



WCT Holdings Berhad

INVESTOR BRIEFING - 3rd Quarter 2017

Updated : 23 November 2017

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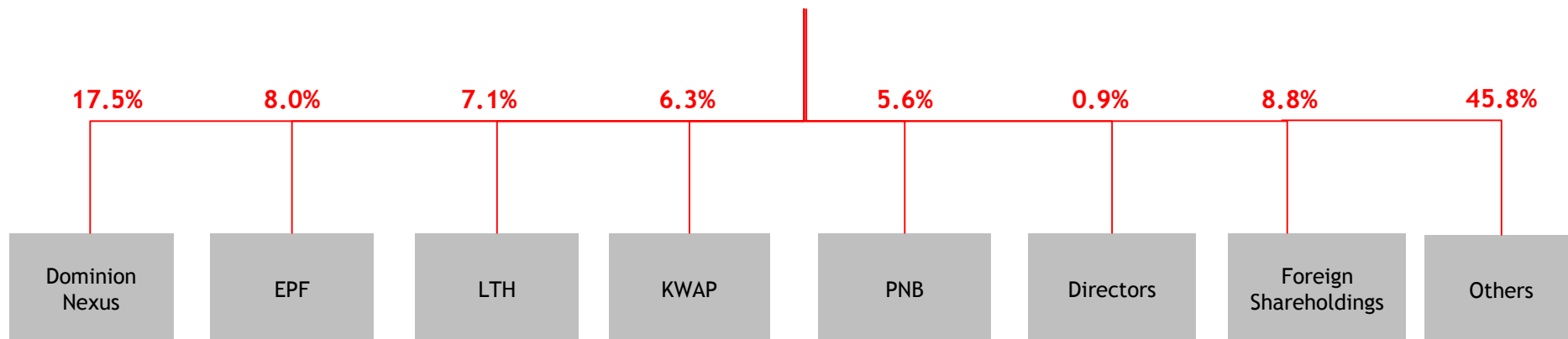
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Shareholding & Share Price

Key Shareholdings as at 31 October 2017 and Market Statistics



Key Market Statistics

Last Closing Price	RM1.66 (16 Nov 2017)
12-Month High	RM2.48 (8 May 2017)
12-Month Low	RM1.68 (1 Sept 2017)
Total Shares Outstanding	1.42 bil shares
Current Market Cap	RM2.35 bil (16 Nov 2017)

Source: Bursa Malaysia's website 29 May 2017

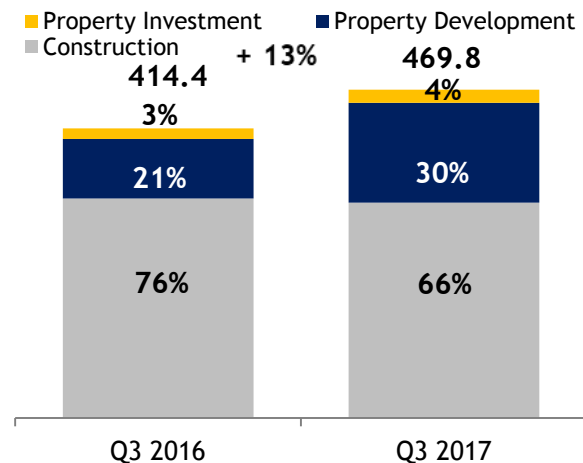


Financials

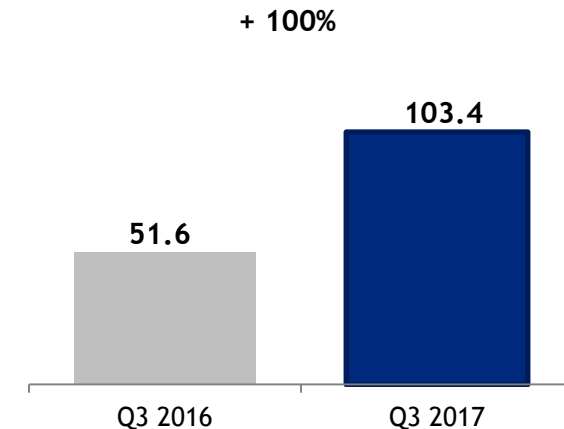
Financial Highlights Q3 17 vis-à-vis Q3 16 (3 months)



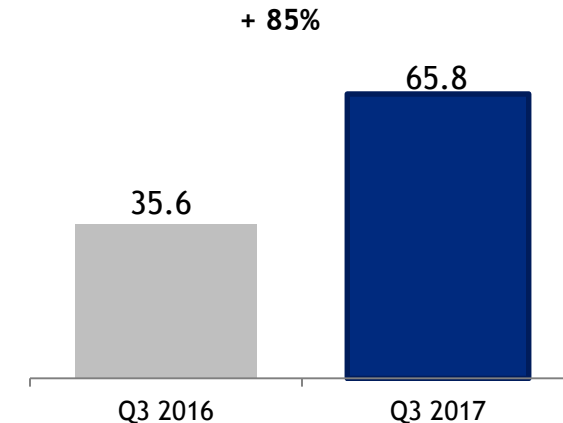
Revenue (RM' mil)



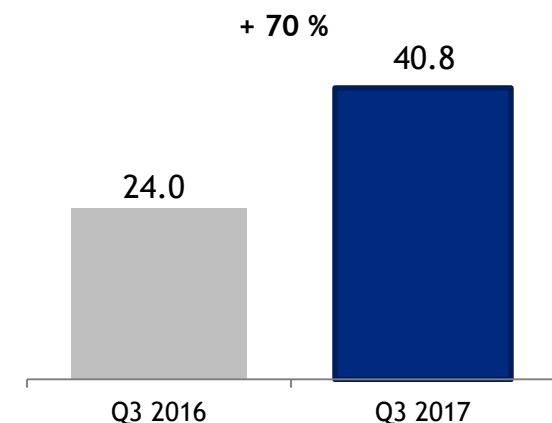
Gross Profit (RM' mil)



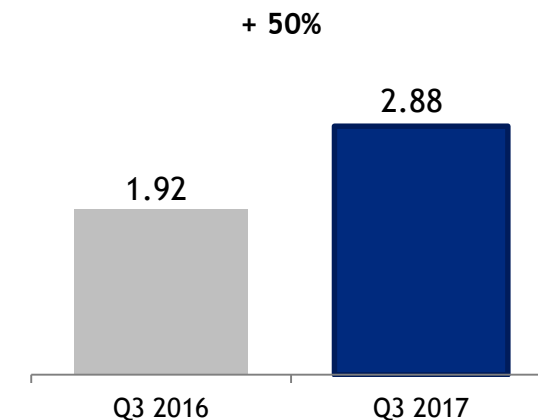
Pretax Profit (RM' mil)



Profit attributable to equity holders (RM' mil)



EPS (sen)

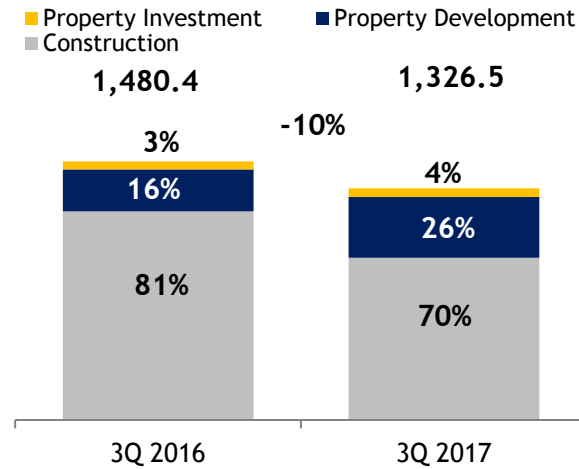


Results Q3 2016 vs Q3 2017 (3 months)

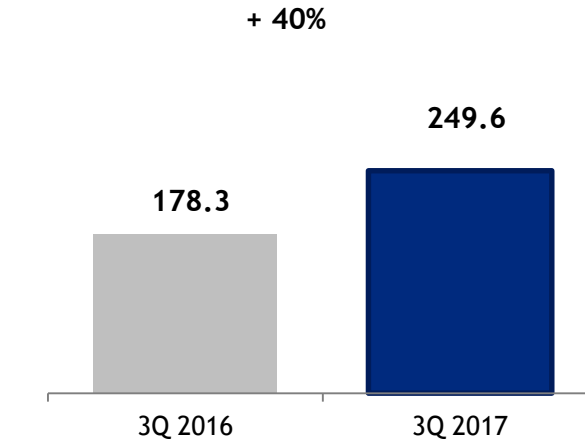
RM' mil	Q3' 16	Q3' 17	% q-q chg
Revenue	414.4	469.8	13%
Gross Profit	51.6	103.4	100%
Pretax Profit	35.6	65.8	85%
Profit attributable to equity holders	24.0	40.8	70%
EPS (sen)	1.92	2.88	50%

Financial Highlights YTD 16 vis-à-vis YTD 17 (9 months)

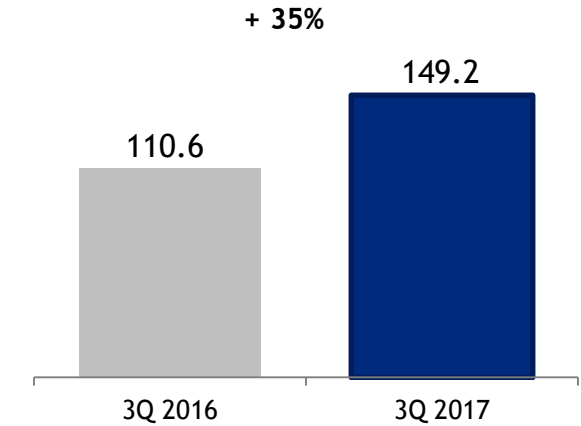
Revenue (RM' mil)



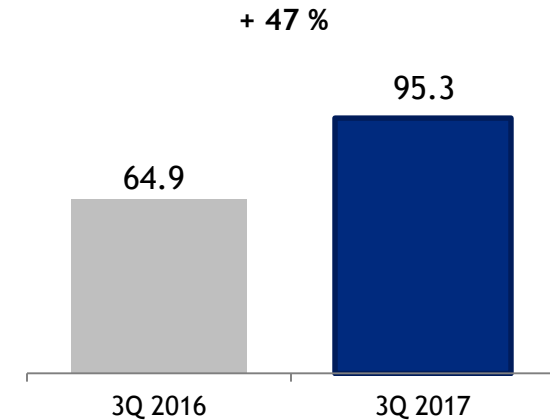
Gross Profit (RM' mil)



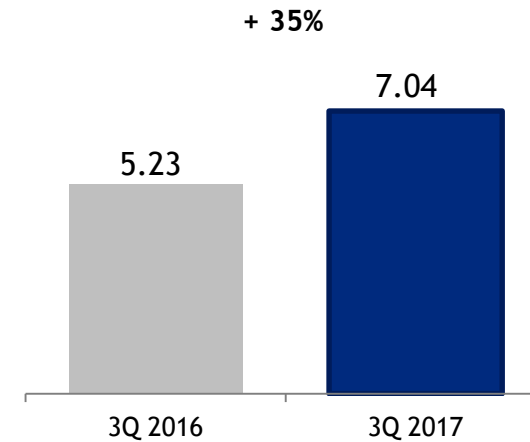
Pretax Profit (RM' mil)



Profit attributable to equity holders (RM' mil)



EPS (sen)

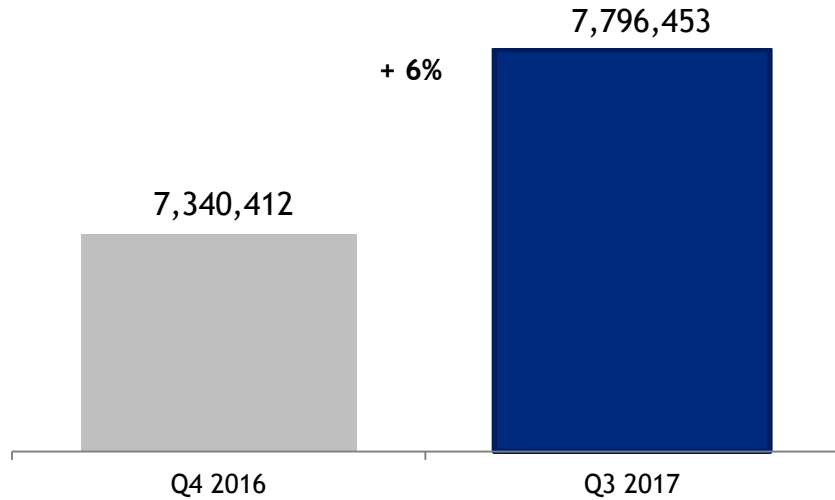


Results 3Q 2016 vs 3Q 2017 (9 months)

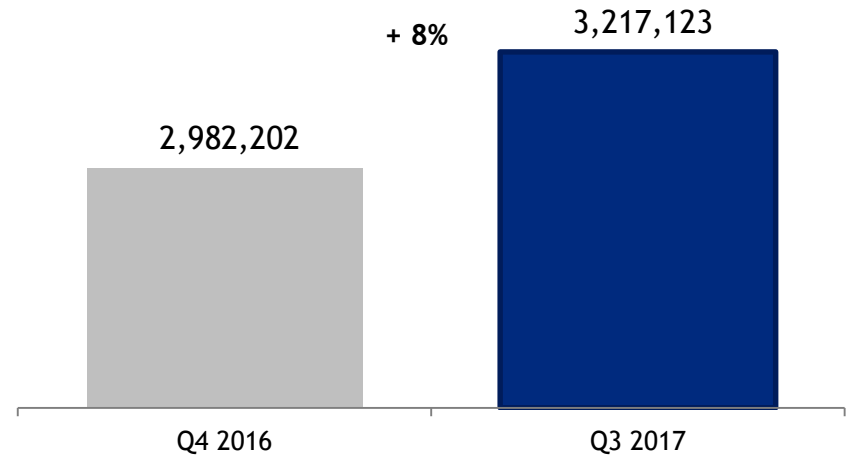
RM' mil	3Q' 16	3Q' 17	% p-p chg
Revenue	1,480.4	1,326.5	-10%
Gross Profit	178.3	249.6	+40%
Pretax Profit	110.6	149.2	+35%
Profit attributable to equity holders	64.9	95.3	+47%
EPS (sen)	5.23	7.04	+35%

Financial Highlights (Cont'd)

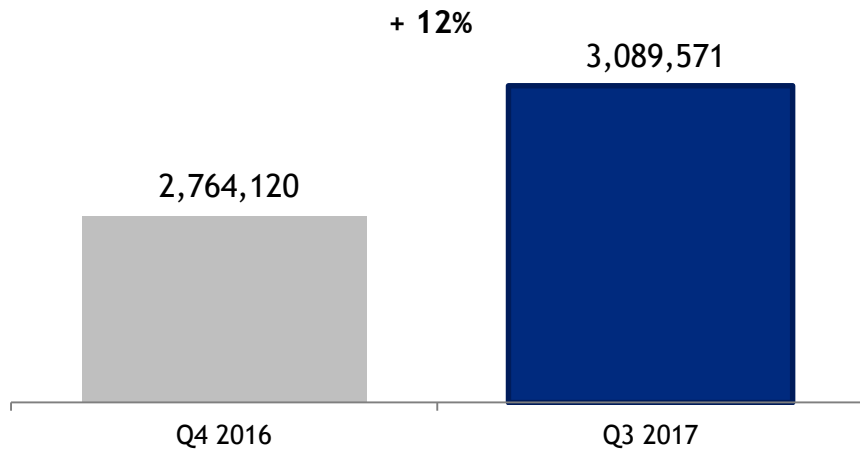
Total Assets (RM '000)



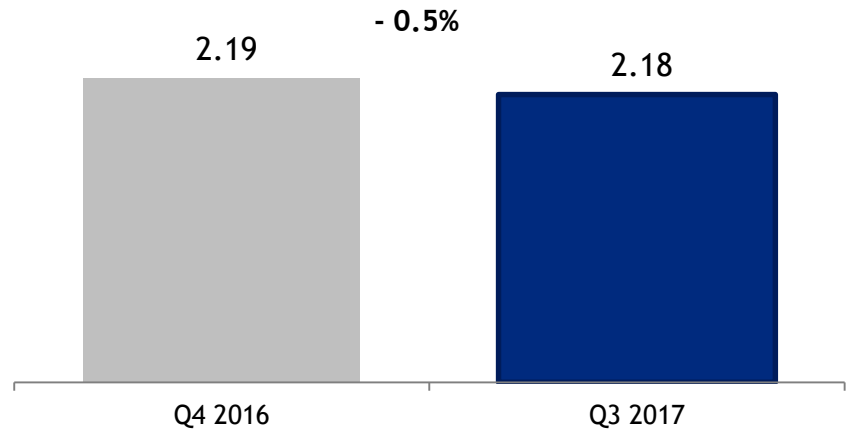
Total Debt (RM '000)



Shareholders' Fund (RM '000)



Net Asset per Share (RM)



Segmental Results Q3 2017 (3 months)



Revenue	E&C	PD	PI&M	Elimination	Consolidated
	RM'm	RM'm	RM'm	RM'm	RM'm
Revenue from external customers	308.2	142.9	18.7	-	469.8
Inter-segment revenue	383.7	3.1	2.3	(389.1)	-
Total Revenue	691.9	146.0	21.0	(389.1)	469.8
Profit from operations	47.1	21.6	7.4	-	76.1
Finance Costs	-	-	-	-	(14.3)
Share of profit of associates	-	-	-	-	(0.5)
Share of results in JV	-	(0.9)	5.4	-	4.5
Taxation	-	-	-	-	(25.3)
Profit after taxation					40.5
Non-controlling interest					0.3
Net profit					40.8

Segmental Results YTD 2017 (9 months)

Revenue	E&C	PD	PI&M	Elimination	Consolidated
	RM'm	RM'm	RM'm	RM'm	RM'm
Revenue from external customers	928.4	348.6	49.5	-	1,326.5
Inter-segment revenue	830.9	6.9	3.6	(841.4)	-
Total Revenue	1,759.3	355.5	53.1	(841.4)	1,326.5
Profit from operations	99.6*	47.9	24.1	-	171.6
Finance Costs	-	-	-	-	(40.1)
Share of profit of associates	-	-	-	-	1.9
Share of results in JV	-	(2.1)	17.8	-	15.7
Taxation	-	-	-	-	(56.4)
Profit after taxation					92.7
Non-controlling interest					2.6
Net profit					95.3*

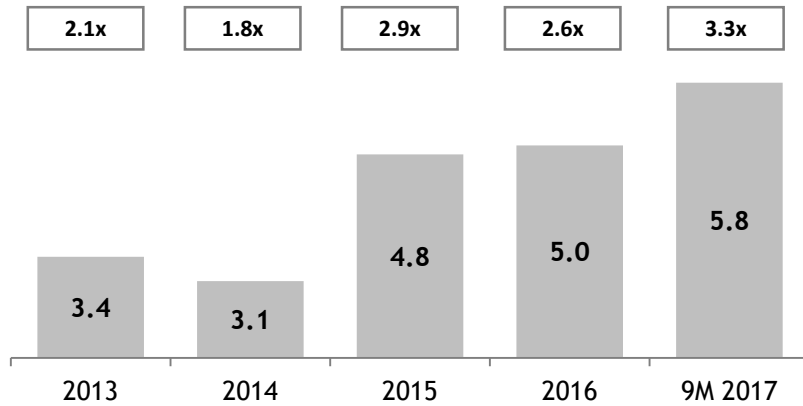
* Excluding unrealised foreign exchange losses of RM 19.8 m, the operating profit of E&C and net profit of the Group would have been higher at RM119.4 m and RM115.1 m respectively.



Engineering & Construction

Outstanding Order Book

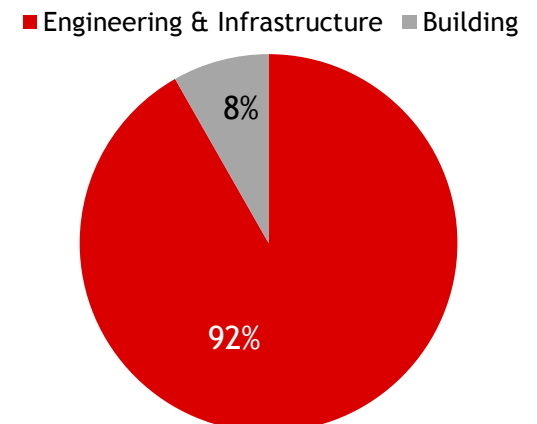
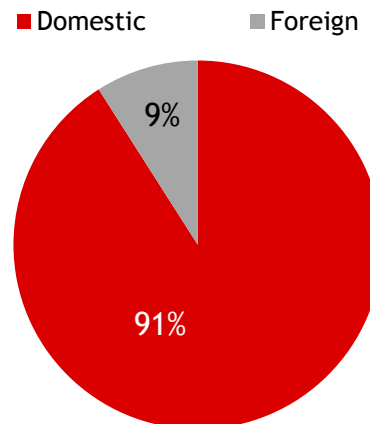
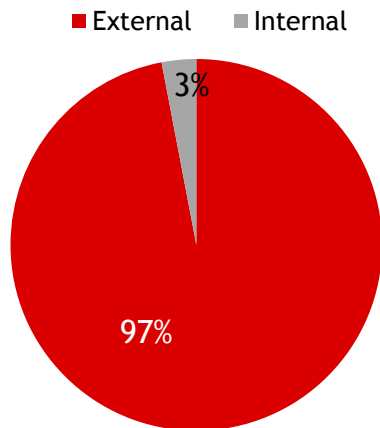
Outstanding Order Book (RM' bil) as a Multiple of Revenue



Order Book Replenishment Rate

Year	Order Book replenishment (RM' mil)	Outstanding Order Book (RM' mil)	Replenishment Rate
2012	1,900	3,669	61%
2013	670	3,409	18%
2014	994	3,069	29%
2015	2,984	4,838	97%
2016	1,977	4,963	41%
2017 (up to Sept' 17)	1,762	5,835	36%

Order Book Breakdown



Outstanding Order Book as at 30 September 2017



	Expected completion	Outstanding RM'mil
RAPID, Pengerang, Johor (roads, civil & infra works)	2018	453
TRX, Kuala Lumpur (infra & roadway works)	2018	618
Pan Borneo Highway (66km highway from Sungai Arip Bridge to Bintulu Airport Junction)	2020	886
MRT2 V204 & S204 (RM971M) (viaduct guideway, stations, associated works - Bandar M'sia South to Kg. Muhibbah)	2022	941
West Coast Expressway (Shah Alam Expressway interchange to NKVE/FHRZ Interchange)	2019	215
LRT3 TD1 (Johan Setia depot associated works)	2018	161
LRT3 GS03 & GS02 (RM840M+RM640M) (guideway, stations, park & ride, ancillary buildings & other associated work)	2020	1,480
Others		100
Total - Local Civil & Infrastructure		4,854 (83%)
Police Quarters, Taman Keramat	2018	104
Rapid - Utilities, Interconnecting and Off Site (U10), Facilities, Local Control Building	2018	180
Others		31
Total - Local Buildings		315 (5%)
Lusail project, Qatar	2018	491 (9%)
Total External Projects		5,660 (97%)
Total Internal Projects		175 (3%)
Grand Total		5,835 (100%)

On-going Construction Jobs



RAPID Pengerang, Johor



Paradigm Mall Johor Bahru



Tun Razak Exchange, KL



Lusail Project, Qatar

On-going Construction Jobs



Pan Borneo Highway, Sarawak



Lot 2C5 (Commercial Office Buildings), Precinct 2, Putrajaya



LRT TD1 - Johan Setia Depot

Light Rail Transit 3 (TD1, GS02 & GS03)



Mass Rapid Transit 2 (V204)



Property Development

Property Development - Snapshot @ 30 September 2017



2017 Q3 Revenue	Q3: RM143 million (Q3 16:RM85 million) YTD Q3: RM349 million (YTD Q316: RM239 million)
2017 Q3 PBT	Q3:RM17 million (Q3 16:RM24 million) YTD:RM34 million (YTD 16: RM51 million)
2017 Property Sales	Q1 : RM49 million Q2 : RM83 million Q3 : RM96 million Q4 (to-date) : RM35 million Pending SPA : RM38 million Total : RM301 million
Total unrecognized sales	RM176 million
Total unbilled sales	RM263 million
Unsold completed stock	RM582 million
Land Banking	No change in Q3 2017

Completed Stock Properties (as at 30 September 2017)

No	Project	Location	Development Type	Net GDV (RM' mil)
1	d'Laman Greenville	Klang	Semi-D & Bungalow	122 
2	Renai Jelutong	Shah Alam	Service Apartment	106
3	Medini Signature	Medini	Condominium	245
4	Others			109
Total				582

On-going Property Projects (as at 30 September 2017)

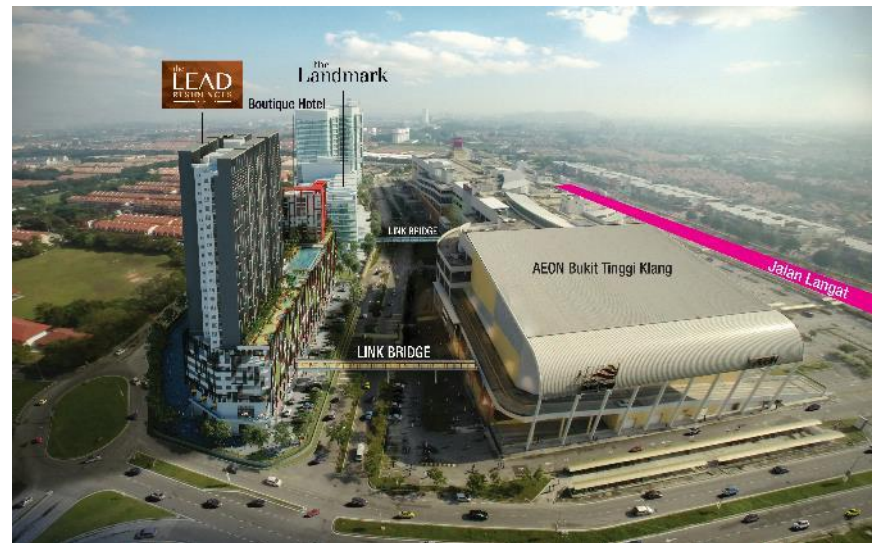
No	Project	Location	Development Type	Land Area (Acre)	No. of Units	Net GDV (RM' mil)	Launch Date
1	Waltz Residences	OUG, KL	Condominium	2.0	419	401	15-Jun-16
2	The Lead Residences	Bukit Tinggi 2, Klang	Service Apartment	4.1	403	267	3-Dec-14
3	Trifolis Apartments	Bukit Tinggi 2, Klang	Rumah Selangorku	5.2	372	93	10-Dec-15
4	Azaria Apartments (Phase A7)	Bukit Tinggi 3, Klang	Rumah Selangorku	5.0	240	45	4-Jun-15
5	Asteria Apartments (Phase A6)	Bukit Tinggi 3, Klang	Rumah Selangorku	5.5	321	60	15-Oct-15
	Total			21.8	1,755	866	

On-going Property Projects



Waltz Residences, OUG

Description	419 units of condominiums
Estimated Net GDV	RM401 million
Launch date	15 June 2016
Exp. completion	June 2020



The Lead Residences, Bandar Bukit Tinggi 2

Description	403 units of serviced apartments
Estimated Net GDV	RM267 million
Launch date	3 December 2014
Exp. completion	Mar 2018

On-going Property Projects



Trifolis Apartments

Description	372 Rumah Selangorku apartments
Estimated GDV	RM93 million
Launch date	10 December 2015
Exp. completion	April 2018



Azaria Apartments

Description	240 Rumah Selangorku apartments
Estimated GDV	RM45 million
Launch date	4 June 2015
Exp. completion	December 2017

On-going Property Projects



Asteria Apartments

Description	321 Rumah Selangorku apartments
Estimated GDV	RM60 million
Launch date	15 October 2015
Exp. completion	December 2017

Future Projects



Phase 2 @ Paradigm Garden City (OUG)

Description	Proposed Condominium (940 units)
Estimated Net GDV	RM1,045 million
Target Launch date	Q3 2018



Paradigm Johor Bahru

Description	Proposed Services Apartment (263 units)
Estimated Net GDV	RM165 million
Target Launch date	Q4 2018



Sapphire @ Paradigm PJ

Description	Proposed Serviced Apartment (229 units)
Estimated Net GDV	RM229 million
Target Launch date	Q3 2018



Land Bank as at 30 September 2017 (future development)







No	Location	Development Type	Land Area (Acres)	Potential GDV (RM' bil)
1	Paradigm Garden City (OUG), KL	Mixed	60	10.18
2	Mont Kiara, KL	Residential	3	0.60
3	Bukit Tinggi 1,2 & 3, Klang	Mixed	127	7.65
4	Medini Iskandar, Johor	Mixed	39	3.77
5	Sungai Buaya, Selangor	Integrated Township	608	2.71
6	Serendah, Selangor	Industrial	89	0.26
7	Inanam, Kota Kinabalu	Residential	22	0.26
8	TRX, Kuala Lumpur	Residential	2	1.10
	Total		950	26.53





Property Investment

Retail Malls

Operational Shopping Malls as at 30 September 2017




	Paradigm Mall, Petaling Jaya	gateway@klia2, Sepang	Bandar Bukit Tinggi, Klang
			
Occupancy rate	90%	74%	100%
Opening Year	2012	2014	2007
Revenue (Q3 2017)	RM47 million	RM99 million	RM28 million
Operating Profit before Interest & Tax (Q3 2017)	RM25 million	RM46 million	RM24 million
WCT Ownership	70.0%	70.0%	100.0%
Retail Lettable Area	680,000 sq ft NLA	360,000 sq ft NLA	1,000,950 sq ft GLA
No. of Car Parks	2,428	5,690	3,620
Selected Tenants			

Pipeline Shopping Mall

Paradigm Mall, Johor Bahru	
	
Occupancy rate	92%
Opening Year	28 Nov 2017
Revenue (Q3 2017)	N/A
Operating Profit before Interest & Tax (Q3 2017)	NA
WCT Ownership	100%
Retail Lettable Area	1,300,000 sq ft
No. of Car Parks	4,300
Selected Tenants	

Operational as at 30 September 2017

Pipeline Hotel

	Première Hotel, Klang 	The Ascent, Office Kelana Jaya 	New World Hotel, Kelana Jaya 
Occupancy rate	53%	92%	N/A
Opening Year	2010	2015	Jan 2018
Revenue (Q3 2017)	RM15 million	RM11 million	N/A
Operating Profit before Interest & Tax (Q3 2017)	RM2 million	RM7 million	N/A
WCT Ownership	100%	-	70%
No. of Rooms	250	N/A	300



Recent Developments

Recent Developments

New Private Placement	<ul style="list-style-type: none">▪ New placement exercise for up to 140 mil ordinary shares, announced on 16 October 2017▪ Additional funds for working capital for new projects as well as to improve gearing
New Construction Jobs	<ul style="list-style-type: none">▪ Secured MRT2 station package (RM200 mil), LRT GS02 (RM640 mil) and LRT3 GS03 (RM840 mil) packages
Proposed Joint Investment for TRX Land	<ul style="list-style-type: none">▪ Joint investment with CCCG Overseas Real Estate Pte Ltd (CORE) to develop TRX Land▪ CORE to hold 80% equity interest and WCT to hold 20%
Soft opening of Paradigm JB	<ul style="list-style-type: none">▪ Soft opening on 28 Nov 2017, with 70% tenant opening▪ Expected to reach over 90% tenant opening by June 2018
Legal Suit by AEON on BBT Mall, Klang	<ul style="list-style-type: none">▪ On 10 Nov 2017, AEON filed legal suit against WCT to prevent termination of the lease expiring 23 Nov 2017



Update on de-gearing Initiatives

Update on De-Gearing Initiatives

<p>Equity Fund Raising (up to RM500 mil)</p>	<ul style="list-style-type: none"> ▪ Successfully placed out 100 mil new shares in April 2017 to raise RM178 mil. ▪ Target balance 25 mil shares by end 2017 to raise up to RM45 mil (<i>subject to market conditions</i>). ▪ Target to receive RM200 million from exercise of remaining WCT-WD by Dec 2017 (<i>subject to market conditions</i>). ▪ MARC affirms WCT ratings & revises outlook to Stable from Negative.
<p>Monetisation of Investment Assets (up to RM400 mil)</p>	<ul style="list-style-type: none"> ▪ Proposed establishment of WCT REIT comprising Paradigm PJ, AEON Mall and Premiere Hotel with market value of up to RM1.1 bil by second quarter of 2018 (<i>subject to outcome AEON legal suit</i>).
<p>Sales of Unsold Property Units (up to RM500 million)</p>	<ul style="list-style-type: none"> ▪ Target to achieve up to RM500 mil new sales from existing unsold property stocks by mid 2018. Achieved RM301 mil as at mid Nov 2017.
<p>Idle Land Disposals (up to RM300 million)</p>	<ul style="list-style-type: none"> ▪ Target to dispose of idle land bank with lesser potential for immediate development, comprising land bank in Sungai Buaya and Klang by end 2018.
<p>Re-financing short term loans to longer tenure loans</p>	<ul style="list-style-type: none"> ▪ Successfully refinanced Medium Term Notes of RM200 mil due in April 2018 with issuance of RM200 mil of Sukuk. ▪ Successfully re-financed loans due in Nov 2017 into longer tenure loans (RM280 mil).



Thank You