



FY2017/2018 Results Announcement Third Quarter ended 31 March 2018

25 May 2018



Property

Sime Darby Property Berhad

Nine Months of Financial Year 2018 Ended 31 March 2018



	YOY	9MFY2018	9MFY2017
Continuing Operations	%	RM'mn	RM'mn
Revenue	18	1,691.4	1,439.5
Segment Results	4	316.1	303.2
PBIT	61	633.9	393.2
PBT	58	641.6	405.3
PATAMI	108	592.5	284.4
Basic EPS (sen)	43	10.9	7.6
Discontinuing Operations			
Revenue	39	44.3	31.9
PBIT	>100	3.1	(5.3)
PATAMI	(92)	0.9	12.0
TOTAL			
Revenue	18	1,735.7	1,471.3
PBIT	64	637.0	387.9
PATAMI	100	593.4	296.4
Basic EPS (sen)	38	10.9	7.9

Note: Included in 9MFY17 is a gain on disposal of Glengowrie Estate, Semenyih of RM202 million (Minority interest share of RM45mn)

Sime Darby Property Berhad

Third Quarter of Financial Year 2018 Ended 31 March 2018



	YOY	3QFY2018	3QFY2017
Continuing Operations	%	RM'mn	RM'mn
Revenue	(6)	550.7	585.8
Segment Results	(66)	34.9	102.0
PBIT	(41)	36.6	61.8
PBT	(43)	41.0	71.5
PATAMI	>100	33.7	6.2
Basic EPS (sen)	>100	0.5	0.1
Discontinuing Operations			
Revenue	>100	8.8	-
PBIT	>100	0.6	(0.2)
PATAMI	>100	-	(4.3)
Total			
Revenue	(4)	559.5	585.8
PBIT	(40)	37.2	61.5
PATAMI	>100	33.7	1.9
Basic EPS (sen)	>100	0.5	-

Note: Included in 3QFY17 is a gain on disposal of Glengowrie Estate, Semenyih of RM202 million (Minority interest share of RM45mn)

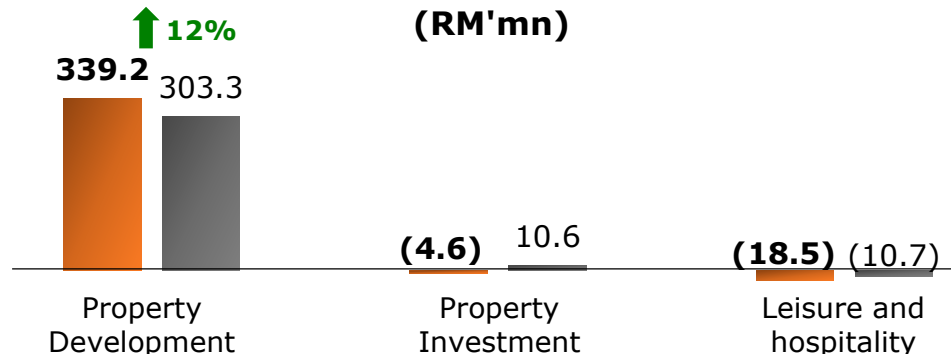
Segment Results For 9MFY2018

9MFY2018 vs 9MFY2017

REVENUE (RM'mn)



SEGMENT RESULTS (RM'mn)



Property Development:

- Higher sales and development activities at Elmina West, Elmina East, Serenia City, Taman Melawati and Serenity Cove, Australia despite the lower contribution from Nilai Impian and Bandar Bukit Raja townships

Property Development:

9MFY18: Included:

- Gain of RM11.1mn from the sale of 21 residential plots in Serenity Cove
- Gain on New Lunderston land sale of RM84.4mn
- Share of profit from Battersea of RM103.1mn
- Reversal of RM13.2mn on compulsory land acquisition gain in prior year

9MFY17: Included:

- Gains on compulsory acquisition / disposal of land of RM259.8mn
- Battersea's share of profit of RM86.5mn
- Provision for unsold stocks of RM79.0mn

Property Investment:

- Lower revenue by 36% YoY largely due to the termination of master lease at Wisma Sime Darby, reducing revenue by RM5 million

Property Investment:

- 9MFY18: Included a share of loss of RM7.2mn from Melawati Mall (9MFY17: Loss of RM3.2mn)

Leisure & Hospitality:

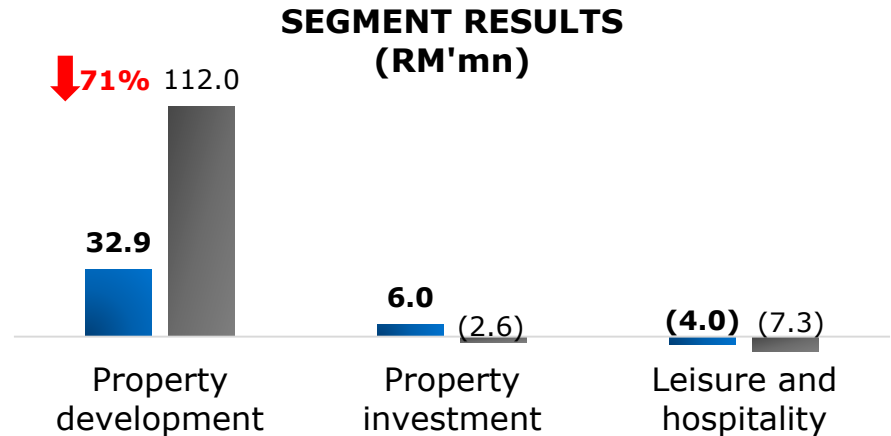
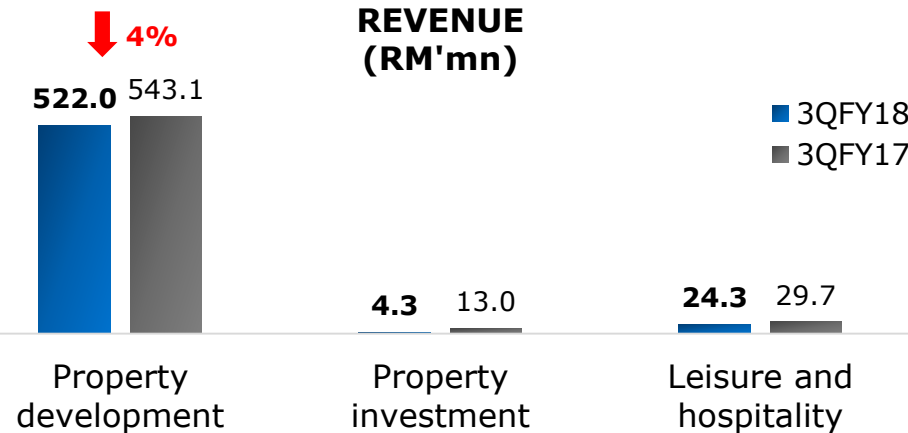
- Lower revenue by 14% YoY from TPC KL, Sime Darby Convention Centre & the Australian asset

Leisure & Hospitality:

- 9MFY17: Included the reversal of an impairment of asset in Harvard Golf & Country Club of RM10mn

Segment Results For 3QFY2018

3QFY2018 vs 3QFY2017



Property Development:

- Higher stages of completion for Serini Tower 1 & 2 of Taman Melawati and higher sales achieved for Viana and Tiana of Elmina East
- 3QFY17 included the sale of Glengowrie estate of RM260mn

Property Development:

- Lower contribution from Nilai Impian and Chemara East, offset by higher earnings from Elmina West, Denai Alam and Serenia City
- A share of loss of RM9.1mn from Battersea project vs a share of loss of RM8.5mn last year
- 3QFY17: Included a gain of RM202mn from the sale of Glengowrie Estate and a provision for unsold stock of RM79mn

Property Investment:

- Previous year included the contribution from SD Property (Alexandra) in Singapore of RM4.5mn disposed in Sep'16 and revenue rental from Wisma Sime Darby of RM5mn

Property Investment:

- Realised a gain of RM8.7mn from the disposal of an investment property in the United Kingdom

Leisure & Hospitality:

- Lower contributions from Sime Darby Convention Centre and TPC KL

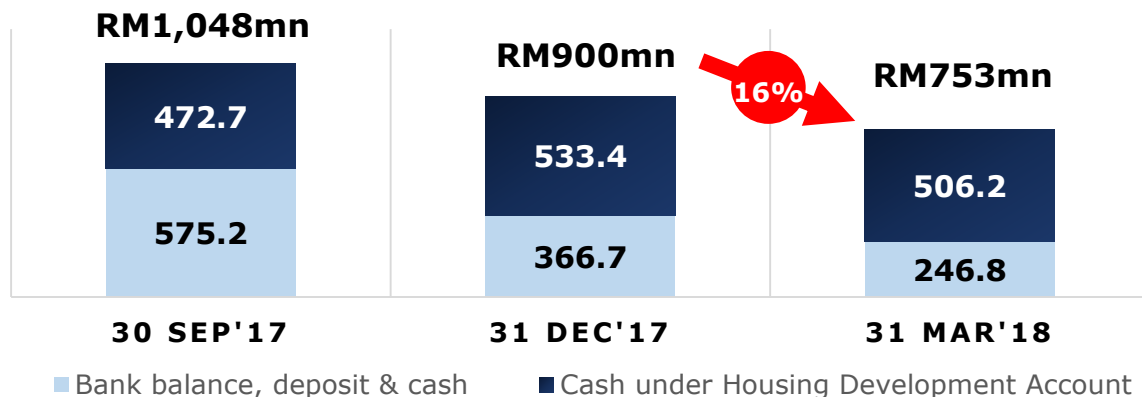
Leisure & Hospitality:

- Lower losses as a result of the disposal of MLDC Group and the reversal of Harvard Golf Resort impairment of RM1.3mn

Financial Position as at 31 March 2018



TOTAL CASH EQUIVALENTS

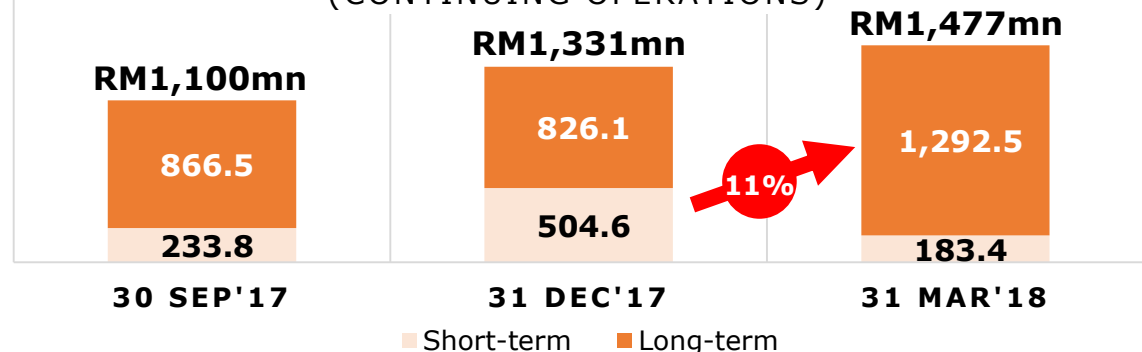


Lower cash equivalents due to:

- Loan **amortisation** payment of RM113mn
- Additional **equity injection** for Battersea Power Station project of RM108mn
- Repayment to **related companies** of RM245mn (Net of purchase of MVV land of RM690mn)
- Offset by the **proceeds** from the disposals of assets, subsidiaries and associates **of RM747mn**

TOTAL BORROWINGS

(CONTINUING OPERATIONS)



Higher borrowings raised in 3QFY18 for:

- Developments of **KL East and Bandar Universiti Pagoh**

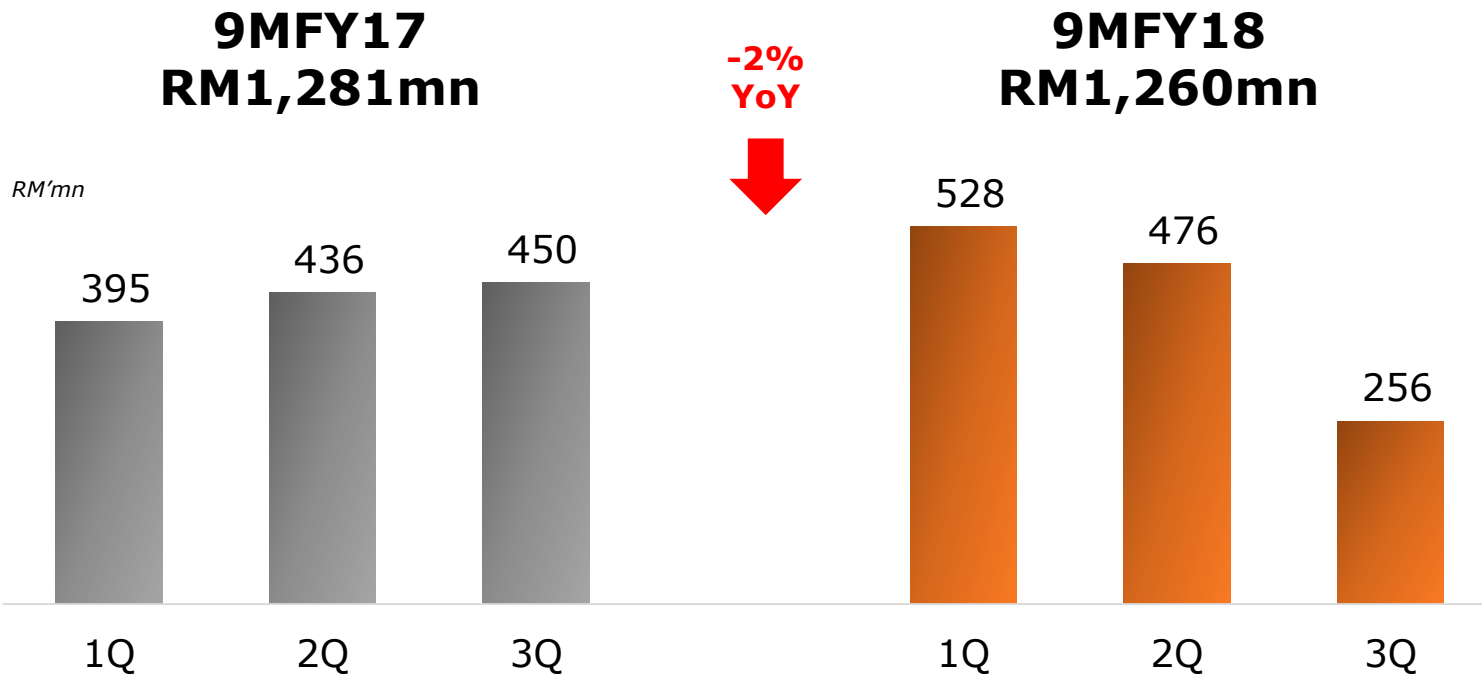
Excluding discontinuing operations:

- **Gross Debt/Equity Ratio:** 16%
- **Net Debt/Equity Ratio:** 8%

Including discontinuing operations (RM893mn):

- **Gross Debt/Equity Ratio:** 24%
- **Net Debt/Equity Ratio:** 15%

Sales Performance as at 31 March 2018



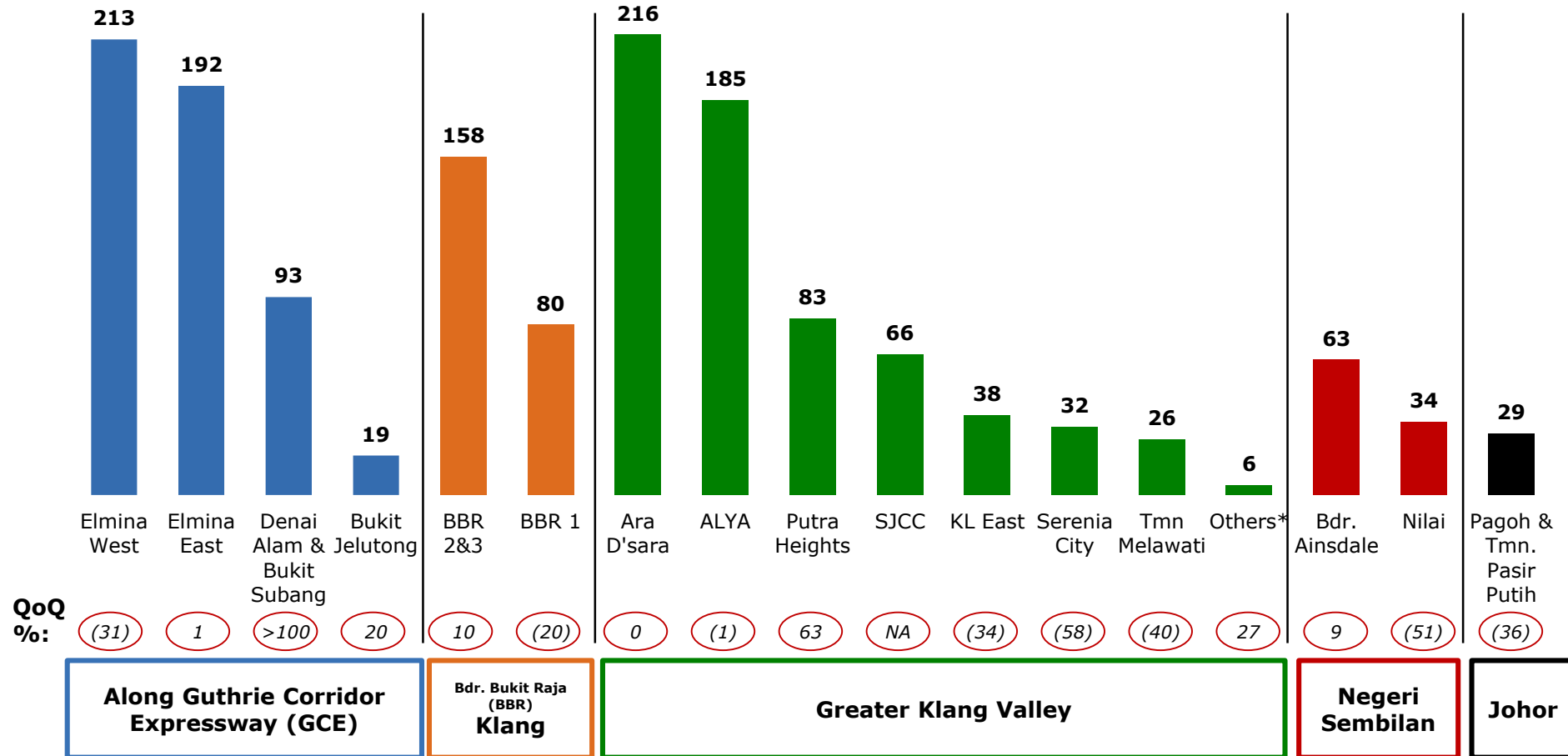
- ❑ **88% of sales** originated from the Klang Valley region, followed by Negeri Sembilan (6%) and Johor (2%) in 9MFY2018
- ❑ **2,282 units sold, ↑53% YoY vs 1,491 units in 9MFY17**
 - Included 522 units of Rumah Selangorku apartment in Putra Heights
- ❑ **3QFY18's sales** weaker at **RM256mn (↓46% QoQ)** mainly attributable to:
 - 72% of the sales contracted from **low-to-medium** range of property launches (< RM750K per unit) vs 50% in 2QFY18

Unbilled Sales as at 31 March 2018

**Total: RM1,531 million, ↓4% QoQ
(31 Dec'17: RM1,594 million)**

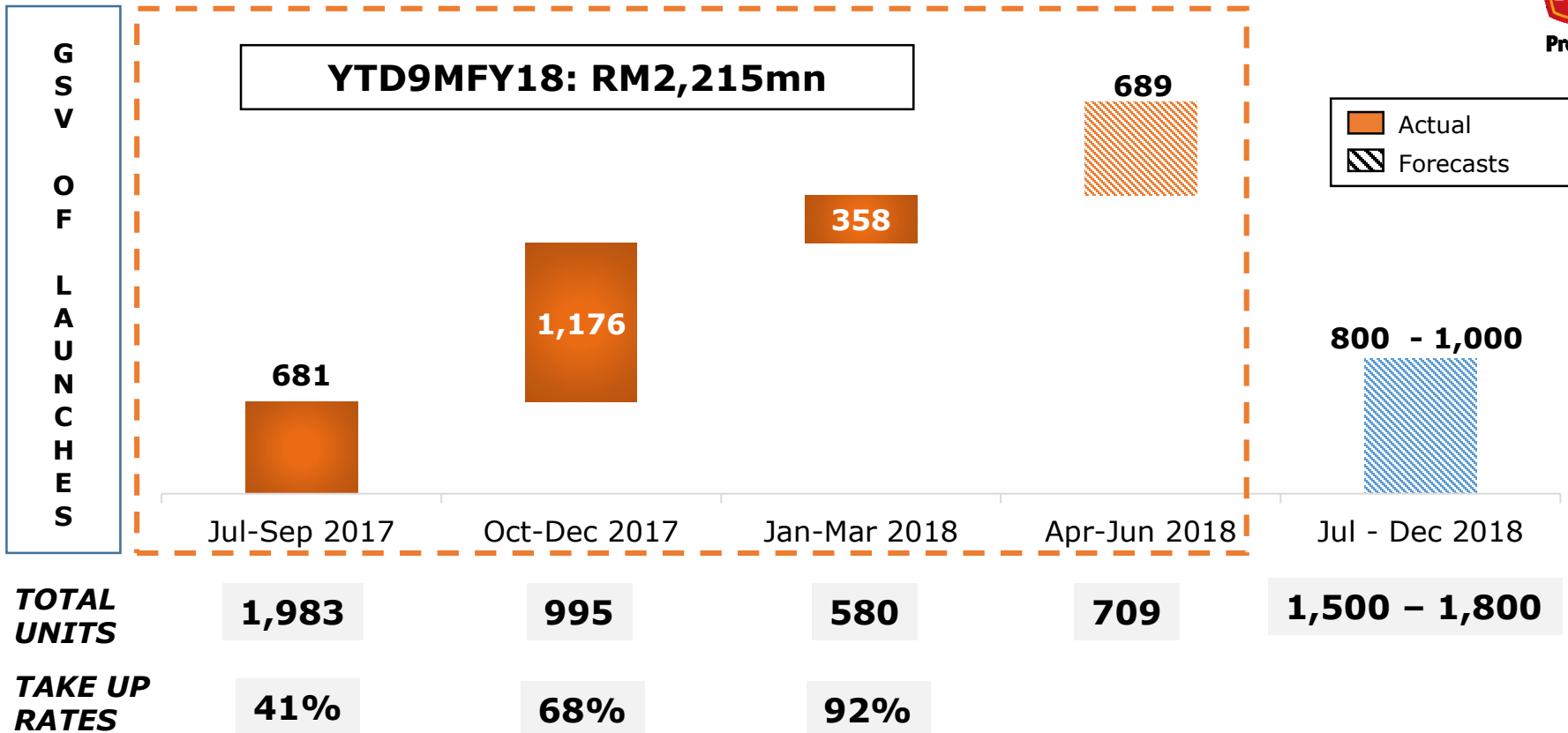
Sustained unbilled sales due to a **steady stream of launches of ~RM360 million** in 3QFY18

RM Million



* Others: USJ Heights and Saujana Impian

Steady Stream of Quarterly Launches



- ❑ ~80% of total YTD9MFY18 Gross Sales Value launched are from residential launches
- ❑ Of the total residential YTD9MFY18 units launched:
 - ❑ ~50% are priced at RM400k and below per unit, which are from the launch of **1,700 units of RSKU apartments** (average price of RM228,800 per unit)
 - ❑ ~30% are priced from **RM400k to RM800k** from launches in Elmina (EG1), Bandar Bukit Raja (Azira), Serenia City (Serenia Amani), SJCC (Lot 15), Bandar Ainsdale (Redup) and Nilai Impian (Orkid)

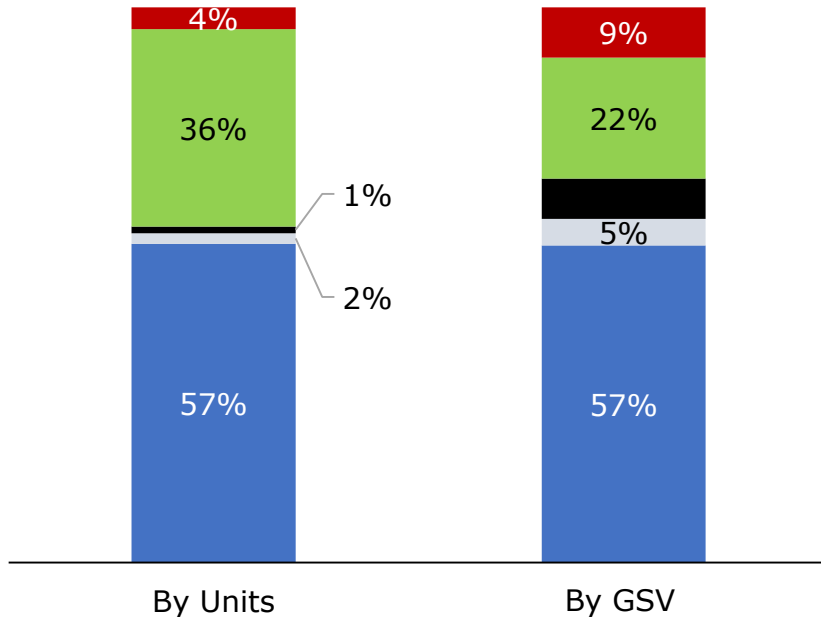
Notes:

1. Includes launch of Rumah Selangorku (Jul - Sept 2017: 1,700 apartments in Putra Heights) and (Jul - Dec 2018: target of 562 apartments in Elmina West)
2. Future/forecast launches for residential and commercial launches only

Focusing on The Demand Momentum in the Medium Range Properties

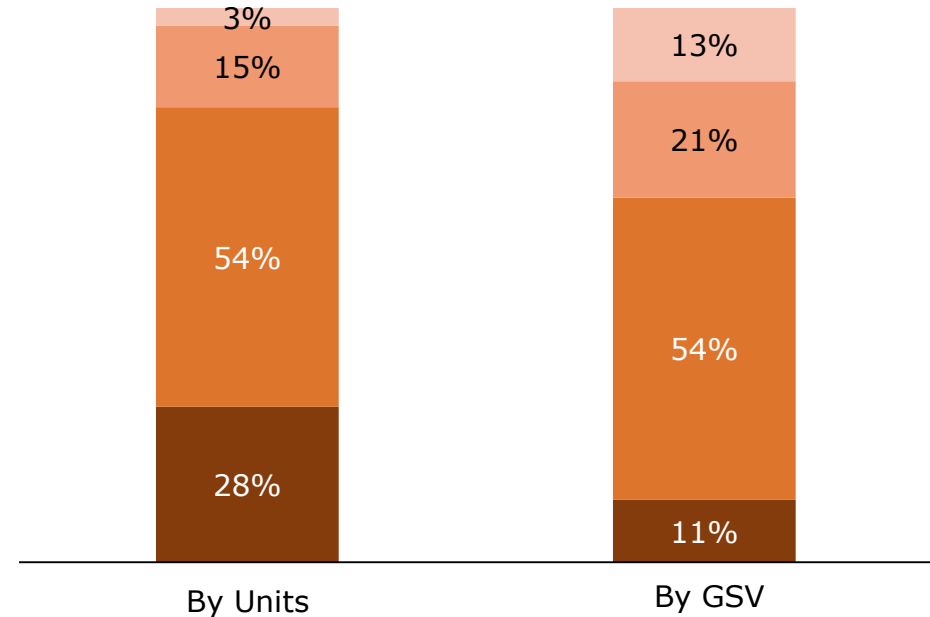
Breakdown of Future Total Launches by Type

Double storey link homes (DSLH) make-up **60% of total upcoming launches**



Breakdown of Future Residential Launches by Price

54% of the residential units are priced between **RM400k - RM800k per unit**



Residential

- DSLH
- Bungalow / Townhouse
- Commercial
- Semi - D
- Condo / Apartment

- <RM400k
- RM400k - 800k
- RM800k - RM1.2mn
- >RM1.2mn

Note: Future/forecast launches for residential and commercial launches only

Steady Stream of Quarterly Launches



Property

Recent Launches

Serenia Amani, Serenia City (2-storey house)

No. of Units : 302
Average Price : RM575,302
Launch Date : 30 March 2018
Sales Value : RM173.7mn



91%
SOLD!

Orkid, Nilai Impian (2-storey house)

No. of Units : 132
Average Price : RM512,426
Launch Date : 22 March 2018
Sales Value : RM67.7mn



80%
SOLD!

Athira, Bandar Bukit Raja (2-storey house)

No. of Units : 166
Average Price : RM853,755
Launch Date : 14 April 2018
Sales Value : RM141.7mn



66%
SOLD!

Upcoming Launches (Apr – Dec 2018)

Elmina Green Ph 1B Elmina West (2-storey house)

No. of Units : 211 units
Est. Sales Value : RM142.6mn



R3B Bandar Bukit Raja (2-storey house)

No. of Units : 126 units
Est. Sales Value : RM88.9mn



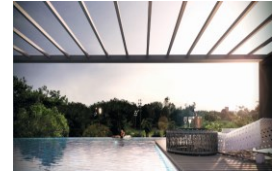
Semania Hills Denai Alam (Semi-D / Superlink)

No. of Units : 162
Est. Sales Value : RM192.2mn



Parcel E – East Residence Alya (Strata Townhouse)

No. of Units : 14 units
Est. Sales Value : RM57.5mn



Affordable / 'Rumah Selangorku' Highlights

Harmoni 1 Putra Heights (Apartment)

No. of Units : 1,700
Average Price : RM228,824
Launch Date : 12 August 2017
Sales Value : RM389.0mn



54%
SOLD!

Harmoni 1 Elmina West (Apartments)

No. of Units : 562 units
Est. Sales Value : RM131.0mn



Highlights on the Partnership with Japan's Mitsui & Co.



Strategic Rationale

- Acts as a **key catalyst for Bandar Bukit Raja to spur socio-economic activities**
- **Retain** the industrial **assets** within the Industrial Business Park **for recurring income**
- **Leverage** on **expertise and experience** in **designing logistics warehouses** and its extensive **reputable tenants**

Gross Development Value

~ **RM530 million**

Expected Timeline

- Completion of **the disposal of 39-acres** industrial land: By end-CY2018
- **Construction of Phase 1**: Commence in 4QCY2018 and target completion within 2 years

Targeted Operators

- Leading players in **warehouse and distribution center operation, logistics engineering** and ship charter operation

Jointly develop and lease built-to-suit industrial facilities on a 39-acre site in Bandar Bukit Raja 2



**50:50
Joint
Venture**



THANK YOU



Property

Appendix

The Largest Property Developer in Malaysia

In terms of land bank size

Property Development

23 Active townships, integrated and niche developments

20,695 Acres of remaining developable land bank to be developed over 10 -25 years

20,599 Acres of land under option agreements with Sime Darby Berhad and Sime Darby Plantation Berhad

RM96bn Estimated Remaining Gross Development Value (GDV)

44% Average trading discount to Realised Net Asset Value (RNAV)

Property Investment

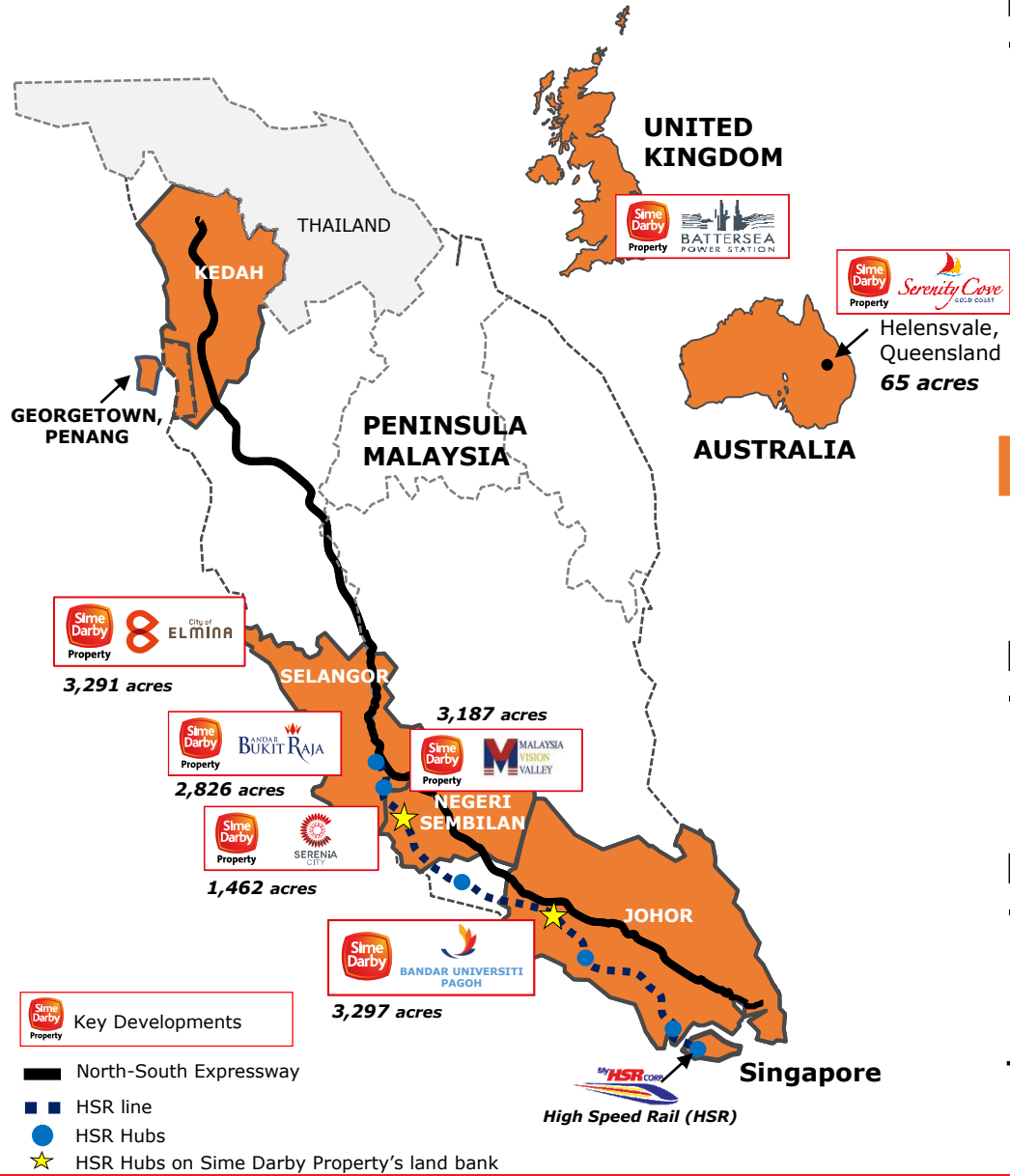
1.4mn Sq. ft. of net commercial space in Malaysia and Singapore

Hospitality & Leisure

6 Assets across 4 countries including 2 golf courses (36-hole & 18-hole respectively) and a convention center

Employees

1,602



Healthy Launches of Various Product Lines

Gross Sales Value from 2015-2017 By Product Type

10% - RM577mn

Industrial
(factory / land plot)

10% - RM608mn

Commercial
(retail shop / office)

80% - RM4.8bn

Residential
(landed / high-rise)

Average of Last 3 Years
By Gross Sales Value

Total: 8,237 units Residential Unit Launch by Price Range

5%

>RM1.2mn

10%

RM801k - 1.2mn

40%

RM401k - 800k

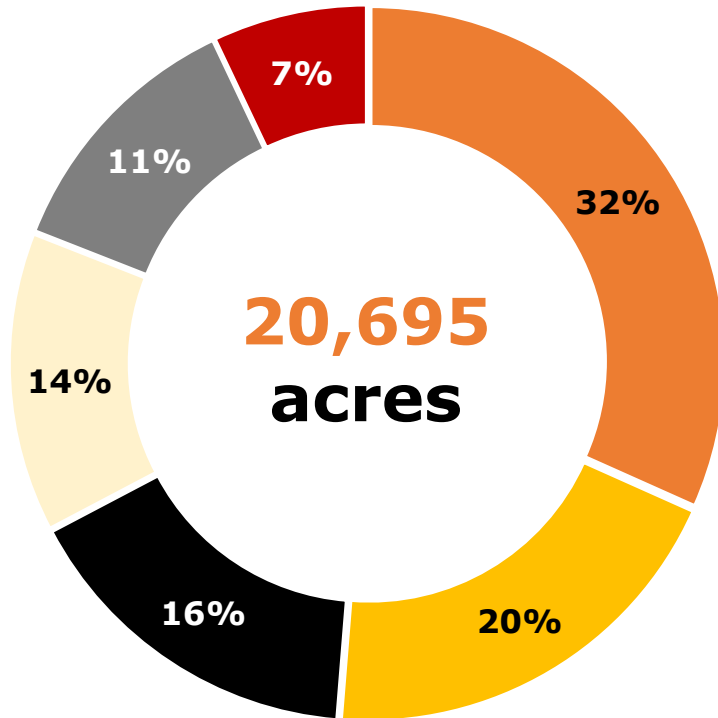
45%

<RM400k

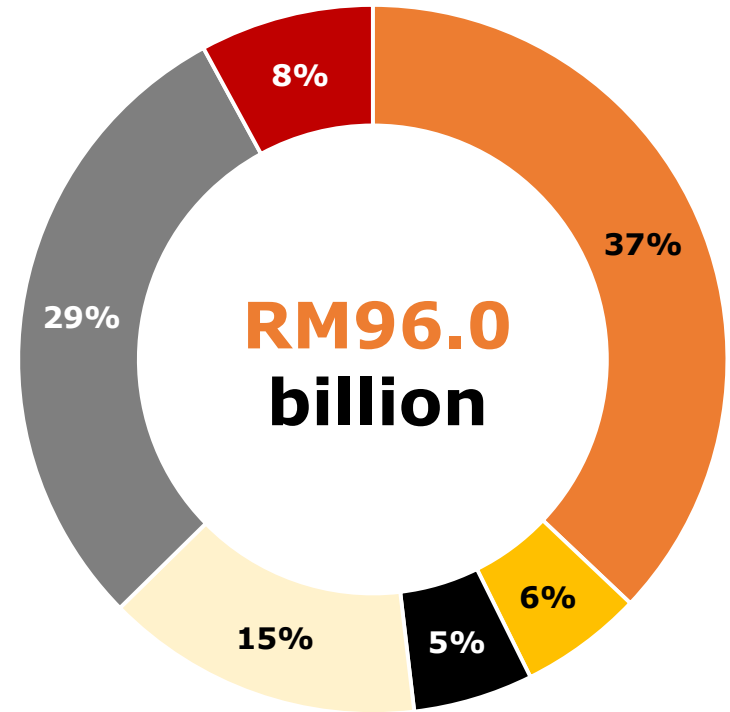
Average of Last 3
Years Residential
By Units

Sustainable Growth with Remaining Developable Period of 10 to 25 years

By Remaining Developable Land



By Remaining Gross Development Value (GDV)



■ Guthrie Corridor ■ Negeri Sembilan ■ Johor ■ Klang ■ Greater Klang Valley ■ Serenia City

Notes:

1. Township categorisation:

- Guthrie Corridor: Elmina West, Elmina East, Denai Alam & Bukit Subang, Bukit Jelutong, Kota Elmina and Lagong
- Negeri Sembilan: Nilai, Bandar Ainsdale, Planters' Haven and Malaysia Vision Valley
- Johor: Bandar Universiti Pagoh and Taman Pasir Putih
- Greater Klang Valley: Ara Damansara, ALYA, Putra Heights, KL East, USJ Heights, SJCC and SJ7

2. Remaining GDV excludes potential GDV for Malaysia Vision Valley

Land Bank Status as at 31 March 2018

~12k acres of remaining developable land bank with a remaining GDV of RM81.5bn

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	2,561.0	15.1
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	2,665.0	12.1
Bandar Bukit Raja 1, Klang	1,513	160.6	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	12,265	81.5
Future Development		8,430	14.4¹

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