# **Results Announcement for the Third Quarter Ended 30 September 2020** Financial Year Ending 31 December 2020 26 November 2020





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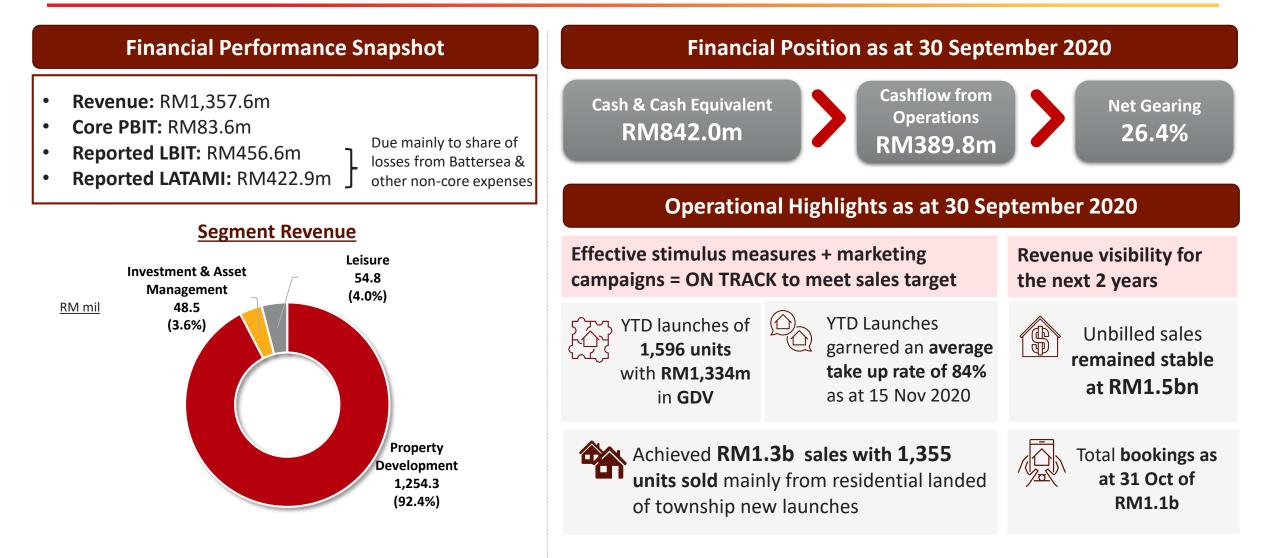


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# 9MFY2020 Key Highlights

Operations profitable; on track to achieve revised sales target of RM1.4b







# **Financial Performance for:** Third Quarter & Nine Months of FY2020 (3QFY2020 & 9MFY2020)

## **Profit & Loss Performance**

Recovery in 3QFY20; resulting in core profitability for the quarter and on YTD basis



RM mil	3QFY20	3QFY19	ΥοΥ%	2QFY20	QoQ%
Revenue	592.6	850.0	(30.3)	288.2	105.6
Gross Profit	90.8	175.0	(48.1)	(31.4)	388.9
Core Profit before Interest & Tax	105.0	60.4	73.8	(26.1)	502.3
(Loss) / Profit before Interest & Tax	(342.3)	18.1	(1,994.6)	(108.9)	(214.4)
(Loss)/ Profit before Tax	(322.4)	41.1	(884.4)	(98.3)	(228.1)
(LATAMI)/ PATAMI	(355.3)	25.2	(1,507.4)	(81.8)	(334.5)
Basic (Loss)/ Earnings Per Share (sen)	(5.2)	0.4	(1,507.4)	(1.2)	(334.5)
RM mil		9MFY20	9MF)	/19	<b>Υο</b> Υ%

RM mil	9MFY20	9MFY19	YoY%
Revenue	1,357.6	2,291.1	(40.7)
Gross Profit	135.7	584.2	(76.8)
Core Profit before Interest & Tax	83.6	237.3	(64.8)
(Loss) / Profit before Interest & Tax	(456.6)	446.7	(202.2)
(Loss)/ Profit before Tax	(409.7)	522.0	(178.5)
(LATAMI)/ PATAMI	(422.9)	495.6	(185.3)
Basic (Loss)/ Earnings Per Share (sen)	(6.2)	7.3	(185.3)

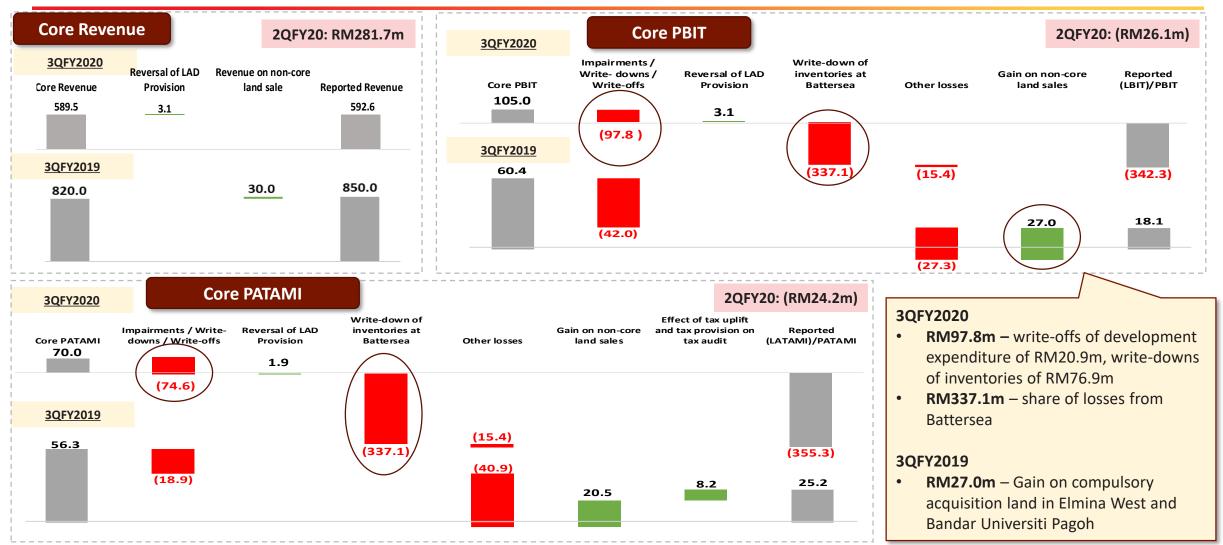
	3QFY20 vs 3QFY219 (YoY) and 2QFY20 (QoQ)
•	<b>Higher revenue in 3QFY20 vs 2QFY20</b> (QoQ) on the back of gradual recovery in all business segments; 2QFY20 was impacted by the pandemic and MCO period
•	Lower revenue in 3QFY20 vs 3Q FY19 (YoY); mainly due to PD revenue decline by 32.0%
•	Excluding share of losses from Battersea & other non-core expenses, core PBIT for 3QFY20 stood at <b>RM105.0m</b> ; representing both a Y-o-Y and Q-o-Q improvement
	9MFY2020 vs 9MFY2019 (YoY)
•	<b>Lower revenue</b> for 9MFY2020; disruption caused by Covid- 19 pandemic
•	Excluding share of losses from Battersea & other non-core expenses, core PBIT for 9MFY20 stood at <b>RM83.6m</b>
•	Higher finance cost charged out to the income statement rather than being capitalised
•	9MFY2019 performance was also enhanced by gains on

 9MFY2019 performance was also enhanced by gains on the disposal of overseas properties of RM208.8m and land sales of RM174.0m

## **Core Results in 3QFY2020**

Core PBIT in 3QFY2020 improved by 74% YoY and 502% QoQ respectively



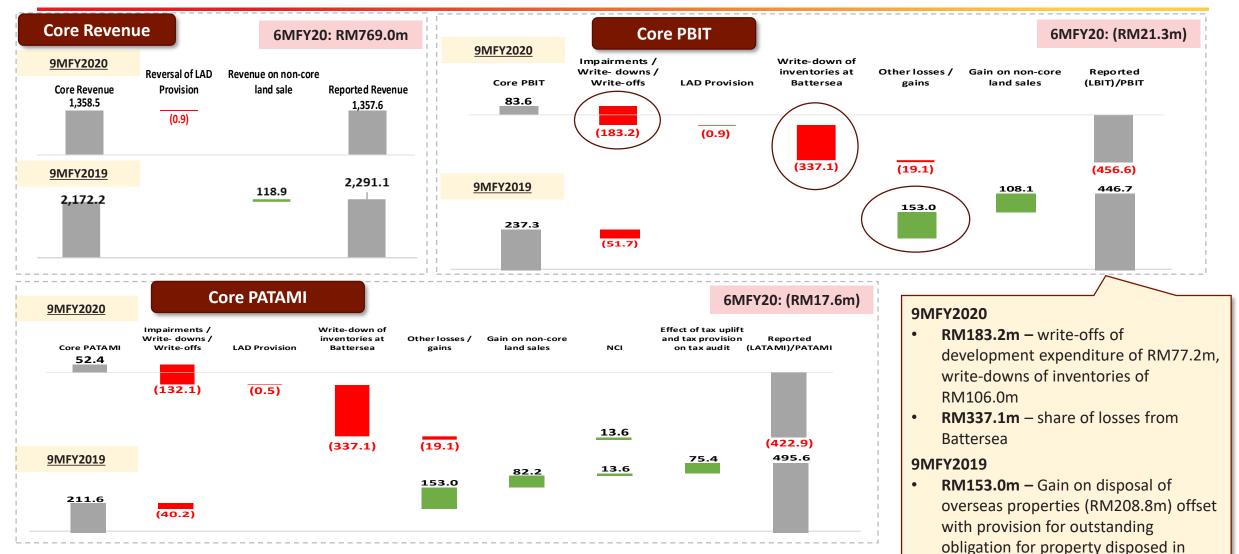


## **Core Results in 9MFY2020**

9M core PBIT and core PATAMI declined by 65% and 75% YoY respectively



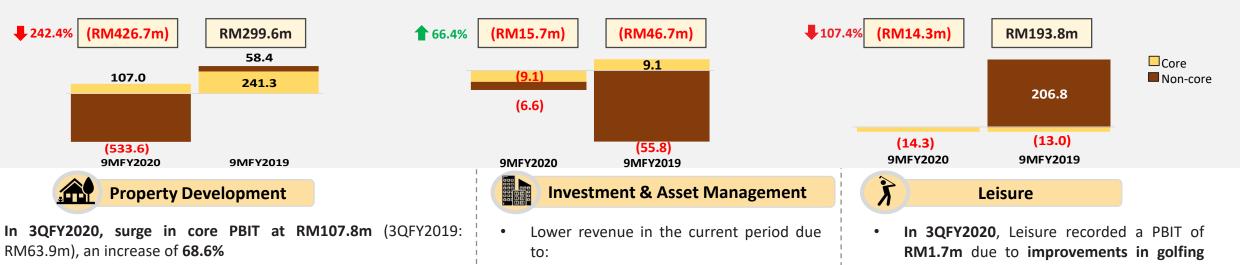
FY2017 (RM55.8m)



7

# Segmental PBIT/ (LBIT) Analysis for 9MFY2020

Surge in core PBIT for Property Development and profit for Leisure in 3QFY2020, contributing to 9MFY2020 overall profitability



- 9MFY2020 core PBIT stood at RM107.0m (9MFY19: RM241.3m), lower take-up rate and construction progress in flagship townships
- LBIT was registered due to:
  - Lower revenue due to the pandemic and MCO implementation
  - Higher share of losses from Battersea amounting to RM368.1m
  - Write-down of inventories /write-off of development expenditure totalling RM183.2m
  - Realised foreign exchange loss of RM13.8m
- 9MFY19 was also enhanced by gains on the disposal of overseas properties and land sale gains

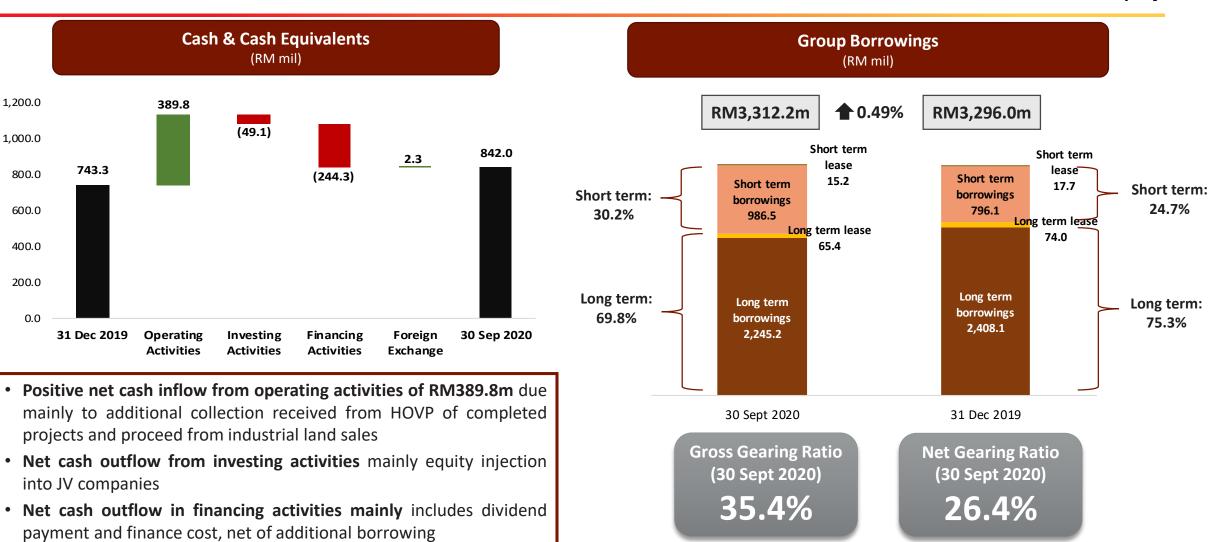
- Lower occupancy rate and ancillary revenue
- **Rent concessions** given to tenants
- LBIT was also impacted by:
  - Higher pre-opening expenditure incurred for KL East Mall of RM14.1m (9MFY19: RM3.0m) prior to the targeted opening
  - Higher share of losses from JVs
- Impact of high provision for a JV in the previous year

- and membership revenue subsequent to the easement of the MCO
- However, 9MFY2020 LBIT marginally higher ٠ y-o-y on the back of earlier losses chalked up during the year, and contributions from events and functions remain low
- Performance in FY2019 was boosted by ٠ gains on disposal of property in Singapore of RM208.8m



## Cash and Borrowings as at 30 September 2020

Healthy cash balances on the back of positive operating cashflow, with moderate gearing level



Sime

Darb

Property

1,200.0

1,000.0

800.0

600.0

400.0

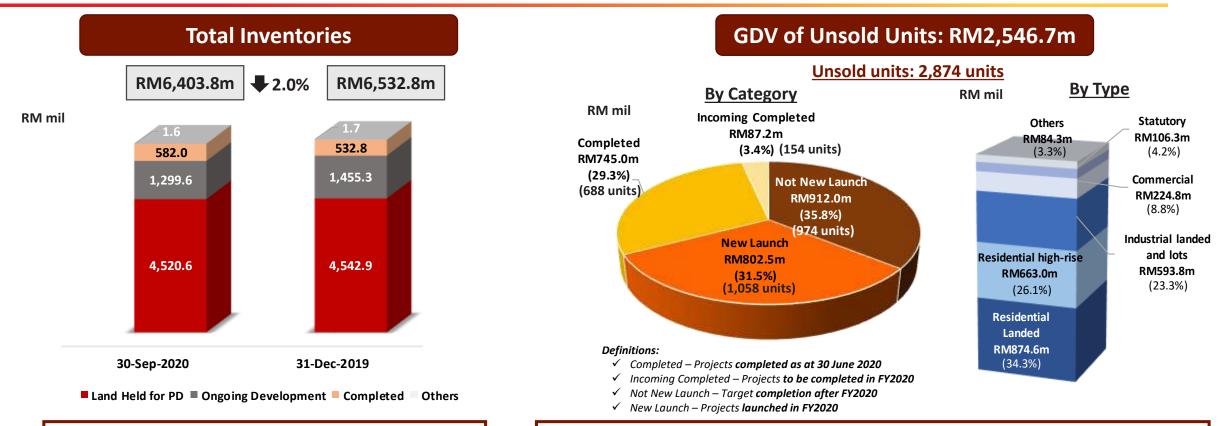
200.0

0.0

### **Property Development Inventories**

Completed and ongoing inventories remain at manageable level





**Completed inventories increased by 9.2%** due to the **completion of the ongoing developments in FY2020**, mainly from The Ridge in KL East and industrial lots in Elmina East

Main inventory categories comprise:

- Not New Launch (36%); mainly from XME Business Park in Nilai, Aurora in Subang Jaya and Lot 15 in SJCC
- New Launch (32%); mainly from Elmina Green 3 in Elmina West and industrial lots in Elmina Business Park

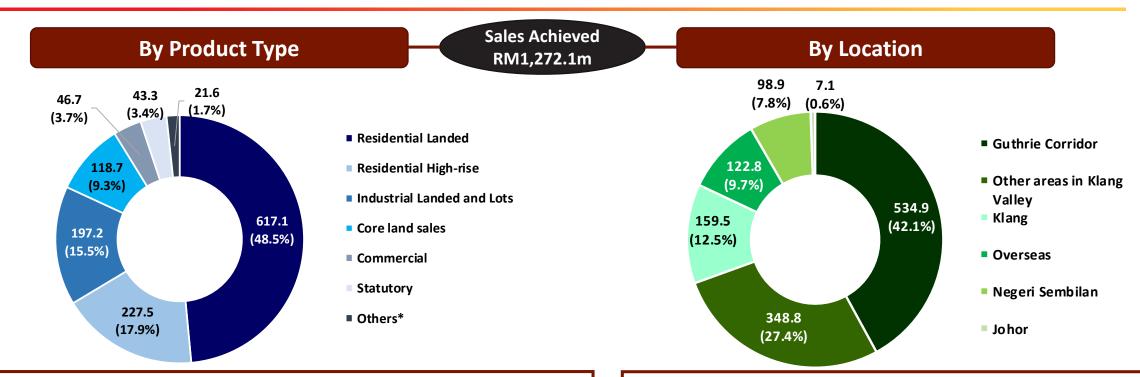


# **Operational Performance for 9MFY2020**

# Sales Achieved by Product Type and Location

Residential & Industrial products remain as the right products in the Klang Valley





- Residential Landed: Comprises the main component at 49%; out of which 58% of sales achieved in residential landed is derived from New Launches (e.g. Ilham Residences in Elmina East and Lumira in Bandar Bukit Raja)
- Residential high-rise: Represents 18%, of which 40% was attributable to sales achieved in Aurora, SJCC and Cantara Residences, Ara Damansara
- Industrial: Contributed 15.5% or RM197.2m, an increase compared to 6MFY20 of RM87.9m

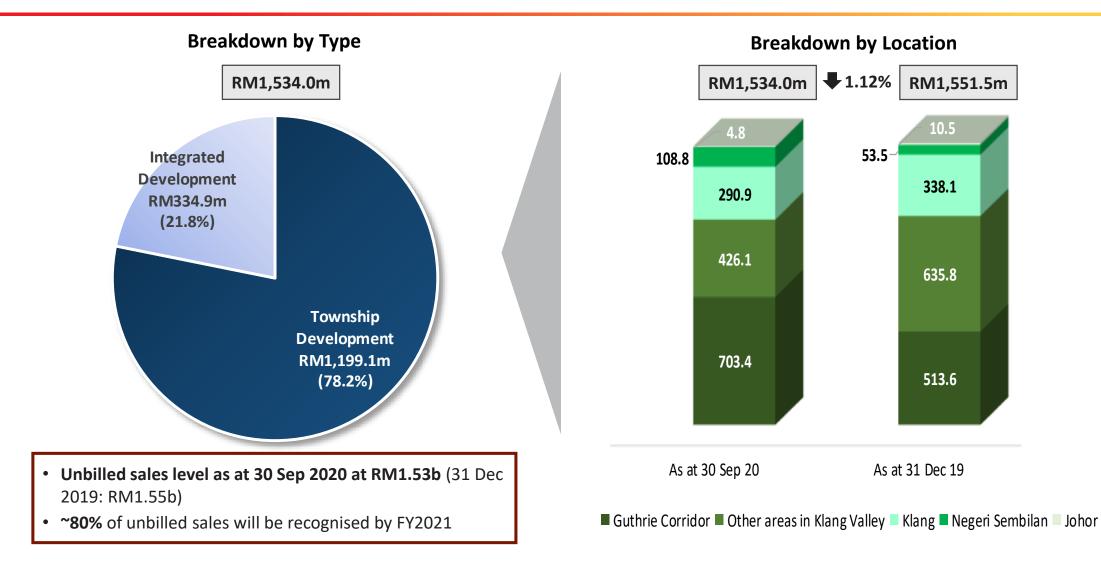
Total Klang Valley sales achieved stood at 82%:

- Guthrie Corridor (42.1%): 56% was derived from Elmina East
- Other Areas in Klang Valley (27.4%): 78% derived from Integrated Developments in SJCC and Ara Damansara
- Klang (12.5%): 59% derived from the newly-launched Lumira 1 & 2 in BBR 2&3

# Unbilled Sales as at 30 September 2020

Stable unbilled sales with revenue visibility for the next 2 years





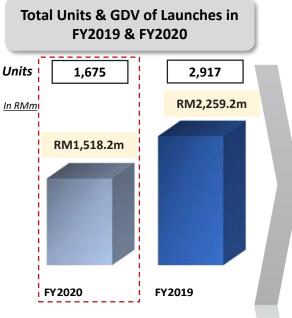
#### Results Announcement for the Third Quarter Ended 30 September 2020

# Launches in 9MFY2020

Commendable average take-up rate of 84% for new launches as at 15 November 2020



Year to Date Project Launches





100%

30%

Elmina East (Temu) (Shop/Office/Retail Space) No. of Units : 70 units : RM126 million Value

Value

Launch Date : Mar 2020 Bandar Bukit Raja 2

(Lumira 1 & 2) (Terrace House) No. of Units : 232 units

Value : RM172 million Launch Date : May & Aug 2020

#### Serenia City (Lakeside Square) (Shop/Office/Retail Space)

No. of Units : 14 units : RM16 million Value Launch Date : Aug 2020

Note: Take up rate is as at 15 November 2020

**Elmina West** (Elmina Green 3A&3B) (Extended Linked Homes) No. of Units : 412 units Value : RM330 million Launch Date : Aug 2020

Serenia City (Ariya 1 & 2) (Double Storey Linked Homes) No. of Units : 202 units Value : RM127 million Launch Date : Sep 2020

Bandar Ainsdale (Embun 2) (Double Storey Linked Homes) No. of Units : 113 units Value : RM61 millior Launch Date : Sep 2020

: 40 units : RM131 million : Sep 2020

10%

Elmina Business Park (The Twin Factories) (Semi Detached Factory) No. of Units

Value Launch Date





80%

62%





Product Type	Township	GDV	Units
Residential Landed	Elmina East, Putra Heights	166.5	72
Commercial	SJCC	15.5	7
Tota	al	182.0	79



## Spotlight 8 2020

SPOTLIGHT

18 July

**New Launch** 

City of

Elmina

Successful sales campaigns continue to be the winning formula for SD Prop

8 Aug

**New Launch** 

16<sup>th</sup> July 2020 - 27<sup>th</sup> Sep 2020

and extended for another week

to 10<sup>th</sup> Oct 2020

15 Aug

**Superdeals** 

Successfully garnered **RM1.5b of bookings** through the campaign, surpassing Spotlight 8 2019's booking of RM1.1b

26 Sept

Superdeals

3-10 Oct

All Superdeals

**Grand Finale** 

### **CAMPAIGN HIGHLIGHTS**

- Features 4 New Launches in 4 locations across SD **Prop's townships**
- Superdeals weekends feature Not New Launch and Completed units with attractive packages at various locations

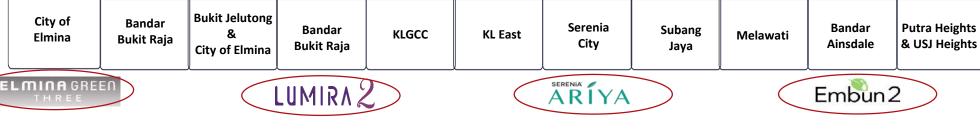
1 Aug

Superdeals

25 July

**Superdeals** 

Results Announcement for the Third Quarter Ended 30 September 2020



15

29 Aug

**New Launch** 

5 Sept

**Superdeals** 

22 Aug

**Superdeals** 



19 Sept

New Launch

12 Sept

Superdeals





# **Strategy Moving Forward**

### **Property Market Overview**

Near- term prospect remains challenging; recovery tempered by third wave of the pandemic

### The RESIDENTIAL MARKET remains challenging

- Mixed sentiment in the current residential market but overall interest in the sector remains despite the different and unprecedented challenges facing Malaysians
- Residential loan applications jumped in May (+56.8% MoM) and June (+143.3% MoM), although there was a tapering in July (+17.6% MoM) and August (-8.2% MoM); loan approvals also improved compared with the same period a year ago (Jun 20: +83.2% MoM; Jun 19: -11.4% MoM)
- > Developers are moving on and are increasingly using different forms of marketing virtual. customer relationship marketing, mobile apps – to make the marketing process more inclusive Sources: https://www.thestar.com.my/business/business-news/2020/10/19/to-buy-or-not-to-buy and Bank Negara Malaysia

#### As the property sector correlates directly with the health of the economy, RETAIL INVESTMENT is expected to be under further pressure

- Although the government has allowed most businesses to return to normalcy, the **Conditional Movement Control Order (CMCO)** period could cause retailers in Greater Kuala Lumpur to register further losses in sales
- With the nationwide Recovery Movement Control Order (RMCO) being extended to end-2020, retail stores that are highly dependent on foreign tourists will be further affected
- > Occupancy rate in Greater KL currently hovers around 87.0%. The pandemic has accelerated the closing down of underperforming stores Source: Greater Kuala Lumpur – Property Market Monitor Q3 2020, JLL

**Government's Measures** 

Assistive measures for SMEs:

- Extension of special tax deduction on renovation & refurbishment costs
- Extension of accelerated capital allowance on eligible capital expenses
- Extended Wage Subsidy Programme for another 3 months Sources: PRIHATIN, PENJANA and Budget 2021

### • Real Property Gains Tax exemption

• Passing of Covid-19 Relief Bill 2020

• 70% margin financing limit for

(RM600k & above) uplifted

Stamp duty exemption

3<sup>rd</sup> residential property

Source: PENJANA

#### **Government's Measures** EdgeProp

### Serenia Ariya phase 1 and 2

snapped up within three days





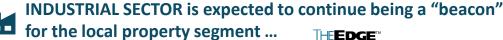
90% take-up for Sime Darby's Embun 2

**Che Malausian Reserve** 

Jarb

Property





#### **Government's Measures**



SDP's Elmina Business Park's ready-built factories achieve 70% take-up rate

- Introduced more tax incentives to lure foreign companies to relocate their business operations to Malaysia, providing greater opportunities for industrial parks segment
- Committed to provide funding for industrial park infrastructure maintenance and improve internet connectivity
- Special incentive package for high valueadded technology including for industrial parks



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# **Key Focus Areas for FY2020**

Short term focus to ensure a sustainable revenue stream



<b>IMMEDIATE TERM:</b> Business Re-alignment & Focus				ocus
1	REVENUE	GENERATION		2 FINANCIAL MANAGEMENT
GETTING IT RIGHT (Product & Positioning)	CLEAR UNSOLD INVENTORIES	INTENSIFY MARKETING EFFORTS	CONVERSION OF BOOKINGS INTO SALES	COST & CASHFLOW MANAGEMENT
Launch residential landed products within the <b>right</b> <b>price range</b> , RM500-800k in our flagship Township Developments such as Elmina & Bandar Bukit Raja	<ul> <li>Prioritise sales of high-rise &amp; completed inventories with attractive packages</li> <li>Leverage on government stimulus &amp; relief measures</li> </ul>	<ul> <li>Increased use of digital marketing channels such as emails, news portals &amp; social media, as well as virtual showrooms</li> </ul>	<ul> <li>RM1.1b worth of bookings as at 31 Oct 2020</li> <li>Focus on conversion of bookings to sales, with an aim to exceed revised sales targets</li> </ul>	<ul> <li>Optimisation of direct &amp; overhead costs and capital expenditure spend</li> <li>Preserving financial discipline to maintaresiliency</li> <li>Continued to review and monitor the financial impact of COVID-19</li> <li>RM4.5 Billion Sukuk Musharakah Programme for Sustainability Sukuk witt investment-grade rating of AA+<sup>IS</sup> and statoutlook</li> </ul>

### **Key Focus Areas Beyond FY2020**

While maintaining sight of a balanced & diversified business portfolio over the longer-term







# **Investment Proposition**

### **Investment Proposition**

Strong fundamentals and track records for growth







# **THANK YOU**



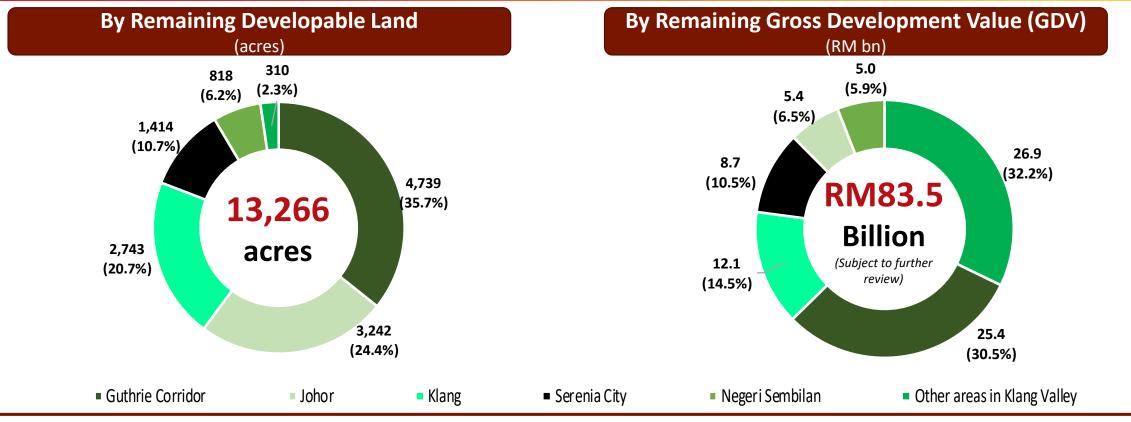


# Appendix

# Remaining Landbank and GDV as at 30 September 2020

Sustainable growth with remaining developable period of 25-30 years





Remaining developable area for **future developments** i.e MVV, Planters' Haven West, Lagong and others amount to **6,584 acres** 

#### Notes:

Township categorisation:

- Guthrie Corridor: Elmina West, Elmina East, Denai Alam & Bukit Subang, Bukit Jelutong and Kota Elmina
- Negeri Sembilan: Nilai, Bandar Ainsdale, Planters' Haven & Chemara
- Johor: Bandar Universiti Pagoh and Taman Pasir Putih
- Other Areas in Klang Valley: Ara Damansara, KLGCC Resort, Putra Heights, KL East, USJ Heights, Taman Melawati, Saujana Impian, SJCC and SJ7

Results Announcement for the Third Quarter Ended 30 September 2020

## **Government's Measures for Property Market**

Government's stimulus packages to spur property market in this low interest rate regime

- Market started to pick up post MCO in June, but has been hit again by the 3<sup>rd</sup> wave of the pandemic
- Low Overnight Policy Rate (OPR) and various government relief measures such as stamp duty exemptions, tax incentives, commitments to improve infrastructure are vital to revive the sector
- OPR maintained at record low level of 1.75% in November's Monetary Policy Committee Meeting

### 2

### Prihatin Rakyat Economic Stimulus Package (PRIHATIN) & Short-Term Economic Recovery Plan (PENJANA)

### RESIDENTIAL



- Stamp duty exemption
- 70% margin financing limit for 3<sup>rd</sup> residential property (RM600k & above) uplifted
- Real Property Gains Tax exemption

Source: JLW 2Q20 Report, Savills - 23 July 2020

### INDUSTRIAL



- A variety of tax incentives for the manufacturing sector & establishment of new businesses attracting foreign investments
- Tax rate exemptions for investment and relocation of manufacturing facilities 9into Malaysia
- Additional operating expenditure for MIDA to undertake marketing & promotional activities under PENJANA

### **RETAIL/OFFICE**



- Stimulus aimed at supporting struggling/newly established small and medium size enterprises (SMEs) Extension of special tax deduction on renovation & refurbishment costs of business premises
- Extension of accelerated capital allowance on eligible capital expenses

### Covid-19 Bill 2020 Passed by Dewan Rakyat on 25 August 2020 and Gazetted on 23 October 2020

- The period from 18 March 2020 to 31 August 2020 shall be excluded from the calculation of time for delivery of vacant possession and for liquidated damages for late delivery of vacant possession
- > The developer may apply for an extension of time of up to 31 December 2020 and subject to the relevant authorities' approval
- > The same Bill was also passed by The Sarawak Legislative Assembly on 9 November 2020

Results Announcement for the Third Quarter Ended 30 September 2020





## **Government's Measures for Property Market (Cont'd)**



Government's stimulus packages to spur property market in this low interest rate regime

### 4 Budget 2021



Stamp duty exemption on instruments of transfer & loan agreement for 1st time buyers for residential properties up to MYR500,000/unit is extended until 31 Dec 2025, effective for SPA signed from 1 Jan 2021 to 31 Dec 2025



- Stamp duty exemption on loan agreements and instruments of transfer given to rescuing contractors and the original house purchasers is extended for another 5 years
- > A total of MYR1.2b will be allocated for housing especially for the low income group
- The Govt will collaborate with selected financial institutions to provide a Rent-to-Own Scheme for 1<sup>st</sup> time buyers. This program will be implemented until 2022 and involve 5,000 PRIMA houses worth MYR1b



Extension for special tax rate applications by selected manufacturing companies relocating their businesses to Malaysia and bringing in new investment to 31 Dec 2022



- Special income tax treatment at a flat rate of 15% for a period of 5 years to non-resident individuals holding key positions for strategic new investment by companies relocating their operations to Malaysia under PENJANA
- > Allocate RM1b as a special incentive package for high value-added technology including for industrial parks
- RM100m to maintain industrial parks' infrastructure
- RM42m to improve internet connectivity in 25 industrial parks
- > To open a furniture industrial park in Pagoh to boost the timber industry
- > Availability of the funds provided for the Industrial Digitalization Transformation Scheme alued at 1 billion ringgit will be extended until 31 Dec 2023

### **RETAIL/OFFICE**

Extended Wage Subsidy Programme for another 3 months with a more targeted approach including for the retail sector
 Assistive measures for SMEs:



- A total of RM500m from these schemes will be designated for Bumiputera entrepreneurs to increase their involvement in the key sectors
- To further assist affected SMEs, the Targeted Assistance and Rehabilitation facility worth 2 billion ringgit under BNM will be introduced through loans from banking institutions
- SME Bank will provide Lestari Bumi financing facility scheme with funds amounting to RM300m