

Q1 : RM 48 mil
Q2 : RM 98 mil
YTD : RM 146 mil

2023 Q2 Profit Before Tax

Q1 : (RM1.9 mil)
Q2 : RM 3.5 mil
YTD : RM 1.6 mil

2023 Property Sales

Q1 : RM 103 mil
Q2 : RM 108 mil
YTD : RM 211 mil

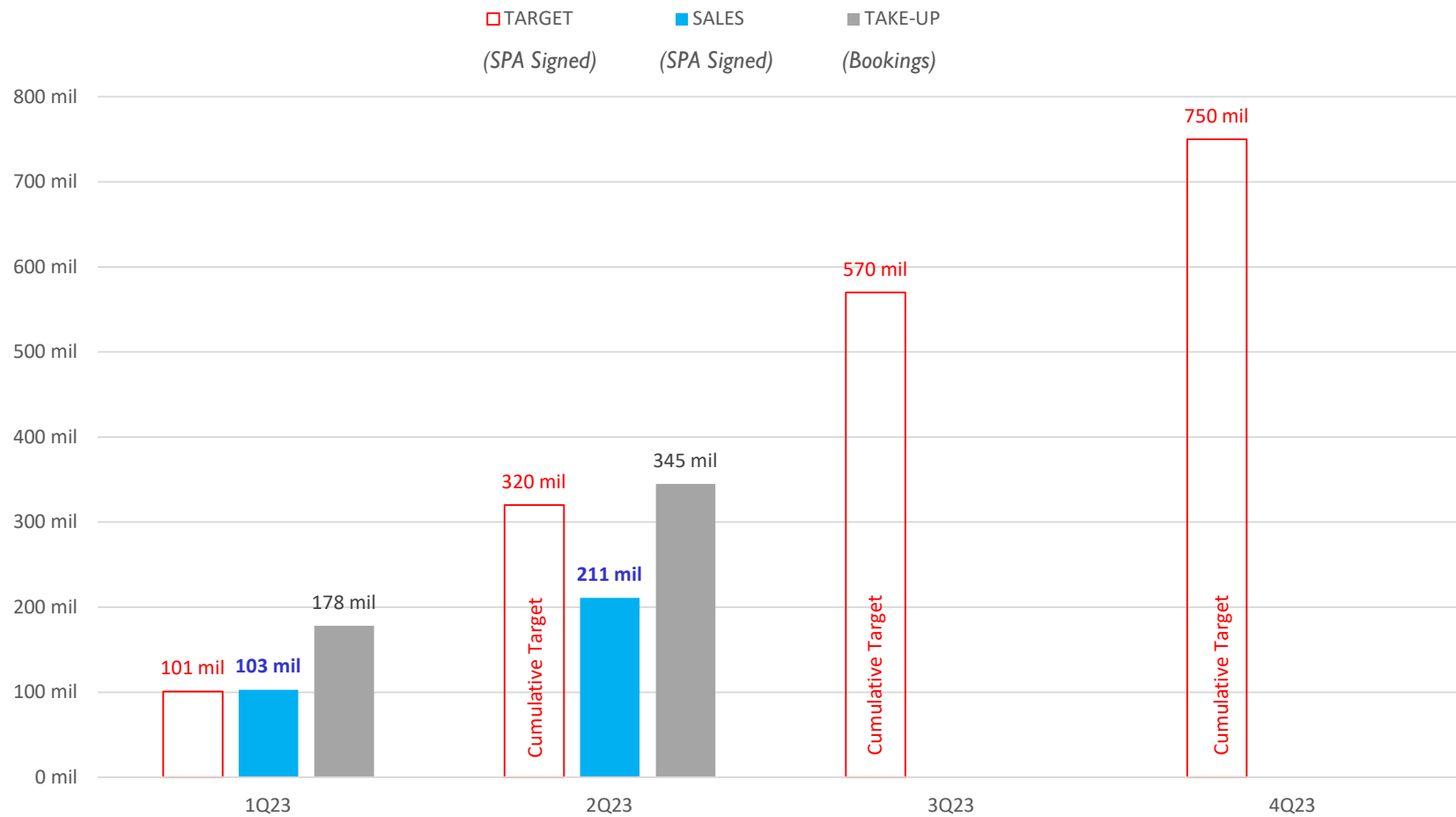
Total Unbilled Sales

RM 332 mil (as at 30 Jun 2023)

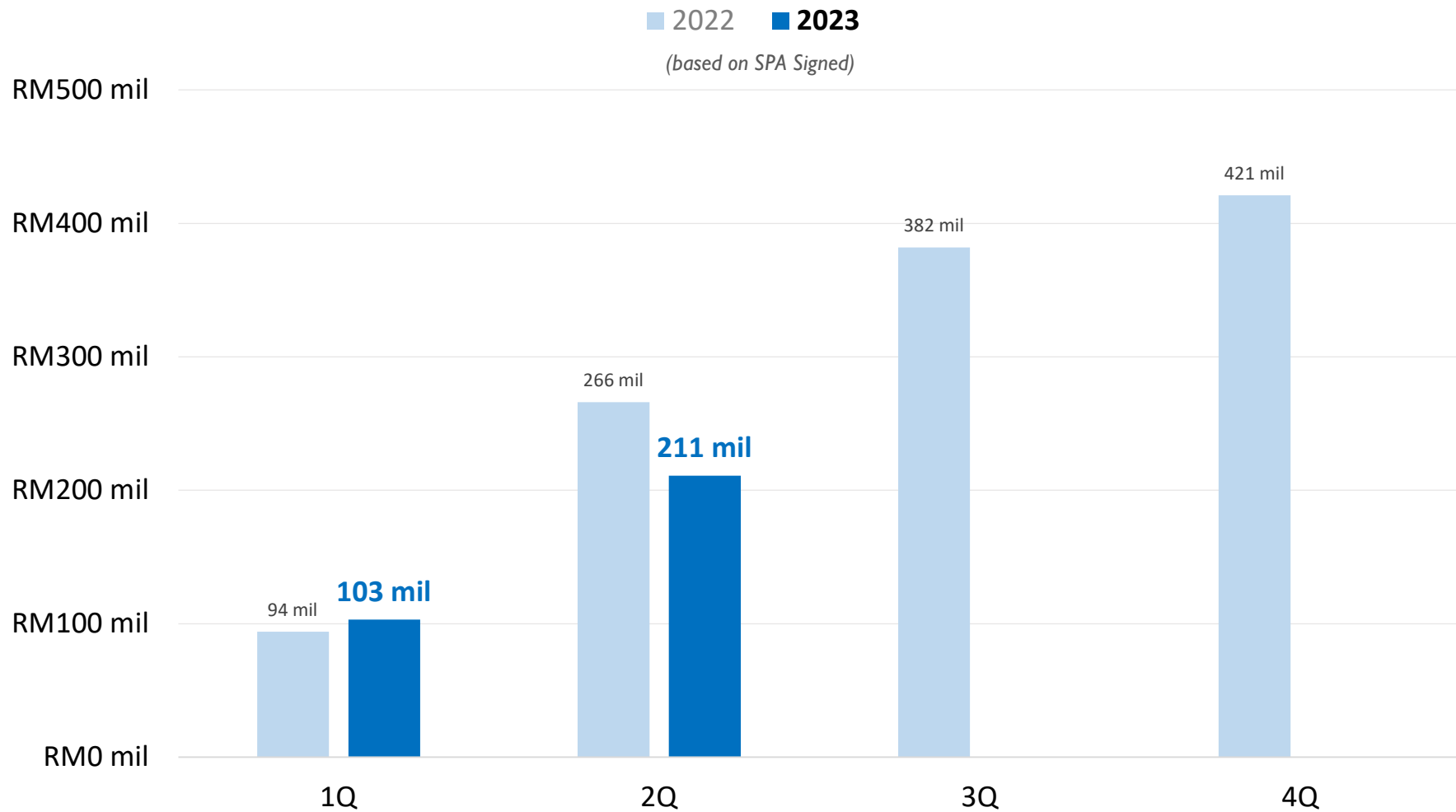
Unsold Completed Inventories

RM 305 mil (as at 30 Jun 2023)

Property Development - 2023 Cumulative Sales & Take-up Performance



Property Development - Q-O-Q Cumulative Sales Performance

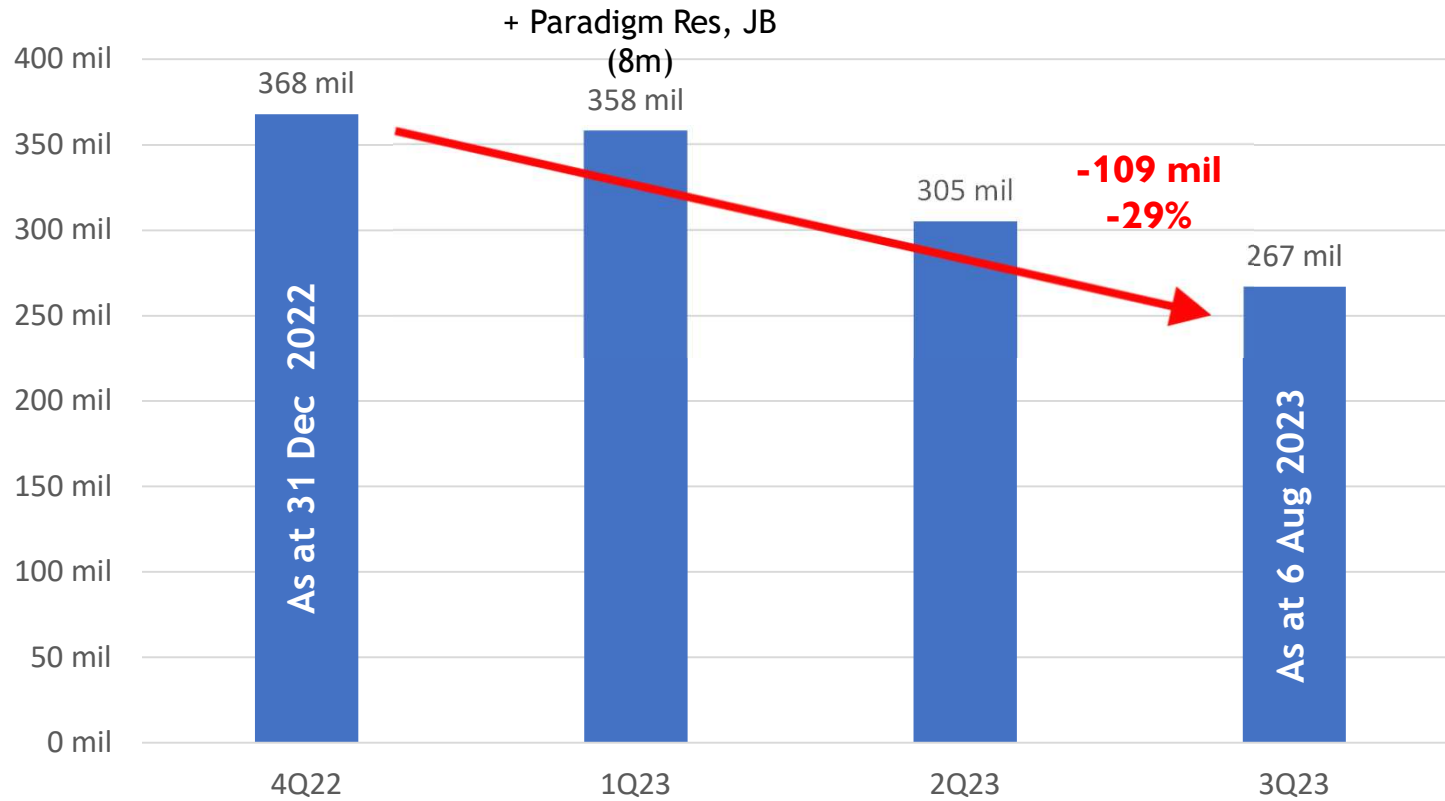


Property Development - Clearing of Inventories (GDV)

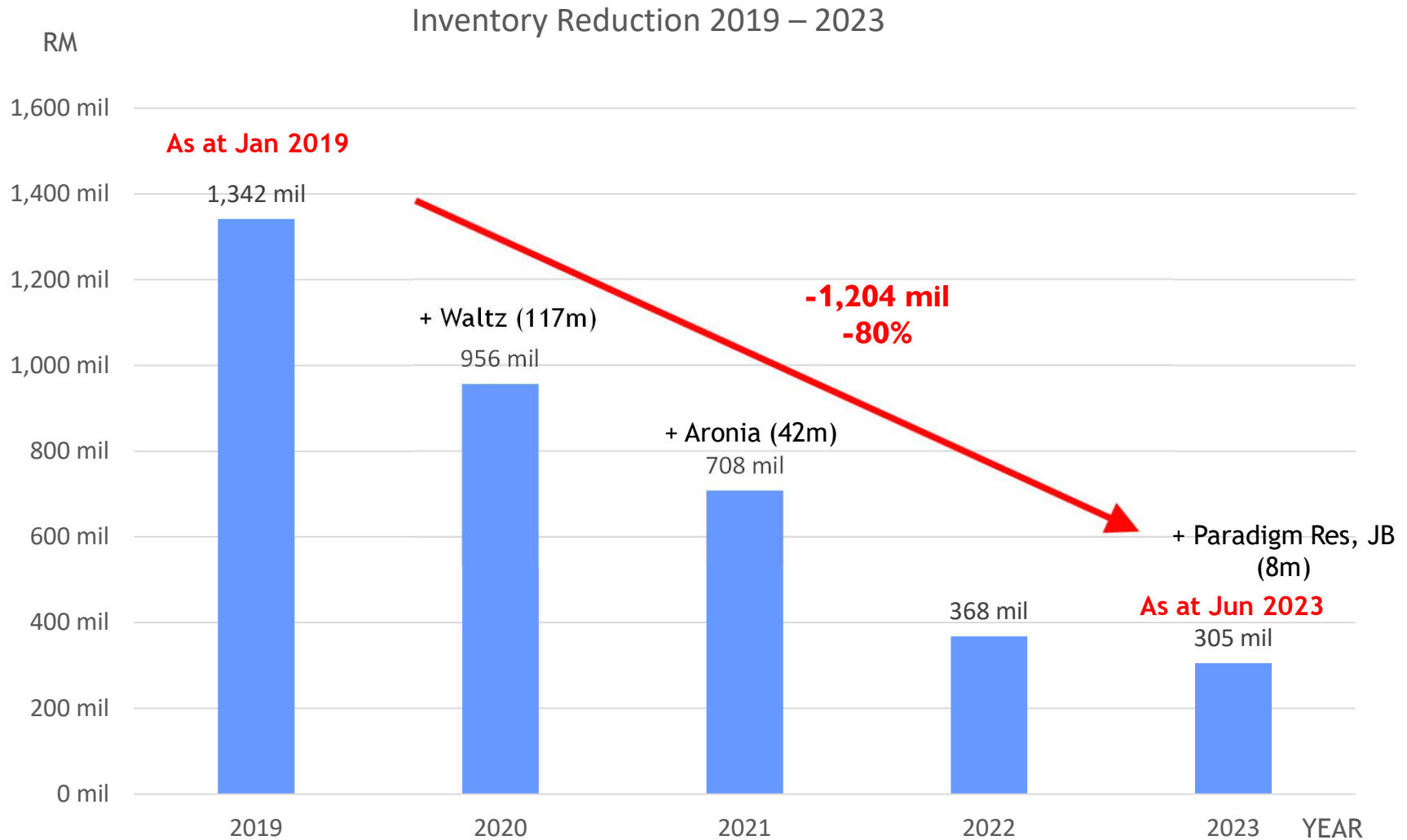


RM

Inventory Reduction Y2023



Property Development - Clearing of Inventories (GDV)



Completed Inventories (as at 30 Jun 2023)



	TYPE	LOCATION	BAL UNIT(S)	BAL GDV (RM' mil)
1	Offices	Klang	12	33
2	Affordable Apartments (RSKu)	Klang	26	6
3	Service Apartments	Shah Alam	51	34
4	Service Apartments	Kelana Jaya	39	52
5	Condominiums	OUG	42	62
6	Service Apartments	Medini	145	113
7	Service Apartments	JB	5	5
		TOTAL =	320 units	RM305 mil

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, Buyer-Repeat-Purchase and Staff Purchase programs to encourage re-investment & internal sales.
4. Participate in property road shows & exhibitions.
5. Organize events at sales gallery.
6. Promote attractive sales campaign :
 - a. Maybank Houzkey
 - b. Easy Entry Property Purchase
 - c. Festive promotional incentives

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	69%
Exp. Completion	Aug 2025



Maple Residences, W City OUG @ KL

Description	940 units of Condominium
Estimated GDV	RM870 million
Launch Date	Nov 2020 - TA (303 units, RM236 mil) Apr 2021 - TB (295 units, RM270 mil) Dec 2021 - TC (342 units, RM364 mil)
Sales Take-up	TA : 95% TB : 81% TC : 54% (Overall : 76%)
Exp. Completion	Q2 2025

Future Property Projects



FUTURE LAUNCHES				
PROJECT	Pavilion Mont Kiara (Condo)	W City JGCC (Plot 1A - Resi) (T1 - T2)	W City JGCC (Plot 1A - Comm)	TOTAL
UNITS	341	512	37	890
ESTIMATED GDV	RM808 mil	RM204 mil	RM60 mil	RM1.07 bil

Land Bank (future development and for sale as at 30 Jun 2023)



	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
		TOTAL =	221



Property Investment & Management



Retail Malls

Retail Malls



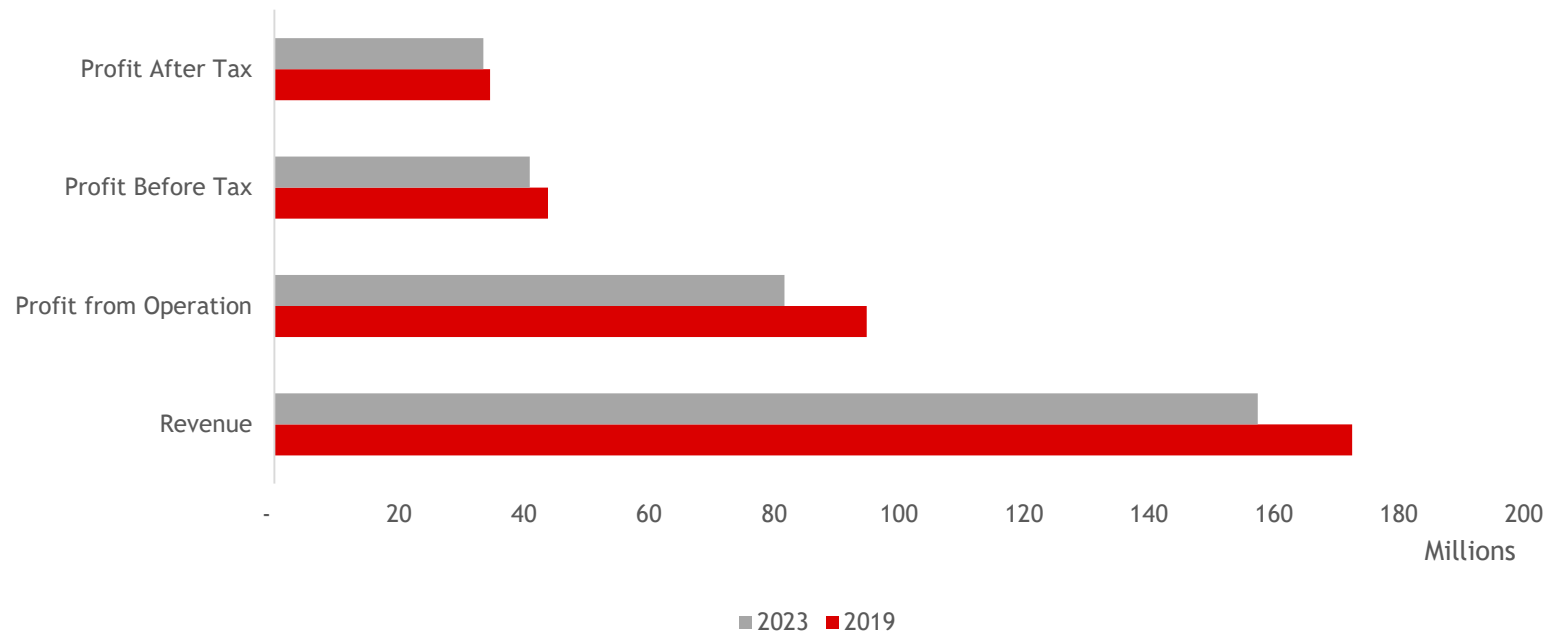
	Bandar Bukit Tinggi, Klang	Paradigm Mall, Petaling Jaya	gateway@klia2, Sepang	Paradigm Mall, Johor Bahru	Subang Skypark
Occupancy rate	100%	97%	93%	95%	85%
Opening Year	2007	2012	2014	2017	Acquired Apr18
WCT Ownership	100.0%	70.0%	70.0%	100.0%	60.0%
Retail Lettable Area	1,000,950 sq ft GLA	672,000 sq 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

YTD June 2023 Vs YTD June 2019



RETAIL MALLS FINANCIAL PERFORMANCE YTD June 2023 Vs YTD June 2019



KEY INDICATORS

1. Lower rental income mainly due to lower occupancy and rental rebates (amortisation over lease period) granted during covid period since 2020.
2. Reversal of provision for doubtful debts.
3. Higher advertising & promotion (A&P) income with more campaigns and events activities.
4. Improved food & beverage (F&B) income from food courts operation.
5. Lower finance costs due to repayment of loan principals.



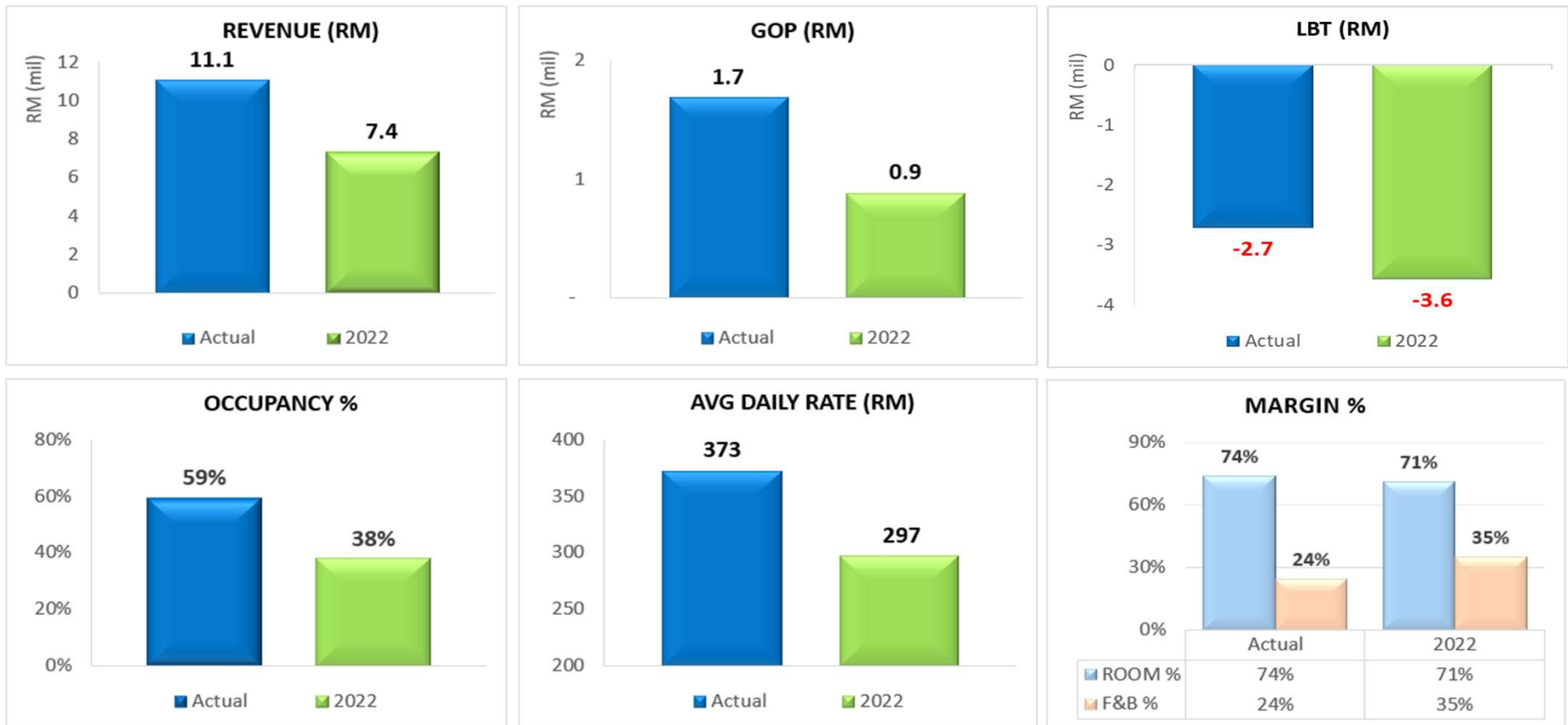
Hospitality

Hospitality - Le Meridien Petaling Jaya

Overview of Performance



Q2 2023



Q2 2023 result came in solid with revenue outperforming Q2 2022 result by 50%, GOP by 89% and LBT by 25% :

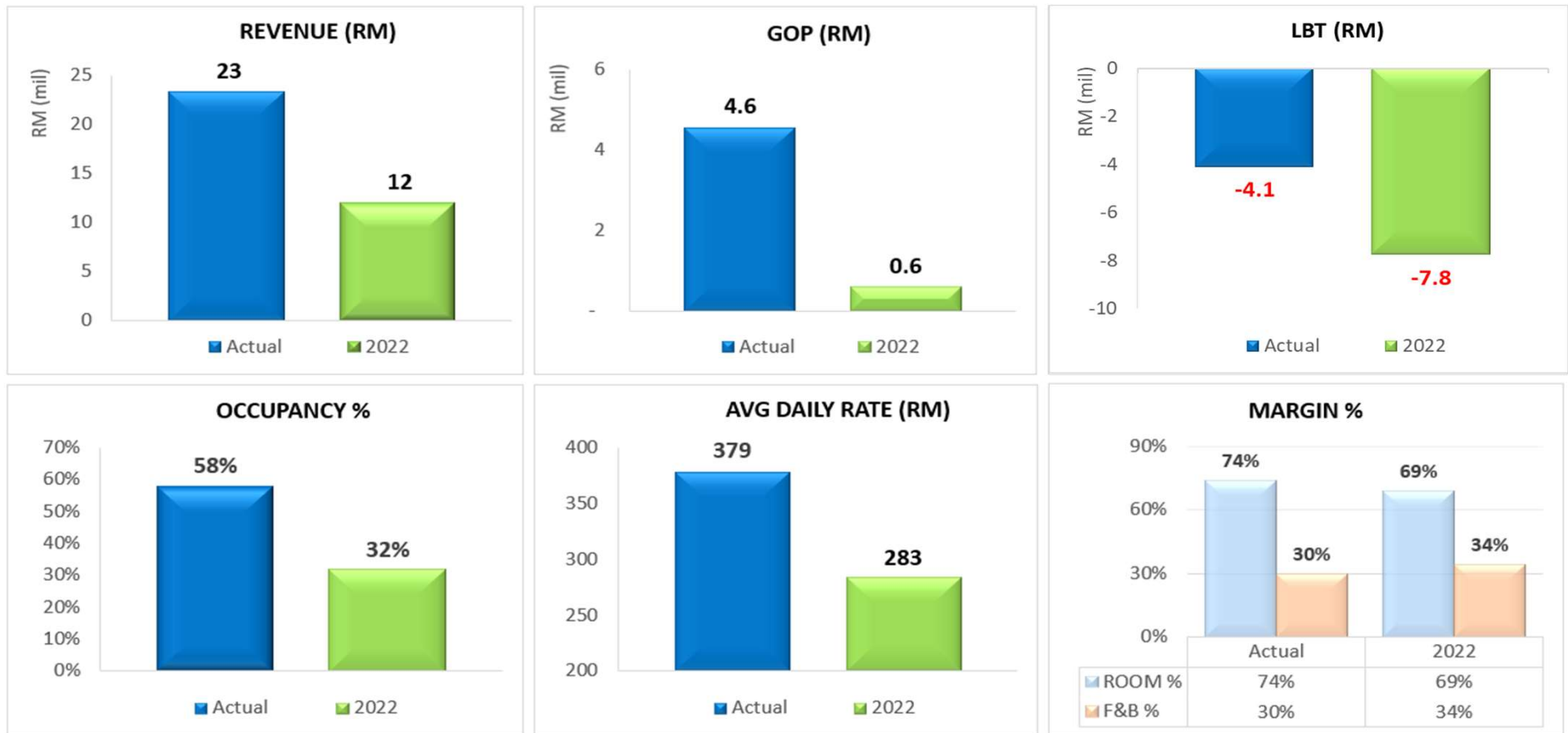
- Revenue from both Room and F&B are comparable and in favorable figures despite softer sentiment during Ramadan in April

Hospitality - Le Meridien Petaling Jaya

Overview of Performance



YTD 2023



On YTD June 2023 basis, revenue outperforming June 2022 result by 92%, GOP by 667% and LBT by 47% :

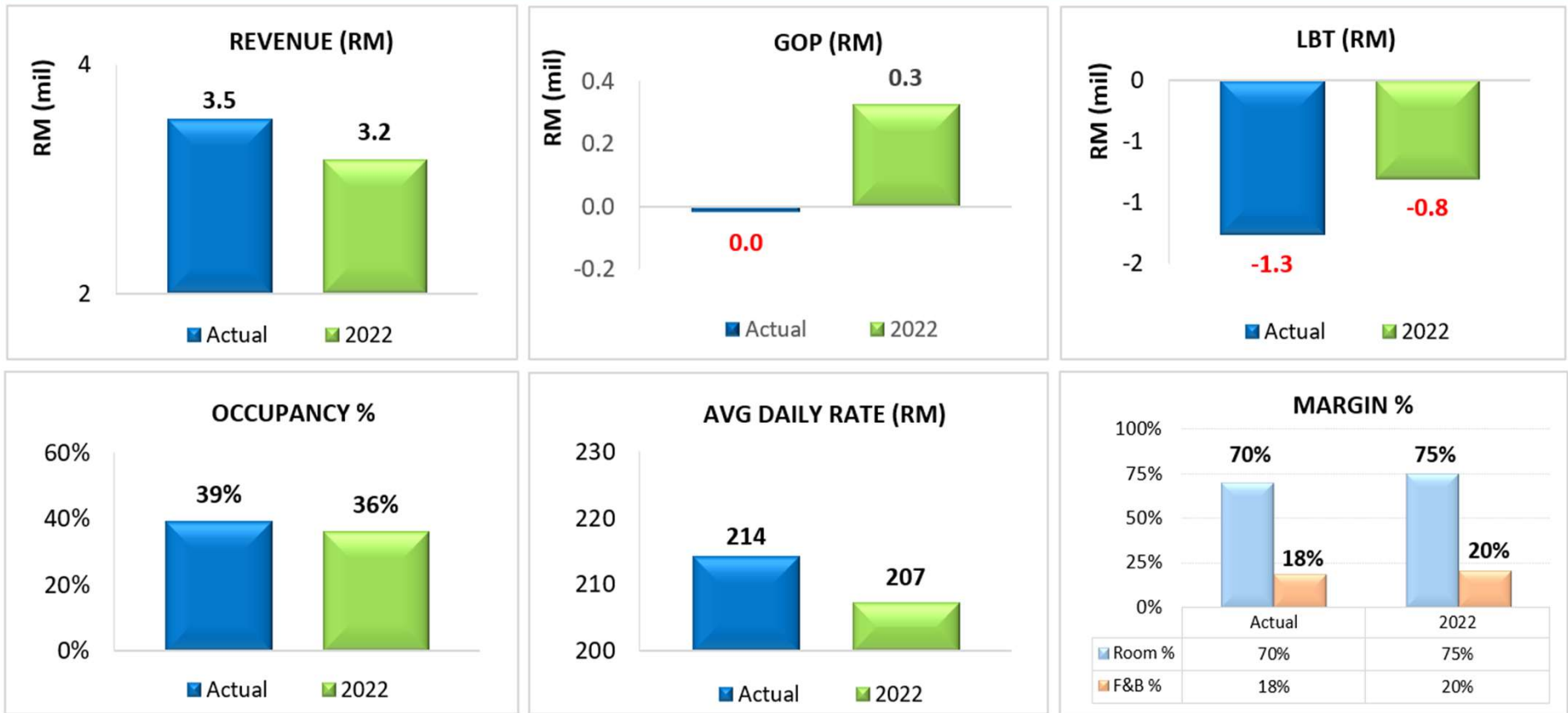
- Room occupancy and average daily rate increased significantly from the beginning of the year and continue to recover with stronger demand
- High demand on private & corporate events continue to bring in more revenue for the hotel

Hospitality - Premiere Hotel, Klang

Overview of Performance



Q2 2023



Q2 2023 revenue has slightly improved comparing with Q2 2022's by 9%

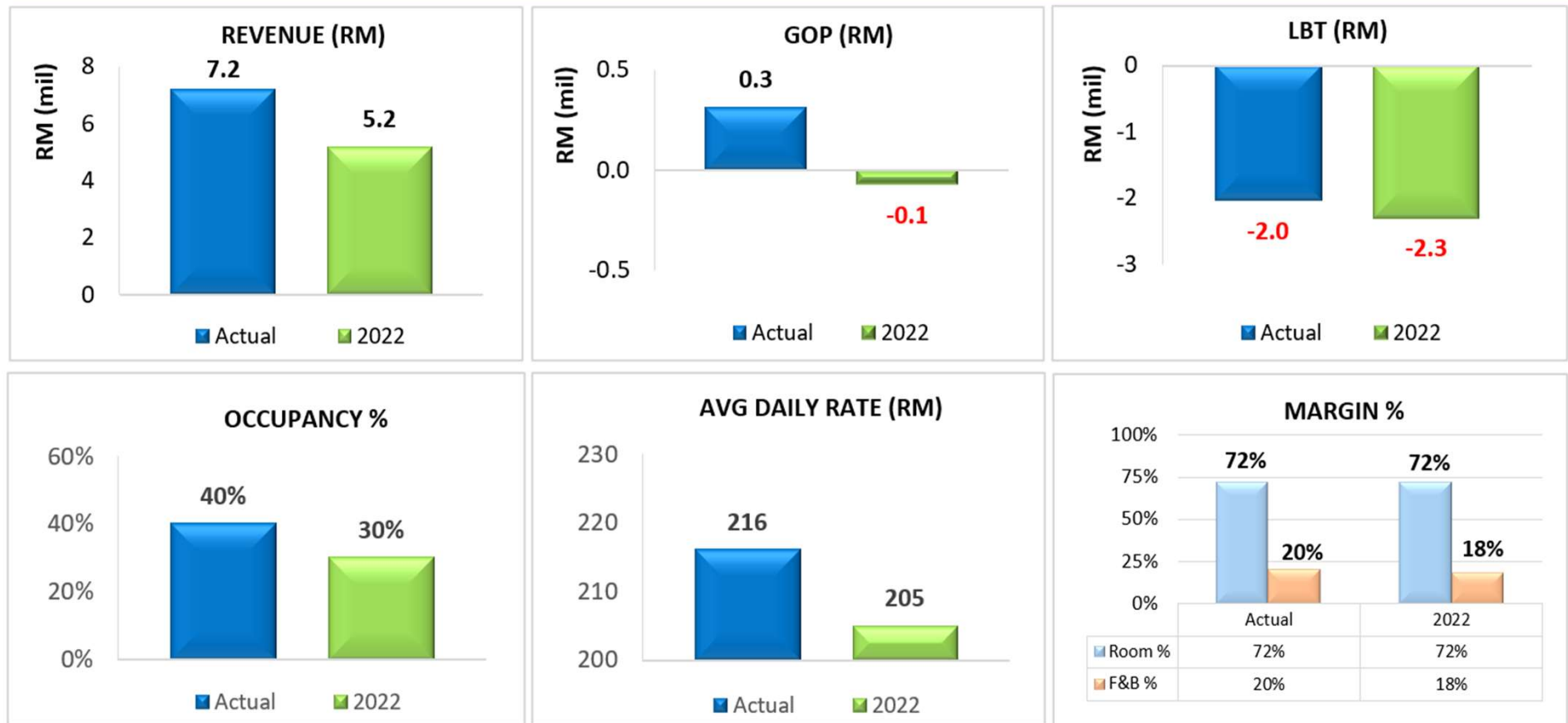
- GOP & LBT did not meet Q2 2022 result due to extra ordinary expenses such as air conditioning, electrical equipment, fire and safety repair, furniture and fittings, mechanical repair, kitchen equipment, and painting repair
- Mitigation plans for Q3 include adjusting room rates, meeting packages, events & functions rate and secure travel groups

Hospitality - Premiere Hotel, Klang

Overview of Performance



YTD 2023



On YTD June 2023 basis, revenue outperforming June 2022 result by 38%, GOP by 400% and LBT by 13% :

- Room occupancy & average daily rate has increased gradually and foresee to improve continuously towards the end of the year
- F&B is anticipated to excel in Q3 due to many enquiries on private & corporate events



Retail Malls 2nd Quarter Outlook & Business and Marketing Strategies

Retail Malls - Paradigm Mall PJ - 2nd Quarter Retail Economy Analysis



The current situation of the retail economy & external factors:-

- The re-emergence of Influenza and Hand Foot and Mouth Disease (HFMD) have caused slight concerns among the younger children and their parents.
- Dates of festive seasons in Q4 2022 until the end of Q1 2023 are very close to each other, starting from Christmas, to NYE, Valentines Day, CNY 2023, and Raya Aidilfitri, hence, shoppers are thriftier in their spending. Most of their spending were focused in Q4 2022 as the season of gifting (Christmas) & Back-to-school purchases. We will expect to see a spike in spending and footfall come Q3, 2023 due to mid-term school holidays and activations such as Program Rahmah, International Artists Concerts Tours, National Merdeka Month and Mid-Autumn Festive.
- Since the start of Q2 2023, we have seen a maintained and stable footfall of 1million per month. Despite not returning to pre-pandemic stage yet, we are confident that the footfall will progressively increase as tourists around the world, especially in South East Asia have started to make a comeback to Malaysia. We noticed an influx of tourists from China, Taiwan, Indonesia and Australia who stayed at Le Meridian PJ Hotel for various reasons such as business, leisure and also participants & crew from the malls' events. This is proved during the latest Taiwanese Wolf Meet the Fans Session in Q3, 2023 and others. More interesting and unique events will take place as we make a full recovery. E.g Thai Fest at Level 6, International Artistes Meet and Greet and Community Flea Markets.

Retail Malls - Paradigm Mall PJ - 2nd Quarter Business Outlook



1. Our occupancy rate as at 30 June 2023 is at 97.1%. Compared to Q1 2023, we have increased the occupancy rate by 0.27%. Total footfall recorded in Q2 2023 (3,082,227) vs. Q2 2019 (3,579,438) reflected a variance of -13.9%.
2. Despite the variance on the footfall, the average basket/receipt size per shopper in Q2 2023 (RM99.87) vs. Q2 2019 (RM91.80) reflected a favorable variance of 8%. We predict that this will be the shopping trend moving forward, whereby shoppers' reduced their number of visits, but increase their spending each time they visit.
3. In Q2 2023, A&P executed a few notable Events and Campaigns in the mall such as Warnai Raya Campaign in collaboration with Suria FM, Fipper x Soloz Official Product Launch Event, SEGI University Game On Gaming & Animation, Coffee Expo, Hasbro x Paradigm Mall PJ School Holidays, 988 Radio Scavenger Hunt, Star Wars Fans Club Exhibition, Acton Academy Kids Business and Safari World Adventure.
4. Upcoming events and campaigns in Q3 & Q4 2023 such as Kelab Kuching Malaysia Cat Competition, Lord of the Rings Magic The Gathering, WOLF(s) Artist Press Conference and Meet & Greet Session, Mid-Autumn Festival, Borneo Festival, Robotics Tournament, Antiques & Collectors Expo, Merdeka x Museum Negara Exhibition, Veg Festival, EatMoreSaveMore Campaign and ACS Mobile Legends will drive footfall & increase tenant sales.
5. New tenants from the F&B and Retail category opened in Q2 2023 such DeChronos, Manjoe Taiwanese Dumpling, The Green Party, REFASH, Cocolicious, One Piece Onigirazu, 520 Beaute Lab, ANTA, Montigo and 3CCAT.com.
6. Upcoming tenants that will open in Q3 2023 are Yi Poh, Mani Traders, Jack Studio, Mr. Dakgalbi, Pangoi, Happiness Wheel Cake, Chon Dak, Real Me and iFast Repair.

Retail Malls - Paradigm Mall PJ New Tenants



DECHRONOS



THE GREEN PARTY



3CCAT.COM



MONTIGO



MANJOE TAIWANESE DUMPLING

Retail Malls - Paradigm Mall PJ New Tenants



COCOLICIOUS



ONE PIECE ONIGIRAZU



520 BEAUTE LAB



REFASH



ANTA

Retail Malls - Paradigm Mall JB Overview for The Second Quarter of 2023



THE CURRENT SITUATION OF THE RETAIL INDUSTRY AND RELEVANT FACTORS AFFECTING: -

- i. For the past few months, the Exchange Rate of the Ringgit to other currencies, especially against the Singapore Dollar had dropped quite badly. The weak Malaysia currency although not favourable to Malaysia on many perspectives, it is beneficial to the Retail Industry as more tourists from our neighbouring country are travelling to Malaysia to spend their Dollar especially in retail, hospitality and most of the F&B outlets and entertainment.
- i. More Malaysians who work in Singapore are buying houses in JB because of the weakening ringgit against the Singapore dollar and the high rental of Singapore's Housing & Development Board (HDB) flats. This situation is beneficial to retailers in Johor as these workers have strong purchasing power and tends to spend more money in JB.
- ii. It is noted that the footfall had increase from 3,397,667 in the 1Q to 3,419,365 in the 2Q. The increased in footfall is mainly due to the fact that the School Holidays in both Malaysia and Singapore coincide in the 2Q and there were more tourists coming over from Singapore. The A&P Team had also organized some unique and interesting events in the Mall to attract more shoppers, events such as ACG event organized by JCOS, Chinese Chess Competition, WCT Buddy Kids, 3 on 3 Basket Ball, E-Sport and product launching of HAUSBOOM with participation of popular Artists in the programs.

It is noted that the ACG and Chinese Chess Competition events held on the same day on 3/6/2023 had enabled Paradigm Mall to achieve the highest footfall of 68,083 on that day over 6 months period from January to June 2023. Similarly, the WCT Buddy Kids event from 25/5 to 11/6 with the playland Themed ROBOCAR POLI also able to receive good response as 2,152 pax signed up as kids' members within the period.

Retail Malls - Paradigm Mall JB Second Quarter 2023 Outlook



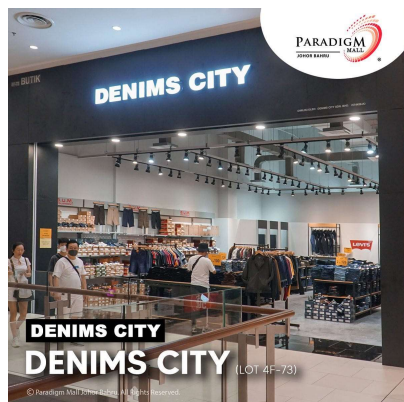
THE RETAIL OUTLOOK FOR 2023

- Comparing the 1st 2 quarters of the year for 2022 and 2023, the total footfall for 2022 was 3.43 mil while the footfall for the 1st 2 quarters 2023 was 3.42 mil, resulting in a drop of 0.44%.

The higher footfall in the 1st 2 quarters of 2022 was mainly due to the fact that at that point in time the Malaysian Government had just announced the opening up of all travellers to Malaysia starting from 1/4/2022. The announcement had caused an influx of Malaysians working overseas, especially from Singapore, after patiently waiting for 2 years to go back to their hometown. This had caused the footfall to increase higher than normal during that period.

- It is also noted that the footfall for the 2Q of 2023 had been increasing steadily with an average of 1.12 million to 1.15 million per month.
- Although there was a drop of footfall for the 1st 2 quarters of 2023 compared with 2022, the average sales per basket had increased from RM158.67 to RM175.58.
- Based on the sales data for 1st 2 quarters in 2023 and 2022, we noticed that the trades increased more on Money Changer, Specialty Shop, Gift & Souvenir, Services and F&B (Kiosk).

Retail Malls - PMJB New Tenants



Gateway@KLIA 2

1. Flights increased by 15.1% compared to the 1st quarter of 2023.

Total Q2 2023	Variance VS Q1 2023	Variance VS Q2 2019
37,666	15.1%	(27.76%)

2. Traffic increased by 9.15% compared to the 1st quarter of 2023.

Total Q2 2023	Variance VS Q1 2023	Variance VS Q2 2019
7,255,683	9.15%	(32.29%)

3. Car Park revenue increased by 1.28% compared to the 1st quarter of 2023.

Total Q2 2023	Variance VS Q1 2023	Variance VS Q2 2019
RM11,839,933	1.28%	(10%)

Gateway@KLIA 2

4. Sales for tenants increased by 14.95% compared to the 1st quarter of 2023.

Total Q2 2023	Variance VS Q1 2023	Variance VS Q2 2019
RM87,494,176.31	14.95%	(21.82%)

5. Food Court collections increased by 14.42% compared to the 1st quarter of 2023.

Total Q2 2023	Variance VS Q1 2023	Variance VS Q2 2019
RM4,423,182.65	14.42%	39.67%

KLIA 2 - New Tenants - LEVEL 1



ZAITOUN



MIXUE



HEINEMANN OFFICE



KLIA 2 - New Tenants - LEVEL 2



ZAITOUN



FIPPER



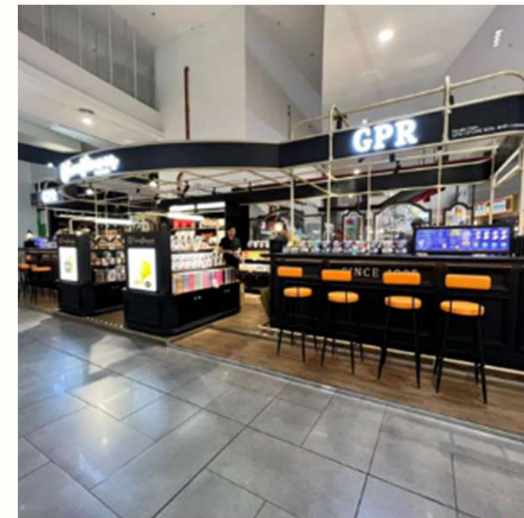
BURGER & NYONYA



ANTA



POLO HAUS



GPR SUNFLOWER



Retail Malls - Business and Marketing strategies



1. Continued to engage in partnerships with local radio stations and media during celebrations and promotional initiatives.

Example

- Collaboration with Tourism Malaysia for Warnai Raya Campaign (17 March - 7 May 2023)
- Kraftangan Malaysia bazaar at all Malls during Raya Campaign (7 - 19 April 2023)
- Kempen Keselamatan Jalan Raya at PMJB (17 April 2023)

Retail Malls- Business and Marketing strategies



2. Organized international competitions in airport malls to bring in footfall and encourage spending

Example

- *Word Wizard Scrabble Challeng @ gateway@klia2 (6 & 7 May 2023)*
- *International Chess Competition @ gateway@klia2 (13 May 2023)*
- *Chinese Chess Competition @ gateway@klia2 (14 May 2023)*

Retail Malls- Business and Marketing strategies



3. Organized campaigns and events featuring Thai, Korean and Japanese culture to promote diversity in the malls.

Example

- *Borneo Festival @ PMPJ (12 - 16 July 2023)*
- *Fantastic Asia @ PMJB (5 - 16 July 2023)*
- *Malay Thai Food Fair @ PMPJ (21 - 30 July 2023)*

Retail Malls - Business and Marketing strategies



4. Launched the new WCT Buddy Kids app across WCT Malls, collaborating with famous toy brands and petting zoo to assist in recruitment of new members.

Example

- WCT Buddy Kids Playland @ PMPJ (26 May - 11 June 2023)
- WCT Buddy Kids Playland @ PMJB (25 May - 11 June 2023)
- WCT Buddy Kids Playland @ gateway@klia2 (1 - 11 June 2023)

Retail Malls - Business and Marketing strategies



5. Leveraged on famous artists and brands that have large number of following to bring in footfall to the mall.

Example

- *Star Wars Festival of The Force @ PMPJ (17 & 18 June 2023)*
- *Meet & Greet High Council actors by Haus Boom @ PMJB (23 June 2023)*
- *WOLF(s) Taiwan Boyband Meet & Greet Session (13 July 2023)*

Retail Malls - Business and Marketing strategies



6. Submitted for awards to get recognition for WCT Malls campaigns and events.

Example

- *Retail Asia Awards - Winner of Marketing Initiative of The Year (Malaysia) - Voucher Bonanza Sale*

Upcoming Submissions

- *Marketing Excellence Awards*
 - *Excellence in Loyalty Marketing*
 - *Excellence in Retail / Shopper Marketing*
 - *Excellence in COVID-19 Related Campaigns*
- *Persatuan Pengurusan Kompleks Malaysia*
 - *Best Experiential Marketing Awards 2022/2023*

Retail Malls - Business and Marketing strategies



7. Curated campaigns based on tenant mix (Sports tenants in PMJB)

Example; -

- *Let's Get Fit Campaign @ PMJB (5 - 25 June 2023)*
 - *Fitness Challenge*
 - *10,000 steps challenge*
 - *Body Combat & Playground by CF*
 - *Wall Climbing Challenge by Camp5*
 - *Aerobikton Challenge*
 - *3on3 Basketball tournament*
 - *Yoga & DNA Insanity by CF*
 - *E-sport Games Championship by MSNJ*



Retail Malls - Business and Marketing strategies



8. Activated sales driven campaign to encourage spending and footfall to tenant outlets.

Example:

- Top Spender with SuriaFM Deejays at PMJB, PMPJ & gateway@klia2 (25 Mar - 3 April 2023)



9. Rewarded loyal shoppers online via WCT Buddy. Continue to create campaigns to reward shoppers by partnering with banks, credit cards, shopping apps and e-wallets.



WCT Malls **VISA** 

TOURIST REWARD

GET A FREE STARBUCKS DRINK

Spend a minimum of RM500 with a valid Visa card at WCT Malls and flash your international passport at our Concierge Counter be entitled for a FREE selected Tall-sized Starbucks beverage!

T&Cs apply. While stocks last and on first-come first served basis.

7 April to 30 September 2023

Selection from:
Caffe Latte, Americano,
Freshly Brewed Tea,
Mocha Frappuccino or
Caramel Frappuccino

Malaysia Truly Asia

The poster features two Starbucks drinks with whipped cream and a green straw. Surrounding the drinks are various travel-related icons: a passport, a Visa card, a camera, sunglasses, a paper airplane, a coffee cup, and a heart. The background is light blue with a gold swoosh line.

10. Continued to engage strategic partners partner such as credit cards, shopping apps and e-wallets to drive membership, leverage on their database, encourage spending, create brand loyalty and reward shoppers.

Retail Malls- Business and Marketing strategies



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



12. To maintain strong landlord & tenant relationship.

WCT MALLS - Retail Asia Awards



WCT Malls is awarded the prestigious Marketing Initiative of the Year at the [Retail Asia Awards 2023](#). Presented by Retail Asia Magazine, the award recognizes WCT Malls' effort in launching a groundbreaking initiative – Voucher Bonanza Sale (VBS) that helped sustain its mall tenants while providing shoppers with substantial savings.

Through VBS, shoppers who are WCT Buddy members would enjoy a 20% discount when purchasing WCT Malls e-vouchers. To date, a total of 9 series of the VBS promotional campaign has been launched across WCT Malls, namely [Paradigm Mall Petaling Jaya](#), [Paradigm Mall Johor Bahru](#), [gatewaykia2](#), and [Skypark Terminal Lapangan Terbang Sultan Abdul Aziz Shah Subang](#).





Thank You