



Property



Q3 FY2023

FINANCIAL RESULTS

ANALYST BRIEFING PRESENTATION





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9M FY2023 Financial Highlights

- Revenue grew to RM2,424.2m on the back of a robust performance from the Property Development segment
- PBT and PATAMI increased by 36.4% and 30.1% YoY respectively
- Solid Balance Sheet position with healthy cash reserves and gearing levels

● Financial Performance Snapshot

Revenue ▲ 36%

RM2,424.2 million

Profit Before Tax ▲ 36%

RM440.7 million

PATAMI ▲ 30%

RM276.7 million

● Financial Position as at 30 September 2023

Cash Position

RM661.9 million

Total Equity

RM9,976.3 million

Net Assets per Share Attributable
to Owners of the Company

RM1.45

Gross Gearing Ratio

34.1%

Net Gearing Ratio

27.4%

9M FY2023 Operational Highlights



- Sales achievement of RM2.5b; represents ~93% of FY2023 sales target of RM2.7b
- RM3.2b worth of diversified products launched in 9M FY2023; amounting to ~80% of FY2023 GDV target of RM4.0b

● Sales Snapshot

Sales Achieved
RM2.5 billion
 (2,279 units sold)

Total Bookings
RM2.2 billion
 (as at 5 Nov 2023)

Unbilled Sales
RM3.7 billion
 (as at 30 September 2023)

● Product Launches

9M FY2023 New Launches
RM3.2 billion GDV

Average Take-up Rates*

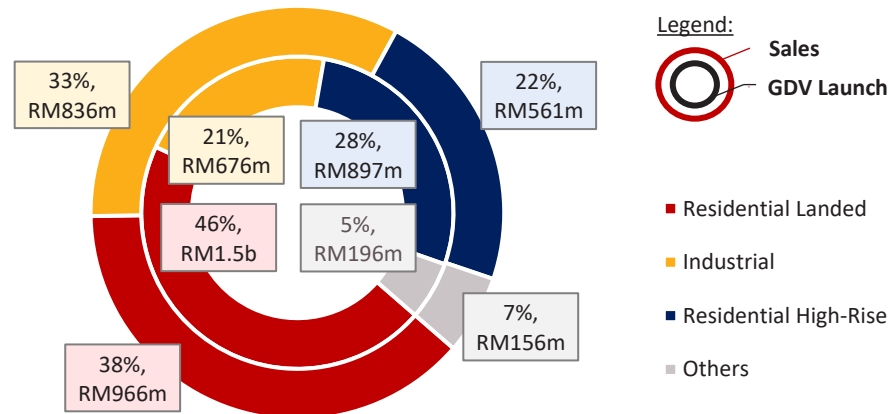
- All products: 75%
- Residential Landed: 70%
- Industrial: 86%

**Average take-up rates as at 5 November 2023*

9M FY2023 HOVP

2,153 units
 (FY2023 HOVP target: ~3,600 units)

● 9M FY2023 Sales Achieved & GDV Launch Composition



% Contribution:

- Residential Landed: 38% (Sales); 46% (GDV launched)
- Industrial: 33% (Sales); 21% (GDV launched)
- Residential High-Rise: 22% (Sales); 28% (GDV launched)

Among the successful launches during Q3 FY2023:



**Includes Phase 3 & 3A*

Take-up rates listed as at 5 Nov 2023

Q3 FY2023 Corporate Awards & Development Highlights



- The Group won 7 awards in Q3 FY2023 bringing the total haul to an impressive 40 awards as at 9M FY2023
- Sime Darby Property's Sukuk overshared by over eight times

Key Corporate Awards & Recognitions



Construction News Awards 2023
Battersea Power Station - Project of The Year (over £50m)



Malaysia Developer Awards 2023
Winner - Best in Qualitative (>RM 1Bil Market Cap)
Top of The Charts (Top 10) & International Special Award (BPS)



The APPIES Malaysia 2023
AdTech/MarTech Gold – Serasi: Gone in 60 minutes
AdTech/MarTech Gold – CNY 2023: From Point of Interest to Point of Sales
AdTech/MarTech Gold – Serasi: Gone in 60 minutes



Green Building Index (GBI) Accreditation
Cantara Residences - Gold rating (Construction)
Elmina Central Park - ArbNet arboretum status at Level II

Recent Corporate Development



Sime Darby Property and Tenaga Nasional Berhad (TNB) Sealed Memorandum of Understanding (MOU) on Solar Energy Initiatives



Robust Investor Confidence: Sukuk Musharakah oversubscribed by over eight times with orders breaching the RM4.8b mark and outpacing the initial target of RM600m

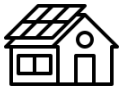
Reaffirms Commitment to Renewable Energy



On 21 September 2023, the Group solidified its commitment to renewable energy with the signing of the Memorandum of Understanding (MoU) with Tenaga Nasional Berhad (TNB) for the exploration and development of sustainable energy initiatives



Key Focus Areas of the Collaboration



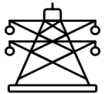
Potential joint venture (“JV”) partnerships to integrate rooftop solar solutions in the Group’s townships and developments, including the leasing of rooftop spaces or implementation of rooftop solar solutions on up to 1,000 existing and future properties in the City of Elmina or other potential townships



To explore a potential JV partnerships for the investment and implementation of rooftop solar installation on SDP-owned assets



Explore the implementation of electric vehicle charging infrastructure within townships and/or developments by the Group



Explore Microgrid solutions in townships, managed industrial parks and landbanks within the Group



This partnership signifies SDP’s commitment to reducing carbon footprint and playing our role in the nation’s green agenda

SHIFT 25



In-line with SHIFT25 transformation plan in becoming a real estate company with diversified income streams by 2025.

Financial Performance

Third Quarter (Q3 FY2023) &
Nine Months (9M FY2023) ended 30 September 2023

Profit & Loss Performance



- Robust top-line growth of +35.8% YTD, primarily driven by the Property Development segment; while QoQ increased +52.4%, surpassing the RM1 billion mark
- YTD Gross profit margin of 30% sustained above the Group's FY2023 guidance of 20% to 25%

RM mil	Q3 FY2023	Q2 FY2023	QoQ %	9M FY2023	9M FY2022 (restated)	YoY %
Revenue	1,050.0	688.9	▲ 52.4	2,424.2	1,785.2	▲ 35.8
Gross Profit	343.1	186.7	▲ 83.8	732.8	532.0	▲ 37.7
% Margin	32.7	27.1	▲ 5.6	30.2	29.8	▲ 0.4
PBT	228.5	114.3	▲ 100.0	440.7	323.1	▲ 36.4
% Margin	21.8	16.6	▲ 5.2	18.2	18.1	▲ 0.1
PATAMI	144.9	71.1	▲ 103.9	276.7	212.7	▲ 30.1
% Margin	13.8	10.3	▲ 3.5	11.4	11.9	▼ (0.5)
Basic Earnings Per Share (sen)	2.1	1.0	▲ 103.9	4.1	3.1	▲ 30.1

Q3 FY2023 vs Q2 FY2023 (QoQ)

- Revenue grew by 52.4% to RM1.0b mainly attributed to the significant improvement in the PD segment which was mainly driven by higher sales in residential landed and industrial products with increased on-site development activities in the Group's major townships
- GP margin grew to 33%, which was partly boosted by land disposal. Excluding these would result in a GP margin of 28%, maintaining at a healthy level above the Group's FY2023 guidance
- QoQ PBT doubled to RM228.5m mainly due to the strong performance of PD segment, coupled with the contribution from recognition of land disposal that was secured in prior years

9M FY2023 vs 9M FY2022 (YoY)

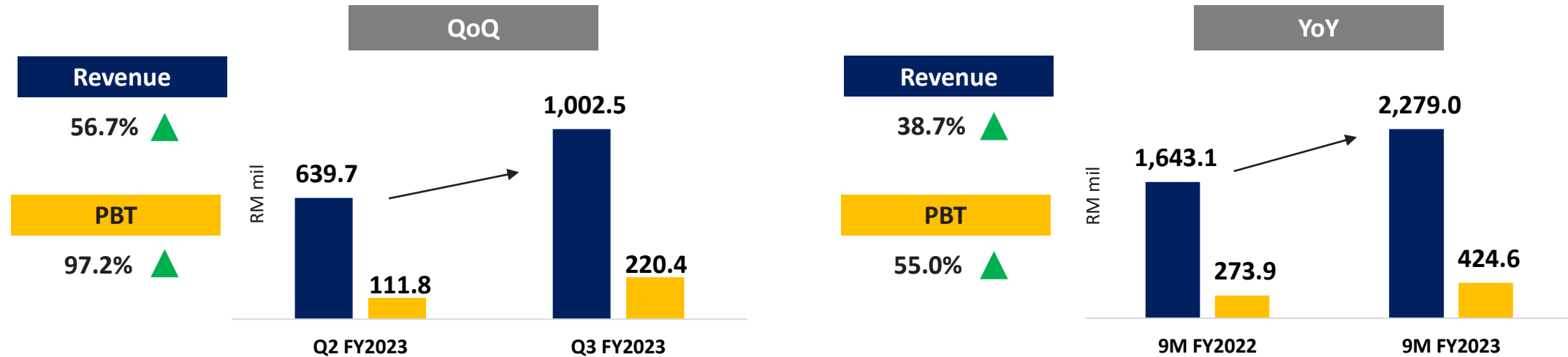
- Revenue grew by +35.8% to RM2.4b mainly contributed by the strong performance of PD segment, driven by the contribution from residential and industrial products with increased on-site development activities
- Leisure recorded moderate growth in revenue whilst IAM remained largely on par with 9M FY2022
- Gross profit jumped +37.7% to RM732.8m, while GP margin sustained above the Group's FY2023 guidance at 30%. Excluding gross profit from land disposal, GP margin stood at 28%
- PBT improved by 36.4% YoY to RM440.7m on the back of higher GP, offsetting the higher share of loss from BPS of RM53.9m in 9M FY2023 compared to RM37.7m in 9M FY2022

Segmental Revenue and PBT Analysis for Q3 & 9M FY2023



9M FY2023 revenue and PBT grew +38.7% and +55.0% respectively backed by strong sales in residential and industrial products

Property Development (PD)



Q3 FY2023 vs Q2 FY2023 (QoQ)

- Revenue and PBT increased by +56.7% and +97.2% respectively, mainly driven by increased sales in residential and industrial products with higher on-site development activities in the Group's major townships

9M FY2023 vs 9M FY2022 (YoY)

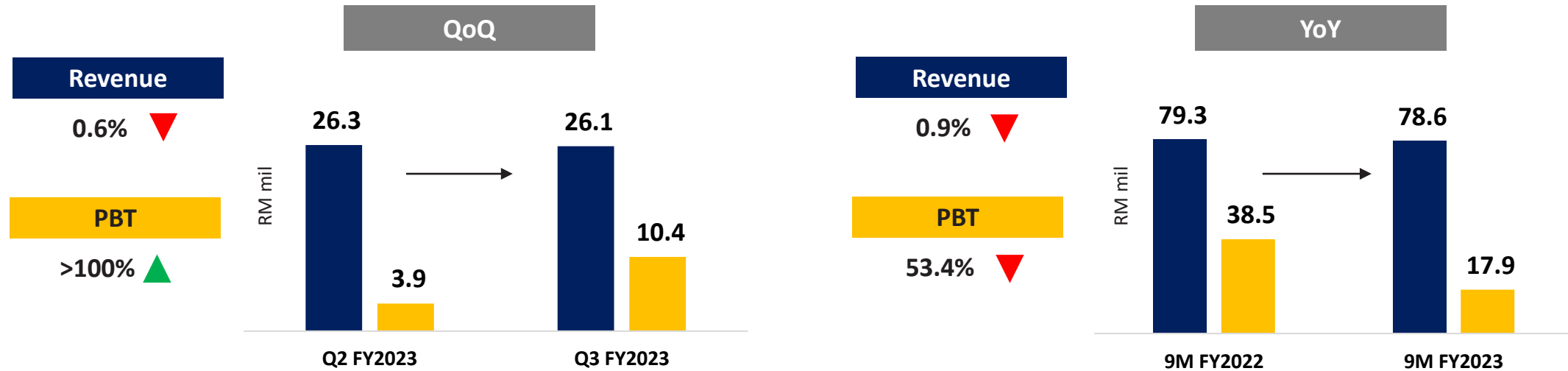
- PD segment remained as the largest contributor to the Group's revenue, accounting for 94.0% of the Group's total
- Revenue grew +38.7% to RM2,279.0m, backed by a strong contribution from residential and industrial products with increased on-site development activities in major townships
- PBT remained resilient with a growth to RM424.6m, up by +55.0% in line with higher revenue on the back of strong sales and profit contribution from residential and industrial products; Industrial contributed to RM836.2m or 33% of 9M FY2023 sales vs RM527.6m or 19.2% in 9M FY2022

Segmental Revenue and PBT Analysis for Q3 & 9M FY2023



- IAM maintained its top-line performance at RM78.6m in 9M FY2023
- However, PBT was affected by higher share of loss from joint ventures and associates. Excluding this, PBT stood at RM42.0m

Investment & Asset Management (IAM)



Q3 FY2023 vs Q2 FY2023 (QoQ)

- Revenue remained stable at **RM26.1m**
- PBT increased to **RM10.4m in Q3 FY2023** (from RM3.9m in Q2 FY2023), primarily attributed to a reversal of provision resulting from recovery of collections

9M FY2023 vs 9M FY2022 (YoY)

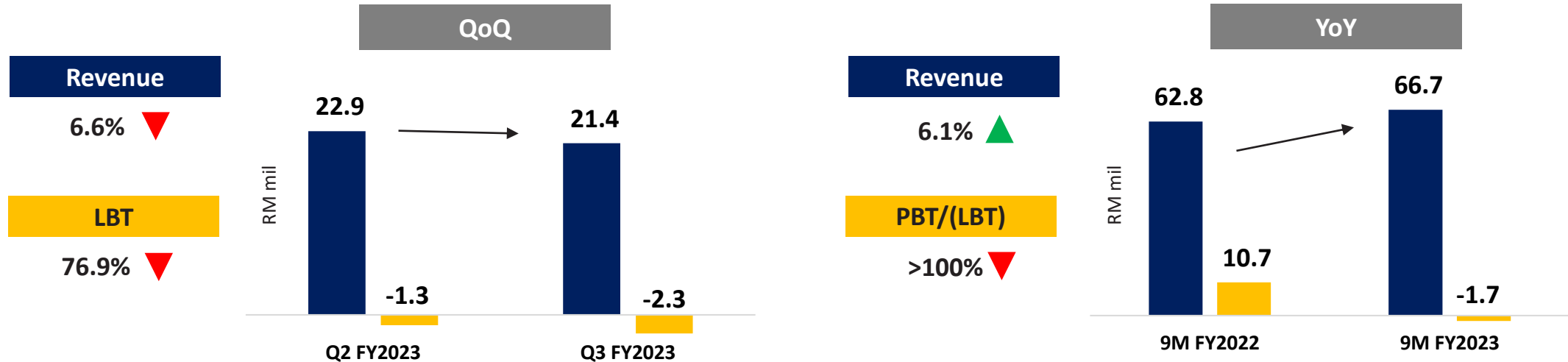
- Revenue remained largely on par with 9M FY2022 at **RM78.6m**
- Lower PBT of **RM17.9m recorded** mainly due to higher share of loss from joint ventures and associates of **RM24.1m** in 9M FY2023 against share of profit of **RM1.4m** in 9M FY2022, mainly attributed to higher finance costs in relation to long term investment asset
- 9M FY2023 PBT excluding share of loss from joint ventures and associates stood at **RM42.0m**

Segmental Revenue and PBT Analysis for Q3 & 9M FY2023



- Leisure maintained a marginal revenue growth of 6.1% to RM66.7m in 9M FY2023
- The highly-anticipated Ladies Professional Golf Association (“LPGA”) tournament, hosted by SDP, took place in October 2023
- The prioritization of preparations for the LPGA tournament led to additional costs, resulting in a loss of RM1.7m in 9M FY2023

Leisure



Q3 FY2023 vs Q2 FY2023 (QoQ)

- Revenue was marginally lower by -6.6% at RM21.4m mainly due to higher banqueting and F&B activities in the previous quarter during the Hari Raya festive season
- Higher loss of RM2.3m in Q3 FY2023, impacted mainly by the additional costs incurred as the segment intensified its golf maintenance activities in preparation for the LPGA tournament held in October 2023

9M FY2023 vs 9M FY2022 (YoY)

- Revenue grew by +6.1% to RM66.7m, driven by higher banqueting & F&B proceeds resulting from an increased number of events and functions, as well as food and beverage activities
- Despite higher revenue, the segment recorded a loss before tax of RM1.7m in 9M FY2023 compared to a profit position in 9M FY2022 mainly due to:
 - The PBT in 9MFY2022 was boosted by a one-off gain on disposal of a leisure property in Vietnam of RM8.9m
 - Additional costs incurred to intensify its golf course maintenance activities ahead of the LPGA tournament held in October 2023

Cash and Debt as at 30 September 2023

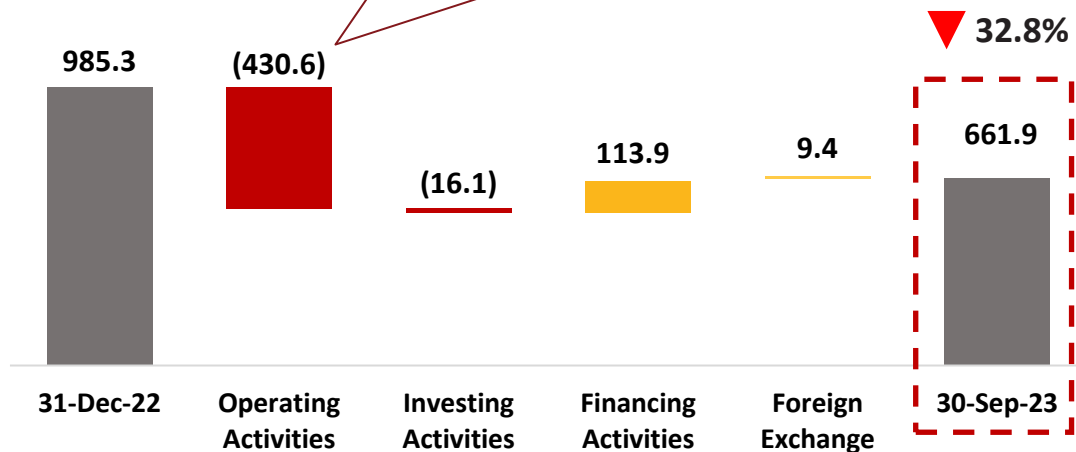
- Cash balance remained healthy at RM661.9m and low net gearing of 27.4%
- Cash outflow was primarily utilised on land acquisitions which are expected to drive future growth

Cash & Cash Equivalents

(RM mil)

Net operating cash outflow:

- Net operating cash outflow mainly due to land acquisitions in Bandar Bukit Raja (Development) and MVV, amounting to a total of RM692m, which is earmarked for future developments
- Mitigated by 15 phases HOVP in 9M FY2023



Net investing cash outflow:

- Net investing cash outflow of RM16.1m primarily due to a land acquisition located in Bandar Bukit Raja (Investment Properties) of RM116m, which was offset by repatriation of fund from BPS of RM164.0m

Net financing cash inflow:

- Net financing cash inflow mainly due to loan drawdown to fund the land acquisitions

External Borrowings

(RM mil)

30 September 2023

RM3,114.2m

▲ 11.1%
(RM311.5m)

31 December 2022

RM2,802.7m

External Borrowings
3,114.2

External Borrowings
2,802.7

Gross Gearing Ratio
(without BPS)

34.1%
(31.3%)

32.0%
(28.8%)

Net Gearing Ratio
(without BPS)

27.4%
(24.6%)

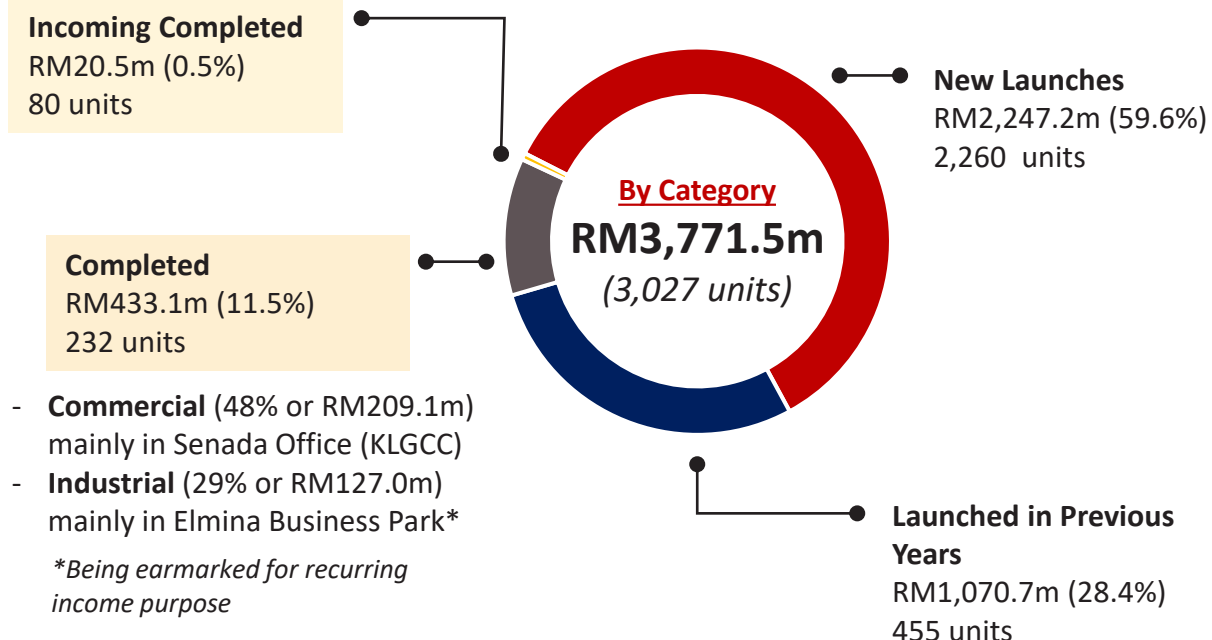
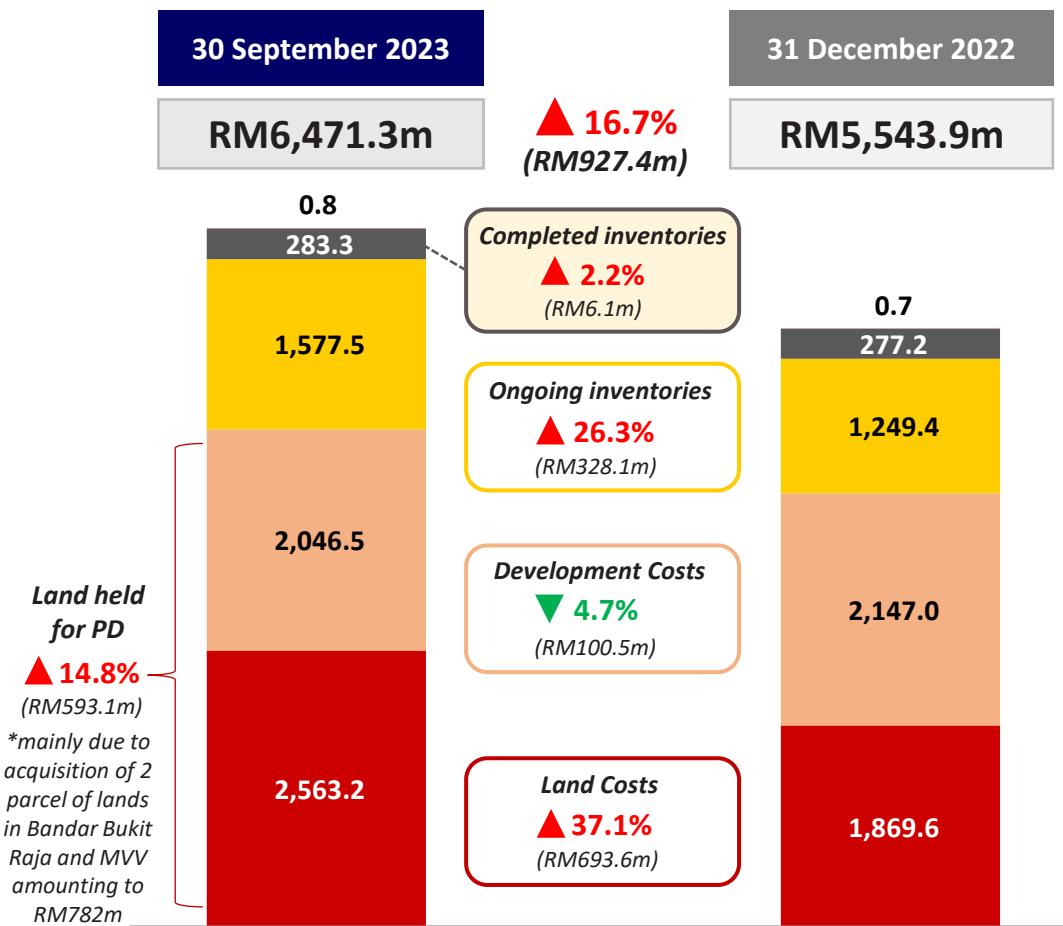
21.8%
(18.6%)

Property Development Inventories as at 30 September 2023

- Completed inventories in carrying value amounting to RM283.3m (+2.2% vs 31 Dec 2022), due to unsold HOVP units during 9M FY2023
- In terms of GDV, completed and incoming completed stocks only comprised 12% of total inventories of RM3.8b

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

Third Quarter (Q3 FY2023) &
Nine Months (9M FY2023) ended 30 September 2023

Sales Achieved by Product Type and Location

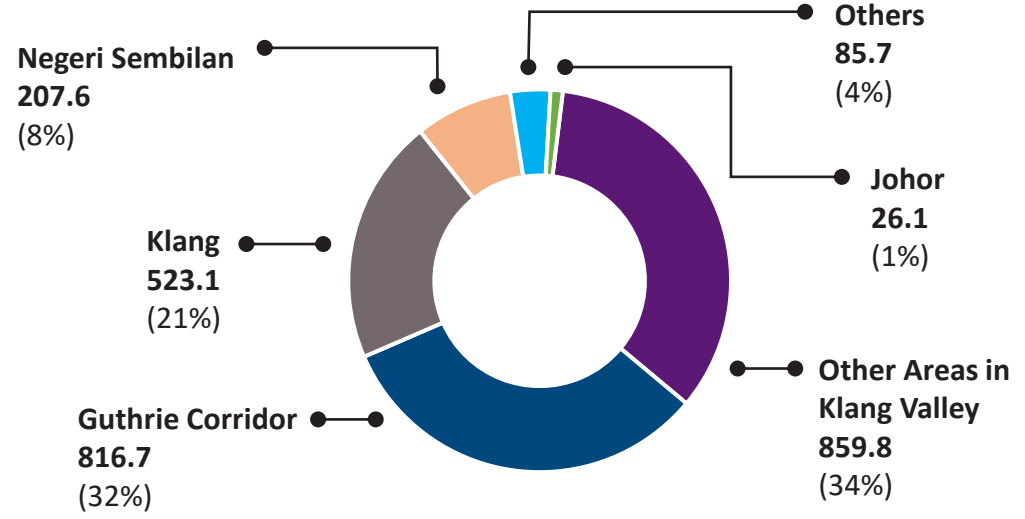
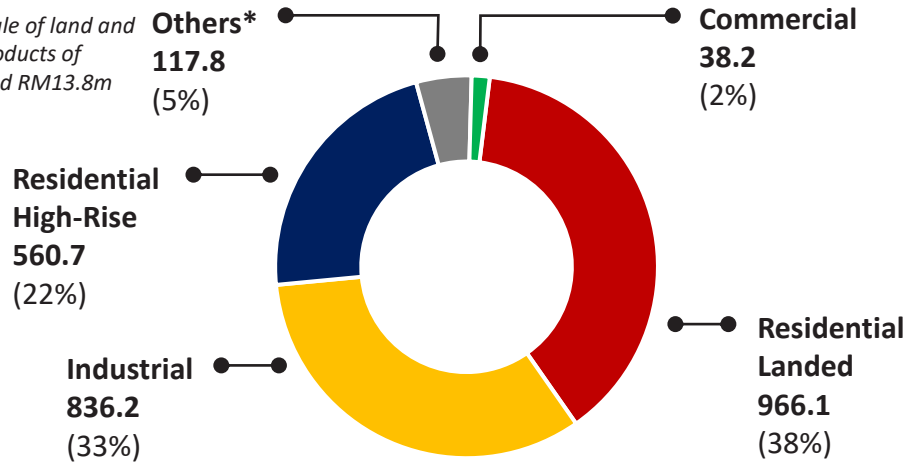
- Residential landed was the top sales contributor in 9M FY023 with a contribution of 38% to 9M FY2023 sales achieved
- Industrial contributed 33% or RM836.2m, mainly driven by product offerings from Bandar Bukit Raja, City of Elmina and Nilai Impian's XME Business Park
- Sales contribution in 9M FY2023 remains predominantly within the Greater Klang Valley region

**9M FY2023 Sales Achieved
RM2,519.0m**

**By Product Type
(RM mil)**

**By Location
(RM mil)**

**including sale of land and Statutory products of RM85.7m and RM13.8m respectively*



- Residential landed** reclaimed the leading contributor position (**38% or RM966.1m**) mainly from **Ilham Residence 3, The Eighth & Elmina Green 7** in City of Elmina, **Nadira 3** in Bandar Bukit Raja and **Serenia Anisa 1 & 2** in Serenia City
- Industrial products** contributed (**33% or RM836.2m**) mainly from **Bandar Bukit Raja, Elmina Business Park and Nilai Impian's XME Business Park**
- Residential high-rise** contributed **22% or RM560.7m** driven by **Serasi Residences** in Putra Heights, **Teja** in SJCC & **Park One** in Melawati

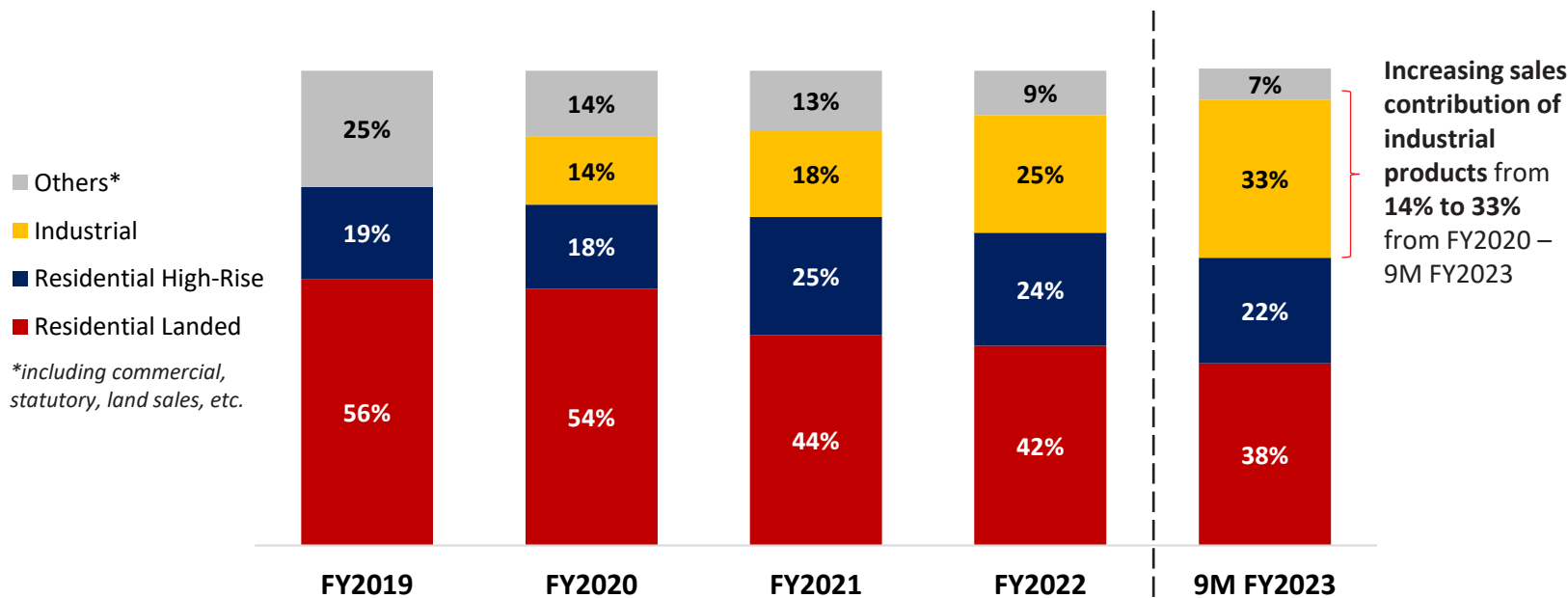
- Guthrie Corridor** contributed **32% of total sales**, mainly from **Elmina West & Elmina Business Park**
- Klang** – **21% of total sales** largely attributed to **Bandar Bukit Raja 2 & 3**
- Other Areas in Klang Valley** remain the key sales contributor at **34%**, driven mainly by high-rises in **Putra Heights** and **SJCC**, as well as residential landed and industrial properties in **Serenia City**

Sales Performance Breakdown (by Product Type & Year)



- Strong sales performance in 9M FY2023, achieving ~93% FY2023's sales target of RM2.7b
- Well-diversified product offerings, with a strong growth momentum seen in the industrial segment across the years, with sales contribution increasing from 14% in FY2020 to 33% in 9M FY2023

Sales Performance Breakdown by Product Type (%)



Bookings as at 5 November 2023
RM2.2 billion

Sales Target	RM2.3b	RM1.4b	RM2.4b	RM2.6b	RM2.7b
Sales Achieved (exceeded by)	RM3.1b (+35%)	RM2.0b (+43%)	RM3.0b (+22%)	RM3.7b (+41%)	RM2.5b @ 9M FY2023

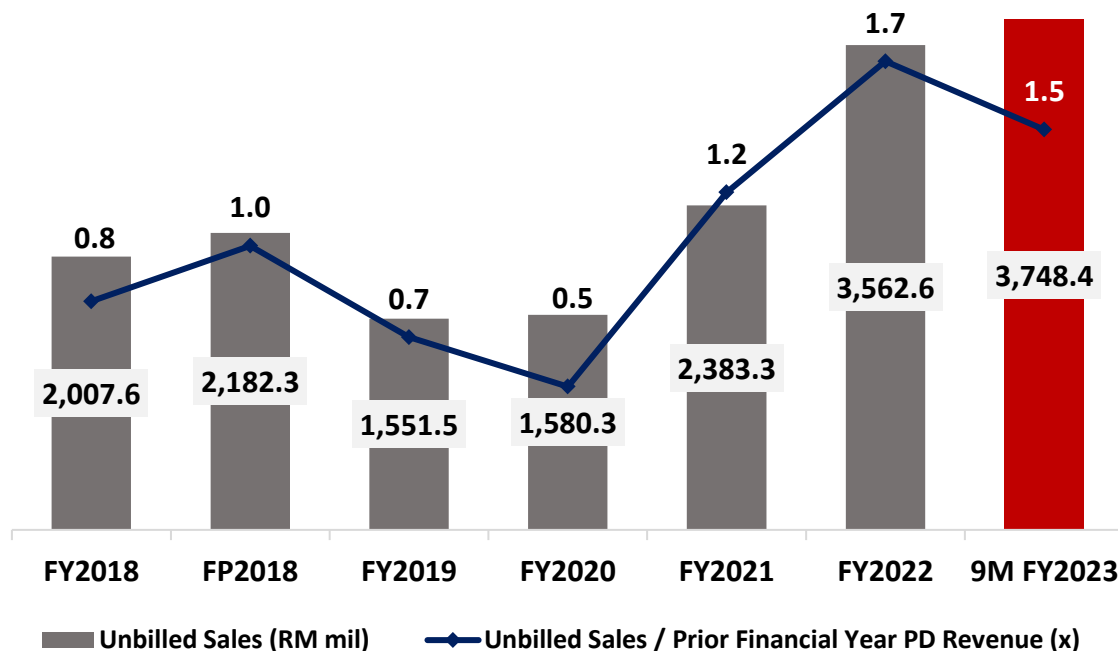
- 9M FY2023 sales achieved of RM2.5b:
 - 38% or RM954.1m are from projects launched in previous years, contributed by conversion from bookings from prior year launches
 - 55% or RM1,377.7m from new launches mainly from Serasi Residences, Teja in SJCC, Ilham Residence 3, The Eighth & Elmina Green 7 in City of Elmina and Nadira 3 in Bandar Bukit Raja
 - Increasing sales contribution trend across the years backed by stronger contribution by the industrial segment with 33% of total sales achieved (RM836m) mainly from Bandar Bukit Raja, Elmina Business Park and Nilai Impian's XME Business Park
 - 93% of the RM2.7b FY2023 sales target achieved as at 9M FY2023. The sales momentum is further supported by RM2.2b bookings as at 5 November 2023

Unbilled Sales as at 30 September 2023

Maintained a strong unbilled sales of RM3.7b or 1.5x cover ratio as of 30 September 2023, providing a strong revenue pipeline and earnings visibility for the Group



RM3,748.4m as at 30 September 2023



By Property Development Type

Township Development

RM2,277.3m

(60.8%)

31 Dec 2022: RM2,395.1m (67.2%)

Integrated Development

RM1,471.2m

(39.2%)

31 Dec 2022: RM1,167.5m (32.8%)

By Location

Other Areas in Klang Valley*

RM1,749.3m

(46.7%)

Guthrie Corridor

RM889.8m

(23.7%)

Klang

RM745.5m

(19.9%)

Negeri Sembilan

RM346.5m

(9.2%)

Johor

RM17.4m

(0.5%)

*Mainly from KLGCC Resort (41%), Putra Heights (16%), Serenia City (16%)

- Unbilled sales registered at RM3.7b as at 30 September 2023 (+5.2% vs 31 Dec 2022: RM3.6b) on the back of the growing contribution from **residential high-rise and industrial products**, extending earnings 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)
- 17% of the unbilled sales will be recognised in Q4 FY2023, whereas bulk of the balance is expected to be recognised across the next three financial years (FY2024 – FY2026)

Q3 FY2023 Industrial Launches

Serenia Industrial Park has launched its phase 3 and 3A in Q3 FY2023, amounting to RM309.3m in GDV which consists of 30 units of semi-detached factories and 8 units of detached factories; 9M FY2023 industrial launches amounting to RM675.6m

Serenia Industrial Park*

Detached & Semi-Detached Factories | 38 units | RM309.3m GDV | **95% Take-up**



*Includes Phase 3 & 3A

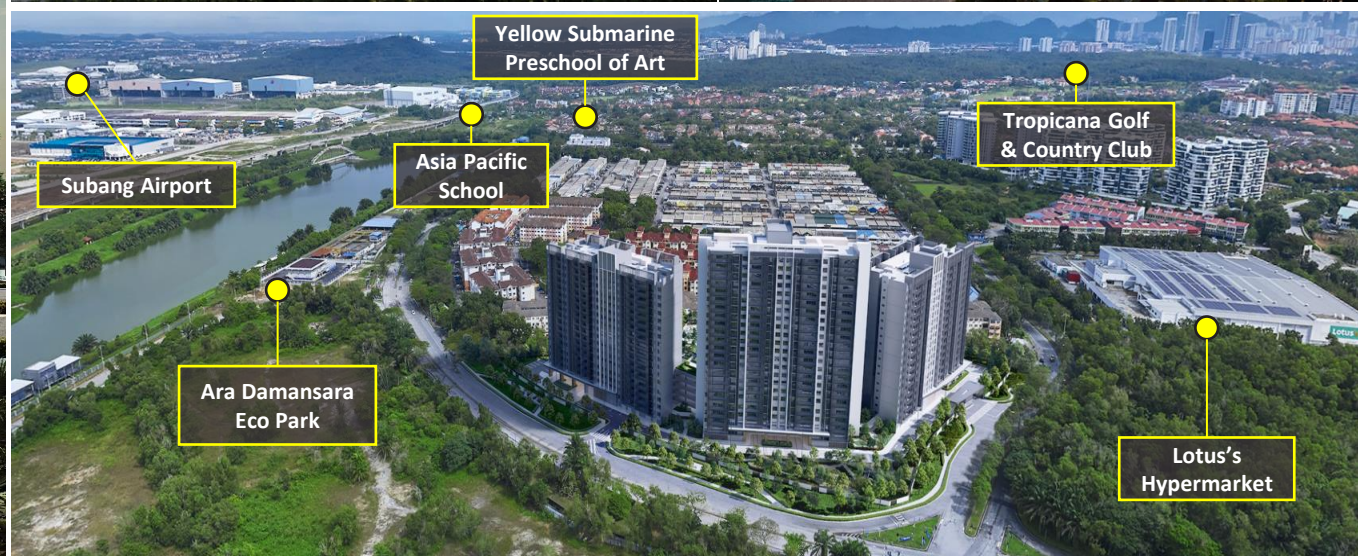
Take-up rates listed as at 5 Nov 2023

Q3 FY2023 Residential High-Rise Launches

RM273.8m worth of residential high-rise products was launched in Q3 FY2023 bringing the GDV launch to RM897.1m in 9M FY2023 which translates to 28% of the total GDV launched of RM3.2b



TRiARA Residences, Ara Damansara
304 units | RM273.8m
77%
take-up



Take-up rates listed as at 5 Nov 2023

Q3 FY2023 Residential Landed Launches

- RM468.4m worth of residential landed products was launched in Q3 FY2023 bringing the GDV launch to RM1.5b in 9M FY2023 which translates to 46% of the total GDV launched of RM3.2b
- Average take-up rate of 70% as at 5 Nov 2023



Elmina Green 7, Elmina West* **71%**
316 units | RM307.4m **take-up**



Casira 3, Bandar Bukit Raja* **53%**
346 units | RM252.6m **take-up**



Serenia Anisa, Serenia City* **66%**
326 units | RM240.6m **take-up**



*Include all sub-phases launched to date in FY2023

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Battersea Power Station Updates

Battersea Power Station Updates

- The completed Residential Phase 2 & 3A are both at 96% take-up respectively, remaining inventories comprising mainly larger units
- Latest apartment launch, KOA in Phase 3B achieved ~53% take-up rate
- Commercial spaces in Phase 2 & 3A are 88% and 85% leased respectively

Phase 3B



Electric Boulevard



Key Takeaways

Residential sales and commercial space leasing status

- Both Residential apartments of completed Phase 2 and 3A have reached **96% take-up rates** as at 30 September 2023
- Latest apartment launch - **KOA has achieved ~53% take-up rate**
- Commercial spaces in **Phase 2 and 3A are 88% and 85% leased respectively.**
- Opening of the **new 24,000 sq ft Arcade Food Hall & Bar**, offering 13 different cuisines from around the globe

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 progressing well with **practical completion targeted by Q1 2024.**

Awards won in 2023 thus far

- EG Awards 2023: **UK Company Award**
- The Props Awards 2023: **Development of the Year**
- 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

- A more detailed assessment is currently being undertaken to ensure successful delivery of the future phases, which includes phase 3C, 4, 5, 6 and 7

Future Phases (4 to 7)



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Land Bank Management & Activation Plan

Land Bank Management & Activation Update



- Activated ~436 acres of land in 9M FY2023; ~99 acres from industrial land activation
- Total remaining GDV of ~RM117b with ~15,322 acres remaining land bank

● Land Activation

In acres	FY2019	FY2020	FY2021	FY2022	9M FY2023
PD land development & monetisation	~300	~250	~730	~640	~432
Non-Core Disposals	-	-	~70	~610	~4
Total (acres)	~300	~250	~800	~1,250	~436

- Land activation in FY2022 (>1,000 ac) surpassed 3 years' average (FY2019 – FY2021)
- Activated ~436 acres of land in 9M FY2023

● Remaining Land Bank & GDV (as at September 2023)

Ongoing Developable Lands	Future Developable Lands	Non-Core Lands
~8,411 acres, RM83.9b	~5,229 acres, RM33.5b Recent Land Acquisitions - 1,709 acres, RM13.3b <ul style="list-style-type: none"> • Sungai Kapar, BBR4 (Aug 2022) – 949 acres, RM9.3b • MVV Central (Oct 2021) – 760 acres, RM4.0b 	~1,682 acres, RM1 – 3b (Range depending on GDV or Market Value)

Remaining Developable Land Bank: ~13,640 acres | Remaining GDV: ~RM117b | GDV/acre: ~RM13m*

- ~13,640 acres^ of land bank located strategically on the west coast of Peninsular Malaysia
- GDV of ~RM117b to be unlocked for future earnings sustainability

*Based on net acreage
^including non-core lands

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Malaysian Economy & Sector Outlook

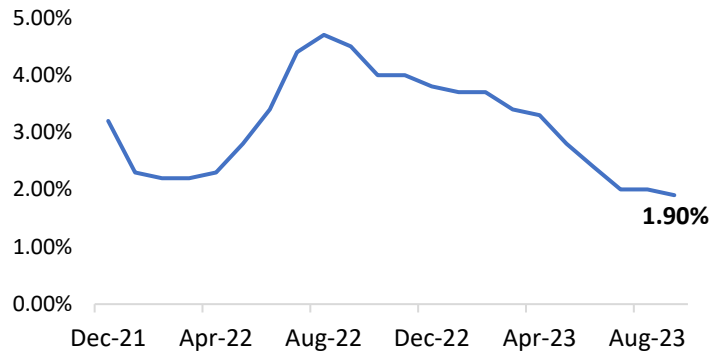
Malaysian Economy & Sector Outlook

Economy continues its recovery - inflationary pressure subsides; growth to be supported by domestic expenditure amid challenging external headwinds

Q3 FY2023 Economy Highlights

- Malaysia Inflation rate **stood at 1.9% in September** – lowest in 2½ years.
- Malaysia's Q3 2023 GDP grew 3.3%; **Economy projected to expand by around 4% in 2023 and 4% – 5% in 2024.**

Malaysia Inflation Rate, %



Malaysia's Q3 GDP 2023: 3.3%

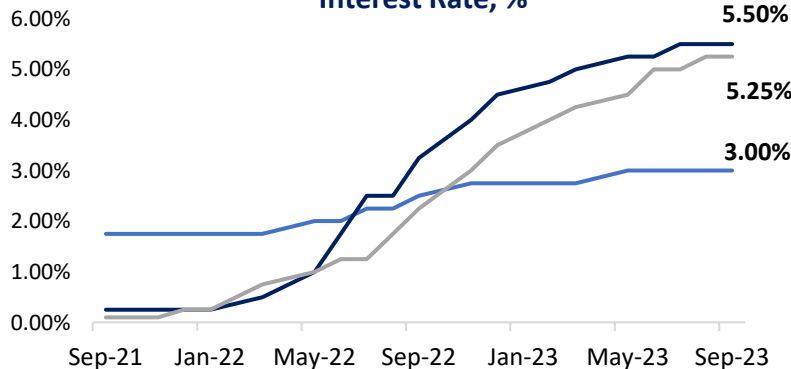
GDP growth supported by;

- Continued expansion in household spending
- Further recovery in inbound tourism
- Higher Construction activities

Risk include slower global growth & lower commodity production

Clear domestic monetary policy stance, while FED and BOE adopts wait and see approach

Interest Rate, %



Rate hikes Since September 2021

FED rate: 10 hikes, +525bps

UK rate; 14 hikes, +515bps

OPR; 5 hikes, +125bps

MY unemployment rate stable at 3.4% in August

FOREX performance YTD September 2023

USD:MYR | 4.6935 | **6.7% ▼**

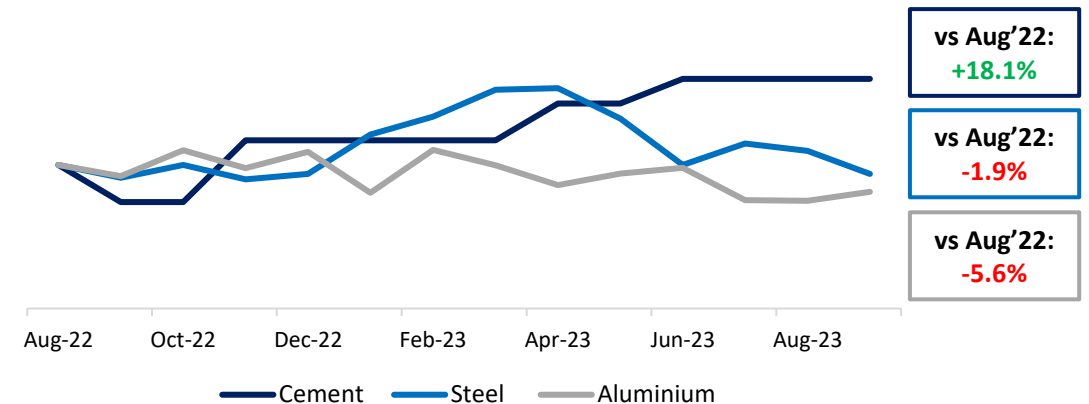
GBP:MYR | 5.7247 | **7.6% ▼**

Positive news flows to drive property market sentiment

- Revival & progress of major infrastructure projects** (i.e. ECRL, HSR, MRT3 and MyDigital 5G and etc.)
- NIMP 2030** - Expanding industrial clusters through M&E, Automotive & Petrochemical and etc.
- Ease existing requirements for Malaysia My Second Home (MM2H)** applications potentially bodes well for the Property sector
- Allocation of RM2b to support the National Energy Transition Roadmap**

Cement prices remains elevated, whereas Steel & Aluminum have been on a declining trend

Raw Materials Trend



Source: SDP, LME

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Strategy Moving Forward

Our Transformation Strategy: SHIFT25

Focused on executing our plans within respective engines of growth to transform SD Prop towards becoming a Real Estate Company with greater recurring income



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

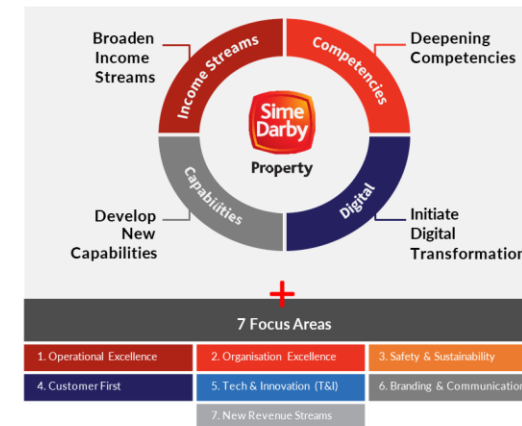
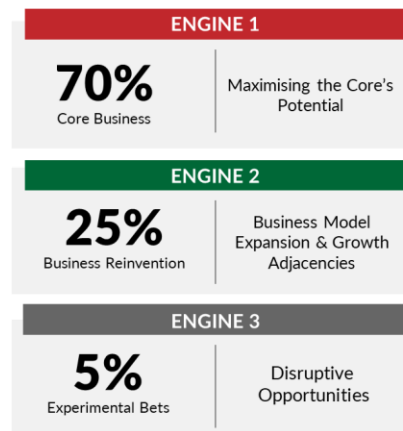


Pure-Play Property Developer ▶ **Real Estate Company**
Master Developer • Community Builder • Investment & Asset Manager

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



FY2023 Guidance



- In Q2FY2023, Sales and GDV launch targets were revised upwards to RM2.7b and RM4.0b (from RM2.3b and RM3.0b)
- On track to deliver our targets for FY2023

RM4.0b

**Diversified Launch
GDV Pipeline**

*38% Residential landed;
34% Residential high-rise;
17% Industrial;*

RM2.7b

Sales Target

*Healthy momentum
seen year-to-date is
expected to continue
into Q4FY2023*

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*

9MFY2023 Progress

Launched

RM3.2b (~80%)

Sales Achieved

RM2.5b (~93%)

Gross Margin

30%

Net Gearing

0.27x

**Completed Stocks as
of September 2023**

11.5%

*Expect to achieve below
10% by year end*

Q4 FY2023 Launch Plan

- Launched ~RM3.2b worth of products in 9M FY2023 achieving 75% average take-up rate for all launches;
- Remaining GDV of ~RM791m to be launched in Q4 FY2023 with residential high-rise products accounting for 59%



Q4 FY2023

Units to be Launched: **587** | GDV to be Launched: **RM791m**

Product	9M FY2023 Launched				Q4 FY2023 Planned Launches		
	Units	GDV (RM mil)	GDV (%)	Avg. Take Up %	Units	GDV (RM mil)	GDV (%)
Residential Landed	1,749	1,478.8	46%	70%	81	70.8	9%
Residential High-Rise	2,003	897.1	28%	79%	382	470.9	59%
Industrial	103	675.6	21%	86%	8	12.3	2%
Commercial	35	50.4	1%	66%	68	136.0	17%
Others*	62	145.4	4%	31%	48	101.2	13%
Statutory	-	-	-	-	-	-	-
Total	3,952	3,247.3	100%	75%	587	791.2	100%

*Include private orchard lots such as Elmina Peak ("EP") homestead 2 & EP homestead 1

Key Highlights (Q4 FY2023)

- **Residential Landed:**
 - Serenia City, Nilai Impian
- **Residential High-Rise:**
 - SJ7, KLGCC Resort
- **Industrial:**
 - Bandar Universiti Pagoh
- **Commercial:**
 - City of Elmina, Nilai Impian
- **Others:**
 - City of Elmina

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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

9M FY2023 Revenue
RM2,424.2 million

9M FY2023 Profit Before Tax
RM440.7 million

● Solid Balance Sheet

Strong Cash Position
RM661.9 million

Healthy Net Gearing
27.4%

● Revenue Visibility

9M FY2023 Sales
RM2,519.0 million

Unbilled sales
RM3.7 billion / 1.5x
cover ratio

Bookings
RM2.2 billion *(as at 5 Nov 2023)*

● Stable Return

Committed towards maximizing shareholders' returns

Dividend Payout %:

H1 FY2023: 51.6% (First Interim Dividend of 1 sen)

FY2022: 43.1% (2 sen)

FY2021 (restated): 46.3% (1 sen)

FY2020 (excl. one off): 133.4% (1 sen)

FY2019: 34.1% (3 sen)

● Outlook for Q4 FY2023

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
- ~3,600 units HOVP in FY2023

Strategic Existing Land Bank

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



● Income & Product Diversification

Transformation journey towards – A Real Estate Company by 2025

Investment Assets Portfolio

- AUM of RM4.4 billion as at FY2023
- Group Net Lettable Area (NLA) of ~5 mil sq. ft
- ~2 mil sq. ft in (SDPLOG, SDPMIT)

Industrial as key future growth engine

- Presence in 6 established townships
- Increasing sales contribution from 14% in FY2020 to 33% in 9M FY2023
- ~RM3.3b billion GDV of industrial products launched in FY2019 – 9MFY2023



Thank you | Q&A

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Ara Damansara

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Selangor, Malaysia

simedarbyproperty.com

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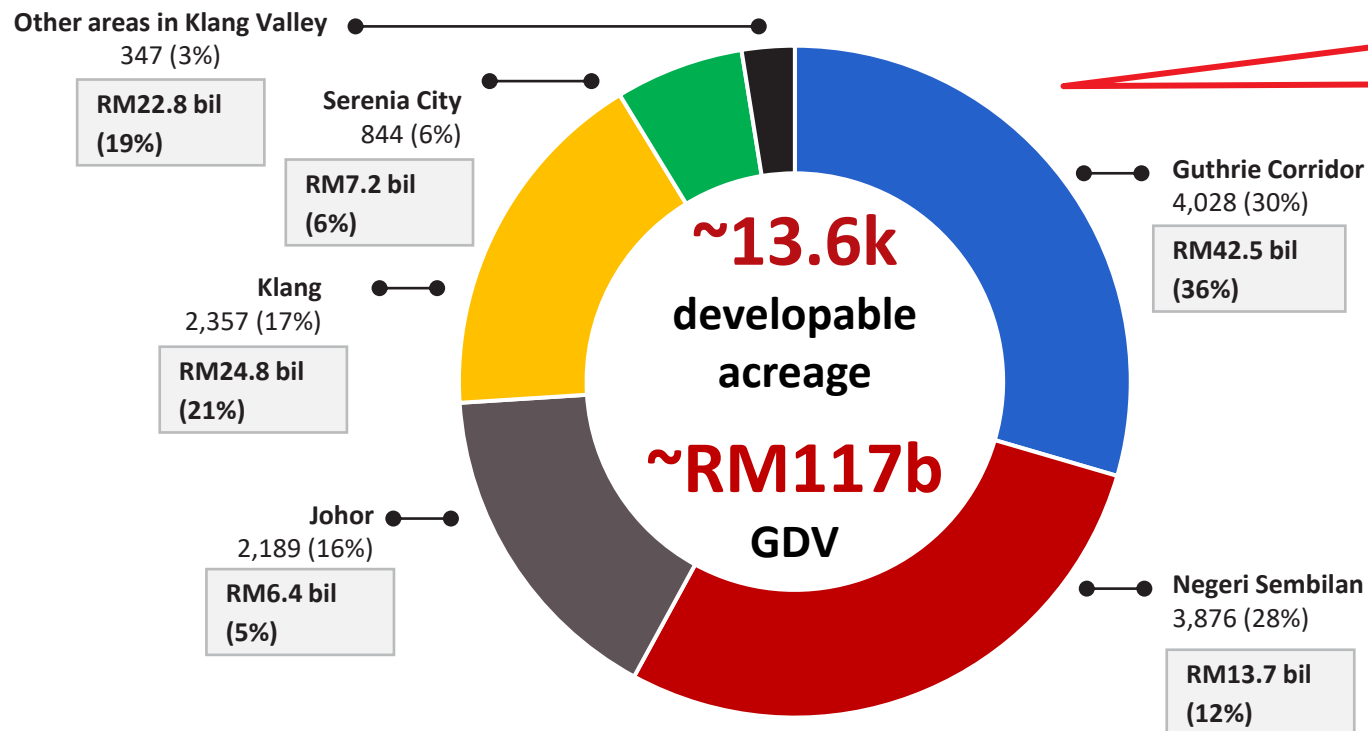
Appendix

Remaining Land Bank & GDV (as at September 2023)



- ~15,322 acres of land bank located strategically on the west coast of Peninsular Malaysia
- GDV of ~RM117b to be unlocked for future earnings visibility

Ongoing Developable Lands	Future Developable Lands	Non-Core Lands
<p>~8,411 acres, RM83.9b (Jun 2023: ~8,518 acres, RM85.6b)</p>	<p>~5,229 acres, RM33.5b (Jun 2023: ~5,229 acres, RM33.5b)</p>	<p>~1,682 acres, RM1 – 3b (Range depending on GDV or Market Value) (Jun 2023: ~1,687 acres)</p>



Land Utilisation Efficiency (Ongoing & Future)
GDV/acre: ~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 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