FY2017/2018 Results Announcement
Second Quarter ended 31 December 2017

27 February 2018

Sime Darby Property

Developing Sustainable Futures

Sime Darby Property Berhad

First Half of Financial Year 2018 Ended 31 December 2017

	YOY	1HFY2018	1HFY2017
Continuing Operations	%	RM'mn	RM'mn
Revenue	34	1,140.8	853.7
Segment Results	40	281.2	201.1
PBIT	80	597.2	331.4
PBT	80	600.6	333.8
PATAMI	101	558.8	278.2
Basic EPS (sen)	66	11.8	7.1
Discontinuing Operations			
Revenue	11	35.5	31.9
PBIT	>100	2.6	(5.0)
PATAMI	(94)	0.9	16.3
Total			
Revenue	33	1,176.2	885.6
PBIT	84	599.8	326.4
PATAMI	90	559.8	294.5
Basic EPS (sen)	57	11.8	7.5

Sime Darby Property Berhad

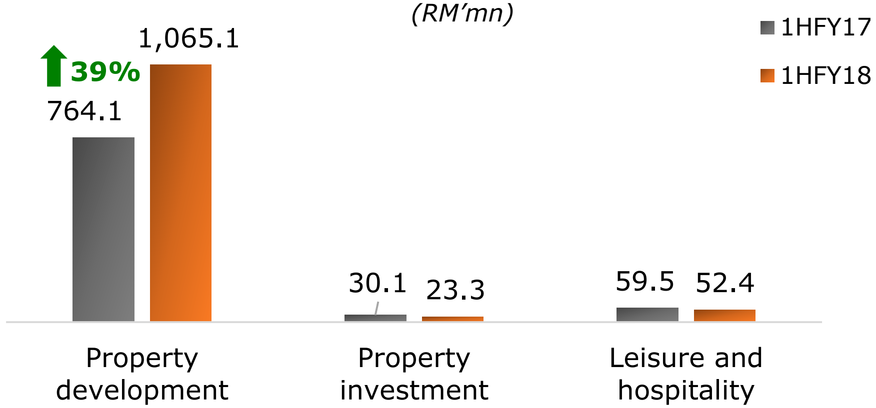
Second Quarter of Financial Year 2018 Ended 31 December 2017

	YOY	2QFY2018	2QFY2017
Continuing Operations	%	RM'mn	RM'mn
Revenue	**65**	**677.0**	409.4
Segment Results	**12**	**179.6**	160.4
PBIT	**10**	**176.9**	160.3
PBT	**13**	**181.5**	160.6
PATAMI	**(3)**	**138.1**	141.8
Basic EPS (sen)	**(31)**	**2.5**	3.6
Discontinuing Operations			
Revenue	**43**	**26.6**	18.6
PBIT	**>100**	**0.7**	(5.0)
PATAMI	**(<100)**	**-**	3.6
Total			
Revenue	**64**	**703.6**	427.9
PBIT	**14**	**177.6**	155.3
PATAMI	**(5)**	**138.1**	145.4
Basic EPS (sen)	**(32)**	**2.5**	3.7

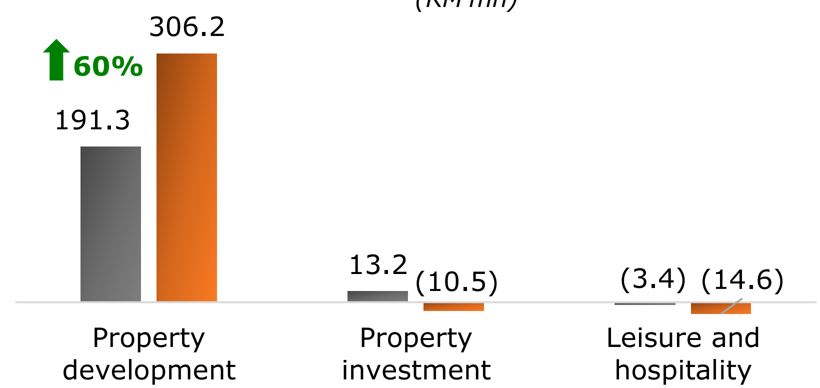
Segment Results as at 1HFY2018

1HFY2018 vs 1HFY2017

REVENUE
(RM'mn)



SEGMENT RESULTS
(RM'mn)



Property Development:
- Higher development activities in Elmina West, Elmina East, Serenia City, Taman Melawati and Serenity Cove, Australia which mitigated the lower contribution from Nilai Impian township

Property Development:
- Gain from the sale of New Lunderston Estate of RM84mn
- Battersea's share of profit of RM112mn upon the handover of 494 units (vs RM95mn in 1HFY17)

Property Investment:
- Previous year included the contribution of RM6mn from SD Property (Alexandra) and SD REIT in Singapore which had been disposed in Sep'16

Property Investment:
- Share of loss from Sime Darby CapitaLand (Melawati Mall) of RM8mn
- 1HFY17 included the reversal of impairment of an investment asset in UK of RM8mn and the share of gain on disposal from an associate of RM5mn

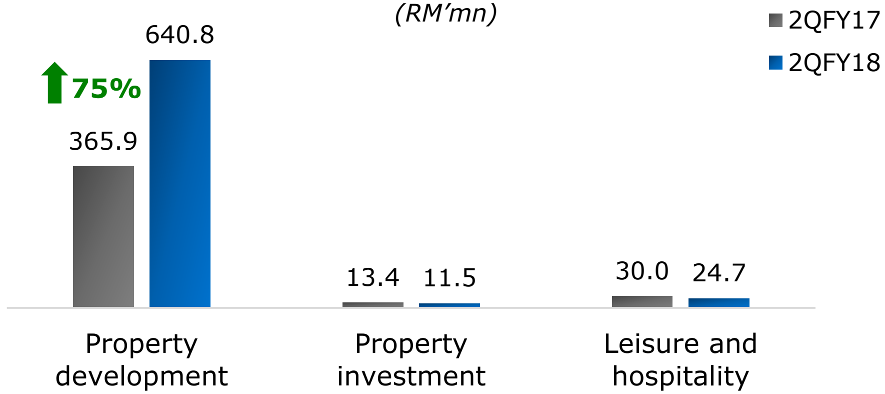
Leisure & Hospitality:
- Lower contribution from Sime Darby Convention Centre and TPC KL and the Australian asset

Leisure & Hospitality:
- 1HFY17 included the reversal of an impairment of asset in Harvard Golf & Country Club of RM10mn

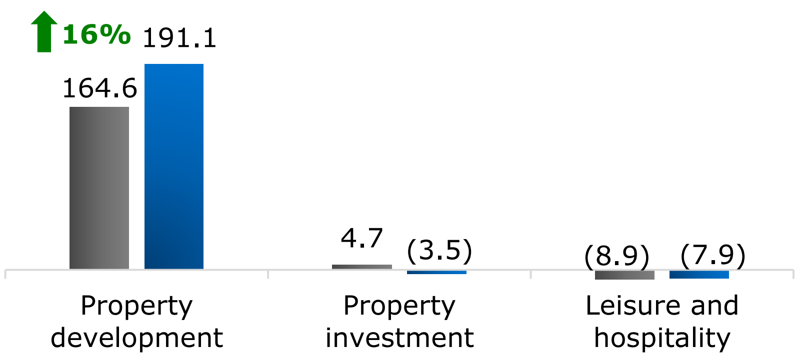
Segment Results as at 2QFY2018

2QFY2018 vs 2QFY2017

REVENUE
(RM'mn)



SEGMENT RESULTS
(RM'mn)



Property Development:
- Included the sale of 298 acres in New Lunderston Estate of RM86mn
- Higher stages of completion for Serini Tower 1 & 2 of Taman Melawati and higher sales achieved for Viana and Tiana of Elmina East

Property Development:
- Gain from the sale of New Lunderston Estate of RM84mn
- Share of profit from Battersea of RM25mn upon the handover of 63 units (vs RM96mn in 2QFY17)

Property Investment:
- Previous year included the contribution from SD Property (Alexandra) in Singapore which had been disposed in Sep'16

Property Investment:
- Share of loss from Sime Darby CapitaLand (Melawati Mall) of RM4mn despite higher occupancy rate of 71% (vs 62% as at 30 Sep'17)

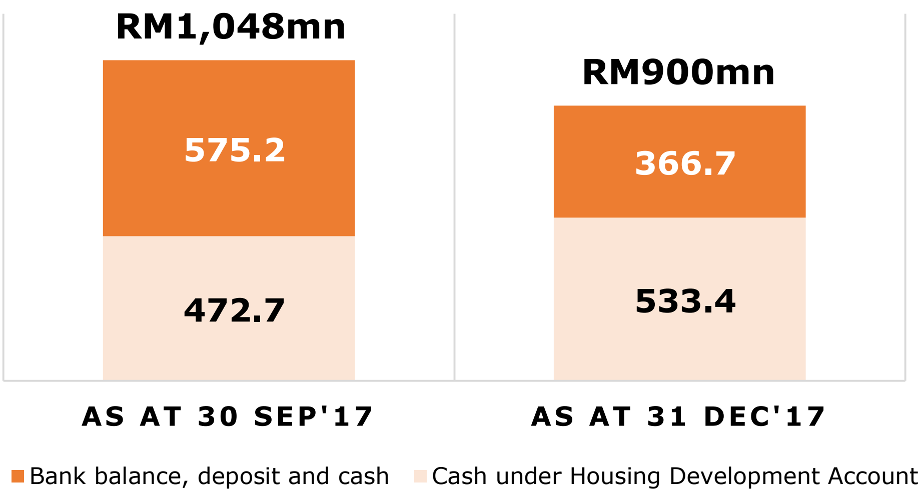
Leisure & Hospitality:
- Lower contributions from Sime Darby Convention Centre and TPC KL

Leisure & Hospitality:
- Marginal improvements due to cost saving initiatives

Financial Position as at 31 December 2017

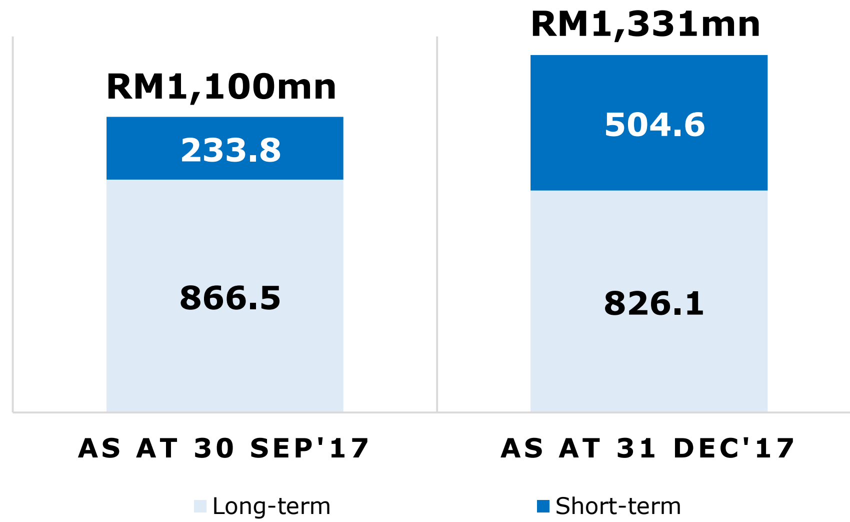
TOTAL CASH EQUIVALENTS

↓ 14%



TOTAL BORROWINGS*

↑ 21%



- Lower cash equivalents and higher borrowings due to **repayment of loans to related parties**

Total Equity **RM9,971 million** +40% QoQ due to capitalisation of inter-company loans	**Gross Debt to Equity Ratio** **13%**	**Net Debt to Equity Ratio** **4%**	**Net Assets Per Share** **RM1.43**

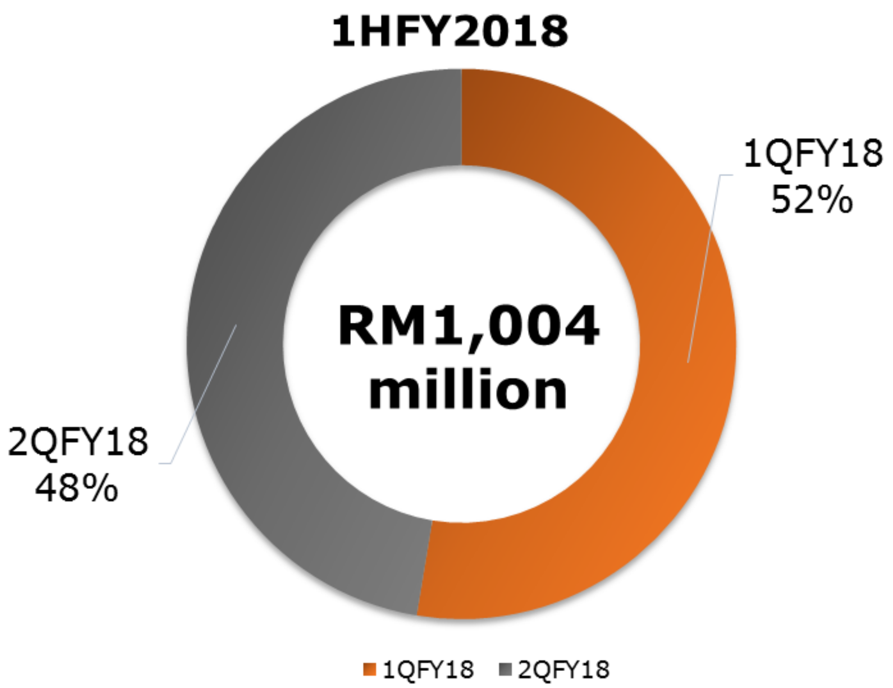
- *Excludes borrowings from discontinuing operations*

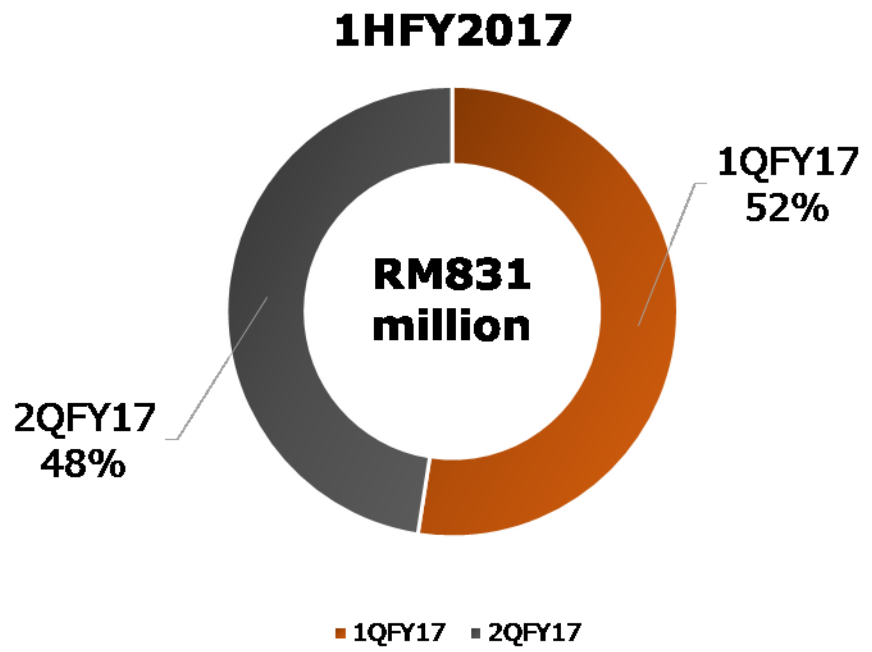
Note: Net Assets per share exclude minority interests

Sales Performance as at 31 December 2017

+21% YoY

Target FY2018: **RM2 billion**

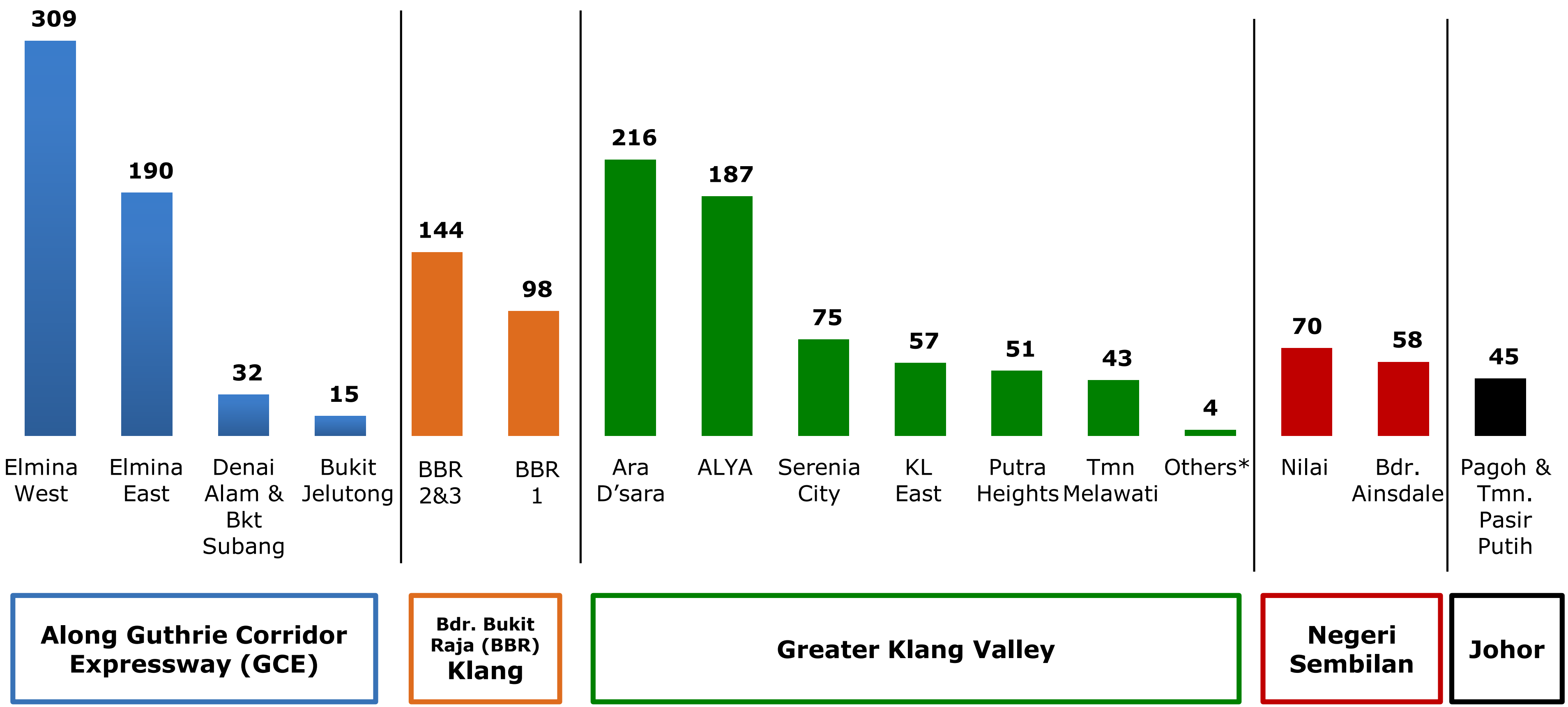




- ❑ **89% of sales** originated from the Klang Valley region, followed by Negeri Sembilan (8%) and Johor (3%)
- ❑ **1,148 units sold, up +33% YoY** in 1HFY2018; of which 16% was from statutory projects (1HFY2017: Units sold of 865)

Unbilled Sales as at 31 December 2017

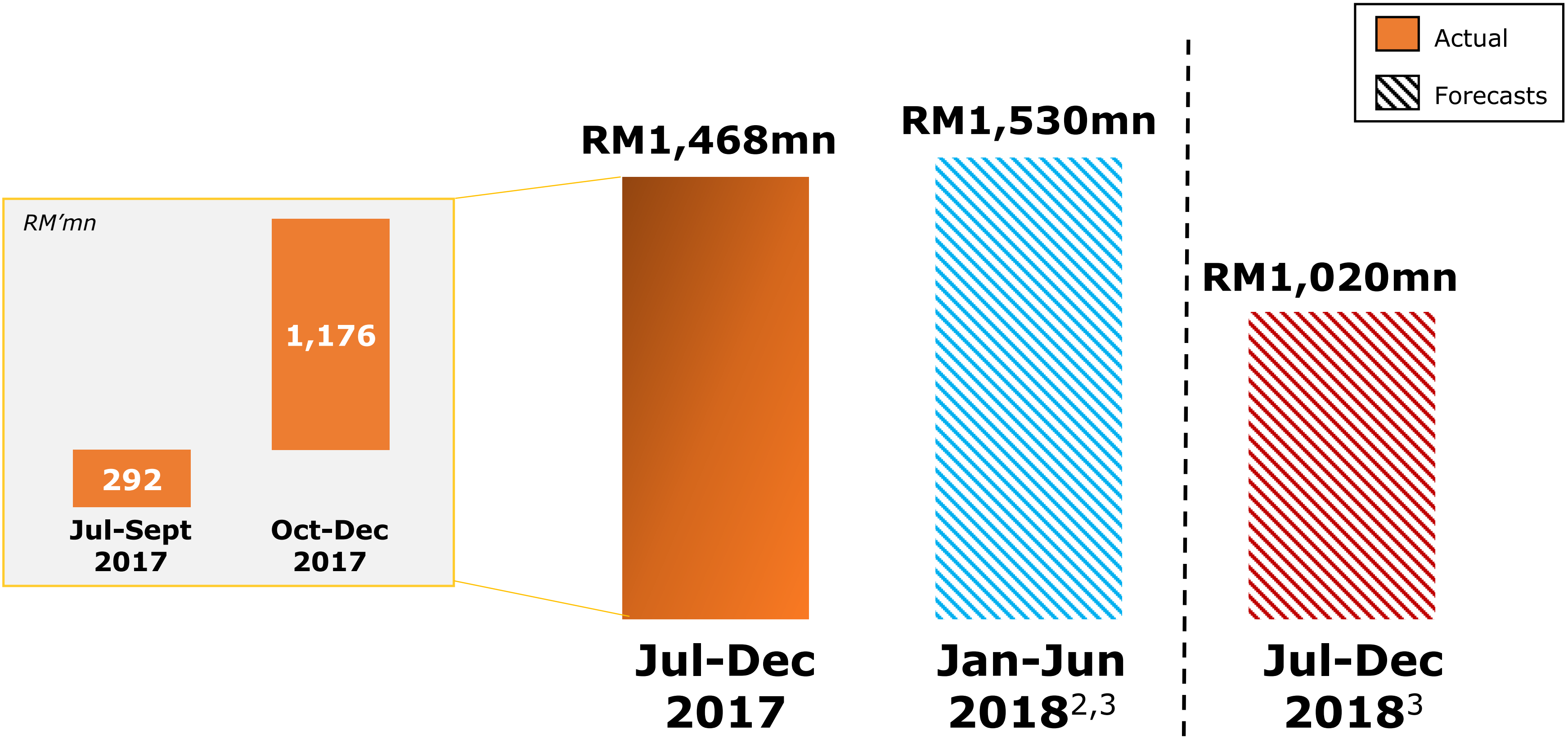
Total: RM1,594 million, -10% YoY
(30 Sep'17: RM1,778mn)



** Others: USJ Heights and Saujana Impian*

Steady Stream of Launches

Gross Sales Value (GSV) for Launches



Jul-Dec 2017

- Launched **1,278 units**[1]
- Take-up rate of 47%[1]

Jan-Jun 2018[2,3]

Target to launch 1,950 units

Jul-Dec 2018[3]

Target to launch 1,538 units

[1] Excludes the launch of Rumah Selangorku in Putra Heights of 1,700 apartment units with estimated GSV of RM389mn
[2] Includes the launches of Azira and Sarjana Promenade
[3] Includes only open-market residential and commercial product launches

Actual & Upcoming Launches in 2HFY2018

Actual Launches in January 2018

Bandar Bukit Raja

Azira, 111 units of double storey link houses

Average Price	: RM753,266
Launch Date	: 20 January 2018
Gross Take-up Rate[1]	: 80%
GSV[1]	: RM64.3mn

Bandar Universiti Pagoh

Sarjana Promenade, 35 units of shop offices

Average Price	: RM999,144
Launch Date	: 17 January 2018
Gross Take-up Rate[1]	: 34%
GSV[1]	: RM11.5mn

Upcoming Launches in 2HFY2018

Elmina West

Elmina Green, Phase 1B

Double Storey Link House

No. of Units	: 211 units
Est. GDV	: RM142.6mn
Est. Average Price	: RM656,312
Target Launch Date	: March 2018

Denai Alam

Phase BS2/H1b

Double Storey Link House

No. of Units	: 114 units
Est. GDV	: RM92.9mn
Est. Average Price	: RM814,508
Target Launch Date	: March 2018

KL East

Quarza Tower B

Serviced Apartment

No. of Units	: 254 units
Est. GDV	: RM167.4mn
Est. Average Price	: RM659,000
Target Launch Date	: March 2018

Note. [1] Booking as at 11 February 2018; GSV: Gross Sales Value; GDV: Gross Development Value

Highlights on Bandar Universiti Pagoh

Sime Darby Property

4,099 acres (Remaining: 3,297 acres)
Malaysia's First Integrated Township with an Education Hub

RM5.1bn
Estimated Remaining GDV

5,671 units
Total estimated residential units

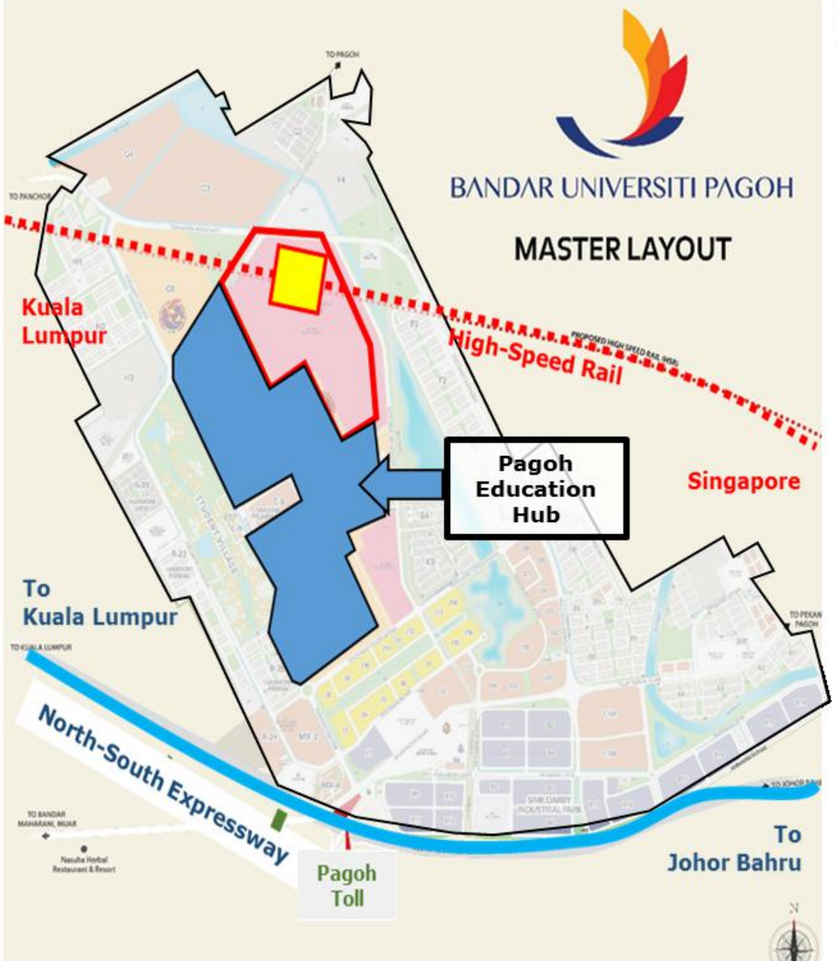
238 acres
Industrial Business Park

High Speed Rail
The "Muar" Station within vicinity of township

Pagoh Education Hub

First Multi-Varsity Education Hub and Catalyst to BUP

- **506 acres** development
- **4** major institutions
- **6,000** current student population with a maximum student capacity of **10,800** students
- **60:40 JV** between Sime Darby Property and Tunas Selatan Construction



UTHM Universiti Tun Hussein Onn Malaysia
UTM UNIVERSITI TEKNOLOGI MALAYSIA
INTERNATIONAL ISLAMIC UNIVERSITY MALAYSIA
POLITEKNIK MALAYSIA TUN SYED NASIR

Launches to date with total GDV of ~RM211mn

Harmoni Vista (DSLH)

383 units
From RM365,888

Sarjana Square (Shop Office)

35 units
From RM888,888

Sarjana Promenade (Shop Office)

35 units
From RM950,000

Highlights on Serenia City

Sime Darby Property

2,370 acres (Remaining: 1,462 acres)
Close proximity to Kuala Lumpur, Putrajaya, Cyberjaya and KLIA

RM7.6bn
Estimated Remaining GDV

12,522 units
Total estimated residential units

197 acres
Industrial Components

High Connectivity
Accessible via ELITE Highway, Federal Road, ERL & KLIA

Educational & Retail Catalysts

- **Xiamen University**
  First Chinese university branch campus in Malaysia with a capacity of 10,000 students
- **Horizon Village Outlet**
  150 one-storey retail lots over total net lettable area of 400,000 sq ft with 2,000 covered parking bays

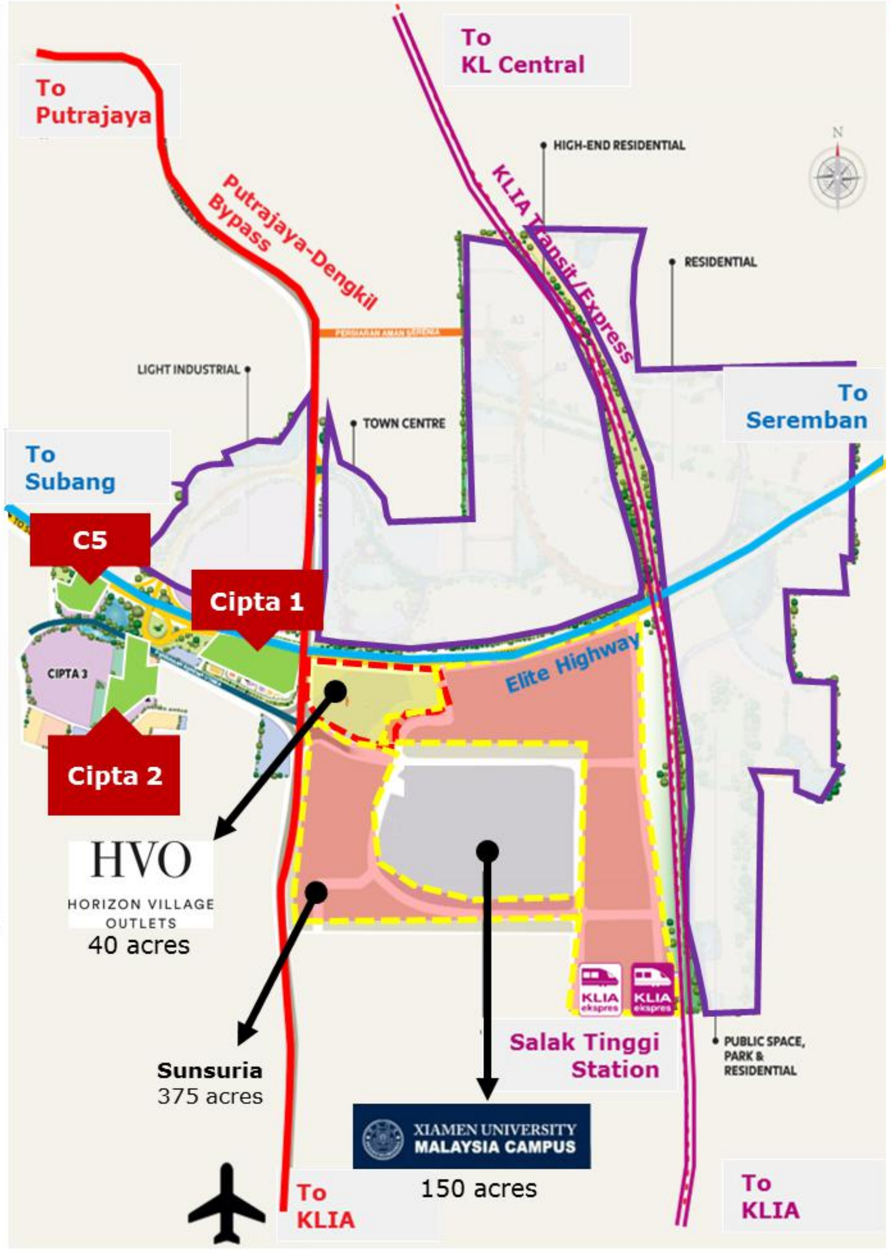
Launches to date with total GDV of ~RM190mn

Cipta 2
(Industrial Plot)
9 plots (20.73 acres)
56% SOLD!

C5
(Industrial Plot)
1 plot (10.79 acres)
100% SOLD!

Cipta 1
(Detached Factory)

67% SOLD!
15 units
From RM8,174,720



Highlights on Battersea Power Station

2012	~£9bn	40:40:20	42 acres
Acquisition of land for £400mn (c.4% of estimated GDV)	Estimated GDV	JV between Sime Darby Property : SP Setia : EPF	Site Area

Phase 1 (Circus West)

Overlooks the River Thames and 7 acre Power Station Park and creates a long curving promenade along the western edge of the Power Station

Phase 2 (The Power Station)

The centre point of the regeneration of the Battersea Power Station Master Plan and wide Nine Elms regeneration

	Phase 1 (Circus West)	Phase 2 (The Power Station)
No. of Residential Units	867	253
Take-up Rate	99%	92%
Target Completion	100% completed	Q4 2020
Units Handed Over	832[1]	-
Profit Recognition (RM'mn)	252[2]	-
Gross Development Value (£ mn)	917	2,305

Proposed Reorganisation of Ownership of Phase 2's Commercial Assets

- Estimated total consideration of **£1.6bn (RM8.8bn)**
- **PNB and EPF** view this as a **strategic opportunity** to secure ownership of an iconic asset which will be able to deliver a **sustainable income stream**
- Enable Sime Darby Property **to focus as a property developer and realize development returns of Phase 3 - 7**

Notes:
1. 338 handed over in FY17, 431 in 1QFY18 and 63 in 2QFY18; 2. RM140mn recognised in FY17, RM87mn in 1QFY18 and RM25mn in 2QFY18

Priorities Moving Forward

Strategic partnership with international players and new partners to develop Sime Darby Property's **industrial products** in Bandar Bukit Raja, Serenia City and Bandar Universiti Pagoh

Focus on medium range landed properties in the City of Elmina, Bandar Bukit Raja, Serenia City and Bandar Universiti Pagoh in Johor

Ensure timely execution of asset monetisation initiatives for non-strategic land outside key development focus such as, in Kedah and Sabah

Diligent focus on **strategic cost management** and target **to reduce overall overhead costs** by FY2019

Strengthen sales and marketing teams and **expand distribution channel** as well as increase efforts to **reduce its unsold inventories** through active sales promotions and campaigns

THANK YOU

Property

Appendix

Upcoming Launches (Jan – Jun 2018)

Total Target Units to be Launched
1,950 units

Total Estimated GSV
RM1.5bn

Township	Type	No. of Units	Est. GSV (RM mn)	Est. Average Price (RM)
Klang Valley				
Denai Alam	Double Storey Link House	114	92.9	814,508
	Semi - D	48	74.1	1,544,000
Elmina West	Double Storey Link House	392	263.6	672,457
	Double Storey Shop Office	11	13.6	1,240,909
Bandar Bukit Raja	Double Storey Link House	557	400.8	719,641
	Commercial	30	55.8	1,861,618
Serenia City	Double Storey Link House	120	66.1	550,691
Putra Heights	Strata Bungalow	15	68.6	4,572,308
	Strata Condo	72	81.1	1,126,521
Alya	Strata Townhouse	14	57.5	3,721,220
KL East	Service Apartment	254	167.4	659,000
Negeri Sembilan				
Nilai Utama	Double Storey Link House	138	67.6	446,801
Johor				
Bandar Universiti Pagoh	Commercial Office	73	72.9	999,144
	Double Storey Link House	112	48.2	376,428
	Total	**1,950**	**1,530.3**	

Upcoming Launches (Jul – Dec 2018)

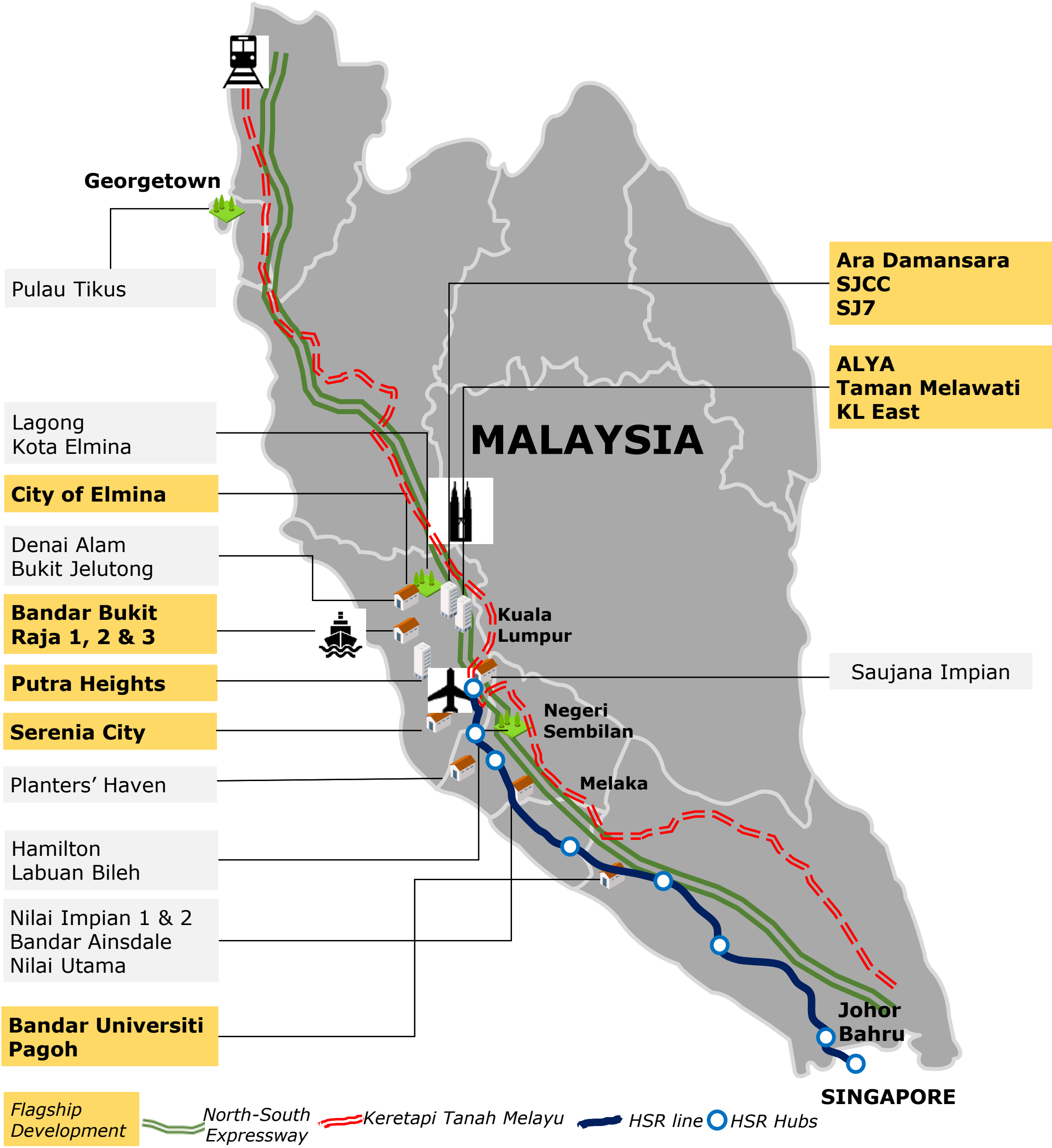
Sime Darby Property

Total Target Units to be Launched
1,538 units

Total Estimated GSV
RM1.0bn

Township	Type	No. of Units	Est. GSV (RM mn)	Est. Average Price (RM)
Klang Valley				
Bandar Bukit Raja	Semi - D	25	34.8	1,391,040
	Double Storey Link House	165	93.8	568,521
Serenia City	Double Storey Link House	352	205.6	584,126
Putra Heights	SOHO	210	67.6	321,750
	Retail	13	46.2	3,557,400
	Bungalow	25	129.5	5,181,790
Elmina West	Double Storey Link House	412	292.5	710,000
Johor				
Taman Pasir Putih	Double Storey Link House	181	54.3	300,000
Bandar Universiti Pagoh	Shop	40	44.0	1,100,000
	Double Storey Link House	115	51.8	450,000
	Total	**1,538**	**1,020.1**	

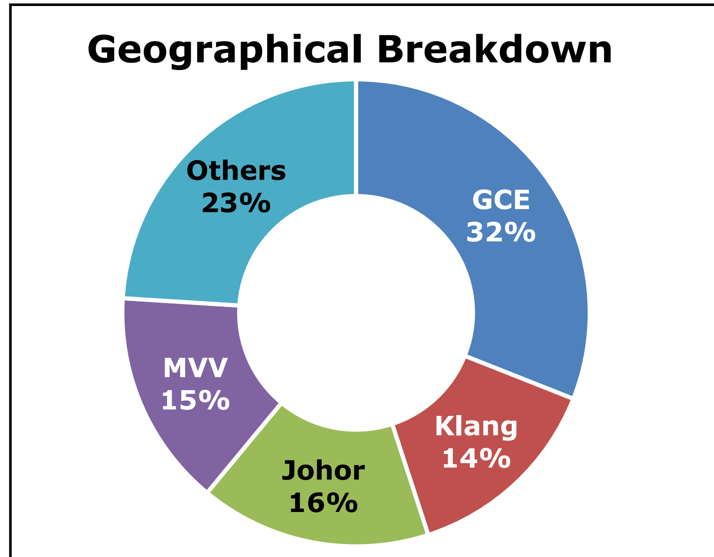
Land Bank Status as at 31 December 2017



GCE: Guthrie Corridor Expressway, MVV: Malaysia Vision Valley

20,743 acres of the remaining developable land bank which includes:

- ***12,304*** *acres within our active townships, integrated & niche urban developments*
- ***8,439*** *acres for future developments*



Estimated remaining Gross Development Value of **RM96bn**

Land Bank Status as at 31 December 2017

~12k acres of remaining developable land bank with a remaining GDV of RM81.8bn

Township/Development Name	Total Area (Acres)	Remaining Developable Area (Acres)	Remaining GDV (RM'bn)
Niche / Integrated			
ALYA, Kuala Lumpur	62	50.5	6.6
Chemara Hills, Seremban	44	3.0	0.1
USJ Heights, Subang Jaya	375	17.0	0.2
SJ 7, Subang Jaya	40	34.6	5.2
SJCC, Subang Jaya	30	28.1	3.8
KL East	160	55.0	2.0
Township			
City of Elmina: Elmina West, Shah Alam	2,661	2,591.0	15.4
City of Elmina: Elmina East, Shah Alam	1,089	583.2	3.6
City of Elmina: Denai Alam & Bukit Subang	1,250	147.0	0.7
Bandar Bukit Raja 2 & 3, Klang	2,820	2,665	12.1
Bandar Bukit Raja 1, Klang	1,513	169	1.8
Serenia City, Dengkil, Sepang	2,370	1,462.0	7.6
Putra Heights, Subang Jaya	1,796	80.3	3.8
Ara Damansara, Petaling Jaya	693	62.1	5.8
Bukit Jelutong, Shah Alam	2,205	159.6	1.6
Saujana Impian, Kajang	600	4.1	0.01
Taman Melawati, Ulu Klang	880	2.3	0.7
Nilai Impian 2, Nilai	546	426.0	3.2
Nilai Impian 1, Nilai	1,263	184.0	1.0
Bandar Ainsdale, Seremban	562	174.6	1.3
Planters' Haven, Nilai	250	83.6	0
Bandar Universiti Pagoh, Muar	4,099	3,297.0	5.1
Taman Pasir Putih, Pasir Gudang	356	24.6	0.2
TOTAL	**25,664**	**12,304**	**81.8**
Future Development		**8,439**	**14.4**[1]

Note: 1. This GDV figure is preliminary and currently only available for 3 future developments