



Property

SIME DARBY PROPERTY BERHAD 47TH ANNUAL GENERAL MEETING

26 JUNE 2020

MEMBER OF
**Dow Jones
Sustainability Indices**
In Collaboration with



Now a Part of **S&P Global**



FTSE4Good

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Financial Year 2019 Highlights



City of Elmina
• Delivered 259 residential units in FY2019



Key Financial Highlights

Improved YoY financial performance



Revenue
RM3,180.0
million



PATAMI
RM598.5
million



Sales Achieved
RM3,135.7
million



Total Equity
RM9,950.0
million

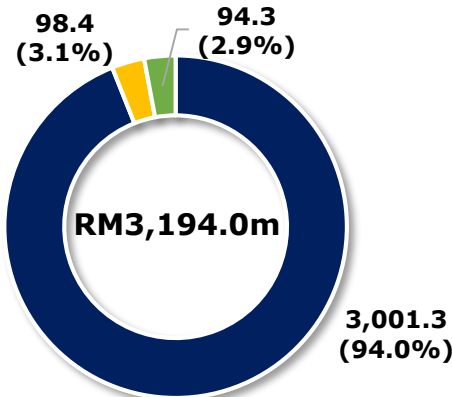


Net Asset per Share
RM1.43

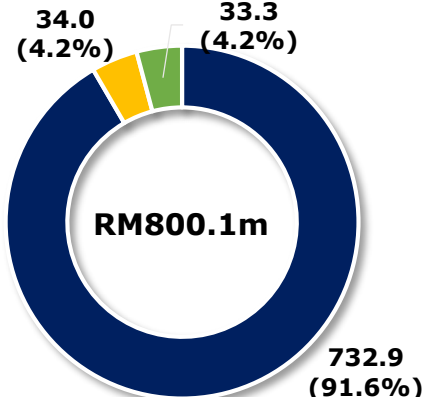


Gross D/E
33.1%
Net D/E
25.7%

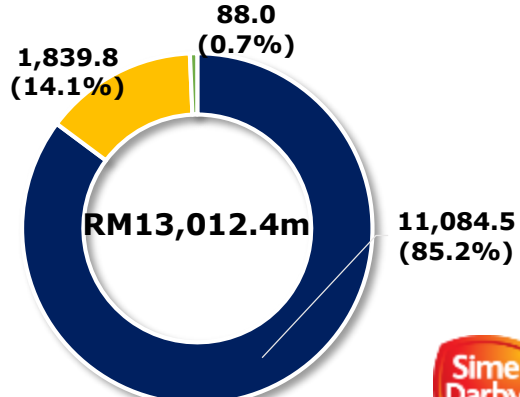
Revenue
(RM'm)



Gross Profit
(RM'm)



Segment Net Assets
(RM'm)



■ Property Development ■ Property Investment ■ Leisure & Hospitality



Note: Segmental results are before elimination

Improved Core Financial Performance

Amid the challenging property market

REVENUE

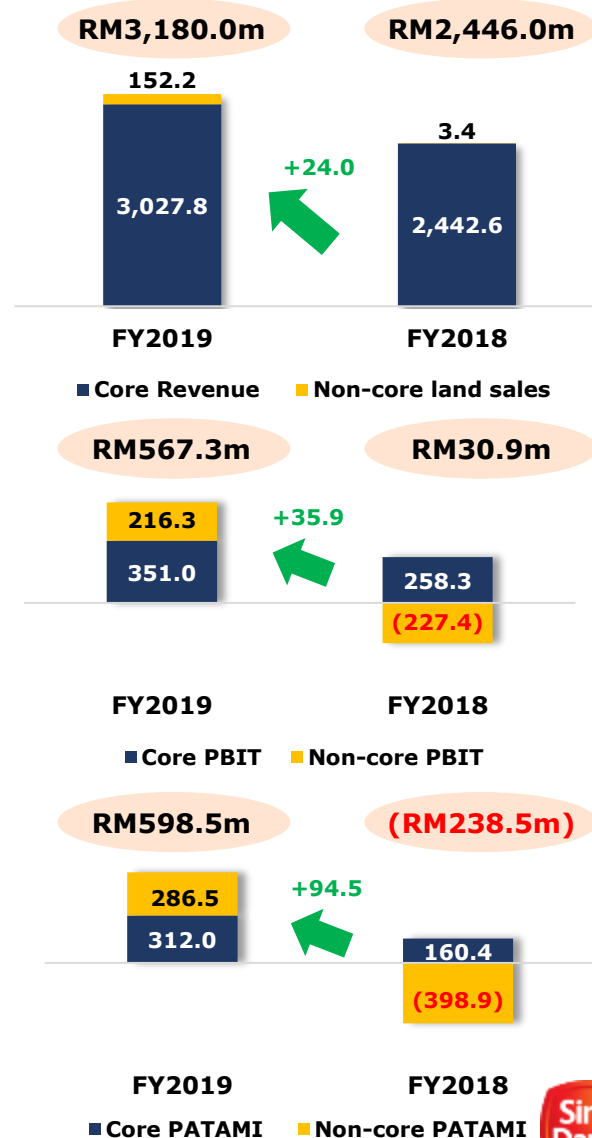
In RM mil	FY2019	FY2018		%
Core Revenue	3,027.8	2,442.6	↑	24.0
Non-core land sales	152.2	3.4		
Reported Revenue	3,180.0	2,446.0	↑	30.0

PBIT

In RM mil	FY2019	FY2018		%
Core PBIT	351.0	258.3	↑	35.9
One-off Items	216.3	(227.4)		
Reported PBIT	567.3	30.9	↑	1,735.9

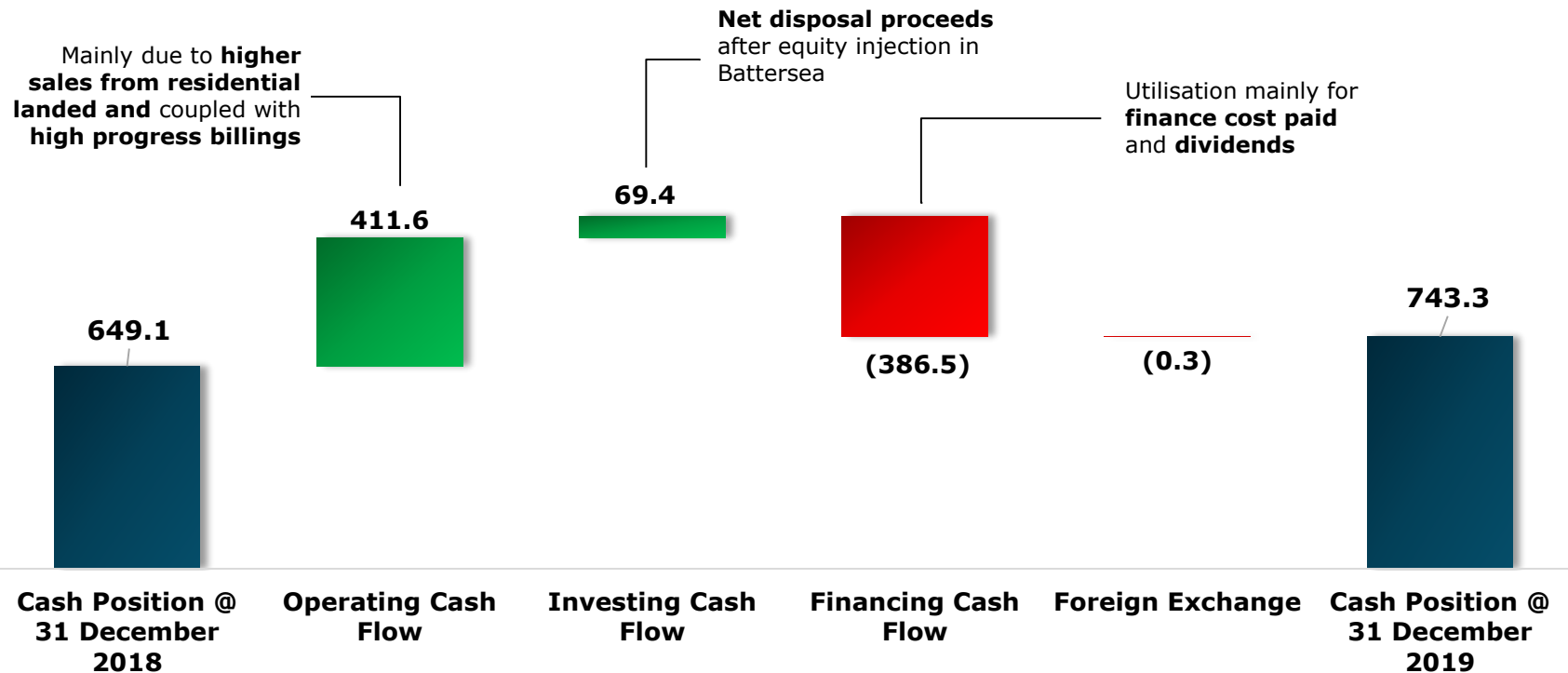
PATAMI

In RM mil	FY2019	FY2018		%
Core PATAMI	312.0	160.4	↑	94.5
One-off Items	286.5	(398.9)		
Reported PATAMI	598.5	(238.5)	↑	350.9



Cash & Debt Position

Healthy cash position and moderate gearing level




❑ **Strong balance sheet** as at 31 December 2019 with a healthy cash balance of **RM743.3m** and **low net gearing ratio of 25.7%**

Launches by Product Type

~56% of launched GDV was from residential landed properties

Total of **2,917** units launched worth **RM2.30b**
(take-up rate: 76%)

Residential
Landed



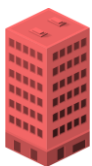
Units: 1,633
GDV: RM1,258.2m

<u>Township</u>	<u>Project Launched</u>
Elmina West	ELMINA VALLEY FIVE
Elmina East	REESIA at ELMINA GARDENS
Bukit Jelutong	LAGENDA GARDENS BUKIT JELUTONG
Bandar Bukit Raja	Elsa OF 400' DEVELOPMENT HOMES KYRA 2 KYRA — LAMAN — LAKESIDE
Serenia City	SERENIA ADIVA SERENIA ARINA
Bandar Ainsdale	Embun
Bandar Universiti Pagoh	harmoni permai

Note: Other launches includes low cost shops and low cost factories in Elmina East, commercial land sales in Bandar Universiti Pagoh and industrial land sales in Kota Elmina totalling 44 units worth GDV of RM157.5 million

Launches by Product Type (cont'd)

Other product type with a combined launched GDV of RM942m



Residential High Rise

Units: 560
GDV: RM436.4m

Putra Heights 	KL East 	SJCC
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Commercial

Units: 43
GDV: RM67.6m

Putra Heights 	Ara Damansara 	City of Elmina
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Statutory Housing

Units: 562
GDV: RM131.0m

Elmina West	
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Industrial

Units: 75
GDV: RM307.0m

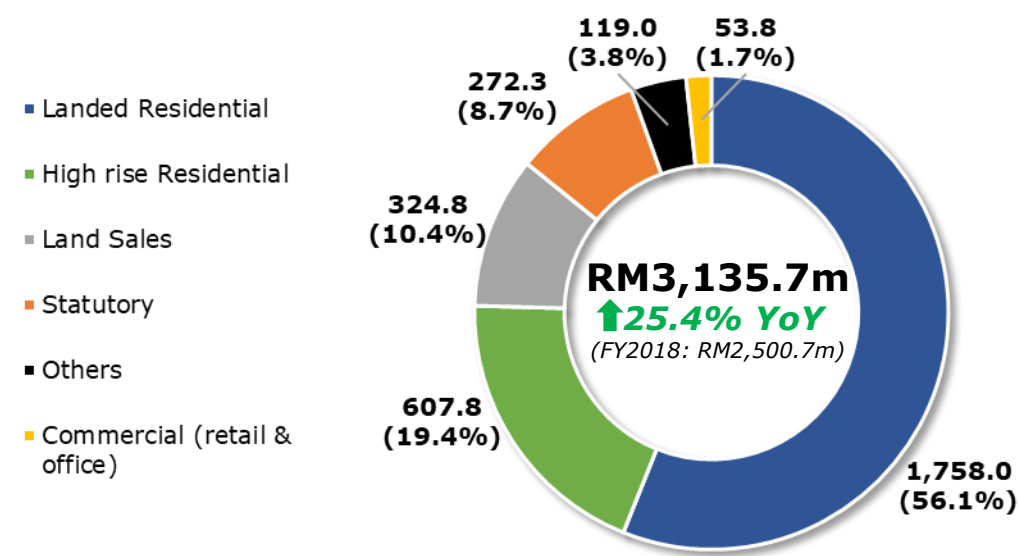
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Sales Achieved & Unbilled Sales

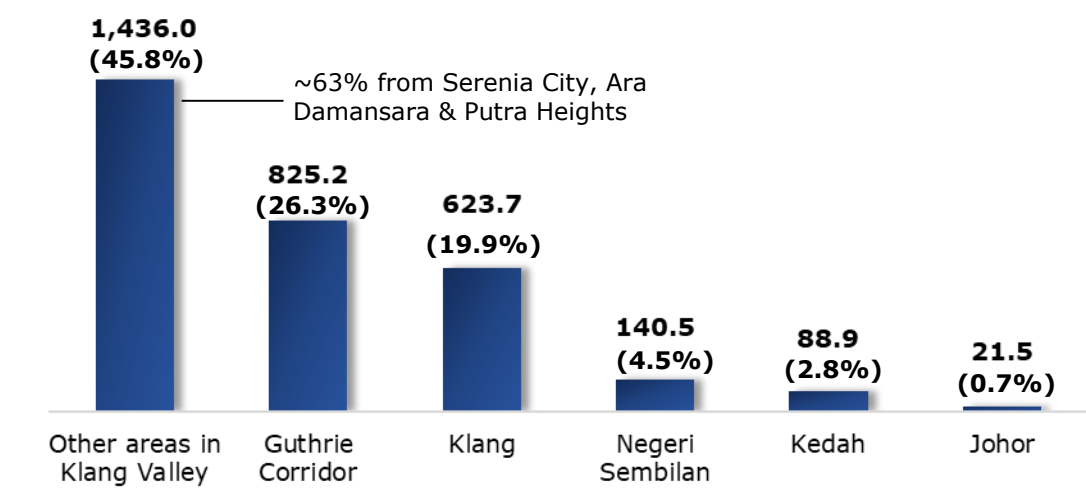
Sales achieved was 37% above target; Unbilled sales provides earnings visibility in the next 2-3 years

Sales Achieved

(RM'm)

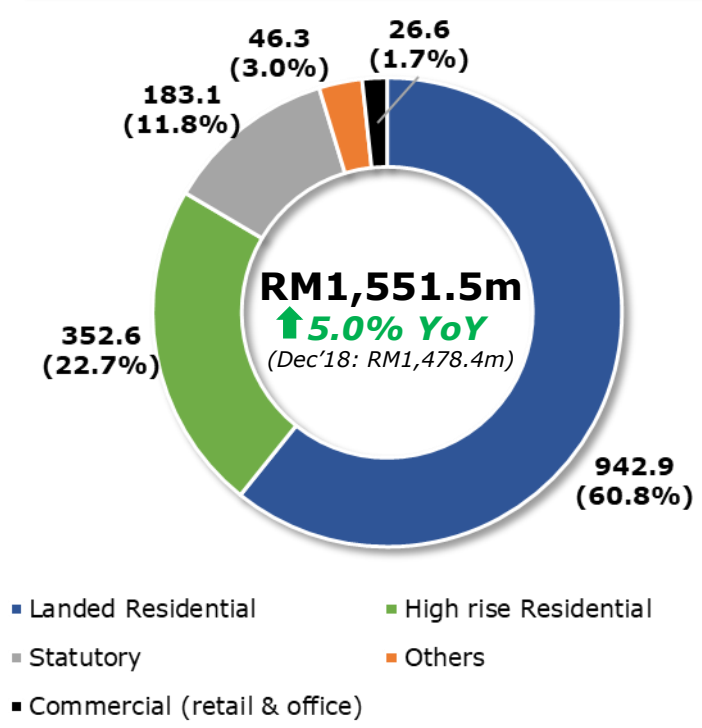


Sales Achieved by Location



Unbilled Sales

(RM'm)



Units Delivered



886

completed units delivered
(GDV: RM912.8m)

- mainly in City of Elmina, Bandar Bukit Raja and Bandar Universiti Pagoh



Other Business Highlights

Leader in Sustainability + New Growth Area in ILD



A Constituent of Global Sustainability Indices



Reselected as an **Index constituent of the Dow Jones Sustainability Index for the 2nd Year**



FTSE4Good

FTSE4Good BURSA
FTSE4Good Asean 5
2018 & 2019 Constituent



Industrial & Logistics Developments (ILD)



The First Managed Industrial Park
in Nilai Impian, Negeri Sembilan
(under MVV 2.0)

Total GDV: RM520m



Groundbreaking Ceremony of Bandar
Bukit Raja Industrial Gateway

Total GDV: RM530m

Strengthening Our Resilience in 2020

The Ridge
• Launched 254 units worth RM176.5m
of GDV in FY2019

Moving Forward Strategy

Unprecedented circumstances lead to new focuses and strategies

Key Action Plans post COVID-19

- 1 Resolving Immediate Challenges** that COVID-19 presents to our Employees, Customers and Business Partners
- 2 Addressing Financial Impact**, including Near Term Cash Flow Management
- 3 Focus on our Corporate Priorities for FY2020**

Immediate Term : Business Re-alignment and Focus

- 1 Revenue Generation :**
 - Clear unsold inventories
 - Intensify Marketing efforts (include Digital Marketing and online sales)
 - Booking conversion
- 2 Financial Management :**
 - Cost optimization
 - Cash conservation

Moving Forward Strategy

Total Review of our Strategy to maximise Sime Darby Property's potential from FY2021 onwards

- Differentiation of product offerings
- Enhance our development components
- Diversify our business income streams

Targeted New Launches in FY2020

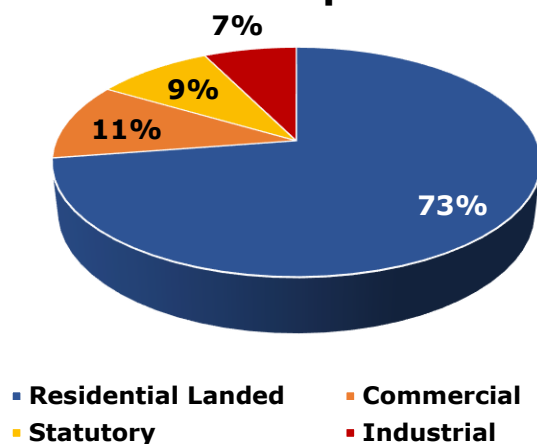
Strategic launches in the pipeline is crucial

Units : 2,393

GDV : RM1,336.0m

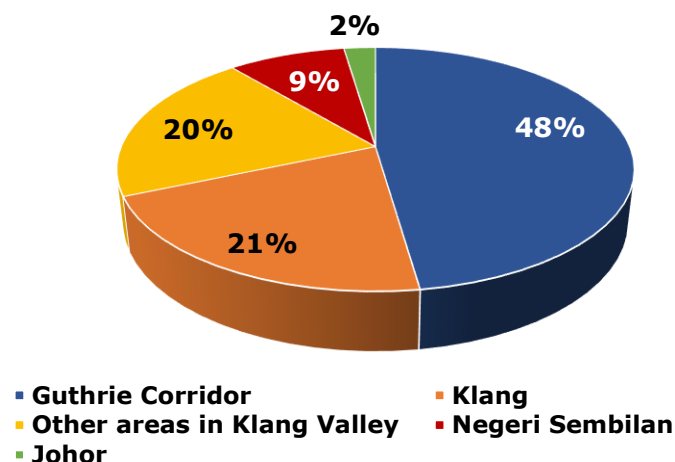
Launches by Type

Majority (73% of total) of the launches in FY2020 was from **landed residential products**



Launches by Location

Launches along the Guthrie Corridor and in Klang continued to make up majority of the total launches (**69%**)



Year To Date Products Launched

Elmina East (Ilham Residences) (Linked Homes)

No. of Units : 513 units
Value : RM370.6m
Launch Date : Feb 2020



**82%
Take-up rate**

Elmina East (Temu) (Shop/Office/Retail Space)

No. of Units : 70 units
Value : RM126.0m
Launch Date : Mar 2020



**66%
Take-up rate**

Bandar Bukit Raja 2 (Lumira 1) (Double Storey Terrace House)

No. of Units : 125 units
Value : RM90.7m
Launch Date : May 2020



**Just Released
84%
Take-up rate**

Launched GDV: RM587.3 million

Combined average take-up rate of 77%

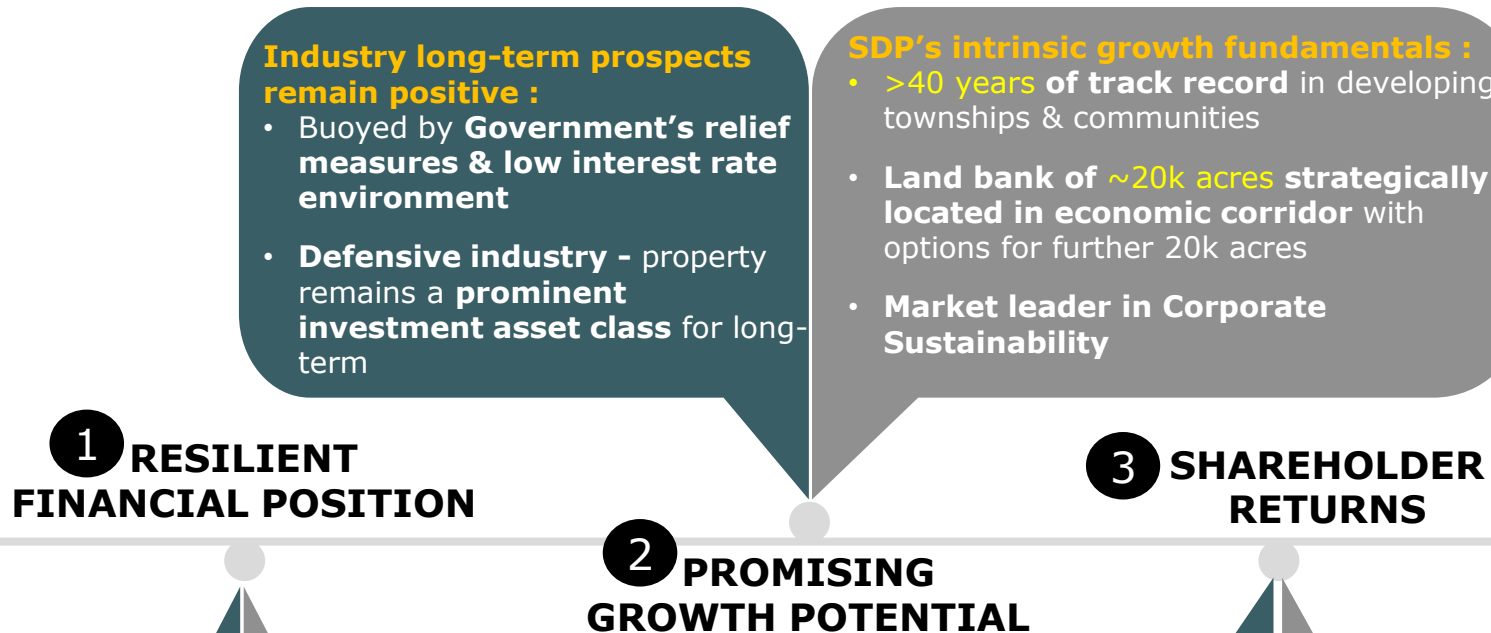


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Note: Take-up rate is based on the bookings + units sold as at 24 June 2020

Investment Proposition

Strong fundamentals and track records for growth



THANK YOU



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