



Q2 FY2022

FINANCIAL RESULTS

ANALYST BRIEFING PRESENTATION





Property

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H1 FY2022 Financial Highlights

Profitability increased by 41% and 75% (PBT & PATAMI) on the back of sound operational performance from all segments; first interim dividend declared amounting to RM68.0m or 1.0 sen per share



● Financial Performance Snapshot

Revenue ▲ 0.5%

RM1,095.9 million

(H1 FY2021: RM1,090.7m)

Profit Before Tax ▲ 40.9%

RM229.0 million

(H1 FY2021: RM162.6m)

PATAMI ▲ 75.3%

RM156.6 million

(H1 FY2021: RM89.3m)

● Financial Position as at 30 June 2022

Cash Position

RM820.2 million

(As at 31 Dec 2021: RM909.7m)

Total Equity

RM9,522.8 million

(As at 31 Dec 2021: RM9,506.0m)

**Net Assets per Share Attributable
to Owners of the Company**

RM1.38

(As at 31 Dec 2021: RM1.38)

Gross Gearing Ratio

38.9%

(As at 31 Dec 2021: 41.0%)

Net Gearing Ratio

30.3%

(As at 31 Dec 2021: 31.5%)

Dividend Payout

RM68.0 million

First Interim Dividend of 1.0 sen
(FY2021: 1.0 sen)

H1 FY2022 Operational Highlights

Achieved sales of RM1.9b representing 48% growth YoY; attributable to a healthy product mix within the residential and industrial segments and inventory management; poised to surpass FY2022 sales target of RM2.6b



● Sales Snapshot

Sales Achieved ▲ 47.9%

RM1.9 billion

(1,963 units sold)

H1 FY2021: RM1.3 bil

Total Bookings ▲ 60.0%

RM1.6 billion

(as at 7 August 2022)

H1 FY2021: RM1.0 bil

Unbilled Sales ▲ 88.8%

RM3.4 billion

(as at 30 June 2022)

H1 FY2021: RM1.8 bil

● Product Launches

H1 FY2022 New Launches

RM1.5 billion GDV

Average Take-up Rates*

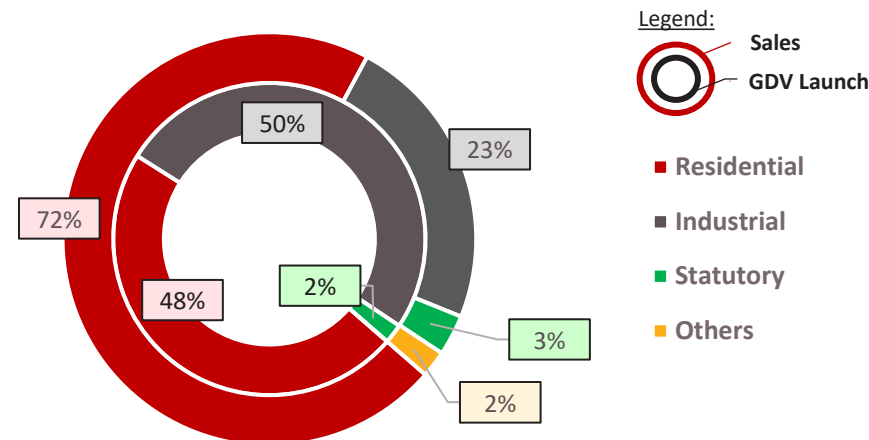
(H1 FY2022 New Launches)

- All products: 89%^
- Residential: 94%^
- Industrial: 82%

*Average take-up rates as at 7 August 2022

^ Excluding statutory

● Sales Achieved & GDV Launch Composition (H1 FY2022)



% Contribution:

- Residential: 72% (Sales); 48% (GDV launched)
- Industrial: 23% (Sales); 50% (GDV launched)



East 57, KL East

57 units | RM110.3m | June 2022

98%
take-up



Elmina Green 6, City of Elmina

116 units | RM99.6m | June 2022

99%
take-up

H1 FY2022 Highlights on Industrial & Logistics Development

Sime Darby Property and LOGOS Property JV secured 70% in capital commitment at First Close of its Industrial Development Fund



Groundbreaking Ceremony (8 July 2022)
with Selangor Menteri Besar, YAB Dato' Seri Amirudin



E-Metro Logistics Park
Hub 1, ~1.2 mil. sq. ft. GLA



E-Metro Logistics Park
Hub 2, ~ 800,000 sq. ft. GLA

● Industrial Development Fund (“IDF”)

- Shariah-compliant Fund
- **First Close in June 2022 secured 70%** in aggregate capital commitments **for a fund size up to US\$250 mil**
- **PNB & KWAP as investors**, alongside Sime Darby Property & LOGOS Property as sponsors and co-investors in the Fund

● The E-Metro Logistics Park

- 177- acres, totaling ~8 mil sq. ft. of GLA
- **Sustainable, large-scale, integrated** logistics park
- **Each building shall obtain green building certification** in line with SDPLOG’s commitment in creating a sustainable future
- Metrohub 1 and 2 – **first phase totalling ~2 mil sq. ft. of GLA expected to be completed** for prospective tenants **from June 2023 onwards**

YTD FY2022 Corporate Awards & Development Highlights

Multiple awards, recognitions and milestones achieved along our journey towards making an impact for our people, businesses, economies and the planet



● Key Corporate Awards & Recognitions

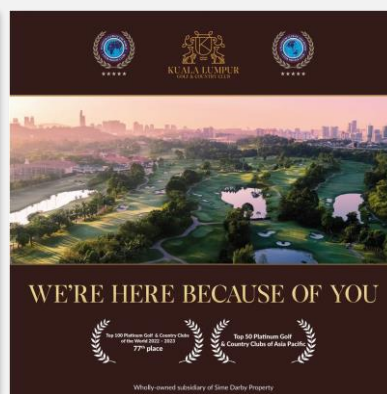


APPIES Malaysia Marketing Awards 2022

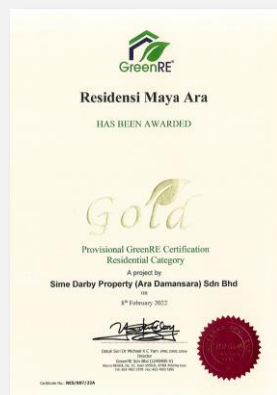
- Gold in AdTech/MarTech Category (CNY Campaign)
- Bronze – Marketing Innovation Category (The Accelerated Success of Maya Ara)



Outstanding ESG Award at BMCC's Business Excellence Award 2022



- Top 100 Platinum Golf & Country Clubs of the World 2022-2023
- Top 50 Platinum Clubs in APAC



GreenRE Provisional Gold Certification – Maya Ara Residences



Malaysia Book of Records for Longest Residential Skybridge – Cantara Residence



- Developer & GLC Category Landscape Master Plan Awards (COE Master Plan & The Leaf Landscape Master Plan – Honour Award)
- Young Landscape Architect Awards – LAr. Anith Ahmad Rosli
- Professional Category (Malaysian) Landscape Analysis & Study Awards (Elmina Sport Park – Excellence Award; The Living Canal BBR2 – Honour Award)

● Key Corporate Developments



Raja Permaisuri Agong Graces KLGCC Brand Launch Event



Elmina Rainforest Knowledge Centre Launch by DYMM Sultan of Selangor



Officially Opened Flyover on Jalan Meru in BBR, officiated by Selangor State Executive Councillor



First Close IDF with 70% capital commitment secured & Groundbreaking ceremony with MB Selangor on E-Metro Logistic Park



SDP x AmBank Group Partner to Launch Digital Initiative & Green Financing Solution for Homebuyers



Partnership with UNICEF – Launched Malaysia's First Inclusive Playground at the City of Elmina



Property

Financial Performance

Second Quarter (Q2 FY2022) & First Six Months (H1 FY2022)
ended 30 June 2022

Profit & Loss Performance

Revenue of RM1.1b in H1 FY2022 on par against preceding year; all business segments continue to grow profitably, resulting in PBT outstripping revenue growth (+41% YoY)



RM mil	Q2 FY2022	Q2 FY2021 (restated)	YoY %	Q1 FY2022 (restated)	QoQ %	H1 FY2022	H1 FY2021 (restated)	YoY %
Revenue	615.6	502.0	▲ 22.6	480.3	▲ 28.2	1,095.9	1,090.7	▲ 0.5
Gross Profit	191.3	125.3	▲ 52.6	133.2	▲ 43.5	324.5	289.7	▲ 12.0
% Margin	31.1	25.0	▲ 6.1	27.7	▲ 3.4	29.6	26.6	▲ 3.0
PBIT	146.8	57.1	▲ >100.0	83.7	▲ 75.4	230.5	160.9	▲ 43.3
PBT	145.9	61.7	▲ >100.0	83.2	▲ 75.4	229.0	162.6	▲ 40.9
% Margin	23.7	12.3	▲ 11.4	17.3	▲ 6.4	20.9	14.9	▲ 6.0
PATAMI	105.0	23.2	▲ >100.0	51.8	▲ >100.0	156.6	89.3	▲ 75.3
% Margin	17.1	4.6	▲ 12.5	10.8	▲ 6.3	14.3	8.2	▲ 6.1
Basic Earnings Per Share (sen)	1.5	0.3	▲ >100.0	0.8	▲ >100.0	2.3	1.3	▲ 75.3

Quarter-to-date: Q2 FY2022 (YoY & QoQ)

- YoY**
- Revenue of RM615.6m and PBT of RM145.9m improved by 22.6% and >100% YoY as Q2 FY2021 was adversely affected by enforcement of FMCO in June 2021 which resulted in lower contribution from all segments
- QoQ**
- All segments recorded higher revenue:
 - PD segment rebounded in line with stronger sales achieved and higher site progress for major townships (namely City of Elmina, Elmina Business Park, Serenia City, Hamilton Nilai City)
 - Leisure and I&AM segments grew the strongest resulting from overall increase in demand and consumer confidence
 - PBT increased by 75.4% QoQ supported by the gain from dilution of equity interest in the IDF

H1 FY2022 vs H1 FY2021 (YoY)

- Revenue of RM1.1b is on par YoY with a marginal 0.5% increase. Growth in top-line was limited by the lower site progress within PD segment in Q1 FY2022
- Gross profit increased to RM324.5m (+12.0% YoY) with margin expansion to ~30.0% (+3.0% YoY)
- PBT improved by 40.9% YoY from RM162.6m to RM229.0m underpinned by profitability growth by all 3 business segments and enhanced by:
 - Gain from dilution of equity interest in IDF
 - Gain on disposal of equity interest of asset in Vietnam under Leisure business

Segmental Revenue and PBT Analysis for H1 FY2022

Resilient overall performance from PD segment attributed by a diversified product mix despite the ongoing challenges on labour shortages and increasing material prices

Property Development (PD)

	H1 FY2022	H1 FY2021	
Revenue	RM1,002.5m	RM1,020.8m	▼ 1.8%
PBT	RM191.0m	RM147.4m	▲ 29.5%

H1 FY2022 vs H1 FY2021 (YoY)

- PD segment remain the largest revenue contributor to the Group at ~92%
- Marginal decrease in H1 FY2022 revenue by 1.8% mainly due to:
 - Lower site progress in Apr – May; labour shortage issues put a limit on the acceleration of site progress
 - Lower sales of completed inventories in KLGCC Resort, Taman Melawati and KL East township (largely cleared since end-FY2020)
- PBT increased by 29.5% YoY to RM191.0m mainly driven by:
 - Contribution of better products mix from City of Elmina, Elmina Business Park, and Hamilton Nilai City
 - Higher overall site progress as compared to the impact of Full Movement Control Order (“FMCO”) impacting operations in June 2021
 - Gains from dilution of equity interest in IDF
- PBT margin improved to 19.1% (vs 14.4% in H1 FY2021)

Segmental Revenue and PBT Analysis for H1 FY2022

Stronger performance from I&AM segment given the uprise in retail spending;

Leisure segment improved significantly as banqueting, F&B and golfing activities return in full swing



Investment & Asset Management

	H1 FY2022	H1 FY2021	
Revenue	RM52.3m	RM43.2m	▲ 21.1%
PBT	RM29.0m	RM21.5m	▲ 35.2%

H1 FY2022 vs H1 FY2021 (YoY)

- **Revenue increased to RM52.3m or +21.1% YoY driven by:**
 - Higher revenue from KL East Mall ("KLEM") by RM5.6m (+53% YoY)
 - Supported by higher occupancy rate in KLEM at 79.7% (vs 73.4% in H1 FY2021); and
 - Increasing average footfall by +70.2% (KLEM) and +37.3% (Melawati Mall) YoY demonstrating rebound in consumer confidence
- **PBT improved to RM29.0m or +35.2% YoY** as share of results from Melawati Mall improved by RM4.2m (+>100% YoY) mainly arising from increased rental contribution, as compared to last year which was affected by the adverse impact of MCO lockdowns in the first half of FY2021

Leisure

	H1 FY2022	H1 FY2021	
Revenue	RM41.2m	RM26.7m	▲ 53.9%
PBT	RM9.1m	(RM6.3m)	▲ >100%

H1 FY2022 vs H1 FY2021 (YoY)

- **Significant growth in Revenue and PBT by +53.9% and >100% respectively** contributed by:
 - Increased revenue contribution from banqueting / F&B by RM10.3m (+>100% YoY) and golfing activities by RM5.6m (+>100% YoY), as compared to the adverse impact of MCO lockdowns in H1 FY2021
 - PBT enhanced by gain on disposal of OSC Sunrise in Vietnam in Q1 FY2022

Cash and Debt as at 30 June 2022

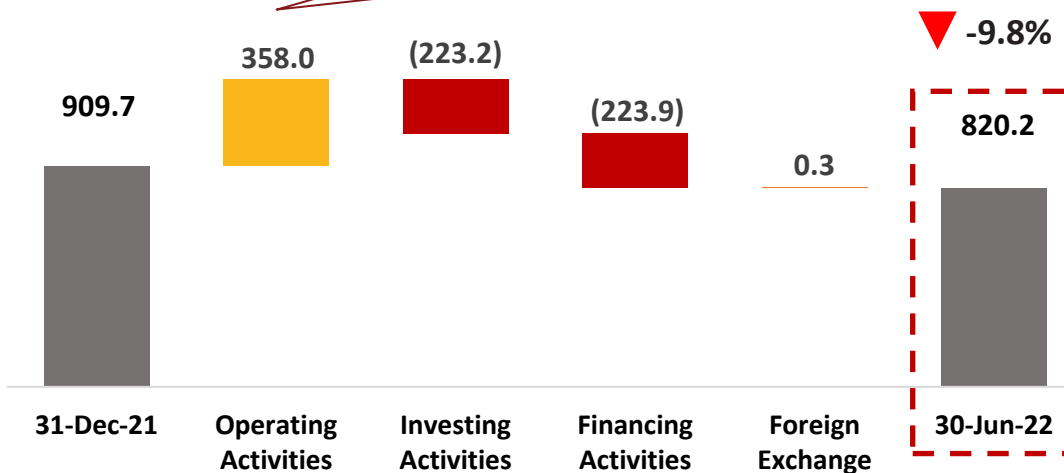
Well-capitalised to fund future growth initiatives as evidenced by the Group's cash balances of RM820m and moderate net gearing of 30.3% as at H1 FY2022 (22.1% without BPS-related borrowings)

Cash & Cash Equivalents

(RM mil)

Net operating cash inflow remains positive:

- Positive net cash inflow from operating activities via collection from major development projects
- 5 phases HOVP in H1 FY2022



Net investing cash outflow:

- Mainly related to equity injection into Battersea Power Station project of RM215.4m

Net financing cash outflow:

- Net of repayment of borrowings, lease liabilities and interest of RM215.3m

Group Debt

(RM mil)

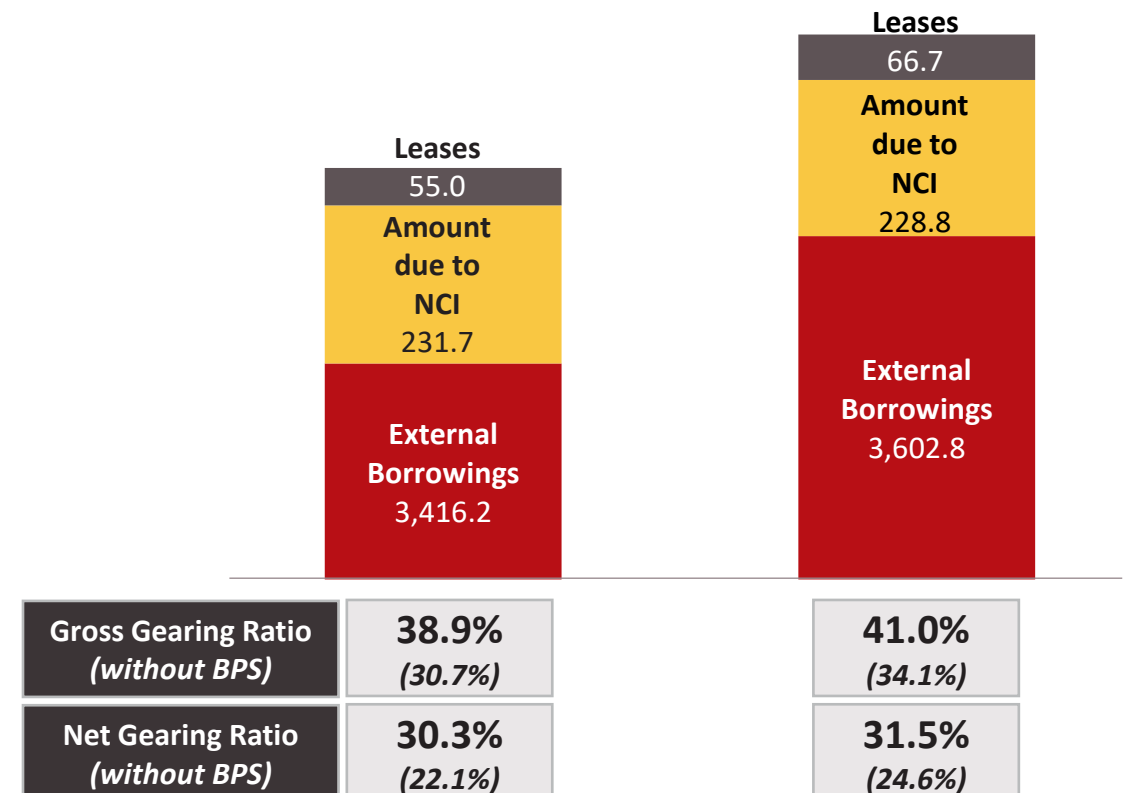
30 June 2022

RM3,702.9m

▼ 5.0%
(RM195.4m)

31 Dec 2021
(restated)

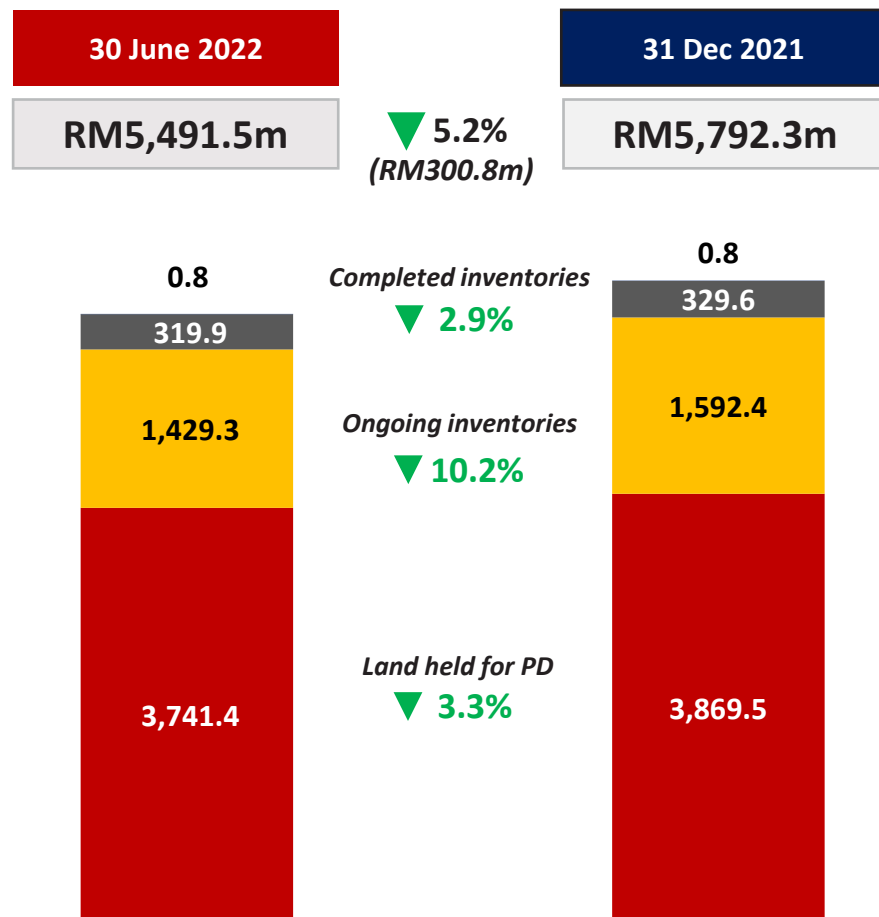
RM3,898.3m



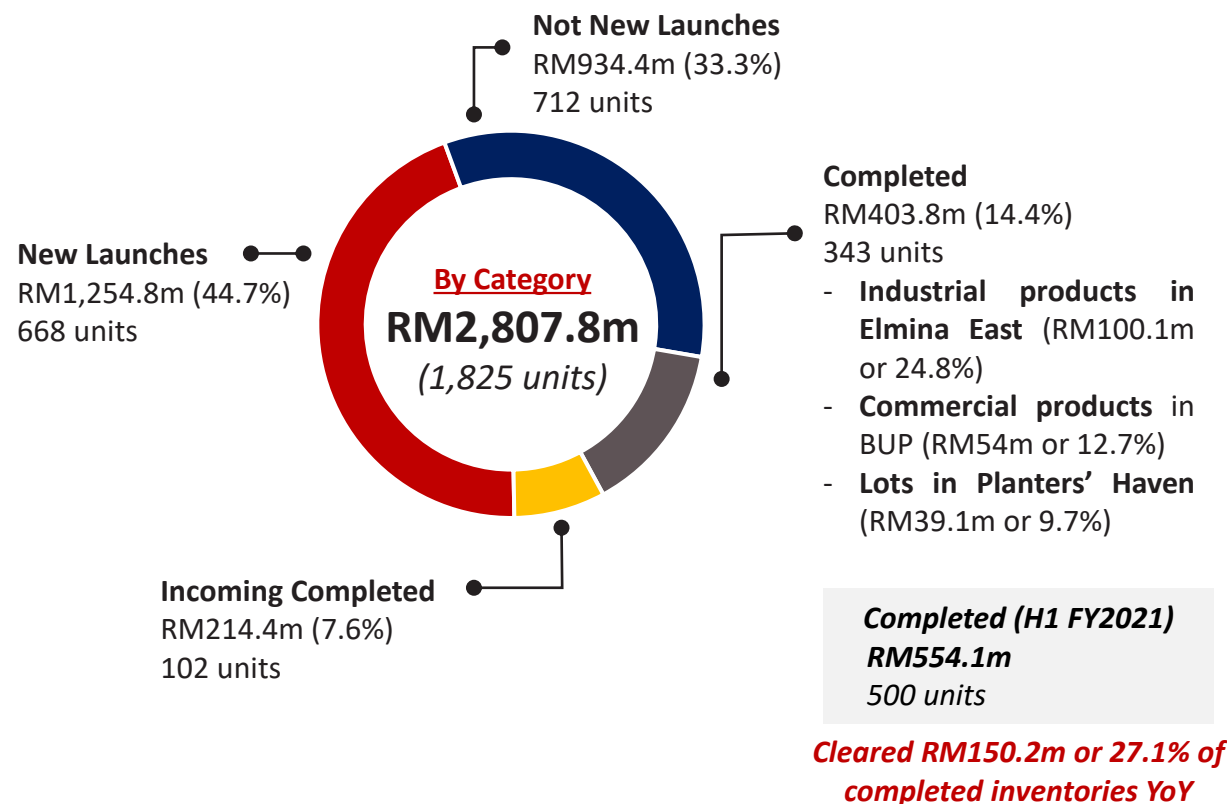
Property Development Inventories

Total inventories reduced by ~5% with greater landbank activation (new launches and pace of development) and inventory management (in particular, clearance of completed stocks)

Inventories in Carrying Value



Inventories in GDV & Units (H1 FY2022)



Definitions:

- Completed – Projects **completed as at 1 Jan 2022**
- Incoming Completed – Projects **to be completed in FY2022**
- Not New Launches – Projects **launched prior FY2022 & target completion after FY2022**
- New Launches – Projects **launched in FY2022**



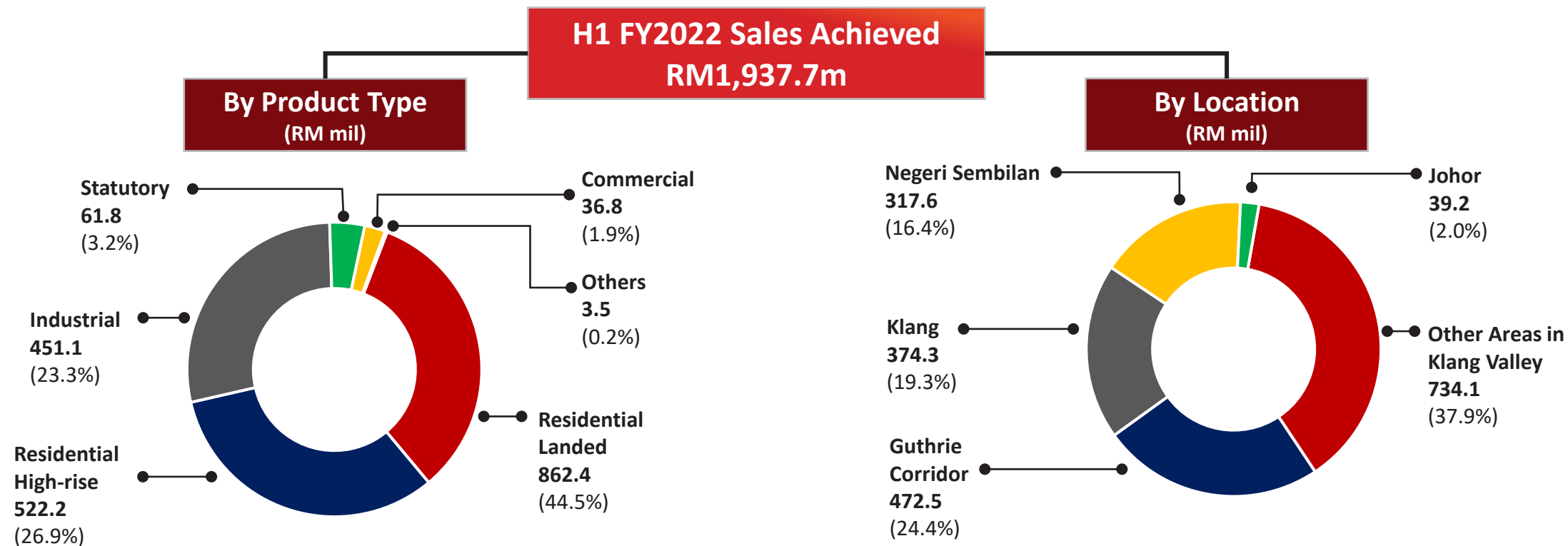
Property

Operational Performance

Second Quarter (Q2 FY2022) & First Six Months (H1 FY2022)
ended 30 June 2022

Sales Achieved by Product Type and Location

Residential landed remained as the key sales contributor (~45%); followed by high-rise (~27%) and industrial (~23%)

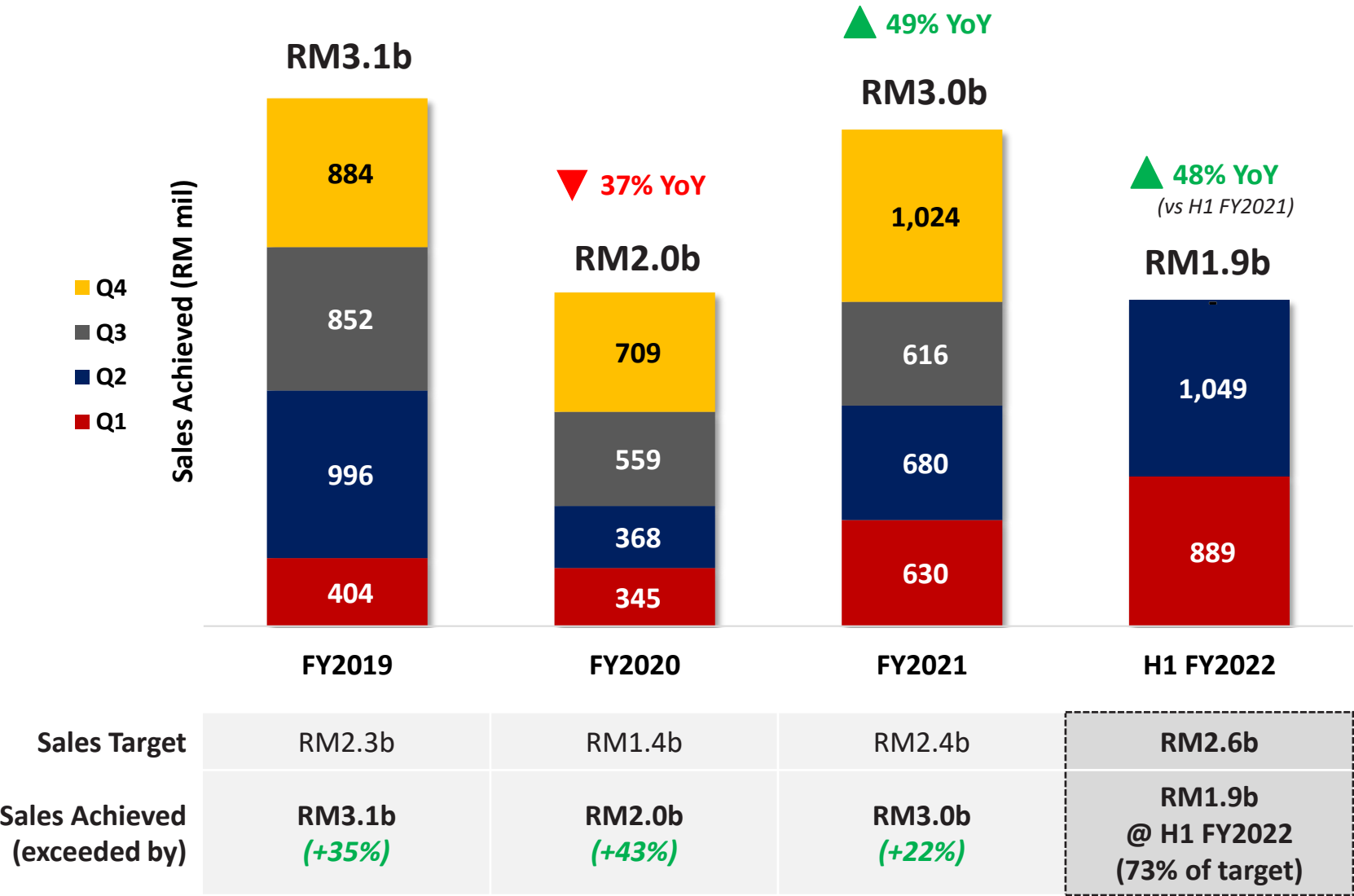


- **Residential landed** remained as top contributor (~45% or RM862.4m) mainly from **Ilham Residence 2** in City of Elmina, **Aiora 1 & 2** in Serenia City and **Alura 1 & 2** in Bandar Bukit Raja (“BBR”)
- Followed by **residential high-rise** (~27% or RM522.2m) mainly from **Jendela Residences**, KLGCC Resort
- **Industrial** contributed ~23% or RM451.1m driven by **The Detached Factories** in BBR & **The Twin Factories 2** in City of Elmina

- **Other Areas in Klang Valley** – main sales contributor (~38%)
 - Mainly from **KLGCC Resort** (~18% of total sales) and **Serenia City** (~7%)
- **Guthrie Corridor** as the second sales contributor (~24%)
 - Mainly from **Elmina East & Elmina West** (~11% and ~7% respectively)
- **Klang** – ~19% of total sales derived mainly from **BBR2**
- **Negeri Sembilan** – ~16% of total sales mainly from **Nilai Impian 2** (~9%) and **Hamilton Nilai City** (~6%)

Sales Performance Breakdown (by Year/Quarters)

H1 FY2022 sales is 48% higher YoY and outperformed pre-pandemic level (H1 FY2019) by 38%;
Achieved 73% of the RM2.6b FY2022 sales target and is on-track to exceed our full year target

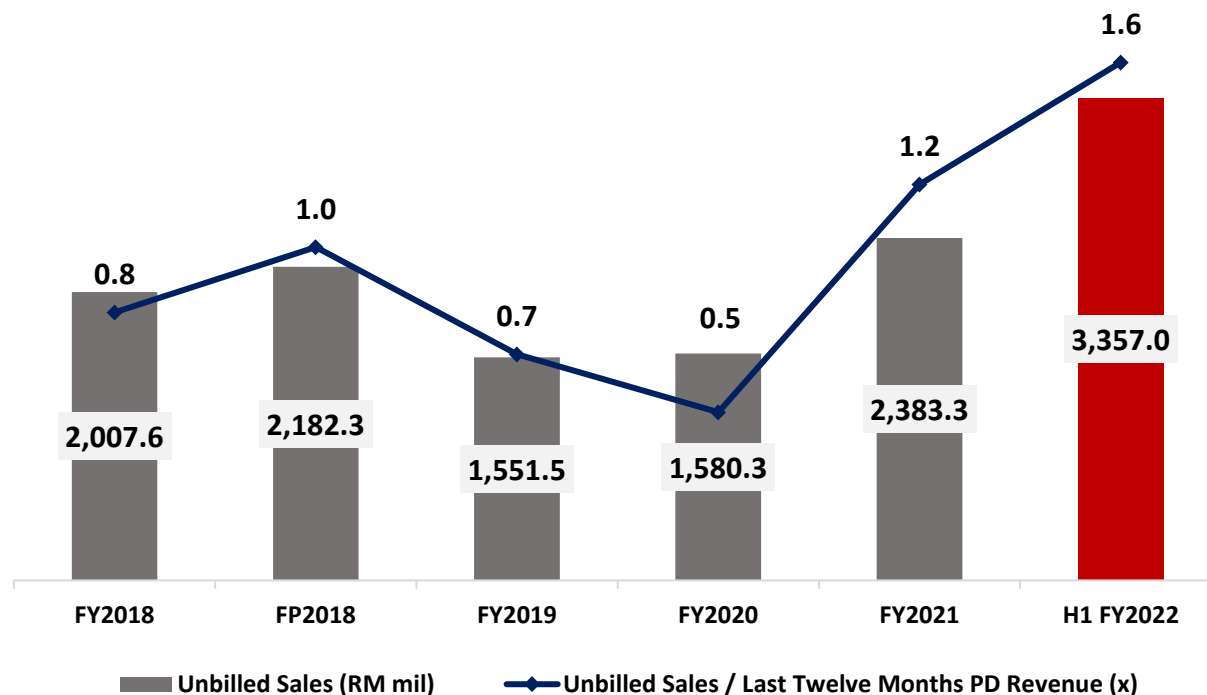


Conversion Rate
~70% - 80%

- H1 FY2022 sales achieved of RM1.9b is **48% higher** YoY (H1 FY2021: RM1.3b)
- H1 FY2022 sales has **outperformed pre-pandemic level by 38%** (H1 FY2019: RM1.4b)
- **73% of the RM2.6b FY2022 sales target achieved as at H1 FY2022**
 - Boosted by **data-driven and omnichannel customer-focused marketing initiatives**; launches of **in-demand products at the right price points** in strategically located townships

Unbilled Sales as at 30 June 2022

Unbilled sales rises to RM3.4b or 1.6x cover ratio on the back of strong sales momentum in H1 FY2022;
Secured earnings visibility across the next two years



RM3,357.0m as at H1 FY2022

By Property Development Type

Township Development
RM2,330.9m
(69.4%)

Integrated Development
RM1,026.1m
(30.6%)

By Location

Other Areas in Klang Valley
RM1,257.7m
(37.5%)

Guthrie Corridor
RM1,037.7m
(30.9%)

Klang
RM531.5m
(15.8%)

Negeri Sembilan
RM516.7m
(15.4%)

Johor
RM13.4m
(0.4%)

- Unbilled sales registered at RM3.4b as at H1 FY2022 (+17.0% or RM973.7m QoQ) (31 March 2022: RM2.9b);
- Current unbilled sales cover ratio of 1.6x has increased by 0.4x since December 2021 will continue to provide future earnings visibility;
- ~29% of the unbilled sales will be recognised in H2 FY2022, the balance is expected to be recognised across the next two financial years

H2 FY2022 Launch Plan

Launched ~RM1.5b worth of products in H1 FY2022 achieving 94% average take-up rate for residential products; Balance ~RM1.3b in GDV on track to achieve RM2.8b in launches for FY2022



H1 FY2022

Units Launched: **1,170** | GDV Launched: **RM1,529.3m** | Avg. Take Up % (Exc. Statutory): **89%**

Product	H1 FY2022 (Actual)				FY2022 Target		H2 FY2022 (Balance)	
	Units	GDV (RM mil)	GDV (%)	Avg. Take Up %	Units	GDV (RM mil)	Units	GDV (RM mil)
Industrial	76	771.3	50.4%	82%	101	456.8	Surpassed Target	
Residential Landed	940	727.2	47.5%	94%	2,398	1,649.1	1,458	921.9
Residential High Rise	-	-	-	-	1,283	617.2	1,283	617.2
Statutory	154	30.8	2.0%	75%	154	30.8	Surpassed Target	
Commercial	-	-	-	-	40	48.8	40	48.8
Total	1,170	1,529.3	100%	88%	3,976	2,802.7	2,806	1,273.4

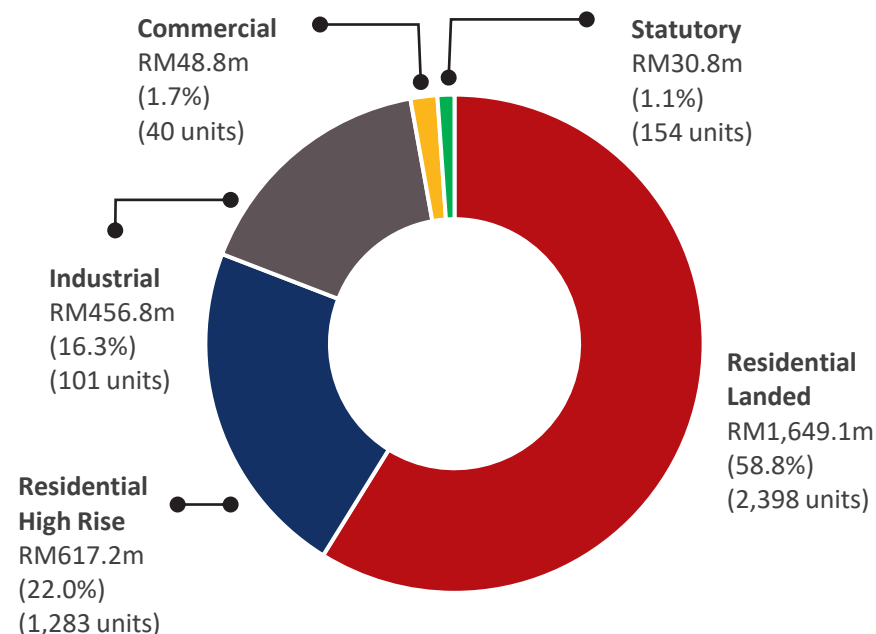
Key Highlights (H1 FY2022)

- **Industrial:**
 - Q1: Elmina Business Park & XME Business Park, Nilai Impian (RM151.6m GDV)
 - Q2: Bandar Bukit Raja 3 (RM619.7m GDV)
- **Residential Landed:**
 - Q1: Dayana 2 Phase 2, Nilai Impian & Ilham Residences 2, City of Elmina
 - Q2: Anggun 2 (Bandar Ainsdale), Serenia Anira 1 (Serenia City), Nadira 1 & 2 (Bandar Bukit Raja), East 57 (KL East) & Elmina Green 6, City of Elmina

Planned Launches in FY2022

3,976 units | RM2,802.7 million GDV

~RM2.8b Agile Launch Plan with strategic product mix



H1 FY2022 Industrial Launches

Industrial products contributed ~50% of H1 FY2022 launches; product mix of ready-built factories & industrial lots provide comprehensive solutions to SMEs and larger scale industrial and logistics players



XME Phase 2B, Nilai Impian 2
27 units | RM76.2m | March 2022

100%
take-up



I5 & I10, Elmina Business Park
10 Industrial Lots | RM75.4m | February 2022

100%
take-up



I2, I6 & I10, Bandar Bukit Raja 3
39 Industrial Lots | RM619.7m | June 2022

85%[^]
take-up

*Take-up rate listed as at 7 August 2022

[^]Take-up rate listed as at 21 August 2022

Q2 FY2022 Residential Launches (1/2)

Successful launch of products at the right price points in strategically located townships;
Evidenced by the exceptional demand for East 57 & Elmina Green 6



East 57, KL East
57 units | RM110.3m | June 2022

**98%
take-up**



Type A Corner Unit



Elmina Green 6, City of Elmina
116 units | RM99.6m | June 2022

**99%
take-up**



Q2 FY2022 Residential Launches (2/2)

Our multigenerational linked homes across major townships continue to generate strong demand



Serenia Anira 1, Serenia City
84 units | RM59.4m | June 2022

100%
take-up



Anggun 2, Bandar Ainsdale
86 units | RM40.2m | April 2022

100%
take-up



Nadira, Bandar Bukit Raja
242 units | RM179.2m | May 2022

79%
take-up



*Take-up rates listed as at 7 August 2022

Green Financing Collaboration with AmBank

Extending SD Property's buying ecosystem, integrating loan application on our Online Booking System ("OBS") platform and offering homebuyers a new sustainable financing option for purchasing our homes



- Green financing solution offerings: **“special rate” from as low as 2.95%** subject to interest rate movement, **fast-lane approvals** and **attractive tenure periods without processing fees**
- Seamless customer experience with the provision of a simplified loan application process through our holistic home ownership digital ecosystem (built in-house - Online Booking System ("OBS") & Virtual Sales Gallery ("VSG"))

TE The Edge Markets

AmBank, Sime Darby Property launches green financing ...

KUALA LUMPUR (July 5): Sime Darby Property Bhd (SimeProp) and AMMB Holdings Bhd (AmBank) have inked a memorandum of understanding (MoU) to...

2 days ago



MS Market Screener

Sime Darby Property Berhad : AmBank and Sime Darby Property Partner to Launch Digital Initiative and Green Financing Solution for Homebuyers Online

KUALA LUMPUR, 5 JULY 2022 - AmBank Group ("AmBank") and Sime Darby Property Berhad ("Sime Darby Property") today signed a Memorandum of...

2 days ago



BERNAMA The Malaysian Reserve

AmBank partners Sime Darby Property for sustainable financing...

AMMBANK Group and Sime Darby Property Bhd have collaborated to offer homebuyers a new sustainable financing option for the purchase of Sime...

1 day ago



“Offer financing to end-buyers for industrial products located in Elmina Business Park — offering up to 200% margin of advance for small and medium enterprises ("SMEs")”

Sales Campaigns as at YTD FY2022

Our innovative sales campaign continue to drive our sales performance in H1 FY2022;

Recently launched “Beyond 50” Campaign to celebrate SD Property’s 50th Anniversary for the remainder of the year



Chinese New Year Campaign “Spring of Change”

14 January – 28 February 2022

**Won Gold at the APPIES Malaysia Marketing Award 2022*

**Sales Booking Registered:
RM197m**

Hybrid of virtual & physical events
to connect with homebuyers,
residents & communities



Beyond 50 Campaign

15 August – 31 December 2022

To celebrate Sime Darby Property’s 50th Anniversary with beyond 50 rewards & privileges for our featured developments



Raya Campaign “Raya Yang Dinantikan”

15 April – 31 May 2022

**Sales Booking Registered:
RM637m**

Digital and traditional reach with on-ground festive events – 9 open houses across our township





Property

Battersea Power Station Updates



Battersea Power Station: Sales & Leasing Progress (YTD June)

Residential sales at the Power Station & Electric Boulevard totaled £184m as at H1 FY2022;

Commercial spaces set for opening in H2 FY2022 with ~70 renowned tenants



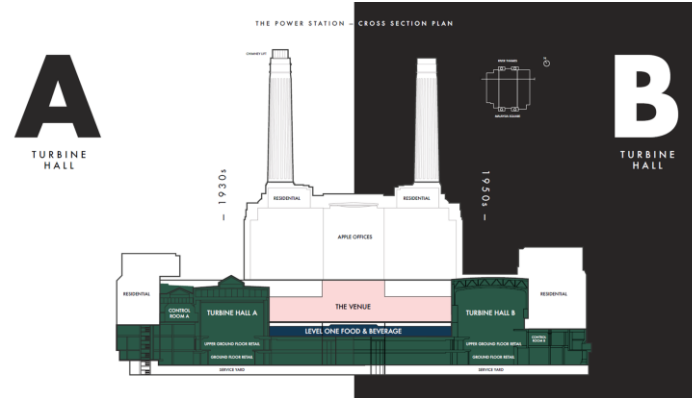
Key Highlights

Residential Sales (YTD June)

- YTD residential sales of £184m from Phase 2 & Phase 3A
- ~£33.0m reservations in pipeline

Commercial Leasing (YTD June)

- Avg. 78% of commercial spaces leased
 - Phase 2 – 83%
 - Phase 3A – 69%
- Phase 2 underway for opening from this Autumn – retail & commercial fit out
 - Handover of early access for fit-out work
 - ~70 tenants on track for opening
 - ~50 tenants on fit-out stage



Phase 2: The Power Station

Residential Sales	£139.5m
Leasing Status	83%

Phase 3A: The Electric Boulevard

Residential Sales	£44.2m
Leasing Status	69%



*Non-exhaustive list

BOSS
HUGO BOSS

UNI
QLO

JO MALONE
LONDON

lululemon

Aēsop®

PARIS BAGUETTE
BOULANGERIE

GORDON
RAMSAY

MAC

RALPH LAUREN

LACOSTE

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Battersea Power Station: Key Updates

Battersea Power Station will be officially launched in H2 FY2022 following the practical completion achieved earlier in July



1



London's first art'otel at Electric Boulevard



1

One of London's most anticipated 2022 hotel openings, **the first art'otel set to be opened later this year will consist of 164 rooms** designed by award-winning Spanish artist and interior designer, Jaime Hayon

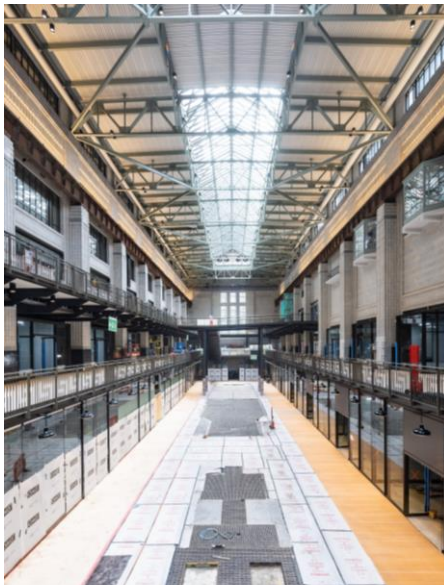
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Major milestone achieved as the main build construction at Battersea Power Station completed and set to open to the public this Autumn, housing >100 shops, restaurants & cafes, events venues, unique chimney lift experience, new office space and 254 new residential apartments

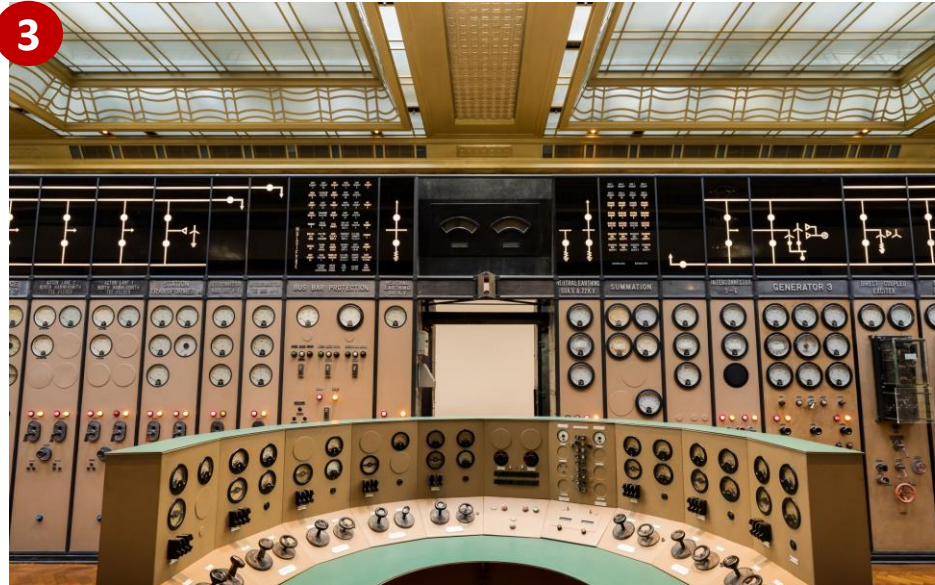
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Construction of Battersea Power Station reached practical completion



3



Interior images of the fully restored Control Room A

3

Built between 1929 and 1931, Control Room A managed the distribution of electricity across London from the early 1930s, including notable locations such as Buckingham Palace and the Houses of Parliament; **set to become a unique events space and offer visitors a one-of-a-kind experience**



Property

Land Bank Management and Monetisation Plan

Land Bank Management & Monetisation Plan (1/2)

Pace of land activation and monetisation continue to increase in-tandem with our aspirations to unlock greater value and recycle capital for growth



● Land Activation

<i>In acres</i>	FY2019	FY2020	FY2021	H1 FY2022
PD Lands development & monetisation	~300	~250	~730	~340
Non-Core Disposals	-	-	~70	~230
Total (acres)	~300	~250	~800	~570

- ~800 acres of lands activated in FY2021 vs ~300 acres in previous years;
- Land activation as at H1 FY2022 (>300 ac) surpassed previous years' average (2019/2020) and poised to accelerate in H2 FY2022;

● Remaining Land bank & GDV (as at Dec-21)

~13k Developable acreage	~RM104b GDV	~RM12 – 13m GDV/per acre (net acreage)
~2k Non-core lands (acreage)	~RM400 - 500m Market Value	~RM150 – 200m Target disposals (2022-2024)

To recycle capital / fund future growth

~50% of target disposals has been secured as at H1 FY2022 (SPA's)

● Newly Activated Industrial Townships

	Launch Date	Land Activated to-date (acres)	Launched GDV (RM mil)	Remaining Nett Acreage	Remaining GDV (RM bil)
BBR3	Jun 2022	~140	619	~720	5.9
Hamilton Nilai City (Phase 1)	Jun 2021	~120	285	~170	0.6
Total (acres)		~260	904	~890	6.5

- Approx. 260 acres in newly activated industrial townships (BBR3 and Hamilton Nilai City) within the past 1 year;
- Both townships cumulatively contributed ~RM900mil in GDV to-date;
- Total remaining GDV of RM6.5bil to be extracted

Land Bank Management & Monetisation Plan (2/2)

Upcoming land acquisition of option land to generate significant value accretion in the medium-term



19,841 acres of Call Option Land ("COL")

11,805 acres with SD Plantation | 8,036 acres with SD Berhad

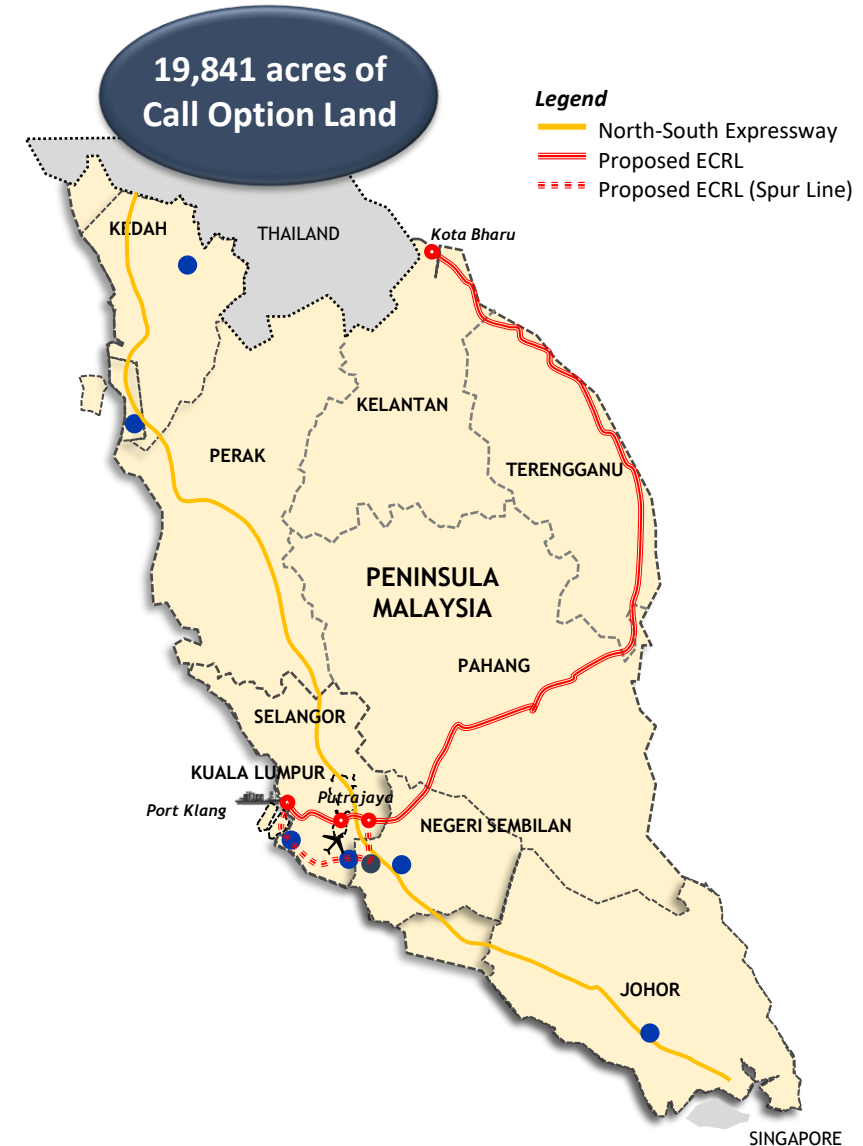
Expiring in Nov 2022

With the completion of its strategic review of option lands, the Group will be exercising a call option in H2 FY2022 to acquire strategic parcel(s) within the Klang Valley prior to expiry of the option period

Rationale

- ❑ Pace of activation necessitates land replenishment for key matured townships to ensure sustainable expansion
- ❑ Target land acquisition is earmarked for prime industrial townships and products to ride on the sub-sector's growth trends
- ❑ Land acquisition will have in place a land development and monetisation plan to ensure value accretion within 2-3 years of acquisition
- ❑ In line with the Group's strategy to increase income diversification & visibility
- ❑ The Group's balance sheet is well-capitalised to meet funding requirements

Further details will be disclosed upon announcement of transaction.



Strategy Moving Forward

- Market Outlook
- Our Journey towards SHIFT25

Malaysian Economy & Property Market Outlook

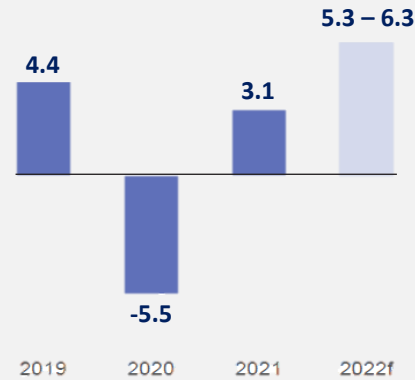
2022 GDP forecast (5.3% - 6.3%) remain optimistic based on strong Q2 growth of 8.9% YoY;

Positive outlook for the property sector based on key indicators as at H1 FY2022 despite ongoing challenges



Malaysia's Q2 2022 GDP grew at 8.9% YoY (Q1 2022: 5.0%)
2022F to range between 5.3% to 6.3%

Malaysia GDP
Annual change (%)

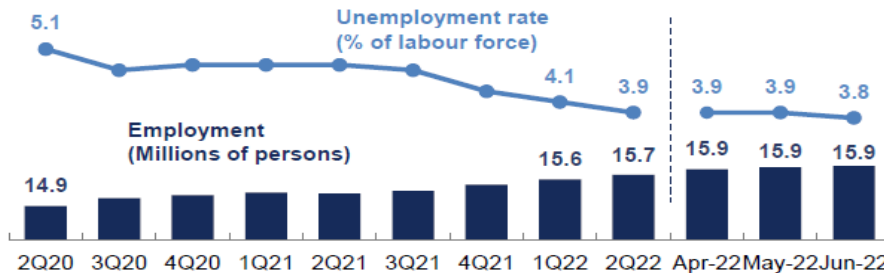


Source: Bank Negara Malaysia

Factors supporting growth

- **Expansion in domestic demand;**
(Driven by private expenditure)
- **Higher tourist arrivals;**
(Higher consumer confidence)
- **Continue recovery in labour market;**
(Key factor underpinning private consumption)
- **Implementation of major infra. projects;**
(e.g ECRL, LRT3)
- **Easing of supply chain disruptions;**
(Receding COVID-related disruptions)

Labour market continues to improve; lowest unemployment rates vs peak pandemic



Avg. Headline Inflation 2022F (2.2% - 3.2%)

Significantly lower compared to regional/EU countries of 3.8% - 9.2%

OPR 2022/23F (2.5% - 3.0%)

Currently at 2.25%, relatively in range from historic low of 1.75%

Promising signs of sector recovery as at H1 FY2022;
Higher material costs and labour shortages to challenge status quo

Positives:

Loan applications and approvals surging upwards despite absence of HOC;

- Applications record-high of RM36bil in June '22 (+33% YoY; +13% QoQ)
- In Q2, banks approved RM38bn (+9% YoY; +20% QoQ) worth of residential loans – June recorded the highest value at RM13bn (+31% YoY; +18% MoM);



Rebound in consumption;

- **Higher consumer spending** (+12.0% GDP YoY in Q2 2022) within the **Services sectors** as the nation transition towards endemic phase;
- Followed by **Manufacturing sector** (+9.2% YoY in Q2 2022) from increased demand for semiconductors and consumer-related goods;
- **Positive spillover effects** to retail, leisure, and industrial segments

Source: Bank Negara Malaysia

Key Challenges within the Property Sector

1

Higher material costs

Impacting margins

2

Labour shortages

Impacting construction progress

3

Rising Interest Rate Environment

Impacting purchaser cashflows

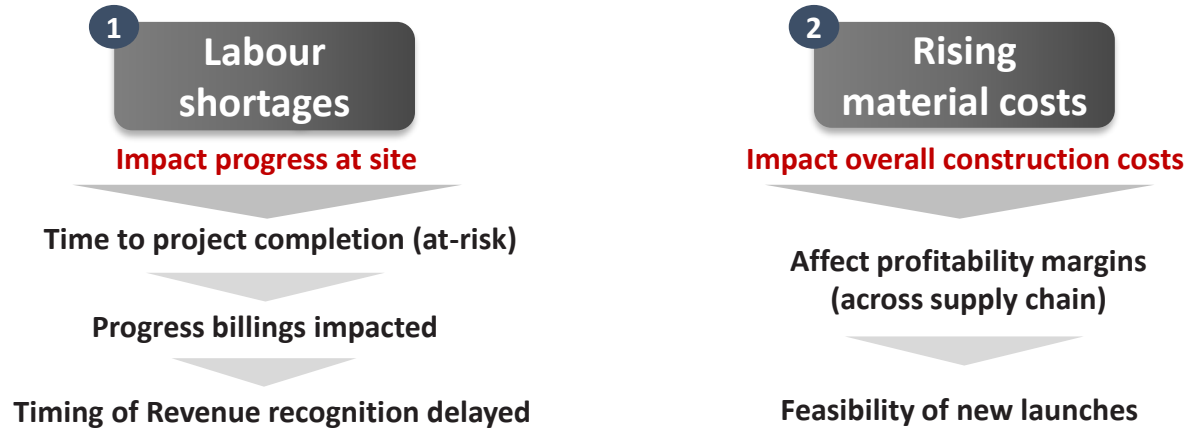
Industry-wide higher material costs and labour shortages

Increasing material prices and labour shortages expected to persist for FY2022 and FY2023;

Nonetheless, SD Prop has delivered its ongoing projects on time and will continue to navigate the situation closely



Key Challenges:



Mitigated via:

Driving profitability via business unit P&L | Design-to-cost principles | Strategic sourcing
Data & analytics | Design standardisation | Variation of Price contracts (VOP) | Contracting Model

Despite the challenging first half of 2022..

SDP has delivered its ongoing projects on time.

- 12 phases are target for VP in FY22 with total units of 2,034 units.
- 5 phases have been handed over as of June 2022 with total units of 831 units.
- Township Development – 4 phases have been handed over with total units of 470 units.
- Integrated Development – 1 phases have been handed over with total units of 361 units.

Our priority remains to ensure products are delivered without compromising



QUALITY



TIME



COST

Which requires us to re-examine our approach

- ❑ Robust forward-planning, stronger guardrails and in-depth sensitivity analysis;
- ❑ P&L financial discipline, value engineering and cost control optimisation
- ❑ Increase tender participation and working closely alongside our reliable pool of vendors;
- ❑ Increase overall operational excellence and key monitoring activities

Strategy Moving Forward

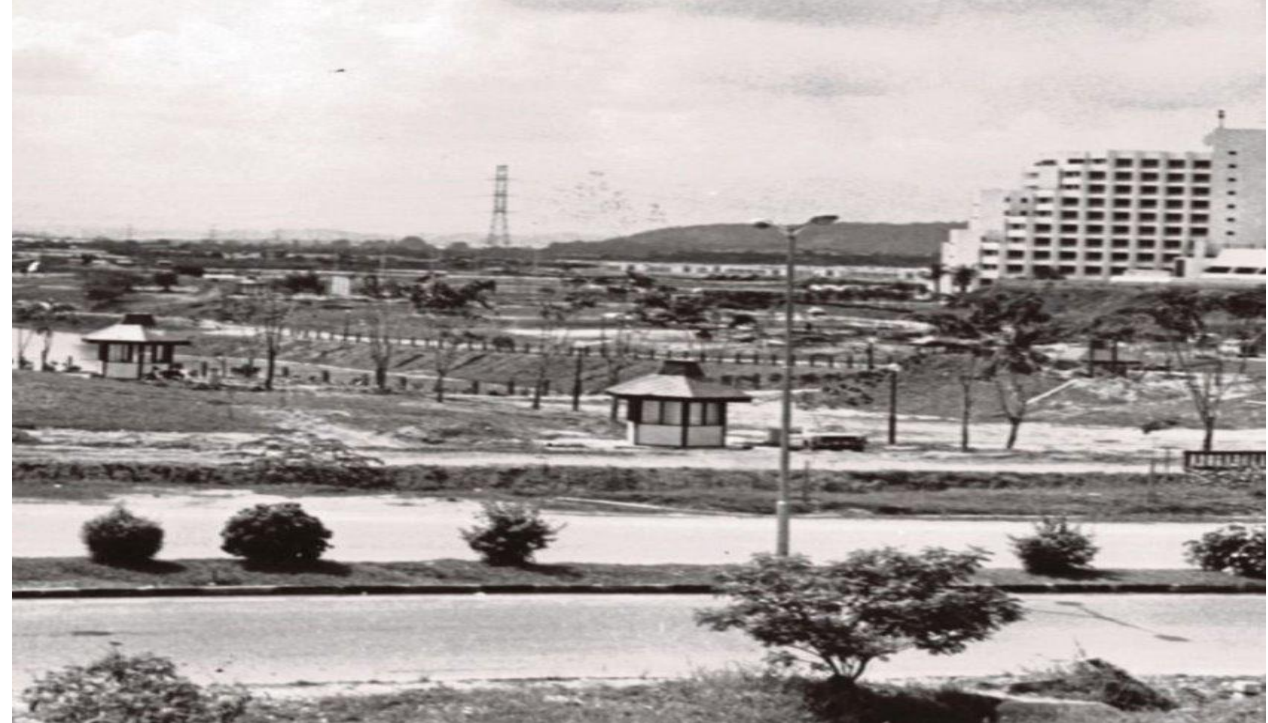
- Market Outlook
- Our Journey towards SHIFT25

Over the last 50 years, we have come a long way

We have many industry-firsts,
built significant communities,
played a part in nation-building and
weathered multiple crises

Our ambition for the next 50 years is even greater

A truly diversified real estate player
that raises the bar for the entire industry



The bold future we envision calls for a new Purpose

Our Vision

Leader in building sustainable communities

Our Mission

To create a place that inspires, connects and lasts for generations to come

Passion

Our Values

P.R.I.M.E

Respect & Teamwork

Integrity & Accountability

***M**ake it happen*

Entrepreneurial Spirit

Our Purpose

To be a **Value Multiplier** for people, businesses, economies and the planet

Our Vision

Advancing real estate as a force for collective progress, in harmony with the planet's resources

Our Mission

To develop, own and manage a thriving asset portfolio, creating value for all stakeholders

Our Values

T.E.A.M

Together we do what's right

*We lead with **E**xcellence*

*We embrace new **A**pproaches*

*We **M**ake it happen*

SHIFT 25



AT THE CENTER OF EVERYTHING WE DO

To be a VALUE MULTIPLIER for People, Businesses, Economies and the Planet

Tangible Value

Examples (Non-exhaustive):

- Returns & profitability;
- Quality of township/products;
- Job creation;
- Carbon footprint/impact to the environment

Intangible Value

- Quality of our people (intellectual capital);
- Service to our customers and community (nation, industry, and society);
- Brand equity;
- Innovation;
- Social purpose/stakeholder capitalism

Our Vision

Advancing real estate as a source of collective progress,
in harmony with the planet's resources

Our Mission

To develop, own, and manage a **thriving asset portfolio**,
creating value for all stakeholders

Investment Proposition



Growth Expectations for FY2022

H1 FY2022 performance outperformed expectations against challenging cost and labour environment;
Targeting to continue momentum for full year and maximise value creation for shareholders



Profitability Growth

Sales & Launches

- Well positioned to surpass RM2.6b target (Sales);
 - Strong momentum as at H1 FY2022 (73% target achieved)
- Planned launches of RM2.8b remain on-track
- Healthy diversified product-mix across residential (landed/high-rise) and industrial products

Cost Optimisation

- H1 FY2022 GP margin of 30% surpasses target range of 20% to 25%
- Preserving margins via strong financial discipline

Completed Stock

- Target <10% of total property development inventories

Earnings Visibility & Financial Strength

Unbilled Sales

- Target to remain above 1.0x
 - Currently at 1.6x cover ratio
- RM1.6b bookings secured as at 7 Aug 22
- Exciting pipeline of strategic launches in H2 FY2022

Operating Cash Flow

- Continue to remain healthy at ~RM820m in cash and equivalents (H1 FY2022)
- Underpinned by sales capability, HOVP and progressive billings
- Declared first interim dividend on the back of strong performance in H1 FY2022

Gearing

- Healthy position at 30% net gearing ratio
- Well positioned to fund future growth initiatives

Unlocking Value & Diversification

Fund Management Platform

- Official groundbreaking of E-Metro Logistics Hub in H1 FY2022
- Target to achieve second close; remaining 30% (~RM300m)
- First phase totalling ~2mil sq. ft in GLA expected to be completed for prospective tenants (2023 onwards)

Land bank Management and Monetisation Plan

- Pace of land activation continue to accelerate beyond historical rate
- ~50% of target non-core land disposals secured in H1 FY2022 (SPA's)
- Upcoming land bank replenishment for growth

Investment Proposition

Clarity of purpose, strengthened fundamentals and track record for growth;
Towards greater income diversification and value multiplication



● Improved Financial Position

H1 FY2022 Revenue

RM1,095.9 million

H1 FY2022 Profit Before Tax

RM229.0 million

● Solid Balance Sheet

Healthy Cash Position

RM820.2 million

Moderate Net Gearing

30.3%

● Revenue Visibility

Strong H1 FY2022 Sales

RM1,937.7 million

Unbilled sales

RM3.4 billion / 1.6x cover ratio

Bookings

RM1.6 billion (as at 7 Aug 2022)

● Stable Return

Committed to dividend payout of >20%

H1 FY2022: 43.4% (First interim dividend of 1 sen)

FY2021: 49.7%

FY2020 (excl. one off): 133.4%

FY2019: 34.1%

● Opportunities for Growth

Strategic Existing Land Bank

~15k acres with >RM100 billion GDV to be unlocked

25 Active Townships with Continued Growth

- City of Elmina
- Bandar Bukit Raja
- KLGCC Resort
- Serenia City
- Hamilton Nilai / MVV, etc.



● Income & Product Diversification

Transformation journey towards – A Real Estate Company by 2025

Investment Assets Portfolio

- Group Net Lettable Area (NLA) of ~5 mil sq. ft
- ~2 mil sq. ft in NLA under WIP (SDPLOG, SDMIT)

Partnership with LOGOS Property

- 1st Industrial Development Fund established by a Malaysian public-listed developer
- First Close secured 70% in aggregate capital commitments for a fund size up to US\$250 million



LOGOS

Industrial as key future growth engine

- Presence in 6 established townships
- GDV has grown 115% across 2.5 years (Total of RM2.1 billion GDV launched from FY19 – H1 FY22)
- Exceptional take-up rate for recent launches





Property

End of Presentation | Q&A



Thank You

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47301, Petaling Jaya

Selangor, Malaysia

simedarbyproperty.com



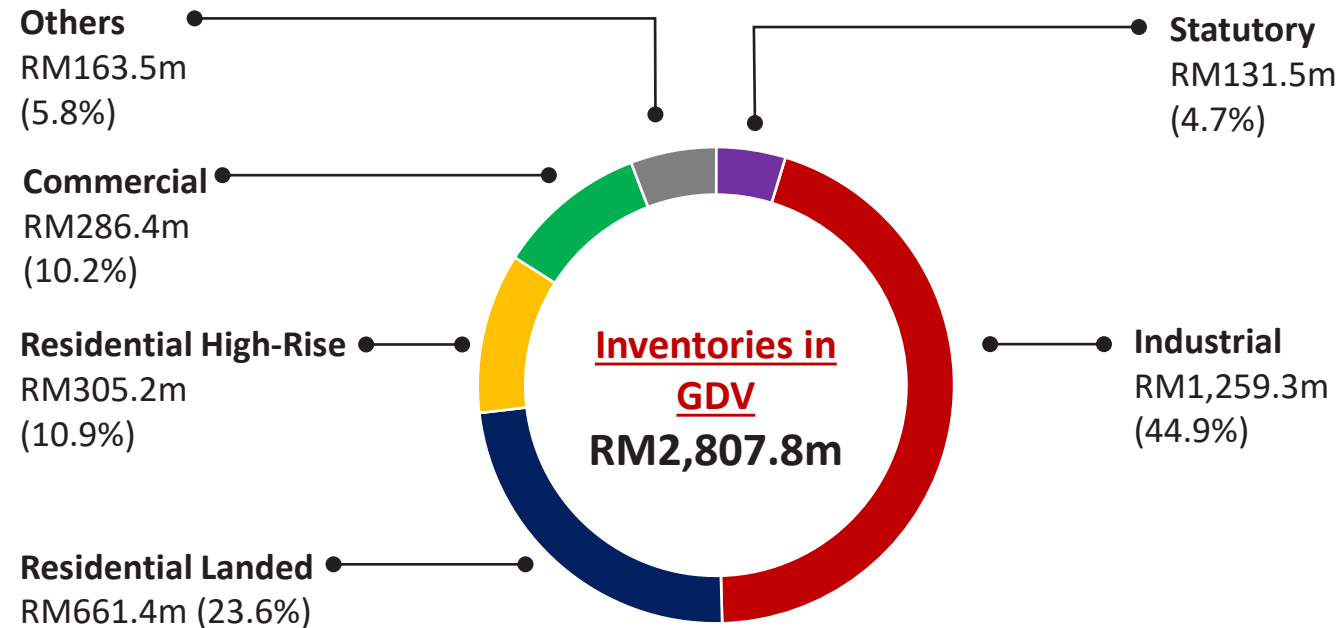
Property

Appendices



Property Development Inventories (as at Q2 FY2022)

By Type – mainly from industrial products (~45%) followed by residential landed products (~24%)

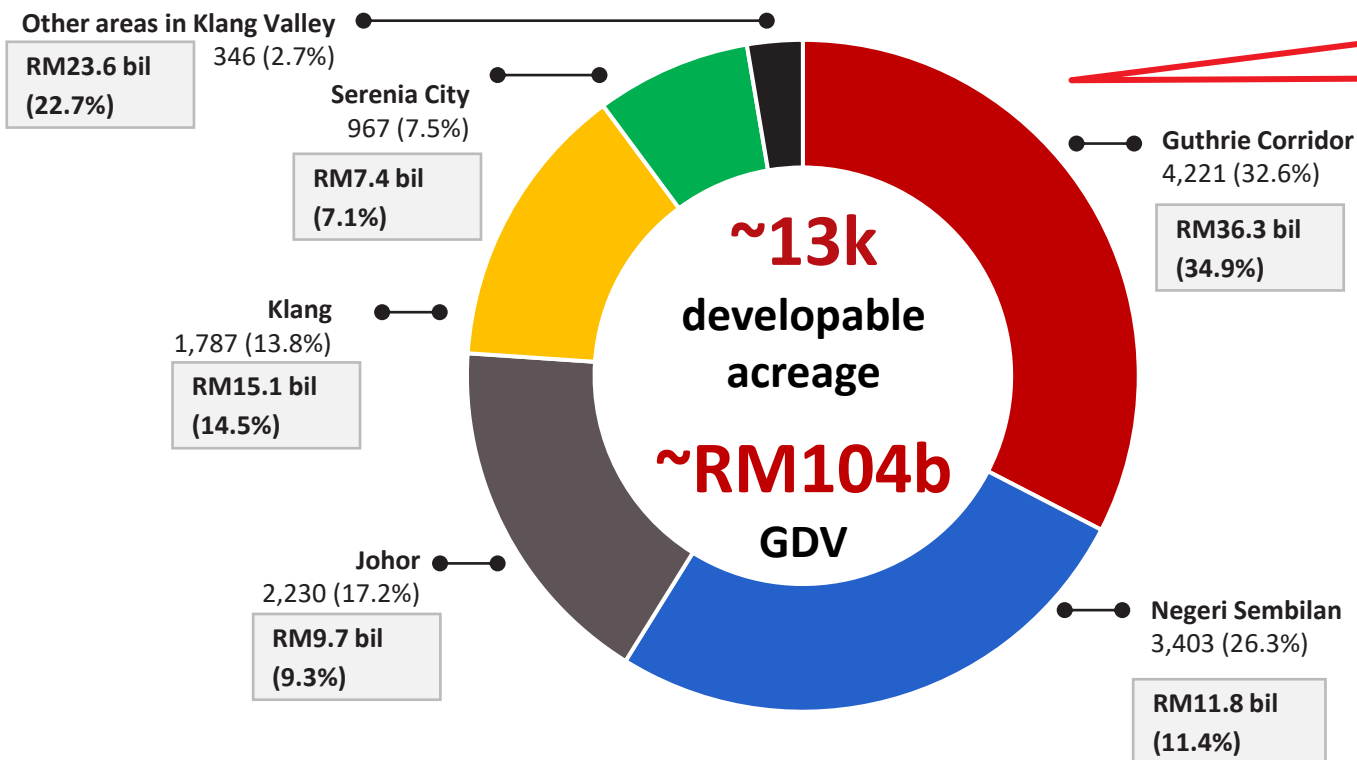


Remaining Land bank & GDV (as at December 2021)

~15,400 acres of land bank located strategically on the west coast of Peninsular Malaysia;

GDV of >RM100b to be unlocked for future earnings visibility

Ongoing Developable Lands	Future Developable Lands	Non-Core Lands
~9,448 acres, RM89b	~3,507 acres, RM15b	~2,453 acres, RM1 – 3b (Range depending on GDV or Market Value)



Land Utilisation Efficiency (Ongoing & Future)

GDV/acre: RM12m – RM13m (net acreage)

- Ongoing land bank activation and monetisation to unlock land value & contribute to Group's development
- One of the key metrics of the Group's transformation & growth plan

Notes:

Township categorisation:

- Guthrie Corridor: Elmina West, Elmina East, Denai Alam & Bukit Subang, Bukit Jelutong, Elmina Business Park and Lagong
- Negeri Sembilan: Nilai Impian, Bandar Ainsdale, Planters' West, Chemara East, Semenyih, Hamilton and MVV (Labu & New Labu)
- Johor: Bandar Universiti Pagoh and Taman Pasir Putih
- Other Areas in Klang Valley: Ara Damansara, KLGCC Resort, Putra Heights, KL East, USJ Heights, Taman Melawati, Saujana Impian, SJCC and SJ7

4 Strategic Imperatives towards Being a Force for Good

Finding the optimal balance between reducing our carbon footprint, social impact sustainable profit



Key Sustainability Achievements

As at 31 December 2021, achieved/exceeded the targets for **13 out of 18** company-specific 2030 Sustainability Goals



1

A constituent of **MSCI ACWI SMALL CAP INDEX** (2018-current) and received **MSCI ESG RATING** of **BBB**



2

CDP Inclusion (2018-current)
Rating C in Climate Change & B minus in Supplier Engagement



3

RATED AA+IS
Sukuk Musharakah Programme
stable outlook by Malaysian Rating Corporation Berhad ("MARCO")



4

Special Mention Award for ESG Reporting
Benchmarking Analysis in PwC Malaysia's Building Trust Awards 2021

SIME DARBY PROPERTY BERHAD SUSTAINABILITY POLICY

SIME DARBY PROPERTY BERHAD Quality, Health, Safety, Security and the Environment (QHSSE) Policy

5

Integrated Sustainability Policy & QHSSE Policy
Strengthening internal governance system



6

22,809
IUCN Red List Trees Planted (as of 31 Dec 2021)
Planting Endangered, Rare & Threatened ("ERT") Malaysian tree species



7

115,814
Total Trees Planted (31 Dec 2021)
Applying our 1:1 Replacement Target. Building resilience & a carbon sink



Eco – Efficiency

8

Carbon Emission Reduction
28.88% reduction equivalent to 14,336.16 tCO2-e

Total Waste
Total waste decreased by 35.72% (against 2020)

Water Intensity
Total reduction of 15.88% (against 2020 baseline)