

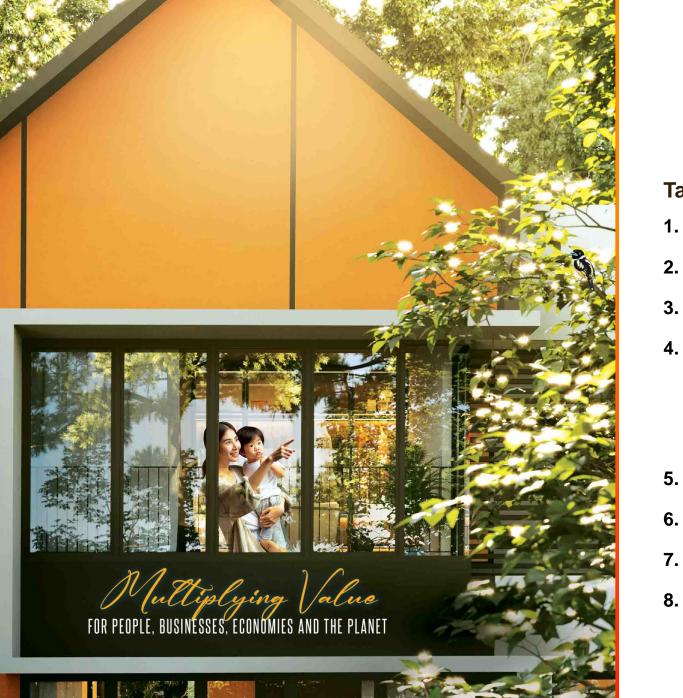
51st Annual General Meeting

Corporate Presentation

20 May 2024



simedarbyproperty.com





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Sime Darby Property Introduction & FY2023 Key Highlights



PURPOSE

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

MISSION

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

VISION

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

VALUES

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



SD Property's Sustainability Framework

Our blueprint for integrating sustainable practices into the core of our business; Serves as a catalyst for positive change in the industry, benefiting all stakeholders

> *OUR PURPOSE* To be a Value Multiplier for people, businesses, economies and planet.

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

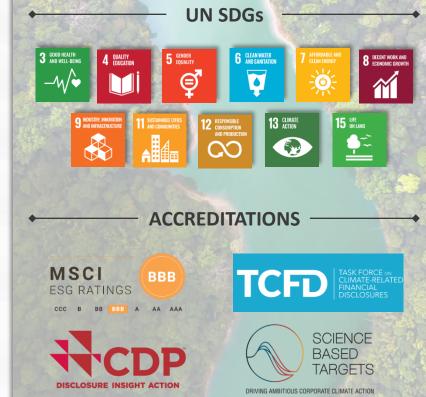
ENVIRONMEN	NT	COMMUNITY		GO	/ERNANCE
Commitment to a 1.5°C aligned company that respects and protects nature.		Leave a net positive impact on the social and economic wellbeing of communities and employees.		Comply and lead in 100% disclosure as per regulatory guidelines.	
Championing energy transition and low carbon in real estate. Enhancing urban biodiversity .		Building climate adaptive communities. Creating positive community experiences.		Establishing and maintaining policies and guidelines. Ensuring consistent reporting and disclosure.	
ENVIRONMENT SO		SOCIAL	ECO	NOMIC	GOVERNANCE
 Climate Adaptation Energy & Carbon Management Urban Biodiversity Water Management Circularity 	 7 Occupati 8 Responsi 9 Diversity & 10 Marketing 11 Corporate 	ity Experience onal Health & Safety ble Supply Chain Management & Inclusion & Communication & Social Responsibility nagement & Training Development	15 Investme Managen	Development nt & Asset	 17 Corporate Governance and Compliance 18 Data Privacy & Cybersecurity



NET ZERO PATHWAY

Setting a clear pathway towards 40% reduction for Scope 1 and 2 by 2030

and operational carbon Net Zero by 2050.



AMBITION

IMPERATIVES

MATERIAL MATTERS

FY2023 Financial Highlights

- SD Property delivers exceptional performance in FY23;
- Recorded highest revenue, gross profit, and operating profit since the 2017 demerger;
- Revenue and PBT grew 25% and 33% respectively to RM3.4b and RM610.3m, respectively;
- Declared second dividend of 1.5 sen, bringing total dividend of 2.5 sen per share for FY2023

Financial Performance Snapshot



Gross Profit **A** 22% RM1,009.0 million

Operating Profit A 39% RM606.4 million

Profit Before Tax A 33% RM610.3 million



RM407.9 million

• Financial Position as at 31 December 2023

Cash Position RM602.6 million

Gearing Ratio 28.6% (Gross) 22.7% (Net) Total Equity RM10,283.5 million

Dividend Declared RM 170.0 million

2.5 sen per share; 41.7% payout ratio

Net Assets per Share Attributable to Owners of the Company

RM1.48

FY2023 Operational Highlights

- Outperformed sales target by 22%, reaching RM3.3b in sales and sustaining record high unbilled sales of RM3.6b;
- RM4.0b GDV worth of diversified products launched in FY2023 (38% residential landed; 34% Residential High rise; 17% Industrial)

Sales Snapshot

Sales Achieved RM3.3 billion

(3,070 units sold)

Total Bookings RM2.0 billion

as at 31 March 2024

Unbilled Sales RM3.6 billion

as at 31 December 2023

FY2023 New Launches RM4.0 billion GDV

Product Launches

Average Take-up Rates*

- All products: 83%
- Residential Landed: 82%
- Residential High-Rise: 75%
- Industrial: 93% *Average take-up rates as at 31 March 2024

FY2023 HOVP ~3,440 units

FY2023 Sales Achieved & GDV Launch Composition

Legend: Sales 27% RM889m **GDV Launch** 31% 34% RM1,043m RM1,383m 17% RM689m Residential Landed 11% RM420m Industrial 38% RM1,550m 6% Residential High-Rise RM200m 36% Others RM1,206m

% Contribution:

- Residential Landed: 36% (Sales); 38% (GDV launched)
- Industrial: 31% (Sales); 17% (GDV launched)
- Residential High-Rise: 27% (Sales); 34% (GDV launched)



Environmental, Social, Governance (ESG) Key Highlights

Sustainability remains a core driver of our strategic vision; integrated across all levels, influencing how we operate and interact with our communities and environment.

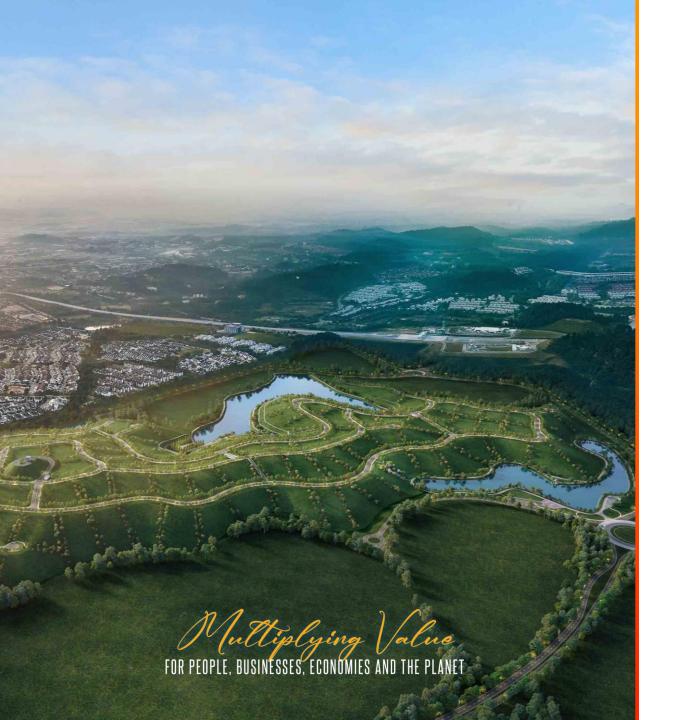


16,387 tCO2e 986 Megalitres 3,580 tonnes Waste Diverted from Landfill in FY2023 **Operational Carbon Emissions** in FY2023 Potable Water Withdrawal in FY2023 a reduction of 649 tCO₂e (-4%) vs. FY2022, a reduction of 220 MI (-18%) vs. FY2022, representing 25% of total waste generated at 14,402 tonnes equivalent to ~88,000 Olympic-sized swimming pools. in FY2023, equivalent to ~20 commercial airplanes. equivalent to ~29,500 trees absorbing CO₂ in a year. KEY HIGHLIGHTS (non-exhaustive): **RM64.4 mil** RM18.5mil was channeled towards Education Scholarship for 292 scholars & RM4.0mil for Education Development such as EDUCATION ENVIRONMENT **COMMUNITY & HEALTH** the 'Back to School Programme'. was spent on CSR initiatives via RM22.6mil RM15.9mil RM19.5mil Donated RM2.0 mil to flood victims in Peninsular Malaysia and Yayasan Sime Darby (YSD) across those affected by high tides in Sandakan, Sabah 5 key pillars in 2023 **ARTS & CULTURE** • Active Collaboration with The Lost Food Project and the SPORTS Tropical Rainforest Conservation and Research Centre (TRCRC) RM3.2mil RM3.2mil

Supported by key policies including, but not limited to:

- Anti-Bribery and Corruption Policy
- Health, Safety, Security, Environment (HSSE) Policy
- ✓ Human Rights Policy

Anti Money Laundering Policy
 Sustainability Policy





FY2023 Key Milestones & Awards

FY2023 Key Milestones (1/2)

Notable milestone in Industrial & Logistic business; Successfully issued Sukuk Musharakah programme; Meaningful steps taken towards SDP's Sustainability Journey



Feb 2023

The KL East Park officially opens its doors to visitors, cementing our efforts to improve urban biodiversity within our townships.



May 2023

SDPLOG signed J&T as its first tenant for Metrohub 2, the first industrial & logistic facility developed under IDF-1



August 2023

Sukuk Musharakah oversubscribed by over eight times – breaching RM4.8 bil mark and outpacing initial target of RM600 mil



May 2023

Approval by shareholders at Extraordinary General Meeting ("EGM") for the acquisition of three parcels of freehold land in Kapar, Klang for cash consideration of RM618m



July – August 2023

- **SDP** implements Solar Solutions for its Township Developments – in support of NETR
- SDP and Tenaga Nasional Berhad (TNB) sealed Memorandum of Understanding (MoU) on solar energy initiatives



FY2023 Key Milestones (2/2)

Secured key partnership with Maybank; Successful hosting of the LPGA-Maybank Championship Venture into Affordable Housing segment; Achieved financial close for IDF-1 at RM1.0 bil



October 2023

Sime Darby Property becomes the first property developer to partner with Maybank to offer instant home financing approval and competitive financing rates to homebuyers.



November 2023

Sime Darby Property pledges to Achieve Net Zero Carbon Emissions by 2050



December 2023

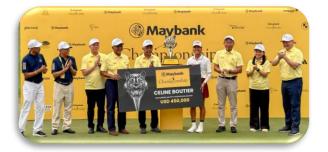
SDP signed a Shareholder's Agreement with Lagenda Properties Bhd. – Established Seed Homes, a wholly owned entity leading SDP's venture into Affordable Housing



Sime Darby Property, Lagenda Properties set up Seed Homes Lagenda to develop affordable housing

October 2023

2023 Ladies Professional Golf Association (LPGA) Maybank Championship at Kuala Lumpur Golf & Country Club (KLGCC)



December 2023

Sime Darby Property secured commitments for the remaining RM300m to close the IDF-1 fund at RM1.0b



FY2023 Key Highlights - Awards & Recognition

The Group won 51 awards including two major wins at the 2023 FIABCI World Prix d'Excellence award





Putra Brand Awards

- Platinum Winner in 2022 (Property Development Category)
- Multiple Gold Wins since 2010

BCI Asia Top 10 Awards

• 11 times - Top 10 Developers Awards winner since 2011

FIABCI World Prix d'Excellence Awards 2023

- World Gold Award (Master Plan Category) - City of Elmina
- World Silver Award (Residential Mid-Rise Category) - Cantara Residences

Malaysia Developer Awards 2023

- Top-of-the-Chart Top 10 (For Market Cap RM1 Billion and Above)
- Best in Qualitative (for Market Cap RM1 Billion and Above)

2023 Property Awards

 Developer of the Year-Commercial Property - Battersea Power Station

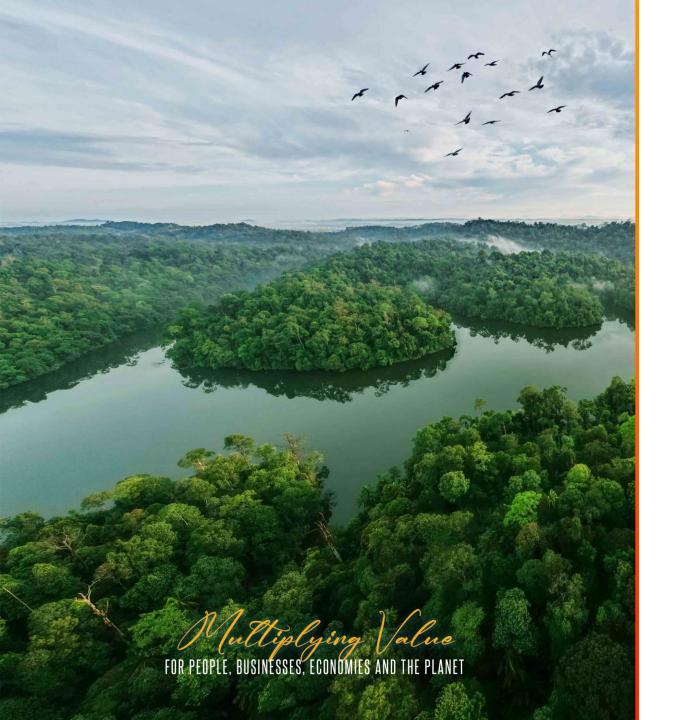
Other Notable Awards

(non-exhaustive)

- The Edge Property Awards 2022 1 award won
- Malaysian Institute of Planners Planning Excellence Awards (MIPPEA) 2022 2 awards won
 - Malaysia Property Award 2022 (FIABCI Malaysia Chapter) 2 awards won
- Hospitality Asia Platinum Awards Malaysia 2023-2024 (HAPA Malaysia) 2 awards won
 - StarProperty Real Estate Developer Awards 2023 9 awards won
 - Malaysia Landscape Architecture Awards "MLAA 13" 13 awards won
 - STAR ESG Positive Impact Awards 1 award won
 - PC.com 2023 Best Product of the Year Award 1 award won
 - Malaysia Digital Association "MDA d Awards 2023" 3 awards won
 - Media Specialists Association "MSA Awards 2023" 3 awards won

Achieved 51 Awards in FY2023

Testament to the unwavering commitment and excellence of TEAM Sime Darby Property

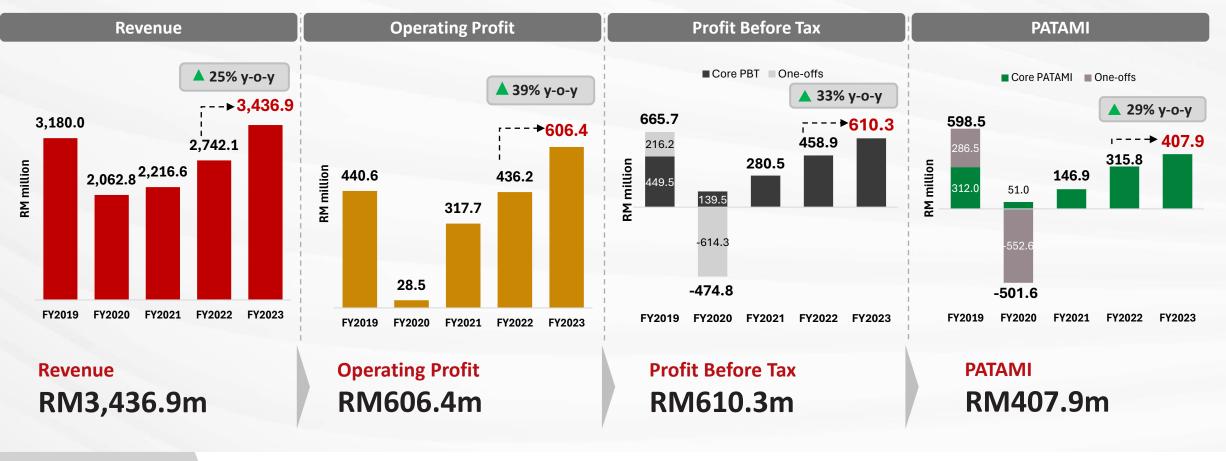




FY2023 Financial & Operational Performance

5-Year Financial Performance

- Exceptional performance in FY2023 with the Group registered its highest revenue and operating profit since 2017 de-merger at RM3.4b and RM606.4m, respectively;
- PATAMI grew significantly to RM407.9m by 29% YoY, notwithstanding high share of losses from JVs



FY2023 Revenue & PBT Key Highlights



Robust sales performance of industrial and residential products



Higher site progress within the property development segment



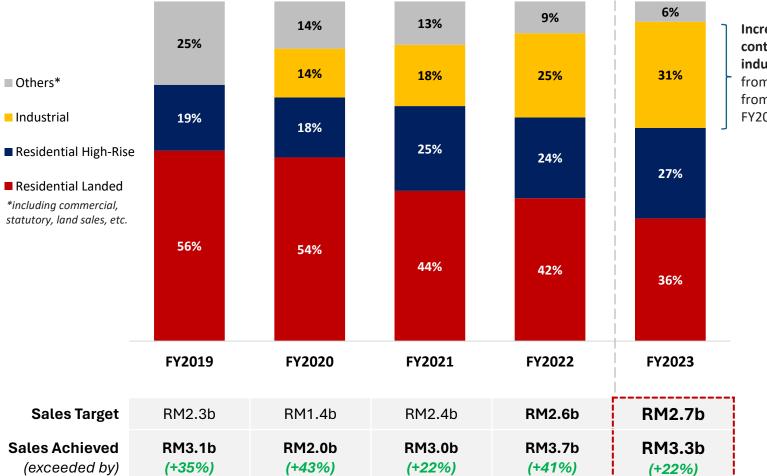
Sustainable unbilled sales pipeline

Propertv

5-Year Sales Performance

- Strong sales performance in FY2023, exceeding FY2023 revised sales target of RM2.7b by 22%
- Diversified product mix with growing contribution from high-rise residential and industrial product type

Sales Performance Contribution by Product Type (%)



Increasing sales contribution of industrial products from 14% to 31% from FY2020 – FY2023

FY2023 Sales Achieved RM3,336.9m

Average Take-Up Rates and Bookings as at 31 March 2024:

Average Take-up Rates (FY2023 New Launches) All Products: 83% Residential Landed: 82% Residential High-Rise: 75% Industrial: 93%

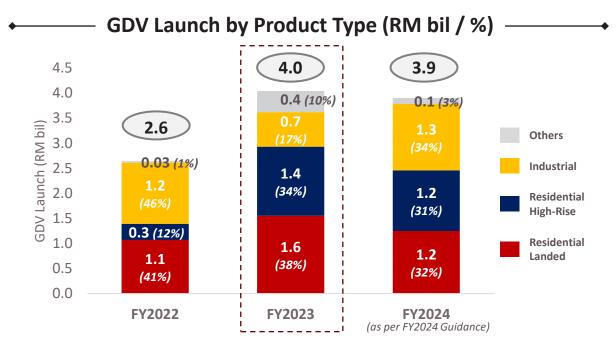
• Total Bookings RM2.0b



GDV Launch & Land Bank Management

Diversified mix of product launches worth RM4.0b in FY2023; Activated ~940 acres of land in FY2023; approx. ~100 acres from industrial land activation; Total remaining developable GDV of ~RM115b across ~13,600 acres of remaining land





Notable contribution from industrial launched products in FY2022, paired with an increasing launch of residential high-rise products in FY2023;

		PD Land Development & Monetisation	Non-Core Land Disposal	Total	
	FY2023	~540	~400 ¹	~940	
	FY2022	~640	~610	~1250	
	FY2021	~730	~70	~800	
	FY2020	~250	-	~250	
	FY2019	~300	-	~300	

Land Activation (ac)

- Land activation in FY2023 at ~940 ac surpassed 5 years' average at ~700 ac (FY2019 – FY2023)
- Higher launches of residential high-rise products provide higher extraction value (GDV/acre) led to lower acreage activated in FY2023 compared to FY2022

¹Including ~250ac of non-core land earmarked for "Seed Homes" Affordable Housing project

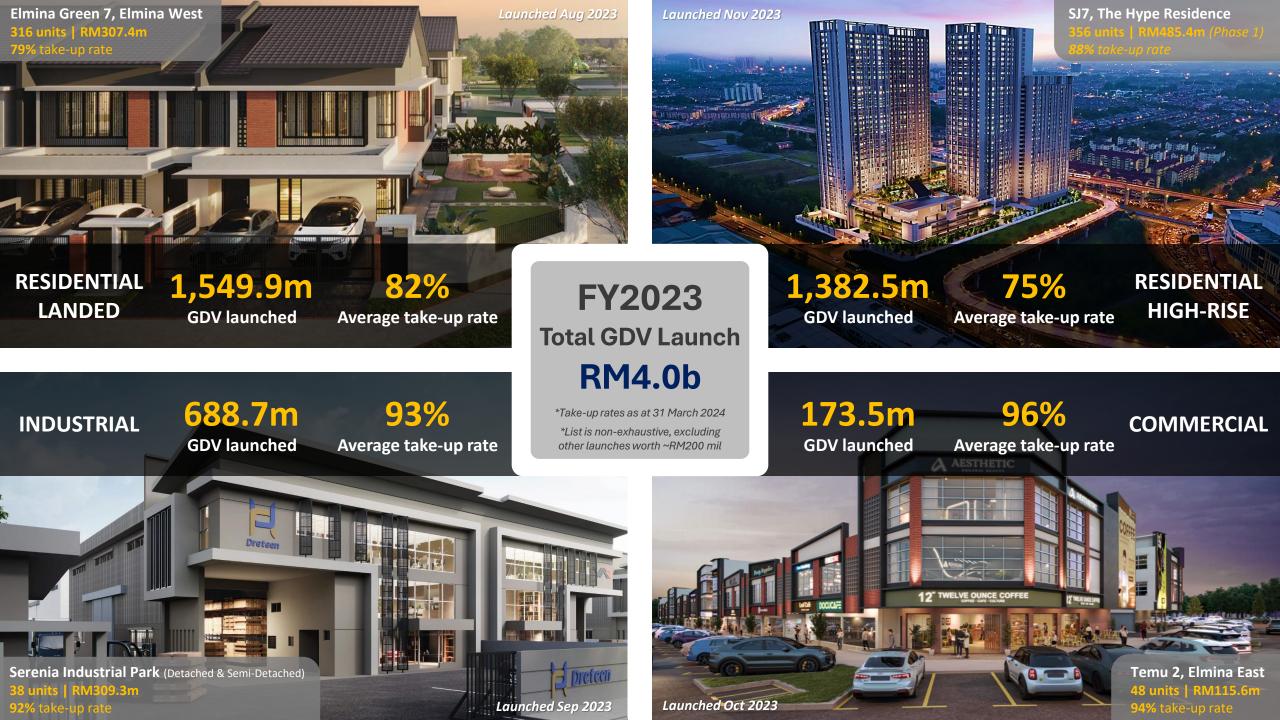
Remaining Land Bank & GDV (as at March 2024)

~13,600 acres

Remaining Developable Land Bank² Ongoing Developable: ~8,400ac | RM82b Future Developable: ~5,200ac | RM33b **~RM115b** Remaining GDV

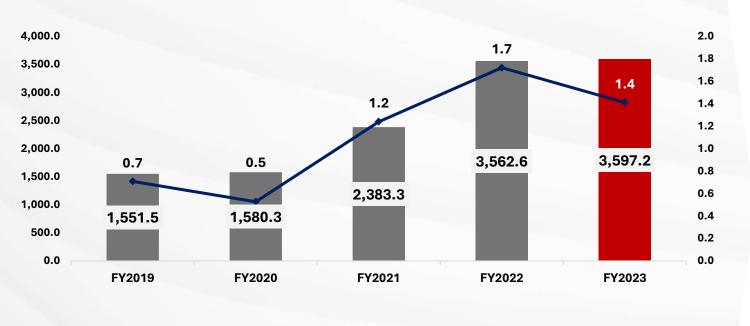
RM12m-13m GDV/acre

²Excluding Non-Core land (~1,200ac | RM1-3b range depending on GDV or Market Value), mostly located in the Northern region



5-Year Unbilled Sales Performance

Maintained strong unbilled sales of RM3.6b or 1.4x cover ratio as at 31 December 2023, providing healthy earnings visibility across the next three years



Unbilled Sales (RM mil)

Unbilled Sales / Prior Financial Year PD Revenue (x)

- Unbilled sales registered at RM3.6b or 1.4x cover ratio as at 31 December 2023 (+1.0% vs 31 Dec 2022) on the back of the growing contribution from residential high-rise, extending earnings visibility given the longer product lifecycle
- 58% of the unbilled sales will be recognised in FY2024 with the remaining balance is expected to be recognised in 2025 and beyond



FY2023 Unbilled Sales RM3,597.2m

By Property Development Type

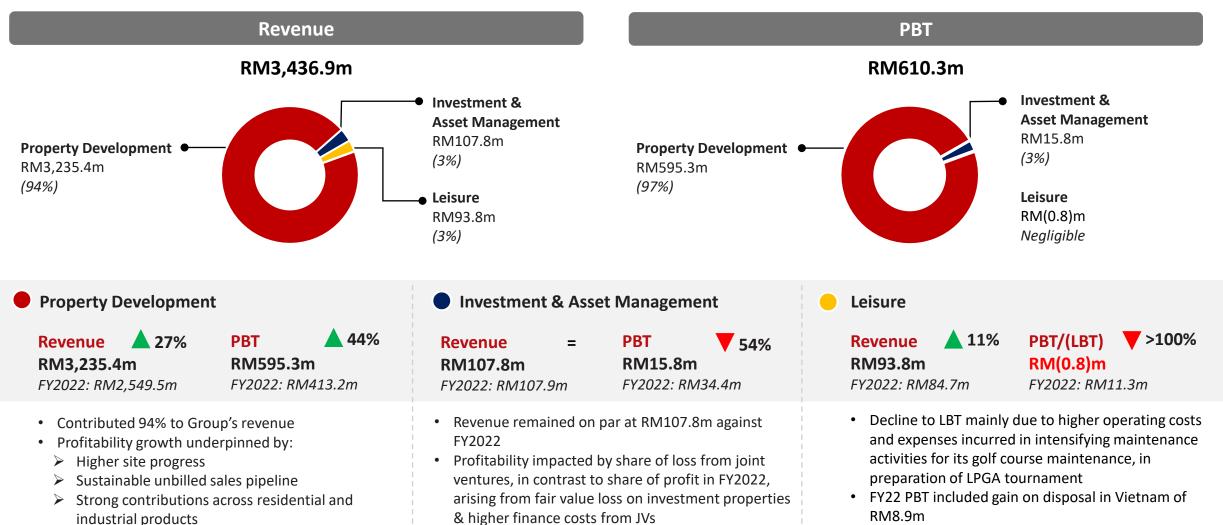
Township Development	Integrated Development
RM2,133.5m	RM1,463.7m
(59.3%)	(40.7%)
31 Dec 2022: RM2,395.1m (67.2%)	31 Dec 2022: RM1,167.5m (32.8%)

By Location

Other Areas in Klang Valley		Guthrie Corridor		
RM1,693.9m		RM894.0m		
(47.1%)		(24.9%)		
Klang		Negeri Sembilan		
RM733.7m		RM254.4m		
(20.4%)		(7.1%)		
	Johor RM21.2m (0.5%)			

Segmental Revenue and PBT Analysis for FY2023

- Property Development segment remained as the key revenue and profit contributor;
- IAM segment recorded lower PBT due to fair value loss adjustment and finance costs;
- Leisure segment celebrated success of a milestone event the LPGA-Maybank championship, hosted at Kuala Lumpur Golf & Country Club in October 2023





Property Development Inventories

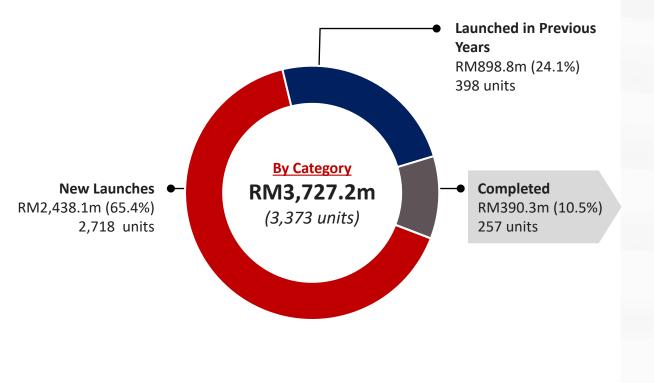
Stocks in GDV & Units

• FY2023 Completed inventories amounting to RM390.3m



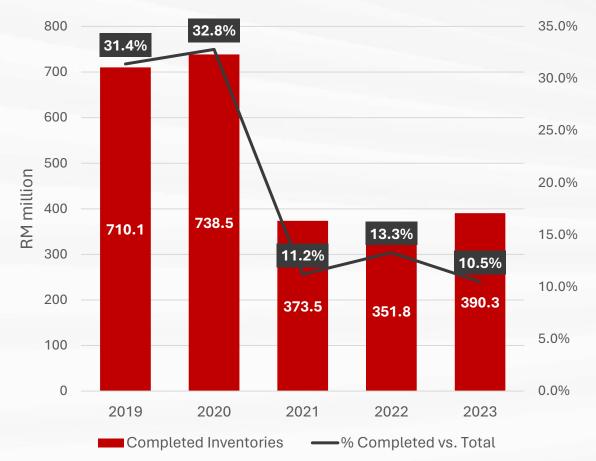
 Completed stocks comprised 10.5% of total inventories; lowest since FY2019

5-Year Historical – Completed Inventories



Definitions:

- Completed Projects completed as at 1 Jan 2023
- Launched in Previous Years– Projects launched prior FY2023 & target completion after FY2023
- New Launches Projects launched in FY2023





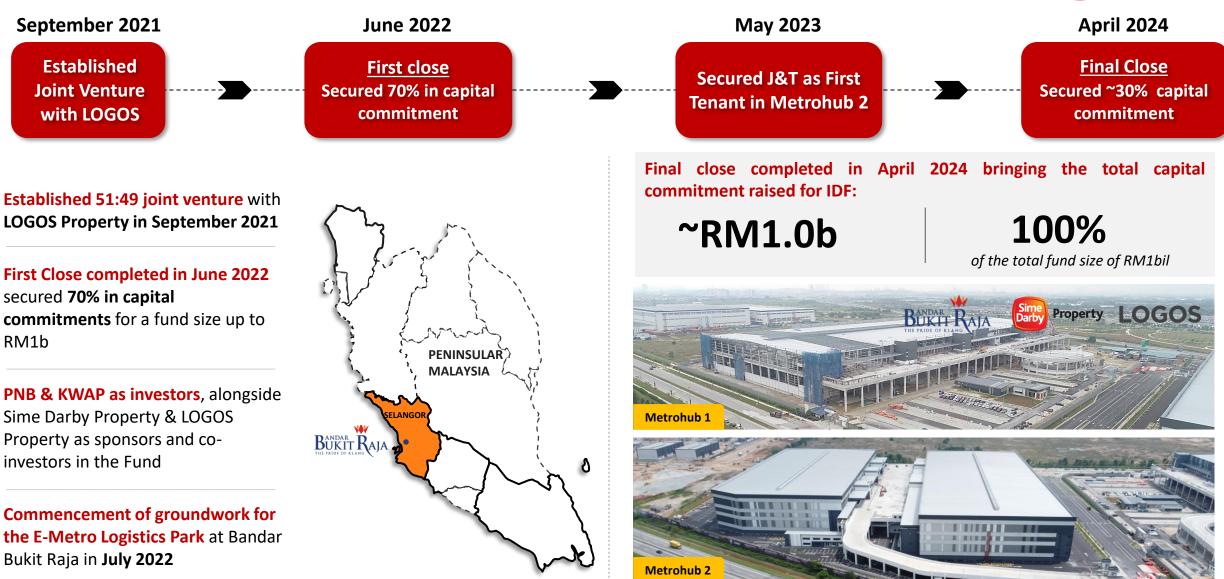
Sime Darby Property

Key Projects

- Industrial Development Fund (IDF-1)
- Seed Homes" Affordable Homeownership
- Battersea Power Station Project

Industrial Development Fund (IDF-1)

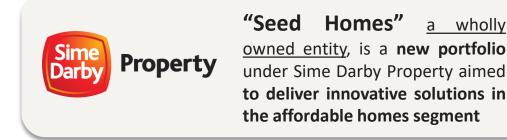
Successfully closed the fund at ~RM1.0b worth of capital commitments



Property

"Seed Homes" – Sime Darby Property's New Venture into Affordable **Homes Segment**

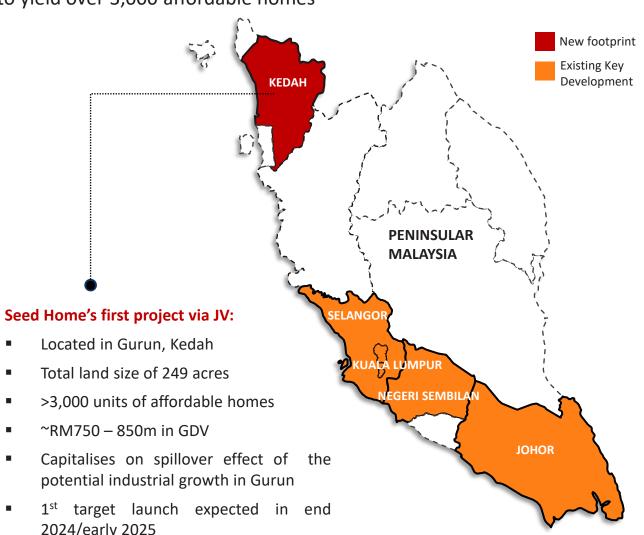
Sime Darby Property to develop "Seed Homes", an affordable homeownership initiative; First project via Joint Venture ("JV") in Gurun, Kedah expected to yield over 3,000 affordable homes





Joint Venture: "Seed Homes Lagenda"

- Aims to support the expanding affordable housing market in Malaysia by offering well-priced homes in suitable locations, making homeownership more accessible
- Leverages on Sime Darby Property's over 50 years presence and track record along with its extensive and strategic land bank, as well as Lagenda Properties' highly scalable model of developing self-sustainable affordable townships





Battersea Power Station Project

- Residential & Commercial spaces have shown growing take-up rates in 2023
- Visitor footfall increased to more than 11 million in 2023

Residential

Residential Sales 200,000 sq. ft. office building named 50 Electric Boulevard, 204 units of KOA 97% Avg take-up Phase 3B – 54% take up of KOA @ Electric Boulevard as at Dec 2023; Phase 2A & 3A 111 residential units have been sold (As at December 2023) **Commercial Leasing Leasing Status** Footfall for The Power Station improved by +45% YoY in the month 90% of December 2023

Phase 2 (As at December 2023)

Phase 3A

The Electric Boulevard retail gross sales improved due to new tenant openings

Outlook

- The outlook in FY2024 is expected to remain challenging due to the ongoing high interest rate environment in the UK;
- Overall market demand is anticipated to improve upon reduction and normalisation of interest rates;
- Detailed assessment currently being undertaken to ensure successful delivery of the future phases, which includes phase 3C, 4, 5, 6 & 7.



Retail Outlets, Battersea Power Station



KOA at Electric Boulevard



Battersea Power Station Named as one of the 20 "Best Cultural Spots" around the globe for meaningful, and one-of a kind travel experiences - National Geographic, Best of the World 2024 Series

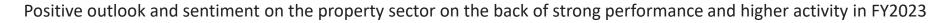


Sime Darby Property

FY2023 Market & Sector Outlook

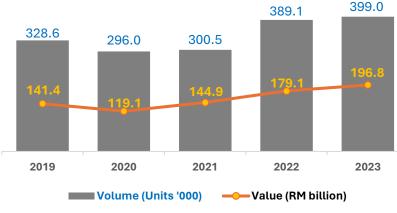
Malaysian Economy & Sector Outlook

 Malaysia's GDP grew at 4.2% in Q1 2024, full year GDP projected to grow between 4% - 5% in 2024 driven by domestic growth and improvement in external demand;





Malaysian Economy Headline Inflation GDP growth **MY** - Overnight Policy Rate, OPR 11 FY2023: 3.7% As at May 2024: 3.0% FY2023: 2.5% Q1 FY2024: 4.2% Last rate hike: +0.25% in May 2023 Q1 2024: 1.7% Forecast FY2024: 4.0-5.0% Forecast FY2024: 2.0-3.5% Recovery in exports; At the current OPR level, the monetary policy continues Resilient domestic expenditure; Expected to remain modest with key downside subject to provide support to the economy and aligns with the Stronger investment and tourism activity to subsidy rationalization and price controls present evaluation of inflation and growth prospects. Source: Bank Negara Malaysia **Property Sector Outlook Key Growth Drivers to Property sector** Transaction Volume & Value Trend – All Property Types (2019 - 2023) **Stabilisation of Improved** foreign



Maintained strong growth in 2023 led by **residential** sector

Contribution to transaction value by sub-sector: **Residential: 51.3%** Commercial: 19.5% Industrial: 12.2% Agriculture: 9.5% Others: 7.5%



Active land transactions Influx of FDIs (e.g. manufacturers, data centres & E&E companies) intensified the competition for land

labour conditions

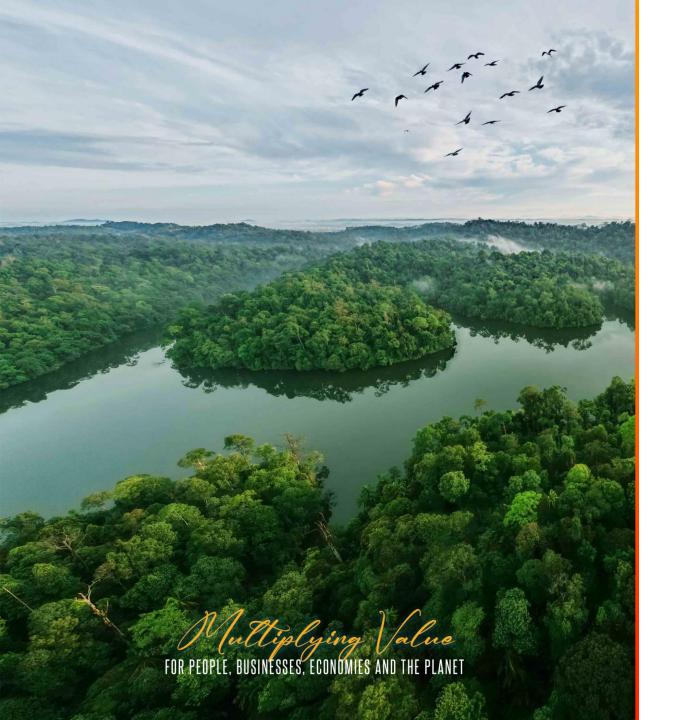


Stabilisation of Interest Rates

Unchanged OPR at 3.0%

Key catalysts: Influx of investments: data centre, green ene

- data centre, green energyOngoing mega-projects:
- ECRL, RTS, Penang LRT
 Ongoing policies: NIMP, NETR

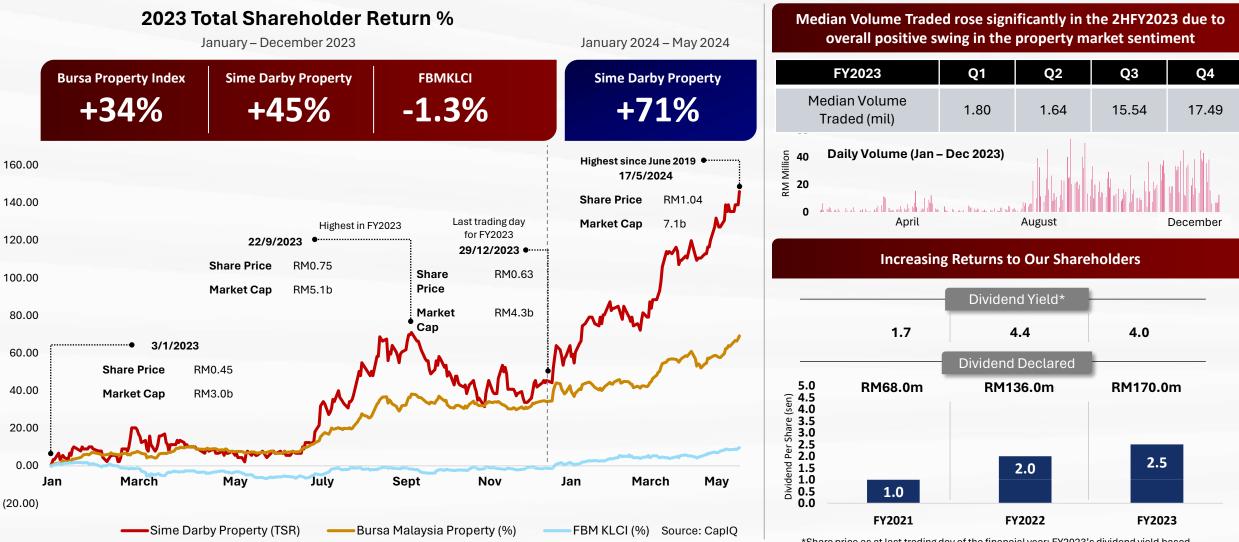




FY2023 Total Shareholders Return (TSR)

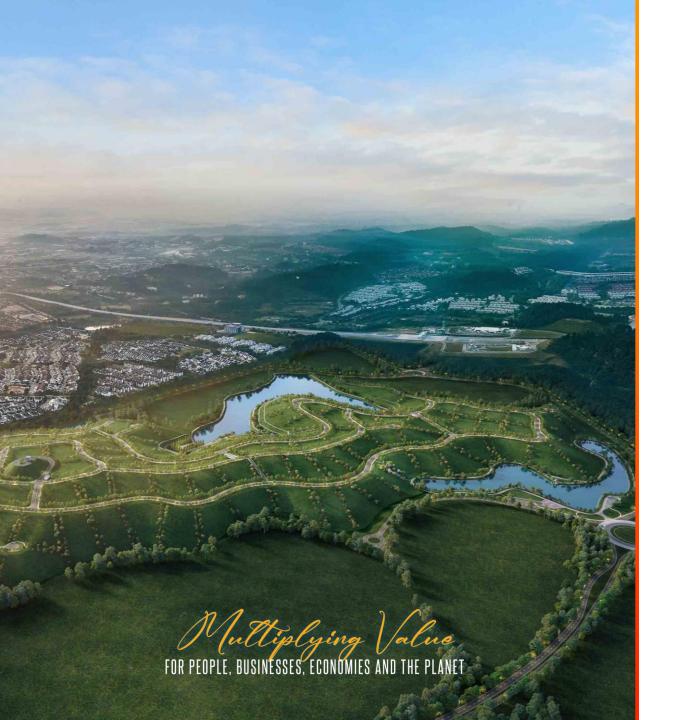
Total Shareholders Return

Delivered 45% total return in FY2023, driven by strong performance and enhanced overall sentiment within the property sector



*Share price as at last trading day of the financial year; FY2023's dividend yield based on share price as at 29 December 2023 of RM0.625







Moving Forward Our Strategy

Our Strategy

SHIFT25 remains intact; focus on execution of our plans towards advancing as 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

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TRANSFORMATION JOURNEY

Pure-Play Property Developer

Real Estate Company Master Developer • Community Builder • Investment & Asset Manager

ENGINES OF GROWTH FRAMEWORK					
ENGINE 1	ENGINE 2	ENGINE 3			
Core Business	Business Reinvention	Experimental Bets			
 Business as usual – current source of revenues, profit, cash Maximising Core's potential via growth in township and integrated developments, expanding Industrial & Logistics, and placemaking elements 	 New business model to better serve customers or new closely related business with growth potential Enhance our recurring income portfolio Geographical expansion 	Opportunity for experimental bets on new innovation / business segments i.e., affordable landed homes			



FY2024 Guidance



FY2024 Guidance

The Group remains **focused on execution and delivery of its SHIFT25 transformation journey**, aiming for greater heights in FY2024, building upon a commendable performance in FY2023

RM3.9b

Diversified Launch GDV Pipeline

34% Industrial32% Residential landed;31% Residential high-rise

RM3.0b

Sales Target

Capitalising on strong momentum to continue into FY2024

20% - 25%

Gross Profit Margin

Maintained target considering potential fluctuations in material prices

≤ 0.5x

Net D/E Ratio

Balancing active working capital and investments for future growth

≤ 10%

Completed Stocks

Maintained target to ensure optimal asset turnover



Thank you



Multiplying Value FOR PEOPLE, BUSINESSES, ECONOMIES AND THE PLANET

Sime Darby Property Berhad 197301002148 (15631-P)

Sime Darby

Property

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