



Property

LOGOS

ANALYST BRIEFING

SIME DARBY PROPERTY BERHAD | LOGOS PROPERTY
WEDNESDAY, 29 SEPTEMBER 2021





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Overview of Sime Darby Property (**“SD Property”**)

Overview of Sime Darby Property

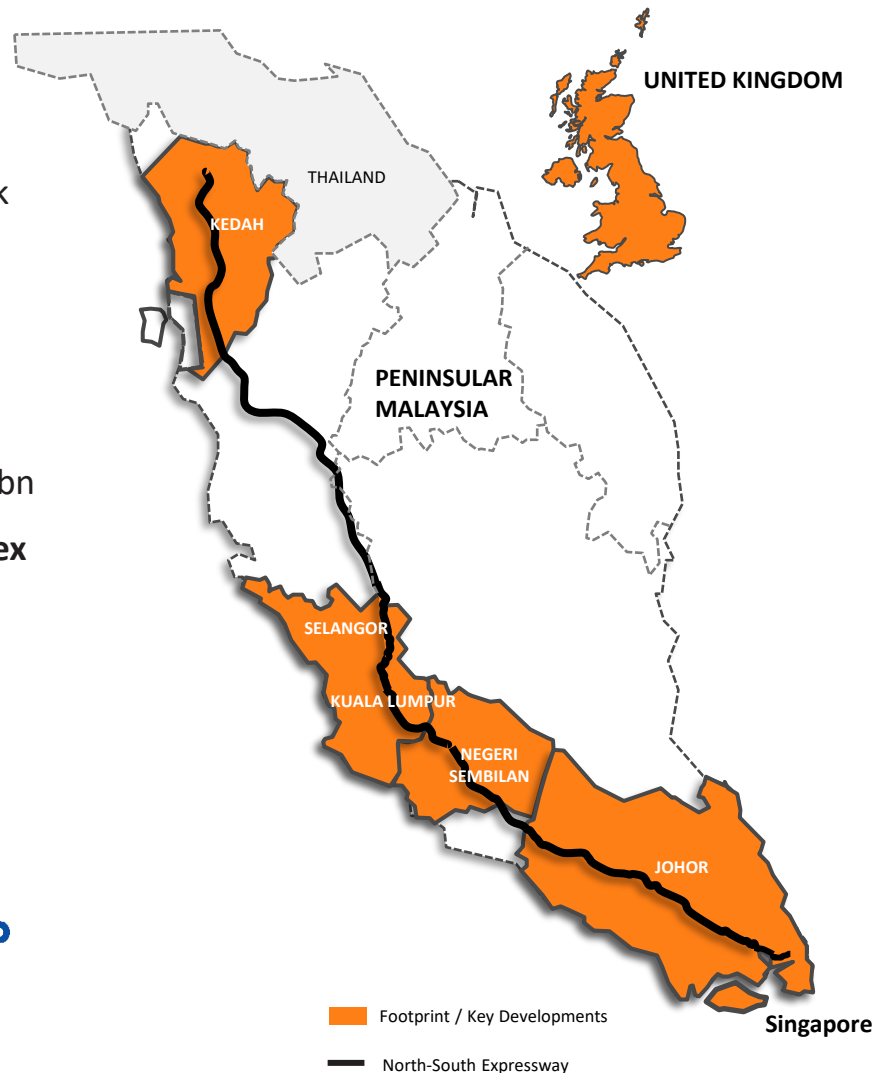
Largest Property Developer in terms of landbank in Malaysia with verticals in Investment & Asset Management and Leisure



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Intrinsic Growth Fundamentals

- Close to 50 years of track record in developing townships & communities
- Largest property developer by landbank with strategic land bank of **approx. 20,000 acres** with options for **further 20,000 acres**
- Listed on the **Main Market of Bursa Malaysia** with market capitalisation of US\$1 bn and net asset value of US\$2.2 bn
- Constituents of **FTSE4Good BURSA index and sub-indices** as well as **MSCI ESG Index** rated **BBB**
- **Rated AA+IS** and **stable outlook** on the RM4.5 billion Sukuk Musharakah programme



Property Development

24

Active townships, integrated and niche developments (including industrial & logistics)

13,266
acres

Gross acreage of ongoing remaining developable land bank with remaining gross GDV of >RM100b

6,584
acres

Acres of future developable land bank including ~1,900 acres of land to be monetised

Investment & Asset Management

~5.0
million
sq. ft.

Total Net Lettable Area owned / managed in Malaysia, Singapore and the United Kingdom

Leisure

6

Assets include 3 golf courses, a convention centre and a sports complex in Malaysia, plus a serviced residence in Vietnam

Major institutional funds as shareholders



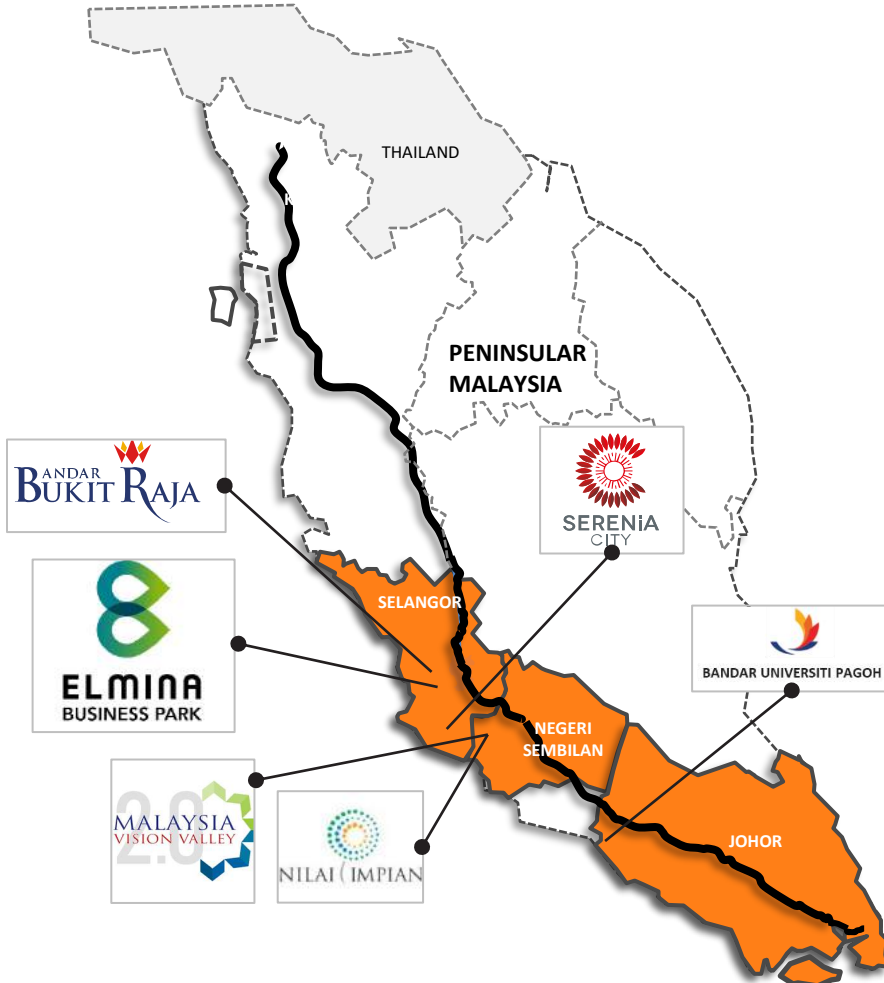
Access to Sime Darby Property's Large Industrial Landbank



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- Sime Darby Property has ~2,800 acres of available industrial land for future developments across 6 major townships.
- These townships are situated strategically along the economic corridor of the West Coast of Malaysia, with excellent infrastructure & connectivity to major ports, airports and urban / city centre populations.

Industrial Land for Future Developments Across 6 Major Townships



**486 Acres of
Available Land**



**ELMINA
BUSINESS PARK**

**~1,500 Acres of
Available Land**



**SERENIA
CITY**

**101 Acres of
Available Land**



**286 Acres of
Available Land**



NILAI (IMPIAN)

**29 Acres of
Available Land**



BANDAR UNIVERSITI PAGOH
(Pagoh Special Economic Zone)

**430 Acres of
Available Land**



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Overview of LOGOS Property

LOGOS Property Overview

A Leading Logistic Developer and Real Estate Specialist in APAC



LOGOS

Vertically Integrated Platform with a Wide Offering

Transaction Sourcing

- >US\$4.8bil transacted in industrial and commercial real estate across the Group in last 12 months
- **Proven track record** with access to off market deal flow

Development

- >US\$1.4bil of development commencements in last 12 months
- **8.9mil sqm** of logistics real estate owned and under development in LOGOS ventures

Leasing

- >2.9mil sqm of space leased to clients including Toll, DHL, Linfox, Alibaba, REC and Kerry Logistics
- **Strong regional relationships** with key logistic and warehouse occupiers

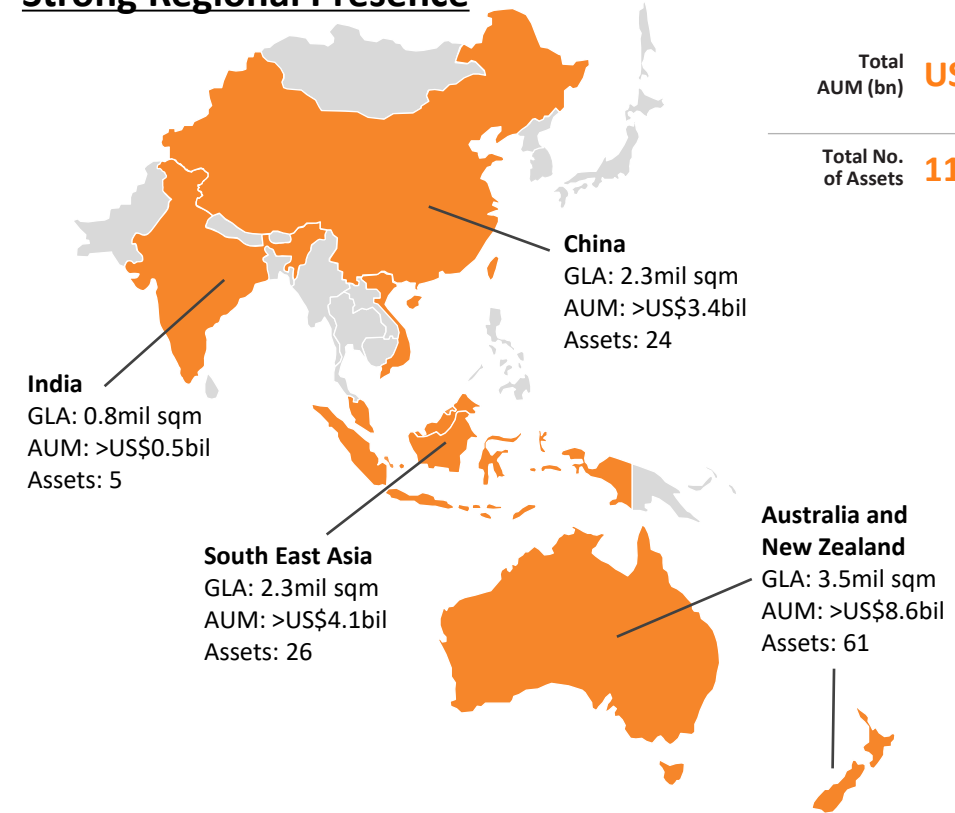
Asset Management

- **US\$17bil** AUM in existing ventures
- **Trusted manager** with high quality institutional partners

Divestment

- **Value add** delivered via strategic acquisitions and active asset management
- **18%-35% p.a. delivered IRR** on A\$1.8bil+ divestments of portfolios in Australia and China

Strong Regional Presence



Key Capital Partners



Key Tenant Customers





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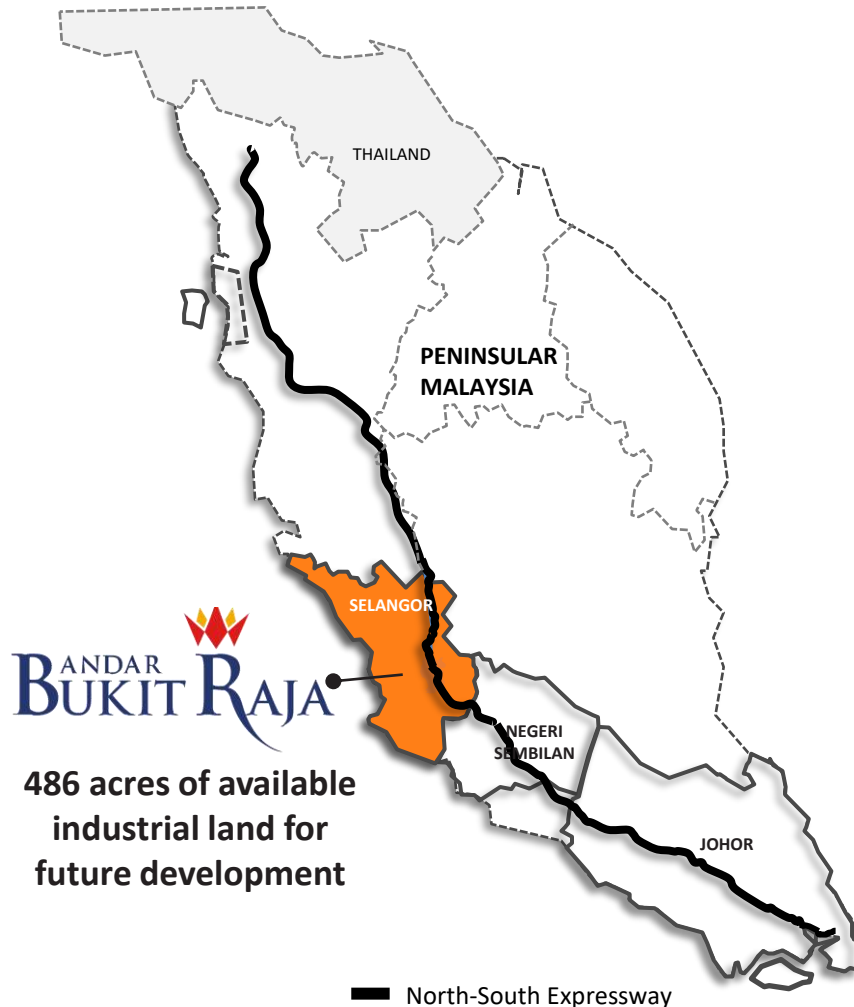
The Joint Venture

The Joint Venture

Sime Darby Property & LOGOS Property have entered into a shareholders' agreement to form a 51%:49% joint venture to establish a fund management platform focusing on developing and investing in assets primarily in the logistics sector



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Strategic joint venture to establish Industrial Development Fund

Acquiring industrial lands as well as developing industrial & logistics facilities

~8 million sqft of Gross Leasable Area on 177 acres of land in Bandar Bukit Raja

Target Product Offerings



Last Mile Delivery Hubs / Warehouses



Factories



Cold Chains / Cold Storages



Hybrids

Target Tenant / Buyer Profile



E-commerce Companies



Freight Services Provider



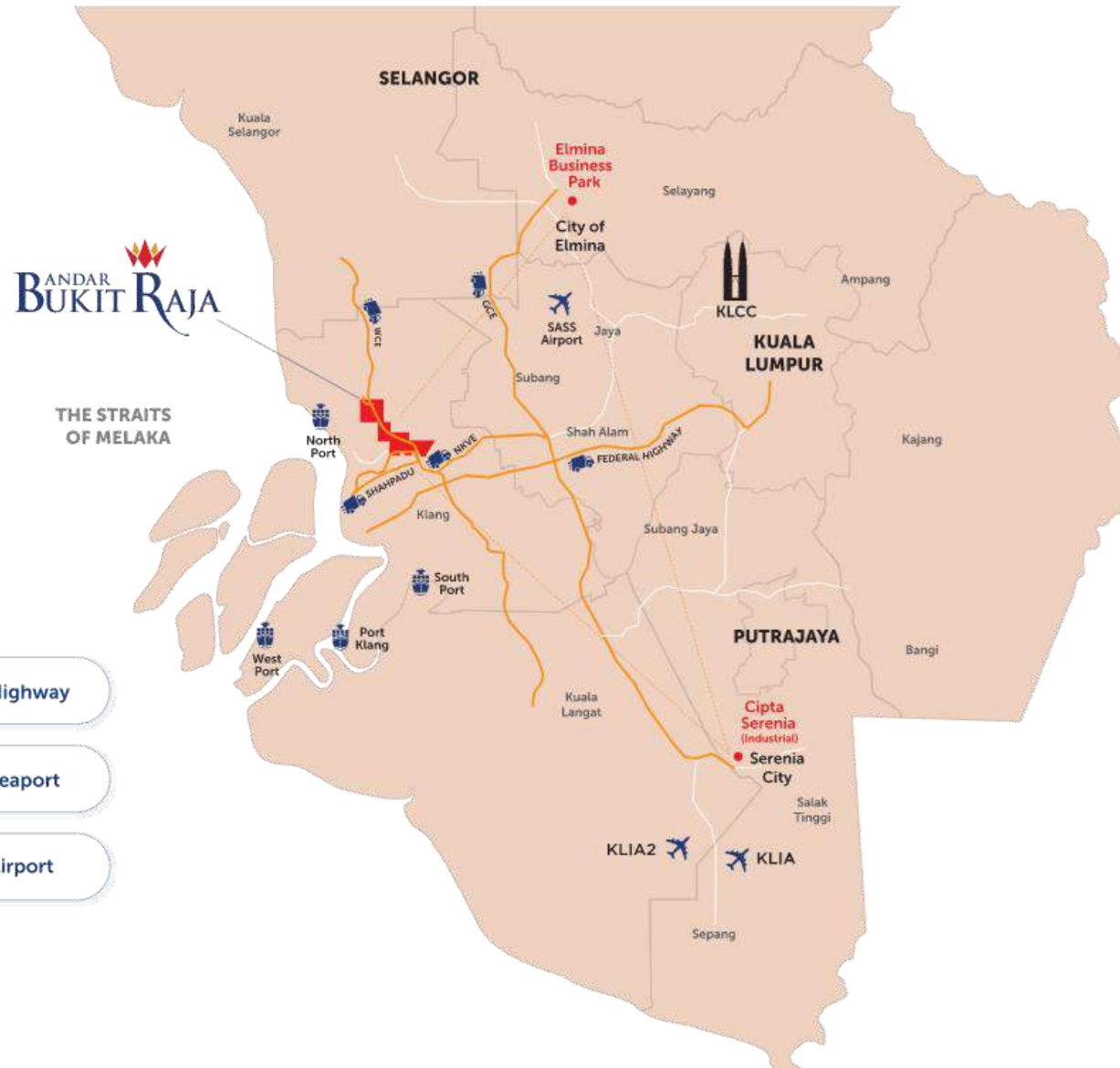
3PL Players

The Seed Project for the Joint Venture

Located at one of Sime Darby Property's most coveted townships – Bandar Bukit Raja



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Seaport centric

Located near to Port Klang giving advantage to logistics and light & medium industries



Ready Ecosystem

Proximity to City, growing urban population and strong accessibility to main highway



International Market Gateway

Established existing industrial park and support ecosystem

The Masterplan of the Joint Venture

~8 million square feet in gross leasable area of Industrial & Logistics facilities to be built on 177 acres of land in Bandar Bukit Raja, Klang, Selangor



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Development Concepts to meet clients' operational requirements

- ✓ Provisions business growth expansions to fulfill clients' needs
- ✓ Promotes sustainable, integrated logistics solutions
- ✓ Efficient layout management for single or multi-user
- ✓ Layout designs adaptable for automation

Jalan Haji Abdul Manan

Jalan Meru

West Coast Expressway
("WCE")

**The artist impression and computer-generated images are for illustrative purposes only.*

Key Development Features



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**The artist impression and computer-generated images are for illustrative purposes only.*

Emphasis on Sustainability with BCA Green Mark Certification Targets



Excellent Connectivity

- Extensive road networks
- Proximity to highway interchanges
- Availability of public transportation

Quality Materials

- Low carbon emission
- Good indoor air quality
- Recycle waste segregations

Energy Saving

- Thermal insulation
- Natural lightings
- Energy-saving lights

Water Efficiency

- Rainwater harvesting
- Water efficient fittings
- Individual submeters for multitenant facility



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Value Proposition

Value Proposition



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1

Spillover impact to the wider Klang Valley/ Selangor:

- **Job creation** for Malaysians
- Reinforcement of **the industrial-driven sectors** in the state
- Strengthen Port Klang's position as a maritime centre and logistics hub in Malaysia

2

Stimulating **Foreign Direct Investment** and creates a multiplier effect in **boosting Malaysia's Gross Domestic Product** to help sustain the country's economy at large, especially during these challenging times caused by the Covid-19 pandemic.

3

The development **will benefit local contractors, consultants and vendors** who will benefit from the development & construction works of the facilities

4

Larger pool of long-term funding to finance the land acquisition and development of the said facilities

5

Portfolio diversification and fund income generation for institutional investors in a high-yielding, defensive sector like logistics



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Q&A



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End of Presentation

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