



# WCT HOLDINGS BERHAD INVESTOR BRIEFING – 4<sup>TH</sup> QUARTER 2015

26 February 2016

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- Engineering & Construction
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# WCT HOLDINGS BERHAD

## THE COMPANY



# Our Core Business



**1981**

## Engineering & Construction



- Sepang F1 Circuit
- Bahrain F1 Circuit
- Abu Dhabi F1 Circuit
- Kuala Lumpur International Airport
- Hydroelectric Dam
- Expressways & Highways
- Government Office Buildings
- 10 Shopping Malls



**1997**

## Property Development



- Township
- Luxury Home
- Mixed-Commercial
- Gated Guarded Communities
- Office & Shops



**2007**

## Investment & Management

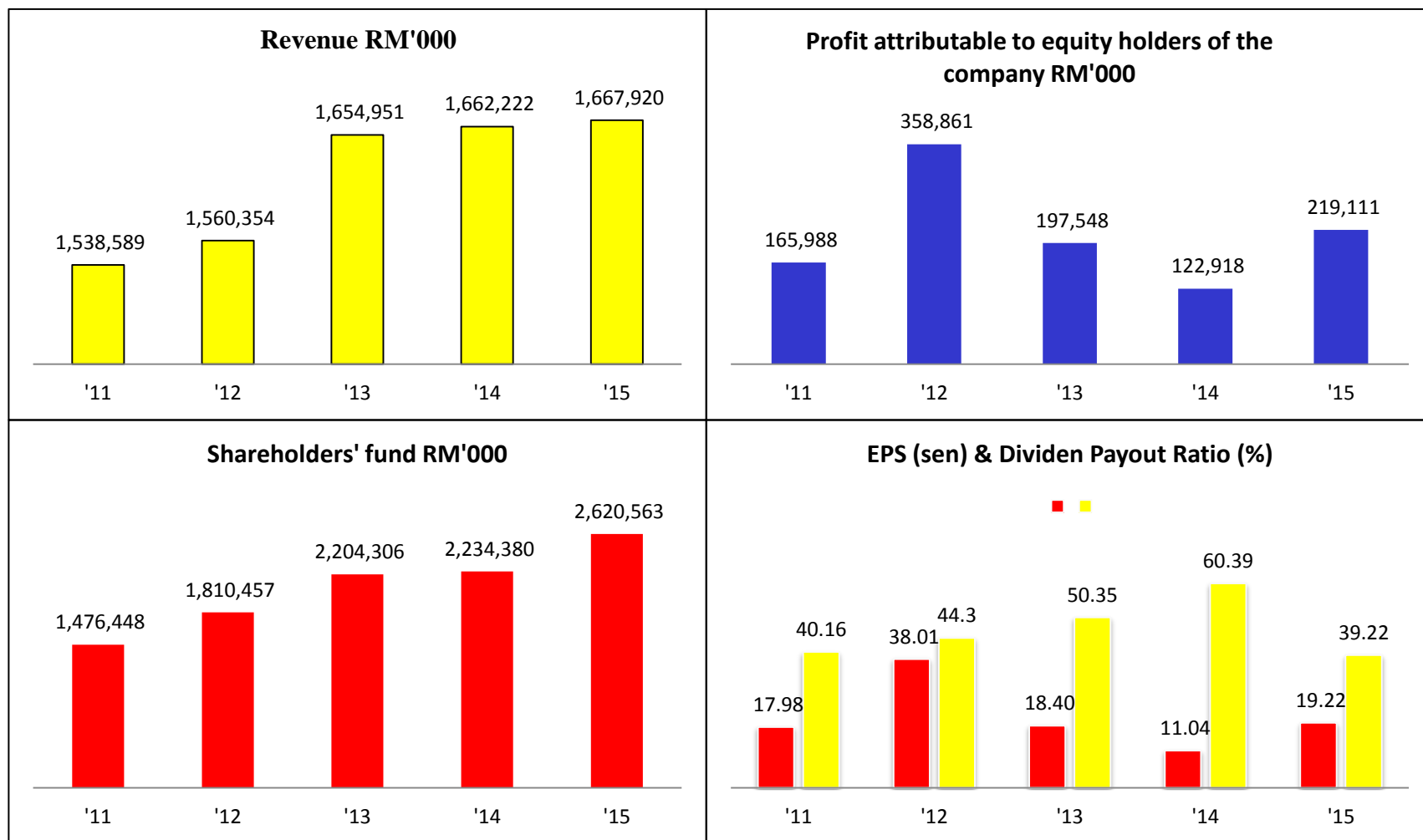
Concession & Commercial Property



- Hotels
- Grade A Offices
- Car Parks
- Transportation Hub
- Shopping Malls

- 1981      Founded as WCT Earthworks & Building Contractors Sdn Bhd
- 1995      Listed on the Second Board of Bursa Securities as WCT Engineering Berhad
- 1998      Successfully completed the building of Sepang International Circuit, Selangor Malaysia
- 1999      Listing status was transferred to the Main Board of Bursa Securities
- 2004      Successfully completed the first overseas construction project:  
Tada-Nellore Highway in India, a BOT Concession Project
- 2005      Successfully completed the first Middle East Project:  
Bahrain International Circuit, Bahrain within a record time of 16 months
- 2007      Secured the Group's third F1 circuit contract: Yas Marina Circuit in Abu Dhabi, UAE.  
The racing circuit was successfully completed in 2009
- 2012      Started the operation and management of its own mall, Paradigm Mall, Petaling Jaya
- 2013      WCT embarks on new growth with new holding company, WCT Holdings Berhad
- 2014      Successful opening of gateway@klia2, a BOT Concession Project
- 2015      New WCT Corporate Headquarter at The Ascent Paradigm, Petaling Jaya
- 2015      Achieved accumulated property sales of RM5.3 Billion

# Financial Highlights



## Shareholder Structure 29 Jan 2016

Number of Shares	1,193 million at RM0.50 Par Value
Substantial Shareholders	Shareholdings
WCT Capital Sdn Bhd	19.43%
Pilgrims Fund Board (Lembaga Tabung Haji)	10.21%
Employee Provident Fund Board (EPF)	7.21%
Kumpulan Wang Persaraan (Diperbadankan) – KWAP	6.60%
Amanah Saham Bumiputera (ASB)	6.61%
Directors' Direct Shareholdings	1.62%
Foreign Shareholdings	12.79%



# Summary of Warrants (2013/2016) “WCT-WC” Exercised 24 Feb 2016

## Summary of Warrants (2013/2016) “ WCT-WC” Exercised

Total WCT-WC Issued & Allotted	157,014,351
Total WCT-WC exercised	20,841,742
Exercise Price per WCT-WC	RM1.54
Total Proceeds Received	RM32 million
Last Date for Exercise of WCT-WC	10 March 2016





# **WCT HOLDINGS BERHAD**

## **FINANCIAL RESULTS :**

### **4<sup>th</sup> QUARTER 2015**



## Results Q4 2015 vs Q4 2014 (3 months)

	Q4' 15	Q4' 14	% q-q chg
Revenue (RM'million)	522.2	322.4	62%
Gross Profit (RM'million)	41.6	28.5	46%
Pretax Profix (RM'million)	84.1	14.9	464%
Profit attributable to equity holders (RM'million)	68.9	22.7	204%
EPS (sen)	5.77	2.04	183%
Fully Diluted EPS (sen)	5.76	1.91	202%

## Segmental Results Q4 2015 (3 months)

Revenue	E&C	PD	PI&M	Unallocated	Elimination	Consolidated
	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
Revenue from external customers	451,080	54,121	16,985	-	-	522,186
Inter-segment revenue	334,092	2,007	-	-	(336,099)	-
<b>Total Revenue</b>	<b>785,172</b>	<b>56,128</b>	<b>16,985</b>	<b>-</b>	<b>(336,099)</b>	<b>522,186</b>
Profit from operations before Forex	10,888	10,626	16,705	-	-	38,219
Reversal of Forex*	(30,045)	-	-	-	-	(30,045)
Profit from operations	(19,157)	10,626	16,705	-	-	8,174
Finance Costs	-	-	-	-	-	2,899
Share of profit of associates	-	-	-	4,130	-	4,130
Share of results in JV	-	(510)	69,399	-	-	68,889
Taxation	-	-	-	-	-	(15,385)
Profit after taxation						68,707
Non-controlling interest						220
<b>Net profit</b>						<b>68,927</b>

\*Note: Changes in accounting treatment in relation to unrealized Forex arising from net investment.

## Results 2015 vs 2014 (12 months)

	Q4' 15	Q4' 14	% q-q chg
Revenue (RM'million)	1,667.9	1,662.2	0.3%
Gross Profit (RM'million)	200.8	233.6	(14%)
Pretax Profix (RM'million)	271.6	149.5	82%
Profit attributable to equity holders (RM'million)	219.1	122.9	78%
EPS (sen)	19.22	11.04	74%
Fully Diluted EPS (sen)	19.18	10.32	86%
Net Asset per Share	2.20	2.07	6%
Revised Net Asset per Share	3.69	3.68	0.3%

## Segmental Results 2015 (12 months)

Revenue	E&C*	PD*	PI&M*	Unallocated	Elimination	Consolidated
	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
Revenue from external customers	1,278,257	328,553	61,110	-	-	1,667,920
Inter-segment revenue	838,605	7,868	-	-	(846,473)	-
<b>Total Revenue</b>	<b>2,116,862</b>	<b>336,421</b>	<b>61,110</b>	<b>-</b>	<b>(846,473)</b>	<b>1,667,920</b>
Profit from operations	139,647	68,974	32,536	-	-	241,157
Margins	11%	21%	53%	-	-	14%
Finance Costs	-	-	-	-	-	(57,808)
Share of profit of associates	-	-	-	9,226	-	9,226
Share of results in JV	-	2,246	76,736	-	-	78,982
Taxation	-	-	-	-	-	(54,940)
Profit after taxation						216,617
Non-controlling interest						2,494
<b>Net profit</b>						<b>219,111</b>

Note\*:

E&C – Engineering & Construction

PD – Property Development

PI&M – Property Investment & Management



# **WCT HOLDINGS BERHAD**

## **ENGINEERING & CONSTRUCTION**



# Our Core Business

**1981**



**Engineering & Construction**

- Sepang F1 Circuit
- Bahrain F1 Circuit
- Abu Dhabi F1 Circuit
- Kuala Lumpur International Airport
- Hydroelectric Dam
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- Government Office Buildings
- 10 Shopping Malls

**1997**



**Property Development**

- Township
- Luxury Home
- Mixed-Commercial
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- Office & Shops

**2007**



**Investment & Management**  
Concession & Commercial Property

- Hotels
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- Shopping Malls

# Outstanding Order Book (31 Dec 2015)

Gulf States		Malaysia-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	85	PLUS Widening Nilai - Seremban	50	My TOWN Shopping Centre	469	
Lusails Development Project, Qatar	868	RAPID – common construction access & permanent road	276	KK Medical Centre	24	
New Doha International Airport, Qatar	2	Kwasa Land Damansara (awarded 18/9/15)	120	Putrajaya Commercial Office	239	
		TRX – Lifestyle Quarter (awarded 05/10/15)	52	Ministry of International Trade HQ	9	
		TRX – Infrastructure & Roadways (awarded 19/10/15)	754	RAPID Utilities, Interconnecting and Off-Site (UIO) Facilities – Local Control Building (awarded 9/11/15)	316	
		RAPID – Petchem Interconnecting (awarded 26/10/15)	267			
		West Coast Expressway (awarded 16/11/15)	283			
		RAPID Utilities, Interconnecting and Off-Site (UIO) Facilities (Package 14-0401) (awarded 14/12/15)	322			
		Others	2			
<b>Total External</b>	<b>955</b>		<b>2,126</b>		<b>1,057</b>	<b>4,138</b>
	<b>23%</b>		<b>51%</b>		<b>26%</b>	<b>100%</b>

## WCT Holdings Berhad



# Outstanding Order Book (31 Dec 2015)

Gulf States		Malaysia-Engineering & Infrastructure		Malaysia - Building		Total
<u>RM(mil)</u>		<u>RM(mil)</u>		<u>RM(mil)</u>		<u>RM(mil)</u>
				Property Investment		
				- Kelana Jaya	79	
				- Johor Bahru	287	
				Property Development		
				- Kelana Jaya	103	
				- Paradigm JB	86	
				- 1Medini Residences	14	
				- Medini Signature	131	700
Total Internal						
Total					1,757	4,838

## Malaysia

- Kwasa Damansara Land Civil and Infra Works
- Pan Borneo Highway Sarawak
- Tun Razak Exchange (TRX) Infrastructure & Buildings
- Petronas RAPID Pengerang Civil Works
- Expressways & Highways
- LRT 3
- Mass Rapid Transit 2
- Southern Double Track
- KL 118 Infra
- Kota Kinabalu Water Supply Scheme
- KL – SG High Speed Rail
- Hydroelectric Dam in Sarawak
- Hydroelectric Dam in Sabah

# Construction Contracts Targets 2016

## Gulf States

- Qatar Roads and Expressways
- Qatar Earthworks and Infrastructure Works
- Government Office Buildings in Qatar
- Qatar World Cup Related Works

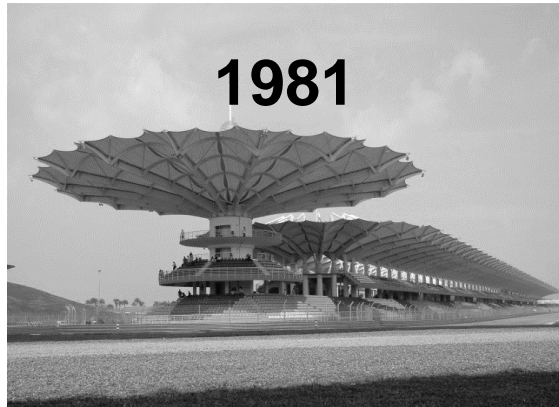


# WCT HOLDINGS BERHAD

## PROPERTY DEVELOPMENT



# Our Core Business



**1981**

**Engineering & Construction**



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**2007**

**Investment & Management**

Concession & Commercial Property



- Hotels
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# Property Development - Highlights

- Foray into Property Development in 1997.
- Total Land Developed : 1,320 acres
- Total Sales to Date : RM5.3 Billion
- Development Type : Integrated Townships, Luxury Homes, Gated-guarded Residential, High-rise Residential, Offices
- 2015 Property Sales : RM373 million
- Total unrecognized sales as at 31 Dec 2015: RM599 million
- 2016 Sales Target : RM600 million

## Property Projects (Launched) 31 Dec 2015

No.	Project	Location	Development Type	Land Area (Acre)	Land Developed (Acre)	Status	GDV (RM'mil)	Sales to Date (RM'mil)	Billings to Date (RM'mil)
1.	Bandar Bukit Tinggi 1	Klang, Selangor	Integrated Township	347	330	Freehold	2,201	1,123	1,123
2.	Bandar Bukit Tinggi 2	Klang, Selangor	Integrated Township	562	536	Freehold	3,065	1,835	1,565
3.	Bandar Parklands	Klang, Selangor	Integrated Township	446	361	Freehold	5,700	1,282	1,233
4.	d'Banyan Residency	Kota Kinabalu, Sabah	Luxury Homes	22	22	Leasehold	269	263	260
5.	1Medini Residences	Medini, Iskandar	High-rise Residential	11	11	Leasehold	930	507	381
6.	d'Laman Greenville	Klang South, Selangor	Luxury Homes	56	56	Freehold	712	189	107
7.	Skyz Jelutong	Shah Alam, Selangor	High-rise Residential	2	2	Freehold	161	31	9
8.	Azure Residences	Petaling Jaya, Selangor	High-rise Residential	2	2	Leasehold	516	97	50
				1,448	1,320		13,554	5,327	4,728

# Land Bank (Future Launches) 31 Dec 2015

Location	Land Bank (Acre)	Outstanding Land (Acre)	Projected Development Value (RM'mil)	Status	At Cost (RM'mil)	Estimated Market Value (RM'mil)
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## Integrated Township

Bandar Bukit Tinggi 1 & 2 and Parklands, Klang	1,355	128	6,473	Freehold	252	920
Rawang, Selangor*	609	609	3,000	Freehold	140	424

## Luxury Homes

Inanam, Kota Kinabalu, Sabah	22	22	200	Leasehold	51	58
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## Industrial

Bandar Serendah, Selangor	39	39	189	Leasehold	17	31
Rawang Selangor	50	50	238	Freehold	27	35

Note\*: 50% - 50% Joint Venture with UEM Sunrise



## Land Bank (Future Launches) 31 Dec 2015 – Contd'

Location	Land Bank (Acre)	Outstanding Land (Acre)	Projected Development Value (RM'mil)	Status	At Cost (RM'mil)	Estimated Market Value (RM'mil)
<b><u>Mix-Commercial</u></b>						
Medini Business District, Iskandar Malaysia	20.8	20.8	3,000	Leasehold	209	294
A60 – Medini North, Iskandar Malaysia	18	18	1,500	Leasehold	120	166
OUG, Kuala Lumpur, Malaysia	57	57	6,300	Freehold	594	1,251
Jalan Skudai, Johor Bahru, Malaysia	12	12	1,500	Freehold	198	205
TRX, Kuala Lumpur	1.65	1.65	1,100	Freehold	223	223
<b>Total</b>	<b>2,184.45</b>	<b>957.45</b>	<b>23,500</b>		<b>1,831</b>	<b>3,607</b>
<b>Surplus of land value over costs</b>						<b>1,776</b>
<b>Surplus per share</b>						<b>RM1.62</b>

# Property Development – Paradigm Garden City, OUG, KL



# Paradigm Garden City, OUG, KL



**R1**

**R2**

**R4**

**K1**

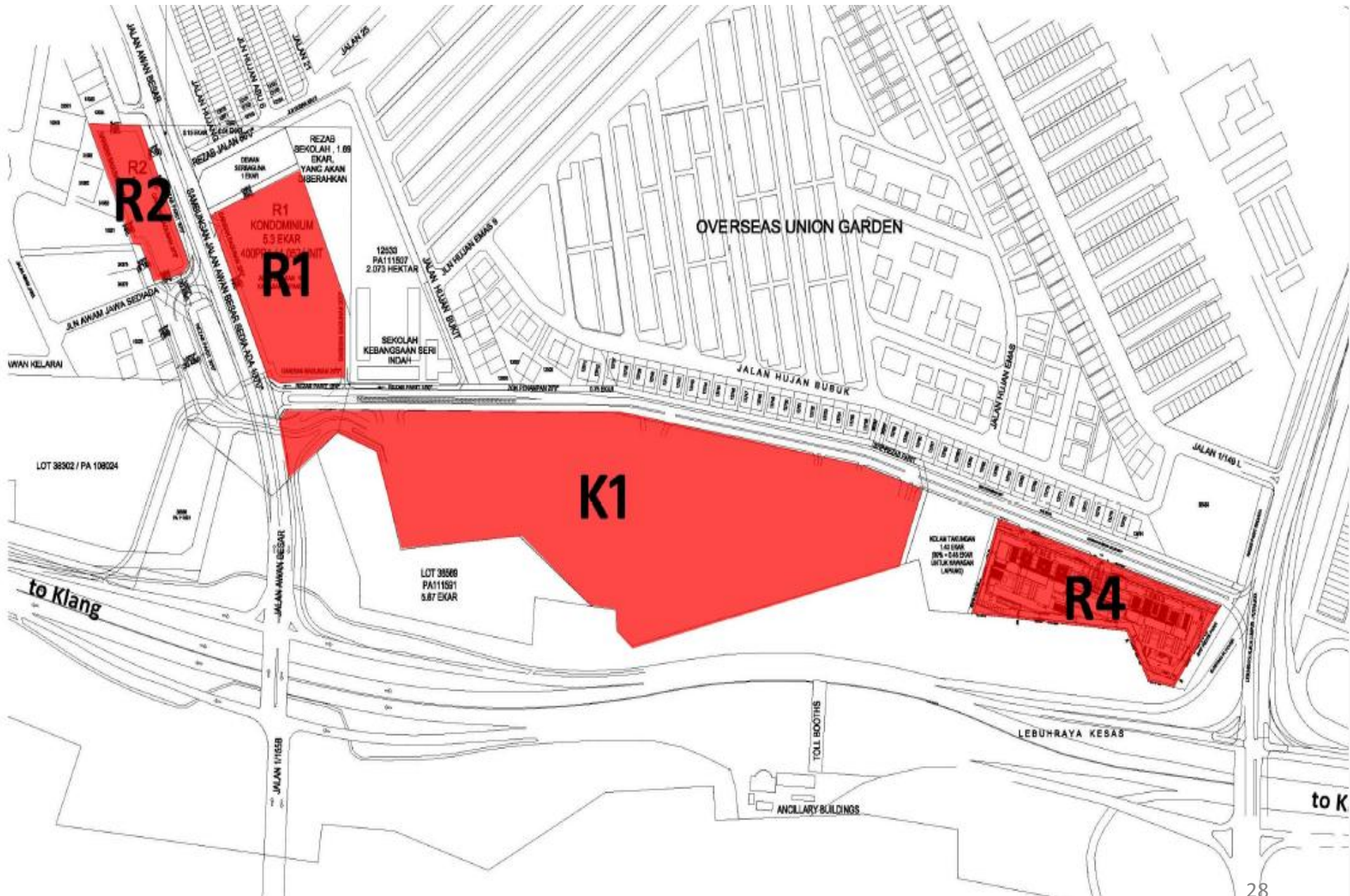
**Toll Booth**

**Jalan Awan Besar**

**KESAS**

# Phasing

# Paradigm Garden City, OUG, KL



# Paradigm Garden City, OUG, KL

## Overall Project Components

The proposed FREEHOLD development at OUG site will cover an area of approximately 72 acres. The main components of the development are as follows:

Phase	Type	Built Up Area (sf)	No of Block	Area (acres)
R2	Condominium	941 – 1,619	2 (419 units)	2
R4	Condominium	1,000 – 2,900	2 (940 units)	5
K1	Commercial	6-storey Retail	1	23
		15-storey Hotel	1	
		12-storey Office Block	1	
		42-storey Corporate Tower	1	
R1	Condominium	N/A	2 (1,052 units)	5.3

## Property Development - Direction

- Continue to pursue for more lands in Klang Valley, Iskandar Malaysia, Penang and Kota Kinabalu.
- Leverage on our expertise and track record in the development of BBT Klang Townships, d'Banyan Luxury Homes and 1Medini high-rise residential for future development.
- Integrated Development and Construction track record enabling opportunity to participate actively in Government land programs.
- Continue to pursue re-development of abandoned projects.
- Expect market sentiment improvement in second half of 2016.
- Expect improving property launches in Q2 2016 with increasing trend in second half 2016 onwards.

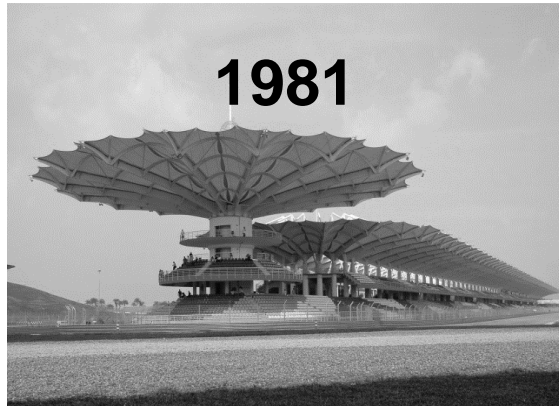


# WCT HOLDINGS BERHAD

## INVESTMENT & MANAGEMENT



# Our Core Business



**1981**

## Engineering & Construction



- Sepang F1 Circuit
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**2007**

## Investment & Management

Concession & Commercial Property



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## Concessions 31 Dec 2015

Concession	Type	Concession Period	Form of Receipt	Equity Stake	Target Date of Completion
Panagarh-Palsit Expressway, West Bengal India	64-km Expressway	2002 -2019	Semi-Annuity Payments by Government of India	30%	Completed since 2004
Durgapur Expressway, West Bengal India	64-km Expressway	2002 – 2020	Semi-Annuity Payments by Government of India	30%	Completed since 2004
klia2 Integrated Complex, Sepang, Malaysia (gateway@klia2)	Transportation Hub for bus, taxi and train	2011 – 2046	Retail Space Rentals, Car Park Income and Advertisement Space Rental	70%	Commence business on 2 May 2014
	360,000 sqf NLA Shopping Mall				
	5,690 Airport Car Park				

## Commercial Property - Hotel 31 Dec 2015

No	Investment Property	Property Type	Target Date of Completion	No. of Rooms
1.	Première Hotel, Klang Selangor, Malaysia	Business Hotel (4-star) & 1,200 Car Parks	Completed since September 2012	250 rooms
2.	New World Petaling Jaya Hotel Petaling Jaya, Malaysia	Business Hotel (4-star) & Banquet Hall for 1,500 pax	2016	300 rooms
3.	Première Hotel, Johor Bahru Iskandar Malaysia	Business Hotel (4-star) & Banquet Hall for 1,000 pax	TBA	296 rooms
4.	Première Hotel, OUG Kuala Lumpur Malaysia	Business Hotel (4-star) & Banquet Hall	TBA	400 rooms

# Commercial Property – Shopping Mall 31 Dec 2015

No.	Shopping Mall	Property Type	Opening Date	Retail Lettable Area
1	BBT Shopping Mall (AEON) Klang, Selangor	Retail Space & 5,000 Car Parks	November 2007	1,000,950 sq ft NLA
2	Paradigm Mall Petaling Jaya, Selangor	Retail Space & 4,300 Car Parks	May 2012	680,000 sq ft NLA
3	gateway@klia2 Sepang	Retail Space & 5,690 Car Parks	May 2014	360,000 sq ft NLA
4	Paradigm Mall Johor Bahru, Iskandar	Retail Space & 4,300 Car Parks	Year 2016	1,250,000 sq ft NLA
5	Paradigm Mall OUG, Kuala Lumpur	Retail Space & 12,000 Car Parks	Year 2019	1,500,000 sq ft NLA



Operational



WCT-REITs

# Investment & Management – Shopping Mall

## **Paradigm Mall, Petaling Jaya**

- 93% retail space leased
- 270 of 316 retail lots are tenanted
- Enjoys strong average footfalls of:-
  - \* Weekday – 35,000 per day
  - \* Weekend – 56,000 per day
- For tenant directory, please visit [www.paradigmmall.com.my](http://www.paradigmmall.com.my) or [facebook.com/ParadigmMall](https://facebook.com/ParadigmMall)

## **gateway@klia2, Sepang**

- 74% of tenant space leased
- Current footfalls at average 100,000 per day
- For tenant directory, please visit [www.gatewayklia2.com.my](http://www.gatewayklia2.com.my) or [facebook.com/gatewayklia2](https://facebook.com/gatewayklia2)

## **AEON Bandar Bukit Tinggi Shopping Mall, Klang**

- 100% leased to AEON Co (M) Bhd
- 10 + 5 + 5 + 5 years lease term since 2007

# Investment & Management – Shopping Mall

- Addition of 1.25 million of sq ft LA shopping malls in 2016
- Potential shopping malls ownership @ 4.79 million sq ft LA
- Potential shopping malls under self-management @ 3.79 million sq ft LA
- Development of new retail mall within existing commercial development
- Potential REITs in end 2016

# Investment & Management – Hospitality

- Première Hotel Klang ( 250 rooms)
- New World Petaling Jaya Hotel, Petaling Jaya to have 300 rooms, F&B outlets, expecting banquet facility for 1,500 pax
- Potential hotel rooms @ 1,246 rooms
- Future development of new hotel within existing commercial development
- Focus in 4-star business hotel complementing existing mix-commercial development



# **WCT HOLDINGS BERHAD**

## **GROWTH STRATEGY 2016 - 2018**



# Medium Term Growth Strategy – Broadening Earning Base

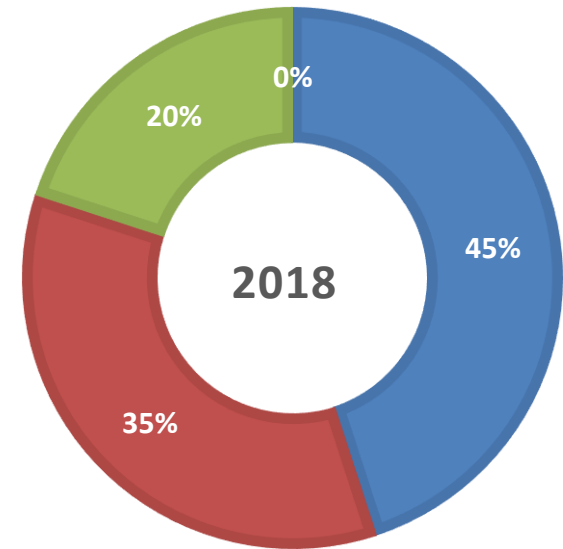
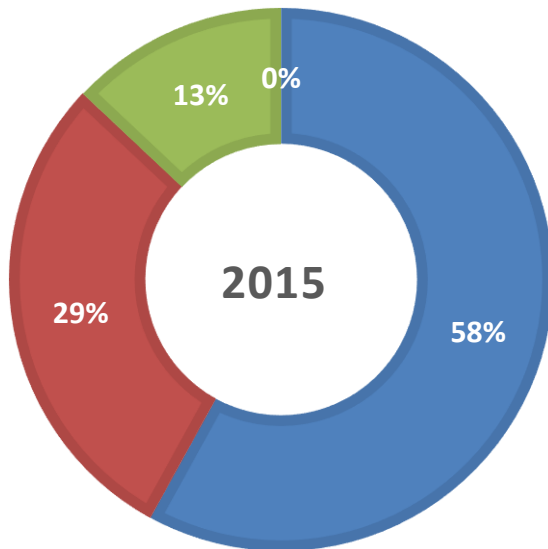
Forward Transformation in 3 Core Business:

1. Leverage on WCT's 35 years 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 maximize 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.



# 2016 – 2018 Growth Strategy – Broadening Earning Base

## Operating Profits



■ Engineering & Construction

■ Property Development

■ Property Investment

1. Initiation of de-gearing measures through corporate exercises.
2. Pursue of additional infrastructure construction projects.
3. The launch of 1.3 million sq ft NLA Paradigm Mall Johor Bahru, WCT's 4<sup>th</sup> shopping mall.
4. Maiden launches of residential towers in OUG, Kuala Lumpur.
5. Continuous firm-wide cost optimization.
6. Celebrating The Group's 35<sup>th</sup> Anniversary.

# THANK YOU

- **Website** - [www.wct.com.my](http://www.wct.com.my)
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- **Twitter** - [Twitter.com/WCT\\_Holdings](https://twitter.com/WCT_Holdings)