



Q3 FY2024

FINANCIAL RESULTS

ANALYST BRIEFING PRESENTATION

21 November 2024





SD Prop HQ, Ara Damansara

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Property

PURPOSE

To be a Value Multiplier for people, businesses, economies and the planet

VISION

Advancing real estate as a force for collective progress, in harmony with the planet's resources

MISSION

To develop, own and manage a thriving asset portfolio that creates value for all stakeholders

VALUES

T - Together we do what's right
E - we lead with Excellence
A - we embrace new Approaches
M - we **M**ake things happen





Key Highlights

9 months (Q3 FY2024) ended
30 September 2024

9M FY2024 Financial Highlights



- All Time High 9M performance for Revenue, Operating Profit, Profit Before Tax & Sales
- Registered 35% Revenue growth to RM3.3 billion YoY
- PBT increased 45% to RM636.8 million and PATAMI increased 50% to RM413.8 million

Financial Performance Snapshot

Revenue ▲ 35% YoY
RM3,273.8m

Operating Profit ▲ 51% YoY
RM729.5m

PATAMI ▲ 50% YoY
RM413.8m

Gross Profit ▲ 47% YoY
RM1,077.0m

Profit Before Tax ▲ 45% YoY
RM636.8m

Financial Position as at 30 September 2024

Cash Position
RM790.7m

Total Equity
RM10,329.8m

**Net Assets per Share Attributable to
Owners of the Company**
RM1.49

Gross Gearing
27.2%

Net Gearing
19.5%

9M FY2024 Operational Highlights



- Highest 9M sales achieved at RM3.2b; representing 91% of FY2024 sales target of RM3.5b
- Industrial products maintained as the top sales contributor at 32%, followed by 30% Resi. High-rise, 21% Resi. Landed & 14% Commercial
- Launched RM2.8b GDV worth of diversified products (47% Industrial, 27% Resi. High-rise, 19% Resi. Landed & 7% Commercial)

Sales Snapshot

Sales Achieved

RM3.2b

(2,241 units sold)

Total Bookings

RM1.9b

(as at 10 Nov 2024)

Unbilled Sales

RM3.7b

(as at 30 Sept 2024)

Product Launches

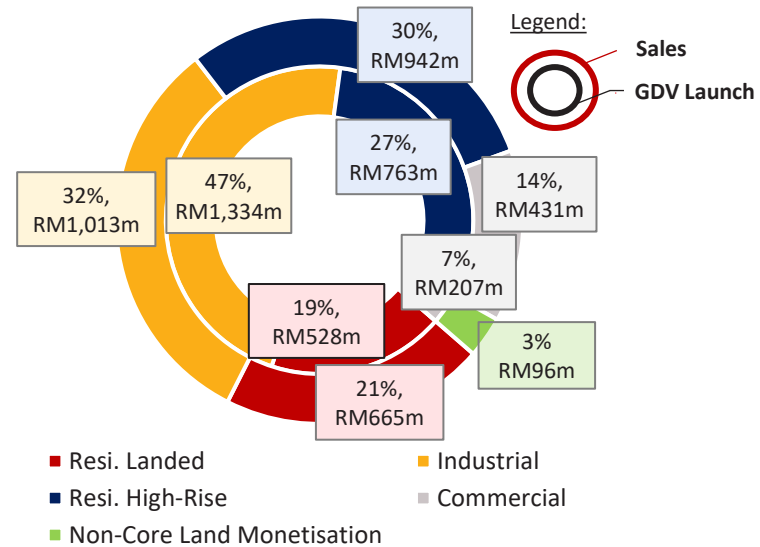
9M FY2024 New Launches

RM2.8b GDV

Average Take-up Rates

- All products: 76%
- Residential Landed: 80%
- Residential High-Rise: 69%
- Industrial: 74%
- Commercial: 96%

*Average take-up rates as at 10 November 2024



% Contribution:

- Industrial:**
32% (Sales); 47% (GDV launched)
- Residential High-Rise:**
30% (Sales); 27% (GDV launched)
- Residential Landed:**
21% (Sales); 19% (GDV launched)
- Commercial:**
14% (Sales); 7% (GDV launched)
- Non-Core Land Monetisation:**
3% (Sales)

Key Product Launches



i23 & i24, EBP (2 Storey Semi Detached Factory)
60 units | RM230.5m



CU-3a, Serenia Industrial Park (Semi-D & Detached Factory)
28 units | RM191.3m



Suasana 2, Bandar Ainsdale
65 units | RM39.7m

Q3 FY2024 Corporate Awards & Development Highlights



- Sime Darby Property accorded as Malaysia's Number 1 Property Developer at The Edge Malaysia Top Property Developers Awards 2024
- Groundbreaking Ceremony of Google's Data Centre at Elmina Business Park; Successful opening of Elmina Lakeside Mall in August

Awards



The Edge Top Property Developer Award
Malaysia's no. 1 Property Developer



The Edge Malaysia Best Managed & Sustainable Property Awards 2024
3 category wins



BCI Asia Awards 2024
Top 10 Developers (Malaysia)



Malaysian Developer Awards 2024
No. 1 - Top of the Chart
(>RM1 billion market cap category)

Corporate Development



- Metrohub 1: 47% occupancy (CCC: August 2024)
- Metrohub 2: 67% occupancy (CCC: May 2024)
- Strong leasing pipeline to achieve significant occupancy by Q1'25



Opening of Elmina Lakeside Mall
(22 August)



Google Groundbreaking Ceremony
at Elmina Business Park

Elmina Lakeside Mall

- Sime Darby Property opened its second wholly-owned neighbourhood mall on 22 August 2024, marking a new milestone
- Achieved committed occupancy rate of 98% and attracted over 180,000 visitors in the first week



A vantage view of Elmina Lakeside Mall at night



Launching ceremony

Tenants

Anchor tenants



Others:



List is non-exhaustive

Attracted over

~98%

Committed Occupancy Rate
(30 Sept)

180,000

Visitors in its opening week
(22 Aug – 29 Aug)

Spanning over

214,000 sq.ft

Net Lettable Area (NLA)

~17 acres

Located in the heart of
Elmina City Centre

Elmina Lakeside Mall offers a curated selection of **over 100 stores and services**

Second wholly-owned mall
after KL East Mall

Embodies our vision of **creating sustainable communities**

Enhancing the quality of life for City of Elmina's growing population of **~67,000 people**

Financial Performance

Third Quarter (Q3 FY2024)

Nine Months (9M FY2024)

Profit & Loss Performance



- Revenue grew by 35% YoY to RM3.3b driven by the robust performance across all three business segments
- PBT & PATAMI increased by 45% and 50% to RM636.8m and RM413.8m, respectively

RM mil	Q3 FY2024	Q2 FY2024	QoQ %	9M FY2024	9M FY2023	YoY %
Revenue	1,091.9	1,203.2	▼ (9.3)	3,273.8	2,424.2	▲ 35.0
Gross Profit	341.0	432.3	▼ (21.1)	1,077.0	732.8	▲ 47.0
% Margin	31.2	35.9	▼ (4.7)	32.9	30.2	▲ 2.7
PBT	190.4	265.5	▼ (28.3)	636.8	440.7	▲ 44.5
% Margin	17.4	22.1	▼ (4.7)	19.5	18.2	▲ 1.3
PATAMI	128.3	162.0	▼ (20.8)	413.8	276.7	▲ 49.6
% Margin	11.8	13.5	▼ (1.7)	12.6	11.4	▲ 1.2
Basic Earnings Per Share (sen)	1.9	2.4	▼ (20.8)	6.1	4.1	▲ 49.6

Q3 FY2024 vs Q2 FY2024 (QoQ)

- The Group recorded RM1.1b of revenue, showing strong performance despite a decline by 9.3%.
- PBT stood at RM190.4m, continued to be driven by Property Development segment. Leisure segment result was impacted by higher depreciation charges following an asset review exercise

9M FY2024 vs 9M FY2023 (YoY)

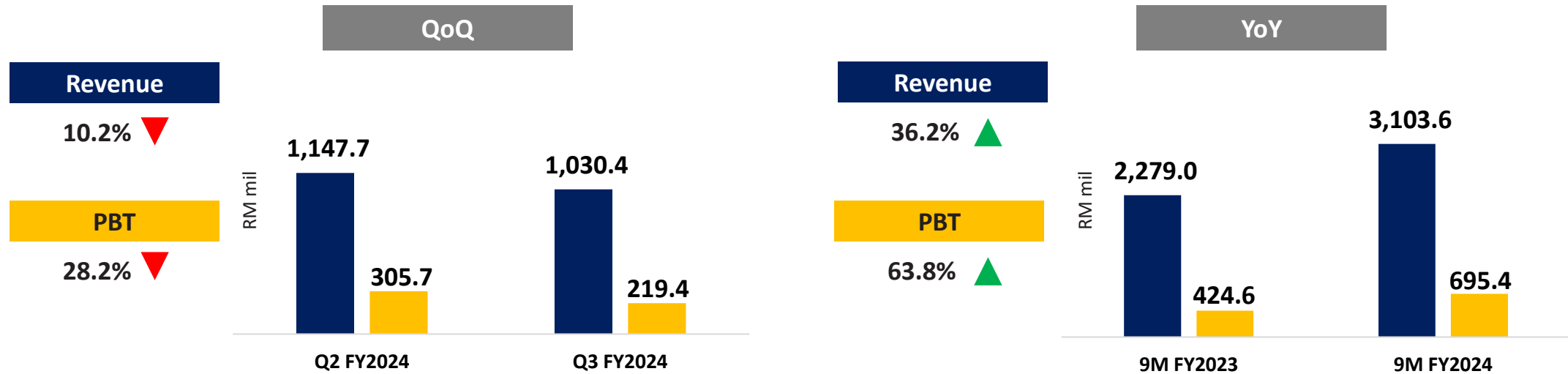
- Revenue grew by 35.0% to RM3.3b from RM2.4b, mainly attributable to:
 - All 3 business segments recorded higher revenue vs 9M FY23
 - Higher sales achieved of RM3.2b (vs. RM2.5b in 9M FY23)
 - Healthy financial progress from diversified product mix
- Gross Profit Margin improved to 32.9% from 30.2%, above the Group's guidance of 20 – 25%, supported by healthy contribution from diversified product mix
- PBT registered YoY growth of 44.5% to RM636.8m driven by robust performance of PD segment

Revenue & PBT Analysis: Property Development



- PD segment achieved the highest 9M revenue of RM3.1b with YoY growth of 36%; PBT increased by 64% to RM695.4m
- Robust sales performance and healthy financial progress from diversified product mix in major townships

Property Development



Q3 FY2024 vs Q2 FY2024 (QoQ)

- PD segment sustained its revenue performance of more than RM1.0b for two consecutive quarters during the year
- Q3FY2024 PBT stood at RM219.4m, remaining strong, supported by higher financial progress

9M FY2024 vs 9M FY2023 (YoY)

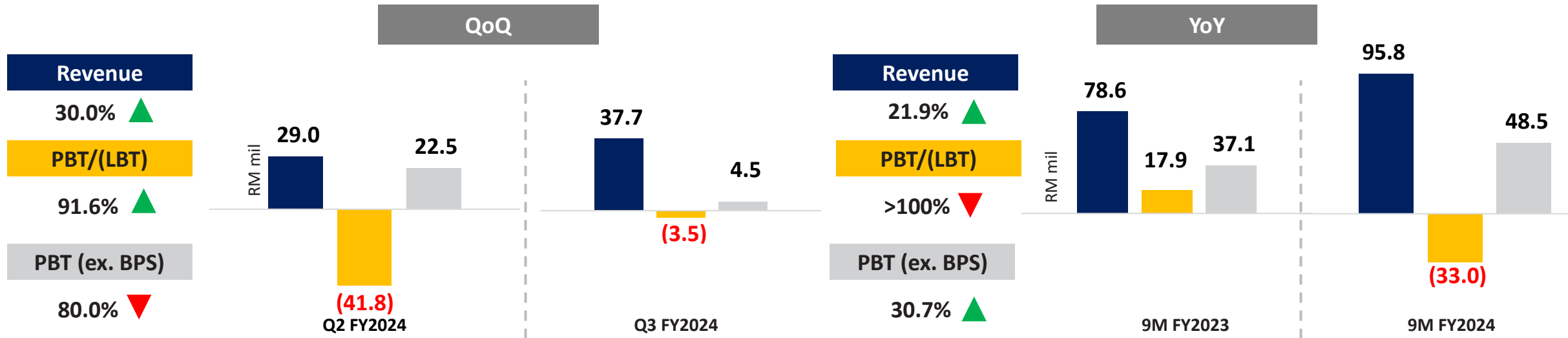
- PD segment remained as the largest contributor accounting for 94% of the Group's total revenue
- Revenue and PBT grew by 36.2% and 63.8% to RM3.1b and RM695.4m, respectively, attributable to:
 - Strong sales achieved of RM3.2b in 9M FY24 with YoY growth of 25% (vs RM2.5b in 9M FY23) across a diversified product mix
 - Higher financial progress in Bandar Bukit Raja, Serenia City, KLGCC Resort, City of Elmina and Nilai Impian
 - Contribution from non-core land monetisation

Revenue & PBT Analysis: Investment & Asset Management



- Revenue for 9M increased to RM 95.8m with 22% YoY growth driven by higher contribution from retail sub-segment
- IAM segment impacted by higher share of losses from BPS & fair value loss on investment properties resulting to LBT of RM33.0m

Investment & Asset Management



Q3 FY2024 vs Q2 FY2024 (QoQ)

- Revenue increased by 30.0% to RM37.7m, following the opening of Elmina Lakeside mall in August 2024
- LBT narrowed to RM3.5m from (Q2 FY24: RM41.8m), as a result of lower share of operational losses incurred from BPS
- Excluding losses from BPS, IAM segment would be profitable with PBT of RM4.5m in Q3 FY24 after accounting for net fair value loss on investment properties

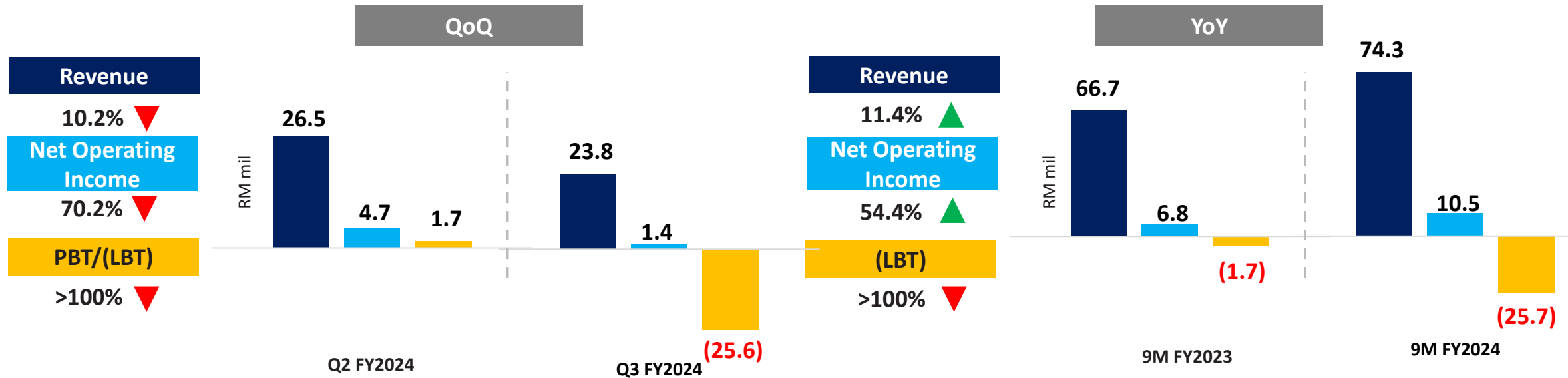
9M FY2024 vs 9M FY2023 (YoY)

- Revenue increased by 21.9% to RM95.8m, driven by:
 - Higher contribution from retail sub-segment particularly KL East Mall, which saw a higher occupancy rate at 98% (vs. 89% in 9M FY23)
 - Positive rental reversions achieved from tenancy renewals
 - Operationalisation of Elmina Lakeside Mall in August 2024
- Despite higher contribution from retail segment, IAM segment reported LBT of RM33.0m due to fair value loss on investment properties and higher share of losses from BPS
- Excluding BPS share of losses, 9M FY24 PBT stood at RM48.5m (9M FY23: RM37.1m)

Revenue & PBT Analysis: Leisure

- Revenue for 9M grew to RM74.3m with 11% YoY growth driven by higher banqueting/F&B, membership and golfing activities
- Leisure segment reported LBT of RM25.7m; impacted by higher depreciation as part of the ongoing asset review exercise

Leisure



Q3 FY2024 vs Q2 FY2024 (QoQ)

- Revenue declined by 10.2% to RM23.8m from RM26.5m mainly due to higher demand & revenue from banqueting/F&B activities in the previous quarter during the festive season
- LBT recorded at RM25.6m in the current quarter mainly attributable to higher depreciation from asset review exercise.
- Excluding depreciation, NOI recorded at RM1.4 million

9M FY2024 vs 9M FY2023 (YoY)

- Revenue grew by 11.4% to RM74.3m driven by higher banqueting/F&B, membership and golfing activities
- LBT of RM25.7m due to higher depreciation incurred as part of asset review exercise (mainly in Q3 FY24)
- Excluding depreciation, NOI improved to RM10.5 million

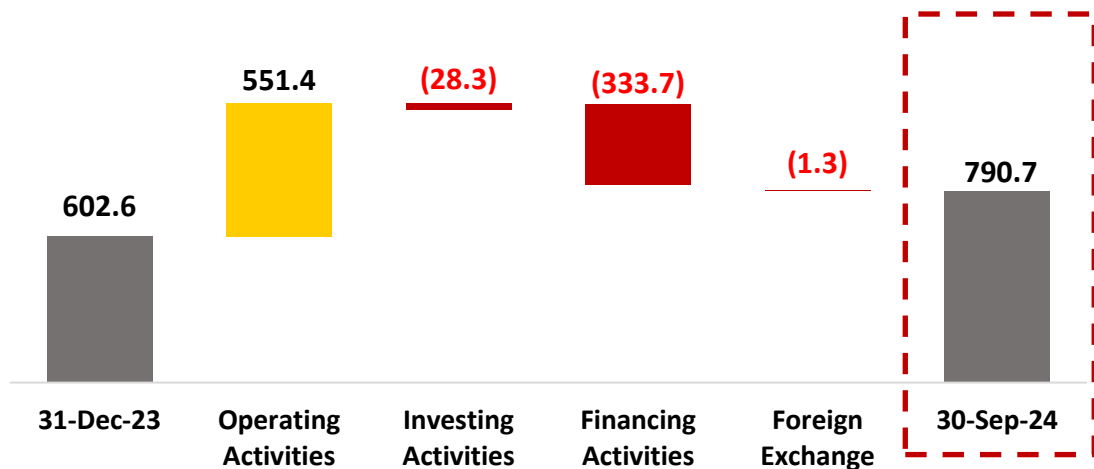
Cash and Debt as at 30 September 2024

- Well-capitalised for growth – cash balances increased to RM790.7m
- Net gearing ratio reduced to 19.5% as at 30 September 2024, lowest since FY2018

Cash & Cash Equivalents (RM mil)

Net operating cash inflow:

- Positive net cash inflow improved in-line with improved site progress and higher revenue in 9M FY2024
- 22 phases of HOVP in 9M FY2024



Net investing cash outflow:

- Maintenance & growth CAPEX
- Equity injection in Joint Ventures

Net financing cash outflow:

Net financing cash outflow due to loan repayment and dividend payment

External Borrowings (RM mil)

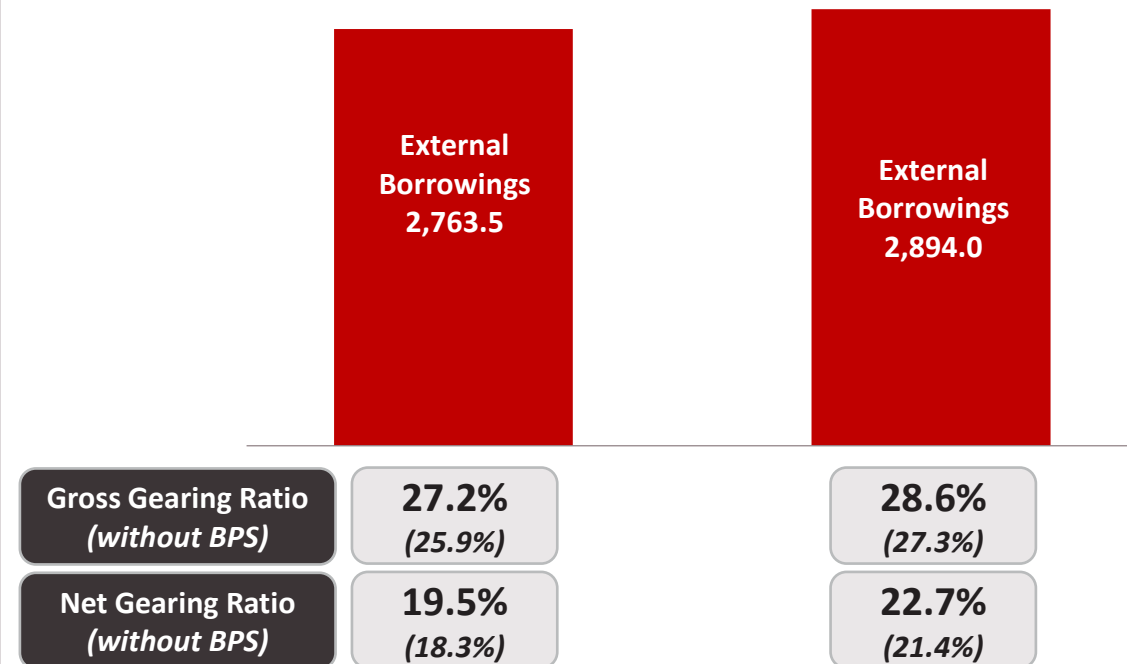
30 September 2024

RM2,763.5m

31 December 2023

RM2,894.0m

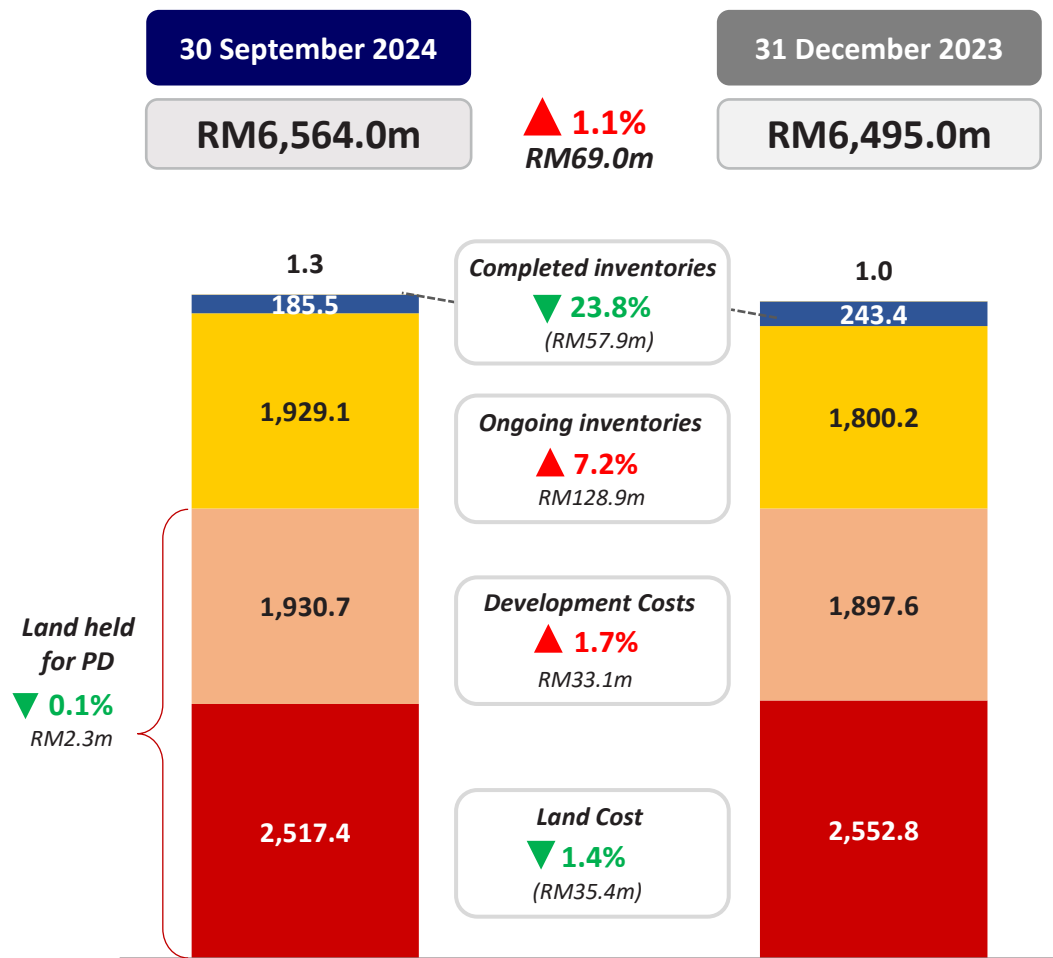
▼ 4.5%
(RM130.5m)



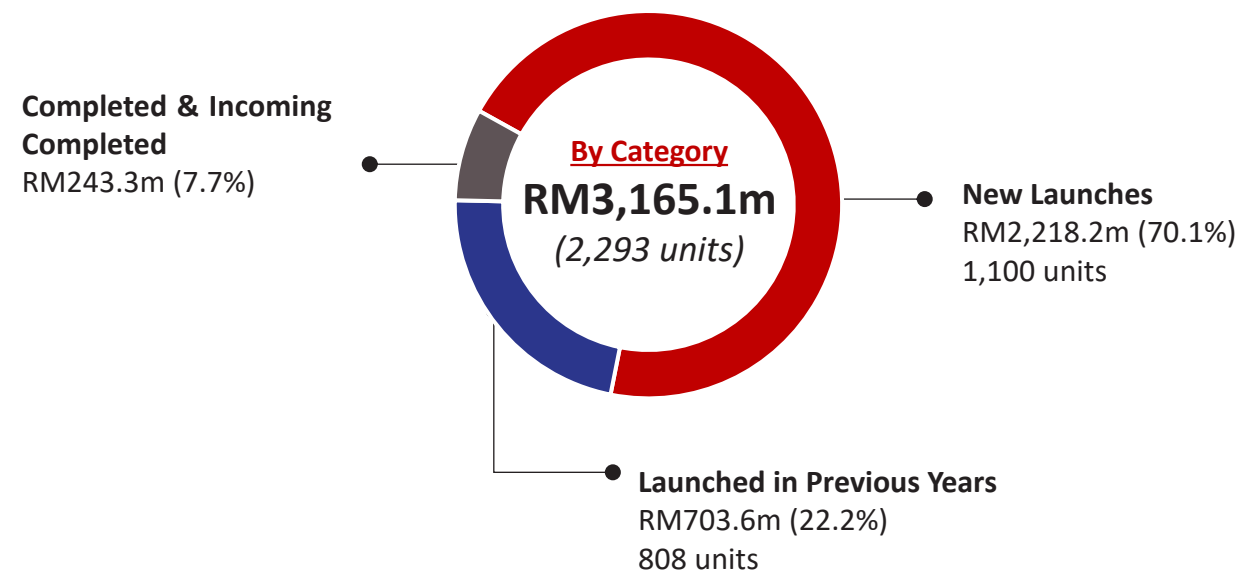
Property Development Inventories as at 30 September 2024

- 70% or RM2.2b of total stocks (GDV) comprise from New Launches, indicating healthy aging
- 9M Completed inventories (% of total inventories in carrying value) remain low at 2.8% (H1 FY24: 4.9%)

Inventories in Carrying Value



Stocks in GDV & Units



Definitions:

- Completed – Projects completed as at 30 September 2024
- Launched in Previous Years – Projects launched prior October 2023
- Incoming Completed – Projects target to complete within FY2024
- New Launches – Projects launched in October 2023 – September 2024



Urban Park at Elmina Lakeside Mall, City of Elmina

Operational Performance

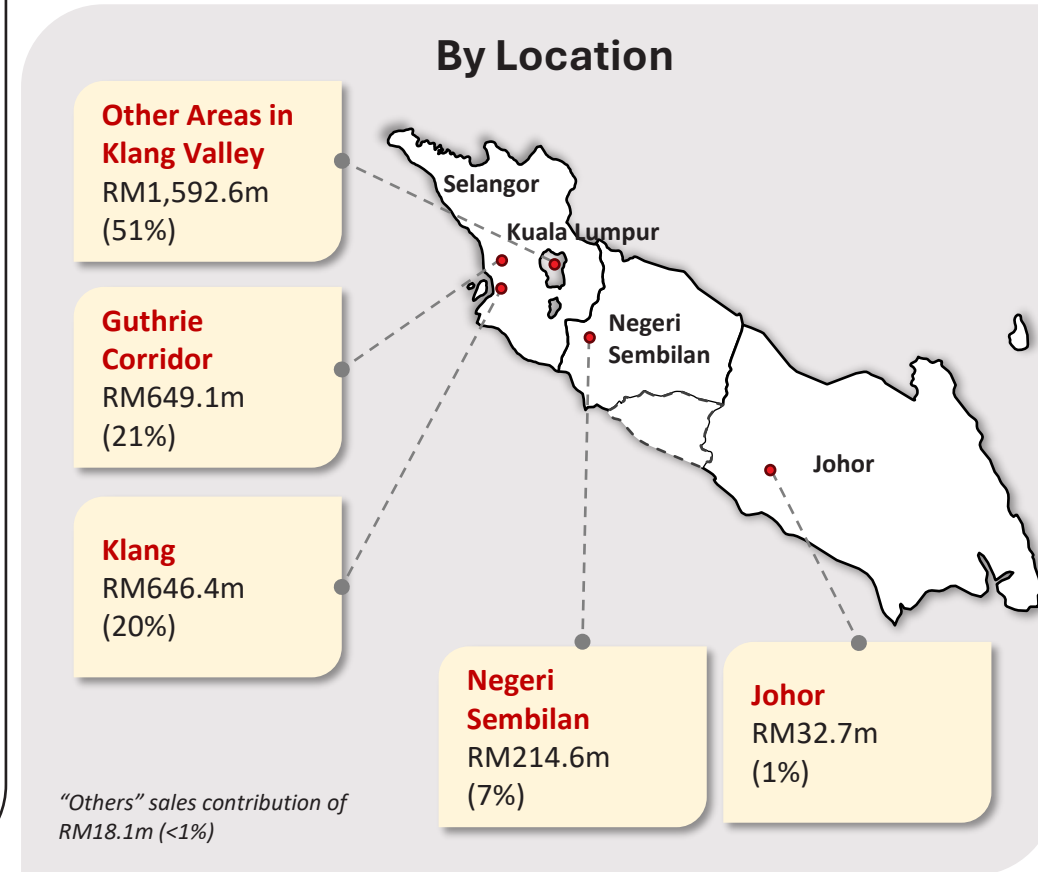
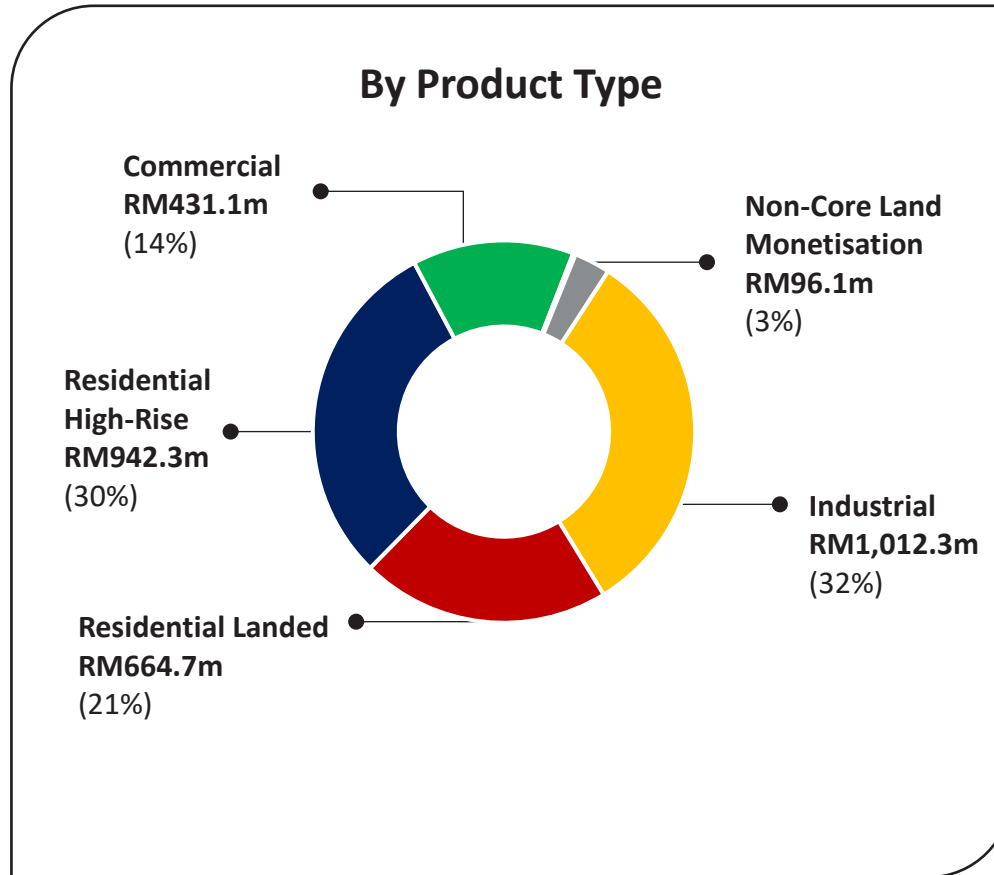
Third Quarter (Q3 FY2024)

Nine Months (9M FY2024)

Sales Achieved by Product Type and Location

- Industrial product remained as the top sales contributor at 32% or ~RM1b
- Residential High-rise saw its sales contribution rose to 30% or RM 942.3m (vs. 22% at RM560.7m in 9M FY2023)
- Commercial products saw a higher contribution at 14% (compared to 2% in 9M FY2023)

RM3,153.5m
9M FY24
Sales Achieved



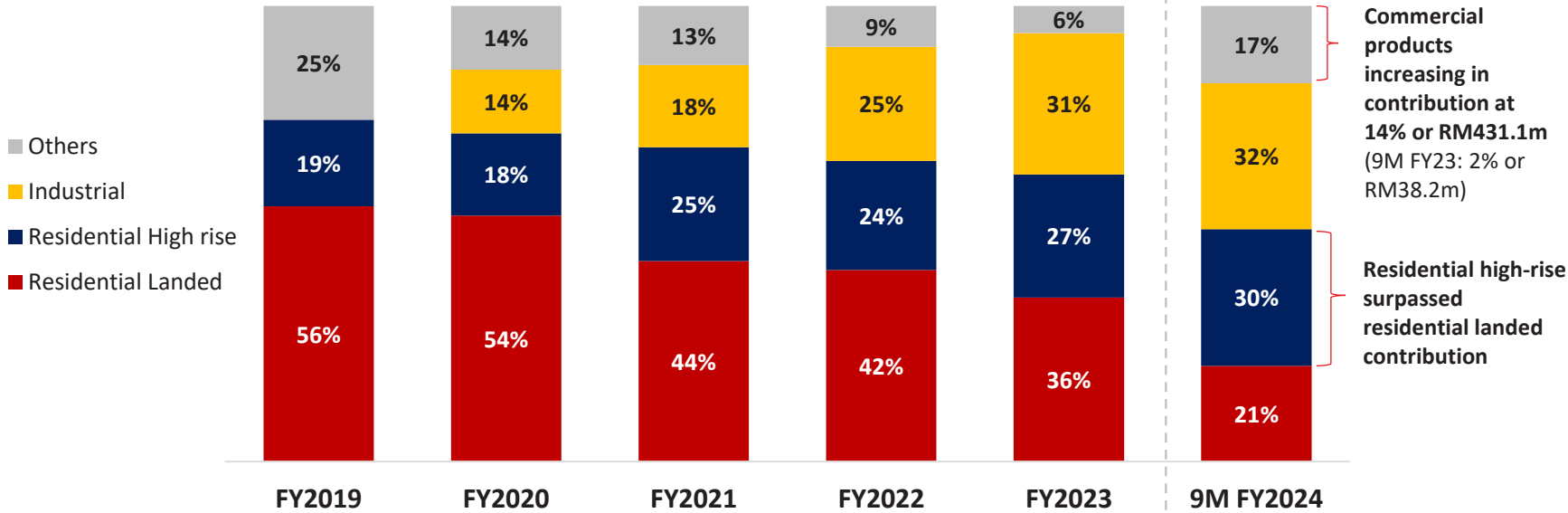
- **Industrial products** sales contribution of 32% or RM1,012.3m mainly from **Bandar Bukit Raja, Serenia Industrial Park, Elmina Business Park & Nilai Impian's XME Business Park**
- **Residential high-rise** contributed 30% or RM942.3m driven by **Hype Residences** in SJ7, **The Ophera** in KLGCC Resort & **TRiARA Residences** in Ara Damansara
- **Residential landed** contributed 21% or RM664.7m mainly from **Elmina Green 7, The Eighth & Ilham Residence 3** in City of Elmina; **Serenia Anisa (3 & 4) and Serenia Aqila (1, 2 & 3)** in Serenia City; **Casira (1, 2 & 3) & Nadira (1 & 3)** in Bandar Bukit Raja
- **Commercial products** contributed 14% or RM431.1m driven by **The Corak** in Serenia City, **Temu 2** in Elmina East, **XME Boulevard** in Nilai Impian 2 & **Laman Idaman** in Bukit Jelutong

Sales Performance Breakdown (by Product Type & Year)

- Achieved sales of RM3.2b in 9M FY24 (+25% YoY) and 91% of FY24 target across a diversified product mix
- 53% of sales are from new launch projects amounting to ~RM1.7b



Sales Performance Breakdown (by Product Type & Year)



	FY2019	FY2020	FY2021	FY2022	FY2023	9M FY2024
Sales Target	RM2.3b	RM1.4b	RM2.4b	RM2.6b	RM2.7b	RM3.5b <i>(revised sales target from RM3.0b)</i>
Sales Achieved <i>(exceeded by)</i>	RM3.1b <i>(+37%)</i>	RM2.0b <i>(+43%)</i>	RM3.0b <i>(+22%)</i>	RM3.7b <i>(+41%)</i>	RM3.3b <i>(+22%)</i>	9M FY24: RM3.2b <i>(91% of target)</i>

9M FY2024 Sales Achieved RM3,153.5m

+25% Higher sales achieved vs RM2,519.0m in 9M FY23

53% Sales are from new launch projects
Or RM1,678.8m

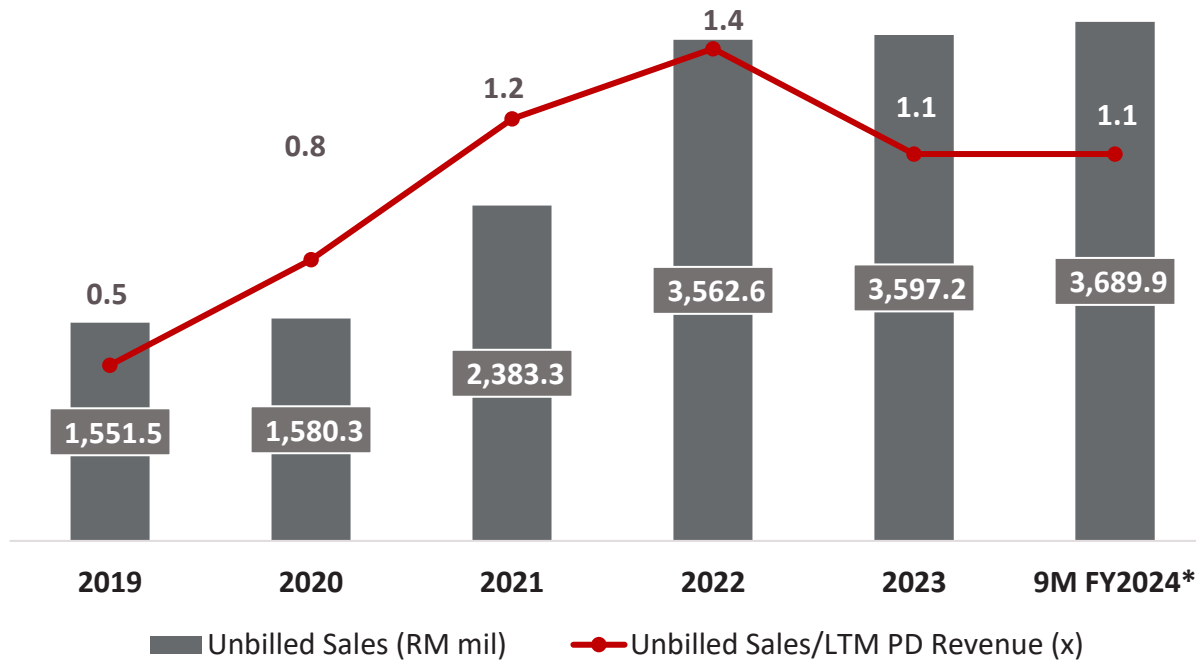
38% Not new launch projects
Or RM1,182.6m

9% Incoming completed & completed projects
Or RM292.1m

91% Full year revised sales target of **RM3.5b**

Unbilled Sales as at 30 September 2024

- Maintained strong unbilled sales of RM3.7b or 1.1x cover ratio
- Healthy earnings visibility across the next three years



*9M FY2024 is based on latest FY2023 Audited Results for PD Revenue

- **Unbilled sales at RM3.7b or 1.1x cover ratio as at 30 September 2024 (+2.6% vs 31 Dec 2023)** on the back of the **growing contribution from i) residential high-rise** (which extends earnings visibility given the longer product life-cycle) **and ii) industrial products**
- Bulk of the unbilled sales will be recognised in FY2025 with the remaining balance to be recognised in FY2026 and beyond

- Majority of unbilled sales located within Greater Klang Valley region
- 51% and 49% split between Township & Integrated Development

RM3,689.9m as at 30 September 2024

By Property Development Type

Township Development

RM1,898.3m (51%)

31 Dec 2023: RM2,133.5m (59%)

Integrated Development

RM1,791.6m (49%)

31 Dec 2023: RM1,463.7m (41%)

By Location

Other Areas in Klang Valley

RM2,167.7m (59%)

Guthrie Corridor

RM670.4m (18%)

Klang

RM741.8m (20%)



Negeri Sembilan

RM95.4m (3%)

Johor

RM14.6m (<1%)

Q3 FY2024 Launches – Residential Landed & Industrial

- RM511.8m worth of Residential Landed & Industrial products were launched in Q3 FY2024
- Total GDV launch for Residential Landed & Industrial amounted to RM1,862.7m in 9M FY2024



Q3 FY2024 Launches

9M FY2024 Review

Resi. Landed Q3 FY2024 GDV Launched: **RM39.7m**



Suasana 2, Bandar Ainsdale
65 units | RM39.7m

Industrial Q3 FY2024 GDV Launched: **RM472.1m**



i23 & i24, EBP (2 Storey Semi Detached Factory)
60 units | RM230.5m

CU-3a, Serenia Industrial Park (Semi-D & Detached Factory)
28 units | RM191.3m

List is non-exhaustive

528.5m
Residential Landed
GDV launched in 9M FY24

9M FY2023: 1,478.8m

80%

Average take-up
rate

9M FY2023: 70%

1,334.2m
Industrial
GDV launched in 9M FY24

9M FY2023: 675.6m

74%

Average take up
rate

9M FY2023: 86%

Take-up rates as at 10 November 2024

Battersea Power Station Updates



Battersea Power Station

Battersea Power Station Updates

- Take-up rates for Phase 3B (Electric Boulevard) residential component increased to 61% and office building to 45% as at Q3 FY2024

Key updates in Q3 FY2024

- 1 **Over 24 million visitors** to the estate since the Power Station and Electric Boulevard opened in October 2022
- 2 **Footfall grew by 16% year-on-year** to 9.4 million visitors for 9M FY24
- 3 Fashion and F&B in Battersea Power station **recorded sales growth of 27% and 21%, respectively** (Q3 FY24 vs. Q3 FY23)
- 4 **Leasing status improved for 50 Electric Boulevard with an increase to 45%.** Strong interest & demand across remaining floors and expected to be significantly occupied by H2 FY2025

Residential

Residential Sales

61%

+ 2% (vs H1 FY24)

Phase 3B (Koa @ Electric Boulevard)

Commercial

Leasing status

45%

+ 25% (vs H1 FY24)

Phase 3B (Office Building)

Tenancy Update (50 Electric Boulevard)



SharkNinja expanding its presence to lease

32,000 sq ft

for the brand's new EMEA headquarters



TEAM LEWIS has leased

10,500 sq ft

as their new global headquarters

Pending exchange to a globally renowned business to lease

48,000 sq ft



Christmas at Battersea Power Station

Battersea Power Station to host series of Christmas events this year

Land Bank Management & Activation Plan



Land Bank Management & Activation Update



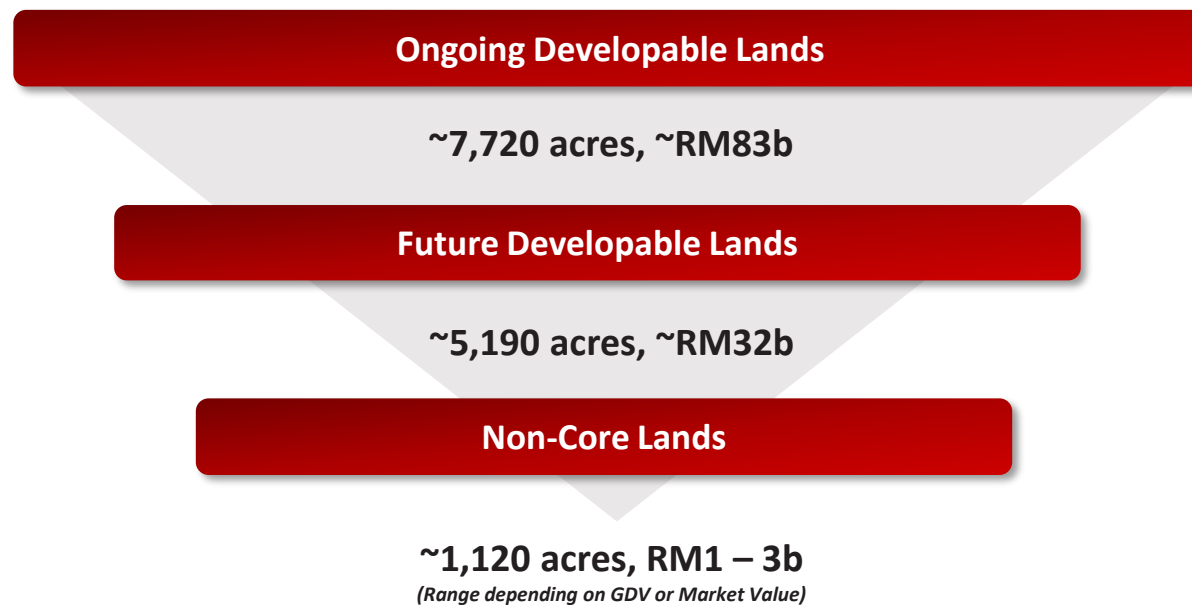
- Activated ~323 acres of land in 9M FY2024; approx. ~150 acres from industrial land activation
- Total remaining developable GDV of ~RM115b across ~12,900 acres of remaining land

Land Activation

	Land Activation (Acres)	Non-Core Disposal (Acres)	Total
9M FY2024	~245	~78	~323
FY2023	~540	~400	~940
FY2022	~640	~610	~1,250
FY2021	~730	~70	~800
FY2020	~250	Nil	~250
FY2019	~300	Nil	~300

- Activated ~323 ac of land in 9M FY2024; ~150ac from industrial activation
- Land activation in FY2023 at ~940 ac surpassed 5 years' average at ~700 ac (FY2019 – FY2023)

Remaining Land Bank & GDV (as at September 2024)



~12,900 acres
Remaining Developable Land Bank

~115b
Remaining GDV

RM13m – RM14m
GDV/acre

Malaysian Economy & Sector Outlook



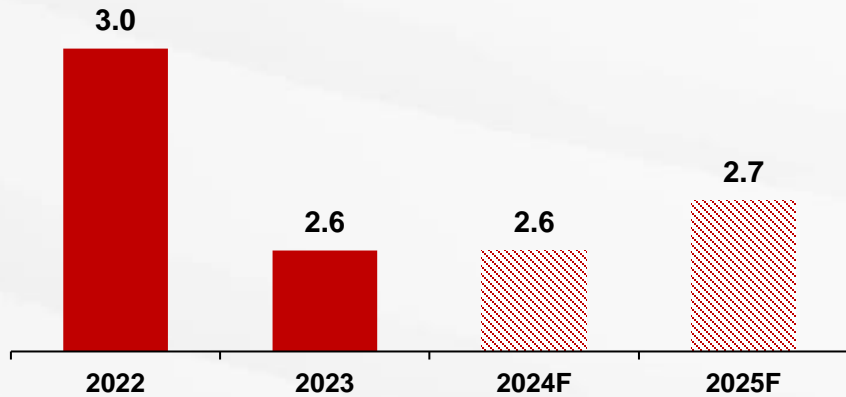
Metrohub 2, E-Metro Logistics Park, Bandar Bukit Raja

Macroeconomic Outlook

- Global economy forecasted to grow by 2.6% and 2.7% in 2024 and 2025; ASEAN region to benefit from rate-cut cycle
- Malaysia's economy projected to grow between 4.8% – 5.3% in 2024; Property market to grow in tandem

Global economy to sustain growth...

Global GDP growth estimates %



Source: World Bank



Shift towards easing monetary policies; entering a rate cut cycle

The Fed has cut interest rate by 75 basis points to 4.50% since September 2024

ASEAN stands to benefit from the US interest rate cuts

The narrowing of interest rate differentials between the US and ASEAN countries has driven fund flows into regional currencies



Moderation in inflation across major economies

Inflation data (Oct '24 vs Jan'23)

- US - 2.6% vs 6.4%
- Euro Area - 2.0% vs 8.7%
- China - 0.3% vs 2.1%

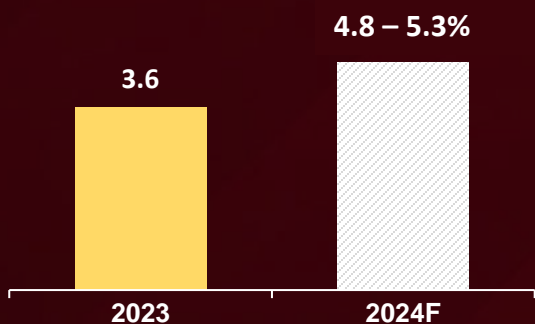
Bloomberg

Funds Pour Into Southeast Asia as Easing Cycle Gets Underway

Ringgit has appreciated 14.35% against the US dollar over the last three months (Jun – Sept '24)

Malaysia's economic growth projected to grow between 4.8% - 5.3%

Malaysia GDP growth estimates %



Strong domestic and external growth

All economic sectors projected to register growth, led by Construction sector with growth of 15.8% (FY24) and 13.8% (FY25)



Strengthening FDI & DDI

Highest approved Investment recorded in FY2023, amounting to RM330b



Strong Investment upcycle set to take off

Government policies (NETR, NIMP, etc.) as catalysts for higher investment growth; Private investment projected to grow by 10.0% in FY24

Non-exhaustive

Source: BNM

Property market growing in tandem with the economic trajectory

+23.8% YoY growth

Property Transaction Value in H1 FY24

+8.0% YoY growth

Property Transaction Volume in H1 FY24

Contribution to Property Transaction value by sub-sector (%):

Residential

46.8%

Commercial

22.4%

Industrial

12.8%

Agriculture

9.2%

Source: NAPIC



Aerial view of Bukit Cheraiah Forest Reserve

Moving Forward

Our Strategy

Our Strategy

Strategy remains intact; focus on execution of our plans towards becoming a Real Estate Company



Our Purpose

To be a **Value Multiplier** for people, businesses, economies and the planet

Our Vision

Advancing real estate as a force for collective progress, in harmony with the planet's resources

Our Mission

To develop, own and manage a thriving asset portfolio, **creating value for all stakeholders**

SHIFT25 Strategy remains intact and aligned with our Purpose, Vision, Mission, and Values;

SHIFT 25



Pure-Play Property Developer

▶ **Real Estate Company**

Master Developer • Community Builder • Investment & Asset Manager

ENGINES OF GROWTH FRAMEWORK

ENGINE 1

Core Business

- **Execution & delivery** – current source of revenues, profit, cash flow
- **Maximising Core's potential** via growth in township and integrated developments, expanding Industrial & Logistics, and placemaking elements

ENGINE 2

Business Reinvention

- **New business model** to better serve customers or new **closely related business with growth potential**
- Enhance our **recurring income portfolio**
- **Geographical expansion**

ENGINE 3

Experimental Bets

- **Opportunity for experimental bets** on new innovation / business segments i.e., affordable landed homes

Q4 FY2024 Launch Plan

- Total of ~RM1.1b with 1,472 units to be launched in Q4 FY2024 (mainly Resi. High-rise)
- 79% from Resi. High-rise, 10% from Resi. Landed, 8% from Commercial and 3% from Industrial in terms of GDV %



Q4 FY2024

Units to be Launched: 1,472 | GDV to be Launched: RM1,107.2m

Product	9M FY2024 Launched			Q4 FY2024 Planned Launches		
	Units	GDV (RM mil)	GDV (%)	Units	GDV (RM mil)	GDV (%)
Industrial	175	1,334.2	47%	3	31.0	3%
Residential High-Rise	296	762.5	27%	1,287	876.9	79%
Residential Landed	526	528.5	19%	138	113.0	10%
Commercial	138	206.9	7%	44	86.3	8%
Statutory	68	13.6	0%	Nil	Nil	
Total	1,203	2,845.7	100%	1,472	1,107.2	100%

Key Upcoming Launches:

Industrial

Serenia Industrial Park

Commercial

Bukit Subang

Residential (Landed & High Rise)

City of Elmina, Bandar Bukit Raja, KL East, & Putra Heights



KLICC Clubhouse

Investment Proposition

Investment Proposition

- Clarity of purpose, strengthened fundamentals and track record for growth
- Towards greater income diversification and value multiplication

➤ Strong Financial Position

9M FY2024 Revenue
RM3,273.8 million

9M FY2024 Profit Before Tax
RM636.8 million

➤ Solid Balance Sheet

Strong Cash Position
RM790.7 million

Healthy Net Gearing
19.5%

➤ Revenue Visibility

9M FY2024 Sales
RM3.2 billion

Unbilled Sales
RM3.7 billion / 1.1x
cover ratio

Bookings
RM1.9 billion *(as at 31 Oct 2024)*

➤ Stable Return

Committed towards maximising shareholders' returns

First Interim Dividend of FY2024: 1.5 sen

Dividend Payout %:

FY2023: 41.7% (2.5 sen)

FY2022: 43.1% (2 sen)

FY2021 (restated): 46.3% (1 sen)

FY2020 (excl. one off): 133.4% (1 sen)

FY2019: 65.4% (3 sen)

➤ Outlook for FY2024

Sales & GDV Launch Target

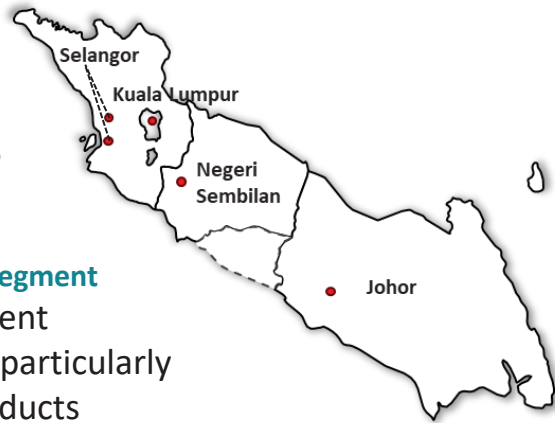
- GDV Launch – RM3.9 billion
- Revised Sales Target – RM3.5 billion (from RM3.0 billion)

Upbeat on Property Development Segment

- Strong growth from PD segment through diversified launches particularly industrial and residential products

Strategic Existing Land Bank

- ~12,900 acres with >RM100 billion GDV to be unlocked



➤ Income & Product Diversification

Transformation journey towards – A Real Estate Company by 2025

Investment Assets Portfolio

- AUM of RM4.4 billion as at FY2023
- Group Net Lettable Area (NLA) of ~7.7 mil sq. ft
- ~2 mil sq. ft in Industrial (SDPLOG, SDPMIT)

Industrial as key future growth engine

- Presence in 6 established townships
- Increasing sales contribution from 14% in FY2020 to 32% in 9M FY2024
- ~RM5.4b billion GDV of industrial products launched in FY2019 – 9M FY2024



Thank you | Q&A

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