

WCT BERHAD
1ST QUARTER 2013
INVESTOR BRIEFING

Building Values





■ Agenda

- 1st Q 2013 Briefing
 - Financial Results
 - Corporate Exercises
 - Engineering & Construction
 - Property Development
 - Investment & Management
- Q & A

Our Core Businesses



1981

**Civil Engineering &
Construction**



1997

**Property
Development**



2007

**Investment &
Management**
Concession & Commercial Property



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



An Integrated, Sustainable & Value-Building Company



FINANCIAL RESULTS

1ST Q 2013

Results 1st Q 2013

	1Q13	1Q12	% q-q chg
Revenue (RM m)	490.9	341.6	44%
Gross Profit (RM m)	96.1	78.2	23%
Pretax Profit (RM m)	65.4	51.6	27%
Net Profit (RM m)	43.2	40.0	8%
EPS (sen)	4.25	4.28	
Fully Diluted EPS (sen)	4.12	4.12	

Segmental 1st Q 2013

Revenue	CEC	Property Dev	Property lvt	Unallocated	Elimination	Consolidated
Revenue from external customers	347,606	123,998	19,341	-	-	490,945
Inter-segment revenue	23,522		-	-	(23,552)	-
Total revenue	371,128	123,998	19,341	-	(23,552)	490,945
Profit from operations	42,824	28,044	5,203	-	-	76,071
Margins	12%	23%	27%			15%
Finance costs	-	-	-	-	-	(14,675)
Share of profit of associates	-	-	-	3,832	-	3,832
Share of results in JV	-	-	127	-	-	127
Taxation	-	-	-	-	-	(23,523)
Profit after taxation						41,832
Non-controlling interest						(1,350)
Net profit						43,182

Financial Highlights – 1st Q 2013

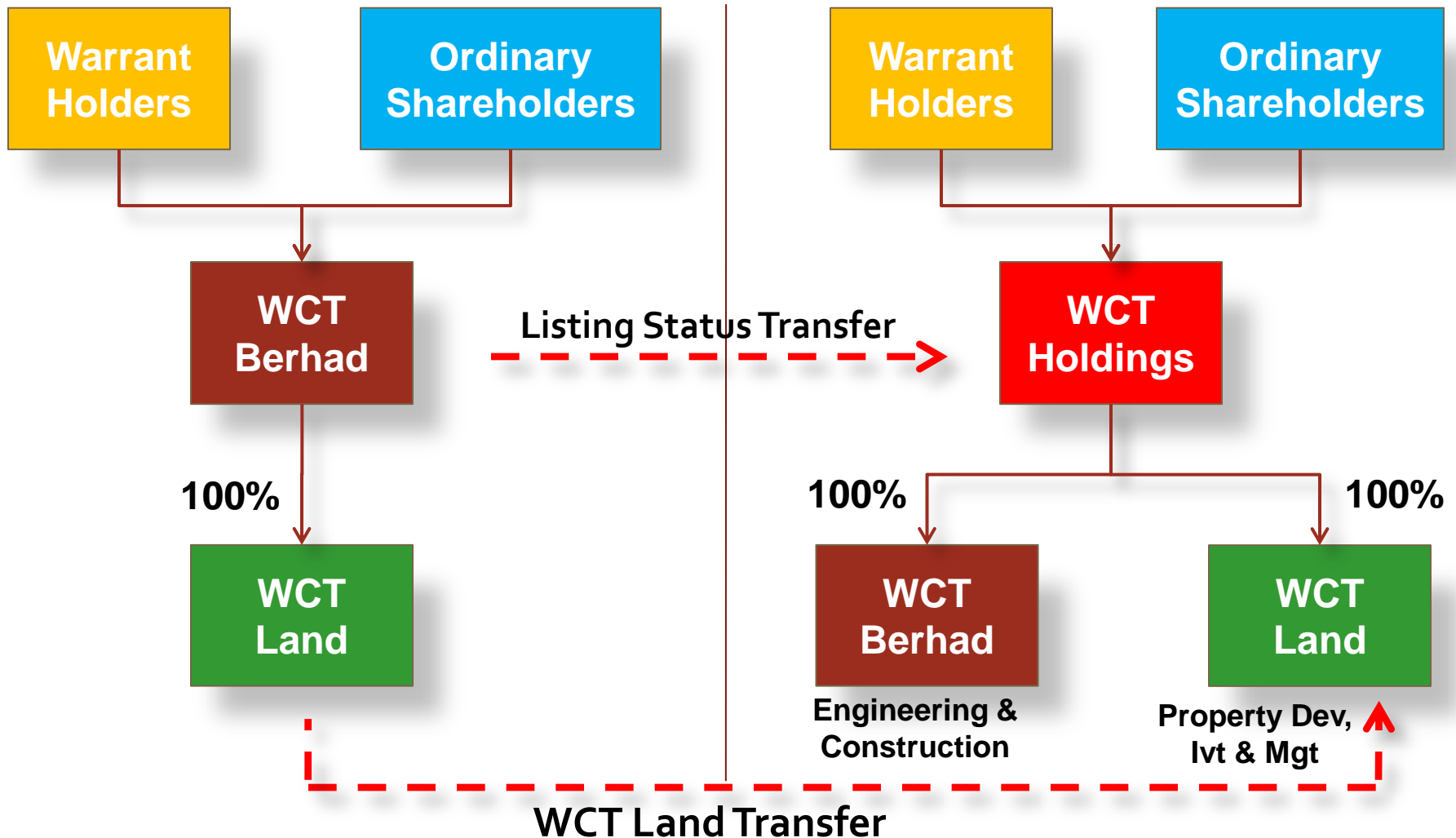
- Revenue increased by 44% mainly due higher contribution from the Civil Engineering & Construction Division (CEC) and Property Development Division.
- Gross profit increase by 23% mainly due to higher contribution from the Property Development Division.
- 71% of Group Revenue attributed to Civil Engineering & Construction Division (CEC).
- 71% of CEC Revenue are from Malaysia Projects such as Medini Iskandar Earthwork, Gateway@Klia2 and Vale Civil Works.



CORPORATE EXERCISE

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.

- Timeline

- Entitlement Date – Q2 2013
- Completion of exercise – Q3 2013



CIVIL ENGINEERING & CONSTRUCTION

Outstanding Order Book 31.03.2013

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>
Government Administrative Office, Qatar	844	PLUS Widening	366	KK Medical Centre	295	
New Doha Int'l Airport, Qatar	20	Vale Industrial Civil Works	29	Putrajaya Commercial Office	315	
		Vale Civil Works	3	Ministry of Int'l Trade (MITI)	265	
		KLIA2 Earthworks	3	KLIA2 – Integrated Complex	74	
		Tun Razak Exchange*	169	Tuaran Hospital, Sabah	46	
		Others	55	Others	68	
Total External	864		625		1,063	2,552
	34%		24%		42%	100%
Total Internal				The Paradigm	338	
				1Medini High-rise	203	541
TOTAL					1,604	3,093

*Awarded in Apr 2013

|| Civil Engineering & Construction

- 2013 YTD of RM**511** million new contracts
 - Construction and Completion of the Commercial Office Buildings and External Works at Lot 2C5, Precinct 2, Putrajaya At **RM315 million**
 - 2 Blocks of commercial office comprising 7 storey podium office and overall 14 storey tower
 - 2 levels basement car park
 - foundation works, structural and architectural works, mechanical, electrical & plumbing services, external works and services, and landscape works.
 - Zone 3 on the Proposed Earthworks, Retaining Walls and Foundation Works for Phase 1 of Cadangan Pembangunan Bercampur “Kuala Lumpur International Financial District” (now known as “Tun Razak Exchange”) at **RM196 million**
 - Site Clearance, Earthworks & Rock Excavation, Secant Pile Wall, Grouting Works, Bored Pile & Basement Raft and other miscellaneous and associated works.

Busy Time for Construction

- RM2.5 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 in Malaysia, Oman and Qatar.

Construction Contracts Targets 2013

- **Malaysia**

- Sabah Hospitals (T)
- Kwasa Damansara Land Civil Works (T)
- Petronas RAPID Pengerang Civil Works – Phase 2
- West Coast Expressway
- Southern Double Track
- KK Water Supply Scheme
- Putrajaya Parcel F
- KL – JB High Speed Rail

|| Construction Contracts Targets 2013

- **Gulf States**

- Qatar Roads and Expressways
- Qatar Earthworks and Infrastructure works
- Government Office Buildings in Qatar
- Oman Roads & Expressways



PROPERTY DEVELOPMENT

Property Projects **31.03.2013**

Project	Location	Development Type	Land Area (Acre)	Land Developed (Acre)	Status	GDV (RM'mil)	(RM'mil)	
							Sales to Date	Billings to Date
Bandar Bukit Tinggi 1	Klang, Selangor Malaysia	Integrated Township	347	330	Freehold	2,196	1,111	1,108
Bandar Bukit Tinggi 2	Klang, Selangor Malaysia	Integrated Township	562	527	Freehold	2,671	1,442	1,368
Bandar Parklands	Klang, Selangor Malaysia	Integrated Township	427	345	Freehold	4,382	1,024	877
d'Banyan Residency	Kota Kinabalu, Sabah Malaysia	Luxury Homes	22	22	Leasehold	269	251	237
1Medini Residences	Medini, Iskandar Malaysia	High-rise Residential	11	5	Leasehold	778	322	64
			1,369	1,229		10,296	4,150	3,654

TOTAL UN-RECOGNISED SALES AS AT 31 MARCH 13: RM496 million

Property Development

- Property Sales for 1STQ 2013 was RM119 million
 - BBT Townships – 83%
 - 1Medini High-rise Residences – 5%
 - Luxury Homes – 12%
- Sales Target of 2013 – RM775 million

|| Property Development – Launches

- New Launches 2013 include:-
 - The Landmark @ BBT2 - Retail + Offices – GDV RM 180m
 - Medini Signature Condo @ Medini North, Iskandar Malaysia- GDV RM 400m
 - Bandar Parklands, Klang South – Est.GDV RM 67m
 - Laman Greenville @ Klang South – GDV RM110m
 - Skyz Jelutong @ Bukit Jelutong, Shah Alam – GDV RM 120m
 - Total GDV :RM877m

Land Bank 31.03.2013

\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	134	5,300	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

Industrial

Bandar Serendah, Selangor, Malaysia	39	39	270	Freehold
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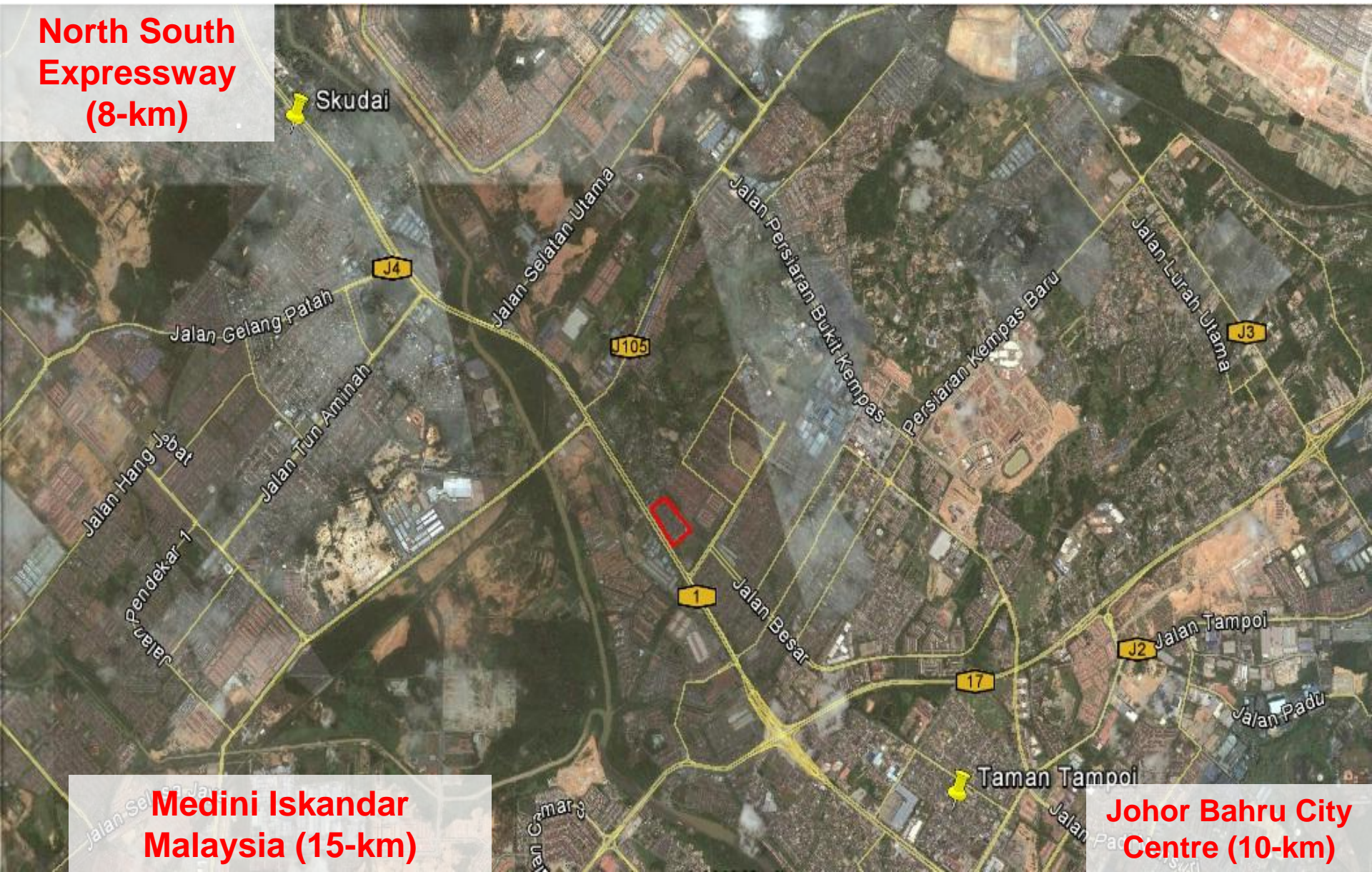
Location	Land Bank (Acre)	Outstanding Land (Acre)	Projected Dev. Value (RM'Million)	Status
<u>Mix-Commercial</u>				
Paradigm Petaling Jaya, Selangor Malaysia	14	8	700	Leasehold
Medini Business District, Iskandar Malaysia	10	10	900	Leasehold
Bukit Jelutong, Shah Alam, Selangor, Malaysia	2.3	2.3	120	Freehold
A60 - Medini North, Iskandar Malaysia	18	18	1,500	Leasehold
OUG, Kuala Lumpur, Malaysia	57	57	4,900	Freehold
Jalan Skudai, Johor Bahru, Iskandar Malaysia	12	12	900	Freehold
Total	2,040.3	832.3	16,870	

OUG Land - Location



Johor Bahru Land - Location

**North South
Expressway
(8-km)**



**Medini Iskandar
Malaysia (15-km)**

**Johor Bahru City
Centre (10-km)**

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

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 31.03.2013

Concession	Type	Concession Period	Form of Receipt	Equity Stake	Target Date Of Completion
Swarna Tollway, Andra Pradesh India	KM217 – KM252 KM53 – KM164	2004 -2032	Toll Collection	21.6%	Completed in
Panagarh-Palsit Expressway, West Bengal India	64-km Expressway	2005 – 2020	Semi-Annuity Payments by Gov't of India	30%	Completed since 2004
Durgapur Expressway, West Bengal, India	64-km Expressway	2005 - 2020	Semi-Annuity Payments by Gov't of India	30%	Completed since 2004
KLIA2 Integrated Complex, Sepang, Malaysia	<ol style="list-style-type: none"> 1. Transportation Hub for bus, taxi and train 2. 350,000 sqf NLA Shopping Mall 3. 5,690 Airport Car Park 	2011 - 2046	Retail Space Rentals, Car Park Income and Advertisement Space Rental	70%	March 2013

Commercial Property - Hotel 31.03.2013

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

|| Inv't & Mgt – Hospitality



- **Première Hotel**
 - 80% Occupancy Rate
 - Average Room Rate at RM225 per day
 - 58% Room Sales are Corporate Clients within driving time of 30 minutes
 - Room to F&B Revenue – 60 : 40

Commercial Property - Shopping Mall 31.03.2013

Investment Property	Property type	Target Date Of Completion	Retail Net Letable Area
BBT Shopping Mall Klang, Selangor Malaysia	Retail Space & 5,000 Car Parks	Completed since January 2008	1,000,612 sq ft
Paradigm Mall, Kelana Jaya, PJ, Malaysia	Retail Space & 4,300 Car Parks	23 May 2012	680,000sq ft
Gateway Mall, KLIA2, Malaysia	Retail Space & 5,690 Car Parks	4Q 2013	350,000sq ft
Paradigm Mall, Johor Bahru, Iskandar Malaysia	Retail Space & 3,400 Car Parks	2015	770,000 sq ft
Paradigm Mall, OUG, Kuala Lumpur, Malaysia	Retail Space & Car Parks	2016	1,000,000 sq ft

|| Inv't & Mgt – Shopping Mall

- **Paradigm Mall**

- 98% retail space leased
- 309 of 315 retail lots are tenanted
- Enjoys strong Average Footfalls of:-
 - Weekday – 36,000 per day
 - Weekend – 60,000 per day
- Notable New Tenants:
 - Uniqlo (6 Dec 2012)
 - H&M (15 Dec 2012)
 - Purple Cane (25 Jan 2013)
 - Fitness First (6 Jan 2013)
- For Tenant Directory, www.paradigmmall.com.my
- Facebook.com/ParadigmMall



|| Inv't & Mgt – Shopping Mall



• Gateway@klia2

- Leasing commenced since April 2012 with progressive signings
- Tenant Fit-Outs to commence in Q1 2013
- As in April 2013, 72% of tenant space leased with 80% target at opening
- Gateway expect to open in Q4 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 Q4 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 RM225.
- **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 32 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.



THANK YOU

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