



SIME DARBY PROPERTY BERHAD

Investor Presentation

December 2017



Developing
Sustainable
Futures

Property

About Sime Darby Property

Sime Darby Property Berhad



Property

Our History

1984

Sime UEP was established through the acquisition of a large stake in United Estates Projects Bhd, a developer of **Subang Jaya** township.

1995

Guthrie Property Development Holding Bhd launched its first township – **Bukit Jelutong**.

2012

The Malaysian Consortium consisting Sime Darby Property, EPF, and SP Setia acquired the iconic **Battersea Power Station** for GBP400 million.

Concession agreements with the government of Malaysia and four higher learning institutions were signed to develop **Pagoh Education Hub**

1972

Negara Properties, the subsidiary of Golden Hope Plantations launched its first township – **Taman Melawati**

1990

Guthrie Property Development Holding Bhd was established.

2007

Sime Darby Property Division was established following the **historical merger** of Sime Darby Berhad, Guthrie Bhd and Golden Hope Plantations Bhd.

2013

City of Elmina was launched

30 Nov 2017

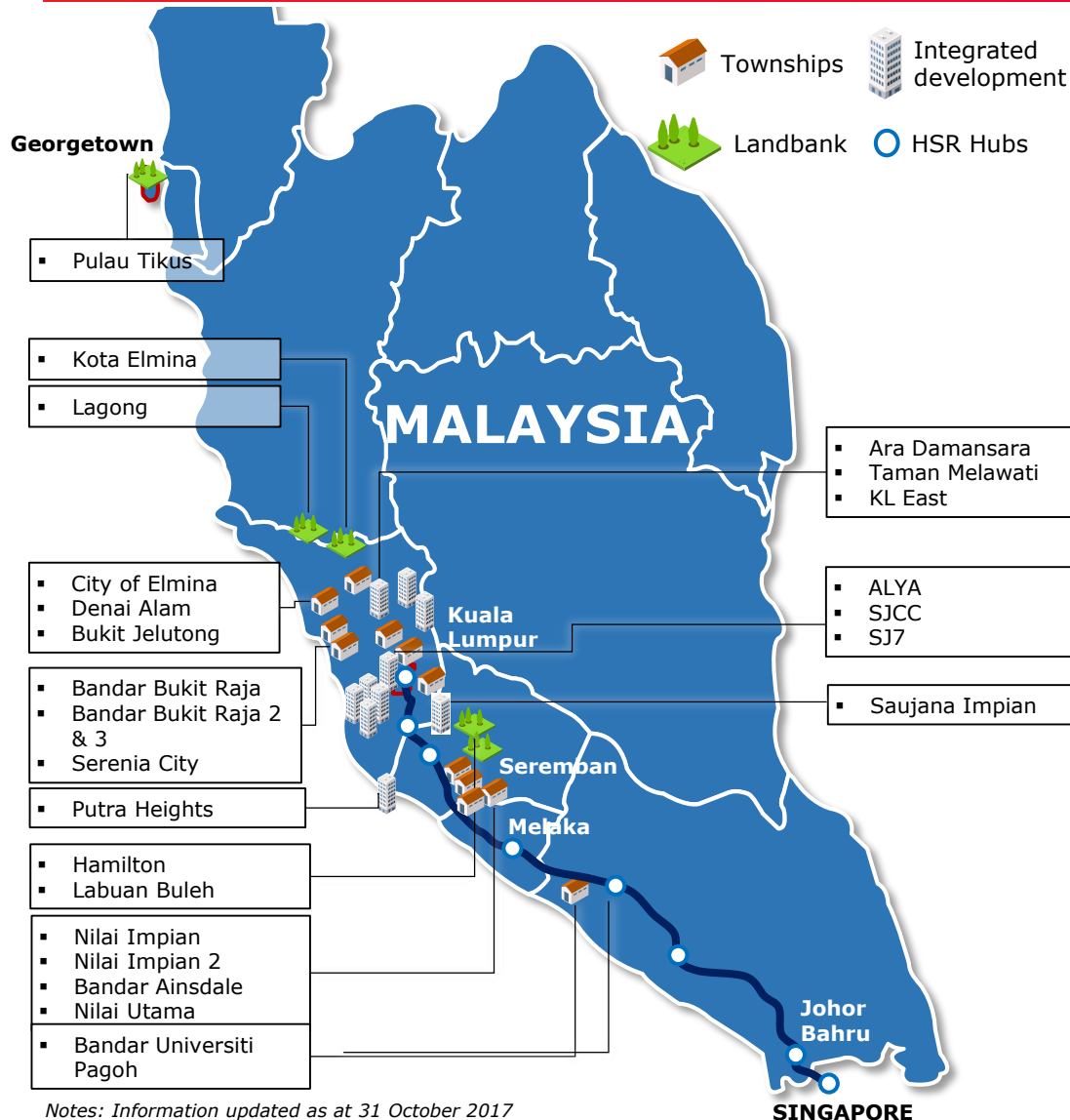
Sime Darby Property Berhad : an independent listed entity on Bursa Malaysia

Sime Darby Property Berhad



Property

Our footprint at a glance



20,763 acres of the remaining developable land bank which includes **3,196 acres** of land located within the MVV region, post-completion of the land transfer from SD Plantation

- **12,026 acres** of the remaining developable land bank are located within our existing **23 active townships, integrated and niche developments**

Total estimated **GDV of RM100.4 bn** for the remaining developable land bank

Additional **20,599 acres** of land via **MVV and Land Options Agreements (5+3 years)**

FY2017 Financials

Revenue	PBIT	PBIT MARGIN
RM2.6 bn	RM818 mn	32%

PATAMI	Invested Cap	ROIC
RM608 mn	RM11 bn	7%

Unbilled Sales	Gross Sales Value
RM1.77 bn	RM1.92 bn

Proforma
Shareholders' Fund
RM9.6 bn

Total Assets
RM13.9 bn

Notes: Information updated as at 31 October 2017

- Revenue, PBIT and PATAMI for continuing operations only

- Calculation of Return on invested Capital (ROIC) ROIC based on PBIT and IC for both continuing and discontinuing operations

Sime Darby Property Berhad



Property

An established property developer with the largest land bank in Malaysia

Property Development



- Strategically located along developed and growth corridors in Klang Valley, Negeri Sembilan and Johor
- Present in London, UK through our 40% stake in a joint venture with S P Setia and EPF for the development of Battersea Power Station

Property Investment



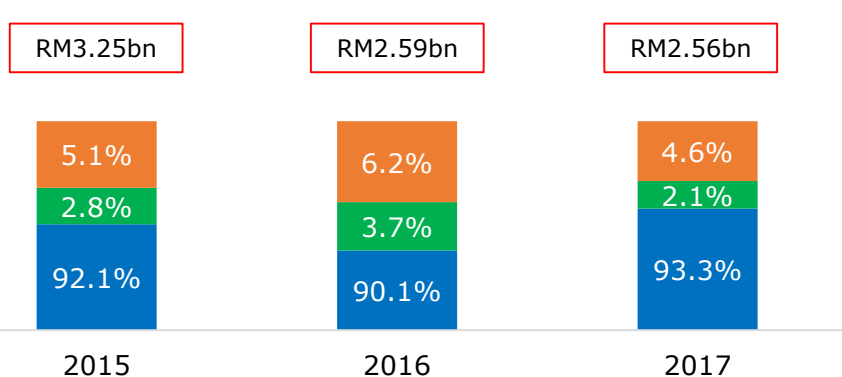
- Leasing and property management services of assets (~2mn sq. ft. of net commercial space) located in Malaysia, Singapore and the United Kingdom
- Key components: Melawati Mall and KL East Gallery in Kuala Lumpur and Selangor, respectively

Hospitality & Leisure

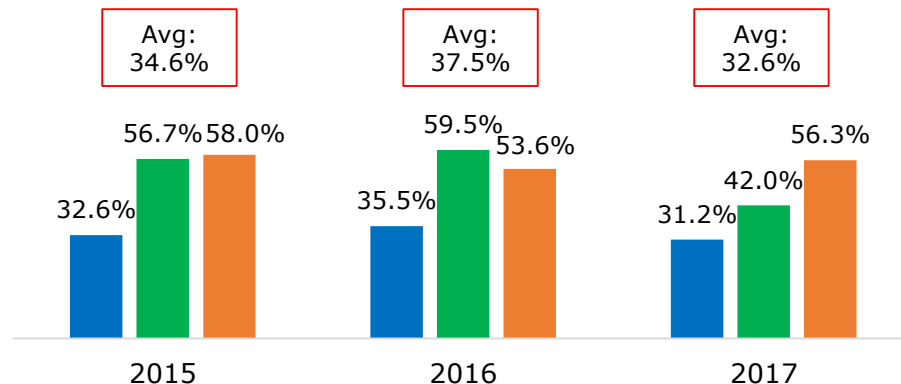


- Malaysia : Sime Darby Convention Centre, KL, TPC KL & Impian Golf and Country Club, Kajang
- Singapore: Darby Park Executive Suites
- Vietnam: Darby Park Serviced Residences

Breakdown of Revenue

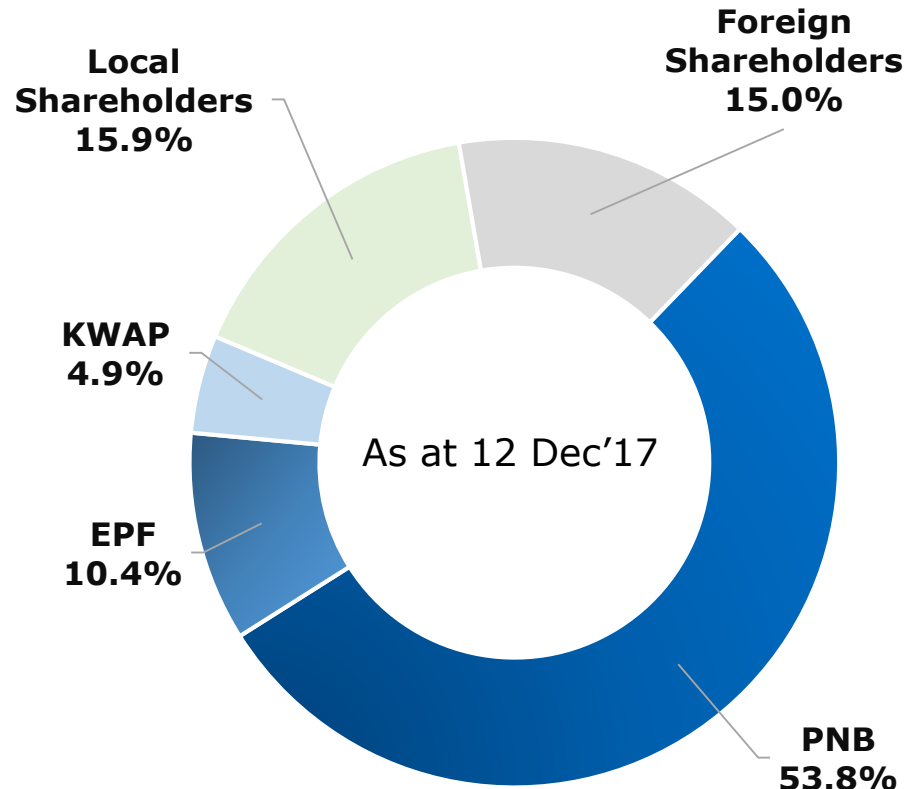


Gross Profit Margin



Sime Darby Property Berhad

Shareholding Structure



RM1.45
Share Price
as at 12 Dec'17

RM10.14bn
Market Capitalisation
as at 12 Dec'17

Key Investment Highlights

Investment Highlights

Malaysia's Largest Property Company by Land Bank



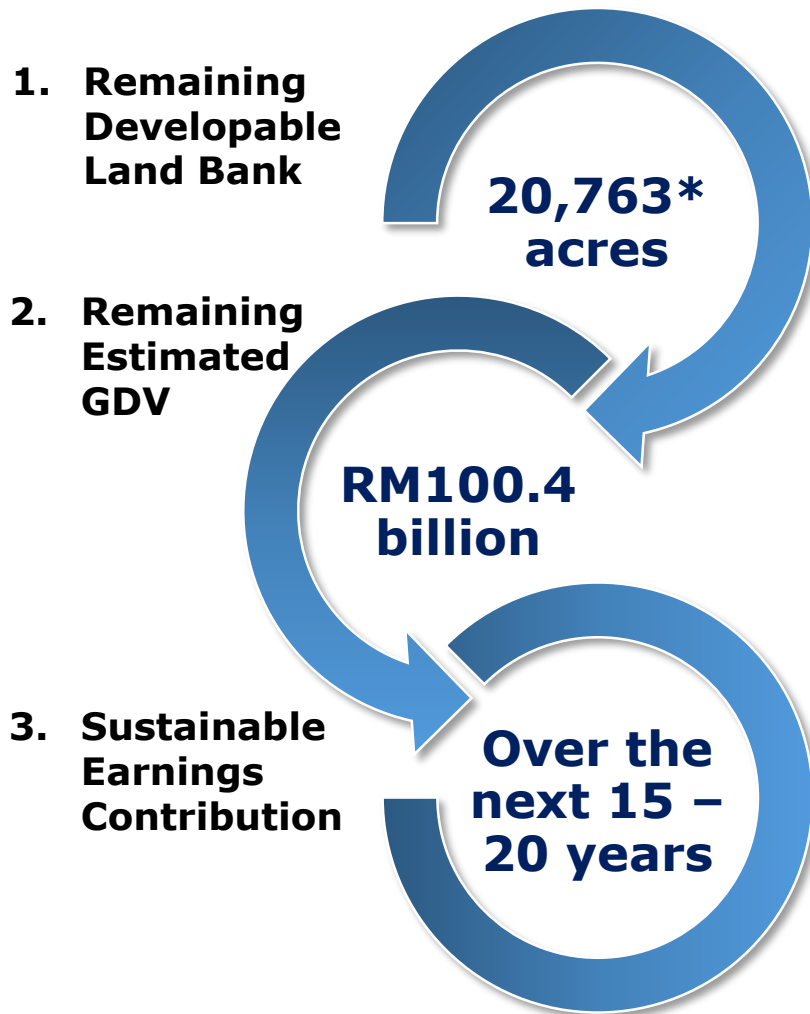
- 1** *Largest developable land bank in Malaysia with 20,763 acres of remaining land bank located at established townships and strategic economic corridors*
- 2** *Well positioned to benefit from opportunities in a major new strategic development known as Malaysia Vision Valley*
- 3** *Recognised brand with established track record in property development spanning over 40 years*
- 4** *We have a broad product offering from affordable to luxury homes, office buildings, retail malls and industrial business parks*
- 5** *Qualified and experienced Board & management team*

Largest Developable Land Bank in Malaysia



Property

Located at Strategic Locations



Strategically connected to **major highways** and transport hubs located mainly within **key growth areas and economic corridors**

Existing portfolio of lands are in different stages of maturity, allowing us to have a **balanced development portfolio** ranging from new township developments with high growth potential to integrated developments in mature areas with high commercial demand

Land bank within Negeri Sembilan and Johor are closely located to the **High Speed Rail project**



Chemara Hills, Negeri Sembilan



Elmina Valley Lake, Selangor

* Excluding the additional land bank of **8,793 acres** via the MVV Option Agreements and **11,806 acres** through the Land Option Agreements

Well Positioned Land Bank In Prime Areas Within Klang Valley



Property

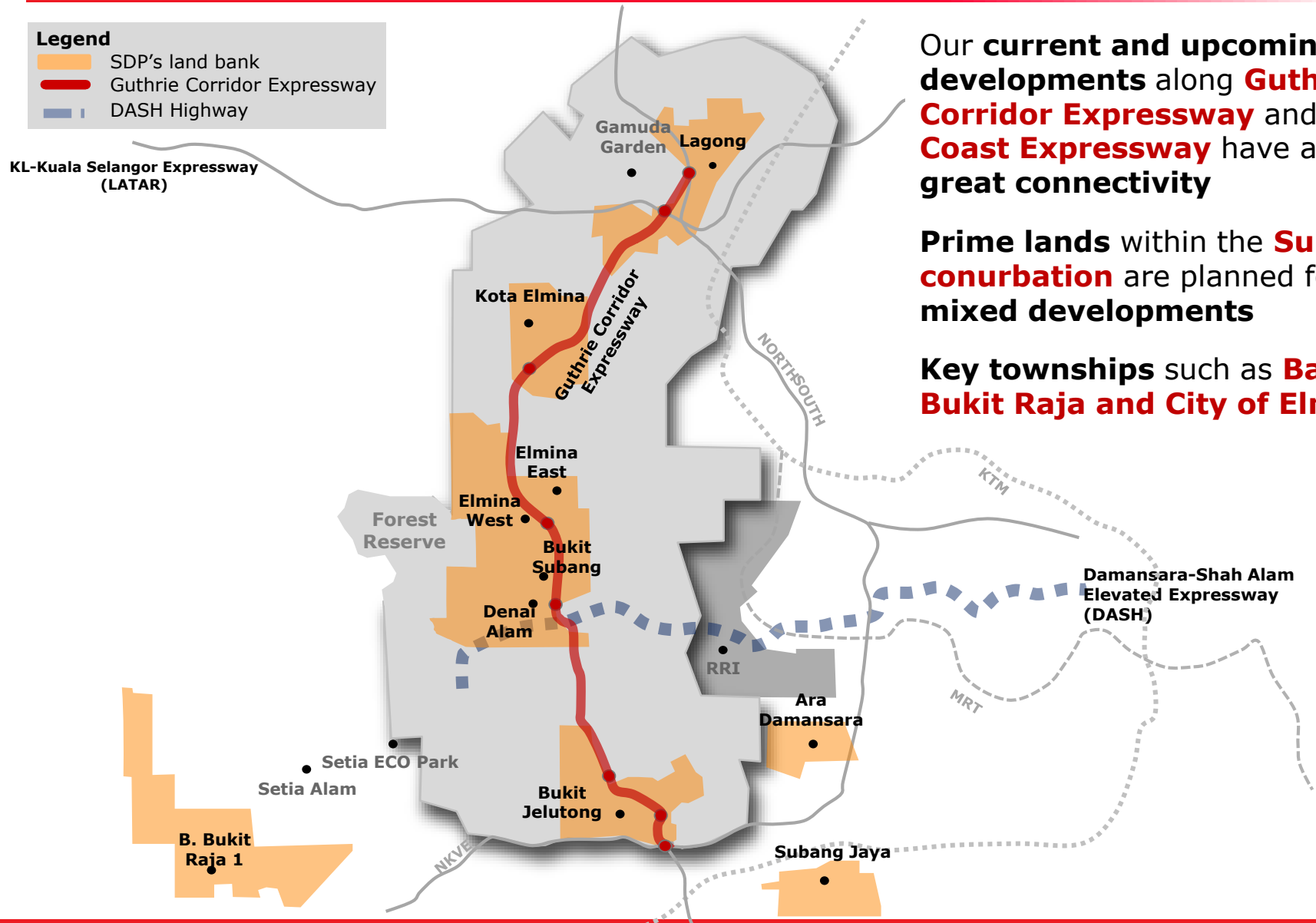
Legend

- SDP's land bank
- Guthrie Corridor Expressway
- DASH Highway

Our **current and upcoming developments** along **Guthrie Corridor Expressway** and **West Coast Expressway** have access to **great connectivity**

Prime lands within the **Subang conurbation** are planned for **mixed developments**

Key townships such as **Bandar Bukit Raja** and **City of Elmina**



Well Positioned To Benefit From Malaysia Vision Valley

MVV is a new economic growth area and a Premier Urban Transformation Region under the National Transformation Agenda. It is a new extension of Greater KL within the KL Conurbation.

Total area of MVV:
379,086 acres

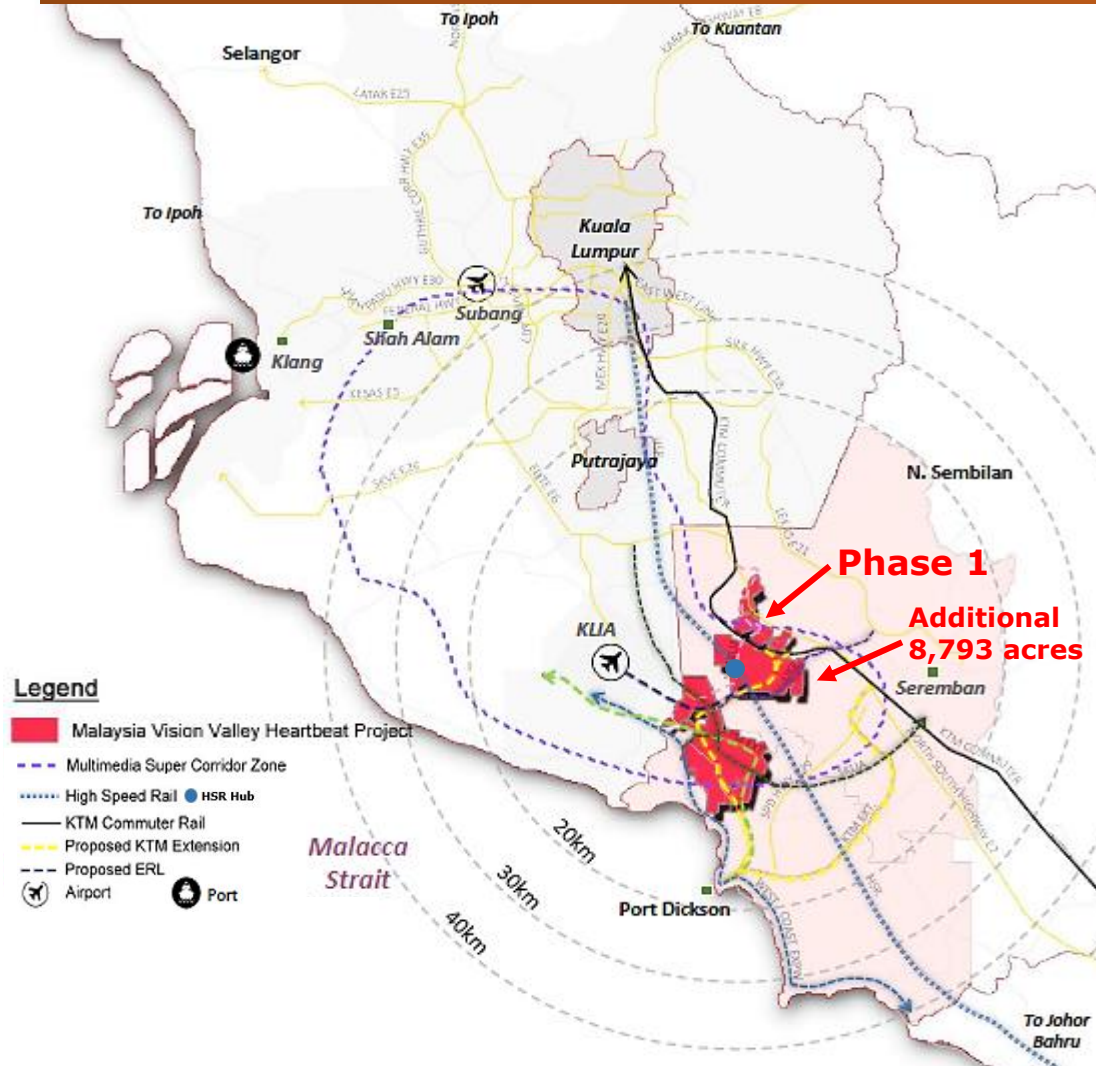
SDP's exposure in MVV:
3,196 acres – identified for Phase 1 Development
(An additional 8,793 acres via the MVV Option Agreements)

Located closely to key areas:

- KL (55km)
- Putrajaya (40km)
- Bandar Seremban (18km)
- KLIA (22 km)
- Port Dickson (37 km)

Phase 1 will be the first MVV development anchored on:

- Existing developed infrastructure (e.g. North-South Highway, Kajang-Seremban Highway & KTM railway)
- Limited land for industrial developments in Nilai & Senawang
- 4 key development drivers i.e. high-technology manufacturing, tourism, skill-based education and specialised services



Recognised Brand & Established Track Record



Property

Track Record of Over 40 Years in Property Development

Ongoing major township developments with a total remaining GDV of c. RM85.9bn

Core strength lies in township development

Leading developer focused on building sustainable communities

Subang Jaya grown to become a leading self-contained township

- Received awards over the years including the FIABCI International d'Prix Excellence Award in 1995 and 2001

Transforming former estate lands into townships with vibrant communities

Taman Melawati was transformed from a rubber plantation in Ulu Klang into a residential development, targeting the growing middle-income group

Remaining developable land bank of 20,763 acres of which 12,026 acres are within active township developments

Township development are within **Klang Valley, Negeri Sembilan and Johor**

Areas within Klang Valley include **Shah Alam, Klang, Sepang, Subang Jaya, Petaling Jaya, Kajang and Ulu Klang**

Current major ongoing township developments

		<u>Land area</u>	<u>Est. GDV</u>
	City of Elmina, Shah Alam	3,583 acres	RM20.4 billion
	Bandar Bukit Raja, Klang	2,616 acres	RM14.6 billion
	Serenia City, Sepang	1,486 acres	RM8.7 billion

Broad Product Offering Range



Property

Provides flexibility to different market segments

Our wide-ranging product offering provides us the flexibility to plan our development projects and tailor its product mix to capture various market segments

Township & Integrated Development

City of Elmina



A comprehensive flagship township located strategically along the Guthrie Corridor Expressway

Oasis Damansara in Ara Damansara



An integrated development within Ara Damansara

Residential Strata

Cantara Residence in Ara Damansara



Serviced apartments

The Véo in KL East



Condominiums

TOD and TAD Concepts

Subang Jaya City Centre



Modern multi-modal transportation system

Quarza in KL East



Serviced apartments and retail mall

Putra Heights



Connected with major highways & LRT networks

Premium, Branded Lifestyle

ALYA Kuala Lumpur



Development encompasses one of Malaysia's premier golf and country clubs, consisting of prime residential, office and retail components

Industrial Segment

Bandar Bukit Raja



Offering Built-To-Suit (BTS) facilities to capitalise on the township's connectivity to major highways and ports

Serenia City



A variety of industrial projects to serve as an industrial hub

Qualified and Experienced Board & Management Team

Board members have held **prominent positions and directorships** in public listed companies involving the property sector as well as the banking and finance sectors and in governmental, regulatory and professional bodies

Board of Directors

Tan Sri Abdul Wahid Omar
Non-Independent Non-Executive Chairman

Dato' Sri Amrin Awaluddin
Managing Director

Dato' Rohana Tan Sri Mahmood
Senior Independent Non-Executive Director

Datuk Tong Poh Keow
Executive Director

Tengku Datuk Seri Ahmad Shah Alhaj ibni Almarhum Sultan Salahuddin Abdul Aziz Shah Alhaj
Independent Non-Executive Director

Dato' Johan Ariffin
Independent Non-Executive Director

Dato' Jaganath Derek Steven Sabapathy
Independent Non-Executive Director

Datuk Dr Mohd Daud Bakar
Non-Independent Non-Executive Director

Dato' Seri Ahmad Johan Mohammad Raslan
Independent Non-Executive Director

Datin Norazah Mohamed Razali
Independent Non-Executive Director

Experienced management team with an average of about **25 years of relevant experience and a proven track record** in the real estate industry

Management Team

Dato' Sri Amrin Awaluddin
Managing Director

Datuk Tong Poh Keow
Chief Financial Officer

Dato' Wan Hashimi Albakri
Chief Operating Officer

Mohammad Fairuz Mohd Radi
Chief Transformation Officer & Head of MD's Office

Dr Tan Kok Heng
CEO of SD Real Estate Management and Head, Property Investment

Zaharudin bin Sa'at
Senior General Manager, Township Development

Raymond Chong
Senior General Manager, Development Services

Strategies and Growth Plans

COMMITTED TO CEMENT OUR POSITION AS ONE OF MALAYSIA'S LEADING DEVELOPERS

Focus on core strength in township development

Leverage on our distinctive position of having a **sizeable land bank** located in **strategic economic growth areas**

Increase **exposure in integrated and niche urban developments** located within Ara Damansara, ALYA Kuala Lumpur, KL East and SJCC

Increase product diversification

Develop and offer a variety of **industrial developments** such as the Built-To-Suit (BTS) facilities and Managed Industrial Business Parks

Diversify into the development of **integrated TOD and TAD projects in matured townships**

Establish active land bank management

Prioritise the development on **existing land bank** located along the **Guthrie Corridor Expressway**

Assess best use for each land parcel and **dispose non-strategic lands**

Strategic and **opportunistic land acquisitions**

Expansion Overseas

Capitalise on our involvement in Battersea Power Station to **expand our overseas property development footprint**

Enlarge recurring income contribution

Grow recurring income to 10% of our PBIT by FY22

Retain prime and strategic assets

Establish a **dedicated management team**

Strategic joint venture, merger and acquisition opportunities

Capture a larger share of the property development market in Malaysia and expanding our footprint overseas

Benefit from potential cost and revenue synergies from a successful partnership to allow greater price optimization from contractors and consultants

Focus on Core Strength in Township Development & Increase Exposure in Integrated Urban Development

~12k acres of remaining developable land bank with a remaining GDV of RM85.9bn

Township/Development Name	Year Commenced	Total Area (acres)	Remaining Developable Area (acres)	Remaining GDV (RM bil)	Remaining Development Period (years)
Niche / Integrated					
ALYA, Kuala Lumpur	2012	62	51	6.8	9
Chemara Hills, Seremban	2013	44	3	0.1	1
USJ Heights, Subang Jaya	2007	375	17	0.2	3
SJ 7, Subang Jaya	2015	40	35	5.2	16
SJCC, Subang Jaya	2012	30	28	3.8	11
KL East	2011	160	97	2.0	12
Township					
City of Elmina: Elmina West, Shah Alam	2015	2,661	2,623	16.1	25
City of Elmina: Elmina East, Shah Alam	2012	1,089	856	3.6	
City of Elmina: Denai Alam & Bukit Subang	1999	1,250	104	0.7	
Bandar Bukit Raja 2 & 3, Klang	2016	2,820	2,472	12.4	27
Bandar Bukit Raja 1, Klang	2002	1,513	144	2.2	
Serenia City, Dengkil, Sepang	2013	2,370	1,486	8.7	19
Putra Heights, Subang Jaya	1999	1,796	86	3.8	12
Ara Damansara, Petaling Jaya	1999	693	74	5.8	6
Bukit Jelutong, Shah Alam	1995	2,205	165	2.1	7
Saujana Impian, Kajang	1995	600	13	0.01	1
Taman Melawati, Ulu Klang	1972	880	6	0.7	6
Nilai Impian 2, Nilai	2014	546	426	3.2	9
Nilai Impian 1, Nilai	1997	1,263	189	0.9	6
Bandar Ainsdale, Seremban	2011	562	195	1.3	8
Planters' Haven, Nilai	1996	250	81	n/a ¹	n/a ¹
Bandar Universiti Pagoh, Muar	2013	4,099	2,855	6.2	17
Taman Pasir Putih, Pasir Gudang	1981	356	20	0.1	6
TOTAL		25,664	12,026	85.9	
Future development			8,737	14.5²	

¹ Remaining developable area includes 6 parcels of homestead lots and 60 vacant homestead plots

² This GDV figure is preliminary and currently only available for 4 out of 26 future developments

Where do we focus?

Apply Four Guiding Principles

- **Prioritise** the development on existing land bank located in SDP's key focus areas
- **Leverage** other key areas with high development potential
- **Build** a pipeline of land parcels with good connectivity and major infrastructure
- **Execute** opportunistic purchase of land bank that can deliver products to meet the market demand

Which land should we acquire?

Leverage our Land Option Agreements

- Leverage the **land option agreements** with Sime Darby Berhad and Sime Darby Plantation to purchase lands totaling **11,806 acres** located in:
 - Selangor (5,478 acres)
 - Johor (5,048 acres)
 - Pulau Pinang (864 acres)
 - Negeri Sembilan (268 acres)
 - Kedah (148 acres)

Consider Strategic & Opportunistic Land Acquisition

- Acquire land that can **complement the existing** townships and integrated developments
- Acquire lands with **good connectivity** to new public infrastructure
- Identify lands that **strengthens SDP's integrated development** portfolio

Which land should we hold, monetize or develop?

Land activation

Stage 1:

Periodic identification of land parcels lists for **activation**

Stage 2:

Evaluation of each parcel based on strict criteria

- Opt 1: Develop
- Opt 2: Strategic Partnership
- Opt 3: Strategic Monetisation

Stage 3:

Execution based on the chosen strategic options

- Opt 1: Planning and approval to generate pipeline
- Opt 2: Strategic partners and experts
- Opt 3: Potential purchasers or investors

Growth Potential at Battersea Power Station

Continue to unlock value as part of our overseas expansion strategy



Battersea Power
Station (BPS) :
Established in Jul'12

**JOINT
VENTURE**

40:40:20

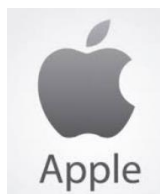
SD Property: SP Setia : EPF

10-15

Years to project
completion

Site Area **42 acres**

Estimated GDV **~£9bn**



The largest office tenant at Battersea, occupying about 500,000 sq. ft. of space (approx. 40% of the total office space) from 2021

Phase 2: Take-up rate of 90%, represented sales of £577mn

- Target completion in Q4 2020

Phase 3: Take-up rate of 71%, equivalent to sales value of £582mn

- Target completion in Q4 2020



Phase 1:

RM87mn Recognition of profit in 1QFY18 upon handover of 431 units of Circus West (Phase 1)

Total **769** units of Phase 1 have been handed over to-date. Full handover targeted by Dec'17

Tunneling work completed for Northern Line Extension as boring machines break through at Kennington

Optimise and Grow Recurring Income



Property

Target: To Grow Recurring Income Contribution to 10% of SDP's PBIT by 2022

Business Focus



Grow Recurring Income to 10% of PBIT

Next 5 Years

Pursue recurring income growth via **Build-To-Suit (BTS) & lease industrial assets** as well as catalytic investments

Enhance Recurring Income to >10%

Beyond 5 years

Strengthen the portfolio via **integrated commercial projects** and further asset portfolio enhancement

Organic Assets



- Venture into developing **BTS & lease industrial assets** on our own land bank
- **Increase operational focus** to enhance value creation of our existing & future assets
- **Review portfolio** to improve key assets and divest non-core hospitality assets

- Recognition of contributions from retail and office portfolio at **SJCC and SJ7**
- Retain and further enhance the overall portfolio of assets in the **retail, industrial/logistics and office** segments

Inorganic Assets



- **Proactively acquire yield-accretive assets** beyond SDP's developments to generate a sustainable recurring income stream
- **Joint ventures with other reputable property players** to increase portfolio of income-generating assets
- **Efficiently and effectively manage portfolio of assets** to maximise risk-adjusted returns

Proactively Secure Strategic Partnerships



Property

Leverage on the skills and competencies of key strategic partners such as...



Malaysia Vision Valley
Sixth Economic Corridor in Malaysia



Melawati Mall
The first major shopping mall in Taman Melawati



Radia Bukit Jelutong
Mixed development at the heart of Bukit Jelutong



A member of UEM Group



PJ Midtown
Integrated project at the epicenter of Petaling Jaya



Battersea Power Station (BPS) Project
A major regeneration project in Nine Elms



Financial Overview

- First Quarter of FY2018

First Quarter FY2018 Financial Highlights

1Q FY2018 Ended 30 September 2017



RM'mn	1Q FY2018	1Q FY2017	% YoY Change
Continuing Operations			
Revenue	464	444	+4%
PBIT	420	184	+129%
PBT	419	173	+142%
PATAMI	421	136	+209%
Basic EPS (RM sen)	42	14	+209%
Discontinuing Operations			
PBIT ¹	2	0	>+100%
PATAMI	1	13	-93%
Basic EPS (RM sen)	0	1	-93%
TOTAL			
PBIT	422	184	+129%
PATAMI	422	149	+183%
Basic EPS (RM sen)	42	15	+183%

- 1QFY18 PBIT included the gain on disposal of Malaysia Land Development Company Bhd of RM41mn and the gain on disposal of 40% equity stake in Seriemas Development Sdn Bhd of RM278mn
- 1QFY17 PBIT included the gain on disposal of Sime Darby Property (Alexandra) Pte Ltd of RM130mn
- Excluding the exceptional items, the PBIT of the continuing operations for 1Q FY2018 was RM101mn against RM54mn in 1Q FY2017, representing an increase of 87%

¹ Excludes corporate expenses

First Quarter FY2018 Financial Highlights



Higher Battersea Contribution & Better Earnings From Key Townships

RM'mn

1Q FY2018

Continuing Operations

External Revenue	RM464mn (+4% YoY) 1QFY17: RM444mn
Segment Results	RM101mn (+87% YoY) 1QFY17: RM54mn
Property Development	RM115mn +191% YoY (1QFY17: RM40mn) <ul style="list-style-type: none">• Share of profit of RM87mn from Battersea Power Station project (1QFY17: Loss of RM1mn)• Higher contribution from Elmina West, Elmina East and Serenity Cove, a project in Gold Coast, Australia
Property Investment	RM-7mn <-100% YoY (1QFY17: RM8mn) <ul style="list-style-type: none">• Share of loss of RM5mn from Sime Darby CapitaLand (Melawati Mall) Sdn Bhd<ul style="list-style-type: none">• Melawati Mall was opened in Jul'17 and is still in its early stage of operation with occupancy of about 60%
Leisure and Hospitality	RM-7mn <-100% YoY (1QFY17: RM6mn) <ul style="list-style-type: none">• 1QFY17 included the reversal of an impairment of property, plant and equipment of RM10mn

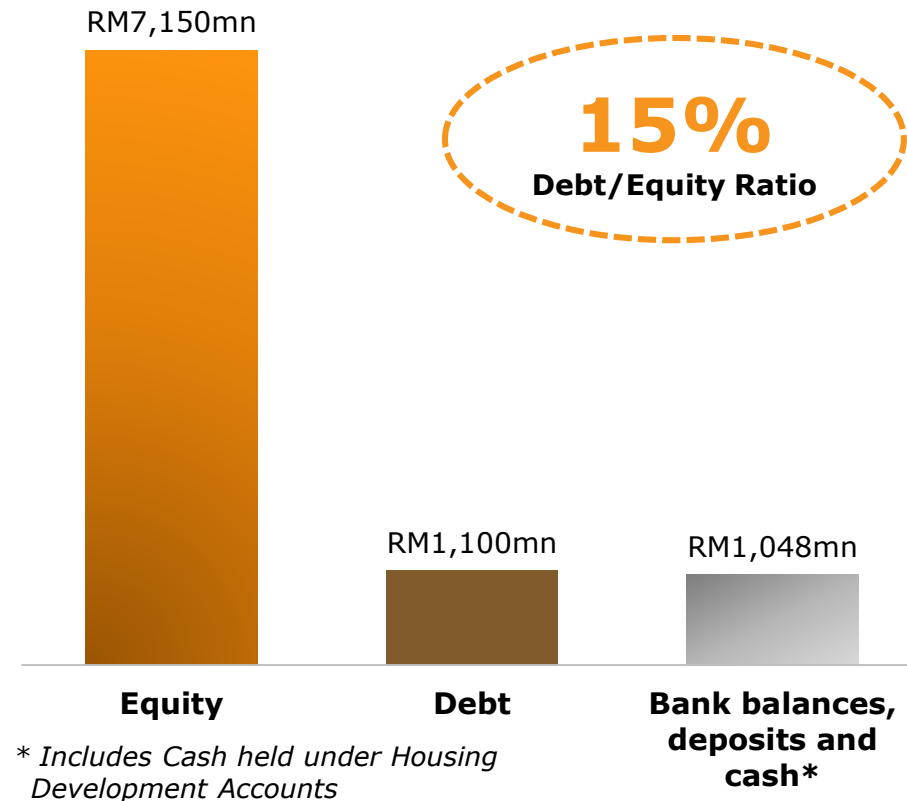
Financial Position as at 30 September 2017

Committed Towards Maintaining Optimal Capital Structure

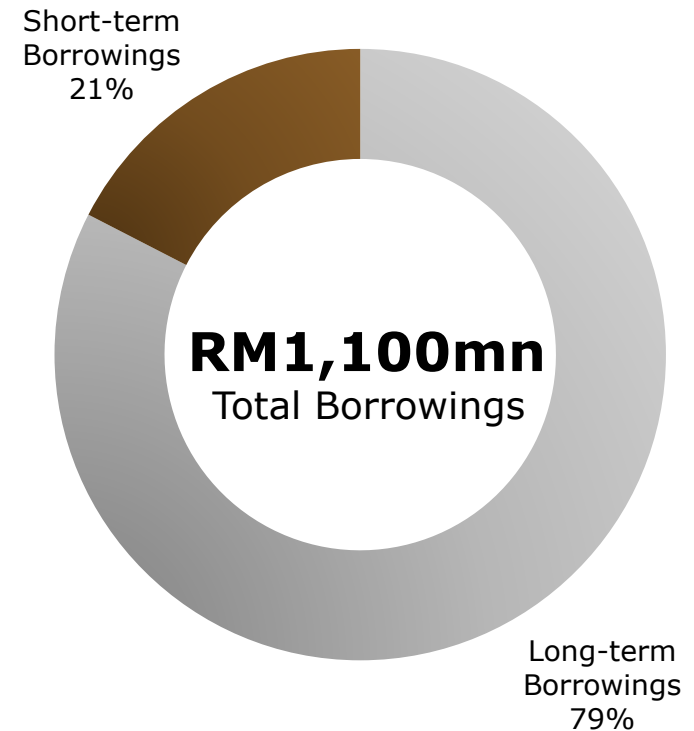


Property

Capital Structure



Total Borrowings



Note: Debt excluded liabilities associated with assets held for sale

Financial Overview

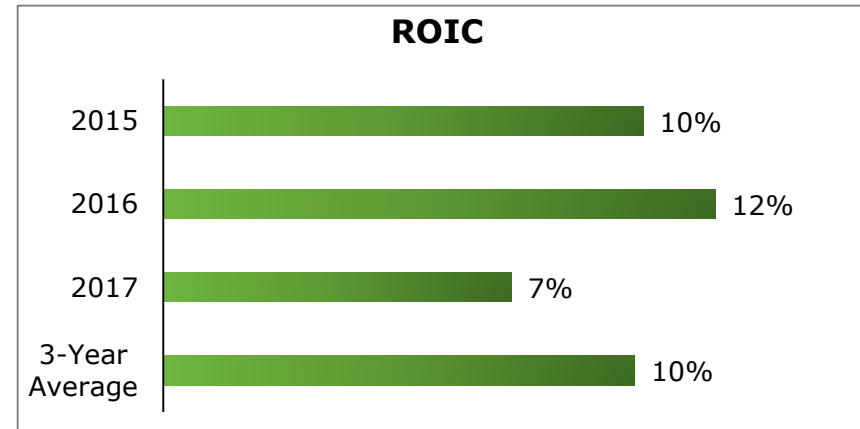
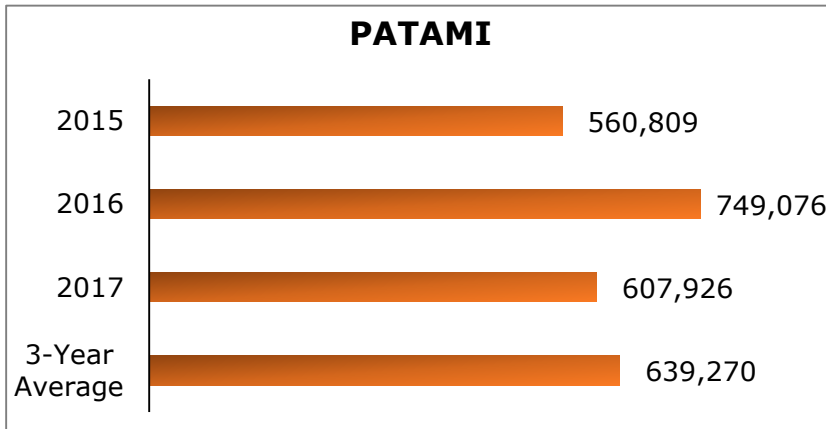
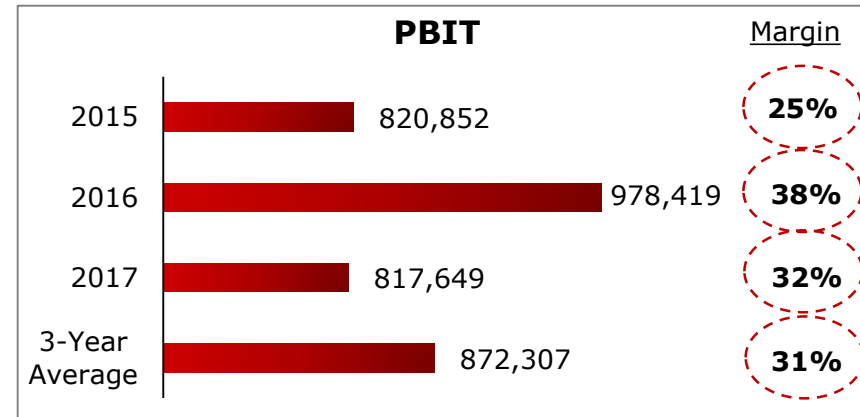
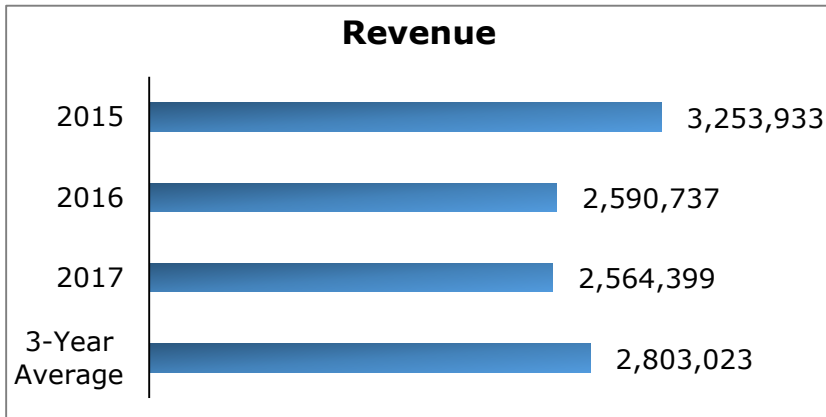
- Historical (FY2015-17)

Historical Key Financial Metrics



Property

FY2015, FY2016 and FY2017



Notes:

- Revenue, PBIT and PATAMI refer to contributions for the financial year from the continuing operations only
- Calculation of Return on Invested Capital (ROIC) based on PBIT and balance sheet of both continuing and discontinuing operations

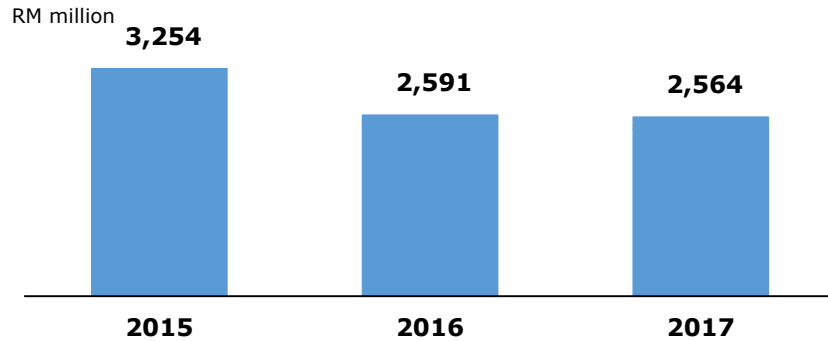
Revenue, Gross Profit and Operating Profit



Property

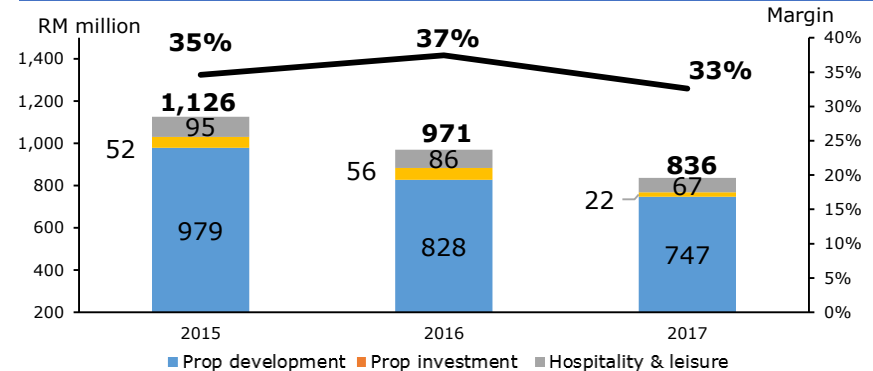
FY2015, FY2016 and FY2017

REVENUE



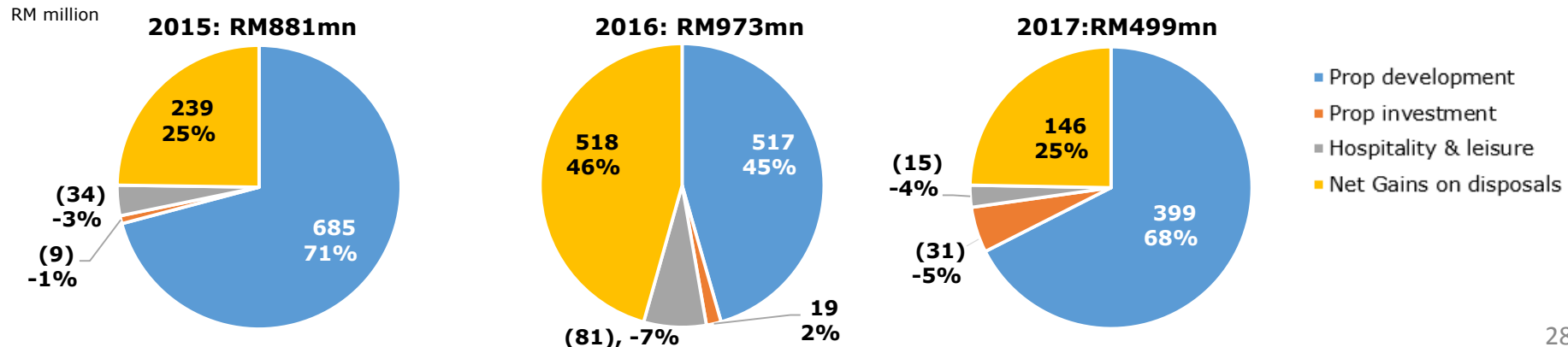
- FY16: -20% YoY due to lower property development revenue resulted from the completion of phases in City of Elmina and Denai Alam
- FY17: -1% YoY due to lower revenue from property investment and leisure & hospitality
 - 93% of total revenue from Property Development

GROSS PROFIT



- FY16: Lower contribution as some property development projects were completed or at the tail end of the construction progress offset by the land disposal gains at Semenyih (RM185mn) & Serenia City (RM126mn)
- FY17: Write down of inventories at ALYA KL and Putra Heights (RM149mn) offset by the gain of land disposal at Semenyih (RM413mn)

OPERATING PROFIT



Revenue and Gross Profit of Property Development



Property

FY2015, FY2016 and FY2017

Projects	Revenue			Gross Profit		
	RM mn	2015	2016	2017	2015	2016
1 Ara Damansara	334.2	223.0	434.7	64.9	18.1	58.7
2 Bandar Bukit Raja	833.5	331.3	215.6	287.3	150.8	86.6
Bukit Jelutong	73.8	24.8	22.8	34.1	6.1	1.2
3 City of Elmina: Elmina East and West	672.3	362.1	353.4	278.9	154.8	84.4
3 City of Elmina: Denai Alam	175.4	88.1	76.2	74.1	40.1	61.2
KL East	111.3	115.7	135.2	15.4	19.0	(0.9)
4 Putra Heights	91.1	51.7	133.6	6.4	19.3	9.4
Saujana Impian	18.3	45.7	31.0	3.6	9.1	6.0
5 Semenyih	0.3	242.3	434.0	0.2	184.8	422.5
6 Serenia City	1.3	391.2	41.1	(2.1)	126.1	17.4
Subang Jaya City Centre	36.3	21.8	1.2	(12.2)	(1.6)	(1.8)
Bandar Ainsdale	132.5	95.3	52.6	11.9	7.6	4.9
Chemara Hills	38.0	32.7	35.4	12.6	1.3	1.0
Nilai Impian	248.7	199.3	176.0	83.7	48.3	52.6
Bandar Universiti Pagoh	37.8	22.9	62.7	12.4	6.0	17.1
7 Taman Pasir Putih	156.7	62.8	17.8	94.7	29.5	(4.1)
8 Others	36.2	24.6	168.3	12.7	8.8	(69.5)
Sub-total	2,997.8	2,335.3	2,391.7	978.7	828.2	746.6
Net Operating Expenses				(294.2)	(311.2)	(347.6)
Operating Profit (Excl. disposal gains)				684.5	517.0	399.0
Net Gain on Disposals				157.3	-	1.0
Operating Profit				841.7	517.0	400.0
Gross Profit Margin (%)				32.6%	35.5%	31.2%
Operating Profit Margin (Excl. disposal gains) (%)				22.8%	22.1%	16.7%

1 Lower revenue in 2016 due to completion of several phases in 2015

- Higher revenue in 2017 due to the sale of 4 blocks of commercial office towers amounting to c.RM343.3 mn

2 Lower revenue in 2016 and 2017 due to completion of several phases and some projects being at the tail end of the construction progress

3 Lower revenue in 2016 due to completion of several phases in 2015 and new phases launched towards the end of FYE2016 hence construction completion in terms of % for revenue recognition was low

4 Higher revenue in 2017 due to higher construction completion and sale of inventories

- 2017 gross profit includes write down of inventories

5 Higher revenue in 2016 and 2017 due to disposal of land amounting to RM242 mm and RM433.95 mn, respectively

6 Higher revenue in 2016 mainly due to disposal of land

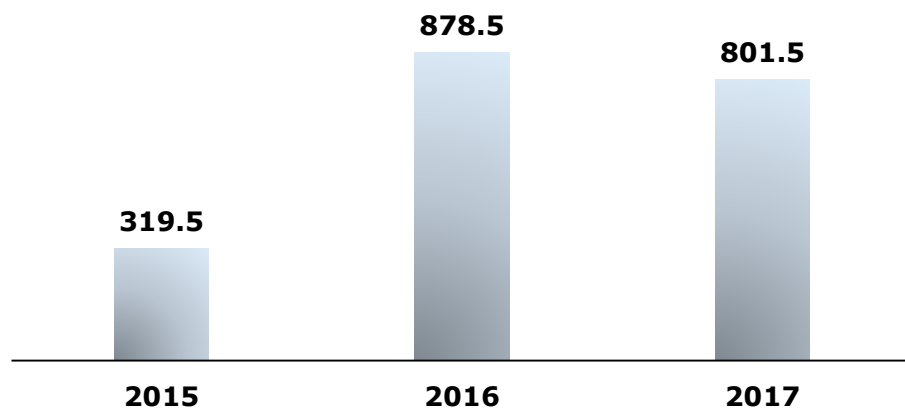
7 Lower revenue due to several phases being at the tail end of the construction progress in 2015

8 Increase in 2017 revenue due to recognition of sale of completed inventories in ALYA KL amounting to RM112.71 mn

- 2017 gross profit includes write down of inventories of ALYA

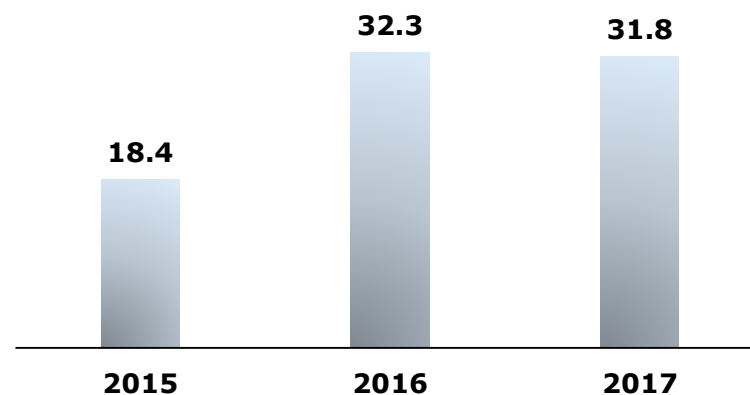
Completed Development Unit Inventories

RM million



Inventory Turnover Period

Months



2016 and 2017:

- The higher completed development unit inventories (as compared to RM319.5mn in 2015) were largely due to unsold units from the East Residence development at ALYA KL of RM580mn in 2016 and RM374mn in 2017.
- The management is currently working on the marketing strategy to sell these units.
- Excluding the unsold units of East Residence, total completed development unit inventories amounted to RM298mn and RM427mn in 2016 and 2017, respectively. **Excluding East Residence, the inventory turnover period was 11 months and 13 months in 2016 and 2017, respectively.**

Cash Flows from Operating Activities

<i>(RM million)</i>	2015	2016	2017
Cash flow from operating activities	713.9	566.8	527.8
Changes in working capital	(840.8)	(241.0)	(21.4)
Cash (used in) / generated from operations	(126.9)	325.8	506.4
Tax paid	(173.2)	(140.7)	(135.4)
Zakat paid	(1.0)	(1.0)	(1.0)
Dividend received from a joint venture	-	-	119.2
Dividends received from associates	9.0	1.8	131.8
Operating cash flows (used in) / generated from continuing operations	(292.0)	185.9	621.1

Capital Structure Overview

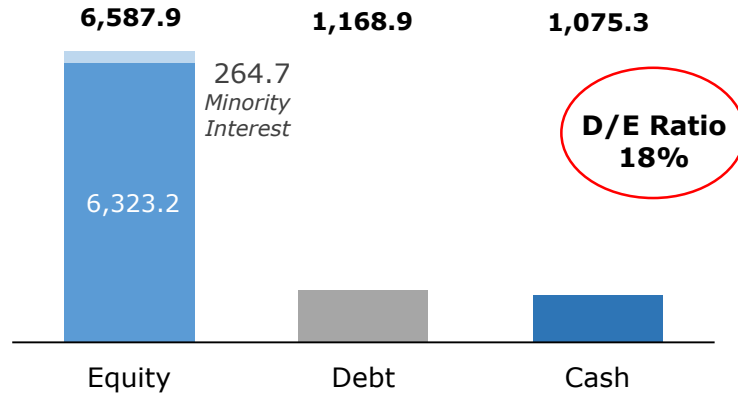


Property

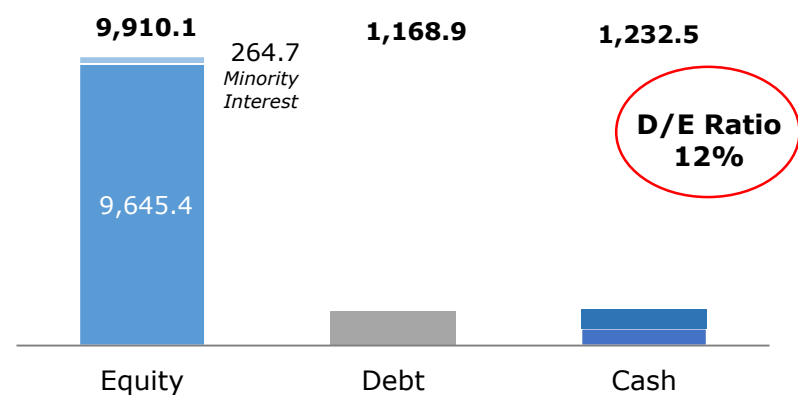
As at 30 June 2017

Actual Capital Structure

RM million

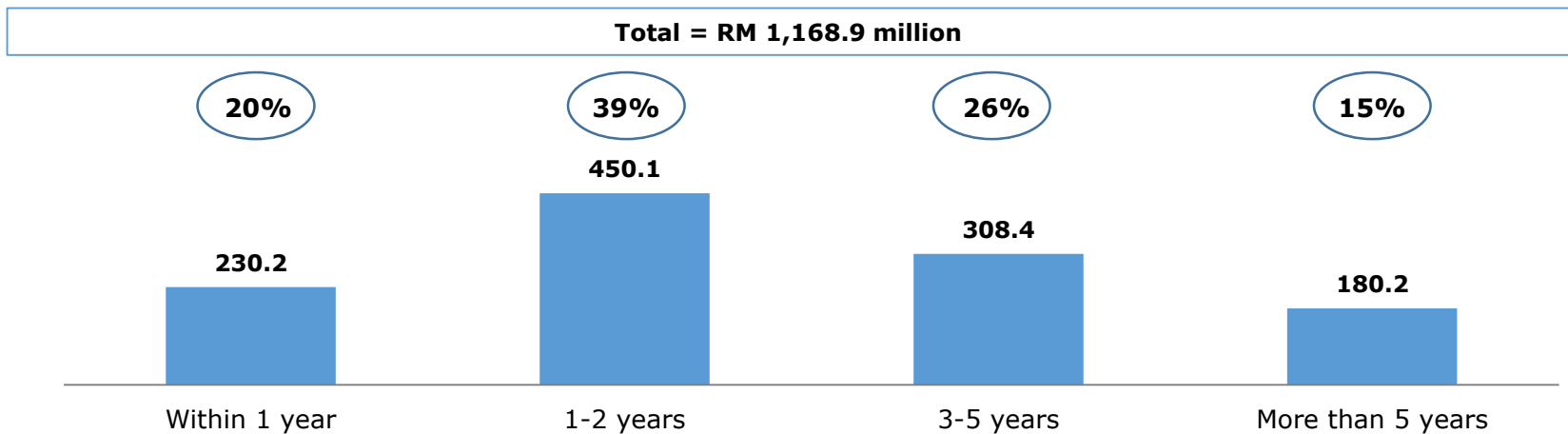


Pro-forma Capital Structure



Maturity Period of Indebtedness (30 Jun 2017)

RM million



We propose to pay **dividends out of cash generated from our operations** after setting aside necessary funding for capital expenditure and working capital requirements. As part of this policy, our Company **targets a dividend payout ratio of not less than 20.0%** of our consolidated profit attributable to the owners of our Company under MFRS, beginning 1 July 2017

The declaration of interim and final dividends is subject to the discretion of our Board. However, our ability to pay dividends or make other distributions to our shareholders will depend upon a number of factors, including:

- the level of our cash, gearing, return on equity and retained earnings;
- our expected financial performance;
- our projected levels of capital expenditure and other investment plans;
- our working capital requirements; and
- our existing and future debt obligations.

No inference should be made from any of the foregoing statements as to our actual future profitability or our ability to pay dividends in the future.

Industry Outlook

Key Demand Drivers of the Malaysian Property Market



Increased Urbanisation

2.2%

Forecasted Urbanisation rate (2015 to 2020)

80.0%
by 2030

Malaysia's urban share, similar to Canada and the U.S.

Expansion of Public Transportation Services

Supported the emergence of **Transit Oriented Development ("TOD")** and **Transit Adjacent Development ("TAD")** in Greater Kuala Lumpur and its peripheral surroundings

Launch of Major Infrastructure Projects

Improved Accessibility to New Urban Centers, thereby creating opportunities for **New Developments in Greenfield Land Banks**

Increasing Demand from the Industrial Sector

Creating opportunities for the manufacturing and logistic sectors, especially **large-sized warehouses for operations or storage spaces**

Competitive Interest Rates

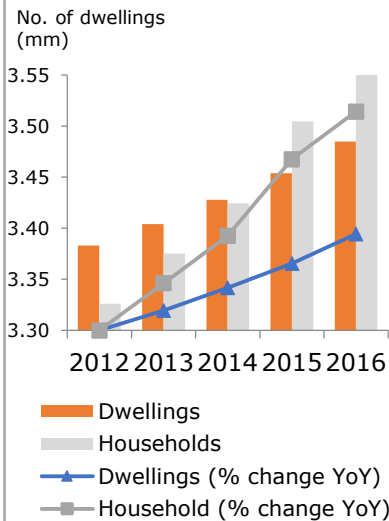
3.63%
Sept 2017

Weighted base rate of commercial banks in Malaysia (Declining since 2015)

Key Demand Drivers and Outlook of the London Property Market

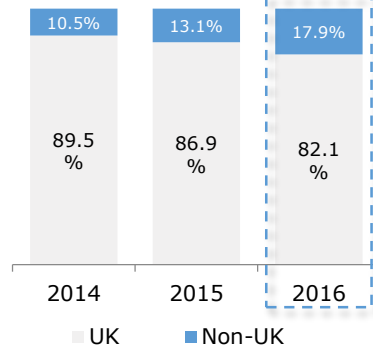
Household Growth Outpacing Growth in Dwellings

Number of Dwellings vs Households in London



Weaker Pound Makes Property Investments More Attractive to Overseas Investors

Purchases of residential new build properties in London by origin



Knight Frank calculated an effective USD discount is 22% between Dec 2015 - Dec 2016

London Has a Solid Position as a Global Tech Hub

#5 in 2017

on the **Global Technology Innovation Hubs index** (from #7 in 2016)

GBP1.1 bil in 1H2017

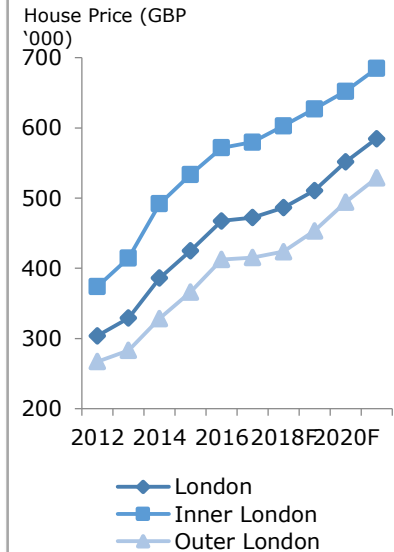
Total contribution by venture capital firms into the tech sector

Global tech firms that are investing in London:



House Prices in London Expected to Remain Resilient

Average House Prices



Thank You



Appendix

Sime Darby Pure Play Exercise

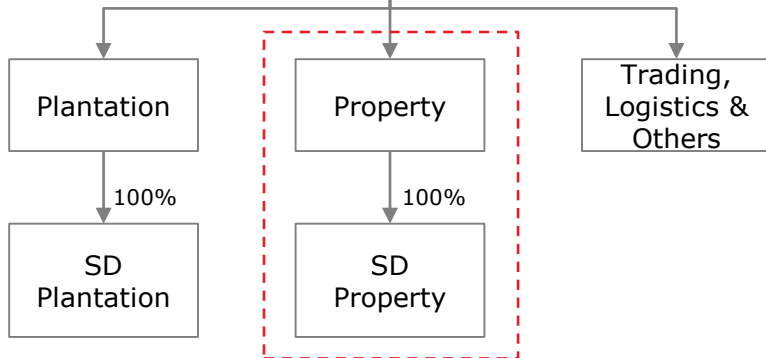
Transaction Overview

Existing Corporate Structure

ASB	PNB	Other UTFs (PNB)	EPF	KWAP	Others
40.79%	6.15%	5.45%	11.12%	5.51%	30.98%

Sime Darby

Listed company

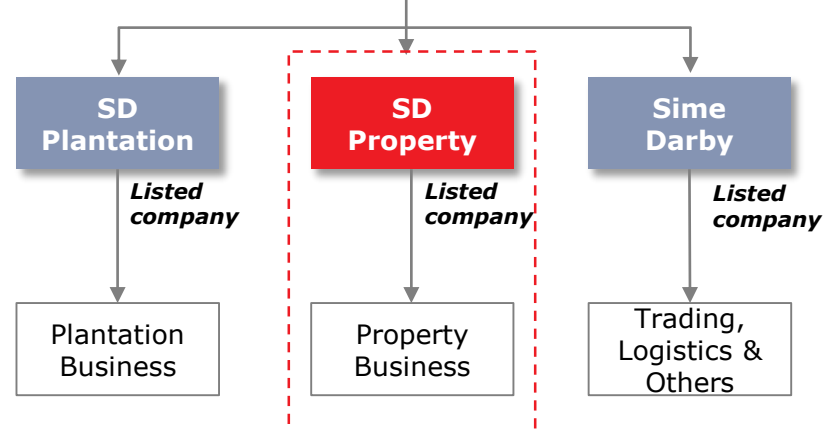


Conglomerate group structure involved in distinct businesses, i.e. plantation, property, trading, logistics & others

Corporate Structure Post Proposals

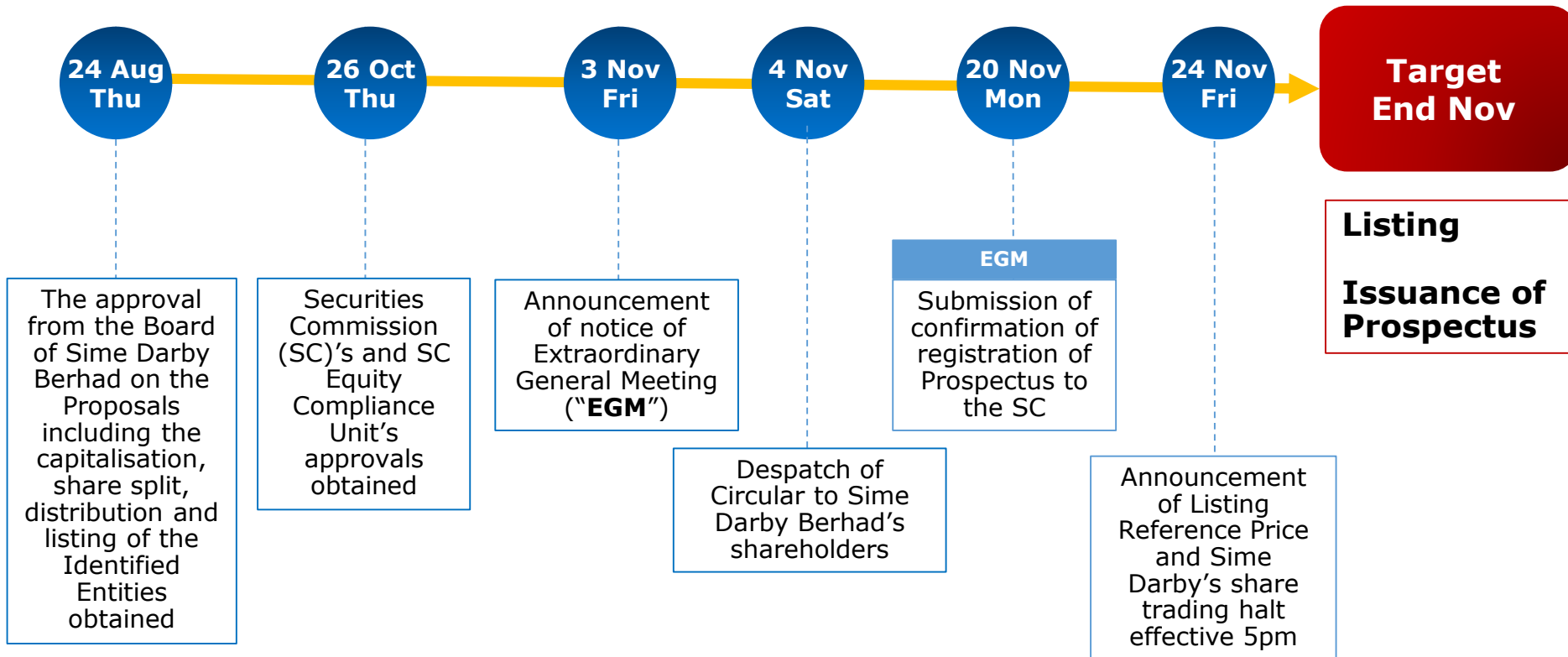
ASB	PNB	Other UTFs (PNB)	EPF	KWAP	Others
42.16%	5.11%	6.59%	10.44%	4.88%	30.82%

Same set of shareholders will continue to hold the same shareholding in each entity



Milestones Following Actual Listing Submission

Assuming Listing by End November (EGM on 20 November 2017)



The Listing Reference Price

- The listing reference price for SD Plantation Shares and SD Property Shares, and the adjusted price of Sime Darby Shares when the securities of Sime Darby resumes trading at 9.00 a.m. on 30 November 2017 have been determined based on the allocation range as set out in the circular to shareholders of Sime Darby dated 4 Nov'17.
- The closing price of Sime Darby Shares on 24 Nov'17, being the last day of cum entitlement trading of Sime Darby Shares is RM8.94.
- As per the announcement by Bursa Malaysia on 24 Nov'17, the listing reference price for all entities are as follows:

Closing price of Sime Darby Shares on 24 Nov'17 of RM8.94 and market cap of RM60.80bn

Companies	Percentage allocation	Reference price (RM/share)	Market Cap (RM'bn)
Sime Darby Plantation	62.5%	5.59	38.02
Sime Darby Property	16.8%	1.50	10.20
<i>Residual Basis:</i> Sime Darby Berhad	20.7%	1.85	12.58

Notes:

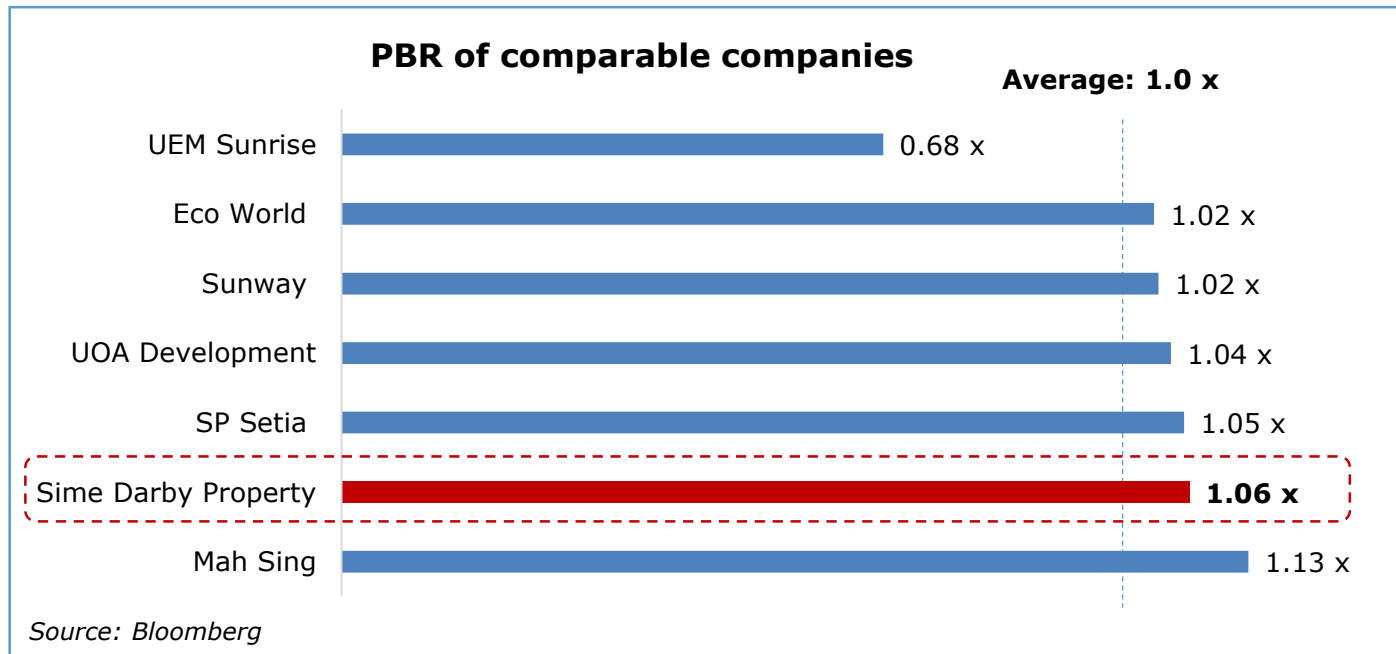
- Sime Darby Berhad Shares calculated as the residual after deducting the listing reference price of SD Plantation Shares and SD Property Shares from the Last Closing Price. The adjusted price of Sime Darby Shares includes the final dividend of RM0.17 per Sime Darby Share payable on 20 December 2017, which was announced by Sime Darby on 23 October 2017.

The Listing Reference Price

The percentage allocation range of the listing reference price of Sime Darby Property has taken into consideration the following:

1

Price-to-book ratio (PBR) of 1.0 – 1.2 times



2

Market value of Sime Darby Property's properties appraised by the independent register valuers

With revaluation surplus **totaling RM13.8 billion** on its properties' Net Book Value as at 30 June 2017

Ongoing Projects



Property

Key Projects Launched in FY2017 (July 2016 – June 2017)

Township	Type of product	Date Launched	Expected Completion	Price Range (RM'000)	Units Launched	Total Gross Sales Value (RM mn)	Take-up Rate as at 27 Nov'17
KLANG VALLEY							
Elmina West	DSLH	Jul-16	2018	794-1,386	151	138.7	72%
	DSLH	Nov-16	2018	789-1,453	278	242.6	87%
Elmina East	Semi-D	Sep-16	2018	1,880-2,200	80	165.3	81%
	DSLH	Mar-17	2019	1,160-2,001	67	86.5	70%
Serenia City	3-storey Semi-D factory	Jul-16	2018	From 8,211	15	125.2	67%
Bandar Bukit Raja 2 & 3	DSLH	Dec-16	2018	649-942	230	161.8	86%
	DSLH	May-17	2019	682-1,012	82	61.4	63%
Bandar Bukit Raja 1	Shop office	May-17	2019	1,132-1,380	12	15.1	92%
NEGERI SEMBILAN							
Bandar Ainsdale	DSLH	Jul-16	2018	581-846	43	29.6	40%
JOHOR							
Bandar Universiti Pagoh	DSLH	Jan-17	2019	363-496	177	68.3	67%
TOTAL					1,135	1094.5	

Notes:

- DSLH refers to double-storey link houses
- All land tenures are freehold except for the development in Bandar Universiti Pagoh which is leasehold

Ongoing Projects

Key Projects Launched in July to November 2017 (1HFY2018)

Township	Project Name	Date Launched	Price Range (RM'000)	Units Launched	Total Gross Sales Value (RM mn)	Take-up Rate as at 27 Nov'17
KLANG VALLEY						
Bandar Bukit Raja 2 & 3	Casira 2	Jul'17	739-1,183	111	90.8	63%
Elmina West	Elmina Green 1	Oct'17	684-1,195	187	143.5	73%
	Liana	Nov'17	1,212-2,149	72	101.7	38%
Bukit Jelutong	Tara	Oct'17	2,009-2,626	14	32.0	57%
Putra Heights	HT5Q	Oct'17	933-1,326	6	6.7	17%
SJCC	Lot 15	Nov'17	594-1,010	204	156.7	68%
Denai Alam	Ferrea	Nov'17	761-1,455	120	103.0	33%
NEGERI SEMBILAN						
Chemara Hills	Castilla 2	Oct'17	1,467-1,726	34	53.4	24%
Bandar Ainsdale	Redup	Oct'17	656-973	45	35.2	36%
TOTAL				793	723.0	

Gross Sales Value

1QFY18: RM528mn
(vs 1QFY17: RM639mn)

Unbilled Sales
(As at 30 Sep'17)

RM1,778mn
(As at 30 Jun'17: RM1,766mn)

Units Sold

1QFY18: 667
(vs 1QFY17 : 435 units)

Upcoming Projects (1/2)

Proposed Major Launches in 2H FY2017/18

Township	Type of product	Land Area (acres)	Total units	Expected completion	Est. GDV (RM mn)
KLANG VALLEY					
KL East	Serviced apartment	6.7	254	2020	171
Elmina West	DSLH	49.0	579	2020	380
	DS shop office	2.0	11	2020	14
Elmina East	DS shop office	3.0	14	2019	26
Denai Alam	DSLH	24.0	228	2019	177
	DS shop office	2.0	17	2020	21
Bandar Bukit Raja 2 & 3	DSLH	12.6	111	2019	75
Serenia City	DSLH	24.3	302	2020	166
Putra Heights	Medium cost apartment	18.3	1,700	2021	355
Bukit Jelutong	Serviced apartment	7.5	TBC	TBC	343
Sub-total			3,216		1,728

Notes:

- All land tenures are freehold
- Estimated GDV as at 31 Oct 2017

Upcoming Projects (2/2)

Proposed Major Launches in 2H FY2017/18

Location	Type of product	Land Area (acres)	Total units	Expected completion	Est. GDV (RM mn)
NEGERI SEMBILAN					
Nilai Impian	DSLH	10	132	2020	62
JOHOR					
Bandar Universiti Pagoh	Commercial office	1	35	2020	33
	Commercial office	1	38	2021	36
	DSLH	3	112	2020	42
Sub-total			317		173
TOTAL			3,787		1,901

Notes:

- All land tenures are freehold except for the development in Bandar Universiti Pagoh which is leasehold
- Estimated GDV as at 31 Oct 2017

Breakdown of External Revenue and PBIT



1QFY2018 vs 1QFY2017

EXTERNAL REVENUE

<i>In RM'mn</i>	1QFY2018	1QFY2017	YoY %
Continuing Operations			
Property Development	424	398	7%
Property Investment	12	17	-29%
Leisure and Hospitality	28	29	-3%
Sub-total	464	444	4%
Discontinuing Operation	9	13	-33%
Total External Revenue	473	457	3%

PBIT

<i>In RM'mn</i>	1QFY2018	1QFY2017	YoY %
Continuing Operations			
Property Development	393	40	893%
Property Investment	(7)	139	-105%
Leisure and Hospitality	34	6	509%
Sub-total	420	184	128%
Discontinuing Operation	2	-	>+100%
Total PBIT	422	184	129%

Revenue and Gross Profit of Property Investment



Property

FY2015, FY2016 and FY2017

Property	Revenue			Gross Profit			
	RM `mm	2015	2016	2017	2015	2016	2017
1 Wisma Zuellig, Selangor	2.0	-	-	1.8	(0.2)	(0.2)	1 Nil contribution from Wisma Zuellig in 2016 due to expiry of the tenancy agreement in 2015. Signed a lease agreement with Reagan in 2017 <ul style="list-style-type: none"> • Currently under renovation and target to be operational in May 2018
Wisma Guthrie, Selangor	1.6	2.7	2.6	0.2	1.4	1.5	
Oasis Square, Ara Damansara	14.0	14.0	14.0	4.5	6.3	3.9	
Wisma Sime Darby, KL	19.0	19.9	19.8	0.6	1.7	2.6	
2 SD Business Centre, Spore	15.9	18.6	4.6	12.5	15.0	3.6	2 <ul style="list-style-type: none"> ▪ Increase in contribution attributed to higher rental and occupancy rate which amounted to RM40.65 mn in 2016 as compared to RM35.71 mn in 2015
2 SD Centre, Spore	19.9	22.1	-	16.1	17.2	-	
SD Enterprise Centre, Spore	5.6	5.8	-	4.3	4.2	-	
160 Dundee Street, UK	7.9	6.2	5.9	4.9	3.5	3.8	
Others	6.2	5.6	7.7	7.5	7.3	7.7	3 <ul style="list-style-type: none"> ▪ In 2016, recorded total net gains of RM479.4mn from the disposals of two properties in Singapore (SD Centre (Dunearn) and SD Business Centre (Kilang)) ▪ In 2017, the net gains of RM145mn mainly attributable from the disposal of SD Enterprise (Alexandra) in Singapore
Sub-total	92.1	94.9	54.5	52.3	56.5	22.9	
Net Operating Expenses				(61.0)	(37.3)	(53.8)	
Operating Profit (Excl. disposal gains)				(8.7)	19.1	(31.0)	
3 Net Gains on Disposals				81.9	479.4	144.9	
Operating Profit				73.2	498.5	113.8	
Gross Profit Margin (%)				56.7%	59.5%	42.0%	

Revenue and Gross Profit of Hospitality & Leisure

FY2015, FY2016 and FY2017

Property	Revenue			Gross Profit		
	RM `mm	2015	2016	2017	2015	2016
Saujana Impian Golf & County Club, Selangor	5.7	5.5	6.0	1.1	0.9	1.9
Sime Darby Convention Centre, KL	20.8	26.8	27.3	5.6	9.6	8.8
1 TPC Kuala Lumpur	49.4	50.2	53.9	36.8	36.4	40.6
Equatorial Hotel, Malacca	43.7	38.4	-	27.5	19.9	-
Genting View Resort, Pahang	4.4	4.4	3.0	1.1	0.2	0.2
Darby Park Serviced Residences, Margaret River, Australia	6.6	6.4	6.6	4.1	3.9	4.0
Darby Park Serviced Residences, Subiaco, Australia	7.2	5.1	-	5.3	3.7	(0.005)
Karri Valley Resort, Australia	9.0	9.3	9.5	3.6	3.7	3.6
Darby Park Executive Suites, Spore	11.0	9.3	9.3	7.7	5.9	6.3
Darby Park Serviced Residences, Vietnam	3.1	2.3	1.9	1.9	1.2	0.9
Others	3.2	2.8	0.6	0.5	0.6	0.3
Sub-total	164.0	160.6	118.2	95.2	86.0	66.6
Net Operating Expenses				(128.7)	(166.7)	(81.5)
Operating Profit (Excl. disposal gains)				(33.5)	(80.7)	(14.9)
2 Net Gains on Disposals				0.1	38.3	0.1
Operating Profit				(33.4)	(42.4)	(14.8)
Gross Profit Margin (%)				58.0%	53.6%	56.3%

- 1
- Lower contribution in 2016 mainly due to the lower occupancy rate
 - Decrease in revenue in 2017 mainly due to its disposal in fourth quarter of 2017

- 2
- In 2016, the net gains of RM38.3mn was mainly attributable to the disposal of Syarikat Malacca Straits Inn Sdn Bhd in Malacca

Details on MVV Option Agreements and Land Option Agreements

MVV Option Agreements between Kumpulan Sime Darby Berhad (KSDB) and SD Property

- KSDB entered into several call option agreements with SD Property pursuant to which SD Property was granted an option to purchase the legal and beneficial ownership of land title to the parcel of lands **totaling 8,793 acres located within the MVV development region.**

Land Option Agreements between SD Plantation and SD Property

- SD Plantation entered into 9 call option agreements with SD Property pursuant to which SD Property has options to purchase these lands at future market value.
- These options are valid for 5 years, commencing from the date of listing with an option to extend for another 3 years.

No.	Location	State	Land Size (acres)
1	Kulai A Estate	Johor	1,862
2	Kulai B Estate		3,186
3	Sepang Estate	Selangor	2,000
4	Sungai Kapar Estate		993
5	West Estate, Carey Island		2,000
6	Lothian Estate		485
7	Byram Estate	Pulau Pinang	864
8	Ainsdale West Estate	Negeri Sembilan	268
9	Bukit Selarong Estate	Kedah	148
TOTAL			11,806

Asset Portfolio

Property Investment, Hospitality and Leisure

Property Investment

RETAIL MALLS



Melawati Mall, Kuala Lumpur (JV with CapitaLand Malls Asia)

- Launched in July 2017
- Net lettable area of 617k sq.ft.
- Committed tenancy of 76% & occupancy rate of 62% as at 30 Sep'17



KL East Gallery, Kuala Lumpur

- Targeted to open in the 4th quarter of 2018
- Net lettable area of 384k sq. ft.

OFFICE SPACES



Sime Darby Property Corporate Tower



Block F, Oasis Square

- Occupancy rate of 92% as at 30 Sep'17

Hospitality & Leisure



Sime Darby Convention Centre, Malaysia



TPC Kuala Lumpur, Malaysia

- Formerly known as Kuala Lumpur Golf & Country Club



Darby Park Executive Suites, Singapore



Darby Park Serviced Residences, Vung Tau, Vietnam

Beyond A Township Developer

Transformation of Ara Damansara to a Transit Oriented & Adjacent Development

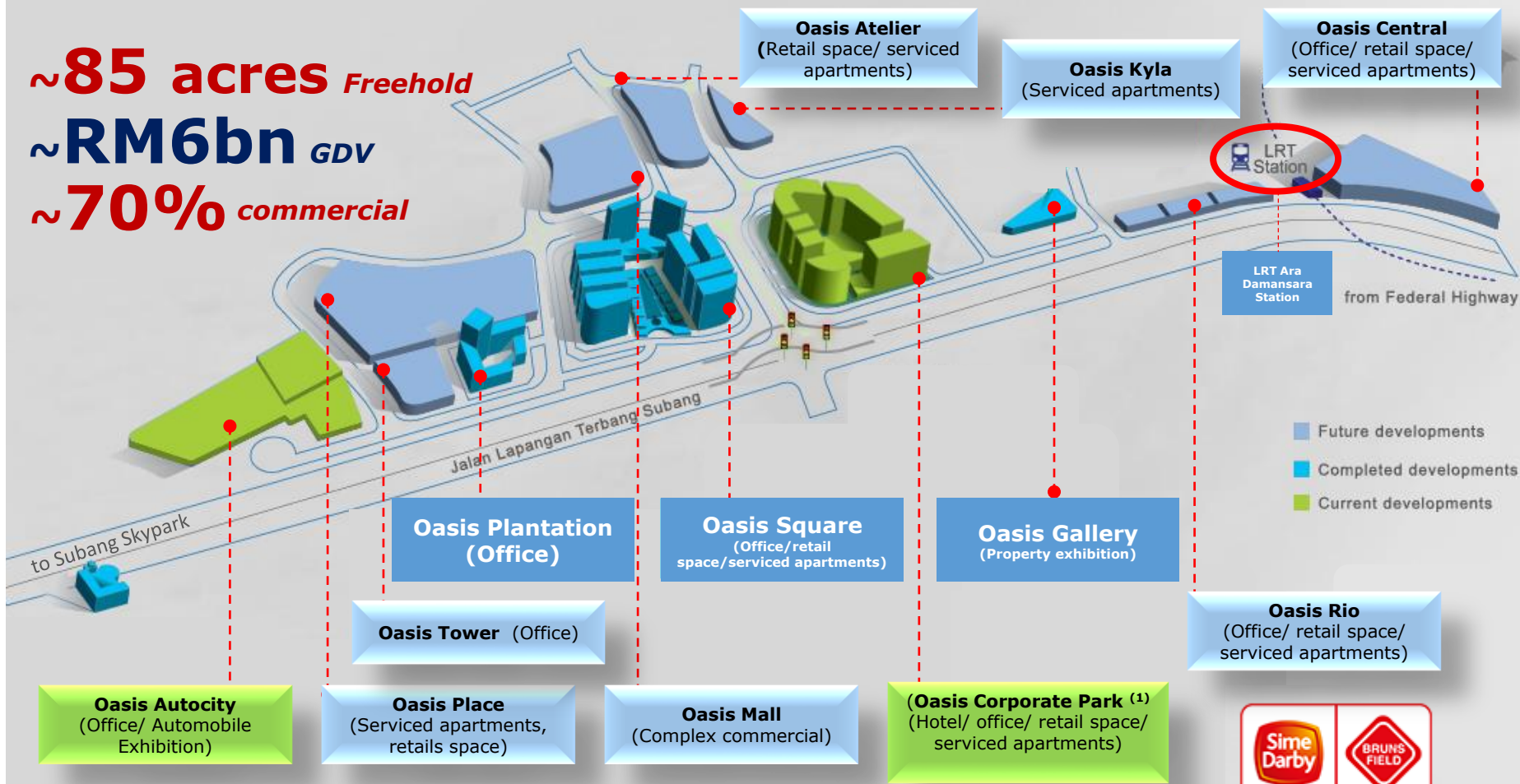
OASIS
D A M A N S A R A

Transforms the look and prospects of Ara Damansara, primarily a residential area by providing a much-needed commercial center

~85 acres *Freehold*

~RM6bn *GDV*

~70% *commercial*



(1) Parts of Oasis Corporate Park have been completed (Medalla, Centum, Meritus, and Augustus).

