



WCT Holdings Berhad

■ QUARTERLY PRESENTATION- 3rd Quarter 2024

Key Shareholding as at 15 Nov 2024



23.2%

9.8%

15.4%

51.6%

Tan Sri Lim
Siew Choon

Amanah
Saham

Foreign
Shareholders

Others

15.08.24	25.6%
15.05.24	25.6%
15.02.24	25.6%

10.9%
11.1%
11.1%

12.8%
6.5%
6.3%

50.7%
56.8%
57.0%



Financial Highlights

Segmental Results Q3 2024 (3 months)



	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	226.6	139.8	71.1	437.5
Profit from operations	(7.7)	12.9	219.9	225.1
Share of results of associates	0.4	5.1	-	5.5
Share of results of joint ventures		(2.7)	11.5	8.8
Finance costs				(39.0)
Taxation				(5.0)
Profit for the period				195.4
Holders of Perpetual Sukuk				(22.8)
Non-controlling interest				0.6
Net Profit				173.2

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Segmental Results YTD 3Q 2024 (9 months)

	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	699.7	384.3	197.2	1,281.2
Profit from operations	34.8	36.9	284.1	355.8
Share of results of associates	-	22.8	-	22.8
Share of results of joint ventures	-	(6.1)	26.3	20.2
Finance costs				(113.1)
Taxation				(21.0)
Profit for the period				264.7
Holders of Perpetual Sukuk				(46.8)
Non-controlling interest				2.7
Net Profit				264.7

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Debt to Equity (DE) Ratio



	As at 30 Sep 2024 RM'mil	As at 31 Dec 2023 RM'mil
Total bank borrowings	3,478	3,093
Cash & bank balances & fixed deposits	(486)	(415)
Net borrowings	2,992	2,678
Shareholders equity (including Perpetual Sukuk & non-controlling interest)	3,644	3,687
Gross DE ratio	0.95	0.84
Net DE ratio	0.82	0.73



Engineering & Construction

Ongoing Projects/ Outstanding Order Book as at 30 Sep 2024



	Expected Completion	Outstanding RM'mil
Pan Borneo Highway (66km highway from Sungai Arip Bridge to Bintulu Airport Junction)	2024	77
West Coast Expressway (Shah Alam Expressway Interchange to NKVE/FHR2 Interchange)	2024	13
Elevated Highway (Sprint Highway/Jalan Maarof to Jalan Semantan)	2024	19
LRT3 GS03 & GS02 (guideway, stations, park & ride, ancillary buildings & other associated work)	2024	24
Jetty extension of Sapangar Bay Oil Terminal	2024	9
Expansion of Sapangar Bay Container Port (60% share)	2026	436
PLUS Senai-Sedenak Package A	2027	246
Kwasaland WPC-02	2027	212
Total - Local Civil & Infrastructure		1,036 (35%)
Pavilion Damansara Heights - Phase 1 (Superstructure)	2025	155
Pavilion Damansara Heights - Phase 2 (Superstructure)	2027	909
Hotel & Office, TRX - HOTP01 (Superstructure)	2025	16
Retail Mall, PNB	2025	184
Kota Bharu Airport, Kelantan	2025	143
Total - Local Buildings		1,407 (48%)
Total External Projects		2,443 (83%)
Internal building - Edison West and Edison East, W City Larkinton JB	2027/TBA	489 (17%)
Total		2,932 (100%)

List of Tenders Submitted/Pending Submission (15 Nov 2024)



	RM' mil
Civil & Infrastructure	> 12,000
Building Works	> 1,000
Total	> 13,000



Property Development

Property Development - Snapshot



2024 Revenue

Q1 : RM 118 mil
Q2 : RM 127 mil
Q3 : RM 139 mil
YTD : RM 384 mil

2024 Profit Before Tax

Q1 : RM 2 mil
Q2 : RM 10 mil
Q3 : RM 0 mil
YTD : RM 12 mil

2024 Property Sales

Q1 : RM 265 mil
Q2 : RM 314 mil
Q3 : RM 269 mil
YTD : RM 848 mil

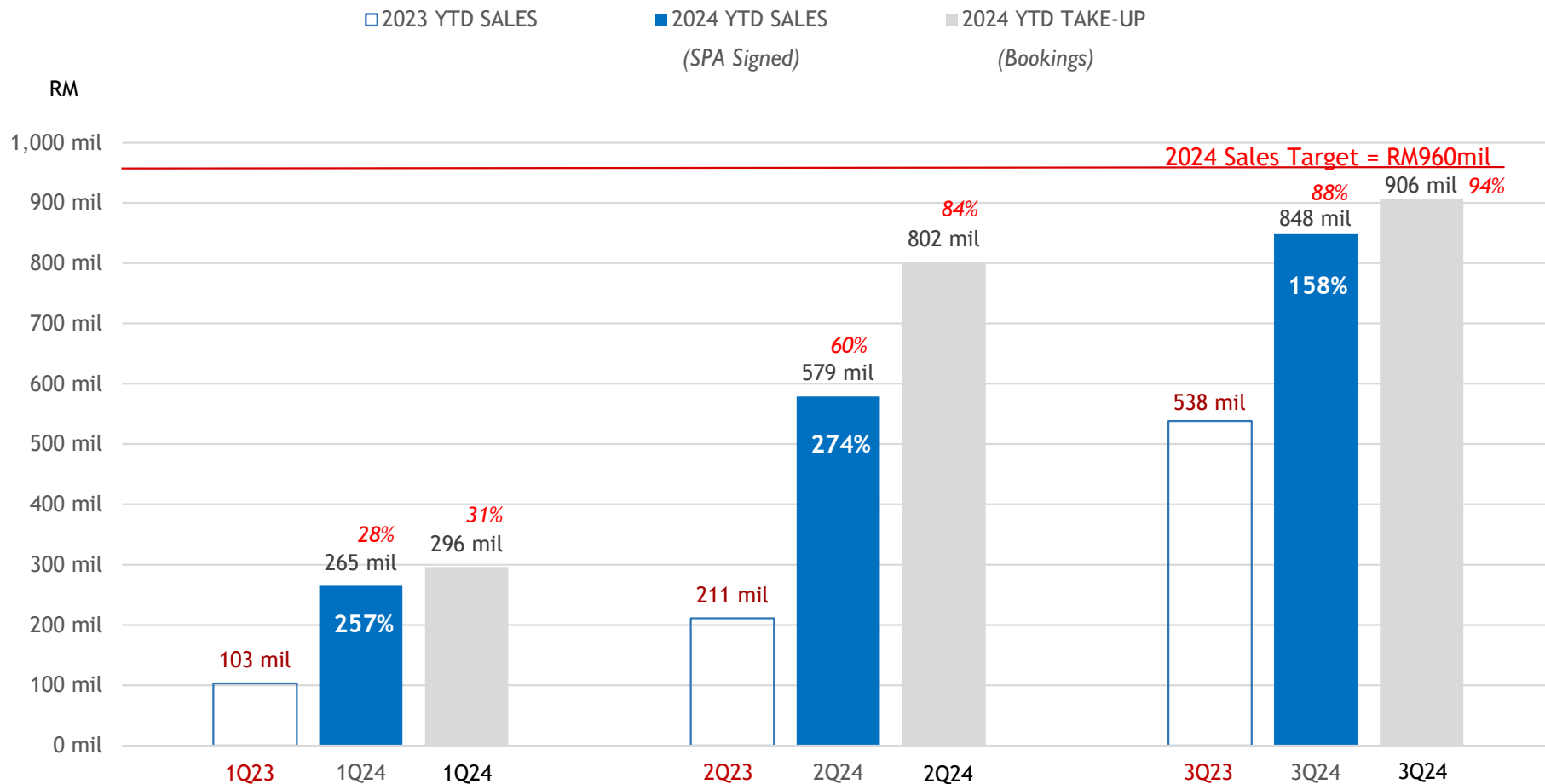
Total Unbilled Sales (based on SPA price)

RM 1,046 mil (as at 24 Nov 2024)

Unsold Completed Inventories

RM 98 mil (as at 30 Sep 2024)

Property Development - Q-O-Q Sales Performance

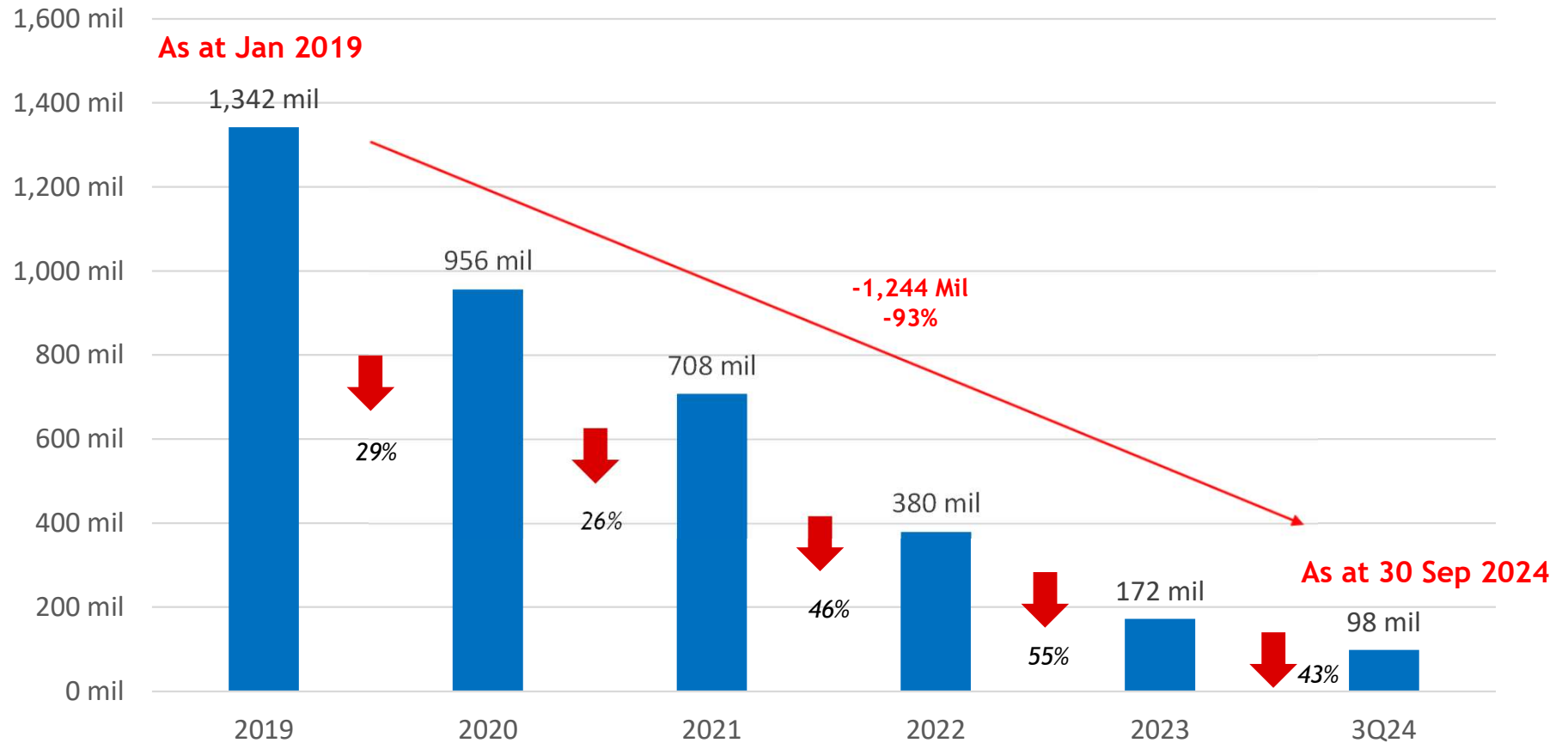


Remark: Adison West @ W City Larkinton, JB launched in Mar, 2024
 % in red is calculated based on sales against sales target
 % in white is calculated based on sales Q-O-Q

Property Development - Clearing of Inventories (GDV)

Inventory Reduction 2019 - 2024

RM



Completed Inventories (as at 30 Sep 2024)

TYPE		LOCATION	BAL UNIT(S)	BAL GDV (RM' mil)
1	Office	Klang	2	10.3
2	Affordable Apartment (RSKu)	Klang	1	0.3
3	Service Apartment	Kelana Jaya	3	3.8
4	Service Apartment	Shah Alam	1	0.8
5	Condominium	OUG	40	58.9
6	Service Apartment	Medini, JB	21	22.9
7	Service Apartment	JB	1	0.9
TOTAL =			69 units	RM97.9 mil

Note:

1) Bal Unit = SPA Unsigned

Sales & Marketing Strategies

1. Continuous opening and expansion of new sales channels.
2. Intensify product exposure on digital platforms/social media/giant LED screen for brand presence/awareness and leads generation.
3. Increase WCT Land branding initiatives via:
 - a) CSR and sponsorships for sustainability goals.
 - b) Win property awards to increase brand awareness and recognition.
4. Participate in property road shows & exhibitions.
5. Participate in brand collaboration events with business partners, bankers and merchants.
6. Organize events at sales galleries.
7. Promote attractive sales campaigns:
 - a) Easy Entry Property Purchase
 - b) Festive promotional incentives
 - c) Buyer-Get-Buyer, Buyer-Repeat-Purchase and Staff Purchase programs to encourage re-investment & internal sales.

On-going Property Projects



Adison West, W City Larkinton Johor Bharu

Description	Residence	Shop	Total
Units	1,024	37	1,061
Estimated GDV	RM451m	RM100m	RM551m

Launch Date Mar 2024

Sales Take-up 79%

Exp. Completion Q2 2028

Launched TC and TD = Q1 2024

Launched TA and TB = Q2 2024

(% on units)



On-going Property Projects



Pavilion Mont' Kiara, Kuala Lumpur

Description 341 units

Estimated GDV RM832 million

Launch Date Aug 2023

Sales Take-up 97%

Exp. Completion Q3 2027

(% on units)



On-going Property Projects



Adenia Apartment, Bandar Parklands, Klang

Description 181 units of Apartment

Estimated GDV RM67 million

Launch Date Aug 2022

Sales Take-up 100%

Exp. Completion Q2 2025

(% on units)



Maple Residences, W City OUG @ Kuala Lumpur

Description 940 units of Condominium

Estimated GDV RM859 million

Launch Date
Nov 2020 - TA (303 units, RM236 mil)
Apr 2021 - TB (295 units, RM271 mil)
Dec 2021 - TC (342 units, RM352 mil)

Sales Take-up
TA : 94% | TB : 81% | TC : 61%
Overall : 78%

Exp. Completion Q2 2025

(% on units)

Future Property Projects (Planned Launch 2025)



Planned LAUNCHES				
PROJECT	W City Larkinton (Adison EAST - Resi)	W City Larkinton (Adison SHOP - Comm)	W City OUG (K1-4 Resi)	TOTAL
UNITS	896	32	T1: 606	1,534
ESTIMATED GDV	RM485 m	RM101 m	RM470 m	RM1,056 m

Land Bank (future development and for sale as at 30 Sep 2024)



	LOCATION	DEVELOPMENT TYPE	LAND AREA (ac.)
1	W City OUG @ KL	Mixed	41
2	Bukit Tinggi 1,2 & 3, Klang	Mixed	68
3	Medini Iskandar, Johor	Mixed	39
4	Inanam, Kota Kinabalu	Residential	29
5	Sungai Buloh	Commercial	2
TOTAL =			179













Property Investment & Management



Retail Malls

Retail Malls

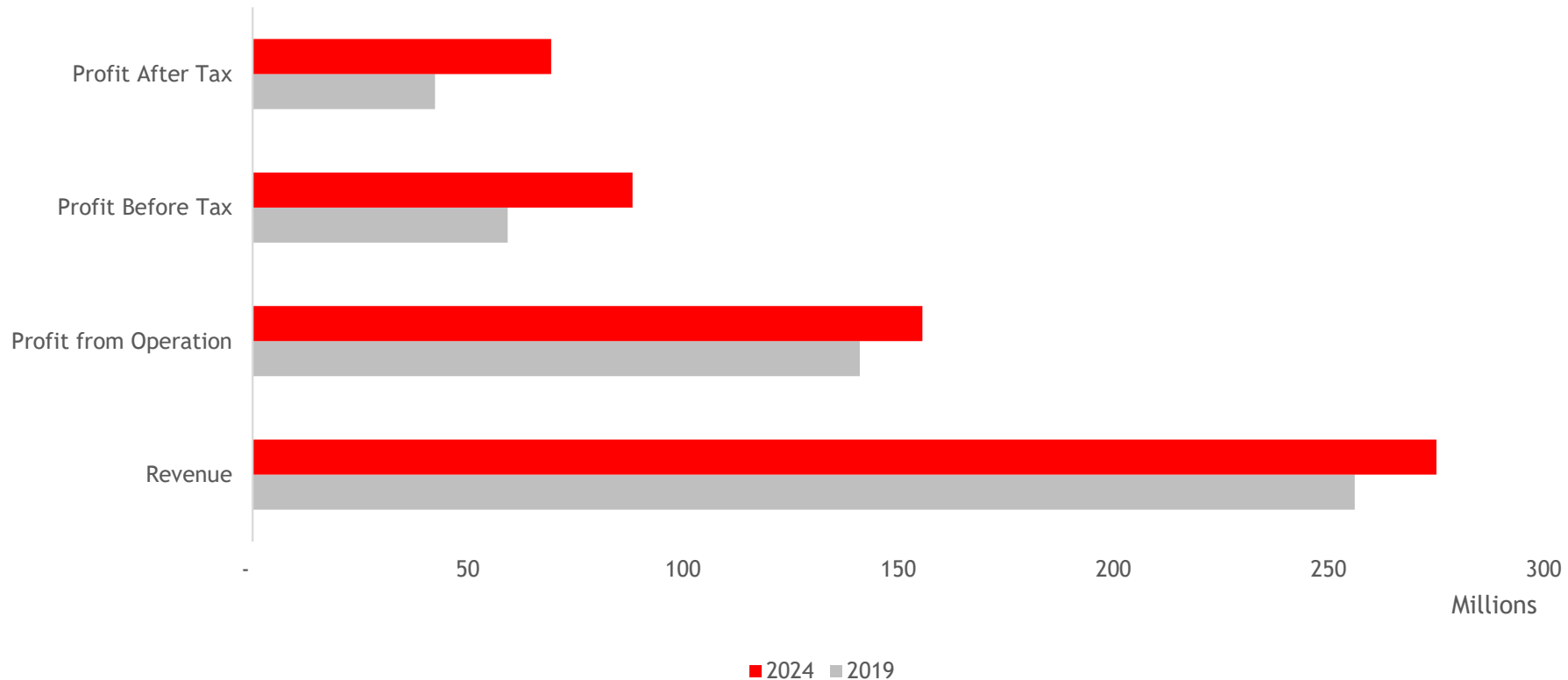
	Bukit Tinggi Shopping Centre	Paradigm Mall, Petaling Jaya	gateway@klia2, Sepang	Paradigm Mall, Johor Bahru	Subang Skypark
					
Occupancy rate	100%	98%	96%	98%	89%
Opening Year	2007	2012	2014	2017	Acquired Apr18
WCT Ownership	100.0%	70.0%	53.0%	100.0%	60.0%
Retail Lettable Area	1,000,950 sq ft GLA	680,000 sq ft	378,000 sq ft	1,296,000 sq ft	81,400 sq ft
No. of Car Parks	3,343	3,206	5,815	3,370	553
Selected Tenants					

Retail Malls - Overall Financial Performance

YTD September 2024 Vs YTD September 2019



RETAIL MALLS FINANCIAL PERFORMANCE YTD September 2024 Vs YTD September 2019



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



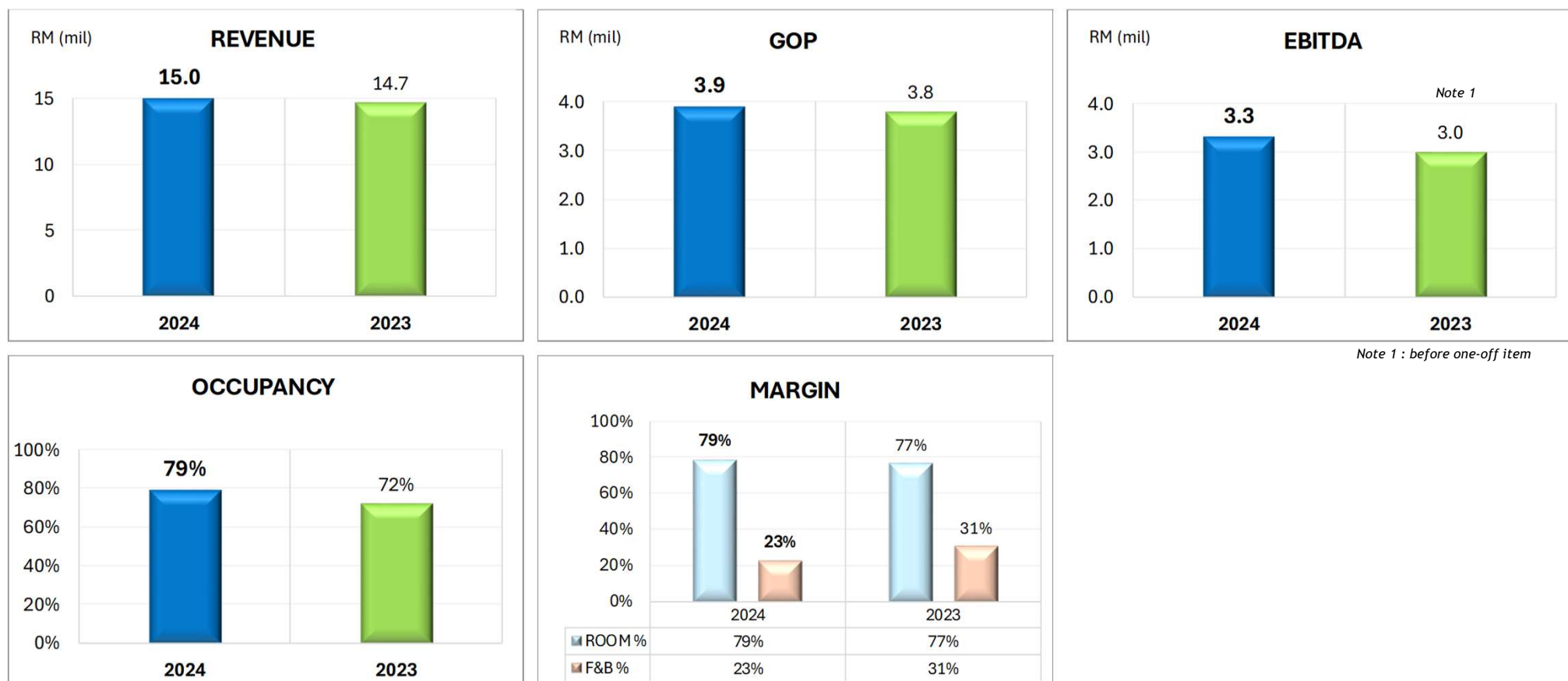
Hospitality

Hospitality - Le Meridien Petaling Jaya

Overview of Performance (Q3 2024)



Q3 2024



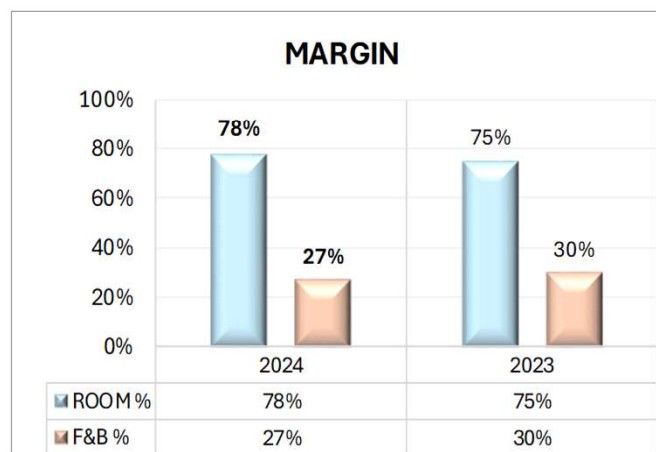
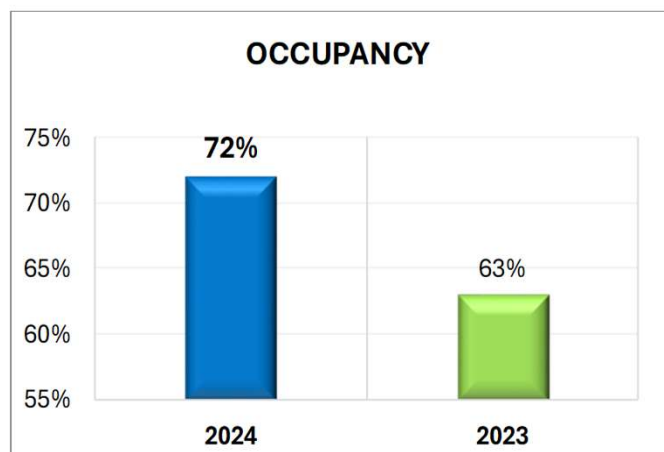
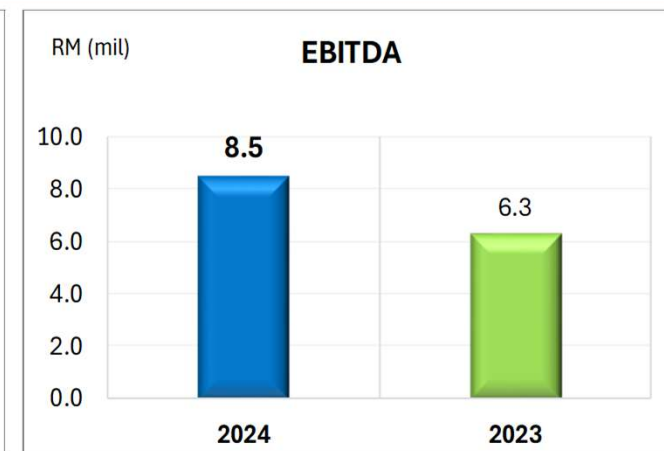
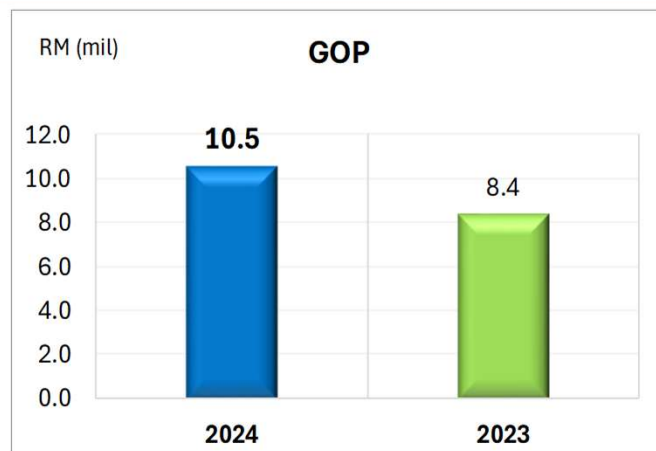
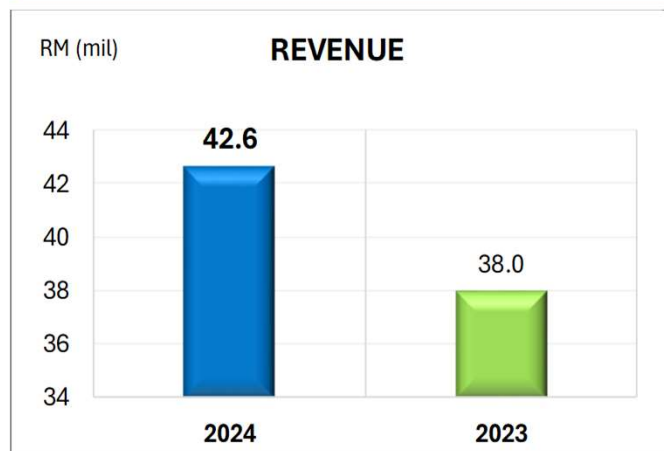
While revenue for Q3 2024 registered a 2% growth compared to Q3 2023, GOP improved by 3% and EBITDA improved by 10% vs Q3 2023, due to higher contribution from the rooms segment and improvement in rooms margin from 77% to 79% in Q3 2024, this is however partly offset by the decline in F&B margin. Both rooms occupancy rate and ADR had improved by 7% compared to the same period last year.

Hospitality - Le Meridien Petaling Jaya

Overview of Performance (YTD 2024)



YTD 2024



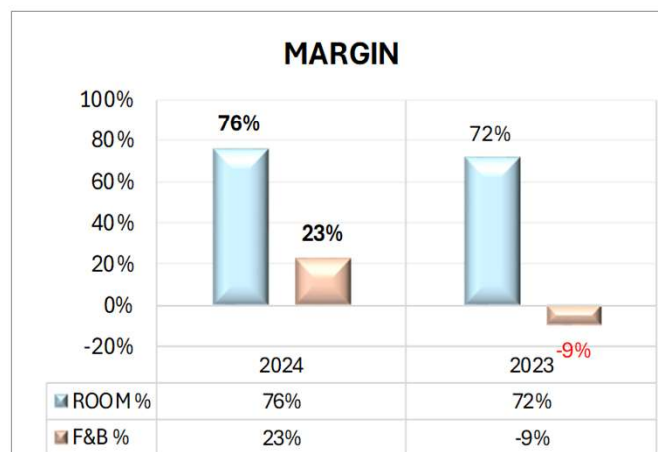
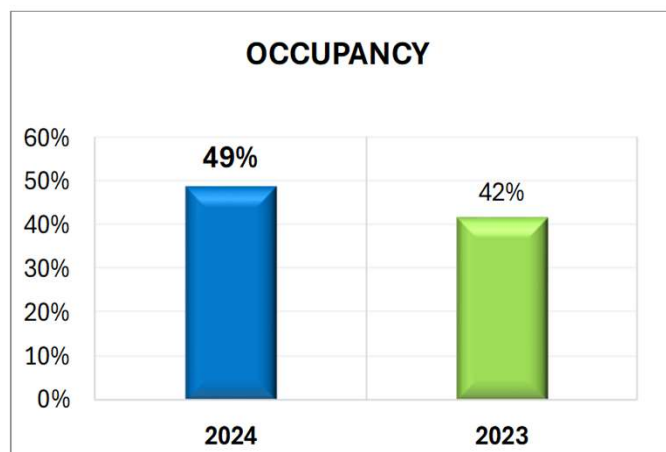
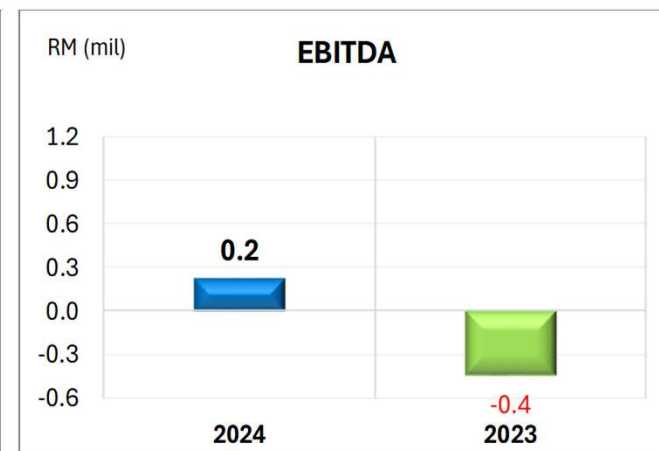
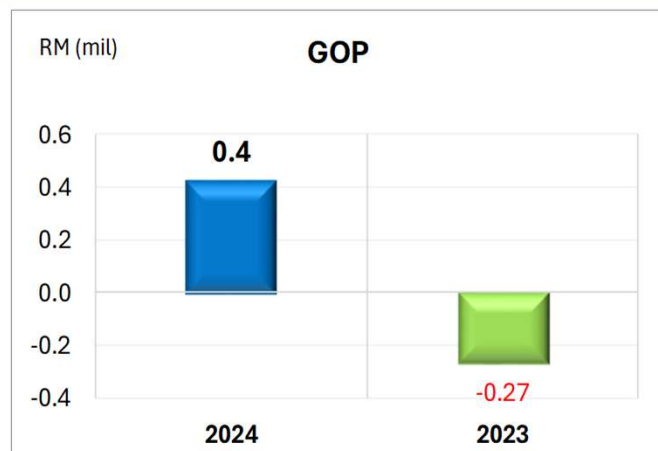
YTD September 2024 revenue surged by 12% compared to the same period last year, signaling strong growth potential and effective sales strategies. YTD September 2024 GOP showed a 25% increase and EBITDA also improved by 35% compared to the same period last year, indicating better rooms performance coupled with better operational and cost efficiencies

Hospitality - Premiere Hotel, Klang

Overview of Performance (Q3 2024)



Q3 2024



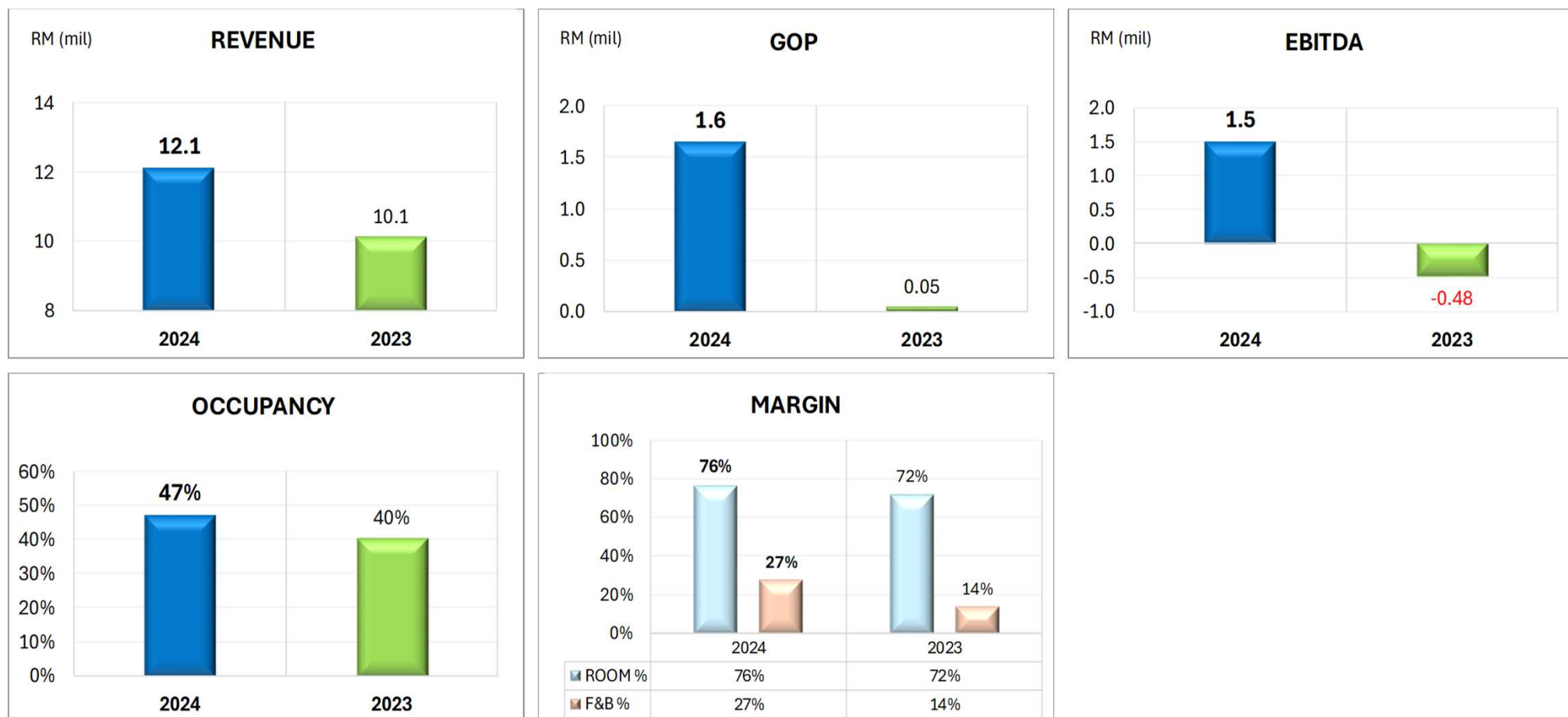
Q3 2024 demonstrated a significant improvement with a 31% increase in revenue compared to Q3 2023. Both GOP and EBITDA have also improved significantly and turned positive in Q3 2024. These improvements are largely attributed to the improved rooms and F&B margins, up by 4% and 32% respectively. Improvements in both occupancy rate and ADR are results of effective sales strategies as well as better cost controls.

Hospitality - Premiere Hotel, Klang

Overview of Performance (YTD 2024)



YTD 2024



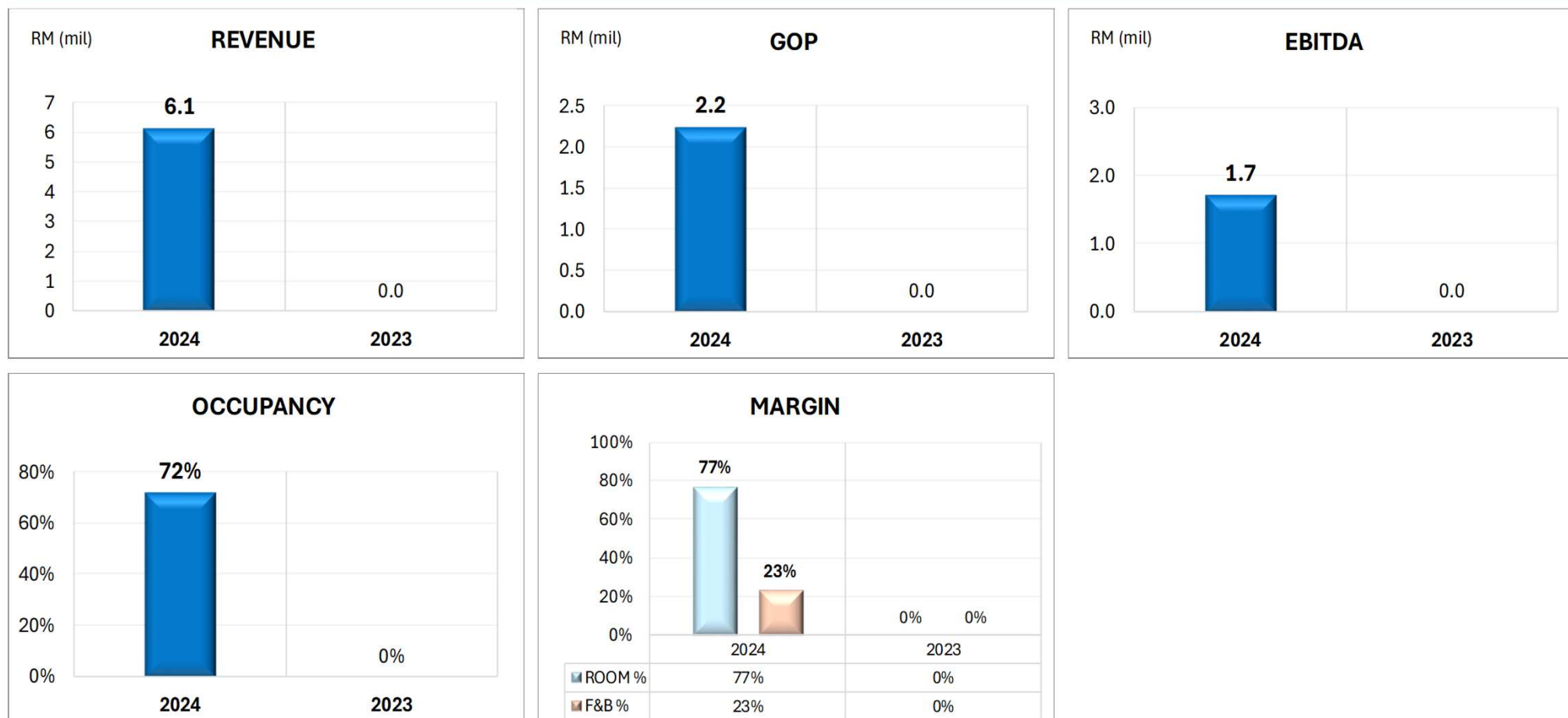
YTD September 2024 revenue surged by 20% compared to the same period last year, resulting in both GOP and EBITDA turning positive compared to a year ago. This improvement is due to the enhanced profit margins from both rooms and F&B segment. Room occupancy continues to show an upward trend with a 7% growth on a YTD September basis, together with a higher ADR than a year ago.

Hospitality - Hyatt Place, Johor Bahru

Overview of Performance (Q3 2024)



Q3 2024



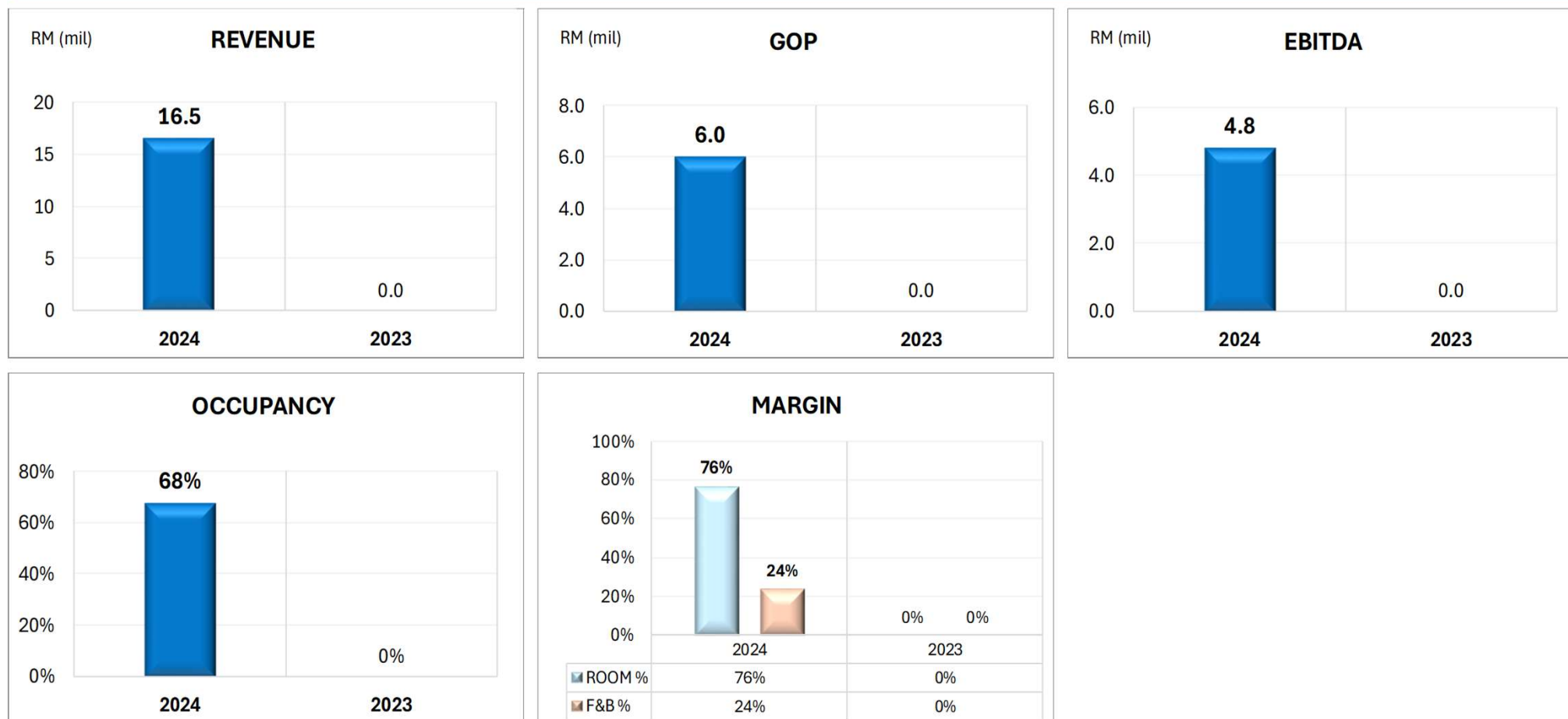
Q3 2024 recorded the highest revenue in a quarter with RM6.1mil, GOP of RM2.2mil and EBITDA at RM1.7mil, the highest recorded since the hotel's opening in November 2023. Occupancy rate registered for Q3 2024 was 72%, largely contributed by strong demand from the Singapore tourist's market.

Hospitality - Hyatt Place, Johor Bahru

Overview of Performance (YTD 2024)



YTD 2024



Revenue achieved for YTD September 2024 was RM16.5mil with GOP at RM6.0mil and EBITDA at RM4.8mil. YTD September 2024's occupancy rate was 68%. Rooms margin was at 76% while F&B margins at 24%.



Retail Malls Outlook & Business and Marketing Strategies

Retail Malls - Paradigm Mall PJ - Business Outlook

RETAIL OVERVIEW FOR PMPJ

BUSINESS OUTLOOK

- Average occupancy rate remains resilient at 98% in 3Q2024
- New tenants which opened in 3Q2024 in PMPJ include :-
 - Foong Woh Tong
 - Faizal Kong Mee Tarik
 - Biiyonze Yogurt
 - Mr. Croffle
 - Vicked Good Plant Based
 - BlackBixon Café
 - Yong Sheng
 - Sheshine
 - Richeese Factory
 - Nine Dragon Café
 - Repairing Point
 - Gintell

Retail Malls - Paradigm Mall PJ New Tenants



LG-35(P), Foong Woh Tong



LG-62(P), Faizal Kong Mee Tarik



LGK-08 (P), Biiyonze Yogurt



LGK-09 (P), Mr. Croffle

Retail Malls - Paradigm Mall PJ New Tenants



LGK-10 (P), Vicked Good Plant Based



CF-09 & CF-09(ES) BlackBixon Cafe



CF-63(P) Yong Sheng



GF-08 Sheshine

Retail Malls - Paradigm Mall PJ New Tenants



UG-41 F.O.S (relocation)



2F-13 Richeese Factory



2F-15 Seoul Garden (relocation)



2F-21 Nine Dragon Café

Retail Malls - Paradigm Mall JB Overview for The Third Quarter of 2024



THE RETAIL OVERVIEW FOR PMJB

BUSINESS OUTLOOK

- Average occupancy rate remains resilient at 98% in 3Q2024
- New tenants which opened in 3Q2024 in PMJB include :-
 - Cha Tra Mue
 - Switch
 - Roll On
 - High Culture
 - Sacree Scents Artisan
 - Chucky Cat Café
 - Hot & Roll
 - New Lock Service
 - 3Cat
 - Turbo
 - Tata & Friends
 - AD Jeans
 - Lai Kee Hainanse Chicken Rice
 - KKV
 - M&B
 - Akaka Cendol

Retail Malls - PMJB New Tenants



Cha Tra Mue



Switch



Roll On



High Culture

Retail Malls - PMJB New Tenants



Sacree Scents Artisan



Chucky Cat Cafe



Hot & Roll



New Lock Service

Retail Malls - PMJB New Tenants



3Cat



Turbo



Tata & Friends



AD Jeans

RETAIL OVERVIEW FOR GATEWAY@KLIA2

1. No. of Flights slightly increased by 4.44% compared to the 2nd quarter of 2024.

Total 2Q of 2024	Total 3Q of 2024	Variance	Variance in %
39,235	40,977	1,742	4.44%

2. Car Park revenue slightly increased by 0.81% compared to the 2nd quarter of 2024.

Total 2Q of 2024	Total 3Q of 2024	Variance	Variance in %
RM10,457,414	RM10,542,566.90	RM85,153	0.81%

3. Food Court collections slightly increased by 6.41% compared to the 2nd quarter of 2024.

Total 2Q of 2024	Total 3Q of 2024	Variance	Variance in %
RM4,511,854.40	RM4,800,923.30	RM289,069.00	6.41%

KLIA 2 - New Tenants - LEVEL 2



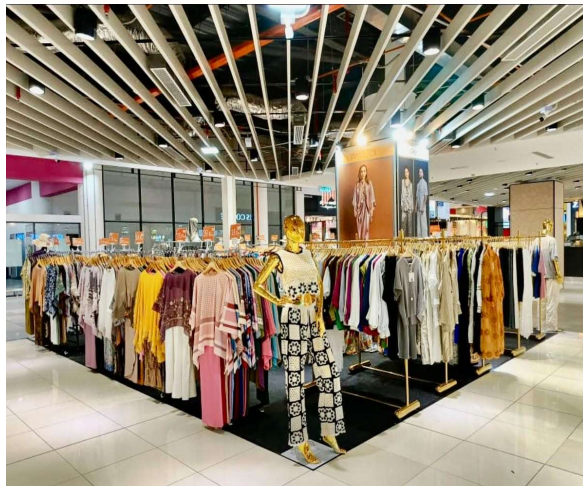
3CAT



VERONA HILLS



GINTELL REST & GO



PANGOI



TUFF



EURONET (ATM)



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

KLIA 2 - New Tenants - LEVEL 2M



SIAM OASIS

KLIA 2 - New Tenants - LEVEL 3



ICHIBAN RAMEN



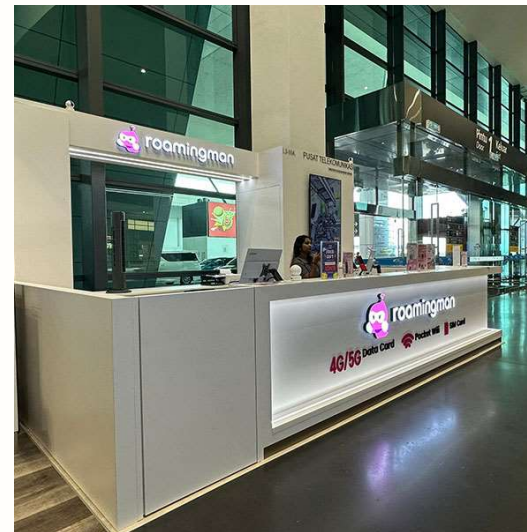
PARIS BAGUETTE



POTATO CORNER



TOY WORLD



ROAMINGMAN

Retail Malls- Business and Marketing strategies



1. Partnering with 8TV (only PMPJ) and inviting the local community to celebrate the Mid-Autumn Festival with a lively lantern parade. The collaboration aims to bring families together to enjoy the cultural heritage of the festival. The event also featured lantern making contest, traditional performances, marketplace and community activities.

Retail Malls - Business and Marketing strategies



2. WCT Malls and Alliance Bank have partnered to enhance the shopping experience for the community by rewarding shoppers and members of the WCT Buddy App. Through this collaboration, Malaysians can enjoy more savings - simply apply for and use the new Alliance Bank Visa Credit Card to receive up to RM500 e-vouchers.



Retail Malls - Business and Marketing strategies



3. Activated various tactical events in-mall on weekend basis to drive more footfall and tenants' sales. Some of the key highlights for respective malls as per listed below:-

- a. *Paradigm Mall PJ - Pinkfong Baby Shark Inflatable Wonderland, Charm Cheerleading Competition, Chess Tournament, City Gardening, Step by Step Dance Competition*
- b. *Paradigm Mall JB - Taekwondo & Nunchaku Competition*
- c. *gateway@klia2 - Gatorade 3 X 3 Basketball, Farm in the City, Muay Thai, Pushbike*
- d. *SkyPark Terminal - Pushbike Challenge, 3 x 3 Basketball, Street Soccer*

Retail Malls - Business and Marketing strategies



4. Activated group wide sales driven campaigns on WCT Buddy to stimulate sales at tenant outlets.

- Double Digits campaigns – 7 July, 8 August, 9 September 2024
- Voucher Bonanza Sales in partnering with Alliance Bank - 16 Sept to 15 Dec 2024
- Union Pay Cash Back – 9 Sept to 31 Aug 2025

Retail Malls

As at 30 September 2024

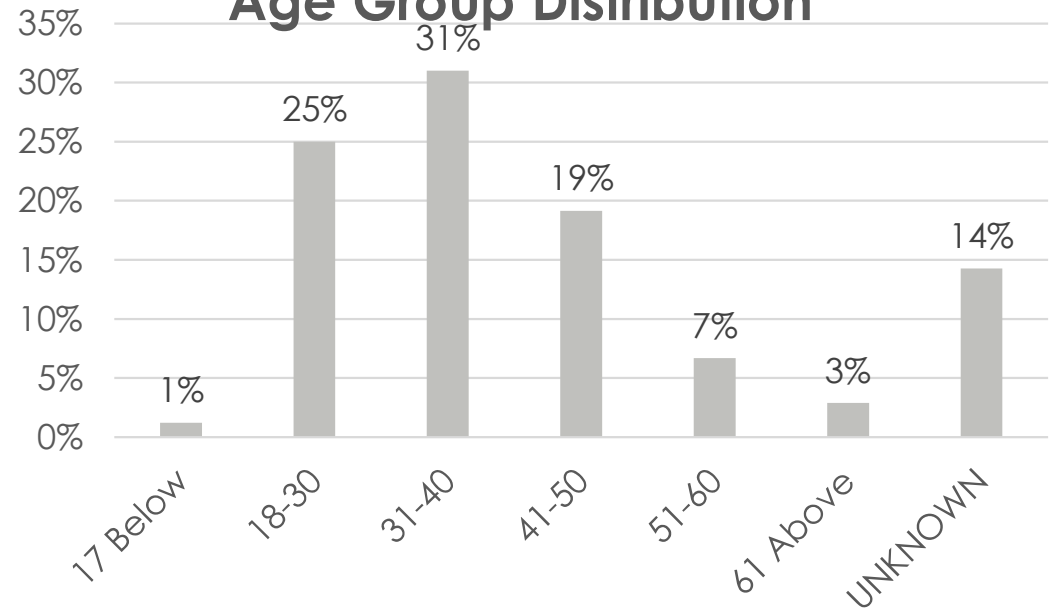


71,598
Portfolio Member Base

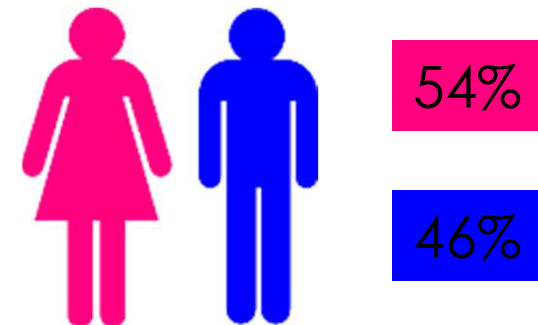
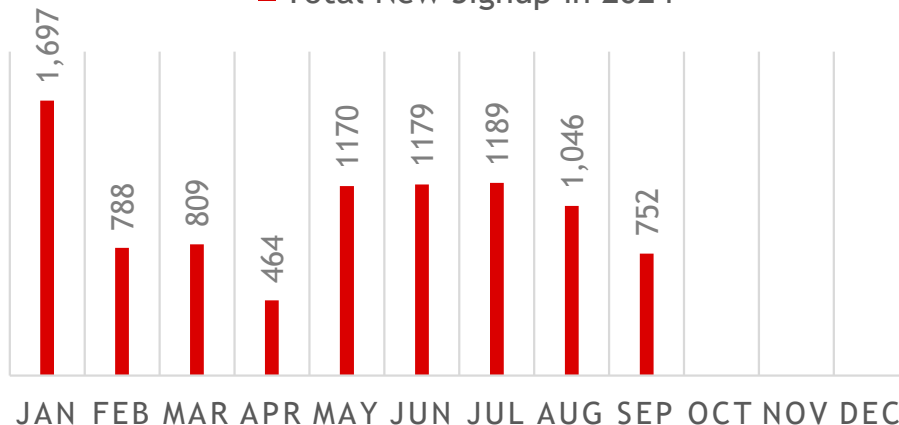


9,354
New Members

Age Group Distribution



■ Total New Signup in 2024





Thank You