

Investor Relations & Media Presentation FY2021 Results

4 March 2022

Overview FY2021

FY2021 Highlights

Revenue (continuing ops)

RM681.4m

YOY ▲ 15%

PBT (continuing ops)

RM70.3m

YOY ▲ 37%

PAT (continuing ops)

RM42.7m

YOY ▲ 36%



Property Sales

RM806m

YOY ▲ 5%



Projects Launched

RM866m

YOY ▲ 4%

Average Take-Up Rate



73% ^

31 Dec 2020: 74%



Unbilled Sales

RM1.1bn

YOY ▲ 4%



Remaining Land Bank

504.8 acres

Potential GDV RM7.1 bn



Debt to Total
Equity Ratio

Gross **0.57x**
Net **0.47x**

Note:

^ Represented the percentage of units sold for on going projects undertaken by PCB's subsidiaries as at 31 Dec 2021 (excluding ATWATER commercial as it is intended to be sold en bloc).

Gross Div Per Share & Payout Ratio

THE EDGE
CENTURION Club
2019

Highest Returns to Shareholders over 3 years (property sector)

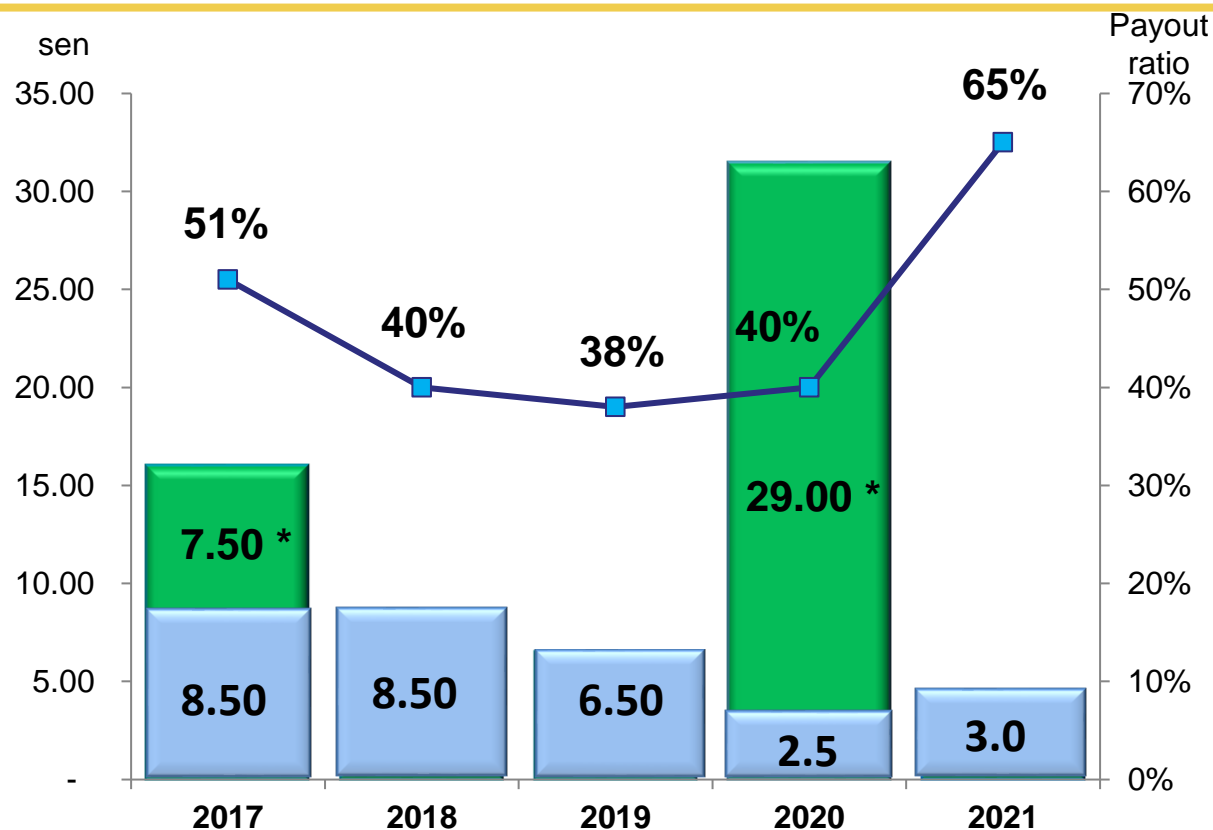
15.6%

Market price @ 24 Feb

68 sen

Proposed final dividend

3 sen



Closing price (RM)	1.77	2.04	1.22	0.83	0.70
Div Yield (%)	9.04	4.17	5.33	3.0^	4.3

* Being special dividend paid from asset divestments

^ Computed based on 2nd interim dividend of 2.5 sen

FY2021 Corporate Developments

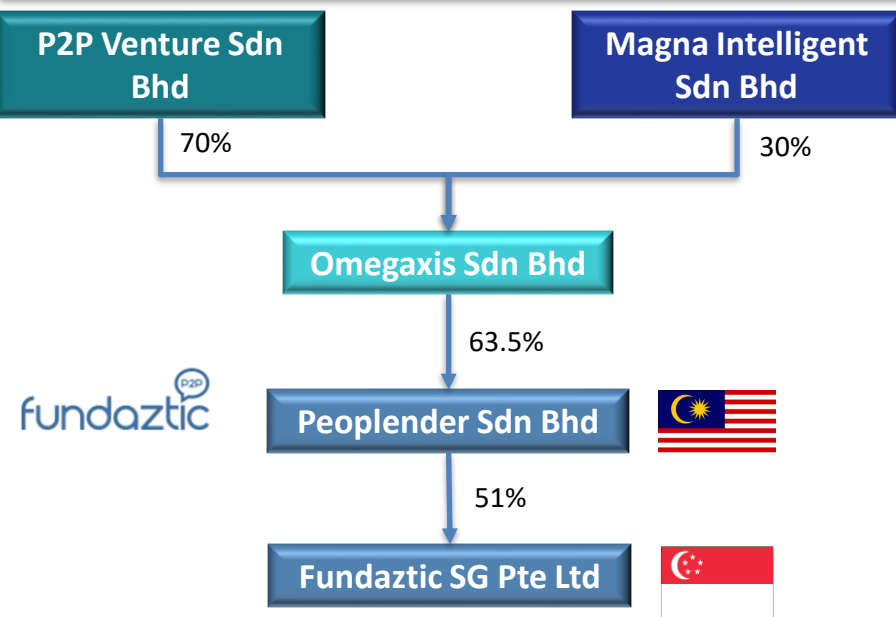
Entry into Fintech (Aug 2021)

-Seek new source of earnings & to future proof business

PCB, through its wholly-owned subsidiary, Magna Intelligent Sdn Bhd has subscribed for 30% equity stake in Omegaxis Sdn Bhd, the holding company of Peoplender Sdn Bhd (Peoplender) for cash consideration of RM13.7 million.

Peoplender is a Recognised Market Operator of peer-to-peer (P2P) financing platform Fundaztic. Fundaztic serves over 24,000 members, providing financing to over 2,000 start-ups and micro to small and medium enterprises.

Fundaztic Group Corporate Structure



Fundaztic Malaysia Yr on Yr (31 Dec)

- Revenue RM3.0m ▲ 28%
- LBITDA RM1.3m ▼ 16%
- LBT RM1.9m ▼ 12%
- Total notes disbursed RM40m ▲ 38%

FY2021 Corporate Developments

Applied for Digital Banking Licence

-Seek new source of earnings & to future proof business

Paramount had on 30 June 2021 announced that it has applied to Bank Negara Malaysia for a digital banking licence as the lead applicant of a consortium.

Reimagine the Future of Banking

Digital Bank

1 Imagine a fully digital bank

2 Imagine a 20% cost to income ratio business model

3 Imagine a young entrepreneur having access to funds the same day the loan application was made

4 Imagine a customer instead of a bank deciding on the interest rates on his/her deposits

5 Imagine fresh graduates moving into a new apartment without standard rental and utility deposits, and advance rental as financing is embedded in future monthly rent

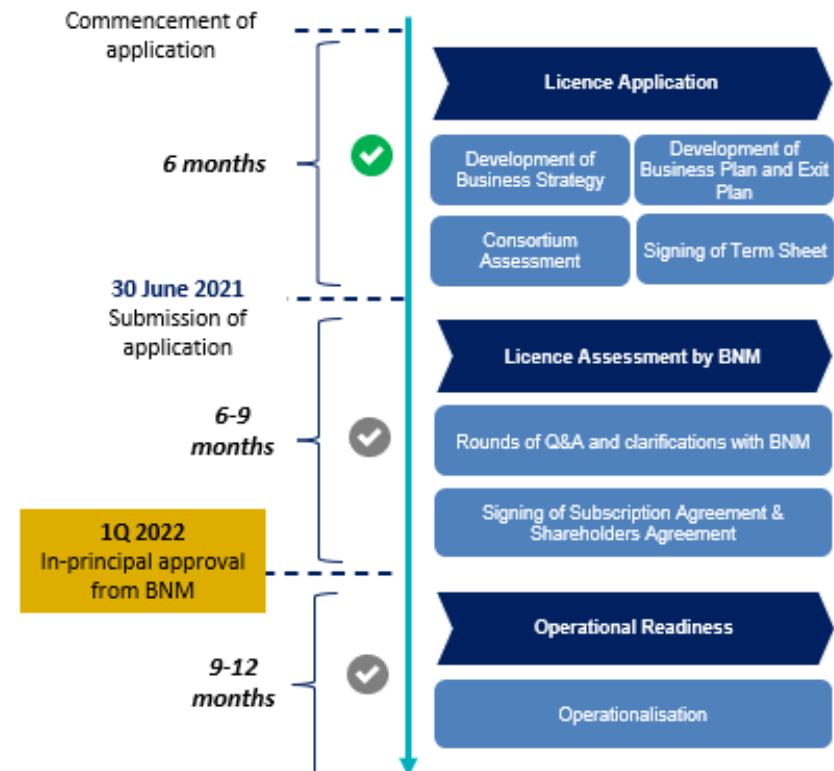
FY2021 Corporate Developments (cont'd)

Digital Banking Licence

-Current landscape



Malaysia Digital Banking Licensing Roadmap

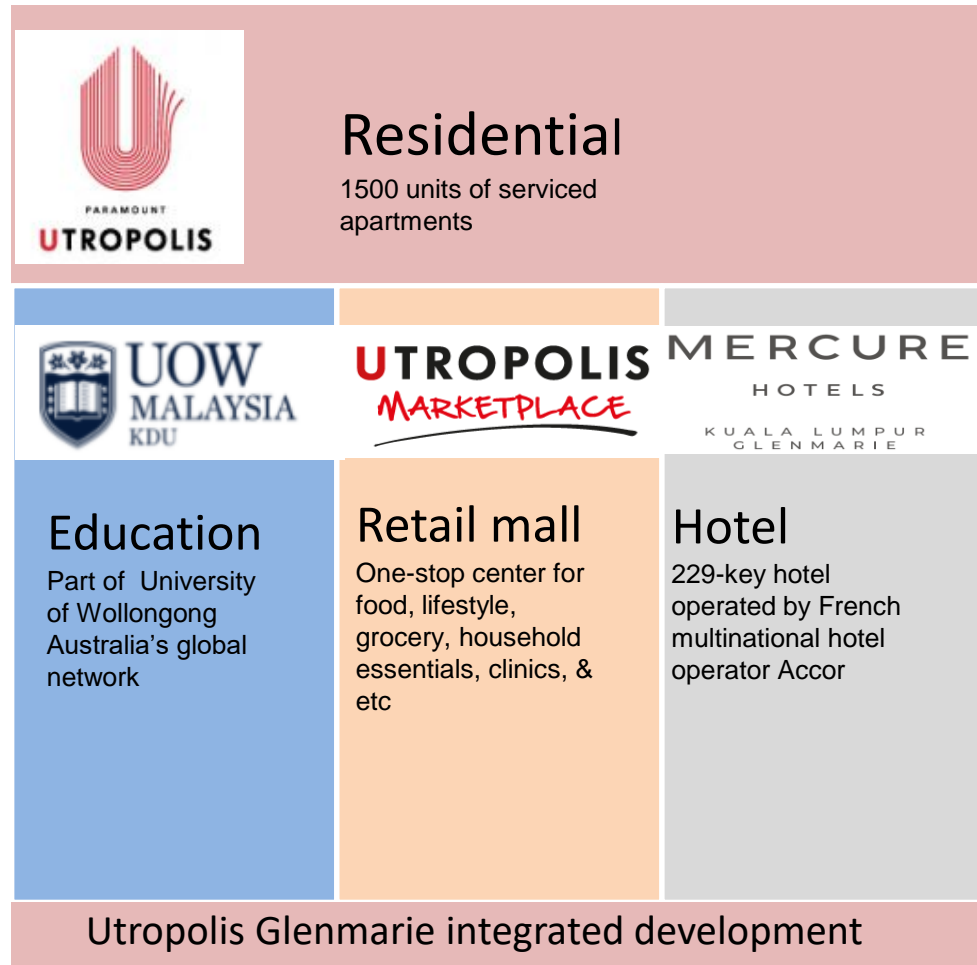


FY2021 Corporate Developments (cont'd)

Acquired balance 29% in hotel JV that was established in 2016

-Paramount obtained full equity control over the Mercure Kuala Lumpur Glenmarie

- In Dec 2021, Paramount completed its acquisition of the remaining 29% collective shareholding of Lasseters Properties Sdn Bhd and Lasseters Management (M) Sdn Bhd in Super Ace Resource Sdn Bhd (SAR) for RM4.85 million cash.
- SAR owns the 229-key Mercure Kuala Lumpur Glenmarie in Shah Alam. The hotel had its soft opening on 15 November 2021.
- SAR was established in Aug 2016 as joint venture (JV) between Paramount and Singapore-listed Lasseters International Holding Ltd to build the hotel as part of Paramount's 21.7-acre Utopolis Glenmarie integrated development.
- SAR had signed up French multinational hotel group Accor in 2017 to provide consultancy services on the design and technical fit-out of the hotel. Accor is also managing the hotel operations.



Awards and Industry Recognitions

BCI Asia Awards 2021

- ✓ Top 10 Developers in Malaysia



The Edge Top Property Developers Awards 2021

- ✓ Overall ranking - 12th
- ✓ Qualitative Overall – 9th
- ✓ Quantitative Overall – 16th



EdgeProp-ILAM Malaysia's Sustainable Landscape Awards 2021

Hill park @ Bukit Banyan was the gold winner under the landscape planning category



Awards and Industry Recognitions (cont'd)

MSWG-ASEAN Corporate Governance Scorecard Award 2020

- ✓ Ranked 13th among the top 100 public listed companies
- ✓ Ranked 1st for Excellence award for CG disclosure : Market Cap above RM300m to RM1bn
- ✓ Ranked 1st for Industry Excellence Award – Property segment



ESG ratings of PLCs assessed by FTSE Russell



Top 26-50% by ESG Ratings amongst PLCs in FBM EMAS that have been assessed by FTSE Russell

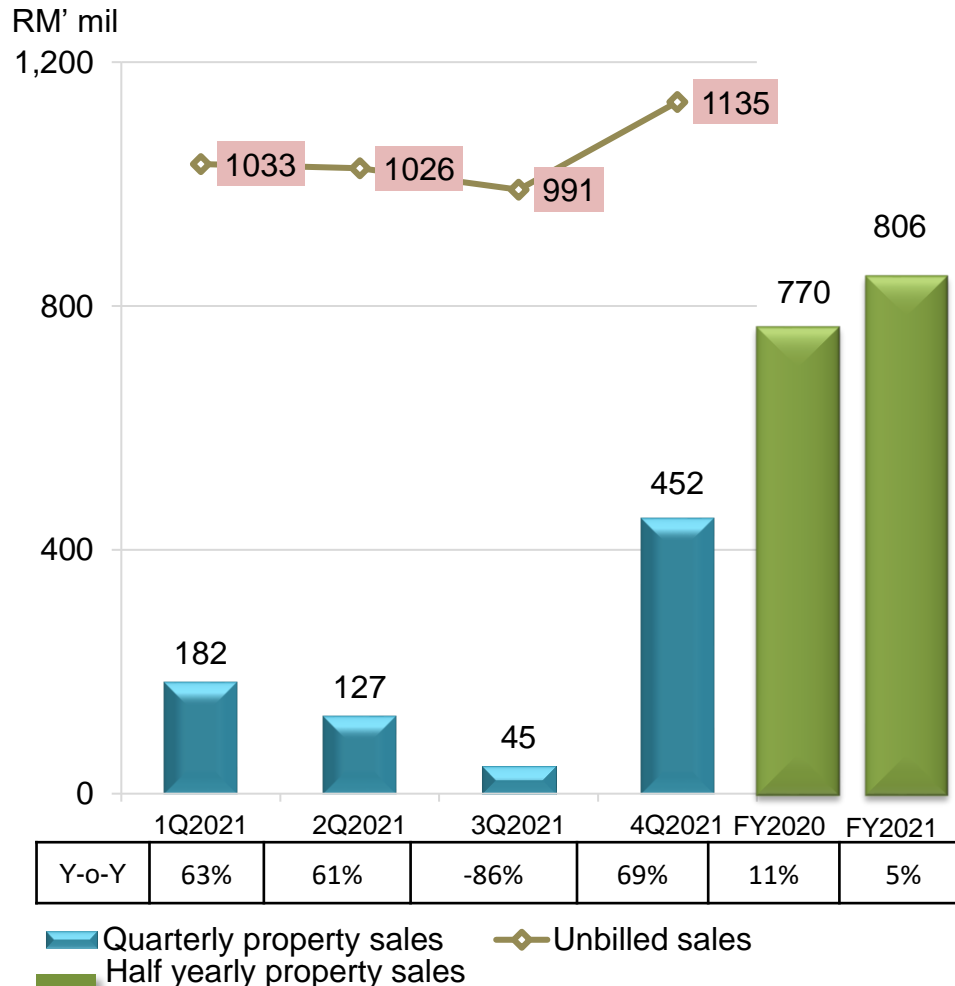


Operational Review

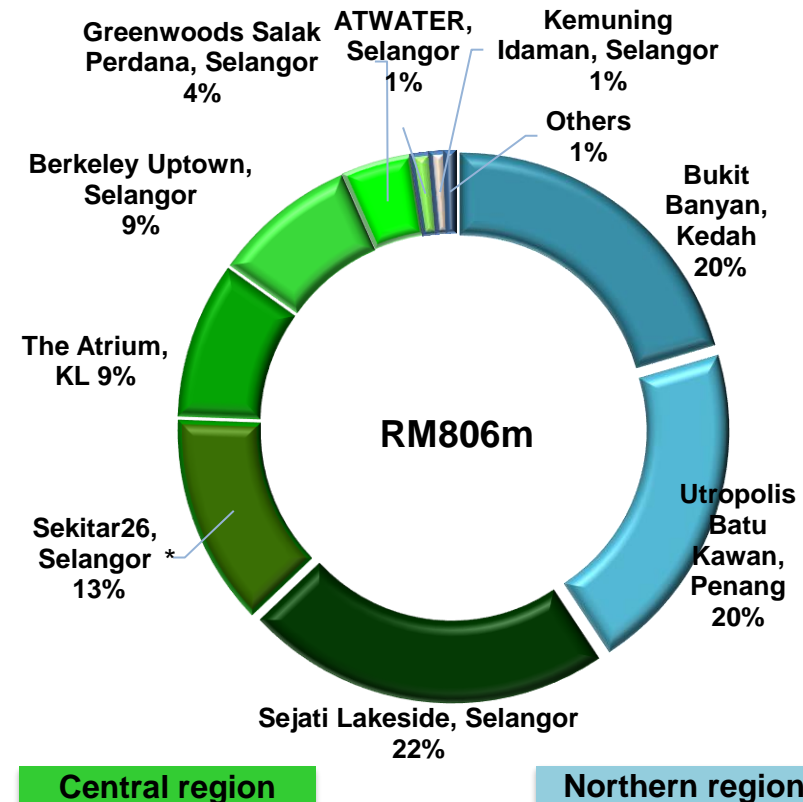
Property Sales & Unbilled Sales

Y-o-y growth in sales; Unbilled sales at record high of RM1.1bn

Q-o-Q Sales and unbilled sales











FY2021 Sales



* Included commercial land sale of RM90m

On-going products – take up rate & launches

Encouraging take-up rate at 73%; on-going GDV at RM2.7 bn[#]

	Existing projects by subsidiaries	On-going GDV RM'm	Launched in FY2021		Take up rates As at 31 Dec 2021 % [^]	FY2022 Tentative Launches GDV RM'm	Type of development	Locations
			GDV RM'm	Quarter				
Central	 GREENWOODS Salak Perdana	138	-	-	96	254	Township	Sepang, Selangor
	 ATWATER	386	-	-	100	-	Integrated	Section 13, PJ, Selangor
	 Berkeley UPTOWN	367	-	-	54	-	Integrated	Klang, Selangor
	 KEMUNING IDAMAN	114	-	-	94	-	Rumah SelangorKu	Shah Alam, Selangor
	 SEJATI LAKESIDE CYBERJAYA	524	232	4Q 2021	83	-	Landed residential	Cyberjaya, Selangor
Northern	 THE ATRIUM	212	212	4Q 2021	38	-	High-rise	Jalan Ampang, KL
	 BANYAN	213	171	1Q,2Q & 4Q 2021	83	117	Township	Sungai Petani, Kedah
	 UTROPOLIS	513	251	3Q 2021	54	37	Integrated	Batu Kawan, Penang
	TOTAL	2,467 [#]	866	-	73	408		

Associate company

Thai



84	-	-	39	-	High-rise	Na Reva, Bangkok
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Notes:

[^] Represented the percentage of units sold for on going projects undertaken by PCB's subsidiaries as at 31 December 2021 (excluding ATWATER commercial as it is intended to be sold en-bloc).

[#] The on-going GDV as at 31 December 2021 was RM2.7bn if included the GDV of ATWATER commercial of RM275m that is to be sold en-bloc.

Co-labs Coworking & Scalable Malaysia

New space opened in Jan 2021 at Tropicana Gardens Mall & maiden contribution from Scalable Malaysia

Co-labs Coworking



- 5 outlets in Klang Valley
- 114,945 sq ft lettable
- Collaborative ecosystem & holistic work environment

Scalable Malaysia



One-stop workspace solutions provider

Start your customised workspace solutions journey with us

1 CONSULT
Needs analysis & proposal

2 DESIGN
Infrastructure, interior design and fit-out work

3 BUILD
Construction & project management

4 MANAGE
Ready to move-in space managed by a team of experts

Locations	Opening date	Lettable Floor Area (sq ft)
Co-labs Coworking Tropicana Gardens, Kota Damansara	Jan 2021	17,338
Co-labs Coworking The Starling Plus, Uptown 7	Oct 2019	15,547
Co-labs Coworking Naza Tower, Platinum Park	Jun 2019	27,712
Co-labs Coworking Shah Alam, Sekitar26 Enterprise	Jun 2019	34,358
Co-labs Coworking The Starling, Damansara Uptown	Jul 2018	19,990

Financial Review

Financial Overview

Revenue and PBT improved y-o-y 15% and 37%, respectively

	FY2021 RM'000 Unaudited	FY2020 RM'000 Audited (Restated)*	Variance %
Revenue	681,351	593,562	+15
Operating profit b4 depreciation & impairment	112,343	86,165	+30
Depreciation	(18,826)	(18,178)	+4
Net interest expense	(20,174)	(16,823)	+20
Impairment losses	(4,614)	(2,672)	+73
Share of profit of associates & JV	1,587	2,982	-47
Profit before tax	70,316	51,474	+37
Tax	(27,605)	(20,137)	+37
Profit after tax – Continuing Operations	42,711	31,337	+36
Profit after tax – Discontinued Operations	-	471,126	-100
Profit for the year	42,711	502,463	-92

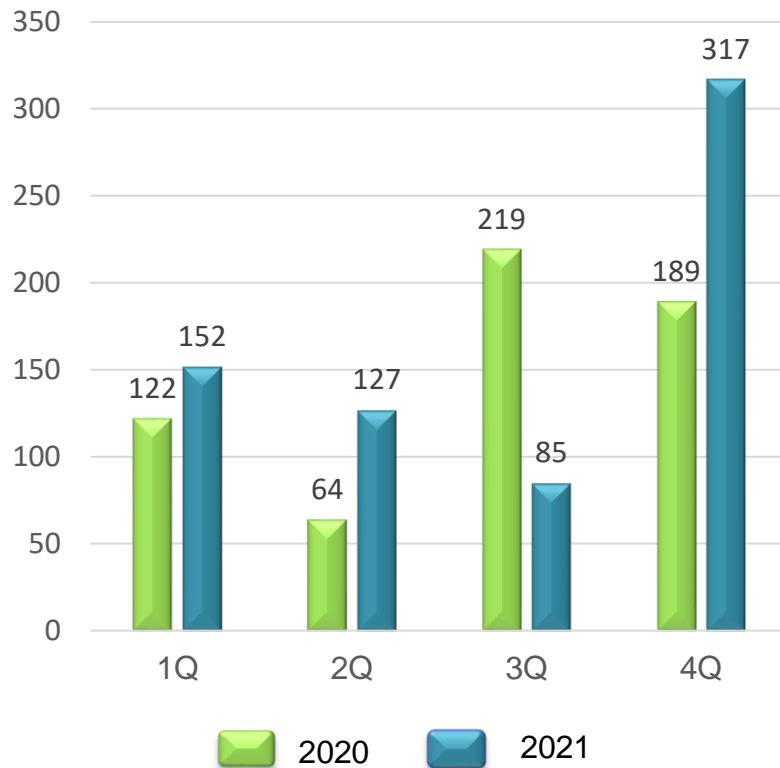
Note:

* The restatement was in relation to the retrospective adjustments made to comply with the Agenda Decision on Borrowing Costs.

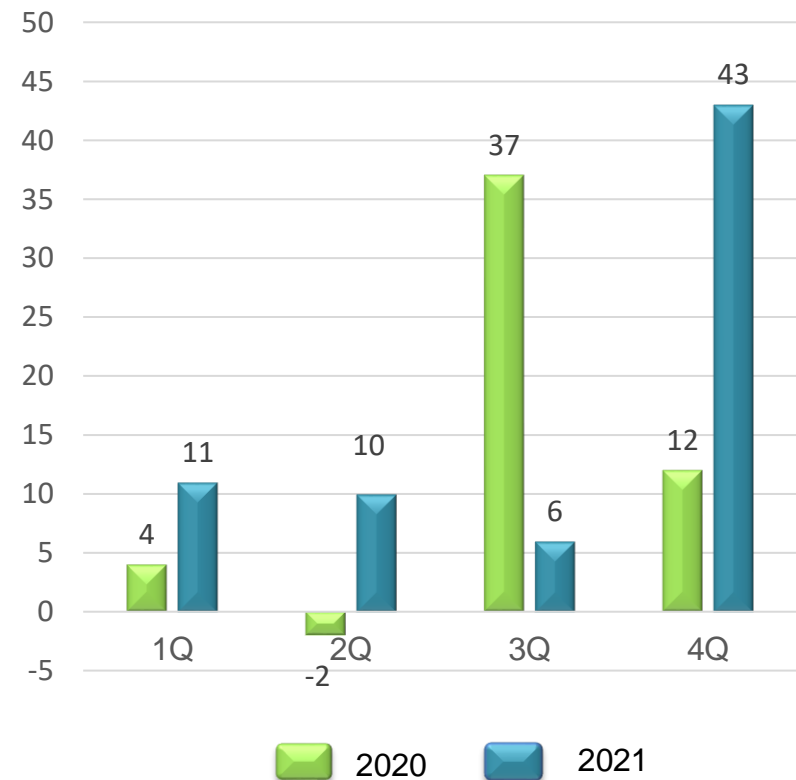
Quarterly Financial Performance

3Q worst hit in FY2021; all quarters (except 3Q) has improved y-o-y

Revenue (RM'm)



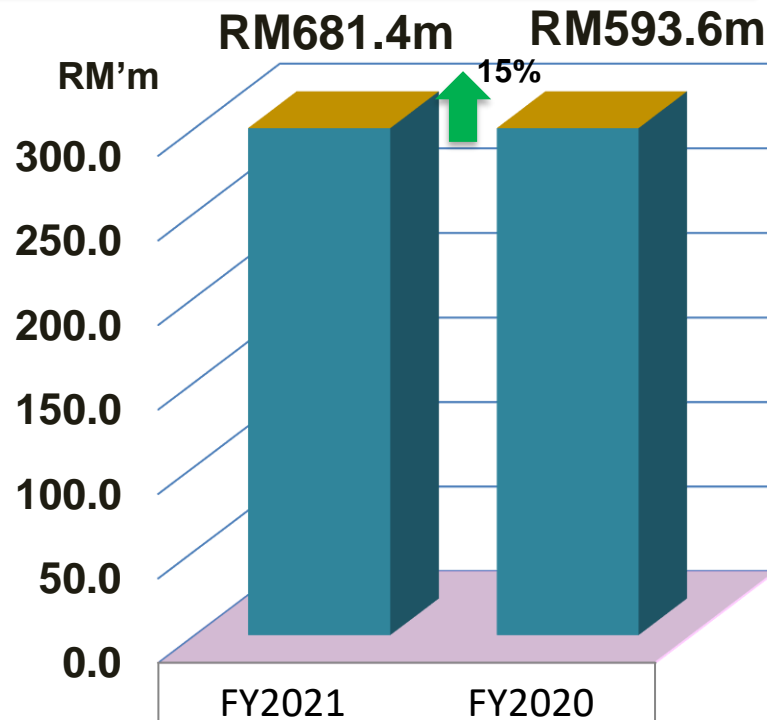
PBT (RM'm)



Segmental Analysis

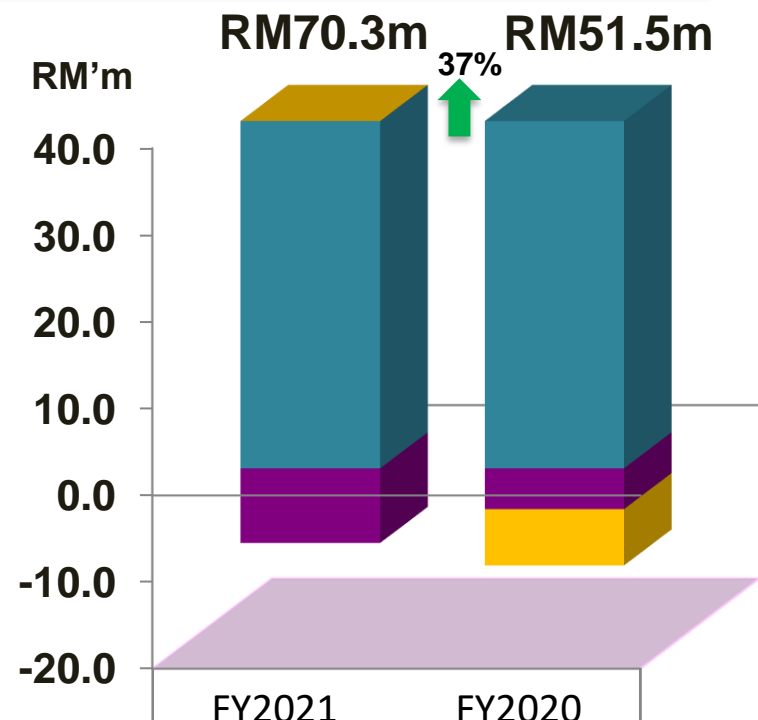
Property division is the core contributor to the improved financial performance

Group Revenue



Investment & others	5.3	6.1
Coworking*	4.0	3.1
Property	672.1	584.4

Group PBT



Investment & others*	0.3	-6.5
Coworking*	-8.6	-4.7
Property	78.6	62.7

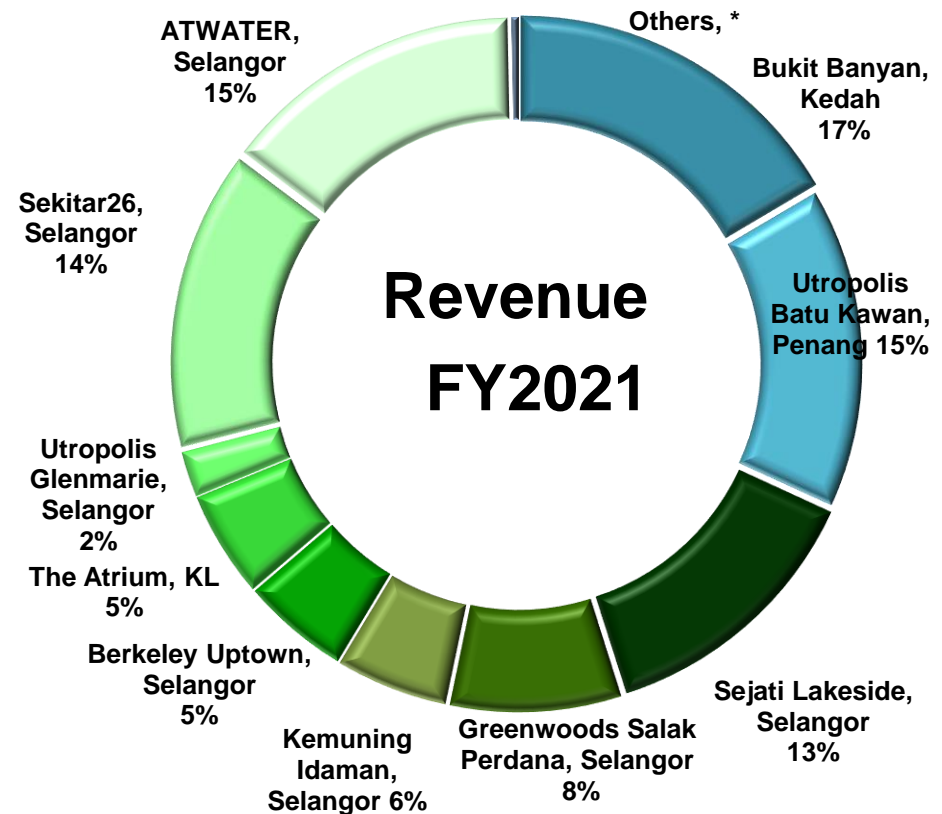
Property Division

Geographically diverse property division remain resilient despite pandemic

Yr on Yr

- Revenue RM672.1m ▲ 15%
- PBT RM78.6m ▲ 25%
- PBT margin 12% ▲ 1%

- Included contribution from commercial land sale at Sekitar26 (Rev: RM90m & PBT: RM11m)
- Revenue by geographical locations :
Kedah 17%: Penang 15%: Klang Valley : 68%



Northern region 32%



Central region 68%

* Negligible

Coworking Division

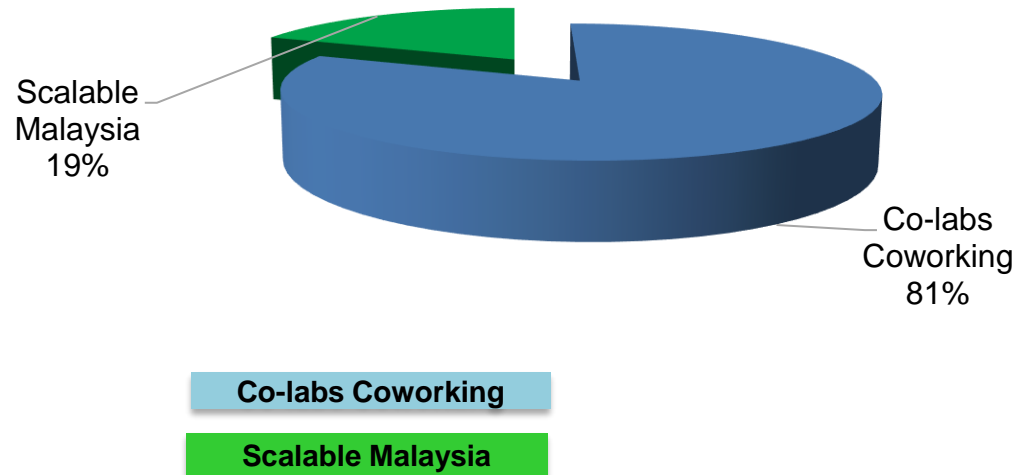
Revenue and EBITDA improved

Yr on Yr

- Revenue RM5.8m  29%
- LBT RM8.6m  83%

- Maiden contributions from Tropicana Gardens outlet and Scalable Malaysia.
- Included impairment loss of RM4.6 million recognised in respect of Co-labs Coworking Naza Tower, Platinum Park.

Revenue FY2021



Financial Position (31 Dec 2021)

Strong balance sheet and liquidity position



Shareholders' funds

RM1.4bn



Net current assets

RM806m



Debt to Total Equity ratio*

Gross 0.57x
Net 0.47x



Cash & bank balances

RM178m



Unbilled sales

RM1.1bn



Unutilised banking facilities

RM318m

* Total equity includes Private Debt Securities of RM249.0 m as at 31 Dec 2021)

Gross D/E Ratio = Total Borrowings/Total Equity

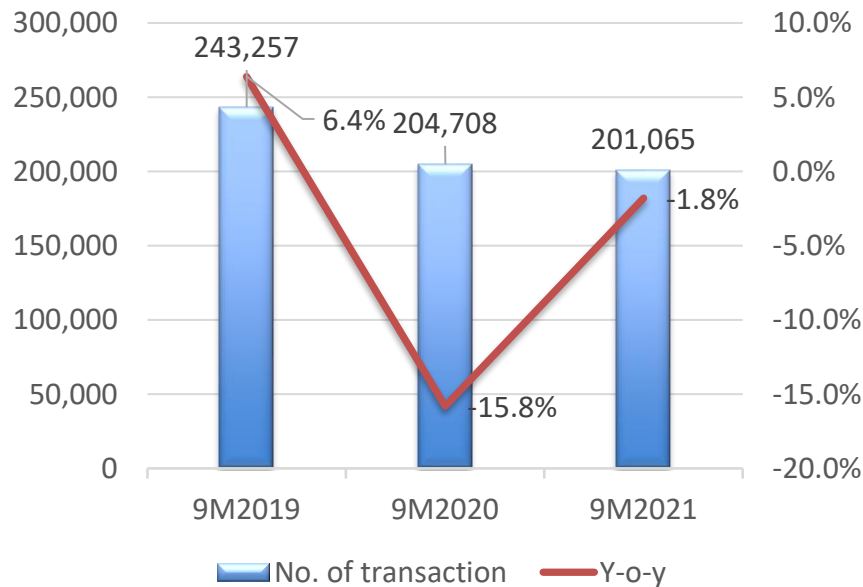
Net D/E Ratio = (Total Borrowings-Cash & Bank Balances)/Total Equity

Outlook

Malaysia property sales 9M2021

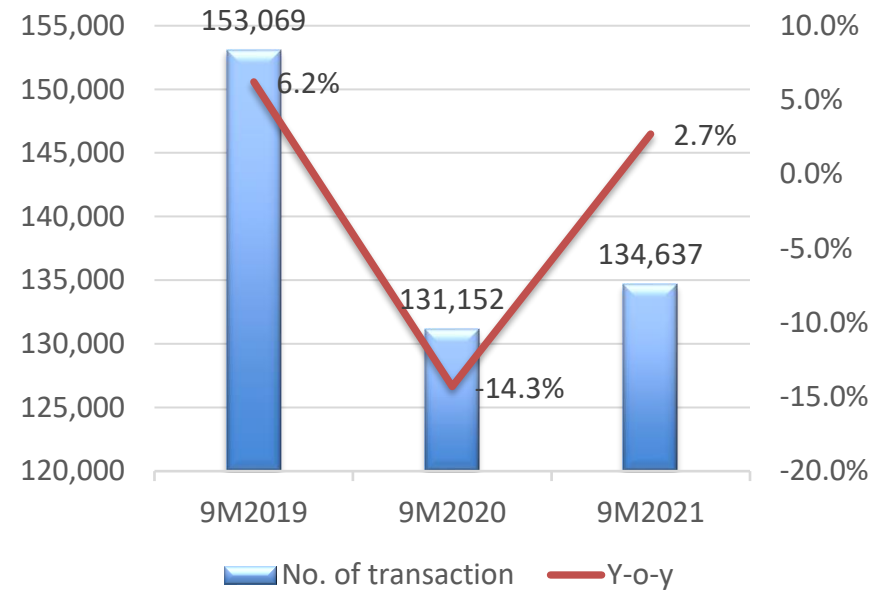
9M2021 seen improvement in sales volume y-o-y

Volume of Property Transactions



Source: NAPIC

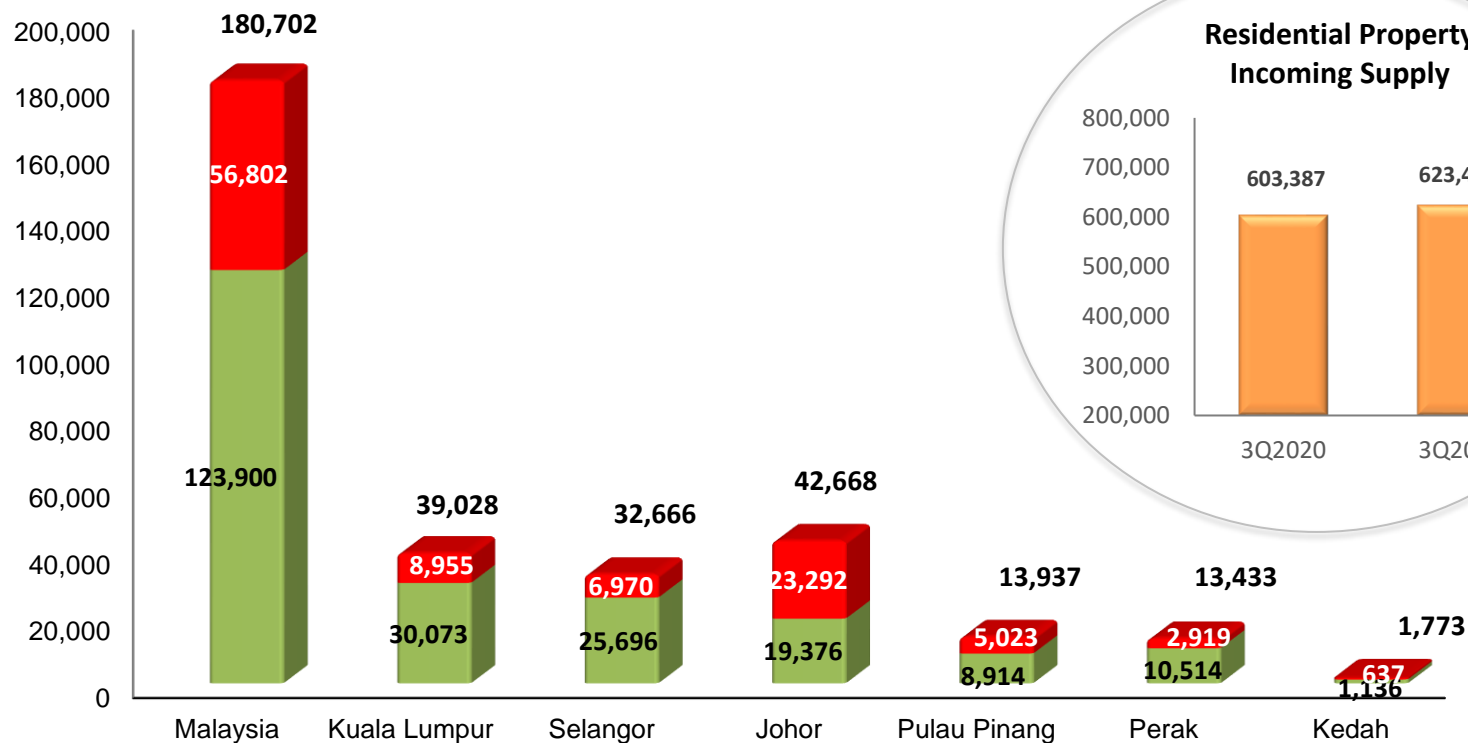
Volume of Residential Transactions



Source: NAPIC

Unsold Vs Overhang 3Q2021 (residential properties)

Overhang units declined Y-o-Y but units unsold under construction increased



Y-o-Y							
	■ Unsold Under Construction			■ Overhang			
Overhang	-1.0%	13.9%	-20.7%	1.0%	26.6%	-27.3%	-52.9%
Unsold under construction	9.1%	31.7%	27.1%	1.1%	-9.8%	11.4%	12.3%

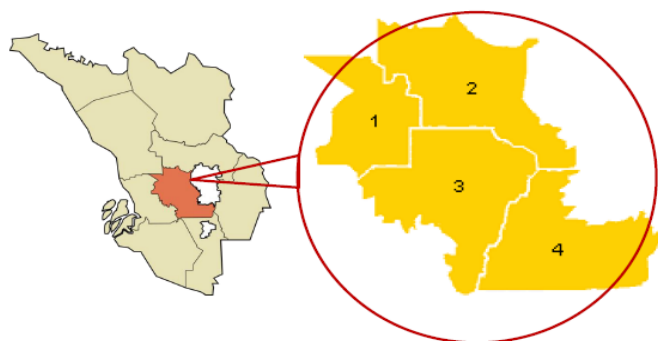
Prepared by Corporate & Strategy Department, Paramount Corporation Berhad

Source from NAPIC's Property Market Status Report: Residential Property Overhang Q3 2021, Unsold Under Construction Properties Q3 2021, Property Stock Report Q3 2021

Residential properties includes SOHO and service apartments.

Petaling District (Incoming supply)

PETALING DISTRICT - OVERVIEW



4 Mukims under Petaling District:

- 1 Bukit Raja
- 2 Sungai Buloh
- 3 Damansara
- 4 Petaling

3 Petaling District Municipal Councils

- 1 Petaling Jaya City Council (East)
- 2 Shah Alam City Council (West)
- 3 Subang Jaya City Council (South)

1. COMPLETED UNIT SUMMARY – ANNUAL INCOMING SUPPLY

Building Type	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Terrace	1,292	3,595	1,711	1,290	1,729	533	715	896	442	235	272
Semi-Detach/ Detach/ Town House/ Cluster	748	756	1,103	969	687	575	242	226	106	384	205
Low Cost House/ Flat	192	0	853	276	212	0	0	0	0	0	0
Service Apartment/ Condominium/ Apartment/ SOHO	5,673	4,833	4,031	3,372	6,270	1,465	3,519	435	529	1,606	408
Total	7,905	9,184	7,698	5,907	8,898	2,573	4,476	1,557	1,077	2,225	885

*Existing Supply (Completed unit) – Building construction work is complete and CF/TCF is issued.

2. UNITS UNDER CONSTRUCTION– ANNUAL INCOMING SUPPLY

Building Type	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Terrace	7,940	6,850	6,683	6,866	6,599	7,095	7,261	3,439	3,053	2,521	3,491
Semi-Detach/ Detach/ Town House/ Cluster	2,777	4,471	5,059	4,827	5,073	4,661	4,948	1,444	1,812	1,664	1,430
Low Cost House/ Flat	7,023	7,828	7,187	6,911	6,699	7,328	7,328	0	0	243	243
Service Apartment/ Condominium/ Apartment/ SOHO	24,247	24,744	30,258	33,293	34,663	40,617	19,761	6,899	10,998	8,586	8,147
Total	41,987	43,893	49,187	51,897	53,034	59,701	39,298	11,782	15,863	13,014	13,311

*Incoming Supply (Under Construction/ In-progress) – Building under construction work, includes delayed units which mean foundation work has started but not completed, no construction work for more than 3 years

3. UNITS UNDER PLANNING – ANNUAL INCOMING SUPPLY

Building Type	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Terrace	2,701	3,212	2,242	2,053	1,007	441	731	127	311	157	1,360
Semi-Detach/ Detach/ Town House/ Cluster	3,116	3,006	1,887	1,468	979	855	676	0	4	4	323
Low Cost House/ Flat	2,365	2,485	1,226	1,226	1,226	1,226	1,226	0	20	0	0
Service Apartment/ Condominium/ Apartment/ SOHO	14,871	15,811	10,123	6,539	4,198	712	495	280	371	375	1,051
Total	23,053	24,514	15,478	11,286	7,410	3,234	3,128	407	706	536	2,734

*Planned Supply – Unit where building plan approval had been obtained.

Source: NAPIC

Outlook FY2022

Outlook hinges on recovery of the economy and headwinds faced by the property sector



Endemic phase is expected to restore consumer confidence and aid the recovery of the property market



Low interest rate environment albeit gradual hike is expected



Record high unbilled sales at RM1.1bn



Property launches for FY2022 RM1.3bn



Uncertainties arising from possible new variants of the COVID-19 virus, potential interest rate hikes, escalating prices of building materials and the shortage of construction workers could dampen recovery

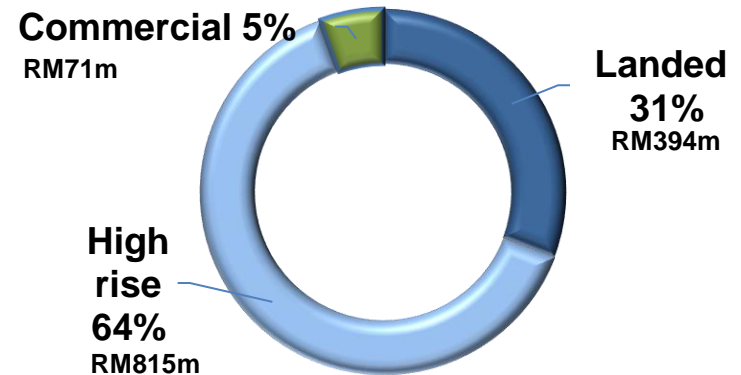
FY2022 Pipeline Launches

RM1.3bn launches; 32% from existing projects

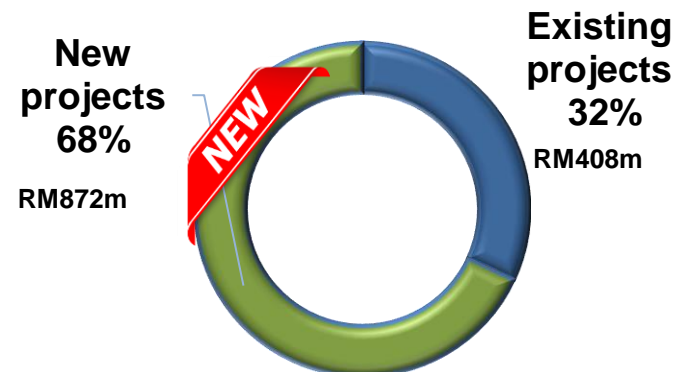
2022 Indicative Launches

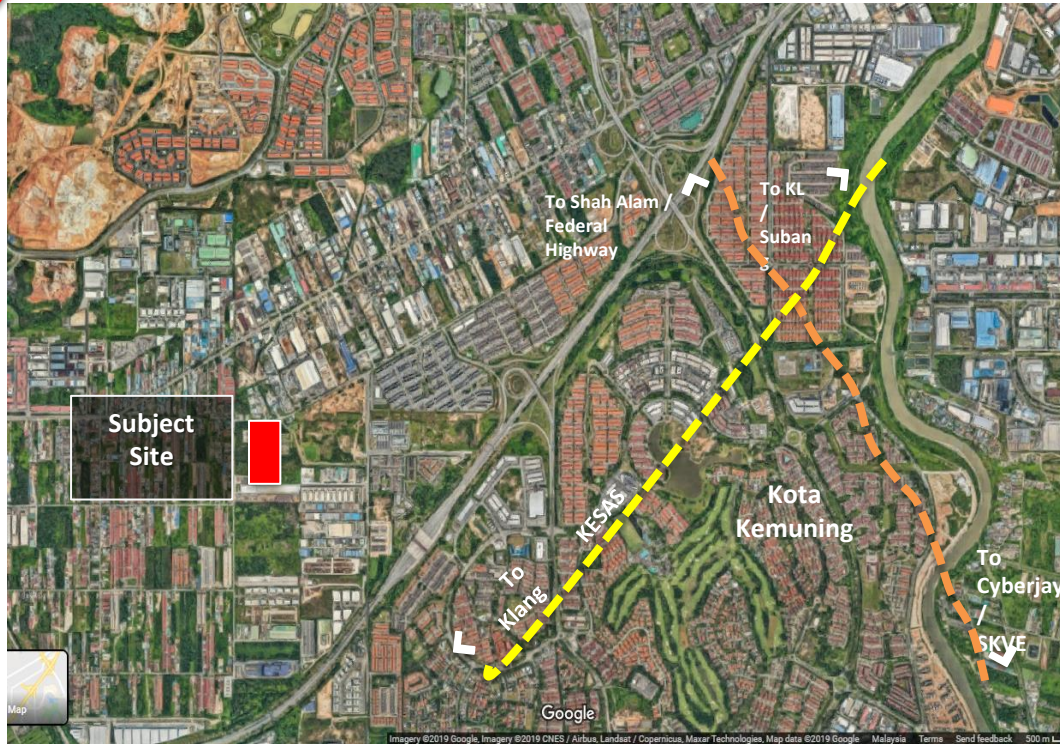
1Q, 2Q & 3Q2022	Bukit Banyan, Sungai Petani	Landed resi & shop office
2Q2022	Batu Kawan, Penang	Shop
2Q2022	NEW Arinna Kemuning Utama Shah Alam	High-rise residential
3Q2022	NEW Sejati Lakeside 2 Cyberjaya	Landed residential
3Q2022	NEW Atera Section 14, PJ	TOD mix development
3Q2022	Greenwoods Salak Perdana, Sepang	Townhouse & Rumah Idaman

Commercial: High rise : Landed



New projects : Existing Projects





Unique selling points

Launching in 2Q2022

- 6.02 acre of freehold land for high rise development at Kemuning Utama in Shah Alam for modern living
- High-rise residential with smart home features
- Well-connected to major highways (KESAS, LKSA, ELITE, LDP, NPE, Federal Highway)

Sejati Lakeside 2 – Persiaran Bestari (Cyberjaya)



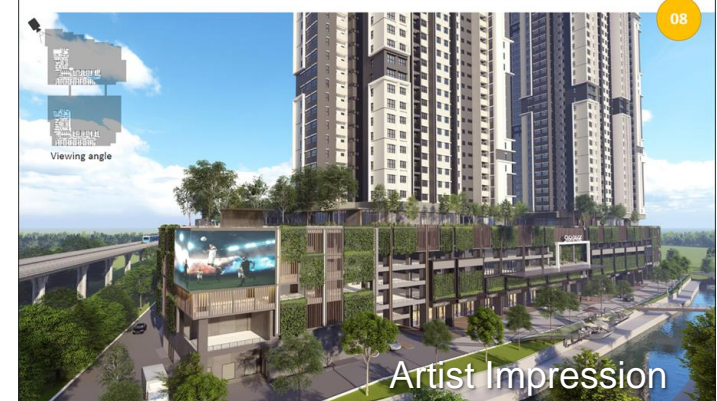
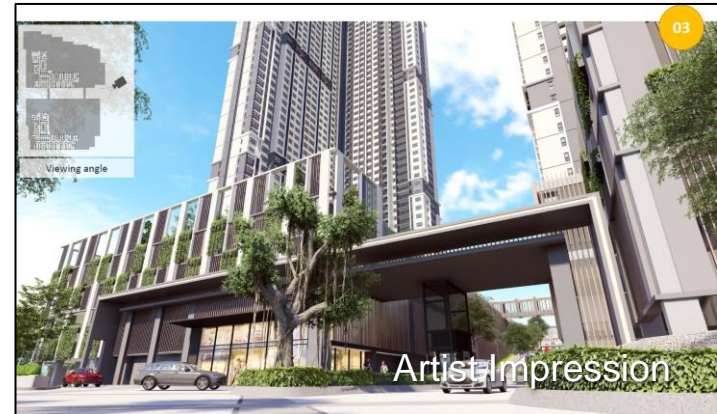
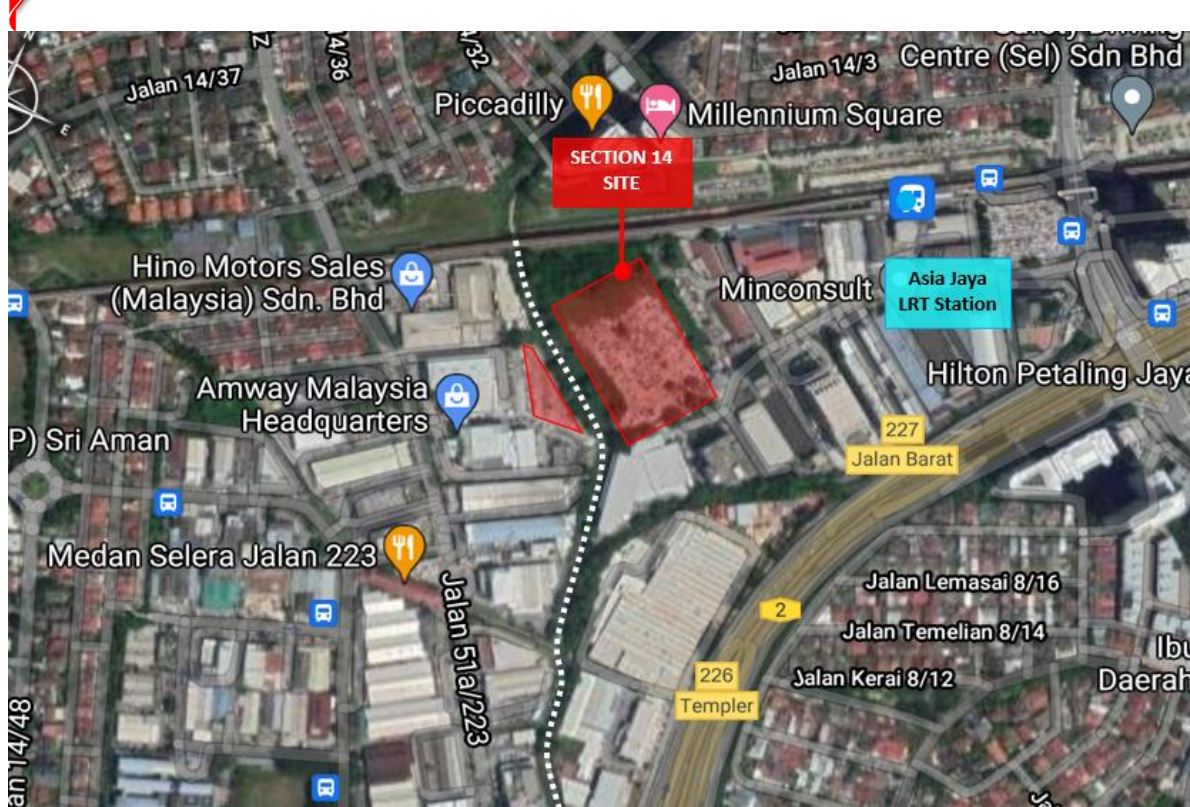
Artist Impression

Unique selling points

Launching in 3Q 2022

- 234 units of semi-detached home on 32.70 acres of freehold land
- An exclusive development with semi-detached home only with dual recreation experience – garden and lake view
- Located within the Cyberjaya Flagship Zone (CFZ), it is surrounded by world-class IT infrastructure, low-density urban enterprises, state-of-the art commercial developments, shopping malls, recreational parks, educational institutions, and highway accessibility

Atera - Section 14, PJ



Unique selling points

Launching in 3Q 2022

- 2,091 units of serviced apartments and 9 retail lots on a 9.66 acres leasehold land
- Supported with 23 various types of exciting facilities for family enjoyment.
- Transit oriented mix development on a prime land within the heart of Petaling Jaya, surrounded by a host of facilities and amenities and is well-connected to major highways (NKSE, Sprint Highway, Federal Highway and New Pantai Expressway)

Q&A



Jeffrey Chew Sun Teong
Group Chief Executive Officer



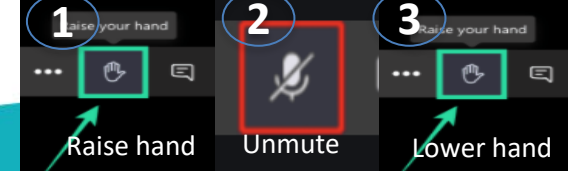
Foong Poh Seng
Chief Financial Officer



Benjamin Teo
Deputy Group Chief Executive Officer



Chee Siew Pin
Chief Executive Officer, Paramount Property



Appendices

Diversified Landbank & GDV (31 Dec 2021)

	Project	Status	Remaining Gross Undeveloped Lands (Acres)	Remaining GDV* (RM'm)	Development Period	
					Start	End
Northern	Bukit Banyan & BLM, Sungai Petani	On-going	123.0	641	2012	2027
	Batu Kawan, Penang	On-going	19.3	1,721	2016	2027
Central	Kemuning Utama, Shah Alam	On-going	26.7	586	2004	2028
	Sejati Residences, Cyberjaya	On-going	10.0	522	2013	2027
	Sekitar26, Shah Alam	On-going	0	61	2013	2021
	Utropolis Glenmarie, Shah Alam	On-going	0	2	2013	2020
	Greenwoods, Salak Perdana	On-going	100.5	737	2015	2027
	Atwater, Section 13, PJ	On-going	0.0	261	2018	2023
	Berkeley Uptown, Klang	On-going	15.4	648	2019	2028
	Sejati Lakeside, Cyberjaya	On-going	0	112	2019	2023
	Ampang Hilir, KL	On-going	3.6	986	2021	2025
	Bukit Banyan II, Sungai Petani	Future	137.1	405	2023	2027
	Machang Bubuk, Penang	Future	69.2	420	2023	2027
	Total		504.8	7,102		

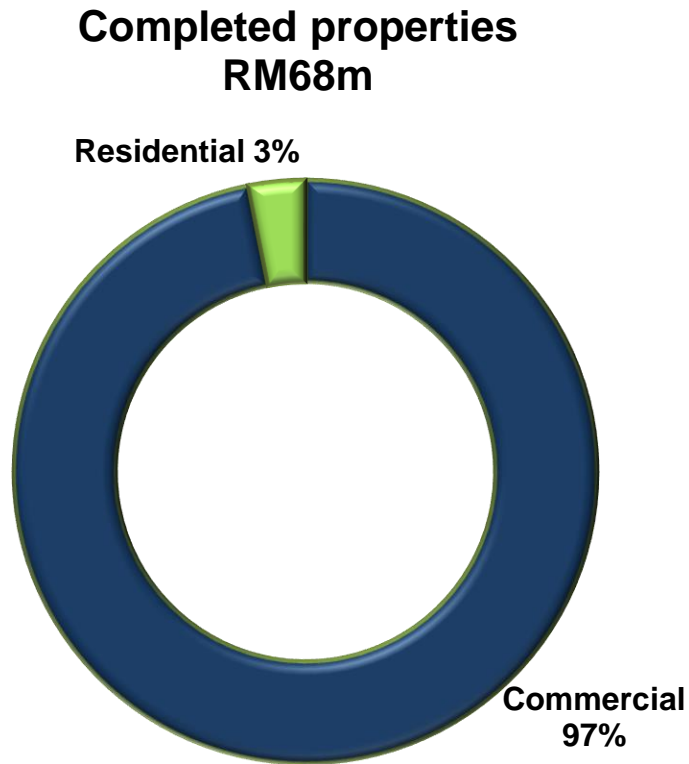
* Comprising potential GDV from undeveloped lands and GDV from properties launched but remained unsold as at 31 Dec 2021



- Lank bank pending completion: (1) 32.7 acre freehold land at Cyberjaya (Estimated GDV RM370m) ;(2) 9.7 acre leasehold land at Section 14 (Estimated GDV RM1.2 bn) to be developed on joint venture basis
- Project undertaken by 49% owned associate company, Navarang Charoennakhon Company Limited: the Group's share of GDV from properties launched but remained unsold as at 31 Dec 2021 was RM44m

Inventories (31 Dec 2021)

Inventories down 41%; 97% as at 31 Dec was commercial properties



	Projects As at	31 Dec 2021 Cost RM'm	31 Dec 2020 Cost RM'm	Details
Central	SEKITAR 26	40	46	• Stratified commercial lots Leased to Co-labs Coworking (carrying value about RM20m)
	GREENWOODS Salak Perdana	3 -	13 8	• 2 storey shop offices • Double storey terrace house
	ATWATER	11	11	• Sales gallery
	UTROPOLIS	1	4	• Service apartments
	Sejati RESIDENCES GYREKJAYA	1 *	- 1	• Semi detached house • Project completed; commercial
	LAGUNA MUSKUM The Resort Township	12	13	• Commercial units
Northern	UTROPOLIS SALAK PERDANA	66 2 68	84 31 115	
	Commercial Residential TOTAL			

Note:

* Less than RM1m

Group Debt/Total Equity (D/E) Ratio

	31 Dec 2021 (Unaudited)	31 Dec 2020 Restated (Audited)
	RM'm	RM'm
Borrowings	963.1	954.2
Cash & bank balances	178.2	204.3
Total equity*	1,687.1	1,679.3
Gross D/E ratio (times)	0.57	0.57
Net D/E ratio (times)	0.47	0.45
Weighted average interest rate (%) - floating - fixed	3.51 N/A	3.63 N/A

* Included Private Debt Securities of RM249.0 m as at 31 Dec 2021 & 31 Dec 2020)

Gross D/E Ratio = Total Borrowings/Total Equity

Net D/E Ratio = (Total Borrowings-Cash & Bank Balances)/Total Equity

Disclaimer

Statement Regarding Unaudited Financial Information

The unaudited financial information set forth above is preliminary and subject to adjustments and modifications.

Disclaimer on Forward-Looking Statements

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. All of these forward-looking statements are subject to risks and uncertainties that may change at any time, and, therefore, our actual results may differ materially from those we expected. We therefore caution against placing undue reliance on the forward-looking statements contained in this presentation, which are based on current view of management on future events.

Thank You