



Property



Q2 FY2023

# FINANCIAL RESULTS

## ANALYST BRIEFING PRESENTATION







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# H1 FY2023 Financial Highlights



- Revenue grew to RM1,374.3m on the back of sound performance from Property Development segment
- Declared first interim dividend of 1.0 sen

## ● Financial Performance Snapshot

**Revenue**

**RM1,374.3 million**

**Profit Before Tax**

**RM212.2 million**

**PATAMI**

**RM131.7 million**

## ● Financial Position as at 30 June 2023

**Cash Position**

**RM795.4 million**

**Total Equity**

**RM9,973.1 million**

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

**RM1.45**

**Gross Gearing Ratio**

**28.7%**

**Net Gearing Ratio**

**20.7%**

**First Interim Dividend Declared**

**1.0 sen**

Dividend payout of RM68 million



# H1 FY2023 Operational Highlights



- Sales achievement of RM1.5b; represents 65% of total sales target of RM2.3b
- RM2.1b worth of diversified products launched in H1 FY2023; amounting to 70% of total GDV target of RM3.0b

## ● Sales Snapshot

**Sales Achieved**  
**RM1.5 billion**  
 (1,297 units sold)

**Total Bookings**  
**RM1.9 billion**  
 (as at 6 Aug 2023)

**Unbilled Sales**  
**RM3.8 billion**  
 (as at 30 June 2023)

## ● Product Launches

**H1 FY2023 New Launches**  
**RM2.1 billion GDV**

### Average Take-up Rates\*

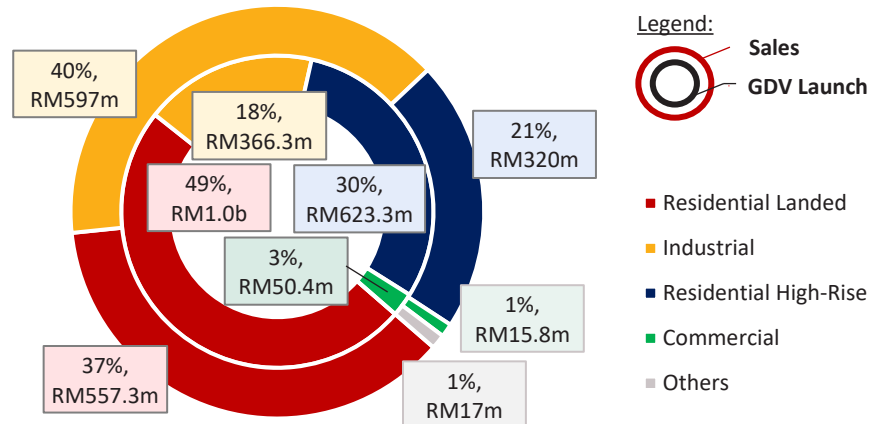
- All products: 82%
- Residential Landed: 80%
- Industrial: 88%

*\*Average take-up rates as at 20 August 2023*

### H1 FY2023 HOVP

**730 units**  
 (FY2023 HOVP target: ~4,000 units)

## ● H1 FY2023 Sales Achieved & GDV Launch Composition



### % Contribution:

- Industrial: 40% (Sales); 18% (GDV launched)
- Residential Landed: 37% (Sales); 49% (GDV launched)
- Residential High-Rise: 21% (Sales); 30% (GDV launched)

Among the successful launches during Q2 FY2023:





# Q2 FY2023 Corporate Awards & Development Highlights



- The Group won 28 awards in Q2 FY2023 bringing the total haul to an impressive 33 awards in H1 FY2023 including two major wins at the 2023 FIABCI World Prix d'Excellence award
- Announced solar solutions for townships in support of Government's National Energy Transition Roadmap (NETR)

## Key Corporate Awards & Recognitions



## Recent Corporate Development





# Solar Solutions for Township Developments

SDP is well-positioned for solar energy generation and offtake at scale via rooftop solar and solar farm for our township energy demands

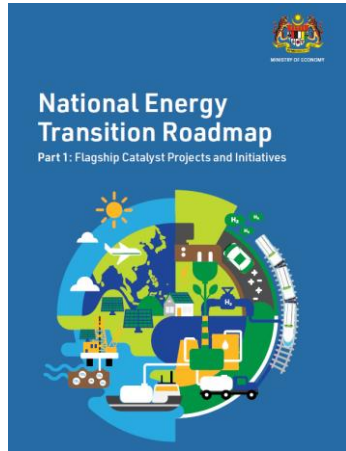


## 1 National Energy Transition Roadmap ("NETR")

### NETR Part 1: Flagship Catalyst Projects and Initiatives

Launched on 27 July 2023

SDP was recognised as the **Champion for RE Residential Solar project**



### NETR Part 2: Introduction of Energy transition levers and enablers including changes to policies and regulations

To be launched on 29 August 2023 as part of TNB's Energy Transition conference



## 2 SDP Pilot Projects as part of the NETR

### Pilot Project Proposal #1:

Solar generated on residential rooftops with offtake within the township by high-demand users

- Potential rooftop space of **~1,000 residential homes** that can be leased for installation of **10kW Solar Panel systems per home**
- Solar energy to be potentially channeled to **Elmina Lakeside Mall & Elmina Business Park**
- **May potentially generate ~150MW from 15k rooftops over the next 5 years**



Elmina Residences (~1,000 homes)



Elmina Lakeside Mall (Q2 2024)



Elmina Business Park

### Pilot Project Proposal #2:

Solar generated from utility scale ground mounted solar farms with virtual offtake by high-demand users



Utility scale ground mounted project on SDP land bank in Johor & Kedah (up to 300 MW)

# **Financial Performance**

Second Quarter (Q2 FY2023) &  
First Six Months (H1 FY2023) ended 30 June 2023

# Profit & Loss Performance



- Resilient top-line growth of +25.4% YoY mainly driven by Property Development segment
- Gross profit margin stood above the Group's target at 28% with all 3 business segments sustaining its profitability at PBT level albeit impacted by higher share of loss from joint ventures

RM mil	Q2 FY2023	Q1 FY2023	QoQ %	H1 FY2023	H1 FY2022 (restated)	YoY %
Revenue	688.9	685.3	▲ 0.5	1,374.3	1,095.9	▲ 25.4
Gross Profit	186.7	203.0	▼ (8.0)	389.7	324.5	▲ 20.1
% Margin	27.1	29.6	▼ (2.5)	28.4	29.6	▼ (1.2)
PBT	114.3	97.9	▲ 16.7	212.2	229.0	▼ (7.3)
% Margin	16.6	14.3	▲ 2.3	15.4	20.9	▼ (5.5)
PATAMI	71.1	60.7	▲ 17.1	131.7	156.6	▼ (15.9)
% Margin	10.3	8.9	▲ 1.4	9.6	14.3	▼ (4.7)
Basic Earnings Per Share (sen)	1.0	0.9	▲ 17.1	1.9	2.3	▼ (15.9)

## Quarter-to-date: Q2 FY2023 (QoQ)

- **All segments recorded marginal growth in revenue:**
  - PD segment: Sales remained strong and higher site progress in major townships such as City of Elmina, Bandar Bukit Raja, Nilai Impian, Elmina Business Park and Serenia City
  - IAM's revenue remained on par QoQ & Leisure recorded marginally higher revenue from increased banqueting & F&B activities
- **GP margin healthy at 27%**
- **PBT increased by +16.7% QoQ** mainly supported by improved results from PD segment

## H1 FY2023 vs H1 FY2022 (YoY)

- **Revenue grew by +25.4% to RM1.4b.** Growth in top-line underpinned by higher site progress in line with the improved, albeit persistent labour situation
- **Gross profit jumped +20.1% to RM389.7m**, while GP margin is healthy at 28% remained above target of 20 – 25%
- **PBT lower by 7.3% YoY at RM212.2m** impacted by:
  - Lower "Other gains" as H1 FY2022 PBT included gains on dilution of interest in IDF amounting to RM44.1m and the disposal of leisure property in Vietnam of RM8.9m
  - Higher share of loss from joint ventures

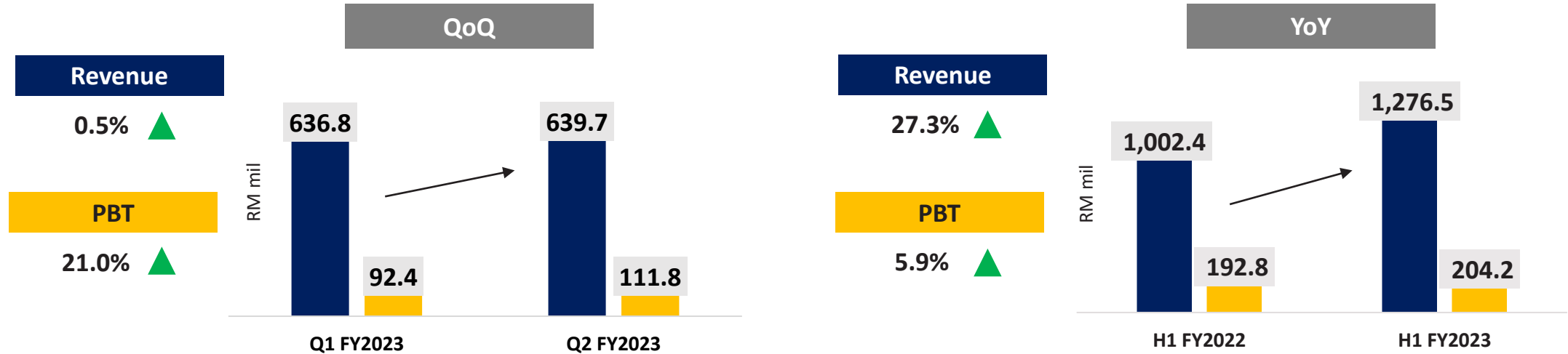


# Segmental Revenue and PBT Analysis for Q2 & H1 FY2023



Revenue and PBT grew +27.3% and +5.9% respectively as the Group has successfully capitalised on market opportunities resulting in stronger sales contribution from its industrial and residential products

## Property Development (PD)



### Q2 FY2023 vs Q1 FY2023 (QoQ)

- Revenue increased marginally by +0.5% and higher PBT by +21.0% attributed to higher sales achieved (Q2: RM818.6m vs Q1: RM688.5m), improvement of site progress in City of Elmina, Bandar Bukit Raja, Nilai Impian, Elmina Business Park and Serenia City and lower share of loss from joint ventures

### H1 FY2023 vs H1 FY2022 (YoY)

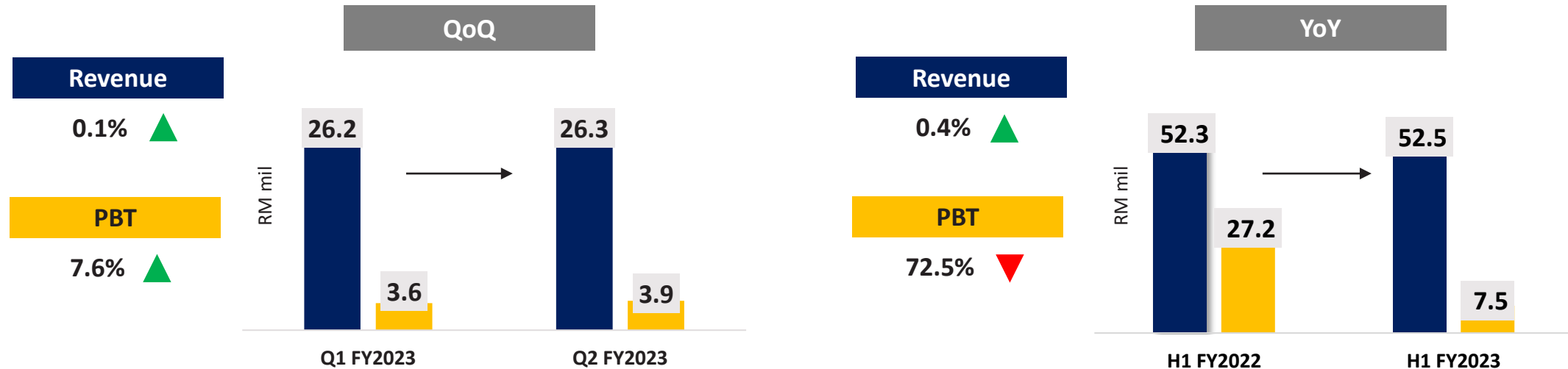
- PD segment remained the largest contributor to the Group's revenue, accounting for 92.9% of the Group's total
- Revenue grew +27.3% to RM1,276.5m, largely due to a combination of stronger sales from industrial and residential products
- Notwithstanding the higher share of loss from joint ventures, PD segment remained resilient with PBT of RM204.2m, up by +5.9% mainly attributable to:
  - Strong sales and profit contribution from industrial and residential products; Industrial contributed to RM597.0m or 40% of H1 FY2023 sales vs RM451.1m or 23.3% in H1 FY2022)
  - Improvement of site progress in major townships such as Bandar Bukit Raja, Nilai Impian, Elmina Business Park, Serenia City and City of Elmina

# Segmental Revenue and PBT Analysis for Q2 & H1 FY2023



- IAM maintained its top-line performance at RM52.5m
- However, PBT was affected by higher share of loss from joint ventures. Excluding this, PBT YoY stood at RM22.9m

## Investment & Asset Management (IAM)



### Q2 FY2023 vs Q1 FY2023 (QoQ)

- Revenue of RM26.3m was on par with Q1 FY2023
- PBT improved by +7.6% to RM3.9m, despite being impacted by higher share of loss from joint ventures

### H1 FY2023 vs H1 FY2022 (YoY)

- Revenue increased marginally by +0.4% to RM52.5m **driven by growth in retail sub-segment's** specifically KL East Mall which recorded an increase in occupancy rate to 86% from 81% last year
- **PBT was lower at RM7.5m mainly due to higher share of loss from joint ventures** of RM15.4m against share of profit of RM2.9m in H1 FY2022:
  - Share of loss from joint ventures primarily attributed to higher finance cost in relation to long term investment asset
  - Despite higher revenue recorded at the malls, there was a higher operating cost specifically electricity and building maintenance costs recorded in H1 FY2023
- **H1 FY2023 PBT excluding share of loss from joint ventures stood at RM22.9m**

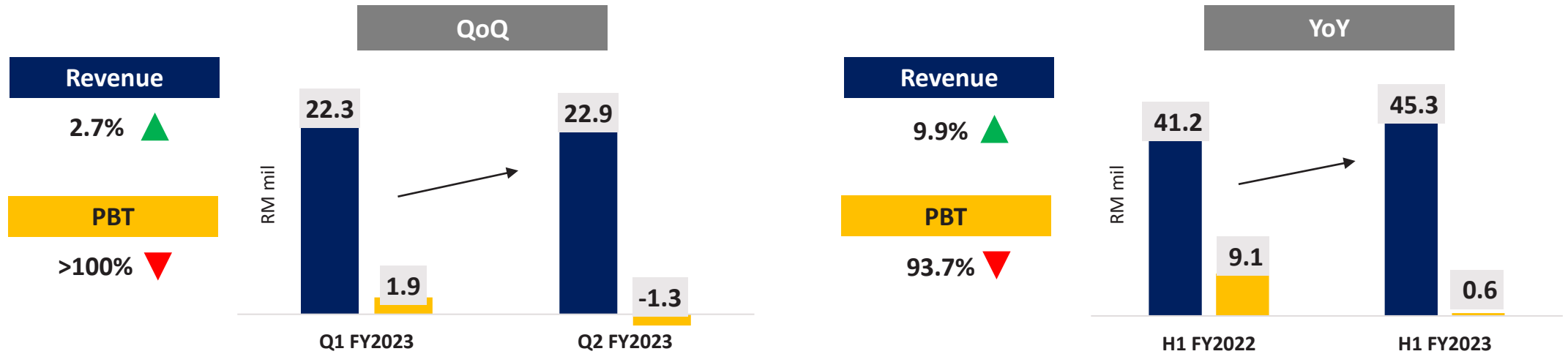


# Segmental Revenue and PBT Analysis for Q2 & H1 FY2023



Leisure sustained its revenue growth and profitability in H1 FY2023 despite rising costs mainly from KLGCC's golf course and clubhouse maintenance in preparation for LPGA's tournament

## Leisure



### Q2 FY2023 vs Q1 FY2023 (QoQ)

- Revenue improved by RM0.6m or +2.7% backed by stronger revenue from banqueting and F&B activities
- Leisure recorded loss of RM1.3m in Q2 FY2023, impacted by higher operating costs mainly from KLGCC's golf course and clubhouse maintenance in preparation for Ladies Professional Golf Association ("LPGA") Tournament scheduled in October 2023

### H1 FY2023 vs H1 FY2022 (YoY)

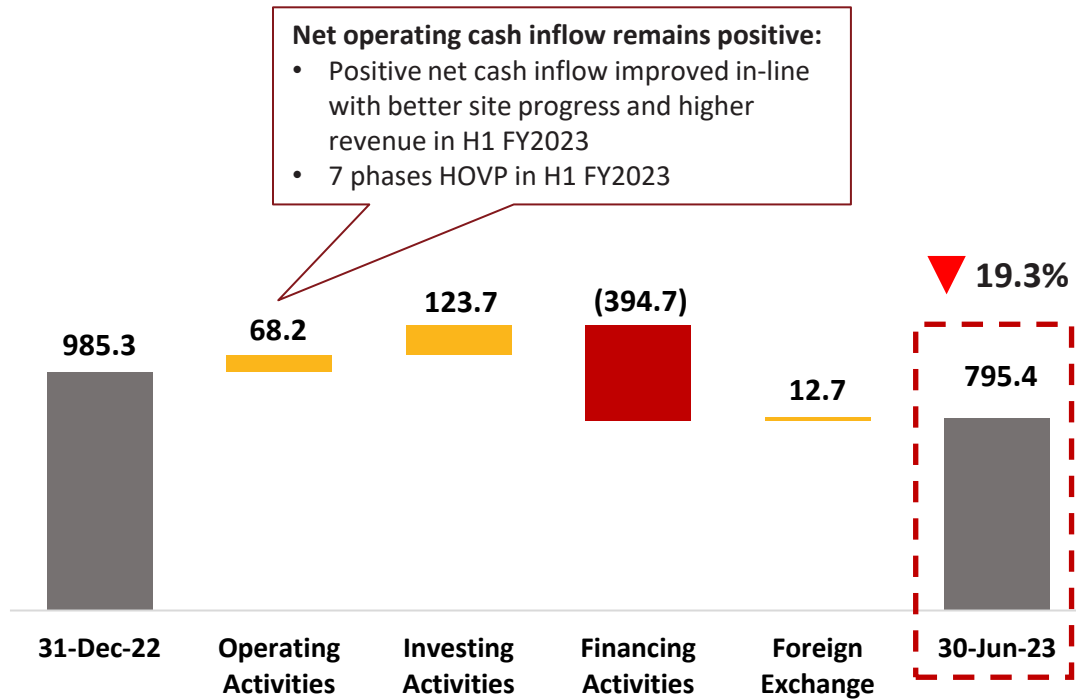
- Revenue grew by +9.9% to RM45.3m while PBT stood at RM0.6m
- Despite higher revenue, the segment recorded lower PBT in H1 FY2023 vs H1 FY2022 mainly due to:
  - H1 FY2022 PBT enhanced by gain on disposal of a leisure property in Vietnam of RM8.9m excluding which, PBT of RM0.2m is in fact lower than PBT of RM0.6m recorded in H1 FY2023
  - KLGCC's golf course and clubhouse maintenance costs in preparation for LPGA Tournament

# Cash and Debt as at 30 June 2023



- Strong cashflow to fund future growth
- Cash balance remained healthy at RM795.4m and low net gearing of 20.7%

## Cash & Cash Equivalents (RM mil)



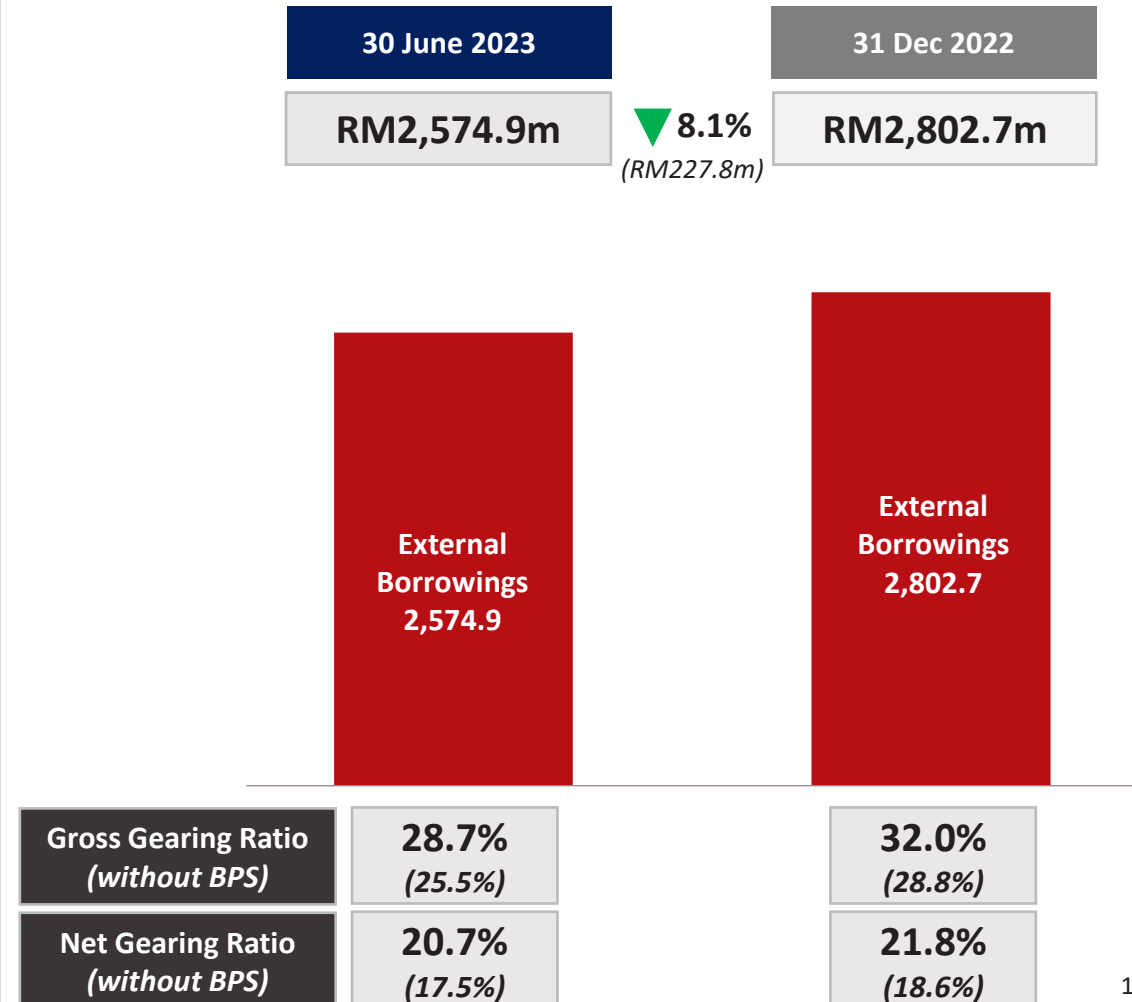
### Net investing cash inflow:

- Net inflow of RM123.7m mainly comprises repatriation from Battersea Power Station ("BPS") of RM164.0m (£30.2m)

### Net financing cash outflow:

- Net outflow mainly comprises loan repayment and dividend paid

## External Borrowings (RM mil)



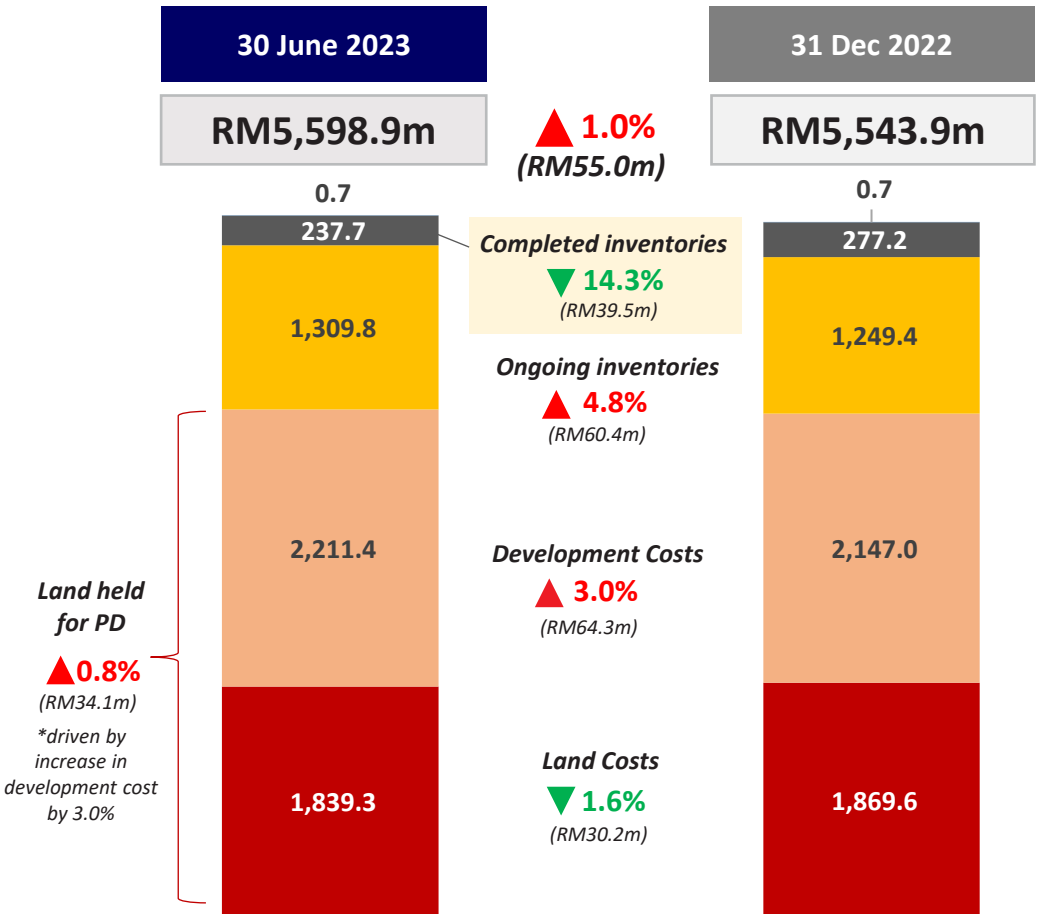


# Property Development Inventories as at 30 June 2023

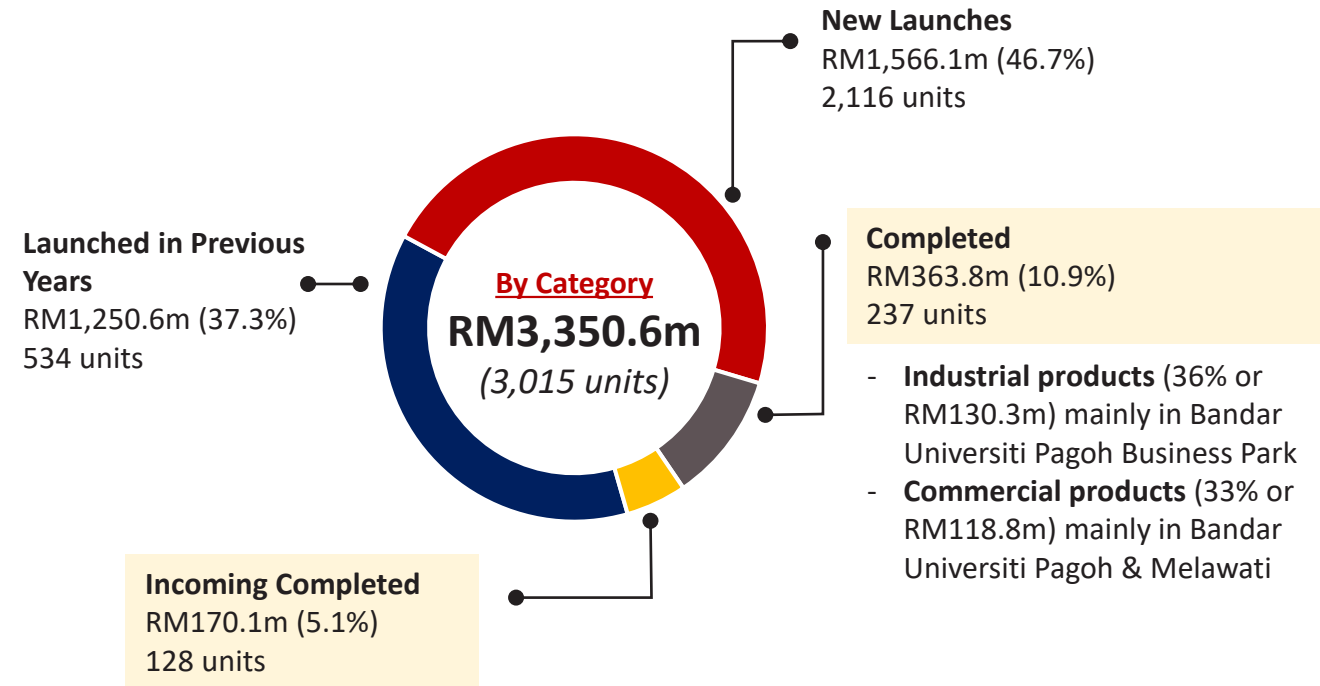


- Completed inventories in carrying value amounting to RM237.7m (-14.3% vs 31 Dec 2022) is the lowest since demerger
- In terms of GDV, completed and incoming completed inventories only comprised 16% of total inventories of RM3.4b

## Inventories in Carrying Value



## Stocks in GDV & Units



### Definitions:

- Completed – Projects **completed as at 1 Jan 2023**
- Incoming Completed – Projects **to be completed in FY2023**
- Launched in Previous Years – Projects **launched prior FY2023 & target completion after FY2023**
- New Launches – Projects **launched in FY2023**

# **Operational Performance**

Second Quarter (Q2 FY2023) &

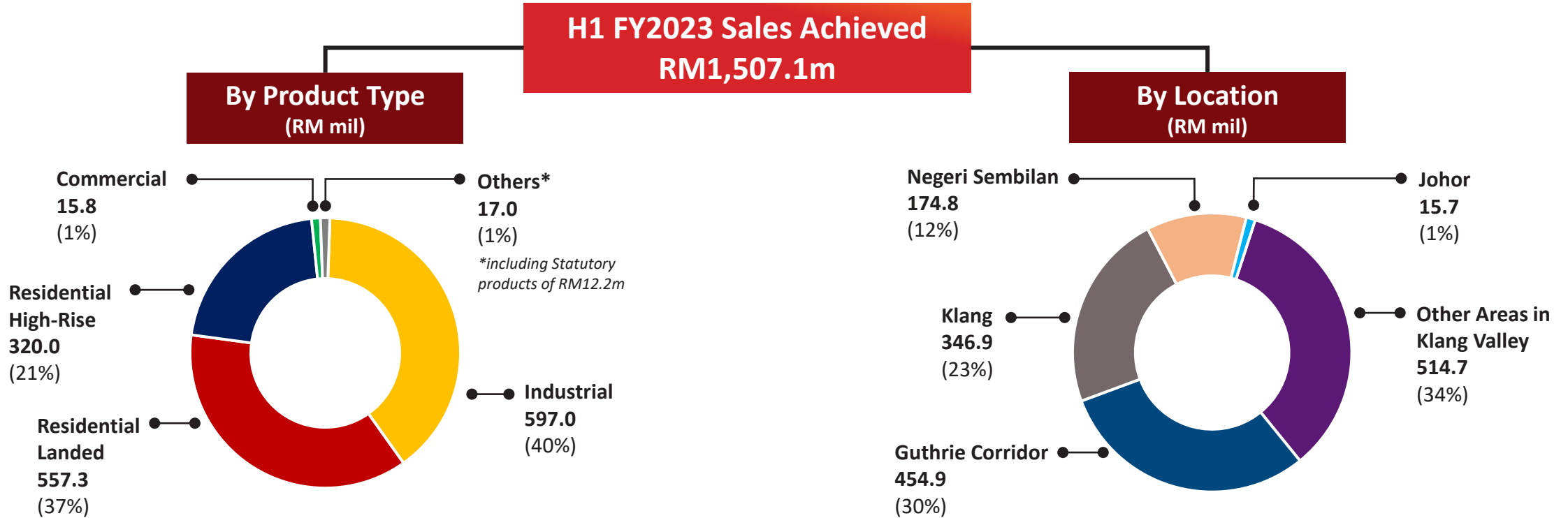
First Six Months (H1 FY2023) ended 30 June 2023



# Sales Achieved by Product Type and Location



- Industrial's contribution remained as the top sales contributor (40% or RM597.0m of H1 FY2023 sales achieved)
- Residential landed contributed 37% or RM557.3m driven by product offerings from City of Elmina & Bandar Bukit Raja



- **Industrial products** remained as the top contributor (40% or RM597.0m) mainly from **Bandar Bukit Raja, Elmina Business Park and Nilai Impian's XME Business Park**
- **Residential landed** contributed 37% or RM557.3m mainly from **The Eighth & Ilham Residence 3** in City of Elmina and **Nadira 1, 2 & 3** in Bandar Bukit Raja
- **Residential high-rise** contributed 21% or RM320.0m driven by **Serasi Residences** in Putra Heights, **Teja** in SJCC & **Park One** in Melawati

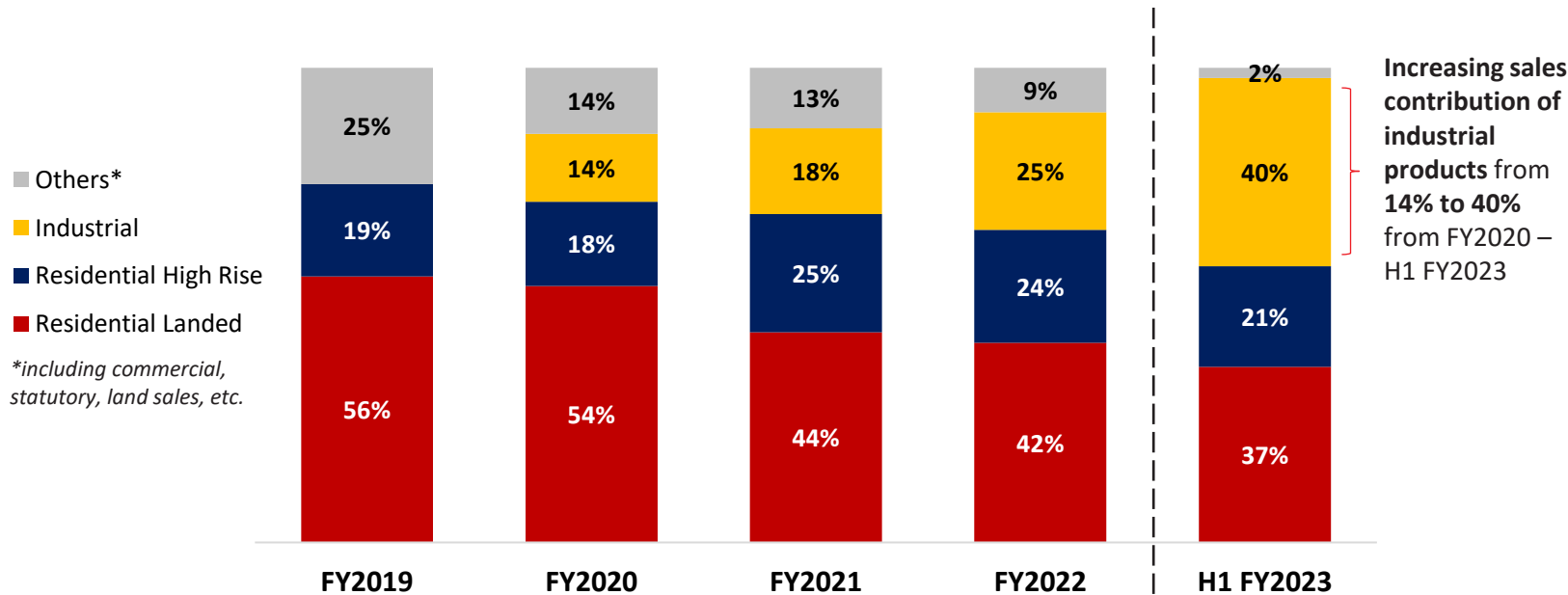
- **Guthrie Corridor** contributed 30% of total sales, mainly from **Elmina West & Elmina Business Park**
- **Klang** – 23% of total sales largely attributed to **Bandar Bukit Raja 2 & 3**
- **Other Areas in Klang Valley** – key sales contributor at 34% mainly from **Putra Heights & Serenia City**

# Sales Performance Breakdown (by Product Type & Year)



- Strong growth trajectory on the industrial segment with sales contribution increased to 40% in H1 FY2023
- Maintaining robust residential sales while diversifying our product offerings

Sales Performance Breakdown by Product Type (%)



**Bookings as at 6 August 2023**  
**RM1.9 billion**

Sales Target	RM2.3b	RM1.4b	RM2.4b	RM2.6b	RM2.3b
Sales Achieved (exceeded by)	RM3.1b (+35%)	RM2.0b (+43%)	RM3.0b (+22%)	RM3.7b (+41%)	RM1.5b @ H1 FY2023

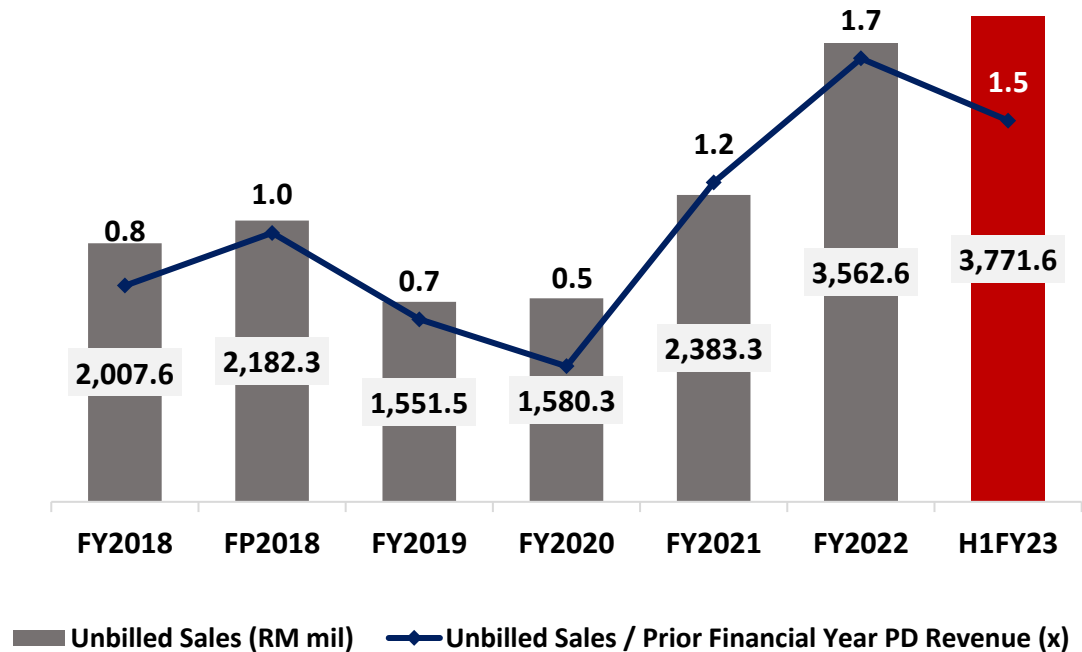
- H1 FY2023 sales achieved of RM1.5b:
  - 50% or RM745.2m are from projects launched in previous years, contributed by conversion from bookings from prior year launches
  - 41% or RM618.5m from new launches mainly from Serasi Residences, Nadira 3 in Bandar Bukit Raja & Ilham Residence 3 in City of Elmina
  - Increasing sales contribution trend across the years and strong demand from industrial segment with 40% of total sales achieved (RM597m) mainly from Bandar Bukit Raja, Elmina Business Park and Nilai Impian's XME Business Park
  - 65% of the RM2.3b FY2023 sales target achieved as at H1 FY2023. The sales momentum is further supported by RM1.9b bookings as at 6 August 2023

# Unbilled Sales as at 30 June 2023



Maintained a strong unbilled sales of RM3.8b or 1.5x cover ratio as of 30 June 2023, thus providing a strong revenue pipeline and earnings visibility for the Group

**RM3,771.6m as at 30 June 2023**



## By Property Development Type

<b>Township Development</b> RM2,416.3m (64.1%) Q4 FY2022: RM2,395.0m (67.2%)	<b>Integrated Development</b> RM1,355.3m (35.9%) Q4 FY2022: RM1,167.6m (32.8%)
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## By Location

<b>Other Areas in Klang Valley</b> RM1,659.4m (44.0%)	<b>Guthrie Corridor</b> RM871.5m (23.1%)
<b>Klang</b> RM756.4m (20.1%)	<b>Negeri Sembilan</b> RM468.7m (12.4%)
<b>Johor</b> RM15.6m (0.4%)	

- Unbilled sales registered at RM3.8b as at 30 June 2023 (+5.9% vs 31 Dec 2022: RM3.6b)
- The growing contribution from residential high-rise and industrial products extends revenue visibility given the longer product life-cycle
- Current unbilled sales cover ratio of 1.5x (based on FY2022 Property Development (PD) revenue) vs 1.7x in FY2022 (based on FY2021 PD revenue)
- 34% of the unbilled sales will be recognised in FY2023, bulk of the balance is expected to be recognised across the next three financial years (FY2024 – FY2026)



# Q2 FY2023 Residential Landed Launches

- RM422.4m worth of residential landed products was launched in Q2 FY2023 bringing the GDV launch to RM1.0b in H1 FY2023 which translates to 49% of the total GDV launched of RM2.1b
- Average take-up rate of 80% as at 20 Aug 2023



**The Eighth (Phase 2), Elmina West**  
88 units | RM138.2m | April 2023

**75%**  
take-up



**Elmina Green 7, Elmina West**  
131 units | RM127.7m | Jun 2023

**82%**  
take-up



**Casira 3 (Series 1), Bandar Bukit Raja**  
120 units | RM86.0m | May 2023

**66%**  
take-up



**Serenia Anisa 1 (Phase 2), Serenia City**  
96 units | RM70.5m | May 2023

**85%**  
take-up





# Q2 FY2023 Residential High-Rise Launches

RM320.4m worth of residential high-rise products was launched in Q2 FY2023 bringing the GDV launch to RM623.3m in H1 FY2023 which translates to 30% of the total GDV launched of RM2.1b



**Teja, SJCC**  
271 units | RM182.5m | May 2023

**94%**  
take-up

Take-up rates listed as at 20 Aug 2023



## Serasi Residences, Putra Heights

- Block 1 & 2 launched in Feb 2023 (926 units, RM302.9m) @ 85%\*
- Block 3 launched in June 2023 (502 units, RM137.9m) @ 41%\*

1,428 units | RM440.8m | Feb & Jun 2023

**79%\***  
Avg. take-up

\*Average take-up rate for open market only (excluding SMMM units)



# Q2 FY2023 Industrial Launches

Elmina Business Park launched The Prestige Collection amounting to RM237.1m in GDV which consists of 24 units of twin factories and 7 units of detached factories; H1 FY2023 industrial launches amounting to RM366.3m

## The Prestige Collection, Elmina Business Park

Detached Factories & Twin Factories | 31 units | RM237.1m GDV | 12,000 sq.ft. – 14,800 sq.ft.





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# **Battersea Power Station Updates**

# Battersea Power Station Updates

- The completed Residential Phase 2 & 3A is at 96% and 97% take-up respectively, remaining inventories comprising mainly larger units
- Latest apartment launch, KOA in Phase 3B achieved ~ 50% take-up rate
- Commercial spaces in Phase 2 & 3A are 92% and 85% leased respectively



Apple Battersea store during its opening day



Apple Battersea store opened on 15 June 2023



Battersea LEGO Set (LEGO Group opened in Turbine Hall A)



Crowd during Battersea Games, running until 3 September

## Key Takeaways

### Residential sales and commercial space leasing status

- Residential apartments of completed Phase 2 and 3A have reached **96% & 97% take-up rates** as at 30 June 2023
- Latest apartment launch - **KOA has achieved ~50% take-up rate**
- Commercial spaces in Phase 2 and 3A are 92% and 85% leased respectively comprising major brands such as Apple, Uniqlo, LEGO, NIKE and many more
- Apple Battersea store opened on 15 June 2023 located just below their new UK HQ

### Phase 3B construction update

- Phase 3B comprises c200,000 sq. ft. office building named 50 Electric Boulevard, 204 units of KOA apartment and retail spaces
- Residential fit out is in progress with **practical completion is targeted for Q4 2023**

### Awards won in 2023 thus far

- 2023 Property Awards: **Developer of the Year for Commercial Property**
- RESI Awards 2023: **Development of the Year**
- Fast Company World's Most Innovative Companies 2023: **No.1 in the Urban Development & Real Estate category**
- Construction News Awards: **Project of the Year (over £50m)**

### Future phases prospects

- Planning flexibility of design and use for the future phases including Phase 3C was approved by the London Borough of Wandsworth's planning committee in September 2021
- A more detailed assessment is currently being undertaken to ensure successful delivery of the future phases



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# **Land Bank Management & Activation Plan**



# Land Bank Management & Activation Update



- Activated ~231 acres of land in H1 FY2023; ~66 acres from industrial land activation
- Total remaining GDV of ~RM119b with ~15,434 acres remaining land bank

## ● Land Activation

In acres	FY2019	FY2020	FY2021	FY2022	H1 FY2023
PD land development & monetisation	~300	~250	~730	~640	~231
Non-Core Disposals	-	-	~70	~610	-
Total (acres)	~300	~250	~800	~1,250	~231

- Land activation in FY2022 (>1,000 ac) surpassed 3 years' average (FY2019 – FY2021)
- Activated ~231 acres of land in H1 FY2023

## ● Remaining Land Bank & GDV (as at June 2023)

Ongoing Developable Lands	Future Developable Lands	Non-Core Lands
~8,518 acres, RM85.6b	~5,229 acres, RM33.5b	~1,687 acres, RM1 – 3b (Range depending on GDV or Market Value)

**Remaining Developable Land Bank: ~13,747 acres | Remaining GDV: ~RM119b | GDV/acre: RM12m – RM13m\***

- ~15,434 acres^ of land bank located strategically on the west coast of Peninsular Malaysia
- GDV of ~RM119b to be unlocked for future earnings visibility

\*Based on net acreage  
^including non-core lands

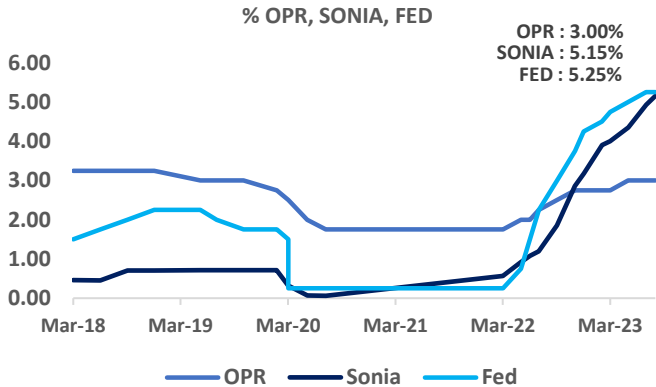
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# Malaysian Economy & Sector Outlook

# Malaysian Economy & Sector Outlook

- Accommodative & supportive economy in H1 FY2023; OPR maintained at 3%, inflation eased to 2.4% in June 2023
- Positive developments in the property sector have boosted market sentiment; and 7% YoY increased in loan approvals signaling robust property demand in H1 FY2023

## Overnight Policy Rate, OPR – maintained at 3.0% from prev. hike of 0.25%



## OPR maintained at 3.0% on 6 July

YTD OPR hike: +0.25% on 3 May 2023

## Sterling Overnight Interbank Average (SONIA)

Now stood at 5.2% in August, from 3.4% in Jan 2023

Source: Bank of England

## Headline Inflation eased to 2.4% in June 2023 (May: 2.8%) – lowest in H1 2023

Core inflation continue its downward trajectory to 3.1% in June (May: 3.5%)

## Labour force recorded steady growth

- ↑ No. of employed person  
**16.28m persons** (+28.1k persons)
- ↓ Unemployment rate (June 2023)  
**3.4%** (-0.4pp YoY)

## GDP to moderate to 4% - 5% in 2023

Q1 2023 : 5.6%  
Q2 2023: 2.9%

Source: BNM, DOSM

## Construction Cost

SDP observes a **0.15% - 0.25% increase in construction costs** for every **1% depreciation** in RM versus USD

Source: SDP internal analysis

As at 7 August 2023

USD:MYR | 4.5595

GBP:MYR | 5.8216

Source: CapIQ

## Overweight rating on Property Sector – CGS-CIMB & RHB's analysts

**Positive news flows to drive property market sentiment:**



Developers playing a role in **National Energy Transition Roadmap (NETR)** through renewable power generation



Revival of major infrastructure projects, i.e., **KL-Singapore HSR**



Potential review of **Malaysia My Second Home (MM2H)** programme – expected to be announced in 2H 2023

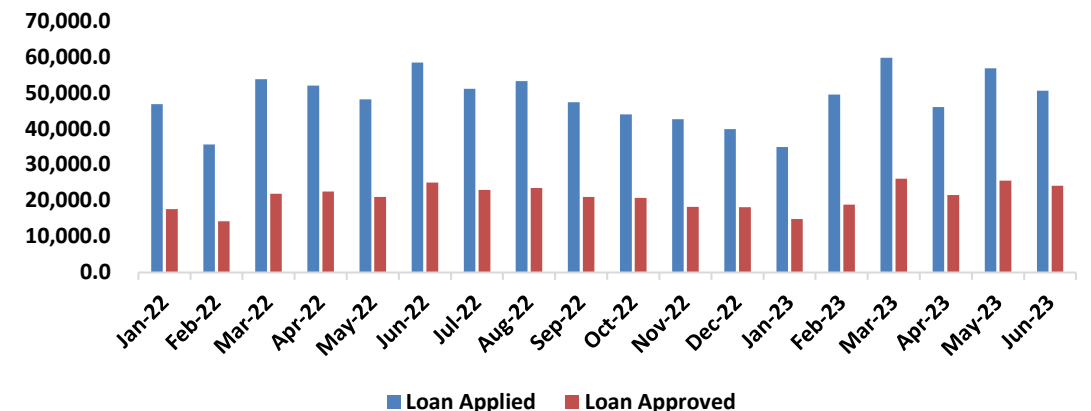
- Could benefit areas such as KL City Centre, Mont Kiara & JB



Potential catalytic development, i.e., **proposed Johor-Singapore Special Economic Zone**

## H1 FY2023 loan applied up 1% YoY while loan approved improved 7% YoY – Signaling demand for property to remain robust

Cumulative Applied and Approved Loan up to June 2023 (RM million)



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# **Strategy Moving Forward**



# Our Transformation Strategy: SHIFT25

On track towards transforming into a Real Estate Company with diversified and market resilient income stream



## PURPOSE

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

## VISION

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

## MISSION

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

## VALUES

T.E.A.M

## SHIFT 25



Pure-Play Property Developer

Real Estate Company

Master Developer • Community Builder • Investment & Asset Manager

Malaysia's Leading and Most Admired  
Real Estate Company

Sustainable & Future-driven  
Fit for purpose 21st Century  
Designed Company

Strong & Resilient  
International Presence  
To Maximise Shareholder Value



### ENGINES OF GROWTH STRATEGY

#### ENGINE 1

70%

Core Business

Maximising the Core's  
Potential

#### ENGINE 2

25%

Business Reinvention

Business Model  
Expansion & Growth  
Adjacencies

#### ENGINE 3

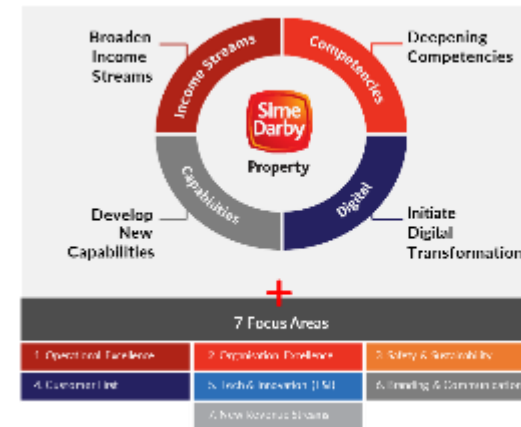
5%

Experimental Bets

Disruptive  
Opportunities



### TACTICAL PLANS (EXECUTION DISCIPLINE)



# FY2023 Guidance: Capitalising On Market Opportunities

- Taking advantage of the strong market response to maximise Property Development growth over the next few years
- The Group revised its sales & GDV launch target to RM2.7b and RM4.0b respectively



**RM4.0b**

**Revised Diversified GDV  
Launch Pipeline**

*from RM3.0b*

*45% Landed residential;  
34% High-rise residential;  
16% Industrial*

**RM2.7b**

**Revised Sales Target**

*from RM2.3b*

*Strong momentum  
seen in H1 FY2023 is  
expected to continue  
into H2 FY2023*

**20% - 25%**

**Gross Profit Margin**

*Maintained target  
considering potential  
fluctuations in  
material prices*

**≤ 0.5x**

**Net D/E Ratio**

*Balancing active  
working capital and  
investments for  
future growth*

**≤ 10%**

**Completed Stocks**

*Maintained target to  
ensure optimal asset  
turnover*

**Maintained as per disclosed at the start of the year**

# H2 FY2023 Launch Plan

- Total of RM2.0b with 2,067 units to be launched in H2 FY2023
- ~41% from residential landed, ~38% residential high-rise & ~15% industrial in terms of GDV



## H2 FY2023

Units to be Launched: **2,067** | GDV to be Launched: **RM2.0b**

Product	H1 FY2023 Launched				H2 FY2023 Planned Launches		
	Units	GDV (RM mil)	GDV (%)	Avg. Take Up %	Units	GDV (RM mil)	GDV (%)
Residential Landed	1,168	1,010.4	49%	80%	940	813.1	41%
Residential High-Rise	1,699	623.3	30%	73%	1,031	764.4	38%
Industrial	65	366.3	18%	88%	28	294.4	15%
Commercial	35	50.4	3%	91%	68	128.1	6%
Statutory	-	-	-	-	-	-	-
<b>Total</b>	<b>2,967</b>	<b>2,050.5</b>	<b>100%</b>	<b>82%</b>	<b>2,067</b>	<b>2,000.0</b>	<b>100%</b>

### Key Highlights (H2 FY2023)

- **Residential Landed:**
  - City of Elmina, Bandar Bukit Raja, Serenia City, Bandar Ainsdale, Nilai Impian
- **Residential High-Rise:**
  - SJ7, KLGCC Resort
- **Industrial:**
  - Bandar Bukit Raja

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# **Investment Proposition**



# Investment Proposition

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



## ● Strong Financial Position

**H1 FY2023 Revenue**  
RM1,374.3 million

**H1 FY2023 Profit Before Tax**  
RM212.2 million

## ● Solid Balance Sheet

**Strong Cash Position**  
RM795.4 million

**Healthy Net Gearing**  
20.7%

## ● Revenue Visibility

**H1 FY2023 Sales**  
RM1,507.1 million

**Unbilled sales**  
RM3.8 billion / 1.5x cover ratio

**Bookings**  
RM1.9 billion *(as at 6 Aug 2023)*

## ● Stable Return

**First Interim Dividend FY2023**  
1.0 sen

**Dividend Payout**  
RM68.0 million



## ● Outlook for H2 FY2023

### Revised Sales & GDV Launch Target

- GDV Launch – RM4.0 billion
- Sales – RM2.7 billion

### Upbeat on Property Development Segment

- Strong growth from PD segment driving accelerated launches into FY2023
- ~4,000 units HOVP in FY2023 will provide cash flow upside

### Sukuk – Overwhelming Investor Interest

- Second Sukuk issuance under the Sukuk Musharakah programme with a nominal value of RM600 million oversubscribed 8x with orders exceeding RM4.8 billion

## ● 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, SDPMIT)

#### Partnership with LOGOS Property

- 1st Industrial Development Fund (IDF) established by a Malaysian public-listed developer
- Secured J&T as the first tenant for Metrohub 2, in the first industrial & logistics facility under IDF



#### Industrial as key future growth engine

- Presence in 6 established townships
- Increasing sales contribution from 14% in FY2020 to 40% in H1 FY2023
- ~RM3.0b billion GDV of industrial products launched in FY2019 – H1FY2023



# Thank You | Q&A

## **Sime Darby Property Berhad**

197301002148 (15631-P)

No. 2, Jalan PJU1A/7A

Ara Damansara

47301, Petaling Jaya

Selangor, Malaysia

[simedarbyproperty.com](http://simedarbyproperty.com)

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# Appendix

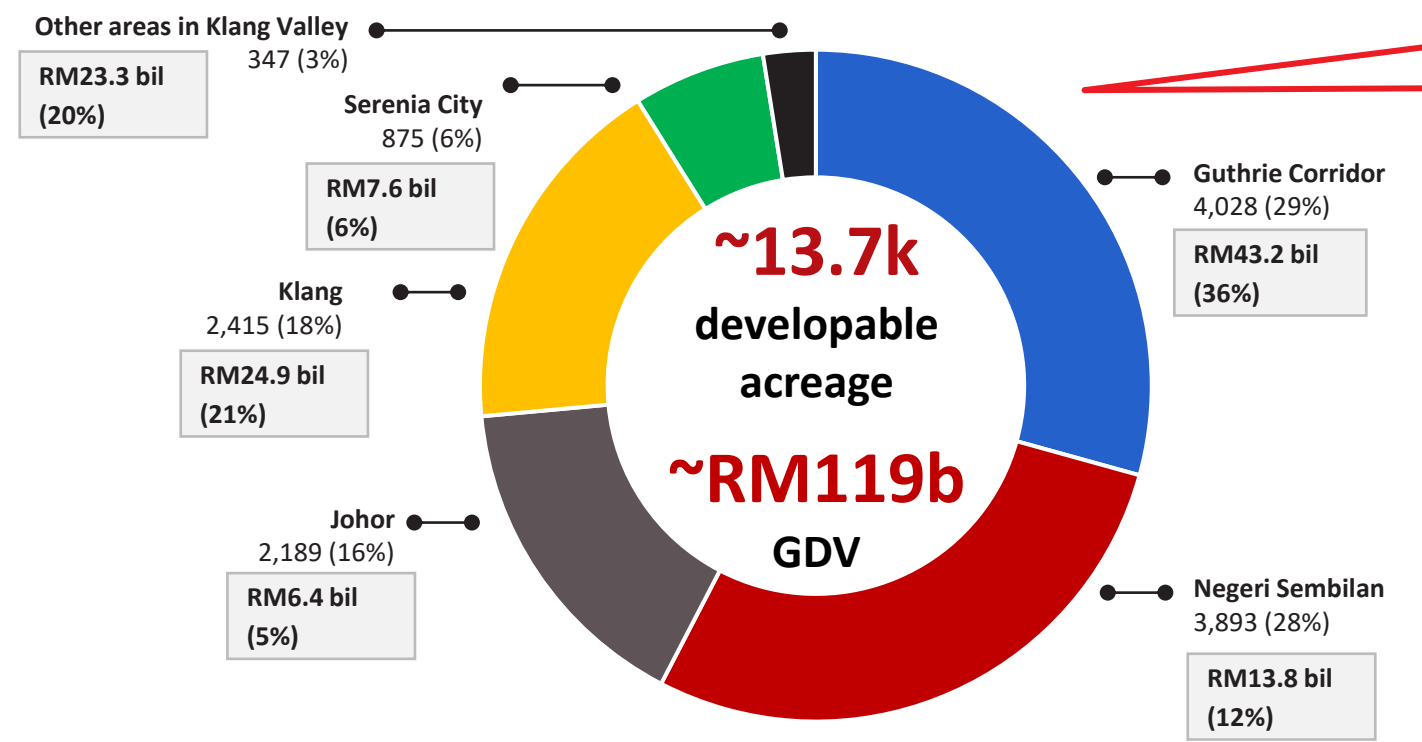


# Remaining Land Bank & GDV (as at June 2023)



- ~15,434 acres of land bank located strategically on the west coast of Peninsular Malaysia
- GDV of ~RM119b to be unlocked for future earnings visibility

Ongoing Developable Lands	Future Developable Lands	Non-Core Lands
~8,518 acres, RM85.6b <i>(Mar 2023: ~8,860 acres, RM86.6b)</i>	~5,229 acres, RM33.5b <i>(Mar 2023: ~4,280 acres, RM24.5b)</i>	~1,687 acres, RM1 – 3b <i>(Range depending on GDV or Market Value)</i> <i>(Mar 2023: ~2,050 acres)</i>



**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 & West, Semenyih, Hamilton Nilai City and MVV (Labu & New Labu), MVV Central  
 • 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