



WCT Holdings Berhad

■ QUARTERLY PRESENTATION- 4th Quarter 2024

Key Shareholding as at 14 Feb 2025



23.2%

9.8%

11.7%

55.3%

Tan Sri Lim
Siew Choon

Amanah
Saham

Foreign
Shareholders

Others

15.11.24	23.2%
15.08.24	25.6%
15.05.24	25.6%

9.8%
10.9%
11.1%

15.4%
12.8%
6.5%

51.6%
50.7%
56.8%



Financial Highlights

Segmental Results Q4 2024 (3 months)



	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	339.4	131.9	71.3	542.6
Profit from operations	(53.6)	(0.1)	78.0	24.3
Share of results of associates	(12.6)	10.3	-	(2.3)
Share of results of joint ventures		(0.7)	12.0	11.3
Finance costs				(44.8)
Taxation				68.1
Profit for the period				56.6
Holders of Perpetual Sukuk				-
Non-controlling interest				0.7
Net Profit				57.3

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Segmental Results FY 2024 (12 months)



	E&C	PD	PI&M	Consolidated
	RM'mil	RM'mil	RM'mil	RM'mil
Revenue	1,039.1	516.2	268.5	1,823.8
Profit from operations	(18.8)	36.9	362.0	380.1
Share of results of associates	(12.6)	33.1	-	20.5
Share of results of joint ventures	-	(6.8)	38.3	31.5
Finance costs				(158.0)
Taxation				47.2
Profit for the period				321.3
Holder of Perpetual Sukuk				(46.8)
Non-controlling interest				3.5
Net Profit				278.0

E&C - Engineering & Construction Division

PD - Property Development Division

PI&M - Property Investment & Management Division

Debt to Equity (DE) Ratio



	As at 31 Dec 2024 RM'mil	As at 31 Dec 2023 RM'mil
Total bank borrowings	3,578	3,093
Cash & bank balances & fixed deposits	(570)	(415)
Net borrowings	3,008	2,678
Shareholders equity (including Perpetual Sukuk & non-controlling interest)	3,778	3,687
Gross DE ratio	0.95	0.84
Net DE ratio	0.80	0.73



Engineering & Construction

Ongoing Projects/ Outstanding Order Book as at 31 Dec 2024



	Outstanding RM'mil
Pan Borneo Highway (66km highway from Sungai Arip Bridge to Bintulu Airport Junction)	77
West Coast Expressway (Shah Alam Expressway Interchange to NKVE/FHR2 Interchange)	11
Elevated Highway (Sprint Highway/Jalan Maarof to Jalan Semantan)	18
LRT3 GS03 & GS02 (guideway, stations, park & ride, ancillary buildings & other associated work)	0
Jetty extension of Sapangar Bay Oil Terminal	1
Expansion of Sapangar Bay Container Port (60% share)	418
PLUS Senai-Sedenak Package A	238
Kwasaland WPC-02	207
Total - Local Civil & Infrastructure	970 (35%)
Pavilion Damansara Heights - Phase 1 (Superstructure)	147
Pavilion Damansara Heights - Phase 2 (Superstructure)	830
Hotel & Office, TRX - HOTP01 (Superstructure)	31
Retail Mall, PNB	181
Kota Bharu Airport, Kelantan	131
Total - Local Buildings	1,320 (48%)
Total External Projects	2,290 (83%)
Internal building - Edison West and Edison East, W City Larkinton JB	473 (17%)
Total	2,763 (100%)

List of Tenders Submitted/Pending Submission (14 Feb 2025)



	RM' mil
Civil & Infrastructure	> 12,000
Building Works	> 1,000
Total	> 13,000



Property Development

Property Development - Snapshot



2024 Revenue

Q1 : RM 118 mil
Q2 : RM 127 mil
Q3 : RM 139 mil
Q4 : RM 132 mil
YTD : RM 516 mil

2024 Profit Before Tax

Q1 : RM 2 mil
Q2 : RM 10 mil
Q3 : RM 0 mil
Q4 : RM -10 mil
YTD : RM 2 mil

2024 Property Sales

Q1 : RM 265 mil
Q2 : RM 314 mil
Q3 : RM 269 mil
Q4 : RM 196 mil
YTD : RM1,044 mil

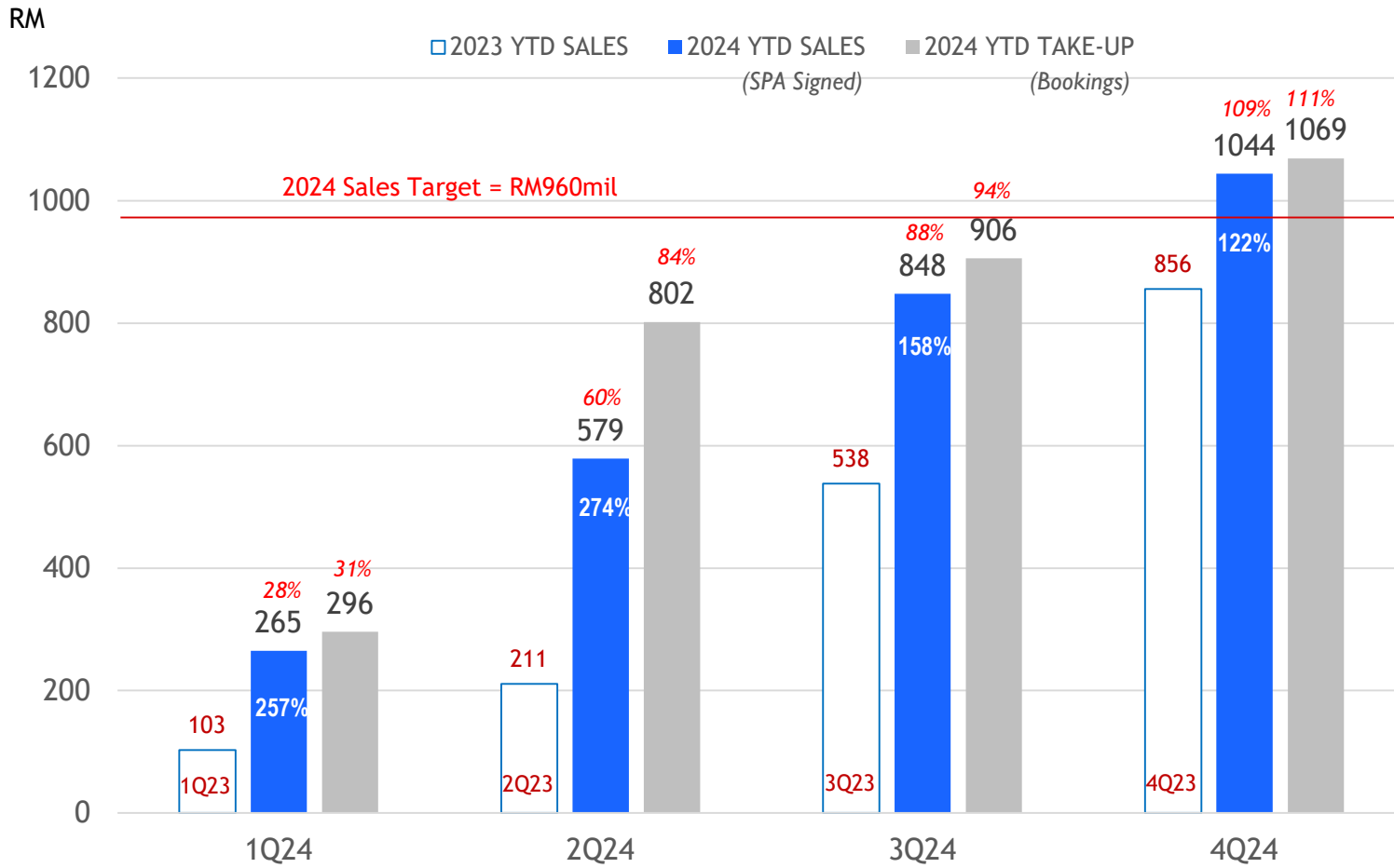
Total Unbilled Sales

RM 1,066 mil (as at 31 Dec 2024)

Unsold Completed Inventories

RM 23 mil (as at 31 Dec 2024)

Property Development - Q-O-Q Sales Performance

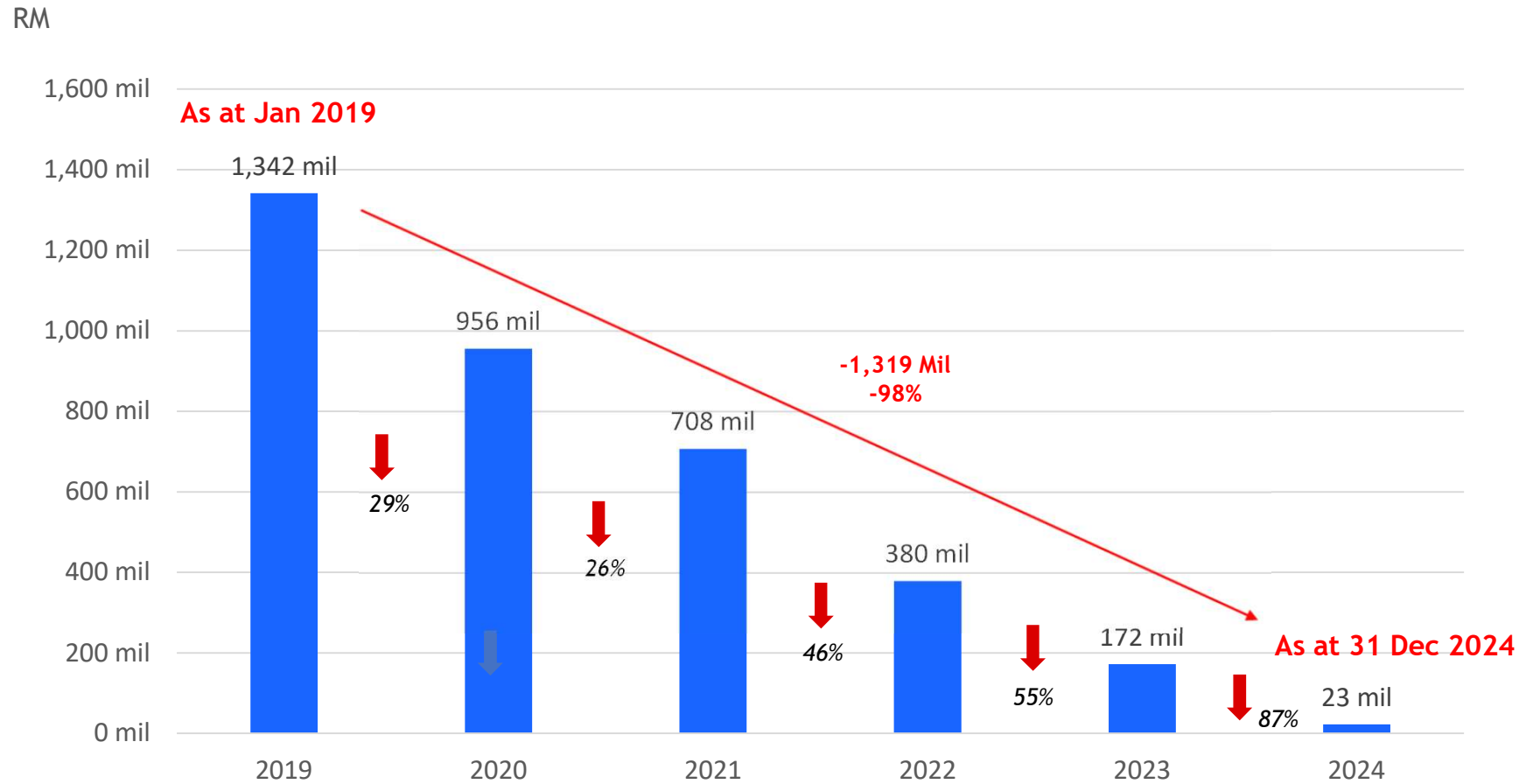


Remark: Adison West @ W City Larkinton, JB launched in Mar, 2024
 % in red font is calculated based on sales against sales target
 % in white font is calculated based on sales Q-O-Q

Property Development - Clearing of Inventories (GDV)



Inventory Reduction 2019 - 2024



Completed Inventories (as at 31 Dec 2024)

TYPE		LOCATION	BAL UNIT(S)	BAL GDV (RM' mil)
1	Office	Klang	2	10.3
2	Service Apartment	Kelana Jaya	1	1.4
3	Service Apartment	Shah Alam	1	0.8
4	Condominium	OUG	5	6.6
5	Service Apartment	Medini, JB	8	4.1
TOTAL =			<u>17 units</u>	<u>RM23.2 mil</u>

Note:

1) Bal Unit = SPA Unsigned

Sales & Marketing Strategies

1. Continuous opening and expansion of new sales channels.
2. Apply sales repackaging and incentive promotions to suit market demand.
3. Intensify product exposure on digital platforms/social media/giant LED screen for brand presence/awareness and leads generation.
4. Increase WCT Land branding initiatives via:
 - a) CSR and sponsorships for sustainability goals.
 - b) Win property awards to increase brand awareness and recognition.
5. Participate in property road shows & exhibitions.
6. Participate in brand collaboration events with business partners, bankers and merchants.
7. Organize events at sales galleries.
8. Promote attractive sales campaigns:
 - a) Easy Entry Property Purchase
 - b) Festive promotional incentives
 - c) Buyer-Get-Buyer, Buyer-Repeat-Purchase and Staff Purchase programs to encourage re-investment & internal sales.

On-going Property Projects



Adison West, W City Larkinton Johor Bharu

Description	Residence	Shop	Total
Units	1,024	37	1,061
Estimated GDV	RM451m	RM100m	RM551m

Launch Date Mar 2024
 Sales Take-up 93%
 Exp. Completion Q2 2028

*[Launched TC and TD = Q1 2024]
 [Launched TA and TB = Q2 2024]*

(% on units)



On-going Property Projects



Pavilion Mont' Kiara, Kuala Lumpur

Description 341 units

Estimated GDV RM832 million

Launch Date Aug 2023

Sales Take-up 96%

Exp. Completion Q3 2027

(% on units)



On-going Property Projects



Adenia Apartment, Bandar Parklands, Klang

Description 181 units of Apartment

Estimated GDV RM67 million

Launch Date Aug 2022

Sales Take-up 100%

Exp. Completion Q2 2025

(% on units)



Maple Residences, W City OUG @ Kuala Lumpur

Description 940 units of Condominium

Estimated GDV RM861 million

Launch Date Nov 2020 - TA (303 units, RM236 mil)
Apr 2021 - TB (295 units, RM270 mil)
Dec 2021 - TC (342 units, RM355 mil)

Sales Take-up TA : 96% | TB : 87% | TC : 61%
Overall : 81%

Exp. Completion Q2 2025

(% on units)

Future Property Projects (Planned Launch 2025)



Planned LAUNCHES				
PROJECT	W City Larkinton, JB (Adison EAST - Resi)	W City Larkinton, JB (Adison SHOP - Comm)	W City OUG, KL (Aras Residences)	TOTAL
UNITS	896	32	T1: 636	1,564
ESTIMATED GDV	RM487 m	RM101 m	RM502 m	RM1,090 m

Land Bank (future development and for sale as at 31 Dec 2024)



	LOCATION	DEVELOPMENT TYPE	LAND AREA (ac.)
1	W City OUG @ KL	Mixed	41
2	Bukit Tinggi 1,2 & 3, Klang	Mixed	68
3	Medini Iskandar, Johor	Mixed	39
4	Inanam, Kota Kinabalu	Residential	29
5	Sungai Buloh	Commercial	2
		TOTAL =	179



Property Investment & Management



Retail Malls

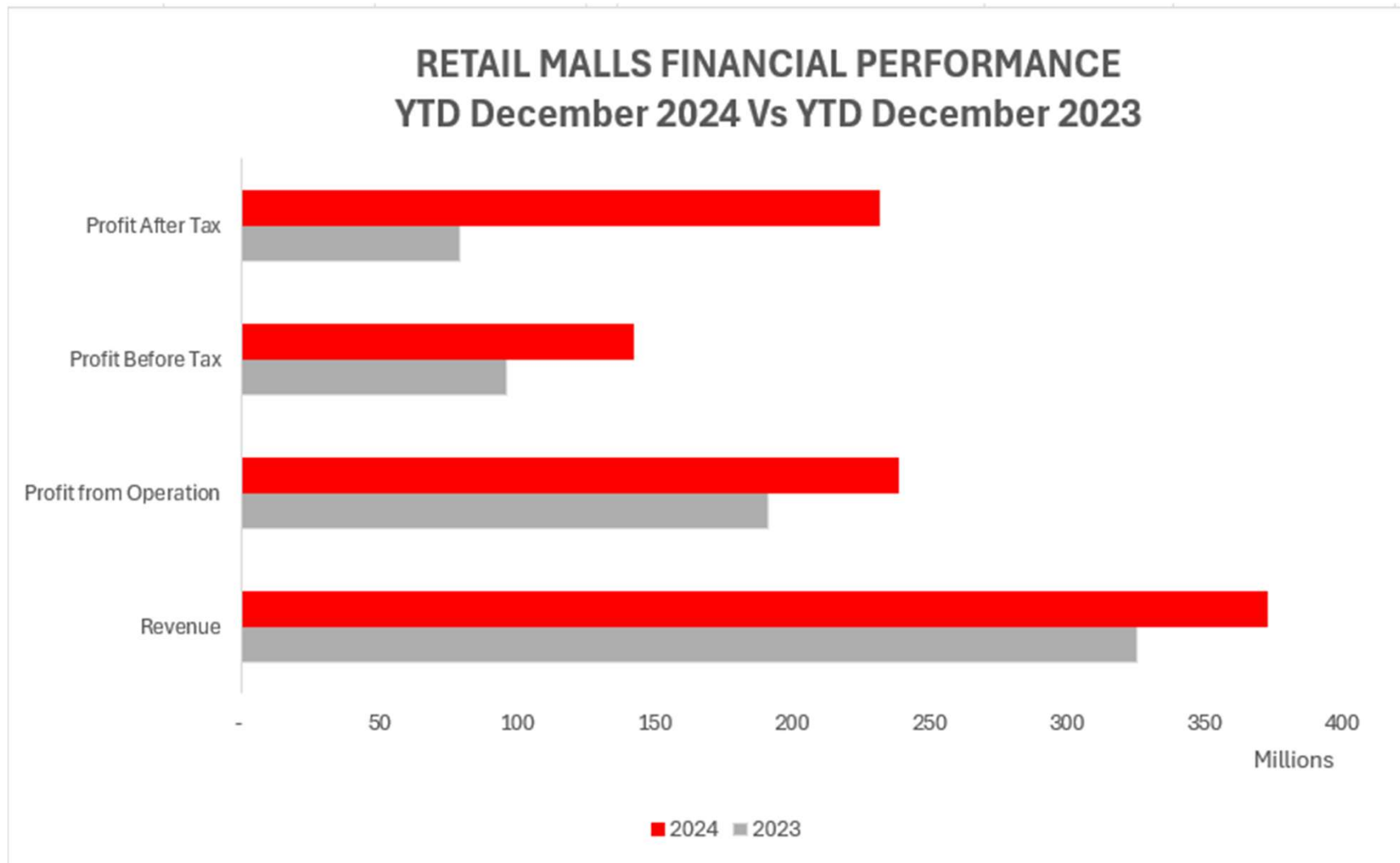
Retail Malls



	Bukit Tinggi Shopping Centre	Paradigm Mall, Petaling Jaya	gateway@klia2, Sepang	Paradigm Mall, Johor Bahru	Subang Skypark
Occupancy rate	100%	98%	96%	99%	89%
Opening Year	2007	2012	2014	2017	Acquired Apr18
WCT Ownership	100.0%	70.0%	53.0%	100.0%	60.0%
Retail Lettable Area	1,000,950 sq ft GLA	680,000 sq ft	378,000 sq ft	1,296,000 sq ft	81,400 sq ft
No. of Car Parks	3,343	3,206	5,815	3,370	553
Selected Tenants					

Retail Malls - Overall Financial Performance

YTD December 2024 Vs YTD December 2023





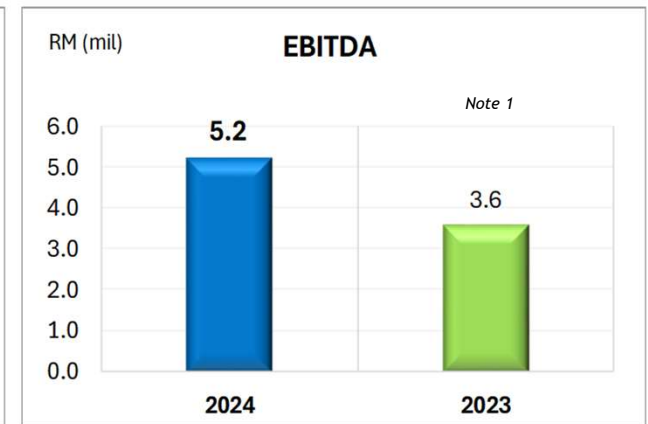
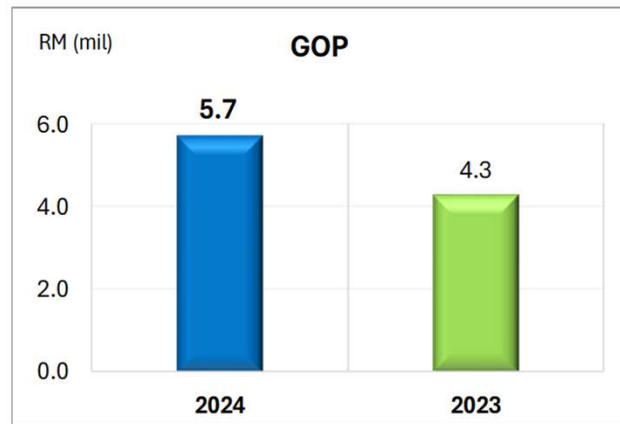
Hospitality

Hospitality - Le Meridien Petaling Jaya

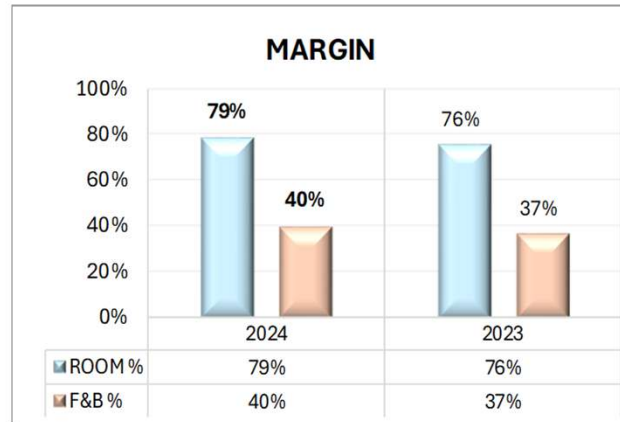
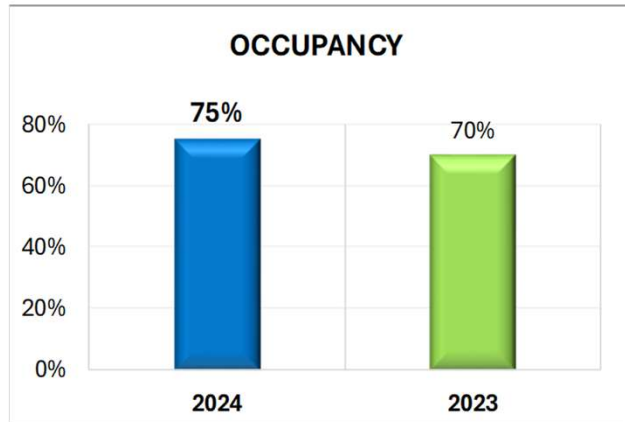
Overview of Performance (Q4 2024)



Q4 2024



Note 1 : before one-off item



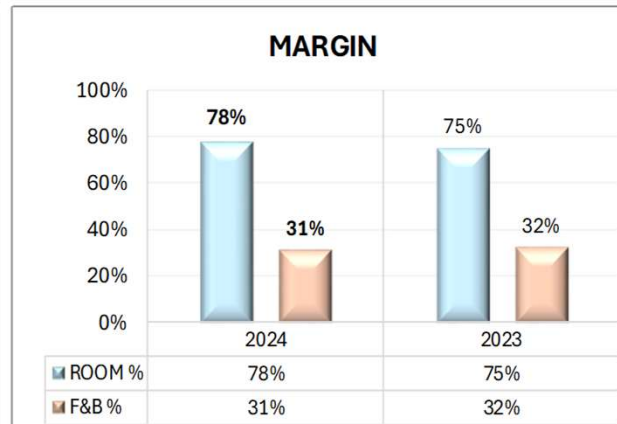
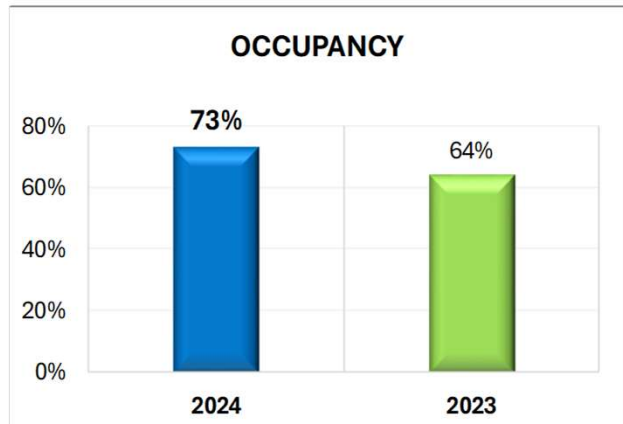
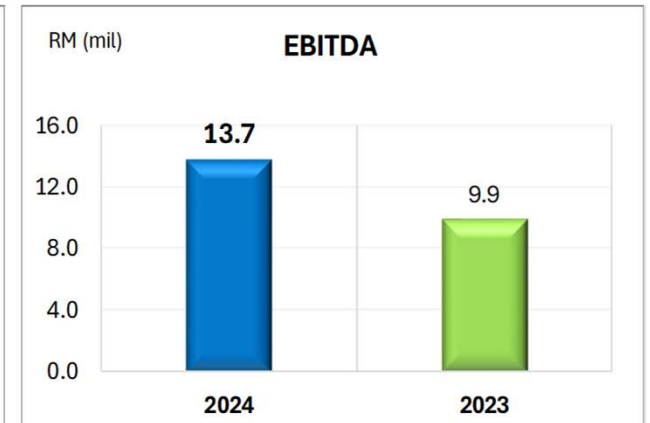
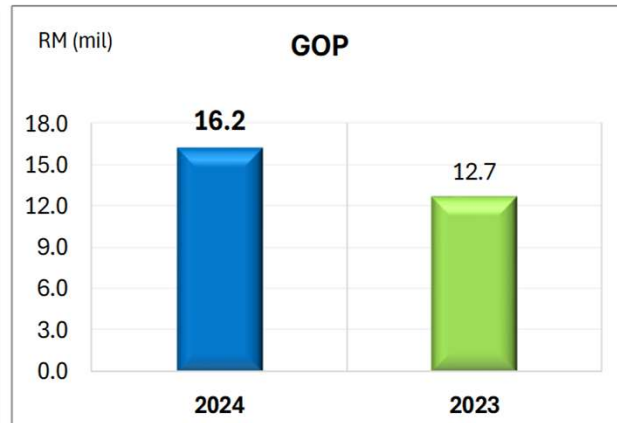
In Q4 2024, revenue grew by 6% compared to Q4 2023, while GOP increased by 33% and EBITDA surged by 44%. This improvement was driven by stronger performance in the rooms segment, with rooms margin rising from 76% to 79%, and F&B margin increasing from 37% to 40% during the quarter. Occupancy rate had improved by 5% compared to the same period last year.

Hospitality - Le Meridien Petaling Jaya

Overview of Performance (FY 2024)



FY 2024

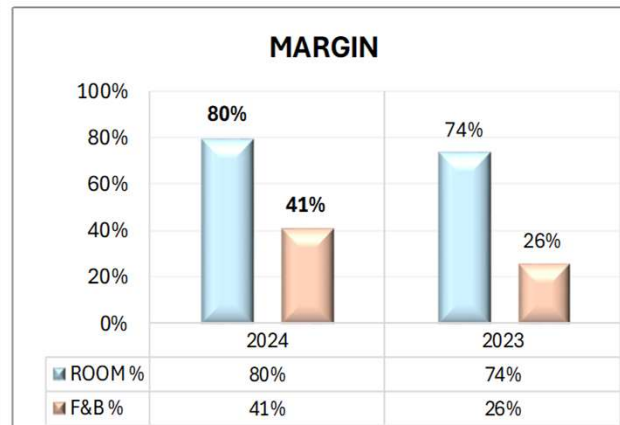
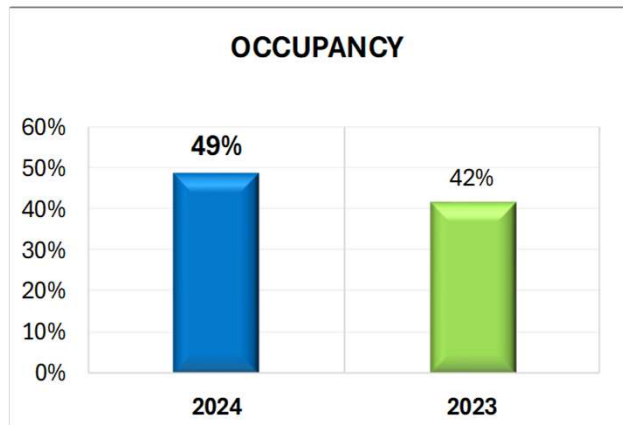
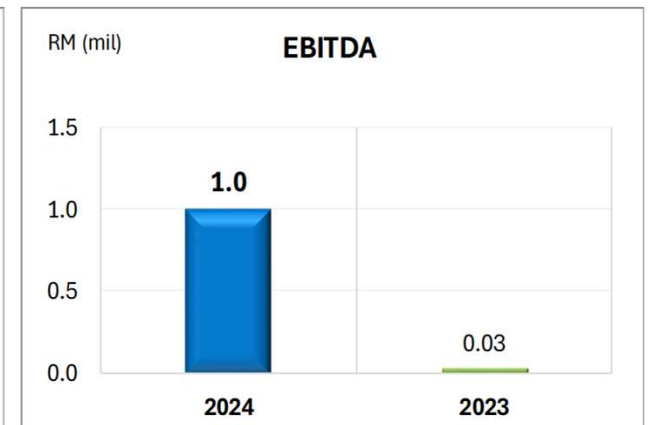
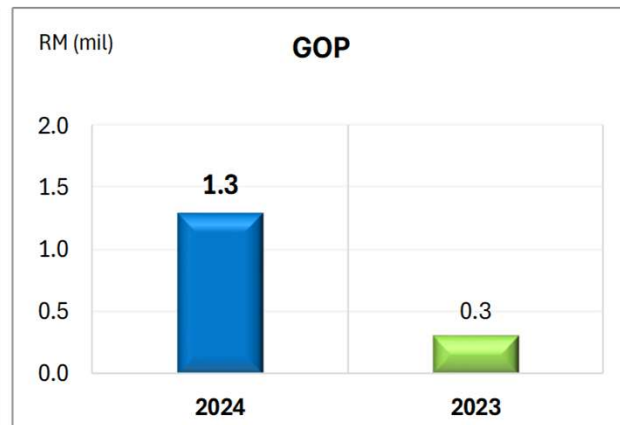


YTD December 2024 revenue grew by 10% compared to the same period last year, reflecting strong growth potential and effective sales strategies. During the same period, GOP increased by 28% and EBITDA rose by 38%, driven by improved room performance, enhanced operational efficiencies, and better cost management.

Hospitality - Premiere Hotel, Klang Overview of Performance (Q4 2024)



Q4 2024

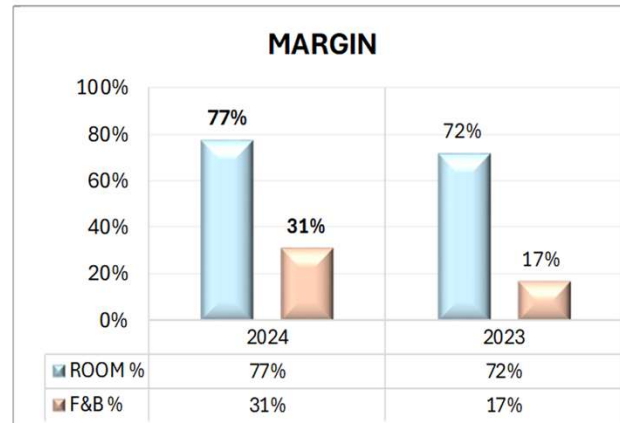
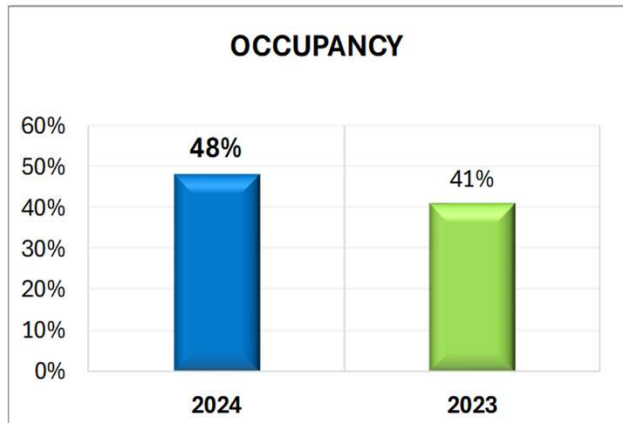
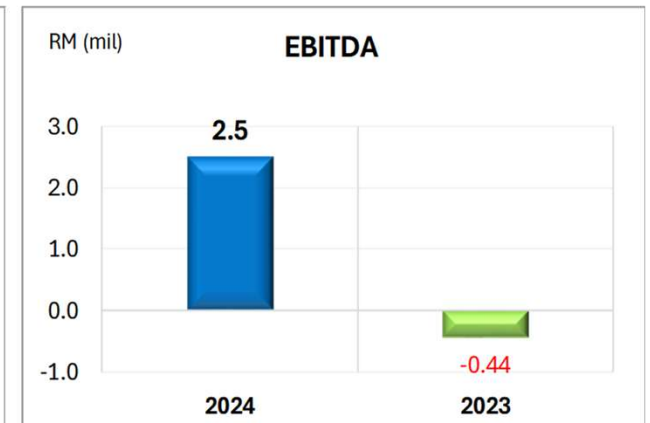
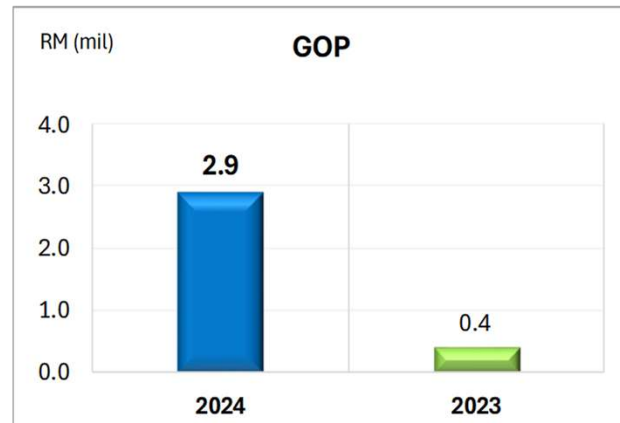
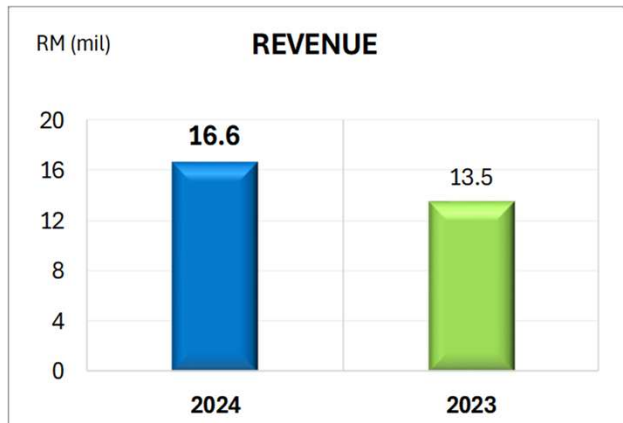


Q4 2024 exhibited growth, with revenue increasing by 29% compared to Q4 2023. GOP surged by 333%, and EBITDA rose substantially, primarily driven by enhanced performance in rooms and F&B margins, which improved by 6% and 15%, respectively. Furthermore, the occupancy rate rose by 7%, reflecting the effectiveness of strategic sales initiatives and optimized cost management practices.

Hospitality - Premiere Hotel, Klang Overview of Performance (FY 2024)



FY 2024



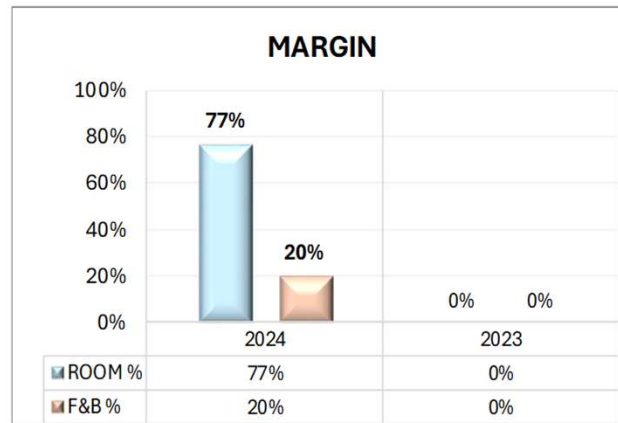
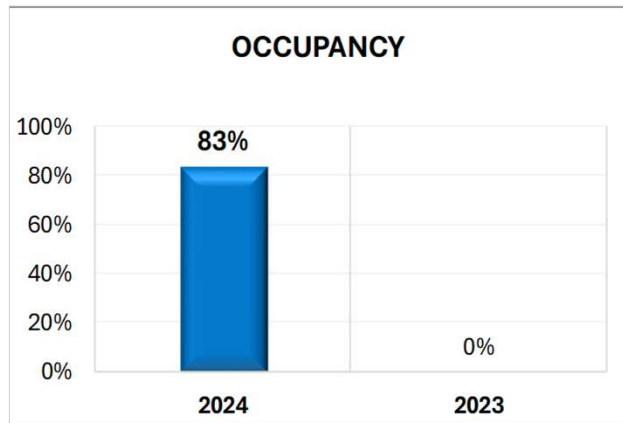
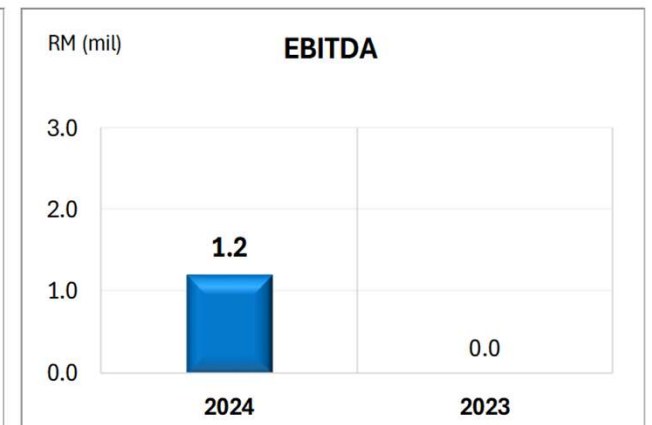
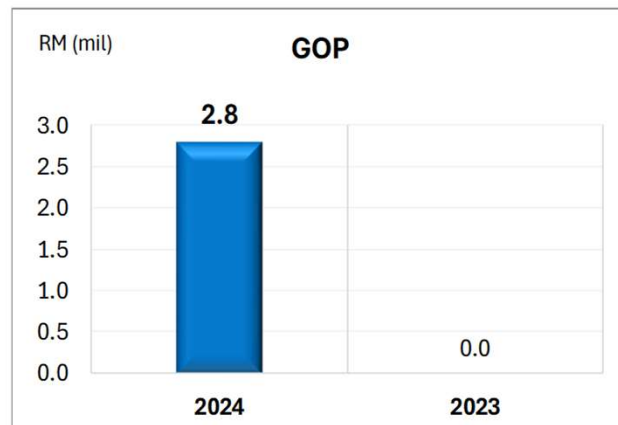
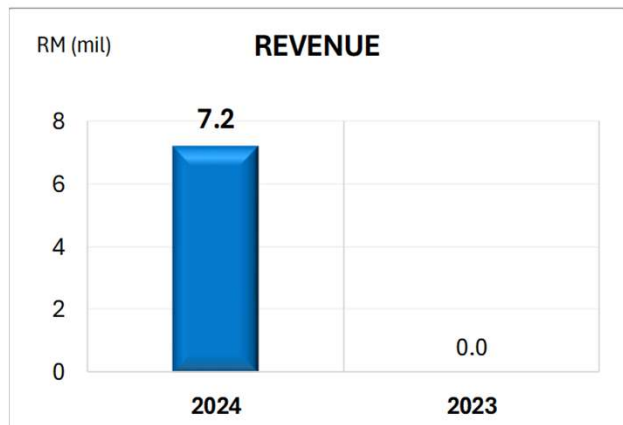
YTD December 2024 revenue increased by 23% compared to the same period last year, leading to a significant turnaround in GOP, which improved by 625% compared to FY 2023. EBITDA outperformed 2023 levels by 668%. These improvements are attributed to enhanced profit margins in both the rooms and F&B segments. Additionally, room occupancy continues to demonstrate positive momentum, with a 7% growth compared to last year.

Hospitality - Hyatt Place, Johor Bahru

Overview of Performance (Q4 2024)



Q4 2024



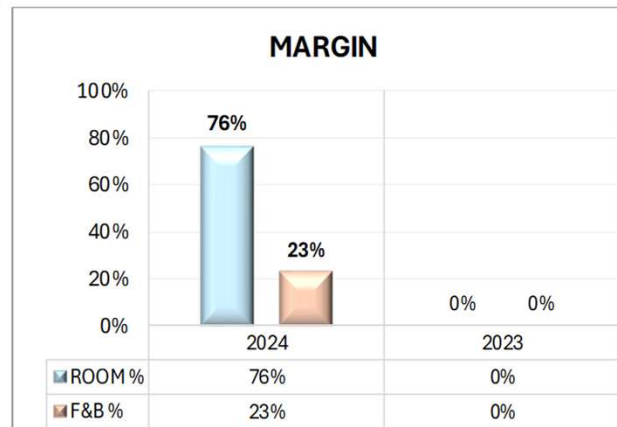
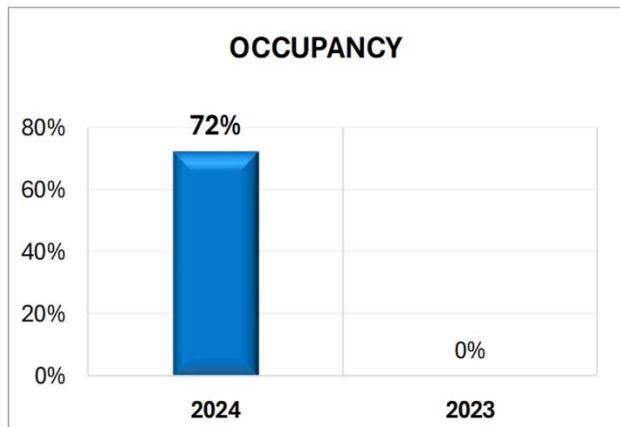
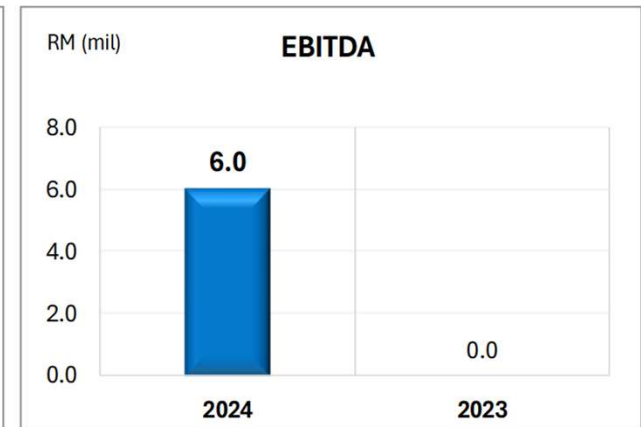
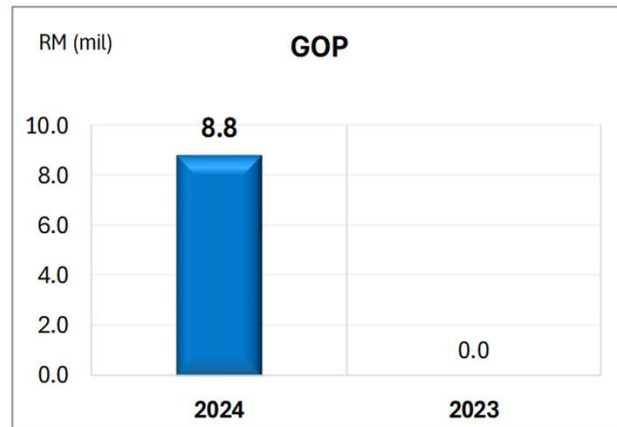
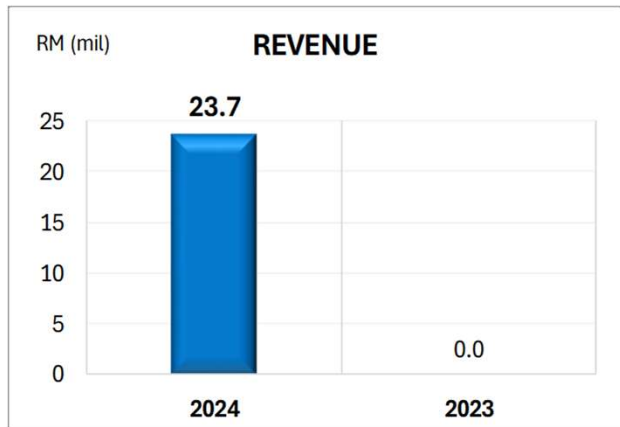
Q4 2024 achieved the highest quarterly revenue to date at RM7.2 million, with GOP reaching RM2.8 million and EBITDA at RM1.2 million, marking the strongest performance since the hotel's opening in November 2023. The occupancy rate for the quarter stood at 83%, driven primarily by robust demand from the Singaporean tourist market.

Hospitality - Hyatt Place, Johor Bahru

Overview of Performance (FY 2024)



FY 2024



Revenue achieved for YTD December 2024 was RM23.7mil with GOP at RM8.8mil and EBITDA at RM6.0mil. YTD December 2024's occupancy rate was 72%. Rooms margin was at 76% while F&B margin at 23%.



Retail Malls Outlook & Business and Marketing Strategies

RETAIL OVERVIEW FOR PMPJ

BUSINESS OUTLOOK

- Average occupancy rate remains resilient at 98% in 4Q2024
- New tenants which opened in 4Q2024 in PMPJ include :-
 - Being Juice
 - Eggcellence Waffle Co.
 - Melvados
 - KKV
 - Island Shop
 - Natural Health Farm
 - ZUS Coffee
 - Maison De Perfume
 - Lucky Homes Collection
 - CEX Entertainment Exchange
 - YES
 - Home World
 - Life Four Cuts
 - Osmanli Oud
 - Honor
 - J&K

Retail Malls - Paradigm Mall JB Overview for The Fourth Quarter of 2024



THE RETAIL OVERVIEW FOR PMJB

BUSINESS OUTLOOK

- Average occupancy rate remains resilient at 99.12% in 4Q2024
- New tenants which opened in 4Q2024 in PMJB include :-
 - Food Arcade - Aneka Soup
 - Ta-Daa Box
 - Leng Car Wash
 - Rusim Thai Kitchen
 - Oriental Kopitiam
 - Kickers
 - Escape Adventure Park
 - Ichiru My Homestyle
 - Jo's Cha
 - Souper Tang - reopening
 - SK Jewellery
 - 7 Eleven - reopening
 - La. Brow
 - W. Hair
 - Philips
 - Thong Bowl
 - I Like Yogurt

Retail Malls - Gateway@KLIA 2- Business Outlook

RETAIL OVERVIEW FOR Gateway@KLIA 2

BUSINESS OUTLOOK

- Average occupancy rate is at 96.47% in 4Q2024

- New tenants which opened in 4Q2024 in Gateway@KLIA 2 include :-
 - Chez Choux
 - Miniso
 - Mixue (L2)
 - YES
 - Al Azhar Sunnah Mart
 - Melvados
 - Luggage Central
 - Nak Nak

Retail Malls- Business and Marketing strategies



Paradigm Mall Johor Bahru, in collaboration with Tourism Malaysia and Mastercard, proudly presents the first-ever Midnight Sales 2024 in the southern region of Malaysia. This prestigious event promises an unforgettable shopping experience, drawing enthusiastic shoppers from southern Malaysia and neighbouring Singapore. Exciting activities such as the Balloon Drop Bonanza and Spin & Win await, offering attractive prizes worth up to RM150,000!

Retail Malls - Business and Marketing strategies



2. This holiday season, WCT Malls proudly partners with globally beloved IPs like Disney at Paradigm Mall PJ, gateway@klia2, and SkyPark Terminal Subang, as well as CoComelon at Paradigm Mall JB. Together they bring to life enchanting festive displays and interactive photo corners, mascot appearance, creating magical holiday experiences for visitors of all ages.

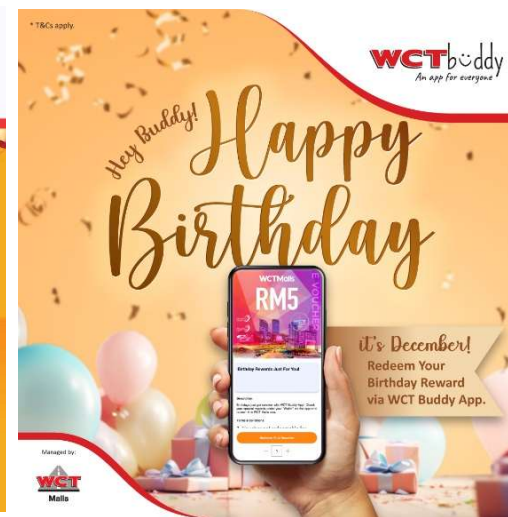
Retail Malls - Business and Marketing strategies



3. Activated various tactical events in-mall on weekend basis to drive more footfall and tenants' sales. Some of the key highlights for respective malls as per listed below:-

- a. Paradigm Mall PJ - Refash Go Green Market, Boogy Woogy Halloween, CosMart Event, Sing like a Star
- b. Paradigm Mall JB - Midnight Sales 2024, 7th Magnificent Celebration, Happy Halloween
- c. gateway@klia2 - Pinktober with MAKNA, Kids Voice Talent, Artful Coloring Contest
- d. SkyPark Terminal - Deepavali Celebration, Spark Joy Christmas

Retail Malls - Business and Marketing strategies



4. Activated group wide sales driven campaigns on WCT Buddy to stimulate sales at tenant outlets.

- Voucher Bonanza Sales in partnering with Alliance Bank – 16 Sept to 31 Dec 2024
- Double Digits campaign – 11 Nov (11X Buddy Points) / 12 Dec
- WCT Buddy Birthday Treats – 1 Dec – 31 Dec 2024
- Eat More, Save More - 1 Jan - 31 Dec 2024

Retail Malls

As at 31 Dec 2024

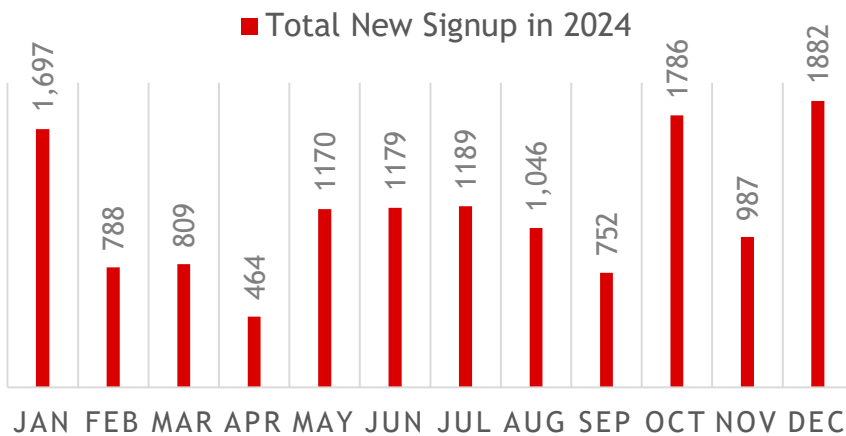
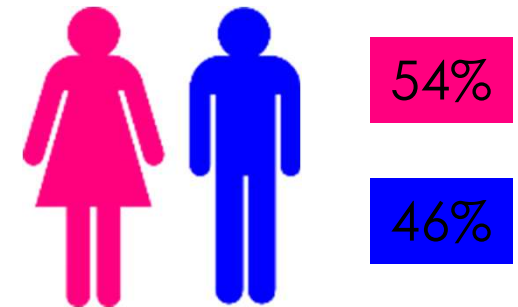
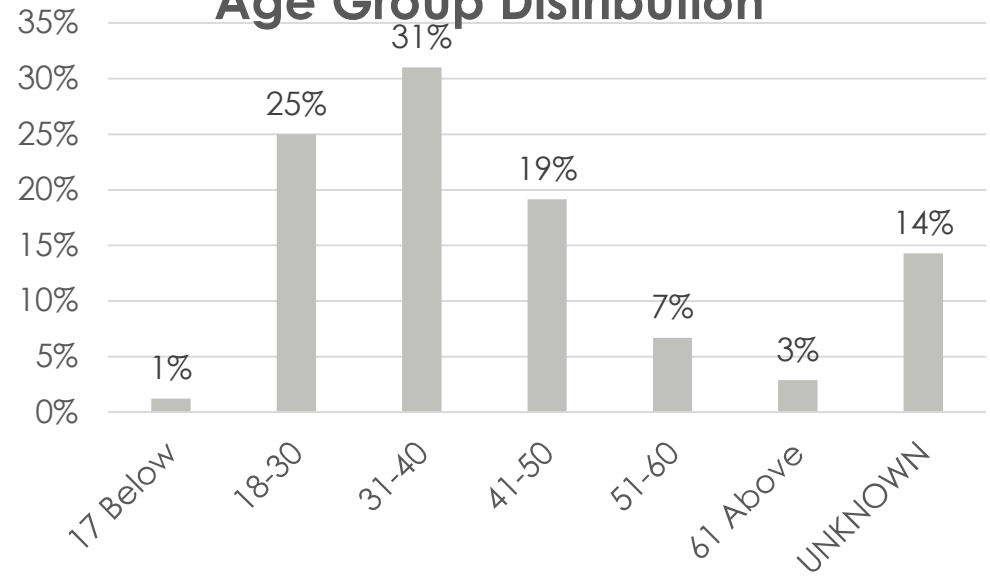


76,253
Portfolio Member Base



12,127
New Members

Age Group Distribution





Thank You