

**WCT BERHAD**  
**3<sup>RD</sup> QUARTER 2012**  
**INVESTOR BRIEFING**

Building Values



# ||| Agenda

- 3<sup>rd</sup> Q 2012 Briefing
  - Financial Results
  - Corporate Exercises
  - Engineering & Construction
  - Property Development
  - Investment & Management
- Q & A



# Our Core Businesses



Civil Engineering &  
Construction



Property  
Development



Investment &  
Management  
Concession & Commercial Property



Planning + Design + Procurement + Development + Construction + Value  
Engineering + Marketing + Management & Operation



An Integrated, Sustainable & Value-Building Company



# FINANCIAL RESULTS

## 3<sup>RD</sup> Q 2012 & 9M YTD 2012

## Results 3<sup>rd</sup> Q 2012

	3Q12	3Q11	% y-y chg
Revenue (RM m)	441.8	362.0	22%
Gross Profit (RM m)	100.5	85.6	17%
Pretax Profit (RM m)	55.6	53.0	5%
Net Profit (RM m)	40.4	39.3	3%
EPS (sen)	4.9	4.9	
Fully Diluted EPS (sen)	4.9	4.6	



## Results 9M YTD 2012

	9M 2012	9M 2011	% y-y chg
Revenue (RM m)	1,180.1	1,053.5	12%
Gross Profit (RM m)	250.8	240.2	4%
Pretax Profit (RM m)	155.1	153.3	1%
Net Profit (RM m)	119.9	114.5	5%
EPS (sen)	14.6	14.3	
Fully Diluted EPS (sen)	14.6	13.5	





## Financial Highlights – 9M YTD 2012

- 69% of Group Revenue attributed to Civil Engineering & Construction Division (CEC)
- 74% of CEC Revenue from Malaysia Projects such as Gateway@Klia2, Vale Civil Works and Tuaran Hospital.
- Higher Cash and Bank Balances due to drawdown of RM100 million MTNs in 3<sup>rd</sup> Q 2012 and lower Receivables.
- Net Gearing at 0.46x.
- Capital Commitment of RM798 million in next 12 months mainly attributed to payment for land purchases.
  - Sufficient funding in place – Recent SC approved RM1.6 billion MTNs





# CORPORATE EXERCISE

# ■ Bonus Shares & Free Warrants

- Proposals

- 3 for 20 Bonus Shares
- 1 for 5 Free Warrants-D
- Enlarge Authorized Share Capital to 2,000,000,000 shares

- Rationale

- To reward shareholders
- Warrants-B expiring in April 2013
- To strengthen capital base over time in tandem with growth in property development and investment businesses
- To manage gearing level through incremental shareholders' funds (Capital Commitment + RM1.0 billion MTNs over 15 years)
- To create progressive liquidity in WCT Shares

# || Bonus Shares & Free Warrants

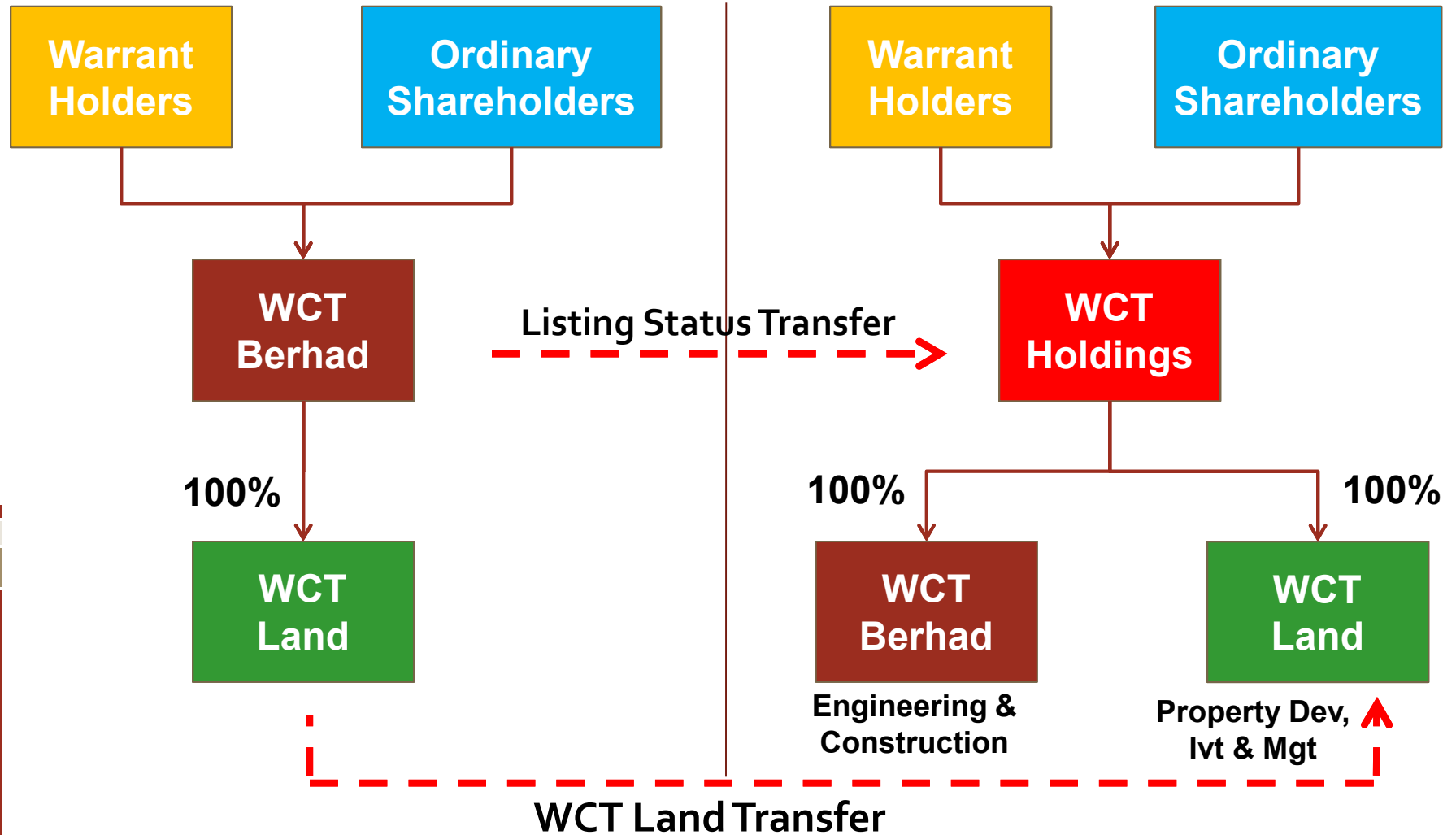
- Timeline

- EGM on 21 Nov 2012 – Shareholders' approval obtained
- Entitlement Date - to be Announced on 23 Nov 2012
- Determination of Warrants-D exercise price in Dec 2012
- Listing and Quotation of Bonus Shares and Warrants-D in Dec 2012

- Adjustments in Exercise Price of Warrants-B and Warrants-C

# WCT Reorganisation

Exchange of ordinary shares and warrants



# WCT Reorganisation

- Rationale

- To create a corporate structure whereby the listed company in the WCT Group, i.e. **WCT Holdings**, is solely **an investment holding company**
- To allow **business operations being streamlined** accordingly after taking into consideration the **different business risks** and various business operations which WCT is involved in.
- The segregation of the business divisions pursuant to this Proposal will provide greater flexibility for the Board to manage its operations more effectively.

- Tentative Timeline

- Shareholders Circular – Jan 2013
- EGM – Feb 2013
- Entitlement Date – April 2013
- Completion of exercise – end-April 2013



# CIVIL ENGINEERING & CONSTRUCTION

# Outstanding Orderbook 30.9.2012

Gulf States		Malaysia - Civil Engineering & Infrastructure		Malaysia – Building		Total
	<u>RM(mil)</u>		<u>RM(mil)</u>		<u>RM(mil)</u>	<u>RM(mil)</u>
Batinah Expressway	784	PLUS Widening	391	KK Medical Centre	313	
Government Administrative Office, Qatar	997	Vale Industrial Civil Works	73	Ministry of Int'l Trade (MITI)	287	
New Doha Int'l Airport, Qatar	10	Vale Civil Works	61	KLIA2 – Integrated Complex	96	
		KLIA2 Earthworks	19	Tuaran Hospital, Sabah	59	
		Medini Iskandar, Johor	21	Others	68	
		Others	56			
<b>Total External</b>	<b>1,791</b>		<b>623</b>		<b>823</b>	<b>3,237</b>
	<b>55%</b>		<b>19%</b>		<b>26%</b>	<b>100%</b>
<b>Total Internal</b>				The Paradigm	347	
				1Medini High-rise	231	<b>578</b>
<b>TOTAL</b>					<b>1,401</b>	<b>3,815</b>

# || Civil Engineering & Construction

- 2012 YTD of RM1,900 million new contracts
  - Ministry of International Trade & Industry (MITI) New Headquarter in Kuala Lumpur at RM300 million
    - Design & Build of 31-storey of office tower, car parks, M&E, Fit-out works.
    - GBI Gold Standard
  - Kota Kinabalu Medical Centre & Riverson Development in Sabah, Malaysia at RM331 million
    - Construction of a 9-storey hospital with 200 beds a 10- storey Complex with SOHO, Office Suites and 3 levels of retail space, and 1 level of basement car park



# || Civil Engineering & Construction

- 2012 YTD of RM**1,900** million new contracts (contd.)
  - Vale Distribution Centre Industrial Civil Works at RM73 million
    - Civil and auxiliary works surrounding the proposed Vale distribution centre.
  - North-South Expressway Widening at RM391 million
    - 4<sup>th</sup> lane widening for both directions between Nilai and Seremban totalling 22-km
  - Batinah Expressway, Oman at RM1.0 billion (WCT: 80%)
    - JV with Oman Road Engineering LLC
    - 45-km expressway linking Muscat to border of Oman-UAE

# Busy Time for Construction

- RM3.2 Billion External jobs to complete by Q4 2015
- Procurement Focus in 3 areas:
  1. Competitive Tender
  2. LOI Conversions
  3. BOT Concession/ Public-Private Partnership
- Continue to pursue for construction jobs related to earthwork, infrastructure and civil works in Malaysia, Oman and Qatar.
- Competitive Tender Book stood at RM\_\_\_\_\_ billion



# PROPERTY DEVELOPMENT

# Property Projects 30.9.2012

Project	Location	Development Type	Land Area (Acre)	Land Developed (Acre)	Status	GDV (RM'mil)	(RM'mil)	
							Sales to Date	Billings to Date
<b>Bandar Bukit Tinggi 1</b>	Klang, Selangor Malaysia	Integrated Township	347	330	Freehold	1,479	1,106	1,105
<b>Bandar Bukit Tinggi 2</b>	Klang, Selangor Malaysia	Integrated Township	562	522	Freehold	1,948	1,369	1,348
<b>Bandar Parklands</b>	Klang, Selangor Malaysia	Integrated Township	427	138	Freehold	1,300	967	749
<b>d'Banyan Residency</b>	Kota Kinabalu, Sabah Malaysia	Luxury Homes	22	22	Leasehold	269	237	204
<b>1Medini Residences</b>	Medini, Iskandar Malaysia	High-rise Residential	11	5	Leasehold	751	273	27
			<b>1,369</b>	<b>1,017</b>		<b>5,747</b>	<b>3,952</b>	<b>3,433</b>

TOTAL UN-RECOGNISED SALES TO DATE: **RM518 million**

# Property Development

- Property Sales for 3<sup>rd</sup> Q 2012 was RM68 million
  - BBT Townships – 76%
  - 1Medini High-rise Residences – 24%
- Property Sales for 9-month YTD 2012 is RM444 million
  - BBT Townships – 39%
  - 1Medini High-rise Residences – 61%
- Sales Target of 2012 remains at RM700 million

# Property Development - Launches

- New Launches 4Q 2012 + 1<sup>st</sup> Half 2013 include:-
  - **The Landmark** @ BBT2 - Retail + Offices
  - **Medini Signature** Condo @ Medini North, Iskandar Malaysia
  - **The Ascent** @ Paradigm PJ - SOHO and Offices
  - Bandar Parklands, Klang South
  - **d'Laman** @ Klang South

# The Landmark @ BBT2



- **6-storey Retail (2 Lower levels) + Office (4 upper levels)**
- **GDV RM180 million**
- **Launched on 15 November 2012 (70% take up)**
- **Average Selling Price of RM480 psf**

# Land Bank 30.9.2012

Location	Land Bank (Acre)	Outstanding Land (Acre)	Projected Dev. Value (RM'Million)	Status
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## Integrated Township

Bandar Bukit Tinggi, Klang, Malaysia	1,336	345	1,500	Freehold
Rawang, Selangor, Malaysia	468	468	1,200	Freehold

## Luxury Homes

D'Laman, Klang South, Selangor Malaysia	56	56	450	Freehold
Inanam, Kota Kinabalu, Sabah	22	22	200	Freehold

## High-rise Homes

Medini Signature, Medini North, Iskandar Malaysia	6	6	430	Leasehold
DPN Land -Saigon South, HCMC, Vietnam	11	11	500	Leasehold

## Industrial

Bandar Serendah, Selangor, Malaysia	39	39	270	Freehold
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# Land Bank 30.9.2012

(Contd')

\Location	Land Bank (Acre)	Outstanding Land (Acre)	Projected Dev. Value (RM'Million)	Status
<b><u>Mix-Commercial</u></b>				
Paradigm Petaling Jaya, Selangor Malaysia	8	8	700	Leasehold
Medini Business District, Iskandar Malaysia	10	10	800	Leasehold
Bukit Jelutong, Shah Alam, Selangor, Malaysia	2.26	2.26	100	Freehold
<b>A60 - Medini North, Iskandar Malaysia</b>	<b>18</b>	<b>18</b>	<b>1,500</b>	<b>Leasehold</b>
Ho Chi Minh, Vietnam	22	22	1,000	Leasehold
OUG, Kuala Lumpur, Malaysia	57	57	4,000	Freehold
<b>Jalan Skudai, Johor Bahru, Iskandar Malaysia</b>	<b>12</b>	<b>12</b>	<b>900</b>	<b>Freehold</b>
<b>Total</b>	<b>2,067</b>	<b>1,076</b>	<b>13,550</b>	

# Johor Bahru Land - Location



# Johor Bahru Land Dev – Perspective




# A60 - Medini Iskandar Msia Land - Location

## Development Plots



 Denotes availability for investors/developers  
As of March 2011

 Green space  
(Retention pond/Open space)

	Project : Medini Residence Type : Boutique Townhouses Completion : 2015
	Project : Medini Square Type : SOHO & Retail Completion : 2013 Partner : Bina Puri
	Project : 1 Medini Type : Residential Completion : 2013 Partner : WCT Land
	Project : LEGOLAND Malaysia Type : Theme Park Completion : 2012
	Project : Lifestyle Mall @ Medini Type : Retail Completion : 2012 Phase 1 Partner: UEM Land
	Project : Theme Hotel Completion : 2013
	Project : EduCity@Iskandar Type : Education hub Completion : 2018 Operational : 2011

# Inanam @ KK- Location



# Property Development - Direction

- Healthy balance sheet enables WCT to compete and acquire more quality lands – Recent MTNs
- Continue to pursue for more lands in Klang Valley, Iskandar Malaysia, Penang, Kota Kinabalu and Vietnam
- Leverage on our expertise and track record in the development of BBT Klang Townships, d'Banyan Luxury Homes and 1Medini for future developments
- Integrated Development & Construction track record enabling opportunity to participate actively in ETP and Government land programs
- Continue to pursue re-development of abandoned projects



# INVESTMENT & MANAGEMENT

## CONCESSION & COMMERCIAL PROPERTY

# Concessions 30.9.2012

Concession	Type	Concession Period	Form of Receipt	Equity Stake	Target Date Of Completion
<b>Panagarh-Palsit Expressway, West Bengal India</b>	64-km Expressway	2005 - 2020	Semi-Annuity Payments by Gov't of India	30%	Completed since 2004
<b>Durgapur Expressway, West Bengal, India</b>	64-km Expressway	2005 - 2020	Semi-Annuity Payments by Gov't of India	30%	Completed since 2004
<b>KLIA2 Integrated Complex, Sepang, Malaysia</b>	1. Transportation Hub for bus, taxi and train	2011 - 2046	Retail Space Rentals, Car Park Income and Advertisement Space Rental	70%	March 2013
	2. 350,000 sqf NLA Shopping Mall				
	3. 6,000 Airport Car Park				
	4. Advertising				



## Commercial Property - Hotel 30.9.2012

Investment Property	Property type	Target Date Of Completion	No. of Rooms
<b>Première Hotel, Klang, Selangor, Malaysia</b>	Business Hotel (4-star) & 1,200 Car Parks	Completed since September 2010	250 rooms
<b>Première Hotel, Kelana Jaya, PJ, Malaysia</b>	Business Hotel (4-star) & Banquet Hall for 1,500 pax	2014	350 rooms
<b>Première Hotel, Johor Bahru, Iskandar Malaysia</b>	Business Hotel (4-star) & Baquet Hall for 1,000 pax	2016	430 rooms
<b>Première Hotel, OUG, Kuala Lumpur, Malaysia</b>	Business Hotel (4-star) & Baquet Hall	2017	400 rooms



## || Inv't & Mgt – Hospitality

- **Première Hotel**
  - 80% Occupancy Rate
  - Average Room Rate at RM190 per day
  - 85% Room Sales are Corporate Clients within driving time of 30 minutes
  - Room to F&B Revenue – 60 : 40

# Commercial Property - Shopping Mall 30.9.2012

Investment Property	Property type	Target Date Of Completion	Retail Net Letable Area
<b>BBT Shopping Mall</b> Klang, Selangor Malaysia	Retail Space & 5,000 Car Parks	Completed since January 2008	1,000,612 sq ft
<b>Paradigm Mall,</b> Kelana Jaya, PJ, Malaysia	Retail Space & 4,300 Car Parks	23 May 2012	680,000sq ft
<b>Gateway Mall,</b> KLIA2, Malaysia	Retail Space & 6,000 Car Parks	2Q 2013	350,000sq ft
<b>Paradigm Mall,</b> Johor Bahru, Iskandar Malaysia	Retail Space & 3,400 Car Parks	4Q 2014	770,000 sq ft
<b>Paradigm Mall,</b> OUG, Kuala Lumpur, Malaysia	Retail Space & Car Parks	2H 2015	1,000,000 sq ft

# || Inv't & Mgt – Shopping Mall

- **Paradigm Mall**

- 96% retail space leased
- 305 of 315 retail lots are tenanted
- Enjoys strong Average Footfalls of:-
  - Weekday – 25,000 per day
  - Weekend – 50,000 per day
- Notable New Tenants:
  - GAP (1 Dec 2012),
  - Uniqlo (6 Dec 2012)
  - H&M (mid-Dec 2012)
- For Tenant Directory, [www.paradigmmall.com.my](http://www.paradigmmall.com.my)
- [Facebook.com/ParadigmMall](https://www.facebook.com/ParadigmMall)



## ||| Inv't & Mgt – Shopping Mall



- Gateway@klia2

- Tenant Fit-Outs to commence in mid-Feb, after CNY
- Leasing commenced in April 2012 with progressive signings until opening
- 40% of tenant space leased with 80% target at opening
- Gateway to open in Q2 2013

## ||| Inv't & Mgt – Shopping Mall

- Addition of **Shopping Malls** NLA to grow from **1.68 million** to at least **2.1 million** sqf (Gateway @ Klia2) by Q2 2013
- Addition of **1.77 million** sqf NLA Shopping Malls in 2014 and 2015
- Potential Shopping Malls Ownership – **3.87 million** sqf NLA
- Potential Shopping Malls Under Self-Management - **2.87 million** sqf NLA
- Development of new retail mall within existing commercial development

## ||| Inv't & Mgt – Hospitality

- **Première Hotel @ Klang** (250 rooms)
  - Enjoys about 80% occupancy with average room rate of RM190.
- **Première Hotel @ Paradigm PJ** to have 350 rooms, F&B outlets, expecting banquet facility for 1,500 pax
- Potential hotel rooms – **1,430 rooms**
- Future development of new hotel within existing commercial development
- Focus in 4-star business hotel complementing existing mix-commercial development



# GROWTH STRATEGY

## 2013 - 2016

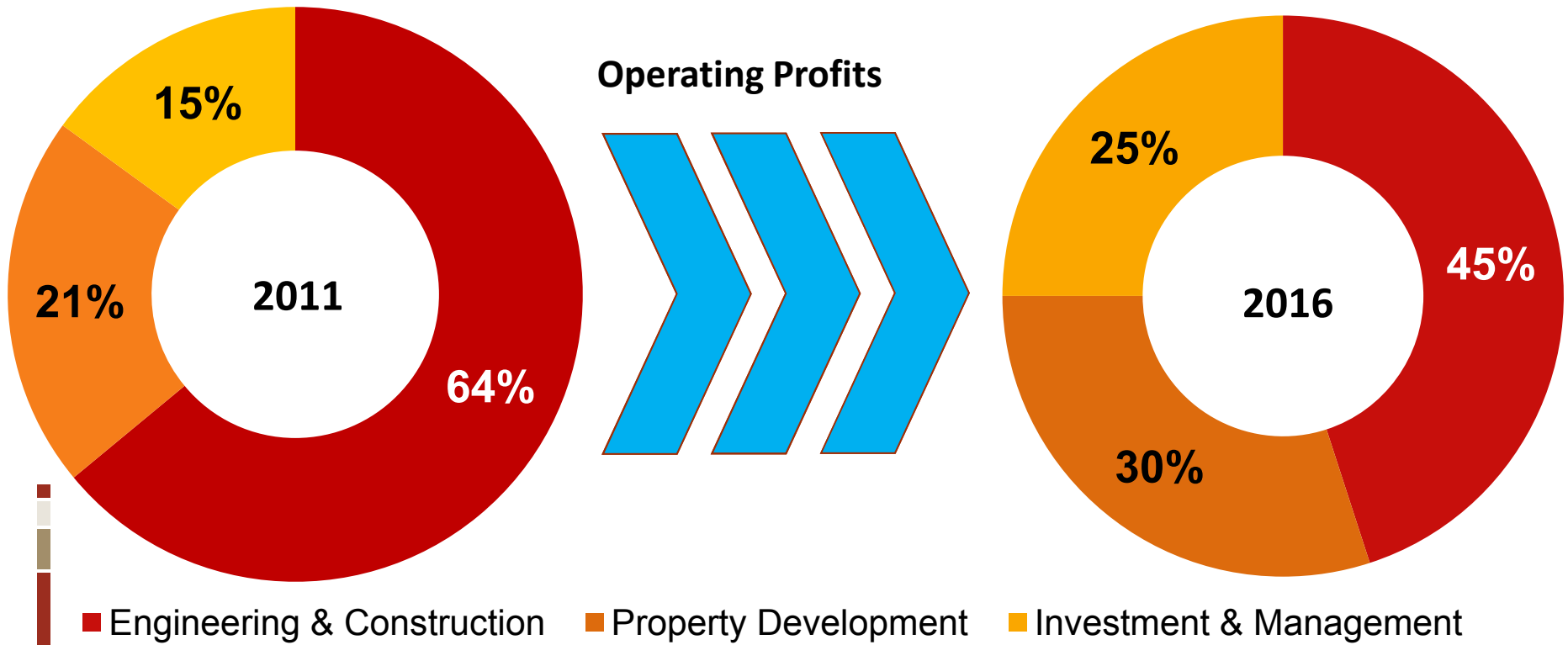


# || Growth Strategy - Broadening Earning Base

Forward Transformation in 3 Core Businesses:-

1. Leverage on WCT's **31 years Civil Engineering & Construction track record** in Malaysia and overseas
2. Expand Quality Land Bank aimed at creating a **balanced Property Development profile** to also include High-rise Residential, Luxury Home, Contemporary Office and Industrial
3. Growth in **Ownership and Management of Commercial Properties** to generate sustainable income and maximise capital appreciation of investments
4. Increase **BOT Concession/ Public-Private Partnership Portfolio** related to public infrastructure
5. **Develop New Market Presence** – Long Term opportunities in ASEAN.

# || Broadening Earning Base



**WCT BERHAD**  
**3<sup>RD</sup> QUARTER 2012**  
**INVESTOR BRIEFING**

Thank You

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