



**Financial Year 2019 (FY2019)
Results Announcement
First Quarter Ended 31 March 2019
30 May 2019**



First Quarter Ended 31 March 2019



First Quarter Ended 31 March 2019 Performance

In RM'm

	1QFY2019 (Jan – Mar 2019)	1QFY2018 (Jan – Mar 2018)	YOY %
Revenue	575.1	559.5	2.8%
Segment Results	73.6	25.7	186.9%
PBIT	278.0	37.2	647.5%
PBT	301.5	43.0	601.1%
PATAMI	265.1	33.7	687.3%
Basic EPS (sen)	3.9	0.5	687.3%

COMMENTARY

a) Revenue increased YoY mainly from:

- Higher sales and development activities from Bandar Bukit Raja, Denai Alam, Nilai Impian/Utama township and Cantara Residences
- Higher revenue from facility and asset management services and TPC, Kuala Lumpur

b) Segment results primarily due to:

- Share of results from joint ventures and associates improved to profit of RM3.5m from loss of RM17.1m in 1QFY2018

c) Higher PBIT and PATAMI attributable mainly to:

- Improvements in all three business operating segments
- Gain on disposal of Darby Park Executive Suites, Singapore of RM203.4m (1QFY2018: gain on disposal of investment properties in the United Kingdom of RM9.4m)

Note:

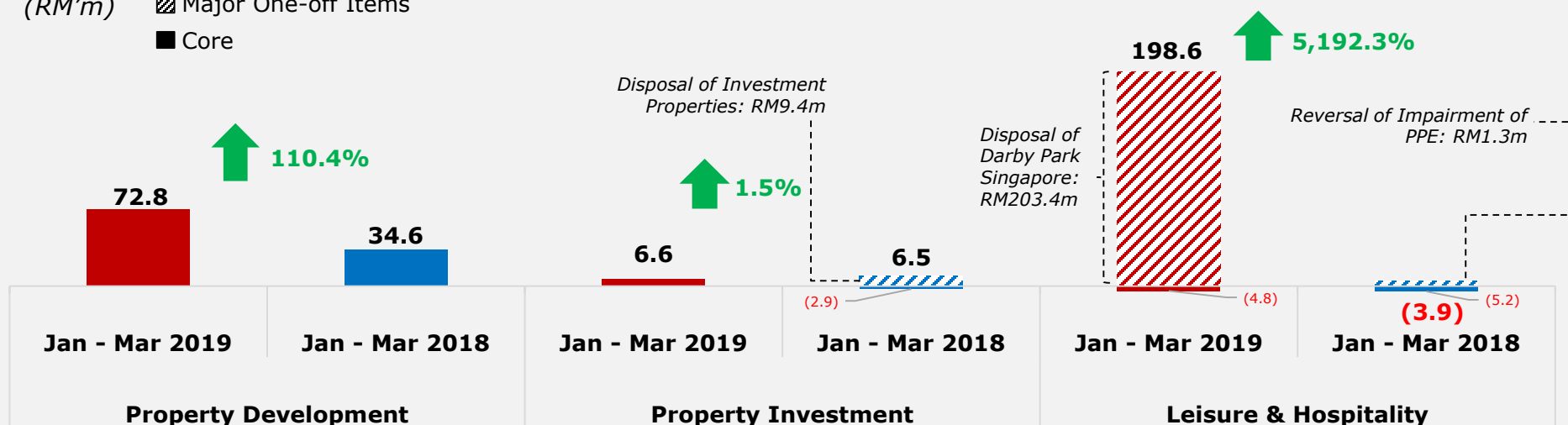
- The Group has changed its financial year-end from 30 June to 31 December. Comparative figures (e.g. 1QFY2018) consist of 3 months results beginning 1 January 2018 to 31 March 2018.
- With effect from 1 January 2019, the Group has combined the Property Investment and Concession Arrangement which have similar economic characteristic as a single operating segment. Following the reorganisation, the Group has 3 main business segments – property development, property investment and leisure and hospitality.



PBIT for the First Quarter Ended 31 March 2019

(RM'm) ■ Major One-off Items

■ Core



Property Development

- Higher contribution from **Bandar Bukit Raja, Denai Alam, Nilai Impian/Utama townships and Cantara Residences in Ara Damansara** due mainly to higher sales and development activities
- Share of profit from JV/Assoc of RM1.8m** mainly attributable to the higher contribution from PJ Midtown and lower share of losses from Battersea and Sime Darby Sunrise (1QFY18: Share of loss of RM19.0m, mainly due to share of RM12.0m impairment losses in Sime Darby Sunrise)

Property Investment

- Higher contribution from **facility and asset management services of RM2.5m** (1QFY18: RM0.6m)
- Higher occupancy rate** achieved at Melawati Mall of 84% as compared to the corresponding quarter of the previous year of 78%
- 1QFY18 includes **gain on disposal of investment properties** in the United Kingdom of RM9.4m

Leisure & Hospitality

- Higher revenue recorded by **TPC, Kuala Lumpur**
- Includes gain on disposal of Darby Park Executive Suites, Singapore of RM203.4m** (1QFY18: Includes reversal of impairment of PPE of RM1.3m)



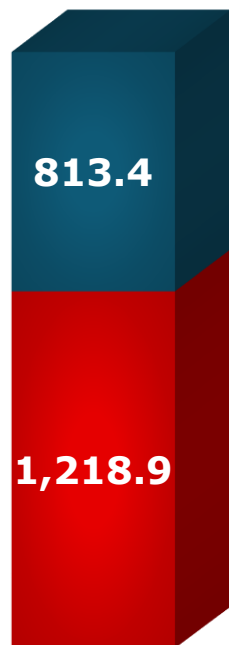
Launched and Completed Inventories as at 31 March 2019

Carrying Value (RM'm)

↓ 4%

RM2,032.3m

RM2,119.3m



↓ 7%

871.3

↓ 2%

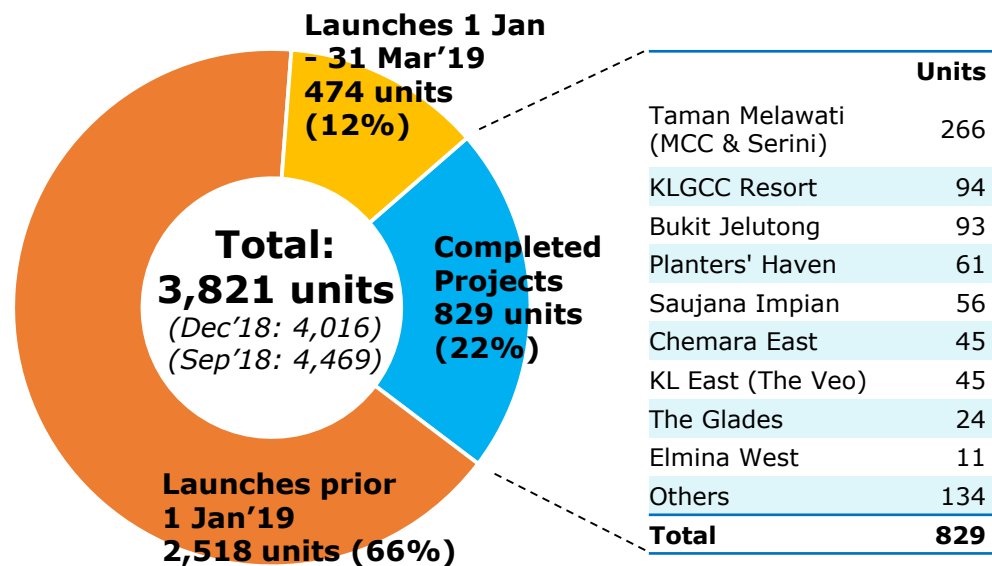
1,248.0

31-Dec-18

Launched Inventories

Completed Inventories

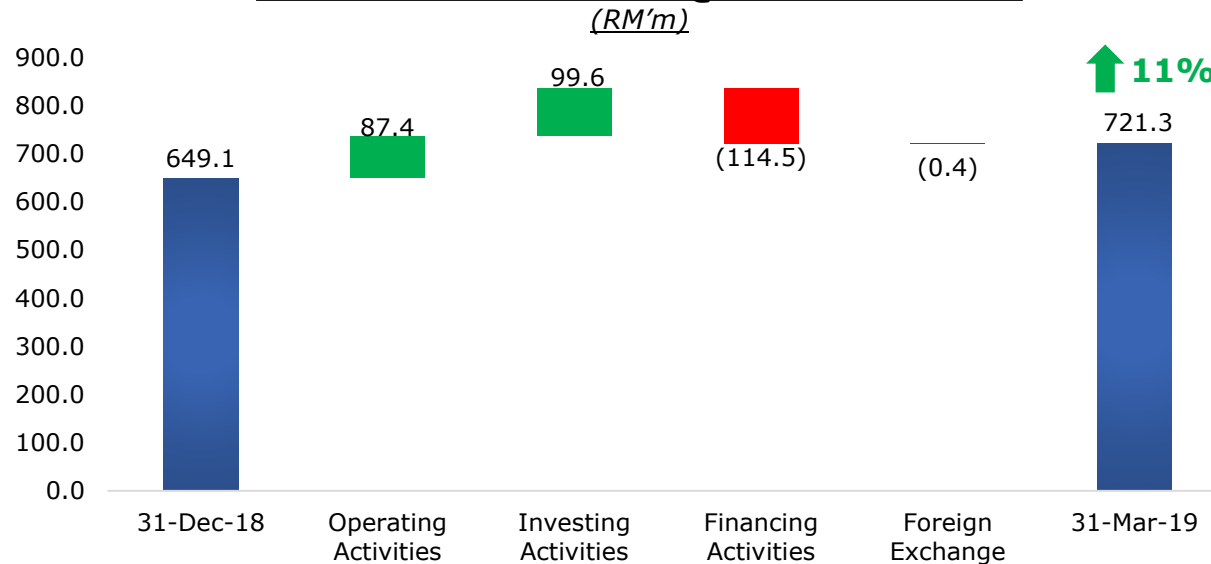
Units



- ❑ **Completed units: ↓ 6% QoQ (vs. 883 units)** due to higher sales from: Serini (Taman Melawati), Bandar Ainsdale and East Residence (KLGCC Resort)
- ❑ **Launches prior to 1QFY2019: ↓ 20% QoQ (vs 3,133 units)** due to higher sales from: Cantara (Ara Damansara), Serenia Adiva (Serenia City), Elmina Green 1 (Elmina West) and Ayra 2 (Bandar Bukit Raja).

Cash and Debt Position as at 31 March 2019

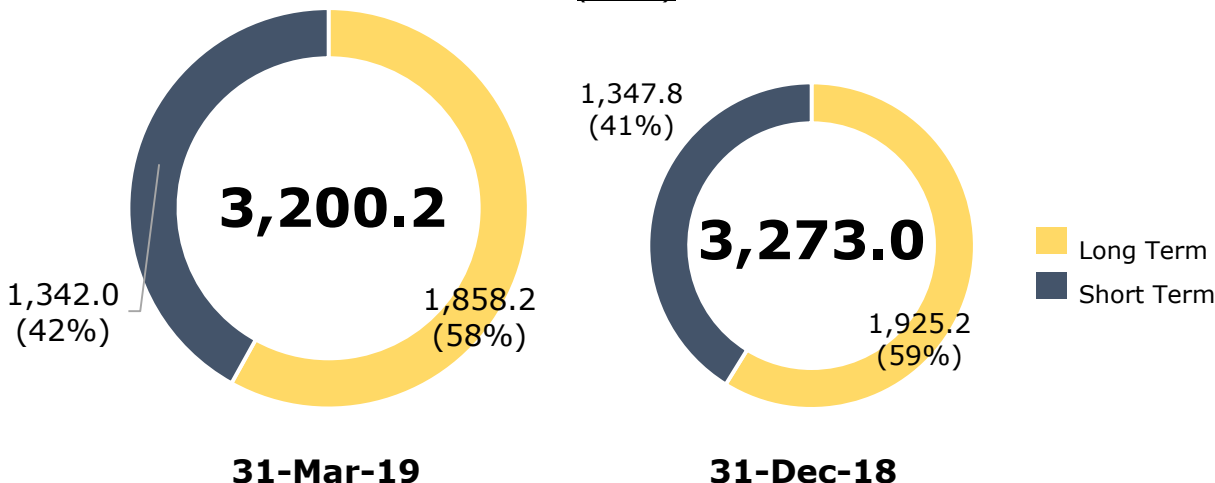
CASH & CASH EQUIVALENTS



- **Higher net cash inflow from operating activities** mainly due to higher sales from inventories in Bandar Bukit Raja, Serenia City and Cantara Residences, Ara Damansara
- **Positive net cash flow from investing activities** mainly due to proceeds from disposal of Darby Park Executive Suites, Singapore
- **Net cash used in financing activities** include finance costs paid (RM39m) and repayments of long-term borrowings (RM119m)

GROUP BORROWINGS

(RM'm)



Gross D/E Ratio

33.0%

(31 Dec'18: 34.6%)

Sales Performance and Launches in 1QFY2019

Steady Sales Performance...

Net Sales Value

RM'm

↑ 57%

403

256

1QFY19 1QFY18

55% of sales originated from townships in Greater Klang Valley, followed by townships along the Guthrie Corridor (**25%**) and Klang (**14%**)

Units Sold

↓ 41%

669

1,134

1QFY19 1QFY18

16% of the units sold in 1QFY19 are statutory units vs **29% in 1QFY18**, mainly from projects launched in FY16 and FY17 in BBR and Putra Heights

...Supported by Strategic Launches in 1QFY2019

Value:
RM362.8 mil

Units:
474

Putra Heights (Irama Square) (Commercial Landed)

No. of Units : 20 units
Value : RM23.2 million
Launch Date : 22 February 2019
Take-up : 100%



Serenia City (Adiva 2) (2-storey house)

No. of Units : 226 units
Value : RM145.2 million
Launch Date : 9 March 2019
Take-up : 85%



Elmina West (Elmina Valley 5) (2-storey house)

No. of Units : 168 units
Value : RM168.6 million
Launch Date : 23 March 2019
Take-up : 99%



Bandar Universiti Pagoh (Harmoni Permai) (2-storey house)

No. of Units : 60 units
Value : RM25.8 million
Launch Date : 30 March 2019
Take-up : 42%



Resilient Unbilled Sales as at 31 March 2019

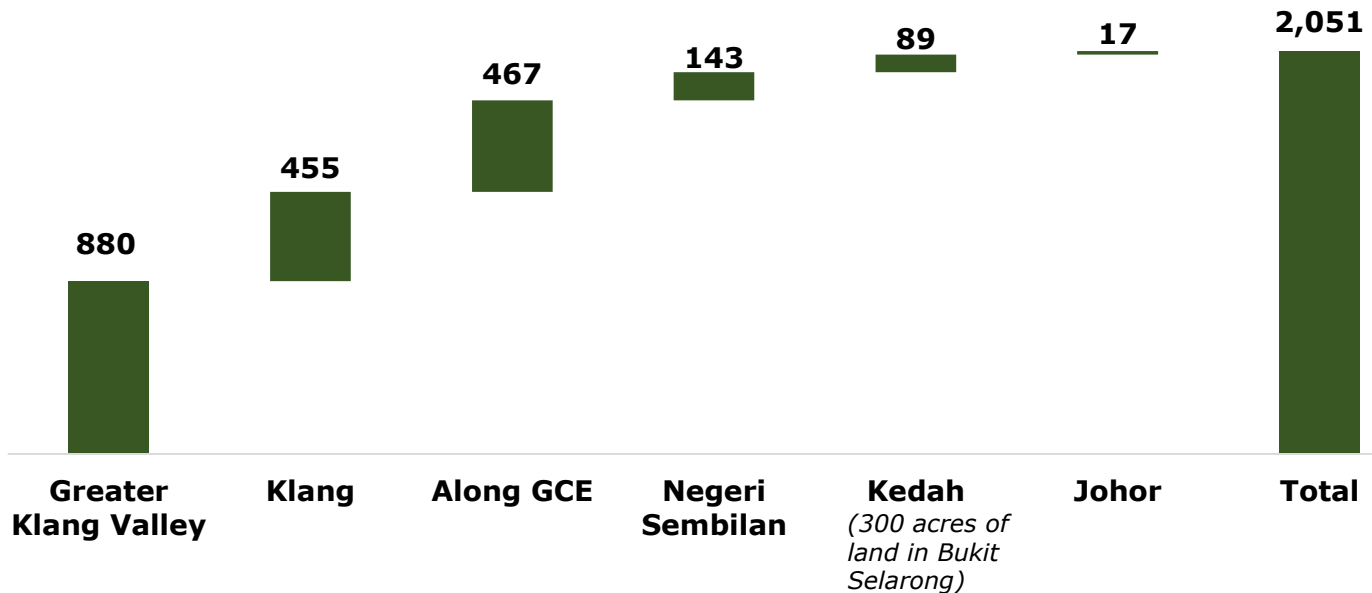
1QFY2019: RM2,051 million

↓ 6% QoQ (31 Dec' 18: RM2,182 million)

↑ 34% YoY (31 Mar'18: RM1,531 million)

FY2019 Target: RM2.0 billion

RM million



Expected Recognition of Unbilled Sales

~69%

~31%

FY2019

FY2020 - FY2022

QoQ %:

(1)

(11)

(11)

(1)

-

(17)

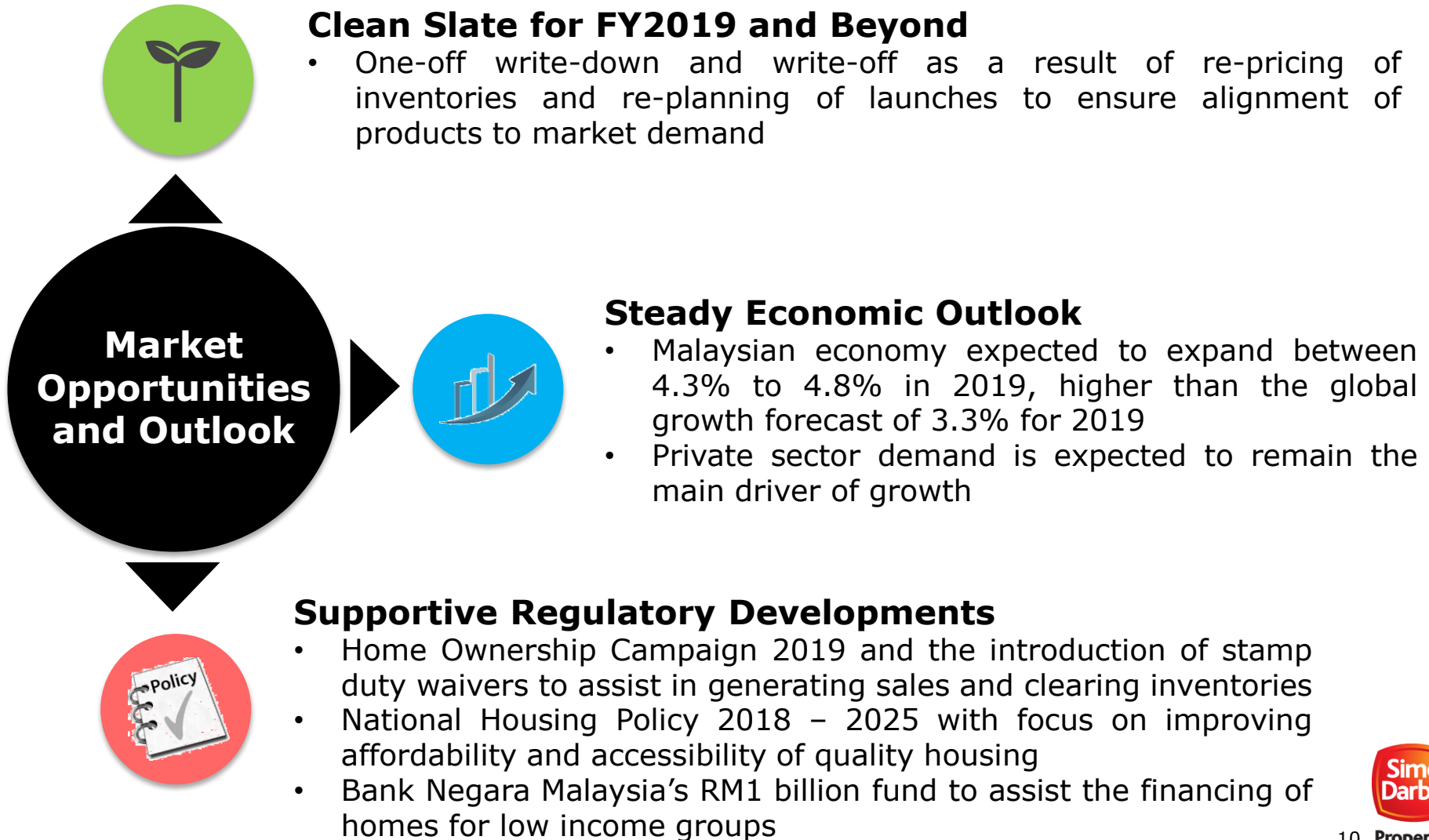
(6)



Moving Forward



Outlook Remains Promising, Having Taken Firm Measures and Supported by Positive Economic and Market Catalysts



Strategic Focus in FY2019



Property Development

- Target launches of RM2.0 – 2.5bn for FY2019
- Largely comprises of landed properties (~40% of total)



Malaysia Vision

Valley 2.0: Focus on the development of a high-tech and industrial park



Battersea Power Station:

Smooth execution of Phase 2 and Phase 3A projects



Property Investment

- **KL East:** Target opening of KL East Mall in 4QFY19
- **Industrial:** Embark on Built-To-Suit facilities and industrial parks, leveraging on partnerships and strategic land bank (e.g. Bandar Bukit Raja, Nilai, Serenia City)
- **Pagoh Education Hub (PEH):** Strategic decision to retain PEH is aligned with the Group's strategy to build facilities management services for recurring income



Leisure & Hospitality

- **Strategic turnaround of the Leisure and Hospitality** units to optimise operational excellence and cost reduction

Strategic Monetisation of non-core assets:

- Land bank of ~320 acres in FY2019
- Investment properties /leisure and hospitality assets

Continuous Marketing Efforts to Maintain Momentum of High Sales

March – April 2019

PRIMETIME 8



8

New projects launches including dto platform

>1,100

units booked

Achieved
>RM1bn
Sales

77%
Average take-up throughout campaign

➤ Key product highlights:

- **Elsa (Bandar Bukit Raja)**, the first product under the Affordable Collection and **Elmina Valley 5a**, recorded **100% & 98% take-up rates respectively on its launch day**
- **The Ridge in KL East**, also enjoyed a strong take up of more than **70%**

May – June 2019



Raya Promo

Exclusive Raya Rebates



PRIME Family

Rebates Up to **1.5%**



SDP Community

Rebate **0.8%**



HOC 2019

Stamp Duties Waiver & Attractive Rebates

➤ Key campaign highlights:

- The **Pop Raya 2019 Campaign** will continue to help the Group maintain its momentum of high sales and take-up of its products in the coming quarters



A new verb in the Property Industry

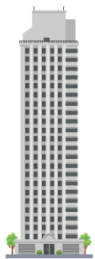
dto (pronounced as 'ditto') is an innovative co-creation and crowd sourcing platform that is expected to transform the future of property buying. **dto** is a result of a shift in mindset from building with our potential customers in mind to building with our potential customers involved. **dto** allows potential customers to vote for their preferred development concept, design and amenities of a future property.



The Future of Property Buying

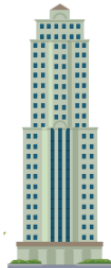
INDUSTRY	Transport-ation	Banking	Commu-nication	GPS	Property	E-wallets	Food Delivery	Entertain-ment	Hotel	Shopping
PLATFORMS	 	 	 	 	 The Future of Property Buying 	 	 	 	 	

2 Residential High-Rise Projects currently on the dto platform



dto_001

- Subang Jaya, Freehold
- Target Launch for Sale : August 2019
- Within walking distance to Empire Shopping Gallery



dto_002

- Putra Heights, Freehold
- Target Launch for Sale : Early 2020
- Within walking distance to Putra Heights LRT Station



dto_003

- Coming soon
- Landed



THANK YOU

SIME DARBY PROPERTY INVESTOR RELATIONS

Email Address : investor.relations@simedarbyproperty.com

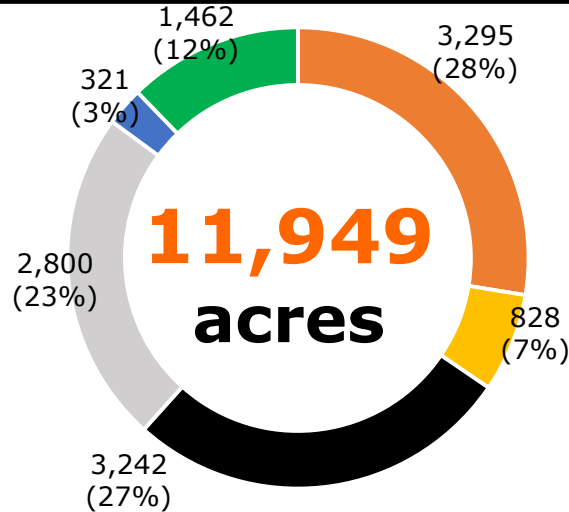
Telephone : +(603) 7849 5000

Website : <https://www.simedarbyproperty.com/investor-relations>

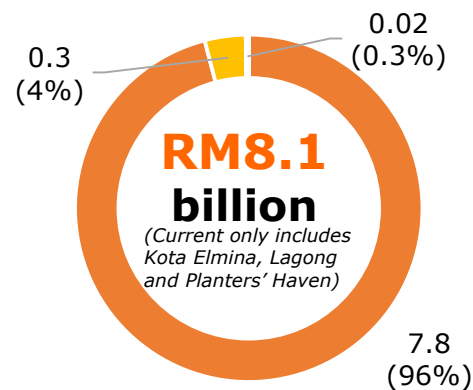
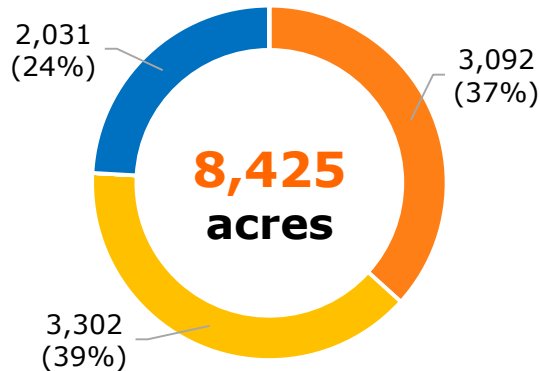
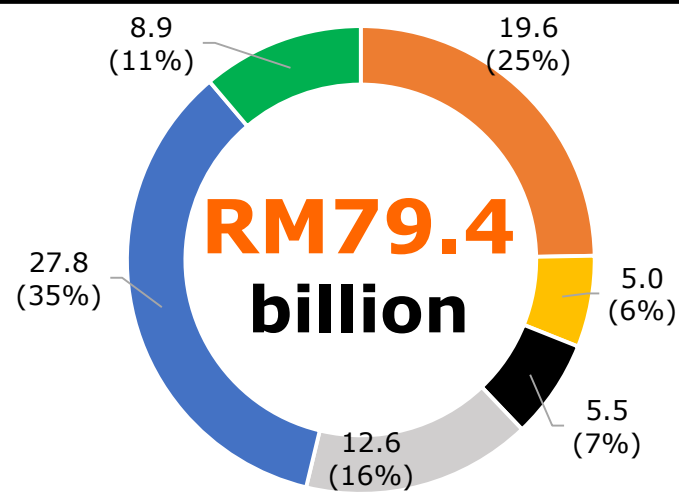
APPENDIX

Sustainable Growth with Remaining Developable Period of 10 to 25 years

By Remaining Developable Land



By Remaining Gross Development Value (GDV)



Legend

- Guthrie Corridor
- Negeri Sembilan
- Johor
- Klang
- Greater Klang Valley & Others
- Serenia City

Notes:

1. Township categorisation:

- Guthrie Corridor: (Ongoing) Elmina West, Elmina East, Denai Alam & Bukit Subang and Bukit Jelutong, (Future) Kota Elmina & Lagong
- Negeri Sembilan: (Ongoing) Nilai, Bandar Ainsdale, Planters' Haven & Chemara, (Future) MVV and others
- Johor: Bandar Universiti Pagoh and Taman Pasir Putih
- Greater Klang Valley & Others:
 - (Ongoing) Ara Damansara, KLGCC Resort, Putra Heights, KL East, USJ Heights, Taman Melawati, Saujana Impian, SJCC and SJ7
 - (Future) Jalan Acob, Victoria Estate and others

