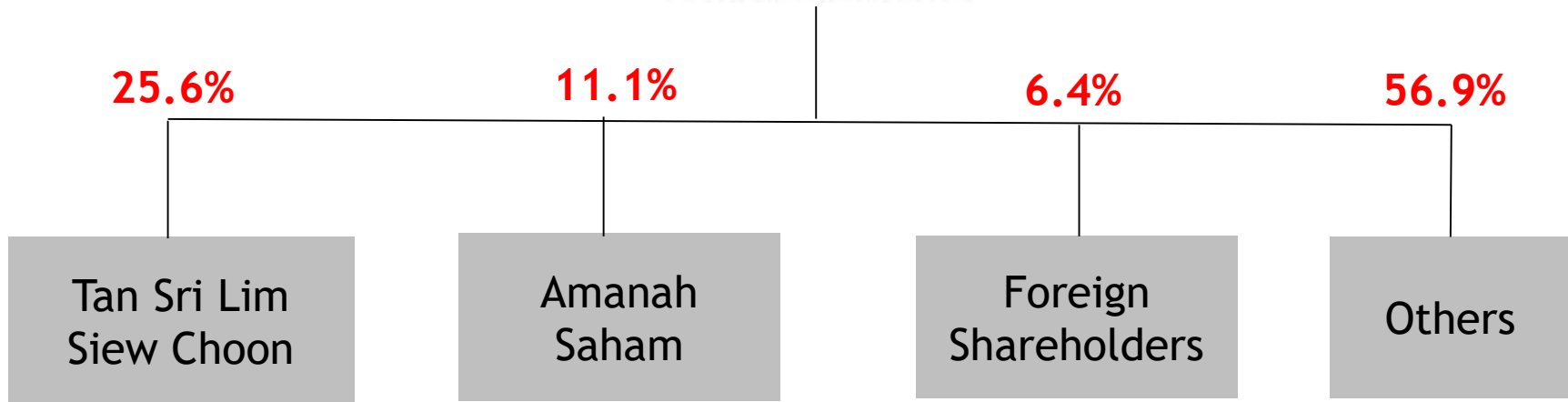




WCT Holdings Berhad

INVESTOR BRIEFING - 3rd Quarter 2023

Key Shareholding as at 15 Nov 2023





Financial Highlights

Segmental Results Q3 2023 (3 months)



	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	349.4	93.7	53.5	496.6
Profit from operations	(5.0)	8.5	25.3	28.8
Share of results of associates				4.1
Share of results of joint ventures		(2.0)	9.7	7.7
Finance costs				(34.6)
Taxation				4.0
Profit for the period				10.0
Holdings of Perpetual Sukuk				(24.2)
Non-controlling interest				0.7
Net Profit				(13.5)

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Segmental Results YTD 3Q 2023 (9 months)



	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	928.0	239.6	158.1	1,325.7
Profit from operations	17.6	24.5	75.9	118.0
Share of results of associates				10.3
Share of results of joint ventures	0.5	(5.3)	20.1	15.3
Finance costs				(95.0)
Taxation				(11.0)
Profit for the period				37.6
Holder of Perpetual Sukuk				(48.1)
Non-controlling interest				2.3
Net Profit				(8.2)

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Debt to Equity (DE) Ratio



	As at 30 Sep 2023 RM'mil	As at 31 Dec 2022 RM'mil
Total bank borrowings	2,993	2,798
Cash & bank balances & fixed deposits	(241)	(234)
Net borrowings	2,752	2,564
Shareholders equity (including Perpetual Sukuk & non-controlling interest)	3,905	3,907
Gross DE ratio	0.77	0.72
Net DE ratio	0.70	0.66



Engineering & Construction

Business At A Glance



People

More than 1,400 knowledgeable & experienced employees

Plants & Machineries



Owned more than 25,000 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 6 countries
Physical presence in Malaysia, Vietnam, India, Qatar, Bahrain and UAE

Ongoing Projects/ Outstanding Order Book as at 30 September 2023



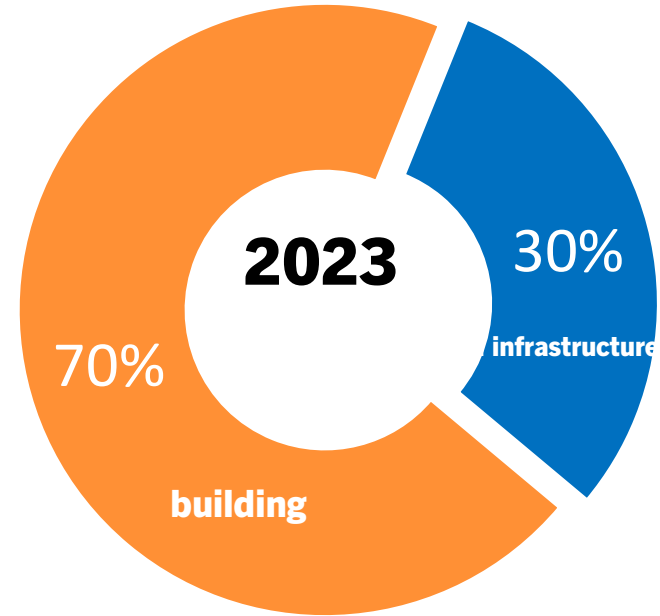
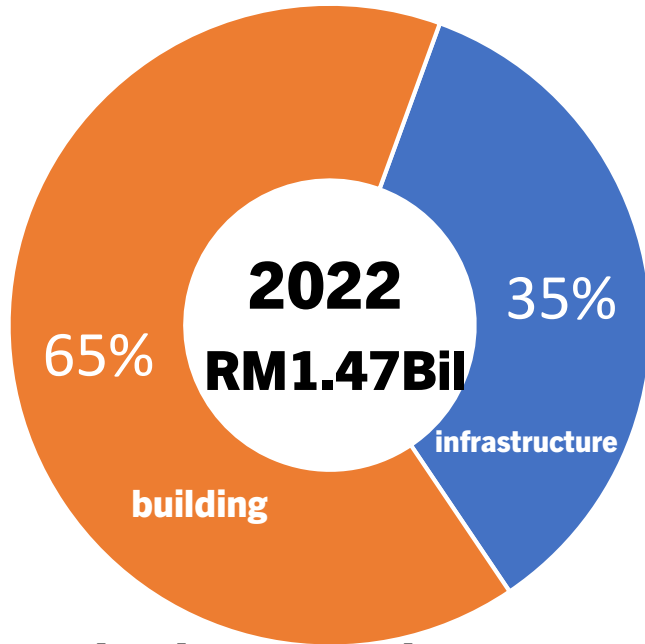
	Expected Completion	Outstanding RM'mil
TRX, Kuala Lumpur (infra & roadway works)	2023	41
Pan Borneo Highway (66km highway from Sungai Arip Bridge to Bintulu Airport Junction)	2024	223
West Coast Expressway (Shah Alam Expressway Interchange to NKVE/FHR2 Interchange)	2024	66
Elevated Highway (Sprint Highway/Jalan Maarof to Jalan Semantan)	2023	33
LRT3 GS03 & GS02 (guideway, stations, park & ride, ancillary buildings & other associated work)	2024	132
Jetty extension of Sapangar Bay Oil Terminal	2024	24
Expansion of Sapangar Bay Container Port (60% share)	2025	483
Total - Local Civil & Infrastructure		1,002 (33%)
Pavilion Damansara Heights - Phase 1 (Superstructure)	2024	306
Pavilion Damansara Heights - Phase 2 (Superstructure)	2024	1,025
Retail Mall, TRX - TP02 (Superstructure and façade and blockworks)	2023	17
Hotel & Office, TRX - HOTP01 (Superstructure)	2024	75
Retail Mall, PNB 118	2024	323
Kota Bharu Airport, Kelantan	2025	289
Total - Local Buildings		2,035 (67%)
Total External Projects		3,037 (100%)

List of Tenders Submitted/Pending Submission (21 Nov 2023)

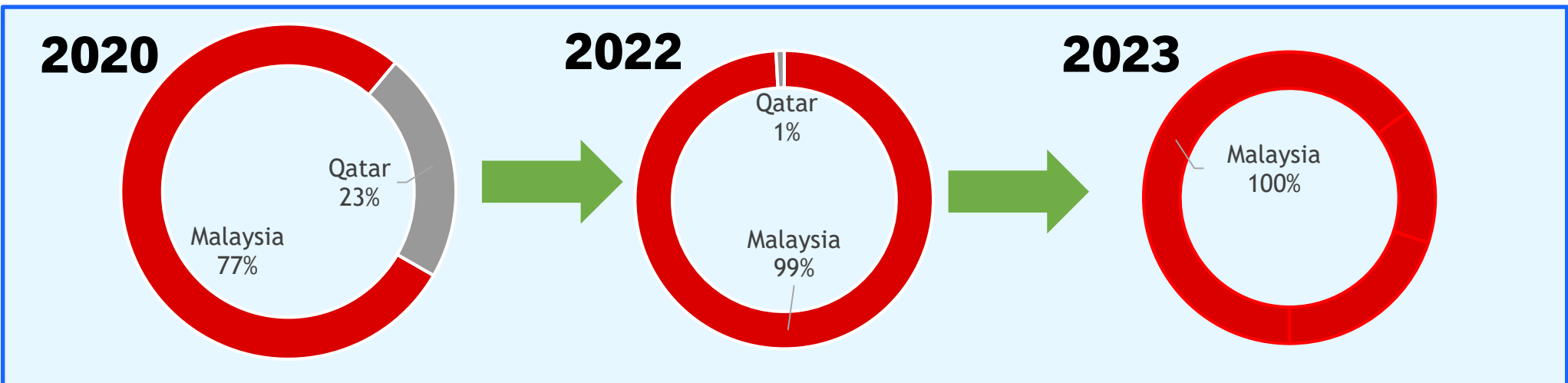


	RM' mil
Civil & Infrastructure	> 7,000
Building Works	> 5,000
Total	> 12,000

Growth Projection and Pipelines



Revenue Projection by Regions





Property Development

Property Development - Snapshot



2023 Revenue

Q1 : RM 48 mil
Q2 : RM 98 mil
Q3 : RM 94 mil
YTD : RM 240 mil

2023 Profit Before Tax

Q1 : (RM 1.9 mil)
Q2 : RM 3.5 mil
Q3 : (RM 1.9 mil)
YTD : (RM 0.3 mil)

2023 Property Sales

Q1 : RM 103 mil
Q2 : RM 108 mil
Q3 : RM 327 mil
YTD : RM 538 mil

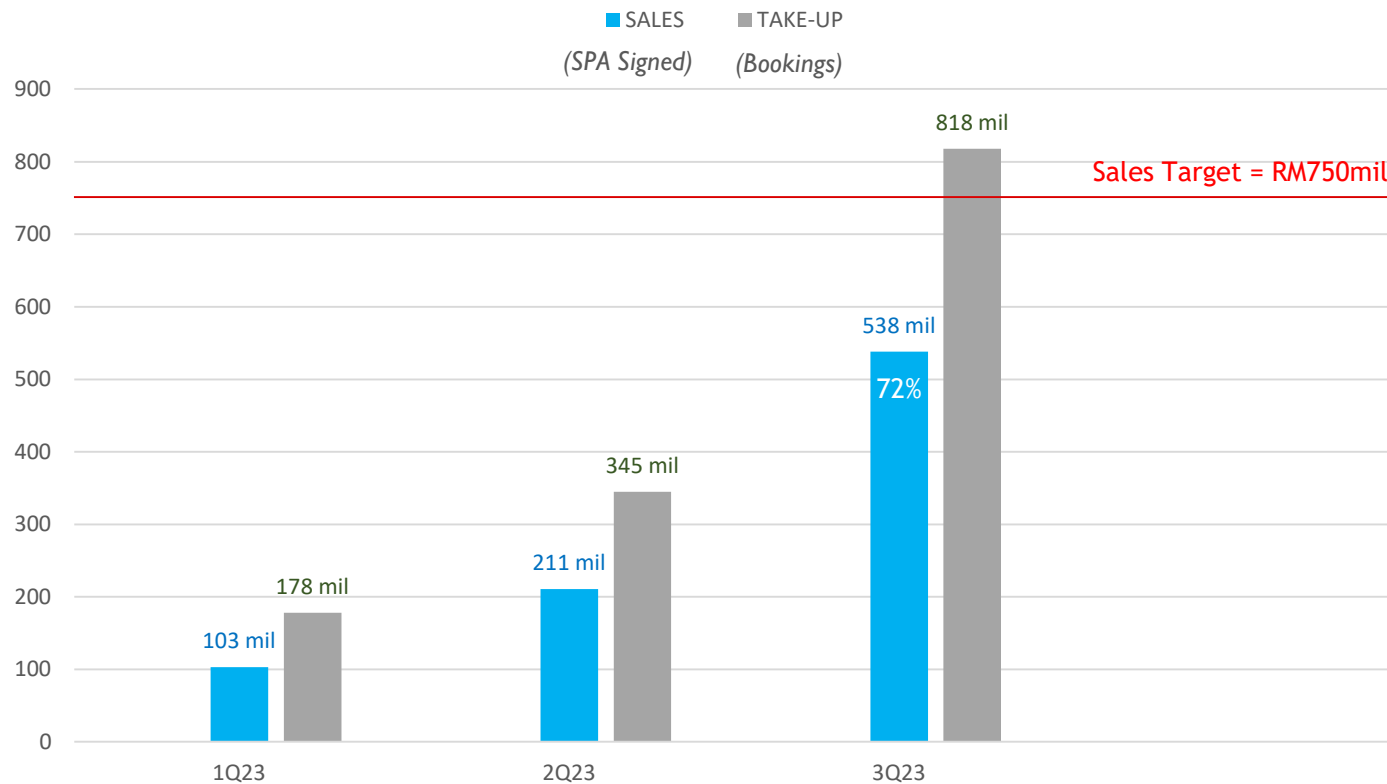
Total Unbilled Sales

RM 383 mil (as at 30 Sep 2023)

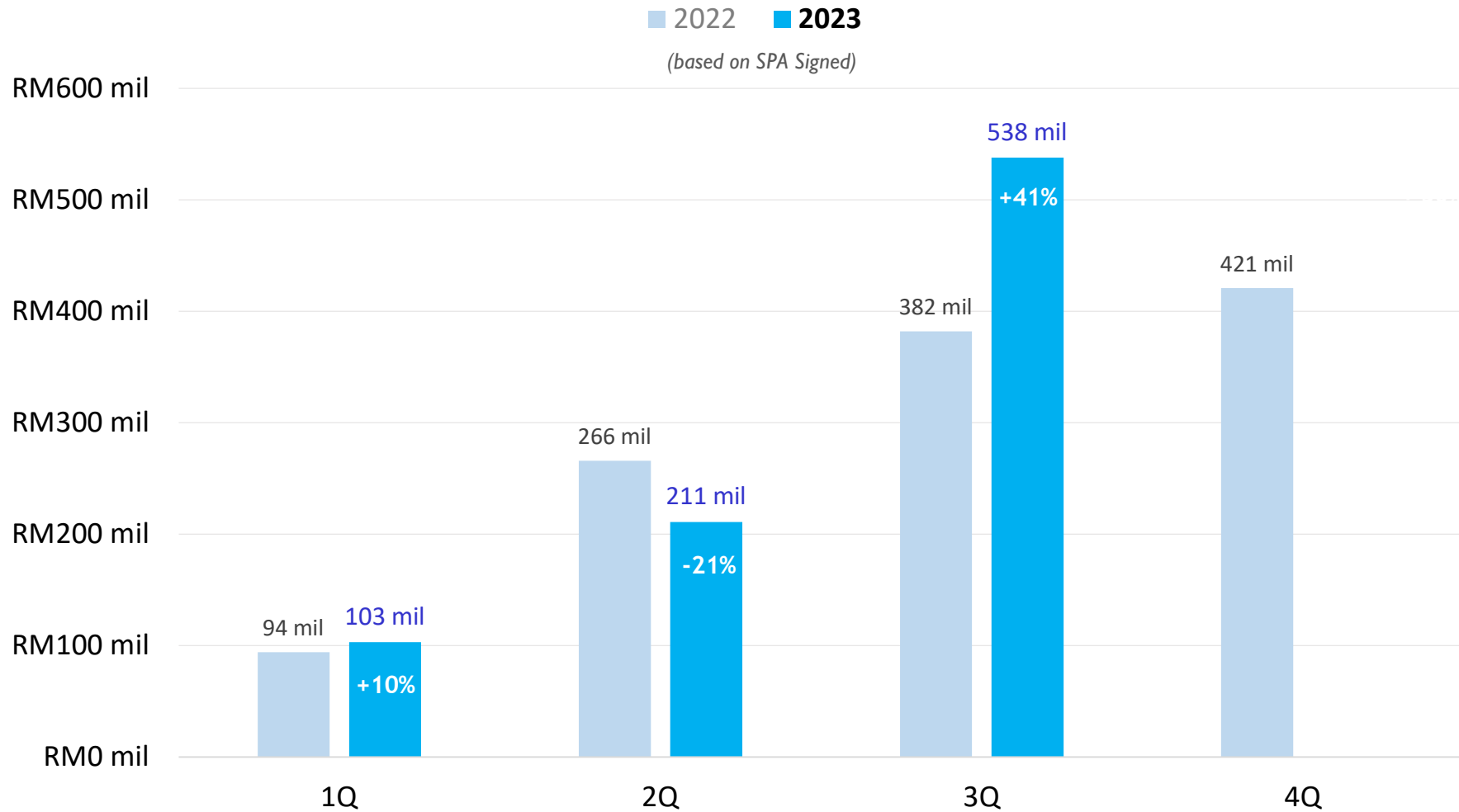
Unsold Completed Inventories

RM 215 mil (as at 30 Sep 2023)

Property Development - 2023 Cumulative Sales & Take-up Performance



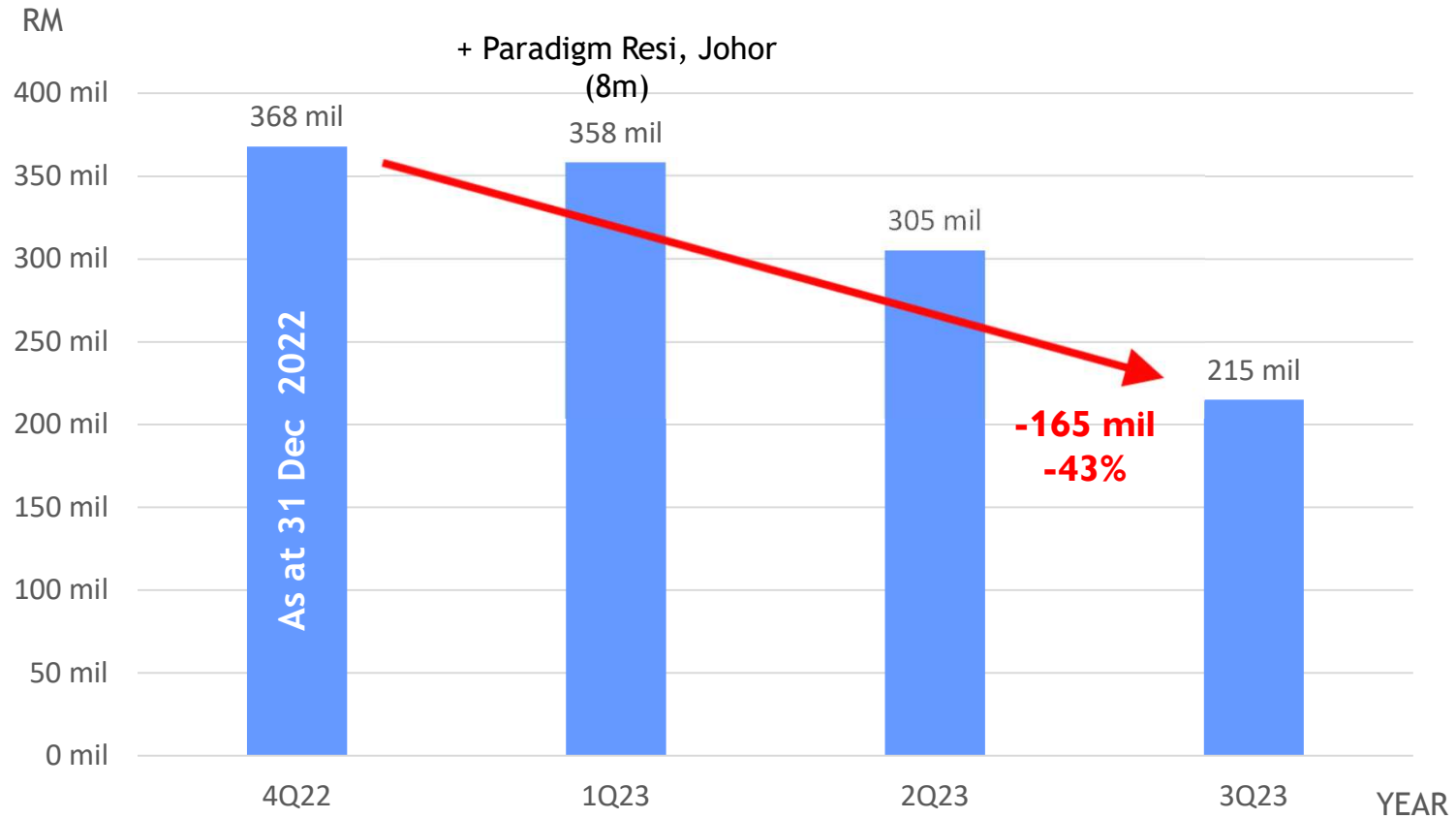
Property Development - Q-O-Q Cumulative Sales Performance



Property Development - Clearing of Inventories (GDV)

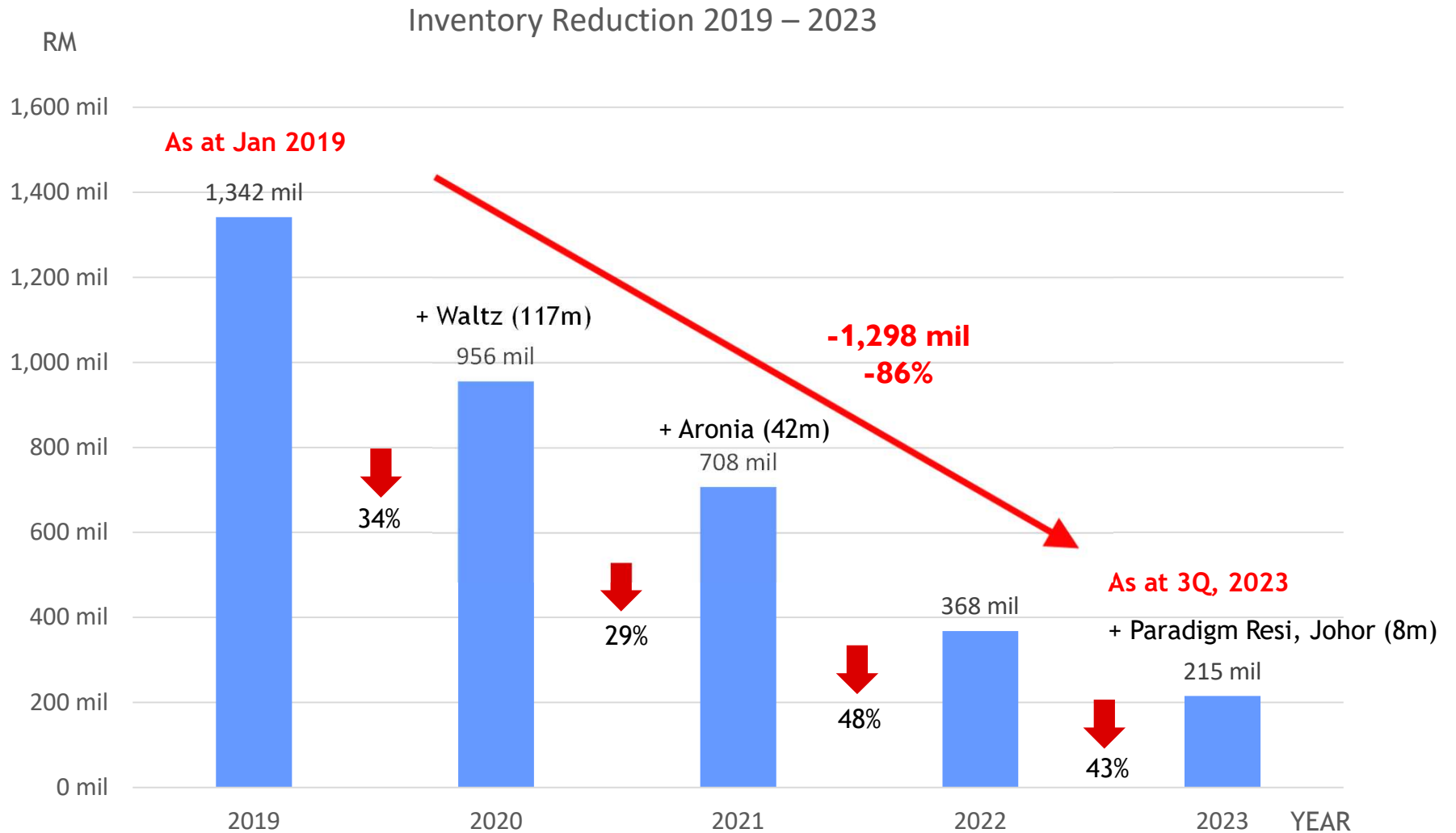


Inventory Reduction Y2023



Note: Added old stock One Medini, Johor (4m) to Inventory sale at 3Q23

Property Development - Clearing of Inventories (GDV)



Note: Added old stock One Medini, Johor (4m) to Inventory sale at 3Q23

Completed Inventories (as at 30 Sep 2023)



	TYPE	LOCATION	BAL UNIT(S)	BAL GDV (RM' mil)
1	Offices	Klang	7	20
2	Affordable Apartments (RSKu)	Klang	12	3
3	Service Apartments	Shah Alam	51	34
4	Service Apartments	Kelana Jaya	10	15
5	Condominiums	OUG	42	62
6	Service Apartments	Medini	92	76
7	Service Apartments	JB	5	5
TOTAL =			219 units	RM215 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



Pavilion Mont Kiara, Kuala Lumpur

Description	341 units
Estimated GDV	RM808 million
Launch Date	Aug 2023
Sales Take-up	47%
Exp. Completion	Q3 2027



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	78%
Exp. Completion	Q3 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 : 78% TC : 59% (Overall : 77%)
Exp. Completion	Q2 2025

Future Property Projects



FUTURE LAUNCHES			
PROJECT	W City Johor Bahru (Plot 1A - Resi) (T1 - T2)	W City Johor Bahru (Plot 1A - Comm)	TOTAL
UNITS	512	37	549
ESTIMATED GDV	RM204 mil	RM60 mil	RM264 mil

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



	LOCATION	DEVELOPMENT TYPE	LAND AREA (ac.)
1	W City OUG @ KL	Mixed	41
2	W City JGCC @ JB	Mixed	9
3	Bukit Tinggi 1,2 & 3, Klang	Mixed	69
4	Medini Iskandar, Johor	Mixed	39
5	Inanam, Kota Kinabalu	Residential	29
6	Sungai Buloh	Commercial	2
		TOTAL =	189



Property Investment & Management



Retail Malls

Retail Malls

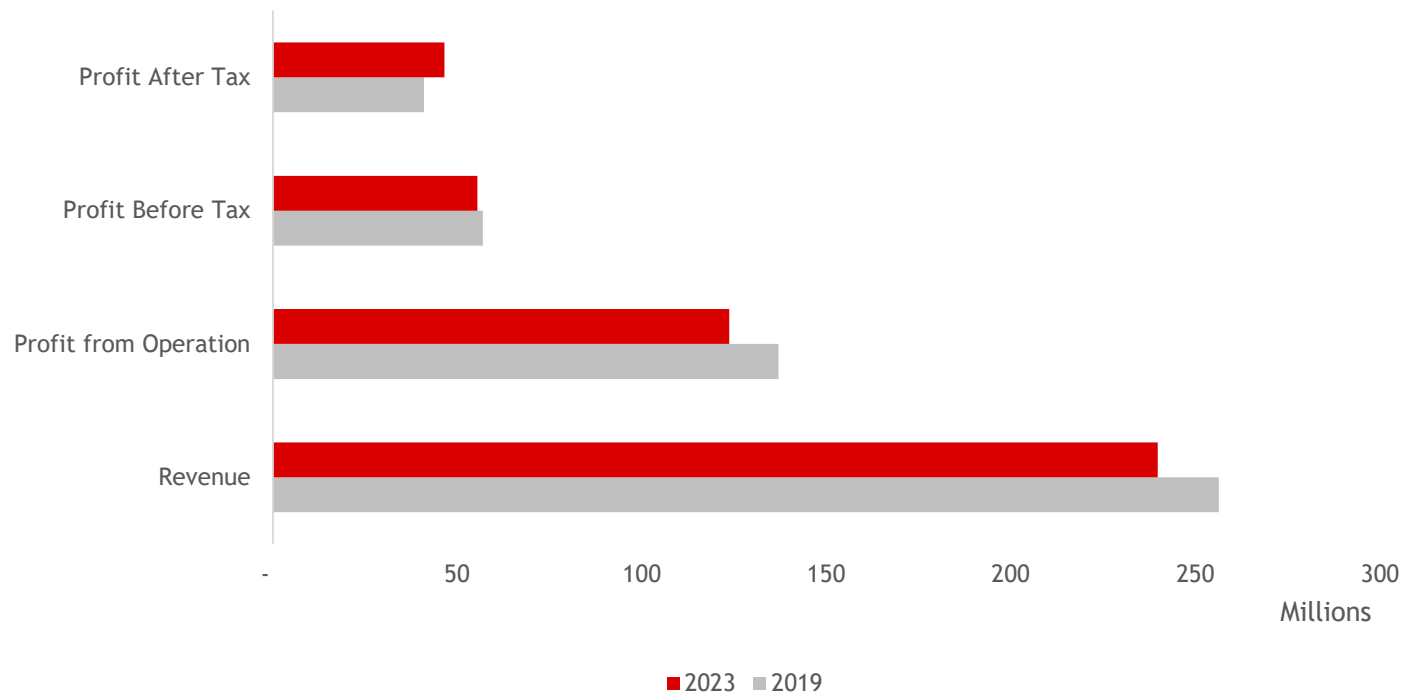


	Bandar Bukit Tinggi, Klang	Paradigm Mall, Petaling Jaya	gateway@klia2, Sepang	Paradigm Mall, Johor Bahru	Subang Skypark
Occupancy rate	100%	97%	93%	95%	85%
Opening Year	2007	2012	2014	2017	Acquired Apr18
WCT Ownership	100.0%	70.0%	70.0%	100.0%	60.0%
Retail Lettable Area	1,000,950 sq ft GLA	672,000 sq 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 September 2023 Vs YTD September 2019



RETAIL MALLS FINANCIAL PERFORMANCE YTD September 2023 Vs YTD September 2019



Monthly fixed chilled water charges and the corresponding tax effect had been included in FY2019 for comparison purpose.



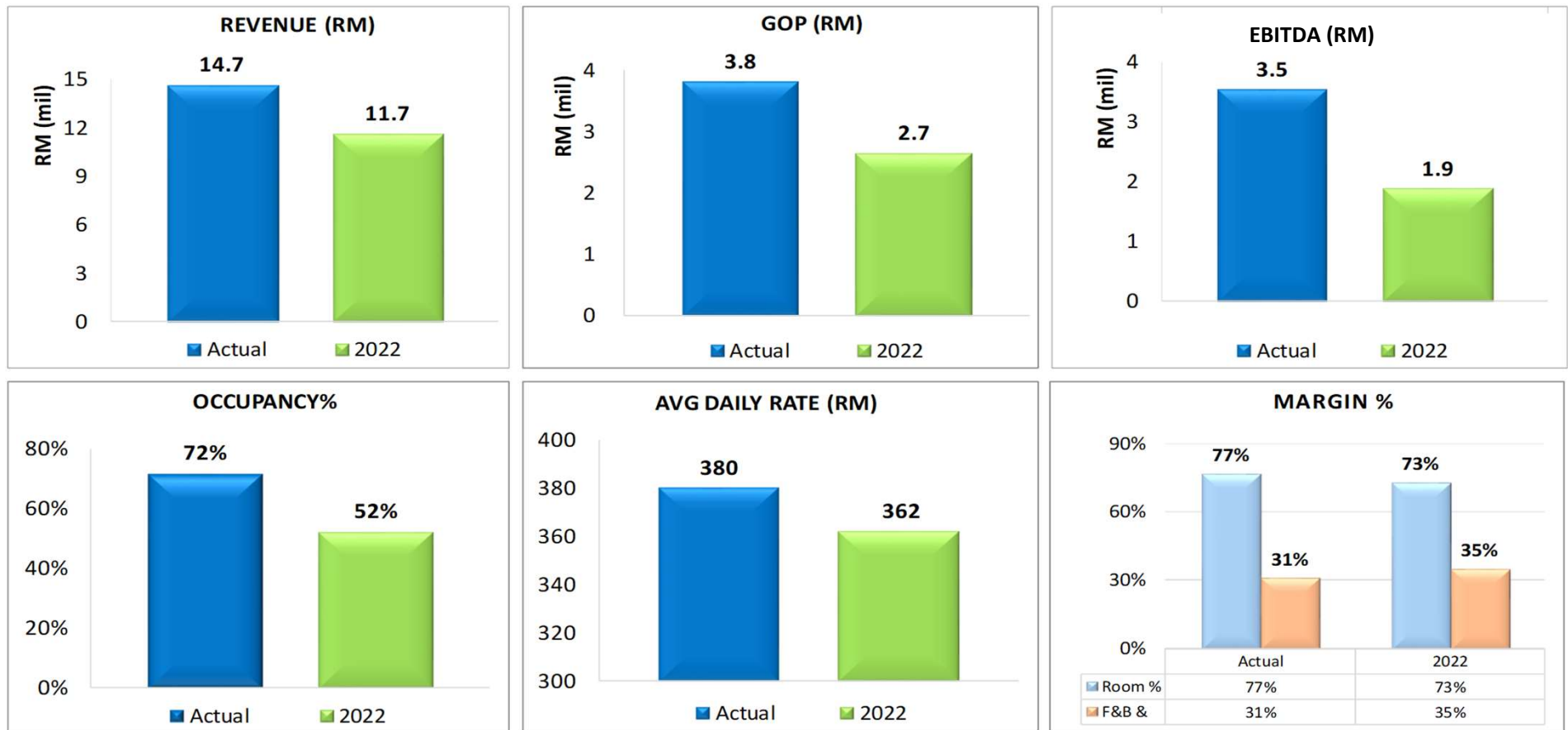
Hospitality

Hospitality - Le Meridien Petaling Jaya

Overview of Performance



Q3 2023



Q3 2023 result came in solid with revenue outperforming Q2 2022 result by 26%, GOP by 41% and EBITDA by 84% :

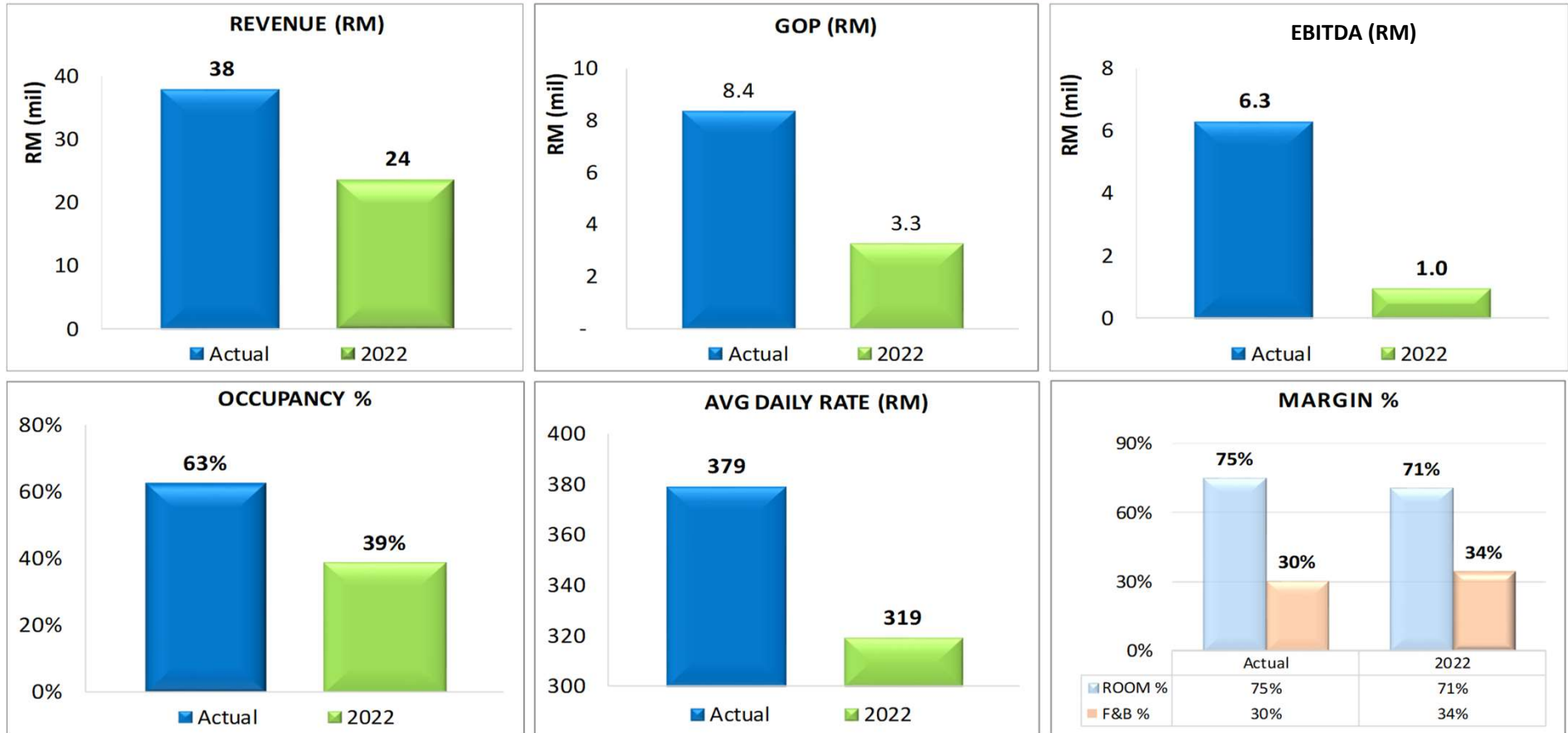
- Revenue from both Room and F&B are comparable and in favorable figures.
- Highest record of Room revenue was recorded in September

Hospitality - Le Meridien Petaling Jaya

Overview of Performance



YTD 2023



On YTD September 2023 basis, revenue outperforming September 2022 result by 58%, GOP by 155% and EBITDA by 562% :

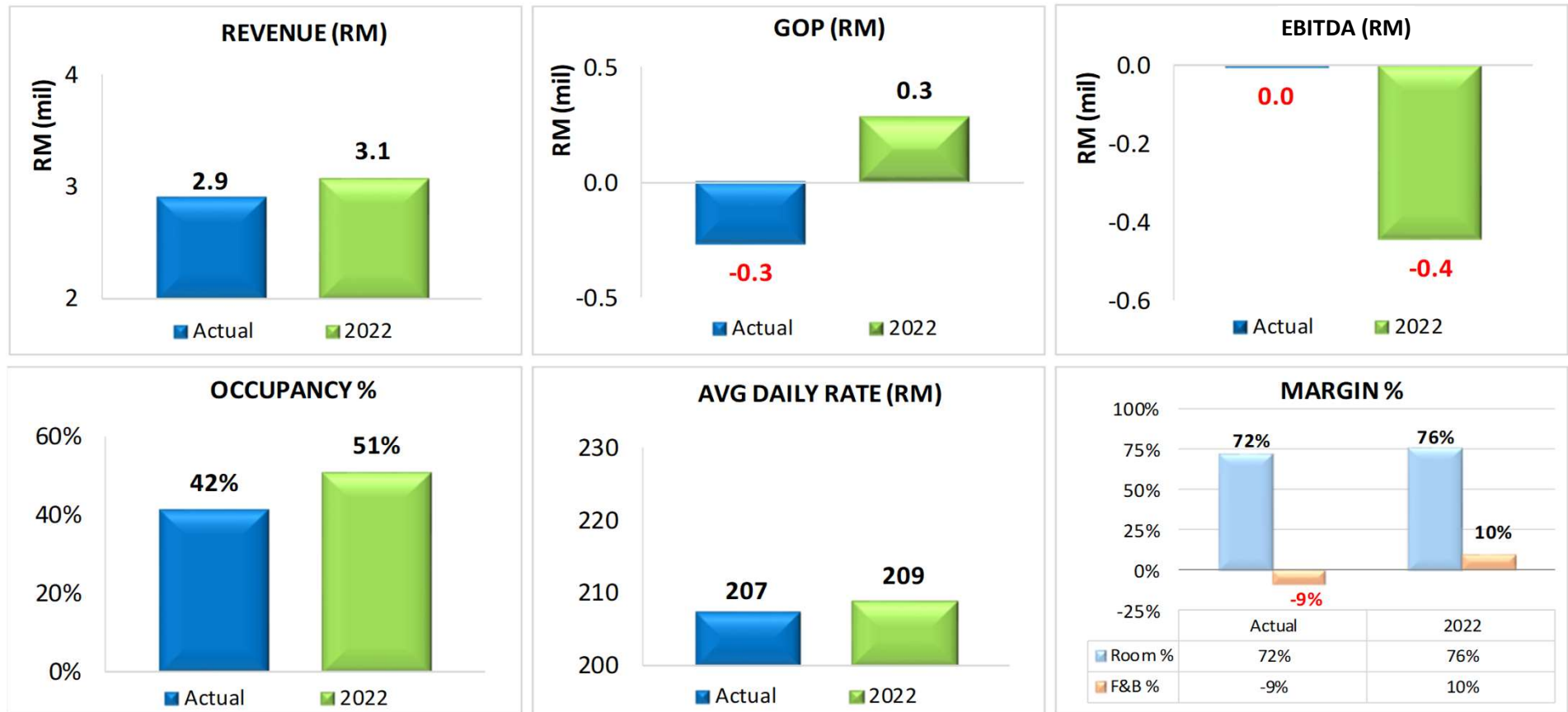
- Room occupancy and average daily rate increased significantly from the beginning of the year and continue to recover with stronger demand
- High demand on private & corporate events continue to bring in more revenue for the hotel

Hospitality - Premiere Hotel, Klang

Overview of Performance



Q3 2023



Q3 2023 result came in weak with revenue fall behind Q3 2022 result by 6%, GOP by 200% & except EBITDA outperformed by 99%

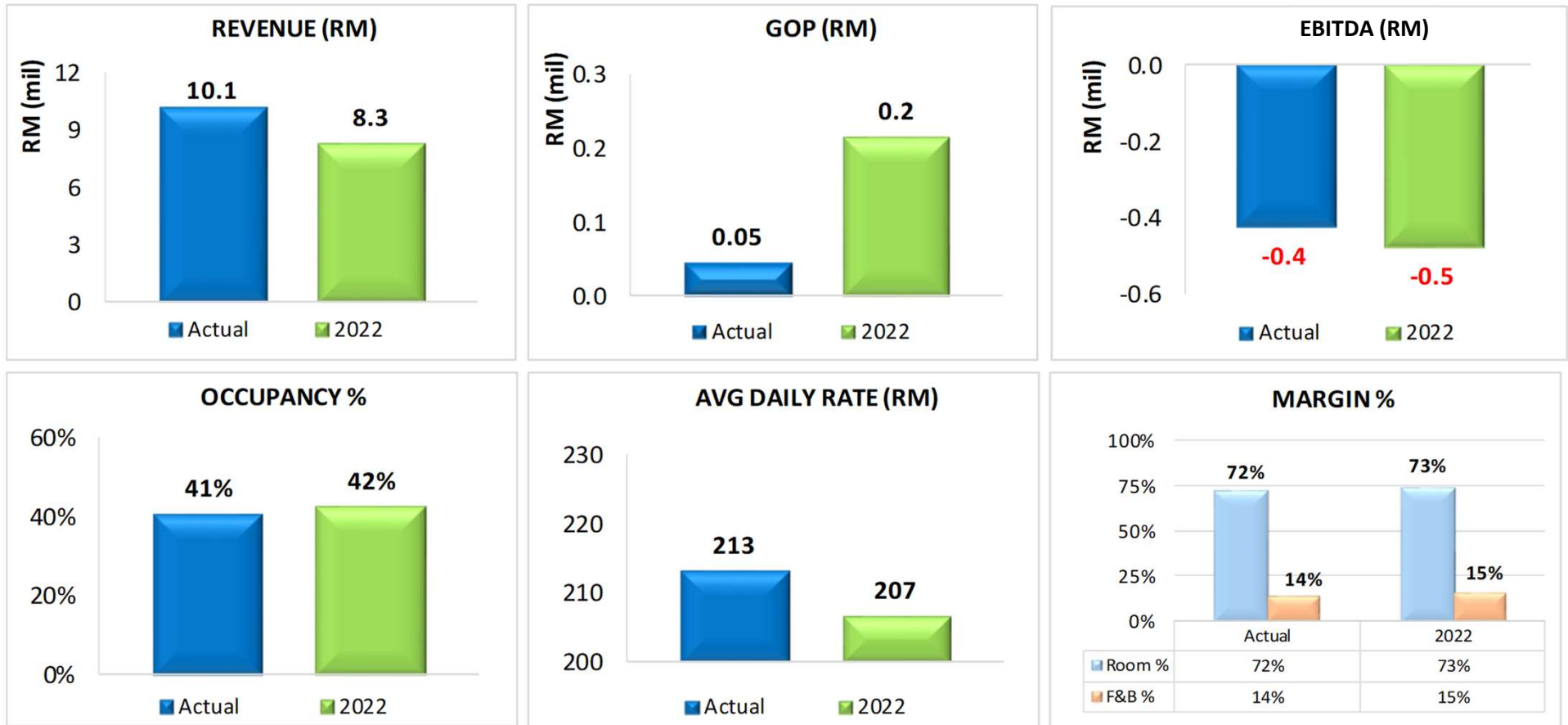
- Increment in operating cost (higher electricity tariff and shortage of labour) resulting in lower margin
- Mitigation plans for Q4 : to secure lower end government groups and travel groups (leisure & mice)

Hospitality - Premiere Hotel, Klang

Overview of Performance



YTD 2023



On YTD September 2023 basis, revenue outperforming YTD September 2022 result by 22% & EBITDA by 11%,

- GOP is weaker than last year performance by 75%
- Average daily rate has improved and foresee to improve continuously towards the end of the year
- F&B is anticipated to excel in Q4 due to many enquiries on private & corporate events



Retail Malls 2nd Quarter Outlook & Business and Marketing Strategies

Retail Malls - Paradigm Mall PJ - Business Outlook



RETAIL OVERVIEW FOR PMPJ

1. Footfall Q2 2023 VS Q3 2023

Total 2Q of 2023	Total 3Q of 2023	Variance	Variance in %
3,082,227	3,183,636	+101,409	+4.6%

- Total footfall in 3Q2023 increased by 4.6% as compared to 2Q2023.

2. Footfall 3rd Quarter 2022 VS 3rd Quarter 2023

Total 3Q of 2022	Total 3Q of 2023	Variance	Variance in %
2,864,302	3,183,636	+319,334	11.1%

- Comparing 3rd quarter 2022 and 3rd quarter 2023, there was an increase of 11.1%.

3. Footfall 3rd Quarter 2019 VS 3rd Quarter 2023

Total 3Q of 2019	Total 3Q of 2023	Variance	Variance in %
3,578,843	3,183,636	-395,207	-11.0%

- Comparing 3rd quarter 2019 and 3rd quarter 2023, there was a reduction of 11.0%.

Retail Malls - Paradigm Mall PJ - Business Outlook

RETAIL OVERVIEW FOR PMPJ

4. Total per person spending 3rd Quarter 2019 VS 3rd Quarter 2023

Total 3Q of 2019	Total 3Q of 2023	Variance	Variance in %
RM86.11	RM93.52	+RM7.41	+8.6%

- Although footfall has yet to recover to the peak in 2019, the average receipt size per shopper in 3Q2023 increased to RM93.52 compared with RM86.11 for 3Q2019.

BUSINESS OUTLOOK

- Average occupancy rate remains resilient at 97% in 3Q2023 which is higher than overall Selangor average of 78% as at end 2022.
- New tenants which opened in 3Q2023 in PMPJ include :-
 - Kaki Croissant
 - Pangoi
 - Jack Studio
 - Happiness Wheel Cake
 - Avenys
 - Mr. Dakgalbi
 - Moto Guzzi
 - Realme

Retail Malls - Paradigm Mall PJ - Business Outlook



Ongoing/In the pipeline

- **Engagement Initiatives including Corporate Social Responsibility (CSR) events** - Notable events and campaigns held or planned for 4Q 2023 include Sparkling Diwali, Deepavali Charity Bazaar, Beautiful Gate 30th Anniversary Carnival, Junior Achievement Enterprise Event, Kidz Do Good Carnival, Christmas Campaign with Robocar Poli, Black Friday, Ultraman Live and KPOP Dance Cover.
- **New retail offerings to enhance shoppers' experience** - Upcoming tenants that will open by end 2023 or early 2024 are Renoma (Redina Gallery), Malaysia Airlines, Tataa & Friends, Ramen Hitoyoshi, Fun Fries and Memorie Tart.

Proactive Asset Management

- **Slightly above average retail offerings** - Recent market study indicates that approximately 38% of households in the Kelana Jaya vicinity earn above RM15,000 and hence we believe we should cater to this segment.
- **To curate and refresh retail offerings for shoppers** - Opportunity to refresh tenant mix as close to 60% (% of total NLA) up for renewals in 2024. Given rising competition with the opening of new shopping malls in the Klang Valley, our target is to marginally improve rental rates while maintaining our healthy occupancy rate.
- Reminding and encouraging tenants to refresh their stores especially those up for renewal to create a more inviting experience for shoppers.
- **Events activation and diverse activities in the pipeline to reach out to the community** and engage with shoppers meaningfully.
- **In the planning stages for 2024 asset enhancement initiatives (AEI)** - activation/revamp at main drop-off of concourse floor to make the floor more inviting and to create a more visible shopper channel that will lead shopper traffic to Lower Ground floor where the supermarket and other smaller F&B offerings are available.

Retail Malls - Paradigm Mall PJ New Tenants



KAKI CROISSANT



PANGOI



HAPPINESS WHEEL CAKE



JACK STUDIO

Retail Malls - Paradigm Mall PJ New Tenants



MR. DAKGALBI



AVENYS



REALME



MOTO GUZZI

Retail Malls - Paradigm Mall JB - Business Outlook

RETAIL OVERVIEW FOR PMJB

1. Footfall 2nd Quarter VS 3rd Quarter 2023

Total 2Q of 2023	Total 3Q of 2023	Variance	Variance in %
3,419,365	3,337,708	(81,657)	-2.4%

- Comparing the 2nd quarter of 2023 and 3rd quarter of 2023, the total footfall dropped of 2.4%
- The reduction of footfall mainly due to the fact that July, August and September is a non-holiday period and less high impact events were organized

2. Footfall 3rd Quarter 2022 VS 3rd Quarter 2023

Total 3Q of 2022	Total 3Q of 2023	Variance	Variance in %
3,399,834	3,337,708	(62,126)	-1.8%

- Comparing 3rd quarter 2022 and 3rd quarter 2023, there was a reduction of 1.8%

3. Footfall 3rd Quarter 2019 VS 3rd Quarter 2023

Total 3Q of 2019	Total 3Q of 2023	Variance	Variance in %
5,246,925	3,337,708	(1,909,217)	-36.4%

- Comparing 3rd quarter 2019 and 3rd quarter 2023, there was a reduction of 36.4%

Retail Malls - Paradigm Mall JB - Business Outlook



RETAIL OVERVIEW FOR PMJB

4. Total per person spending 3rd Quarter 2019 VS 3rd Quarter 2023

Total 3Q of 2019	Total 3Q of 2023	Variance	Variance in %
RM101.68	RM180.85	+RM79.17	+77.8%

- Comparing 3rd quarter 2023 and 2019, it is noted that the person spending amount had increased. The month of September 2023 had reached the highest spending at RM188.13 per person. The main reason may due to the Mid- Autumn festival whereby many shoppers, especially Singaporeans had come to the Mall to shop for Mid-Autumn goodies that directly benefited the retailers.

**Average spending per shopper is calculated with the assumption of conversion rate at 30%.*

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

- It was highlighted that the Retail Industry in Johor Bahru itself may be growing upward. This is mainly due to the fact that the primary catchment population of 1.08 million in the Metro Areas and another half a million of catchment population from Singapore.
- The City Centre also benefit from a transient, travelers crowd, both from Johor and other states and Singapore with a daily crossings (between Singapore and Johor Bahru) of about 320,000 people per day.
- Some key Malls in Johor Bahru including JBCC Komtar, City Square and Mid Valley Southkey had reported uptrends in businesses at Malls and their Management were able to increase their Malls' rental rates, especially for prime retail space on Ground Level.
- It can be noted that the high spending of shoppers in Johor Bahru was mainly due to the weak Exchange Rate of the Malaysian Currency. This had encouraged the Singapore shoppers to spend more freely at those Malls. Currently, the Exchange Rates is S\$1=RM3.49. This had impact of increasing the sales of most Tenants and also enable the Landlords to increase rentals.

Retail Malls - PMJB New Tenants



Bath & Body Works



LC Waikiki Home



HWC Coffee



King House Apparel



New Era



Shell EV Charging Station

Retail Malls - PMJB New Tenants



Manzanita



Assalam The Kedai Mamak



Aura Kasih



GUOMA Steamboat



Baby Shark



MyEureka

Retail Malls - Gateway@KLIA 2 - Business Outlook



RETAIL OVERVIEW FOR GATEWAY@KLIA2

1. No. of Flights slightly increased by 4.79% compared to the 2nd quarter of 2023.

Average Q3 2023	Average Q2 2023	Variance Vs Q2 2023	Variance Vs Q3 2019
39,471	37,666	+4.79%	(20.91%)

2. Traffic slightly increased by 5.54% compared to the 2nd quarter of 2023.

Average Q3 2023	Average Q2 2023	Variance Vs Q2 2023	Variance Vs Q3 2019
7,657,816	7,255,683	+5.54%	(28.27%)

3. Car Park revenue slightly increased by 1.11% compared to the 2nd quarter of 2023.

Average Q3 2023	Average Q2 2023	Variance Vs Q2 2023	Variance Vs Q3 2019
RM11,971,908.00	RM11,839,933.00	+1.11%	(6.21%)

Retail Malls - Gateway@KLIA 2 - Business Outlook



RETAIL OVERVIEW FOR GATEWAY@KLIA2

4. Sales for tenants slightly increased by 7.31% compared to the 2nd quarter of 2023.

Average Q3 2023	Variance Vs Q2 2023	Variance Vs Q3 2019
RM93,891,690.25	7.31%	(15.91%)

5. Food Court collections increased by 11.37% compared to the 2nd quarter of 2023.

Average Q3 2023	Variance Vs Q2 2023	Variance Vs Q3 2019
RM4,926,052.75	11.37%	38.28%

6. Average Spending per Shopper increased by 1.63% compared to the 2nd quarter of 2023.

Average Q3 2023	Variance Vs Q2 2023	Variance Vs Q3 2019
RM40.86	1.63%	17.26%

**Average spending per shopper is calculated with the assumption of conversion rate at 30%.*

THE CURRENT SITUATION OF THE AIR TRAVEL AND RELEVANT FACTORS AFFECTING:-

- The widely expected wave of Chinese visitors has turned out to be a trickle in the face of high travel costs and insufficient flights.
- Malaysia is actively considering the possibility of granting visa-free entry to China citizens, offering them the opportunity to explore the country without the need for a visa. If the aforesaid has been granted, we strongly believe a substantial increase of travellers.
- SENIOR tourism has been on the rise recently, with a growing number of elderly travellers choosing Malaysia as their preferred destination, according to local tourism players. The trend can be attributed to several factors including Malaysia's diverse attractions, healthcare facilities and efforts to cater to the specific needs of senior travellers.
- More Asian travellers to Malaysia will enjoy a seamless digital payment experience. By the end of this year, users of five leading Asian e-wallets, including AlipayHK (Hong Kong SAR), GCash (Philippines), Kakao Pay (South Korea) and TrueMoney (Thailand), will be able to use cashless payments when they travel to Malaysia with Alipay+.

KLIA 2 - New Tenants - LEVEL 1



XFACE

OPENING NOW


gateway
@klia2®
The Shopping Mall with Airport

FOR PRIVACY FOR MEETING FOR GATHERING
FOR CREATIVITY FOR STUDY FOR WAITING

xbace.com.my



Segi Astana Sdn Bhd (916663-H)
(an incorporated joint venture company between WCT Berhad & Malaysia Airports Holdings Berhad)

KLIA 2 - New Tenants - LEVEL 2



MAMA MEE YAH



TORII EXPRESS



COCOLICIOUS



TUNE TALK



CONSTANT PHARMACY



BARNSBERRY



KLIA 2 - New Tenants - LEVEL 3



YOUNG SANNA MEE



ORIENTAL KOPI



GAJETO



THE TASTE OF TIME



Retail Malls- Business and Marketing strategies



1. 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



2. Continued to work with local government and museums to feature pop up exhibitions to educate shoppers and bring in footfall to the mall.

Example

- *Pameran Warna-Warni Busana Malaysia at PMPJ (16 August - 17 September 2023)*
- *Majlis Pelancaran Inisiatif Payung Rahmah Bersama Zero Healthcare Sdn Bhd at PMJB (15 July 2023)*

Retail Malls - Business and Marketing strategies



3. Organized festive and cultural campaigns that included workshops and performances to engage local communities and drive traffic to the mall.

Example

- *Season of Reunion - Mooncake festival at PMPJ & PMJB, 1 Sept - 29 Sept 2023)*

Retail Malls- Business and Marketing strategies



4. Organized WCT Malls inaugural tenant get together to foster good tenant and landlord relationship.

Example

- *Dusun in the City*
 - PMPJ @ 18 August 2023
 - PMJB @ 24 August 2023



Retail Malls - Business and Marketing strategies



5. 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



6. Initiated 'Retailer Radar' a quarterly e-newsletter for tenants to keep them updated On the on-goings of the malls

First issue : July 2023

Second issue : October 2023

Upcoming issue : January 2024

Link to latest Retailer Radar (October Issue)

<https://r.host10.ebuzzzz.com/mk/mr/sh/633WRYGHGi3hDlohg70Vf1d/S7jEyihJBw9d>

Retail Malls - Business and Marketing strategies



7. Activated group wide sales driven campaigns to encourage spending and footfall to tenant outlets.

Example:

1. Voucher Bonanza Sale 10.0 (7 April - 6 July 2023)
2. Voucher Bonanza Sale 11.0 (15 Sept - 31 Oct 2023)
3. Eat More Save More (1 July - 31 October 2023)



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, a Visa card, a passport, a camera, sunglasses, a paper airplane, and a coffee cup, all set against a light blue background with decorative stars and swirls.

8. 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



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



10. To maintain strong landlord & tenant relationship.

Retail Malls

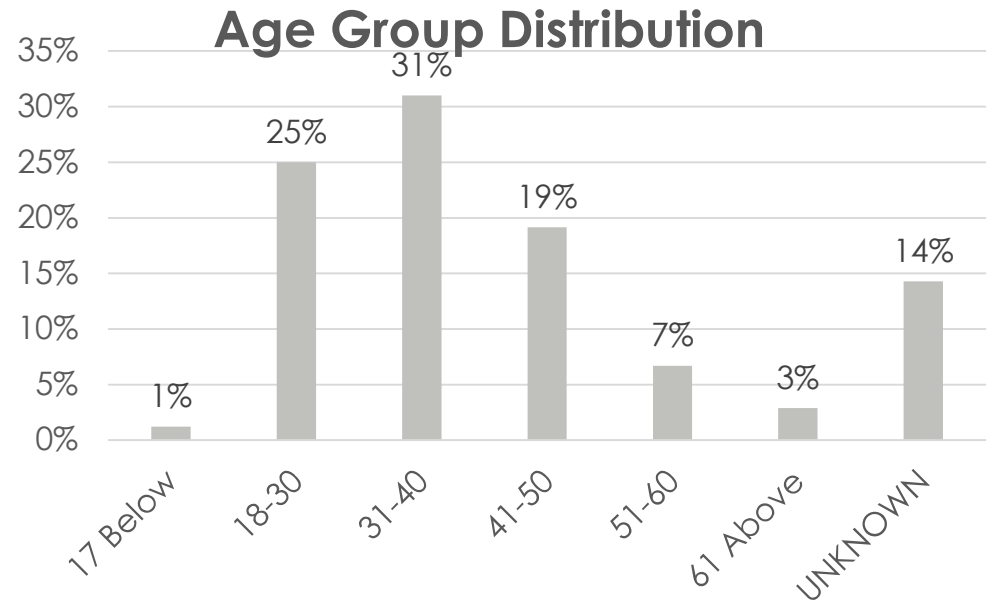
As at 30 Sept 2023



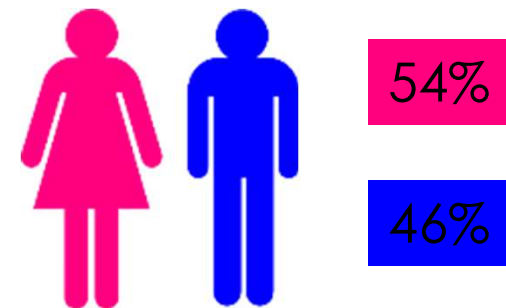
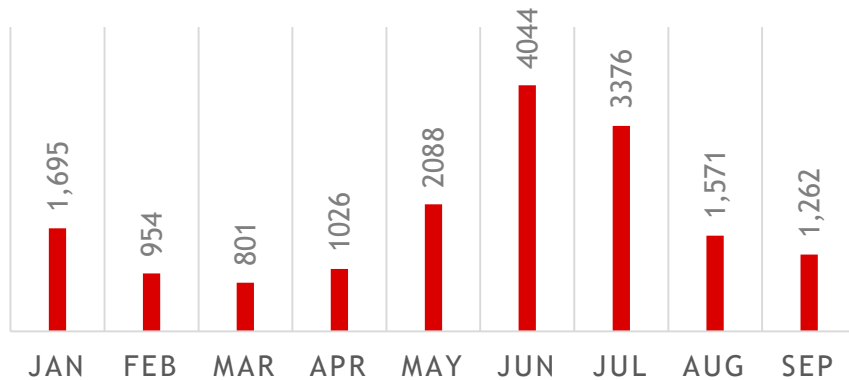
55,591
Portfolio Member Base



16,817
New Members



■ Total New Signup in 2023





Q&A





Thank You