



**Q4 FY2024**

# FINANCIAL RESULTS

## ANALYST BRIEFING PRESENTATION

3 March 2025





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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 Make things happen





## Key Highlights

12 months FY2024 ended  
31 December 2024

# FY2024 Financial Highlights



- All-time high Revenue, Operating Profit & Profit Before Tax
- Revenue surged by 24% YoY to RM4.3 billion and OP grew by 48% to RM899.8 million
- PBT increased 28% to RM780.0 million and PATAMI increased 23% to RM502.2 million
- Declared second dividend of 1.5 sen per share, bringing total dividend of 3.0 sen per share for FY24

## Financial Performance Snapshot

**Revenue** ▲ 24% YoY  
RM4,250.8m

**Operating Profit** ▲ 48% YoY  
RM899.8m

**PATAMI** ▲ 23% YoY  
RM502.2m

**Gross Profit** ▲ 34% YoY  
RM1,356.5m

**Profit Before Tax** ▲ 28% YoY  
RM780.0m

## Financial Position as at 31 December 2024

**Cash Position**  
RM640.4m

**Total Equity**  
RM10,496.9m

**Net Assets per Share Attributable to Owners of the Company**  
RM1.51

**Gross Gearing**  
30.4%

**Net Gearing**  
24.3%

**Dividend Declared**  
RM204.0m

{ FY24 first dividend of 1.5 sen  
FY24 second dividend of 1.5 sen  
3.0 sen per share; 40.5% payout ratio

# FY2024 Operational Highlights



- Highest sales performance (since FY17) at RM4.1b with 23% YoY growth; surpassing FY24 sales target by 17%
- Residential High-rise products led as the top sales contributor at 31%, followed by 30% Industrial, 24% Resi. Landed & 12% Commercial
- Launched RM4.2b GDV worth of diversified products (39% Resi. High-rise, 38% Industrial, 15% Resi. Landed & 7% Commercial)

## Sales Snapshot

### Sales Achieved

**RM4.1b**

(2,989 units sold)

### Total Bookings

**RM2.0b**

(as at 16 Feb 2025)

### Unbilled Sales

**RM3.7b**

(as at 31 Dec 2024)

## Product Launches

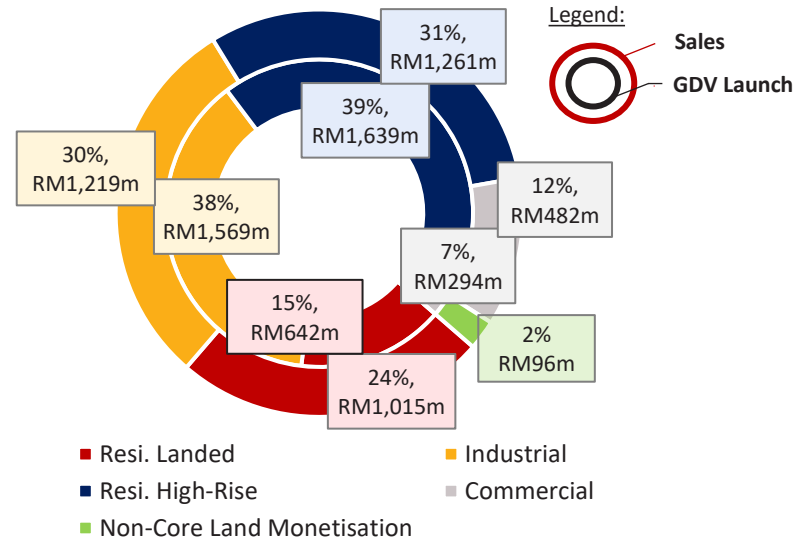
### FY2024 New Launches

**RM4.2b GDV**

### Average Take-up Rates

- Residential Landed: 73%
- Residential High-Rise: 52%\*
- Industrial: 67%
- Commercial: 94%

\*Note: ~80% (or 1,287 units) of total resi. High-rise units (~1,580 units) were launched in Q4 FY2024  
Average take-up rates as at 16 Feb 2025



### % Contribution:

**Residential High-Rise:**  
31% (Sales); 39% (GDV launched)

**Industrial:**  
30% (Sales); 38% (GDV launched)

**Residential Landed:**  
24% (Sales); 15% (GDV launched)

**Commercial:**  
12% (Sales); 7% (GDV launched)

**Non-Core Land Monetisation:**  
2% (Sales)

## Key successful launches in FY2024



**98%**  
Take-up



**86%**  
Take-up



**83%**  
Take-up

**Elmina Ridge 1, City of Elmina**

228 units | RM309.9m

May

**BBR3 - The Detached Factory**

28 units | RM348.8m

March

**The Ophera, KLCC Resort**

150 units | RM651.2m

April

# Q4 FY2024 Corporate Awards & Development Highlights

- Secured RM5.6b lease for 2<sup>nd</sup> Hyperscale DC at Elmina Business Park
- Positive leasing momentum in E-Metro Logistics Park - Metrohub 1 & 2 occupancy rate stands at 68% and 73%, respectively
- Secured Gold in the Excellence Awards category for NACRA 2024 and successfully re-included in FTSE4Good Bursa Malaysia & Shariah Index



Dec 2024

Growing occupancy

Announced **Second Hyperscale Data Centre** for Pearl Computing at Elmina Business Park (Lease Value: RM5.6b)

- **Metrohub 1: 68% occupancy (+21% from 47%)**
- **Metrohub 2: 73% occupancy (+11% from 62%)**

As of 24<sup>th</sup> Feb 2025



**National Annual Corporate Report Awards (NACRA) 2024**  
Gold - Excellence Awards category

Re-inclusion into:

- FTSE4Good Bursa Malaysia Index
- FTSE4Good Bursa Malaysia Shariah Index

**Retains AA+IS Rating** for Fourth Consecutive Year on Sukuk Musharakah Programme with **Stable Outlook** - MARC

# Sime Darby Property's 2<sup>nd</sup> Data Centre in Elmina Business Park ("EBP")



- SDP announced its second Hyperscale DC for Pearl Computing in Elmina Business Park with a RM5.6b lease value, bringing the total to RM7.6b across both DCs
- Marks a further expansion to high-growth DC sector to increase recurring income portfolio in line with our SHIFT25 strategy

## Sime Darby Property to Develop Two Build-to-Lease Hyperscale Data Centres For Pearl Computing

**DC 1** *(Announced in May 2024)*

**RM2.0bn**

Lease value

*\*Based on initial term of 20 years*

**DC 2** *(Announced in December 2024)*

**RM5.6bn**

Lease value

*\*Based on initial term of 20 years*

**20 years Lease term from expected completion\***

**49** acres

Target Completion

**FY26**

**77** acres

Target Completion

**FY27**

*\*with option to renew for two additional five-terms*

### Project Scope under SDP :

Design & Planning

Infrastructure Planning

Construction Management

Powered Shell & Core Built-to-Suit Facility

## Total Lease Value & Acreage

**RM7.6b**

*Worth of lease value secured*

**RM2.0b (DC 1) + RM5.6b (DC 2)**

**~126** acres

*Earmarked for DC projects in EBP*

**49 acres (DC 1) + 77 acres (DC 2)**



Elmina Business Park



Hyperscale Data Centre @ Elmina Business Park  
- illustration



# Financial Performance

Fourth Quarter (Q4 FY2024)  
Twelve Months (12M FY2024)



# Profit & Loss Performance



- FY24 recorded the highest Revenue and PBT to-date; Revenue up by 24% YoY to RM4.3b and PBT grew by 28% YoY to RM780.0m
- PATAMI increased by 23% YoY to RM502.2m

| RM mil                         | Q4 FY2024 | Q3 FY2024 | QoQ %    | FY2024  | FY2023  | YoY %   |
|--------------------------------|-----------|-----------|----------|---------|---------|---------|
| Revenue                        | 977.0     | 1,091.9   | ▼ (10.5) | 4,250.8 | 3,436.9 | ▲ 23.7  |
| Gross Profit                   | 279.5     | 341.0     | ▼ (18.0) | 1,356.5 | 1,009.0 | ▲ 34.4  |
| % Margin                       | 28.6      | 31.2      | ▼ (2.6)  | 31.9    | 29.4    | ▲ 2.5   |
| PBT                            | 143.3     | 190.4     | ▼ (24.7) | 780.0   | 610.3   | ▲ 27.8  |
| % Margin                       | 14.7      | 17.4      | ▼ (2.7)  | 18.3    | 17.8    | ▲ 0.5   |
| PATAMI                         | 88.4      | 128.3     | ▼ (31.1) | 502.2   | 407.9   | ▲ 23.1  |
| % Margin                       | 9.0       | 11.8      | ▼ (2.7)  | 11.8    | 11.9    | ▼ (0.1) |
| Basic Earnings Per Share (sen) | 1.3       | 1.9       | ▼ (31.6) | 7.4     | 6.0     | ▲ 23.3  |

## Q4 FY2024 vs Q3 FY2024 (QoQ)

- The Group recorded RM1.0b of revenue, showing strong performance despite lower by 10.5%
- **Gross Profit Margin** reduced to 28.6% due to higher compliance costs (associated with amenities and infrastructure) and lower progress billing in industrial products
- **PBT stood at RM143.3m**, continued to be driven by Property Development segment. The reduction for the quarter was partly due to forex losses from the fluctuation of Malaysian Ringgit (MYR)

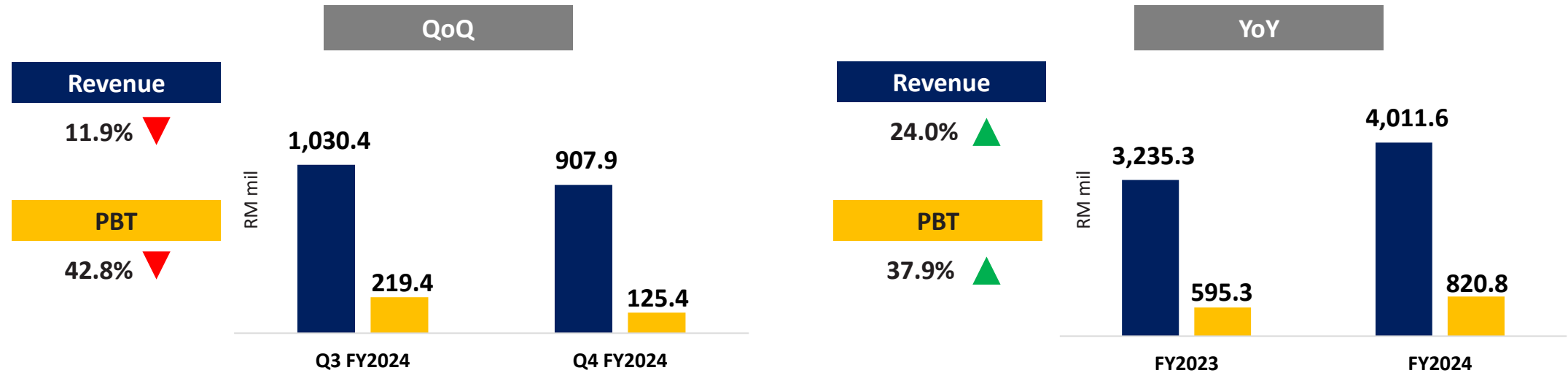
## FY2024 vs FY2023 (YoY)

- Revenue grew by 23.7% to RM4.3b from RM3.4b, mainly attributable to:
  - All 3 business segments recorded higher revenue vs FY23
  - Higher sales achieved of RM4.1b (vs. RM3.3b in FY23)
  - Healthy financial progress from diversified product mix
- **Gross Profit Margin** improved to 31.9% from 29.4%, above the Group's guidance of 20 - 25%, supported by healthy contribution from diversified product mix
- **PBT registered YoY growth of 27.8% to RM780.0m** driven by robust performance of PD segment

# Revenue & PBT Analysis: Property Development

- PD's Revenue for FY24 grew YoY by 24% to RM4.0b (highest to-date); PBT increased by 38% to RM820.8m
- Robust sales performance and healthy financial progress from diversified product mix in major townships

## Property Development



### Q4 FY2024 vs Q3 FY2024 (QoQ)

- Revenue for the segment remained resilient at RM907.9m, while PBT stood at RM125.4m due to lower financial progress in high-margin products, and additional development costs due to higher amenities/compliance costs across townships

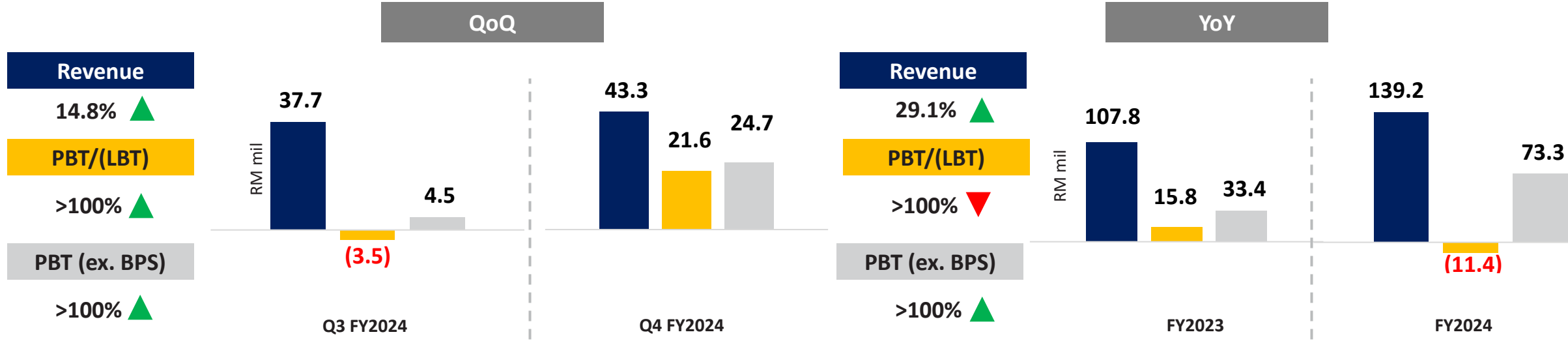
### FY2024 vs FY2023 (YoY)

- PD segment remained as the largest contributor accounting for 94% of the Group's total revenue
- Revenue and PBT grew by 24.0% and 37.9% to RM4.0b and RM820.8m, respectively, attributable to:
  - Strong sales achieved of RM4.1b in FY24 with YoY growth of 23% (vs RM3.3b in FY23) across a diversified product mix
  - Higher financial progress in City of Elmina, Bandar Bukit Raja, Serenia City, KLGCC Resort, and Nilai Impian
  - Supported by contribution from non-core land sale in H1FY24

# Revenue & PBT Analysis: Investment & Asset Management

- IAM's Revenue for FY24 grew by 29% YoY to RM139.2m driven by strong performance from the retail segment (KLEM & ELM)
- Reported LBT of RM11.4m as a result of higher share of losses from BPS

## Investment & Asset Management



### Q4 FY2024 vs Q3 FY2024 (QoQ)

- Revenue increased by 14.8% to RM43.3m due to improved performance in the retail sub-segment, specifically in KL East Mall and the newly-opened Elmina Lakeside Mall, which operated full-quarter in Q4 FY24
- Recorded PBT in Q4 FY24 at RM21.6m compared to a LBT in Q3 FY24 at (RM3.5m) mainly due to:-
  - Share of profit from IDF and lower share of operational losses from BPS
  - Net fair value gain on Investment Properties (IP)

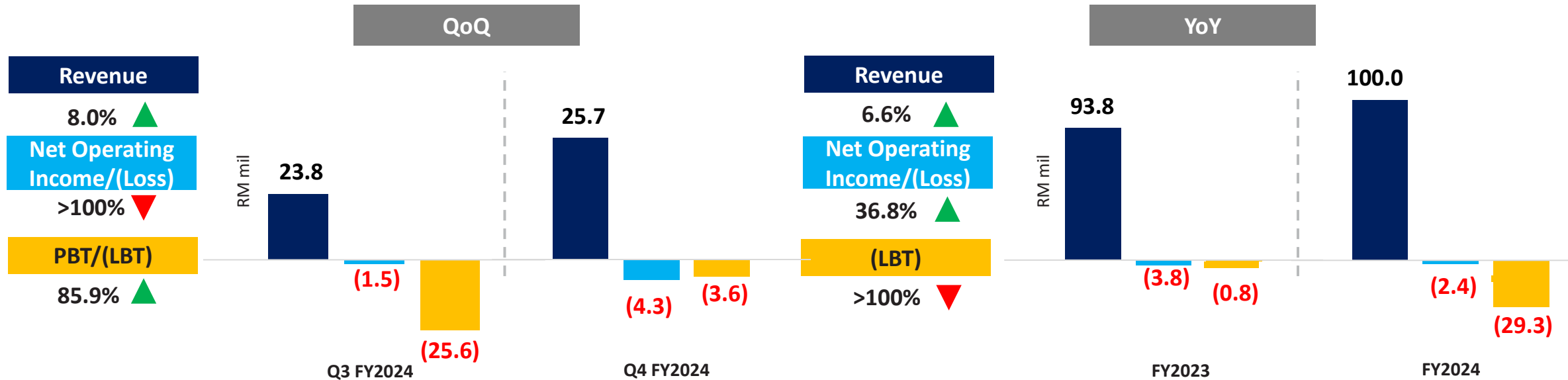
### FY2024 vs FY2023 (YoY)

- Revenue increased by 29.1% to RM139.2m, driven by:
  - Higher contribution from retail sub-segment; KL East Mall & the newly-opened Elmina Lakeside Mall both achieved occupancy rate of ~99.5%
  - Positive rental reversions from tenancy renewals
- Despite growth in retail segment, gain from dilution of interest in IDF, lower fair value losses on IP, the segment reported LBT of RM11.4m in FY24 due to higher share of losses from BPS
- Excluding BPS, IAM would be profitable at RM73.3m, achieving >100% YoY growth against PBT of RM33.4m in FY23 (PBT exclude BPS)

# Revenue & PBT Analysis: Leisure

- Leisure's Revenue for FY24 grew by 7% YoY to RM100.0m driven by higher banqueting/F&B, membership and golfing activities
- Hosted LPGA-Maybank Championship successfully for the 2<sup>nd</sup> consecutive year at Kuala Lumpur Golf & Country Club ("KLGCC")

## Leisure



### Q4 FY2024 vs Q3 FY2024 (QoQ)

- Revenue increased by 8.0% to RM25.7m from RM23.8m mainly due to higher demand & revenue from banqueting/F&B activities
- LBT narrowed to RM3.6m (Q3 FY24: RM25.6m), mainly attributable to higher depreciation from asset review exercise in the previous quarter
- Excluding accelerated depreciation, Net Operating Loss recorded at (RM4.3m)

### FY2024 vs FY2023 (YoY)

- Revenue grew by 6.6% to RM100.0m driven by higher banqueting/F&B, membership and golfing activities
- LBT of RM29.3m due to higher depreciation resulting from an asset review exercise for the year, which had no impact on cash flow
- Excluding accelerated depreciation, Net Operating Loss improved to (RM2.4m)

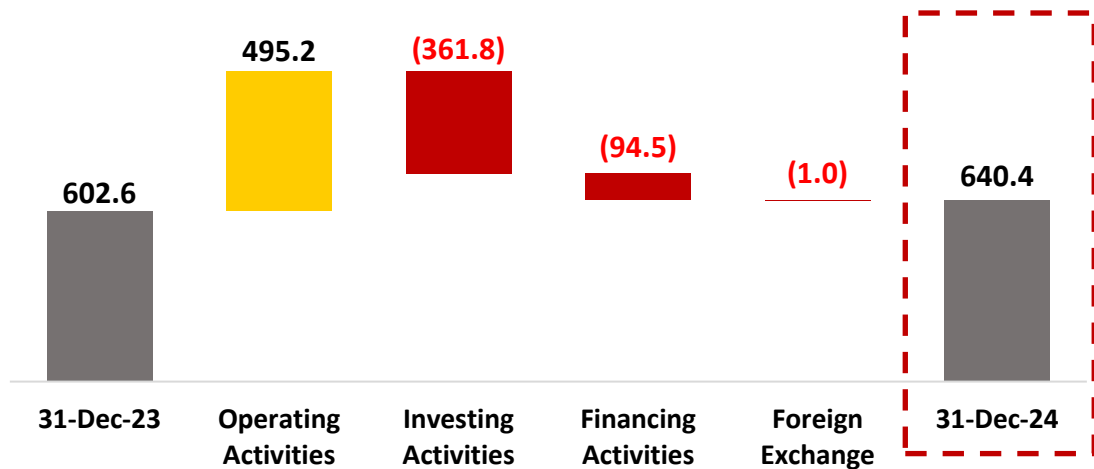
# Cash and Debt as at 31 December 2024

- Strong operating cash flow of RM495.2m
- Well-capitalised for growth – cash balances increased to RM640.4m, supported by a stable net gearing ratio at 24.3%

## Cash & Cash Equivalents (RM mil)

### Net operating cash inflow:

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



### Net investing cash outflow:

- Maintenance & growth CAPEX
- Equity injection in Joint Ventures

### Net financing cash outflow:

Net financing cash outflow due to finance costs and dividend payment

## External Borrowings (RM mil)

31 December 2024

RM3,144.9m

31 December 2023

RM2,894.0m

▲ 8.7%  
(RM250.9m)



Gross Gearing Ratio

30.4%

28.6%

Net Gearing Ratio

24.3%

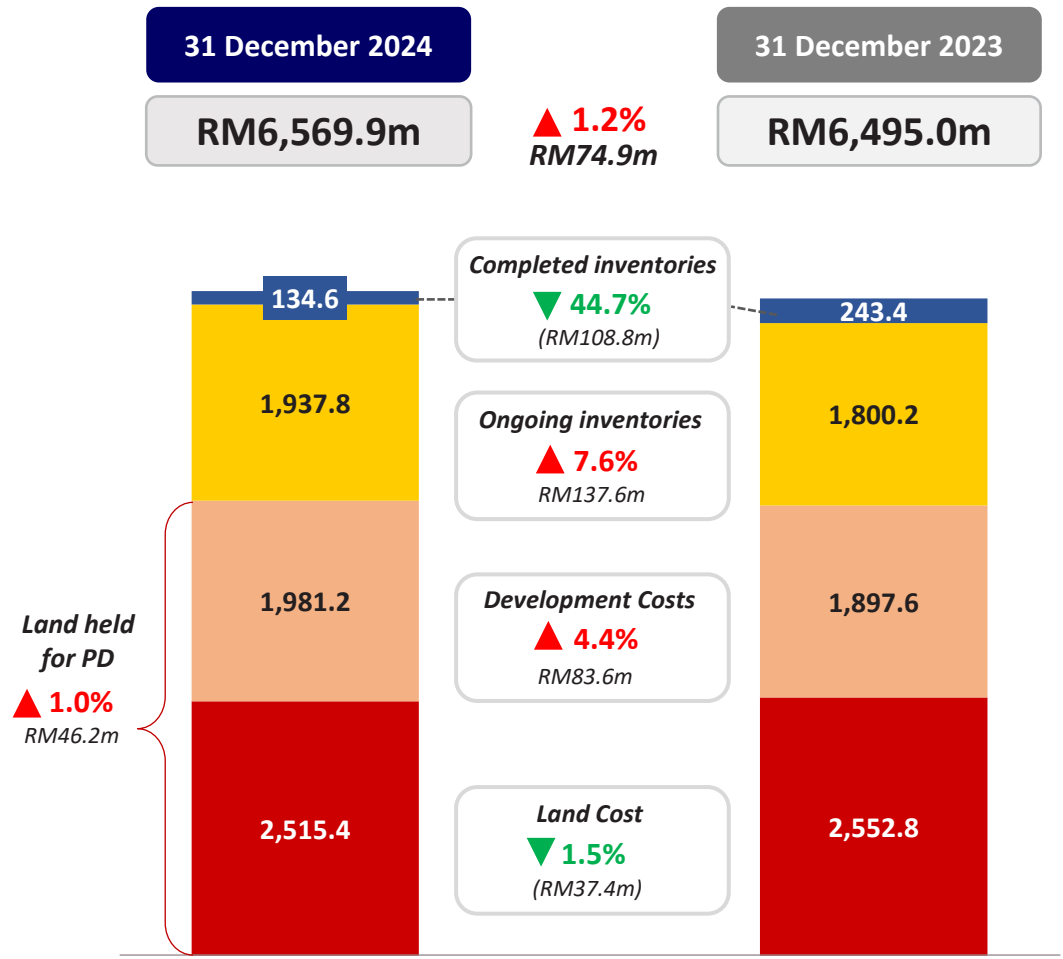
22.7%

# Property Development Inventories as at 31 December 2024

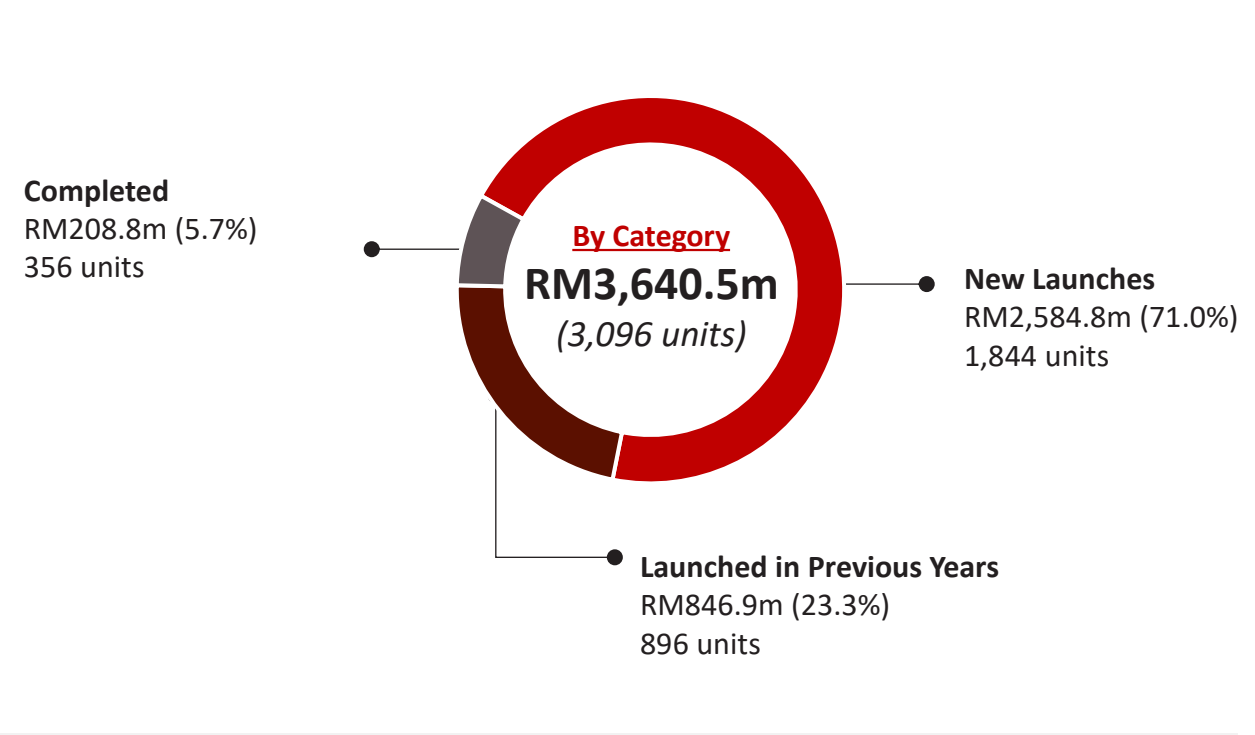


- Completed inventories reduced significantly by 44.7% to RM134.6m, and remain low at 2.0% of total inventories (FY23: 3.7%)
- Total inventories increased marginally by 1.2% to RM6.6b despite higher development activation
- 71% or RM2.6b of total stocks (GDV) comprise from New Launches, indicating healthy aging

## Inventories in Carrying Value



## Stocks in GDV & Units



**Definitions:**

- Completed – Projects completed as at 31 December 2024
- Launched in Previous Years – Projects launched prior January 2024
- New Launches – Projects launched in January 2024 – December 2024



Urban Park at Elmina Lakeside Mall, City of Elmina



# Operational Performance

Fourth Quarter (Q4 FY2024)

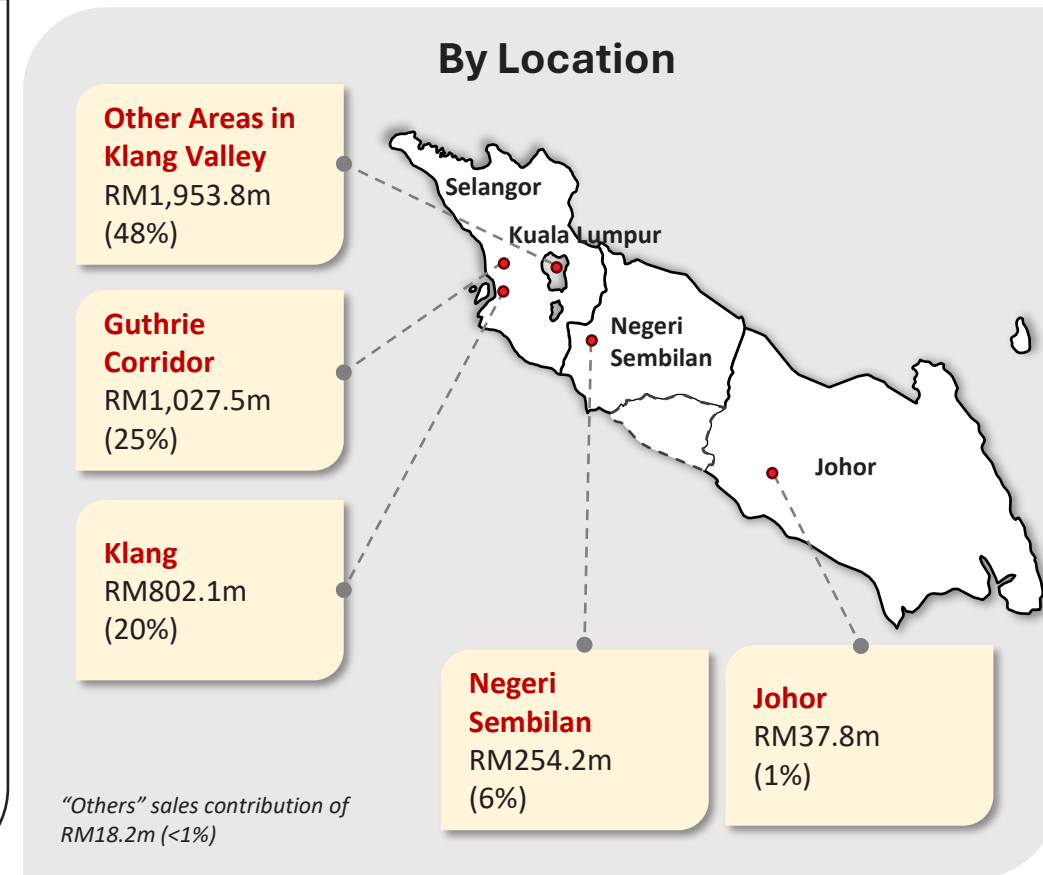
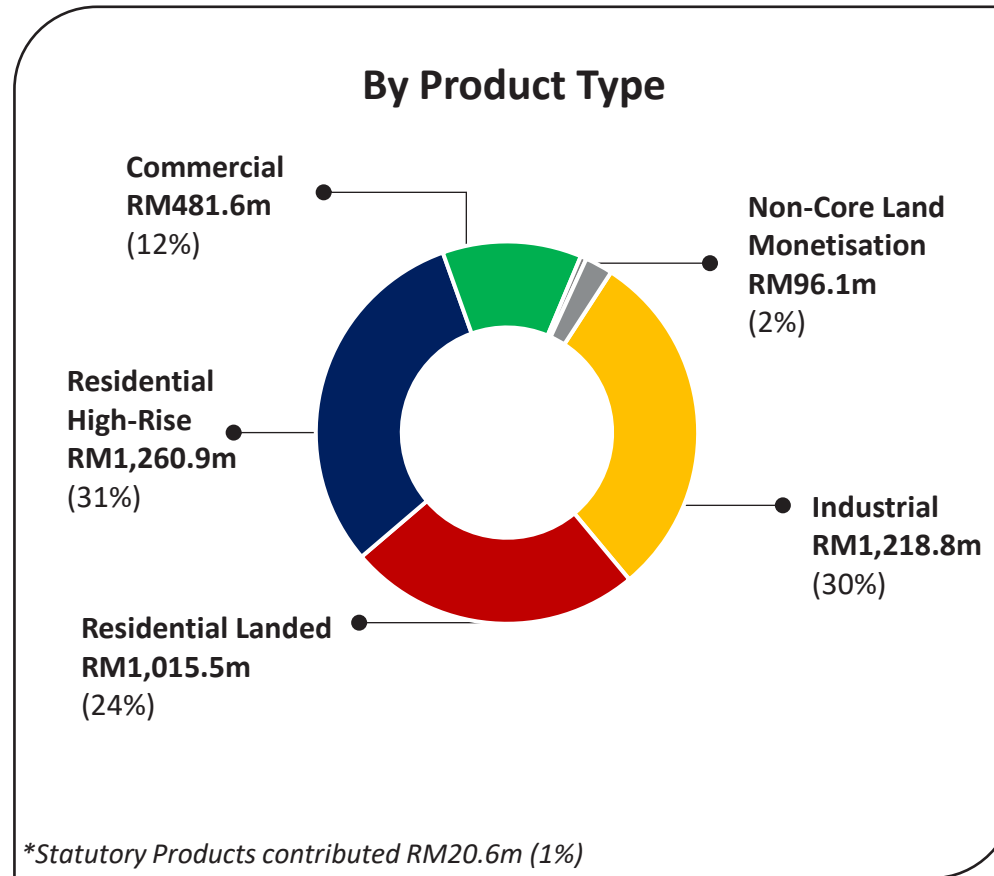
12 Months (12M FY2024)



# Sales Achieved by Product Type and Location

- Residential high-rise was the top contributor in FY24 with 31% of sales, followed closely by industrial at 30%
- Residential landed contributed 24% while commercial products saw a higher contribution at 12% (compared to 2% in FY23)

**RM4,093.5m**  
FY24  
Sales Achieved



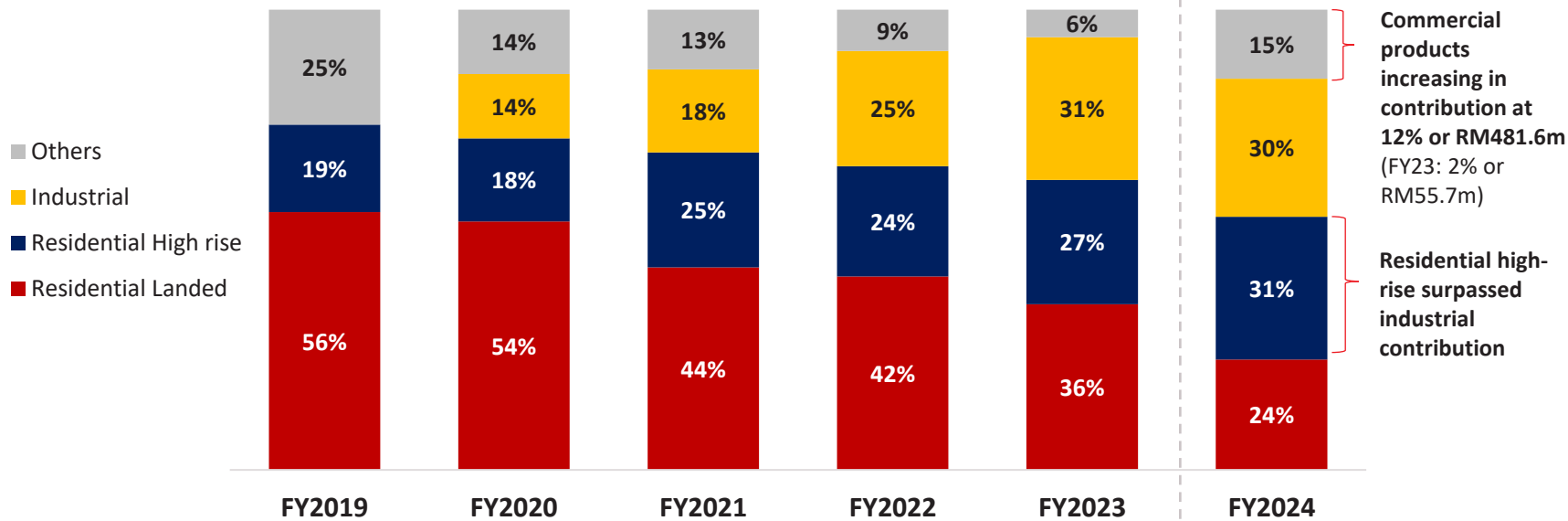
- Residential high-rise** contributed 31% or RM1,260.9m driven by **The Ophera** in KLGCC Resort, **Hype Residences** in SJ7, & **TRiARA Residences** in Ara Damansara
- Industrial products** sales contribution of 30% or RM1,218.8m mainly from **Bandar Bukit Raja**, **Serenia Industrial Park**, **Elmina Business Park** & **Nilai Impian's XME Business Park**
- Residential landed** contributed 24% or RM1,015.5m 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 12% or RM481.6m 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 RM4.1b in FY24 (+23% YoY) and exceeding FY24 target by 17% across a diversified product mix
- Residential high-rise top contributor for the first time and growing commercial sector highlighting a diversified portfolio
- 46% of sales are from new launch projects amounting to ~RM1.9b

## Sales Performance Breakdown (by Product Type & Year)



|                                     | FY2019                  | FY2020                  | FY2021                  | FY2022                  | FY2023                  | FY2024  |
|-------------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|---|
| <b>Sales Target</b>                 | RM2.3b                  | RM1.4b                  | RM2.4b                  | RM2.6b                  | RM2.7b                  | RM3.5b<br><i>(revised sales target from RM3.0b)</i> |
| <b>Sales Achieved (exceeded by)</b> | RM3.1b<br><i>(+37%)</i> | RM2.0b<br><i>(+43%)</i> | RM3.0b<br><i>(+22%)</i> | RM3.7b<br><i>(+41%)</i> | RM3.3b<br><i>(+22%)</i> | RM4.1b<br><i>(+17%)</i>                             |

**FY2024 Sales Achieved**  
**RM4,093.5m**

**+23%** Higher sales achieved vs RM3,336.9m in FY23

*Sales breakdown by category:*

**46%** New launch projects

Or RM1,893.5m

**45%** Launched in previous years

Or RM1,840.7m

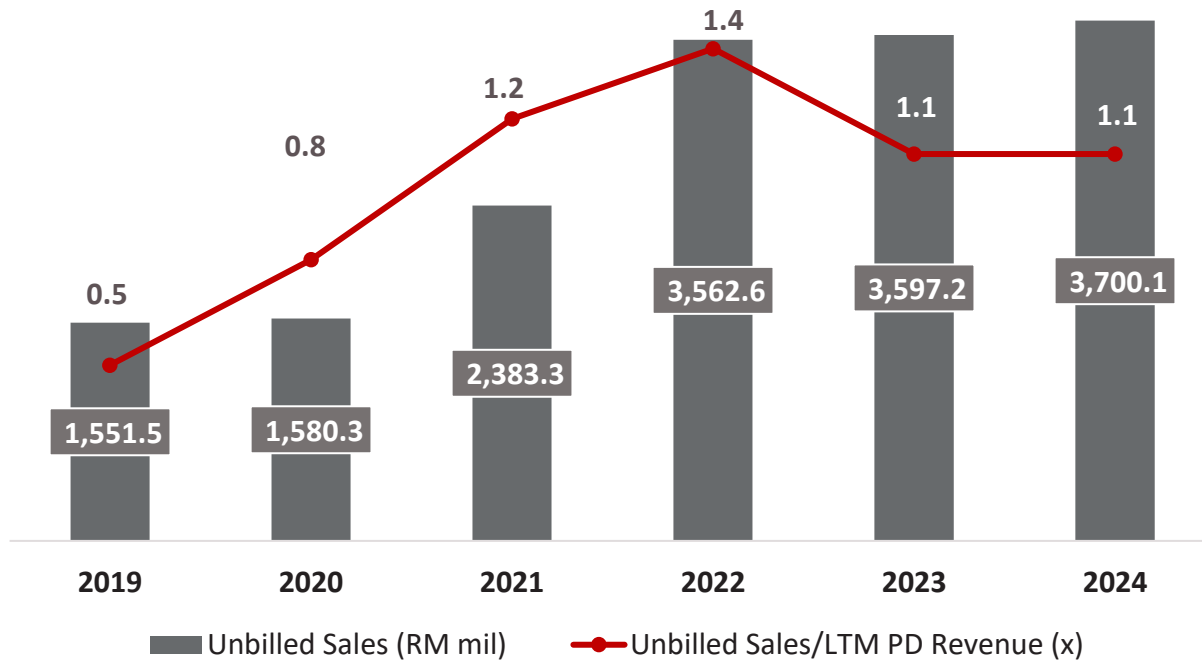
**9%** Completed inventories

Or RM359.3m

**+17%** Exceeded Full year revised sales target of **RM3.5b**

# Unbilled Sales as at 31 December 2024

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



- **Unbilled sales at RM3.7b or 1.1x cover ratio as at 31 December 2024 (+2.9% vs 31 Dec 2023)** on the back of the **growing contribution from residential high-rise** (which extends earnings visibility given the longer product life-cycle)
- Majority of the unbilled sales will be recognised in FY25 with the remaining balance to be recognised in FY26 and beyond

- Majority of unbilled sales located within Greater Klang Valley region
- 52% and 48% split between Township & Integrated Development

**RM3,700.1m as at 31 December 2024**

## By Property Development Type

### Township Development

RM1,920.1m (52%)

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

### Integrated Development

RM1,780.0m (48%)

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

## By Location

### Other Areas in Klang Valley

RM2,100.2m (57%)

### Guthrie Corridor

RM728.7m (20%)

### Klang

RM788.1m (21%)



**Negeri Sembilan**  
RM80.2m (2%)

**Johor**  
RM3.0m (<1%)

# FY2024 Launches – Residential Landed & Industrial

- RM348.3m worth of Residential Landed & Industrial products were launched in Q4 FY24
- Total GDV launch for Residential Landed & Industrial amounted to RM2,210.9m in FY24



## Q4 FY2024 Launches

## FY2024 Review

Resi. Landed Q4 FY2024 GDV Launched: **RM113.0m**



**ADIRA - Bandar Bukit Raja**  
138 units | RM113.0m

Industrial Q4 FY2024 GDV Launched: **RM235.3m**



**XME 3A, XME Business Park 2**  
15 units | RM70.1m

**Plot 3E & 3D, Hamilton Industrial Park**  
38 units | RM134.1m

**RM641.5m**

Residential Landed  
GDV launched in 2024

2023: RM1,549.9m

**73%**

Average take-up  
rate

2023: 77%

**RM1,569.4m**

Industrial  
GDV launched in 2024

2023: RM688.7m

**67%**

Average take up  
rate

2023: 92%

Take-up rates as at 16 February 2025

List is non-exhaustive

# FY2024 Launches – Residential High Rise & Commercial

- RM963.2m worth of Residential High-rise & Commercial products were launched in Q4 FY24
- Total GDV launch for Residential High-rise & Commercial amounted to RM1,932.6m in FY24



## Q4 FY2024 Launches

Resi. High-rise Q4 FY2024 GDV Launched: **RM876.9m**

|  |   |   |
|--|---|---|
|  <p><b>Oct 2024</b></p> <p><b>Damayan – Putra Heights</b><br/>308 units   RM164.9m</p> |  <p><b>Nov 2024</b></p> <p><b>REYA – KL East</b><br/>480 units   RM475.6m</p> |  <p><b>Nov 2024</b></p> <p><b>Kanopi – City of Elmina</b><br/>499 units   RM236.4m</p> |
|--|---|---|

Commercial Q4 FY2024 GDV Launched: **RM86.3m**

|  |
|--|
|  <p><b>Dec 2024</b></p> <p><b>JUMPA – Bukit Subang</b><br/>44 units   RM86.3m</p> |
|--|

List is non-exhaustive

## FY2024 Review

**RM1,639.4m**

Residential High-Rise  
GDV launched in 2024

2023: RM1,382.5m

**52%**

Average take-up  
rate

2023: 74%

Note: ~80% (or 1,287 units) of total units (~1,580 units) were launched in Q4 FY2024

**RM293.2m**

Commercial  
GDV launched in 2024

2023: RM173.5m

**94%**

Average take up  
rate

2023: 95%

Take-up rates as at 16 February 2025

# Battersea Power Station Updates



*Battersea Power Station*

# Battersea Power Station Updates

Take-up rates for Phase 3B (Electric Boulevard) residential component recorded at 64% and office building at 45% as at Q4 FY24



## Key updates

- 1 **BPS welcomed over 26 million visitors** since its opening in October 2022
- 2 **Recorded 13 million of visitors in FY24** (+15% growth YoY)
- 3 World-renowned architecture, **Foster + Partners has leased 48,000 sq.ft** (or 25%) of office space at 50 Electric Boulevard
- 4 **HM King Charles III makes maiden visit to the Battersea Power Station** on 12<sup>th</sup> December 2024
- 5 **NEON**, the first-ever purpose-built entertainment and cultural exhibition space is set to open in Spring 2025



HM King Charles III makes maiden visit to Battersea Power Station



NEON, a global leader in immersive experiences and exhibitions set to open in Spring 2025

## Residential

### Residential Sales

# 64%

+ 3% (vs Q3 FY24)

Phase 3B (Koa @ Electric Boulevard)

## Commercial

### Leasing status

Foster + Partners

Shark | NINJA

TEAM LEWIS

# 45%

~90.5k sq. ft. leased

Phase 3B (Office Building)

(Take-up rate as at 31 December 2024)

# Land Bank Management & Activation Plan





# Land Bank Management & Activation Update

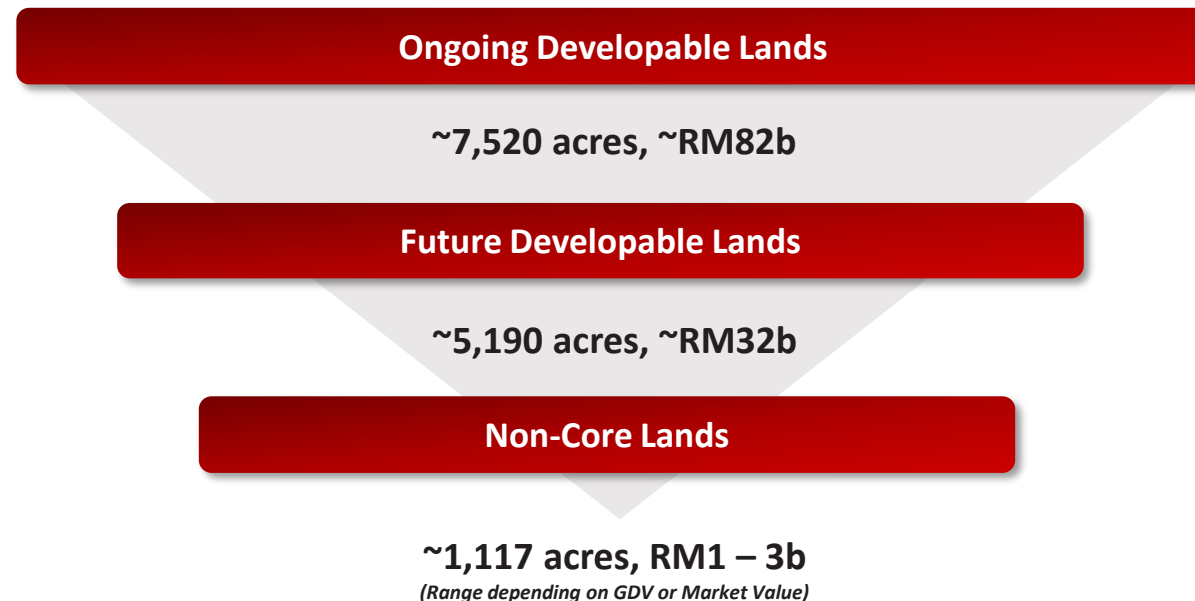
- Activated ~310 acres of land in FY24; approx. ~182 acres (59% from industrial), ~80 acres (26% resi. landed), ~19 acres (6% resi. high-rise);
- Highest GDV/ac extraction since 2019 at ~RM13.5m, contributed by increasing residential high-rise and commercial launches;
- Total remaining developable GDV of ~RM113b across ~12,700 acres of remaining land

## Land Activation

|               | Land Activation (ac) | Non-Core Disposal (ac) | Total (ac)  | GDV Launch (RM bil) | GDV/ac Exc. Non-core (RM mil) |
|---------------|----------------------|------------------------|-------------|---------------------|-------------------------------|
| <b>FY2024</b> | <b>~310</b>          | <b>~85</b>             | <b>~395</b> | <b>4.2b</b>         | <b>~13.5m</b>                 |
| FY2023        | ~540                 | ~400                   | ~940        | 4.0b                | ~7.4m                         |
| FY2022        | ~640                 | ~610                   | ~1,250      | 2.6b                | ~4.1m                         |
| FY2021        | ~730                 | ~70                    | ~800        | 3.7b                | ~5.1m                         |
| FY2020        | ~250                 | Nil                    | ~250        | 1.5b                | ~6.0m                         |
| FY2019        | ~300                 | Nil                    | ~300        | 2.3b                | ~7.7m                         |

- **Activated ~310 ac of land in FY2024**, comprising Industrial (~182 ac or ~59%), Residential Landed (~80 ac or ~26%), commercial (~24 ac or ~8%)
- **Residential High-rise products contributed to 39% of total GDV launched in FY2024**, across 19ac (or ~6%) in land activation.
- **FY2024 registered highest GDV/ac extraction at ~RM13.5m per acre since 2019**, contributed by increasing residential high-rise and commercial launches

## Remaining Land Bank & GDV (as at December 2024)



**~12,700 acres** | **~113b** | **RM13m – RM14m**  
 Remaining Developable Land Bank | Remaining GDV | GDV/acre

A solid red square graphic located on the left side of the slide, partially overlapping the title text.

# **FY2024 Year in Review**

# FY2024 Year in Review

- In H1 FY24, Sales targets were revised upwards from RM3.0b to RM3.5b
- **FY24 performance exceeded all targets** – testament to our execution capability and financial/operational competencies



## FY2024 Guidance

**RM4.0b**

Diversified Launch  
GDV Pipeline

**RM3.5b**

Sales Target

**20% - 25%**

Gross Profit Margin

**≤ 0.5x**

Net D/E Ratio

**≤ 10%**

Completed Stocks

## FY2024 Progress Review



**RM4.2b**

(FY23: RM4.0b)

Launched GDV

*Maintained optimal  
and diversified  
product launches*



**RM4.1b**

(FY23: RM3.3b)

Sales Achieved

*Exceeded RM4.0b;  
Highest since  
demerger*



**32%**

(FY23: 29%)

Gross Profit Margin

*Sustained margins  
amid rising cost  
pressures*



**0.24x**

(FY23: 0.23x)

Net D/E Ratio

*Well-capitalised for  
growth*



**5.7%**

(FY23: 10.5%)

Completed Stocks

*Maintained low  
levels of completed  
stocks*

# Malaysian Economy, Property Sector & DC Outlook



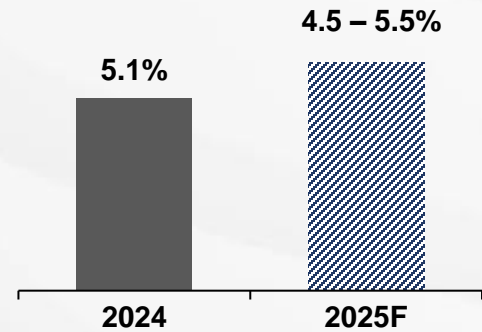
*Aerial view of KLGCC Resort*

# Macroeconomic & Sector Outlook

- Malaysia's GDP expanded by 5.1% in FY2024; GDP growth projected to sustain at 4.5% - 5.5% in FY2025
- Property market shows positive growth indicators amid cost pressure and intensifying market competition

## Malaysia's GDP projected to grow between 4.5% - 5.5% in 2025

Malaysia GDP growth estimates %



### Key Drivers



**Expansion in household spending**  
Driven by income growth and continued policy support



**Sustained investment activity**  
Ongoing multi-year projects and realization of approved Investments



**Higher exports and tourism demand**  
Global tech upcycle and higher external demand, with continued tourism demand

Source: BNM

## OPR remains stable; Inflation subject to upcoming policy measures



**OPR maintained at 3%**  
Unchanged since May 2023 (~1.9years)



**2025 headline Inflation forecasted to increase within 2% - 3.5%** (FY24 - 1.8%)  
Revision in electricity tariff, subsidy rationalisation

### Key risks in 2025

#### Global policies uncertainty

Trade wars, tech export restrictions, etc.

- Disruption in global supply chain
- Higher cost of doing business (Raw materials, tariff, freight rates)

#### Escalation of geopolitical tensions

- Financial markets instability (Currency fluctuations, swing in investor sentiment, etc.)

## Property sector outlook

### Positive indicators



**Growing real estate transaction value**  
Property transaction value hits a decade high of RM232b in 2024 (+18% from RM197b in 2023)



**Sustained market demand for Property transactions**  
Mortgage Loan Application grew +4.9% YoY to RM635b in FY24



**Malaysia remains attractive investment hub within ASEAN**  
Strategic location, cost-competitiveness, supportive business and regulatory environment



**Ongoing catalytic Infrastructure projects**

- Westport phase 2 expansion
- West Coast Expressway
- ECRL & LRT3

### Downside risks:



#### Rising raw material costs

**Concrete**  
+8% YoY

**Aluminum**  
+10% YoY

**Steel**  
-3% YoY

(Jan '25 vs Jan '24)

Source: DOSM



**Intensifying competition across developers**  
More products entering the market

Newly launched units  
FY24 vs. FY23 (YoY growth %)

Resi. Landed +24%  
High Rise +40%

Source: NAPIC

# Data Centre Sector Outlook



Sime Darby Property maintains a relatively stable position with secured long-term leases from Pearl Computing and continues to attract strong interest for large-scale data centres

## Data Centre Outlook

1

### Global Data Centre Demand is expected to grow significantly powered by surge in AI & Cloud Computing

- U.S. tech giants intended to invest ~\$320 billion globally in AI technologies & data centre buildouts in 2025.

Source: Financial Times & Annual Reports

2

### Navigating Regulatory Requirements & Tier-based Restrictions:

- US enforces a Tiered Export System, categorizing countries based on geopolitical status when restricting exports of advanced AI chips.
- US-based Hyperscalers such as Microsoft, Amazon & Google are granted specific exemptions i.e. Universal Verified End User (UVEU) allowing them to continue expanding in Tier 2 countries such as Malaysia.

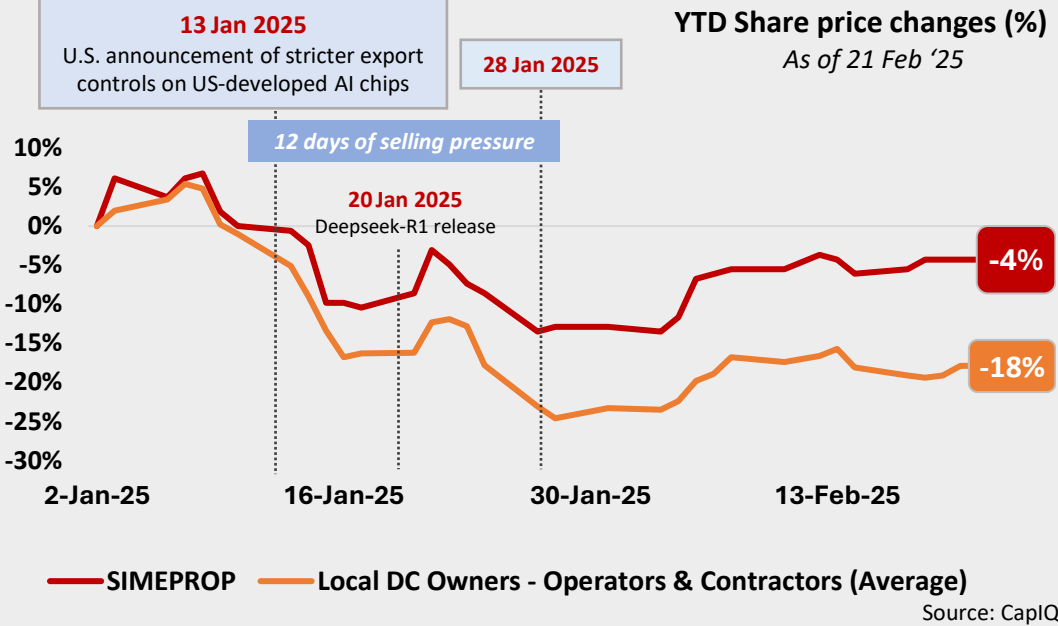
Source: Bureau of Industry & Security (US)

3

### Malaysia Emerging as a DC Hotspot in ASEAN:

- Sufficient land, infrastructure readiness, competitive energy cost & strong demand positioning Malaysia as an attractive AI & DC hub, attracting hyperscalers and global AI players.
- Government-backed incentives & policies continue to drive investor confidence and industry expansion.
- Malaysia's remains relatively in early-stages in terms of capacity of AI-based DCs. US-based hyperscalers in Malaysia are primarily focused on cloud computing services rather than AI-specific infrastructure.

## Varying levels of exposure for DC-linked counters



- Resilient positioning & lower exposure:**
  - SDP's share price decline was the least among local DC-linked players (average decline was 18% for DC owner-operators and contractors);
  - As SDP's scope of work limited to providing powered shell & core, it remains less susceptible to changes in restrictions and the share price has rebounded as market clarity improved
- Strategic partnership with a US-based hyperscaler:** SDP's DC 1 & 2 are leased to Pearl Computing on a secured 20-year long-term leases making it less vulnerable & relatively de-risked.



*Aerial view of Bukit Cheraiah Forest Reserve*

# Moving Forward

## Our Strategy

# FY2025 Guidance

Approaching tail-end of SHIFT25, the Group remains in execution-mode in its Transformation journey of 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



TRANSFORMATION  
JOURNEY

Pure-Play Property Developer

Real Estate Company

Master Developer • Community Builder • Investment & Asset Manager

## FY2025 Guidance

### RM4.0b

**Diversified Launch  
GDV Pipeline**

31% Industrial  
28% Residential landed  
27% Residential high-rise  
14% Commercial

### RM3.6b

**Sales Target**

Capitalising on strong  
momentum to continue  
into FY2025

### 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



# FY2025 Launch Pipeline

- FY25 planned launches at ~RM4.0b GDV with a balanced mix of ~30% across Residential Landed, High-rise, and Industrial
- FY25 Commercial launch pipeline doubled at 14% or ~RM550m GDV (FY24: 7% or ~RM290m)
- ~RM1.7b GDV worth of diversified products to be launched in H1 FY25

## H1 FY2025

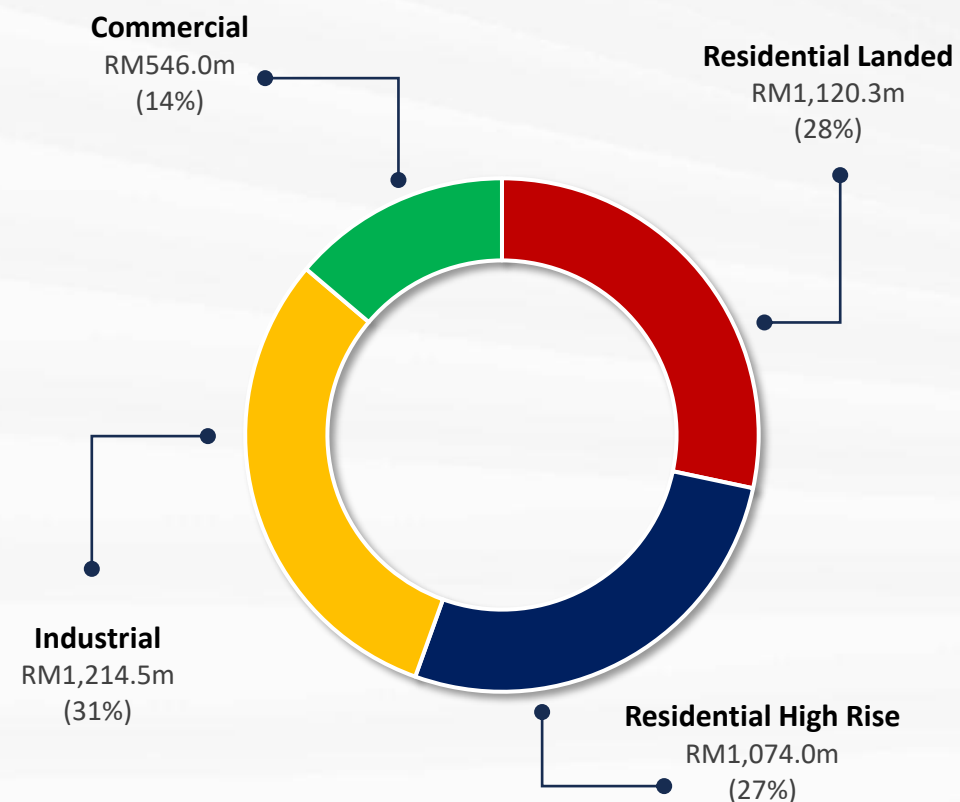
Units to be Launched: **1,747** | GDV to be Launched: **RM1,710.7m**

| Product               | FY2025 Planned Launches |                |             | H1 FY2025 Planned Launches |                |
|-----------------------|-------------------------|----------------|-------------|----------------------------|----------------|
|                       | Units                   | GDV (RM mil)   | GDV (%)     | Units                      | GDV (RM mil)   |
| Residential Landed    | 1,163                   | 1,120.3        | 28%         | 714                        | 662.7          |
| Residential High Rise | 1,918                   | 1,074.0        | 27%         | 926                        | 510.6          |
| Industrial            | 236                     | 1,214.5        | 31%         | 79                         | 335.9          |
| Commercial            | 207                     | 546.0          | 14%         | 28                         | 201.6          |
| <b>Total</b>          | <b>3,524</b>            | <b>3,954.7</b> | <b>100%</b> | <b>1,747</b>               | <b>1,710.7</b> |

## Key Highlights (FY2025)

- **Industrial:**
  - Bandar Bukit Raja, Elmina Business Park, Hamilton Nilai City
- **Residential Landed:**
  - City of Elmina, Bandar Bukit Raja, Serenia City, Nilai Impian, Bandar Ainsdale
- **Residential High-Rise:**
  - Subang Jaya, Ara Damansara
- **Commercial:**
  - City of Elmina, Bandar Bukit Raja

## Planned Launches in FY2025 3,524 units | ~RM4.0b GDV





KLGCC 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

**FY2024 Revenue**  
RM4,250.8 million

**FY2024 Profit Before Tax**  
RM780.0 million

## ➤ Solid Balance Sheet

**Strong Cash Position**  
RM640.4 million

**Healthy Net Gearing**  
24.3%

## ➤ Revenue Visibility

**FY2024 Sales**  
RM4.1 billion

**Unbilled Sales**  
RM3.7 billion / 1.1x cover ratio

**Bookings**  
RM2.0 billion *(as at 16 Feb 2025)*

## ➤ Stable Return

**Committed towards maximising shareholders' returns**  
Total Dividend of FY24: 3.0 sen

**Dividend Payout %:**  
**FY24: 40.5% (3.0 sen)**  
FY23: 41.7% (2.5 sen)  
FY22: 43.1% (2 sen)  
FY21 (restated): 46.3% (1 sen)  
FY20: (excl. one off): 133.4% (1 sen)  
FY19: 65.4% (3 sen)

## ➤ Outlook for FY2025

### Sales & GDV Launch Target

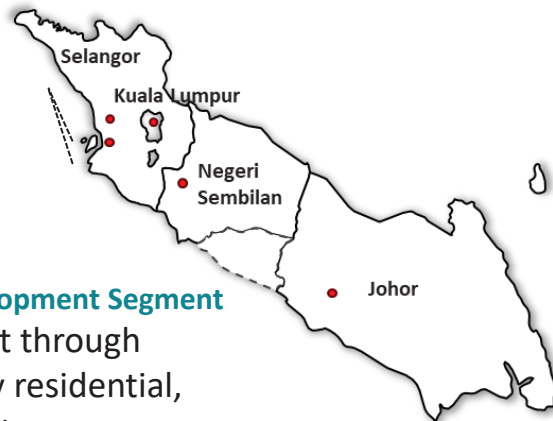
- GDV Launch – RM4.0 billion
- Sales Target – RM3.6 billion

### Sustain momentum on Property Development Segment

- Strong growth from PD segment through diversified launches particularly residential, industrial & commercial products

### Strategic Existing Land Bank

- ~12,700 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 FY24
- Group Net Lettable Area (NLA) of ~7.7 mil sq. ft
- ~2.5 mil sq. ft in Industrial (SDPLOG & SDPMIT)

#### Expansion into high-growth Data Centre asset class

- 2 Hyperscale DCs at Elmina Business Park spanning across 126 acres
- Secured total lease value of RM7.6b over a period of 20 years
- Strengthening recurring income portfolio aligning with SHIFT25 strategy

#### Industrial as key future growth engine

- Presence in 6 established townships
- Increasing sales contribution from 14% in FY20 to 30% in FY24
- ~RM5.6 billion GDV of industrial products launched in FY19 – FY24



# Thank you | Q&A

## **Sime Darby Property Berhad**

197301002148 (15631-P)

No. 2, Jalan PJU1A/7A

Ara Damansara

47301, Petaling Jaya

Selangor, Malaysia

[simedarbyproperty.com](http://simedarbyproperty.com)