

Investor Relations & Media Presentation 1H2022 Results

30 August 2022

Overview 1H2022

1H2022 Highlights

Revenue

RM370.5m

YOY ▲ 33%

PBT

RM30.2m

YOY ▲ 44%

Profit for the period

RM21.5m

YOY ▲ 94%



Property Sales

RM425m

YOY ▲ 38%



Properties Launched

RM54m

YOY ▼ 55%

Average Take-Up Rate



85% ^

30 Jun 2021: 80%



Unbilled Sales

RM1.2bn

YOY ▲ 22%



Debt to Total
Equity Ratio

Gross 0.53x
Net 0.43x



Interim Dividend

2.5 sen

Note:

^ Represented the percentage of units sold for on going projects undertaken by PCB's subsidiaries as at 30 June 2022 (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)

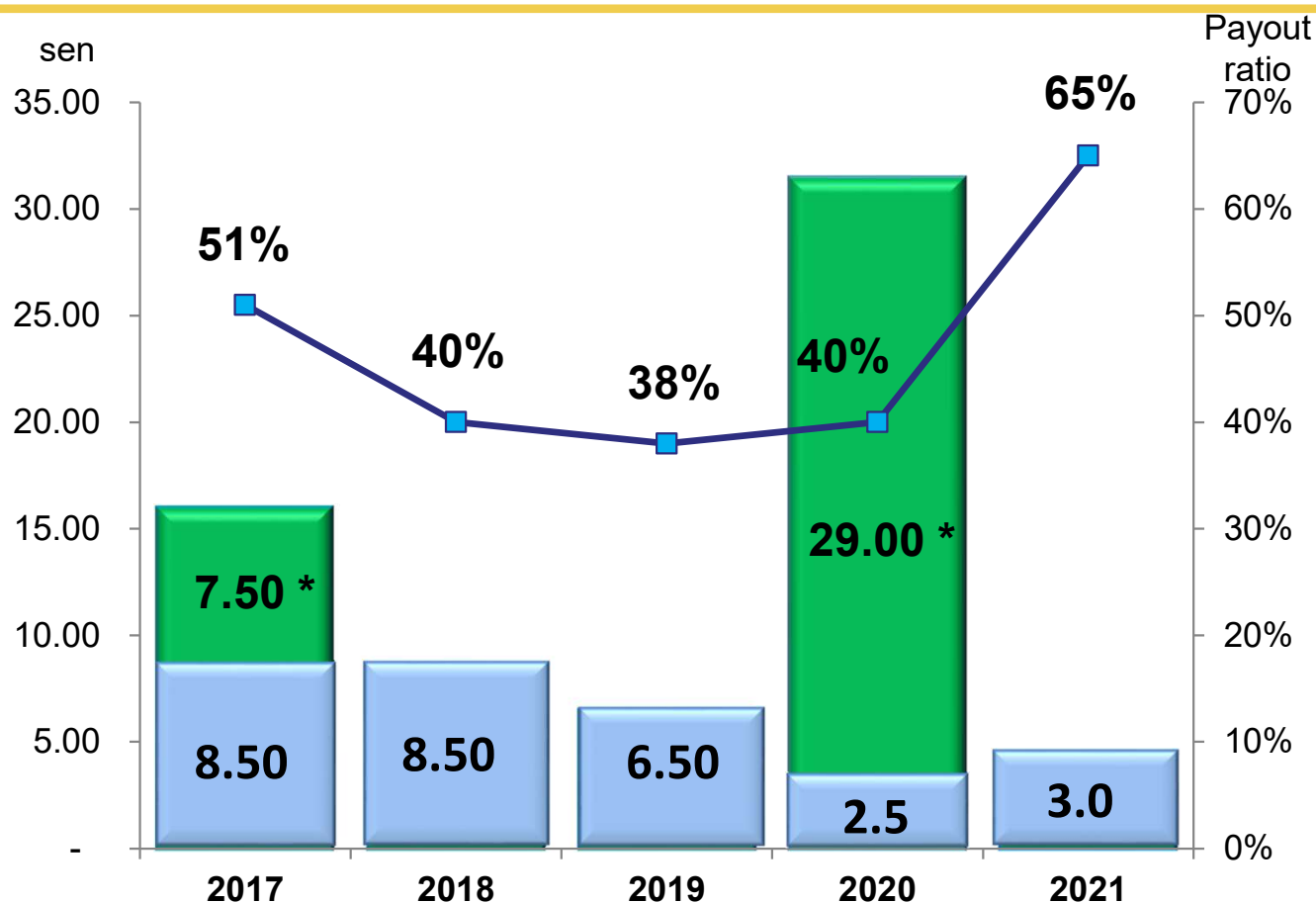
15.6%

Market price @ 26 Aug

68 sen

Interim dividend FY22

2.5 sen



Closing price (RM)	1.77	2.04	1.22	0.83	0.70
Div Yield^ (%)	4.8	4.2	5.3	3.0	4.3

* Being special dividend paid from asset divestments

^ Excluded special dividends

Corporate Developments 2022

Entry into E-Commerce Solutions (March 2022)

- Seek new source of earnings & to future proof business

COMMERCE.ASIA ECOSYSTEM

SITECIANT

OMNICHANNEL eCOMMERCE PLATFORM
Malaysia's Leading eCommerce Platform that processes more than US\$1.2 billion worth of sales annually

SALESMINDED

CORE BUSINESS OPERATIONS SUITE
Comprehensive business solution to seamlessly operate your businesses

KUMOTEN

AUTOMATED DROPSHIP PLATFORM
Malaysia Largest Dropshipping Platform with over 100,000 products

FAMSY

PRINT ON DEMAND MERCHANDISING PLATFORM
Malaysia's Largest Digital to Garment Merchandising Platform

ACADEMY

TALENT DEVELOPMENT
eCommerce and Digital Training

BIZAPP

AGENT MANAGEMENT PLATFORM
Online platform to efficiently manage and expand agent-based businesses

NUFFNANG LIVE

LIVE COMMERCE AUTOMATION PLATFORM
Capture Facebook Live comments as sales

DATA

BIG DATA ANALYTICS
The largest SME business database in South East Asia

LETMESTORE

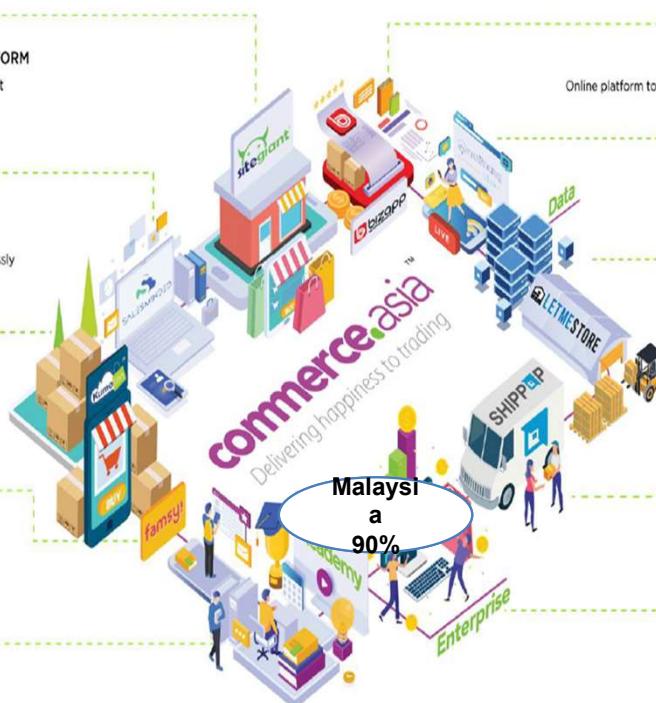
ON DEMAND FULFILMENT SOLUTION
Automated Fulfilment Platform

SHIPPPOP

ONE STOP DELIVERY SOLUTION
Send parcels domestically and internationally

ENTERPRISE

eCOMMERCE MANAGED SERVICES
One Stop End-to-End eCommerce Solution for Brands, Businesses and SMEs



eCommerce **Enabling Ecosystem** with complementary businesses support each other to create **Synergies**



Invested RM7.5m in Commerce.Asia (7.67%)



Synergy with the Paramount group



Business model scalable for local and regional growth



Strong outlook on e-commerce growth

Proposed Land Acquisition 2022

June 2022 – Acquisition of 17.869 acres industrial land in Bukit Minyak, Penang

- Shift into industrial development segment



In the vicinity of major industrial parks in Penang such as Bukit Minyak Industrial Park, Penang Science Park and etc

Purchase price	RM29.5 million
Land size	17.869 acres
Land status/zoning	Freehold/ Industrial
Projected GDV (RM)	RM127 million
Description of development	54 units of semi-detached light industrial properties and 7 units of detached light industrial properties
Development period	3Q2023 to 2025 (Estimated completion date of SPA is 3Q2022)

Proposed Land Acquisition 2022 (cont'd)

July 2022 – Acquisition of 64.3 acres residential land in Sepang, Selangor

- Leverage on existing presence in Greenwoods Salak Perdana



Purchase price	RM18.5 million
Land size	64.3 acres
Land status/zoning	Freehold/ Residential
Projected GDV (RM)	RM261 million
Description of development	460 units of townhouse of RM187m and 307 units of Rumah Idaman of RM74m
Development period	2024 – 2027 (Estimated completion date of SPA is 3Q2022)



Adjacent to on-going development – Greenwoods Salak Perdana (existing phase take up rate was 99% as at 30 June 2022)

Proposed Asset Monetisation 2022

July 2022 – Disposal of KDU DJ campus for RM60 million in cash

- Monetisation of non-core assets to improve return on assets employed



Selling price	RM60.0 million
Land size	2.66 acres
Description of property	A 5-storey purpose-built college building together with 1-storey basement car park
Land status	Freehold
Estimated completion date	4Q2022

Awards and Industry Recognition

All-Stars Award

PARAMOUNT
PROPERTY

The People's Developer™

Family Friendly
Award (Highrise)
Excellence

Close-to-Home
Award
Honours



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

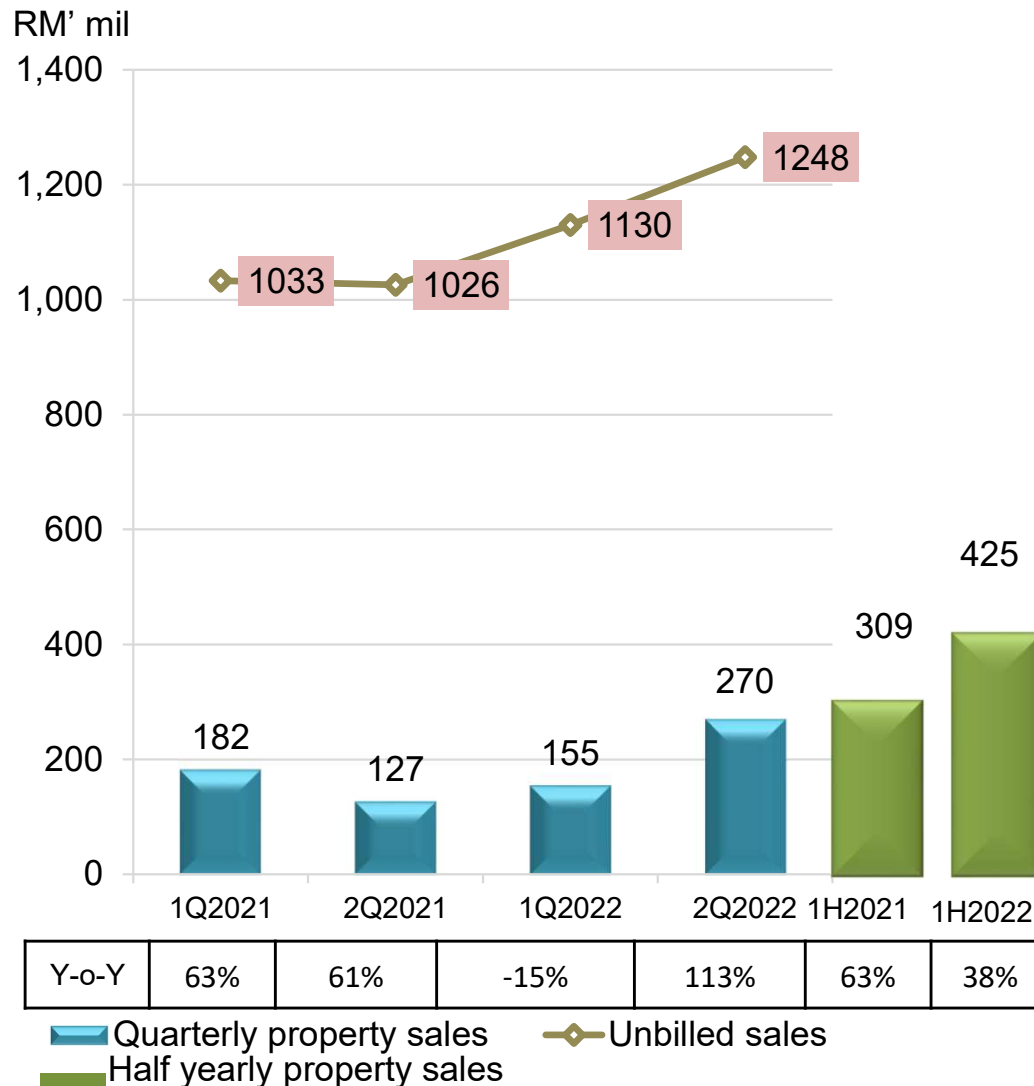


Operational Review

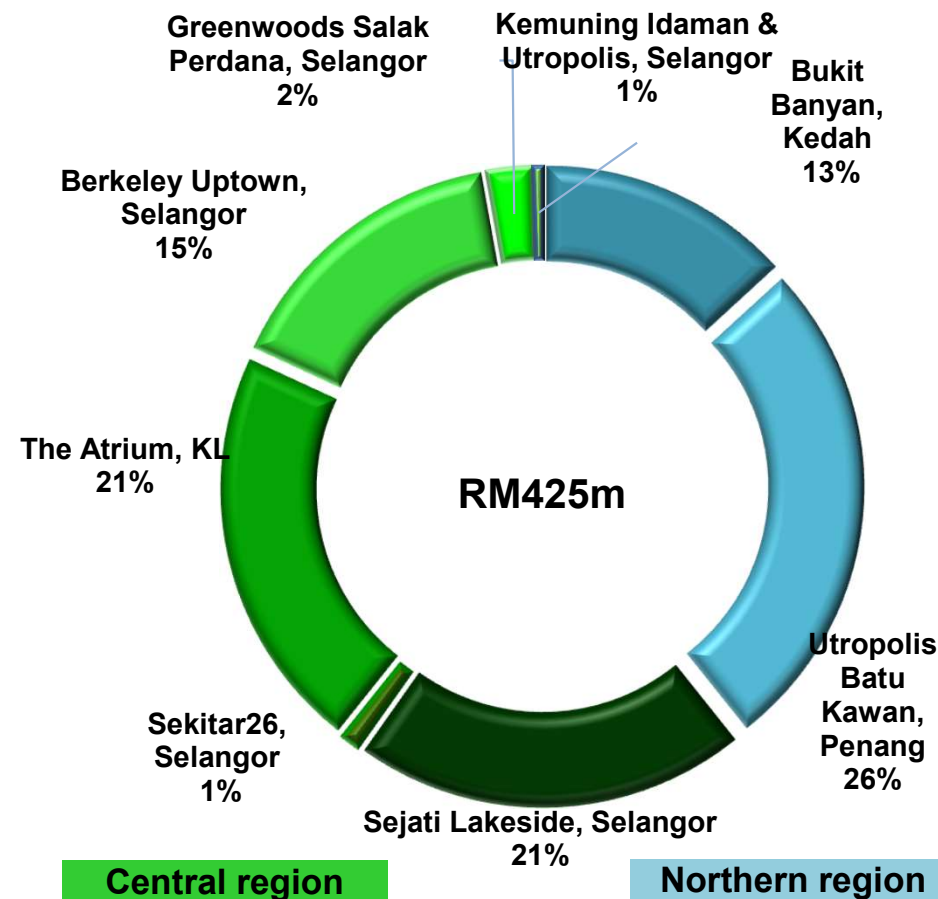
Property Sales & Unbilled Sales

38% y-o-y growth in 1H2022 sales; Unbilled sales at record high of RM1.2bn

Q-o-Q Sales and unbilled sales











1H2022 Sales



On-going products – take up rate & launches

Encouraging take-up rate at 85% ; on-going GDV at RM2.5 bn[#]

Existing projects by subsidiaries	On-going GDV RM'm	Launched in 1H2022		Take up rates As at 30 June 2022 % [^]	2H2022 Tentative Launches GDV RM'm	Type of development	Locations
		GDV RM'm	Quarter				
 GREENWOODS Salak Perdana	138	-	-	99	119	Township	Sepang, Selangor
 Berkeley UPTOWN	385	-	-	99	-	Integrated	Section 13, PJ, Selangor
 KEMUNING IDAMAN	367	-	-	70	-	Integrated	Klang, Selangor
 SEJATI LAKESIDE CYBERJAYA	114	-	-	95	-	Rumah SelangorKu	Shah Alam, Selangor
 THE ATRIUM	524	-	-	96	-	Landed residential	Cyberjaya, Selangor
 THE BANYAN	212	-	-	84	-	High-rise	Jalan Ampang, KL
 UTROPOLIS	244	54	1Q,2Q 2022	87	89	Township	Sungai Petani, Kedah
 UTROPOLIS	514	-	-	75	-	Integrated	Batu Kawan, Penang
TOTAL	2,498[#]	54	-	85	208		

Associate company



84	-	-	45	-	High-rise	Na Reva, Bangkok
----	---	---	----	---	-----------	------------------

Notes:

[^] Represented the percentage of units sold for on going projects undertaken by PCB's subsidiaries as at 30 June 2022 (excluding ATWATER commercial as it is intended to be sold en-bloc).

[#] The on-going GDV as at 30 June 2022 was RM2.9bn if included the GDV of ATWATER commercial of RM375m that is to be sold en-bloc.

Co-labs Coworking & Scalable Malaysia

Y-o-y improvement in overall occupancy rate for the coworking division

Co-labs Coworking

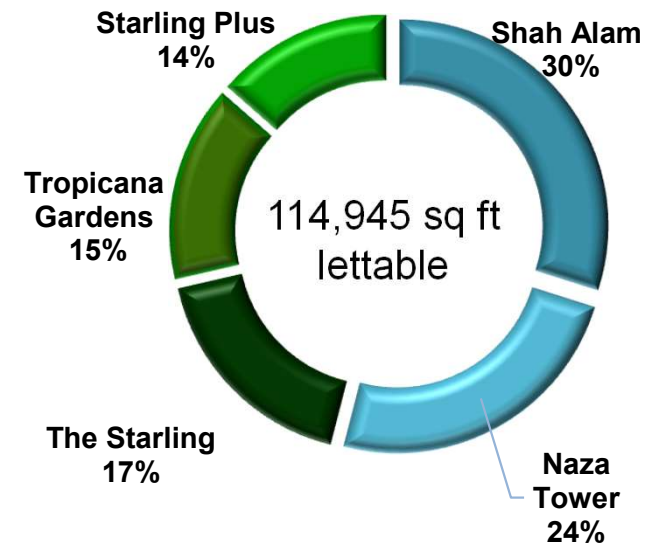
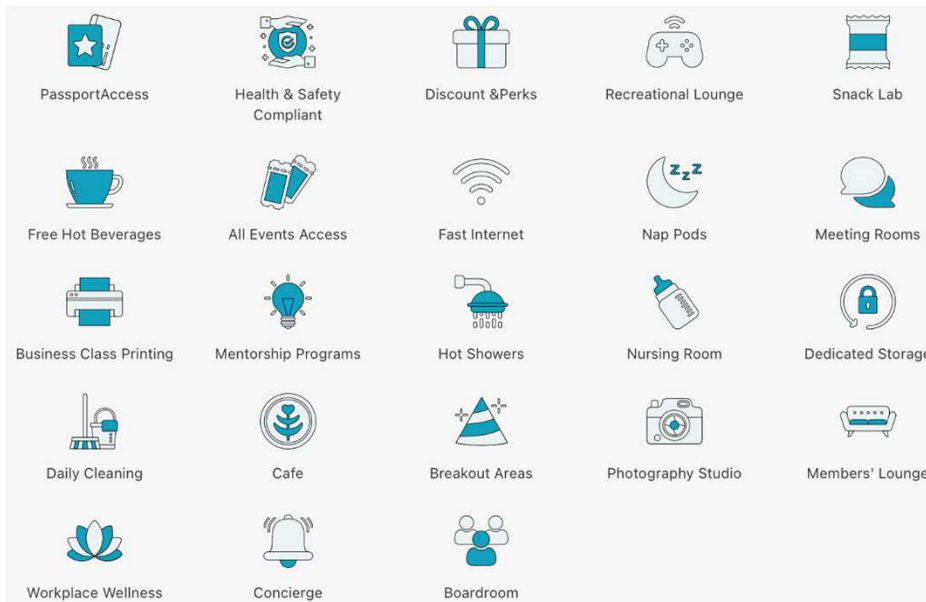


Productivity + Wellness

Work – play – rest
in one place

Flexible packages
starting from daily pass

5 sizeable space in
Klang Valley



Scalable Malaysia



One-stop workspace solutions provider

Start your customised workspace solutions journey with us

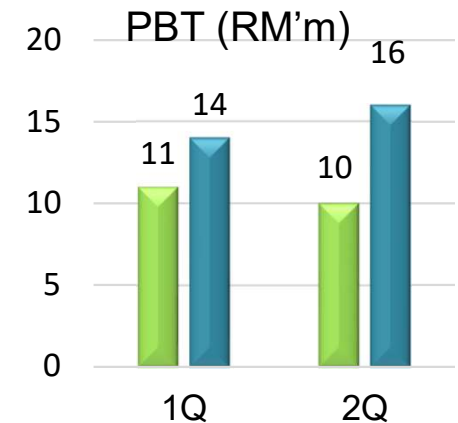
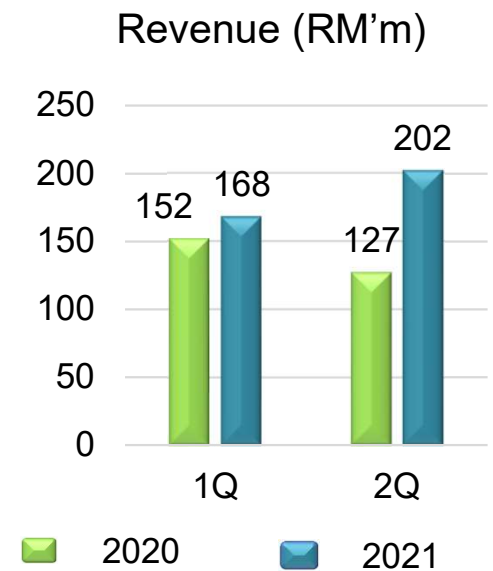
- 1 CONSULT**
Needs analysis & proposal
- 2 DESIGN**
Infrastructure, interior design and fit-out work
- 3 BUILD**
Construction & project management
- 4 MANAGE**
Ready to move-in space managed by a team of experts

Financial Review

Financial Overview

Improved performance on the back of stronger quarterly results

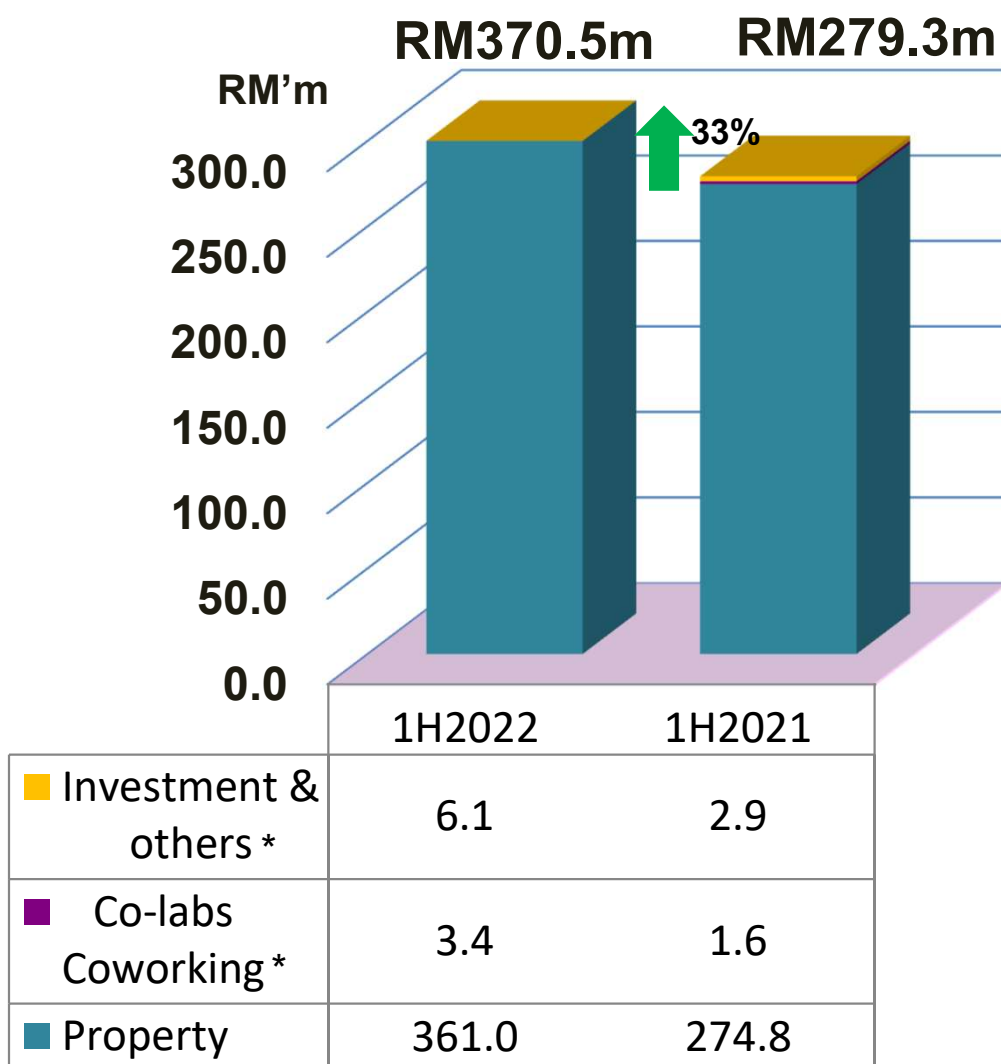
	1H2022 RM'000	1H2021 RM'000	Variance %
Revenue	370,481	279,255	+33
Operating profit b4 depreciation	51,359	40,426	+27
Depreciation	(10,601)	(9,511)	+11
Net interest expense	(11,272)	(9,578)	+18
Share of profit /(loss) of associates & JV	757	(300)	+352
Profit before tax	30,243	21,037	+44
Tax	(8,793)	(9,965)	-12
Profit for the period	21,450	11,072	+94



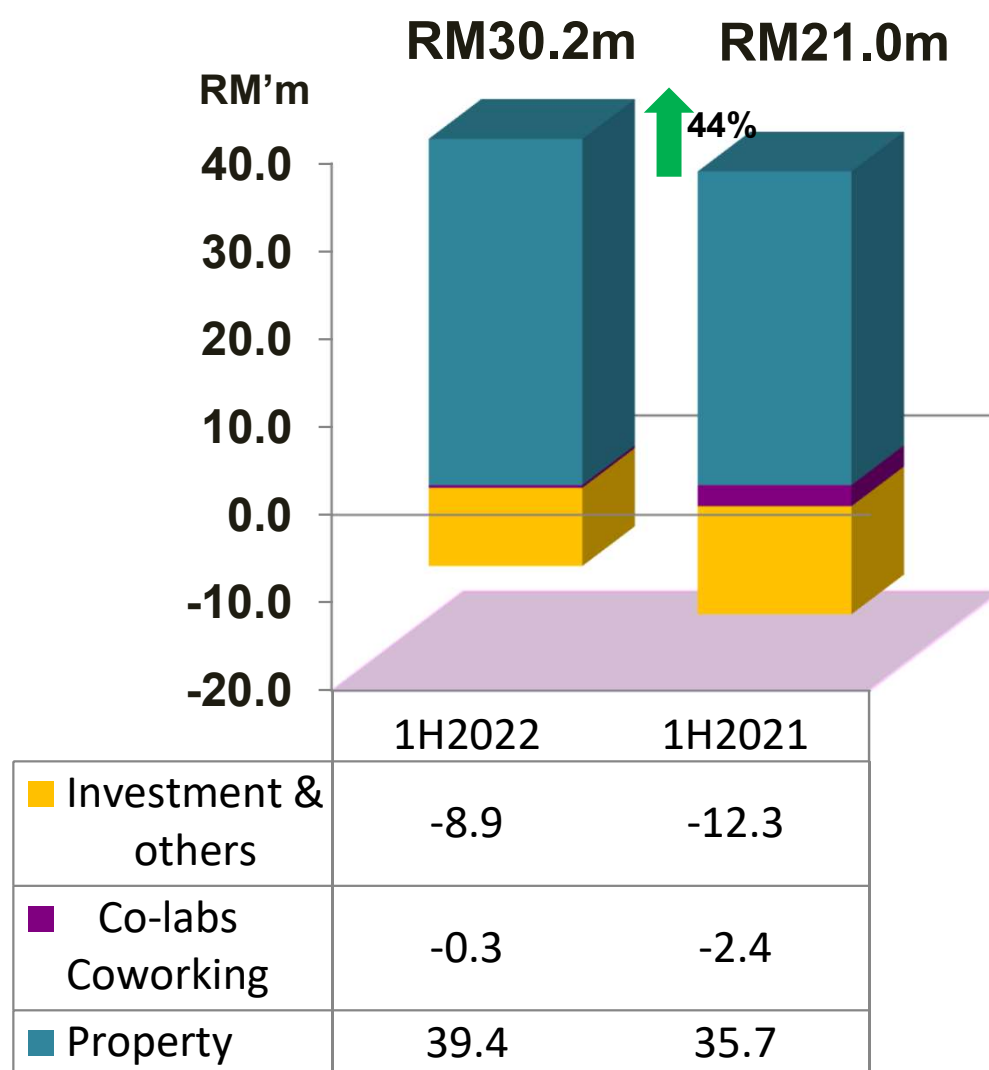
Segmental Analysis

Improvements in revenue and PBT in all segments, particularly the property division

Group Revenue



Group PBT



* Derived after inter-segment elimination

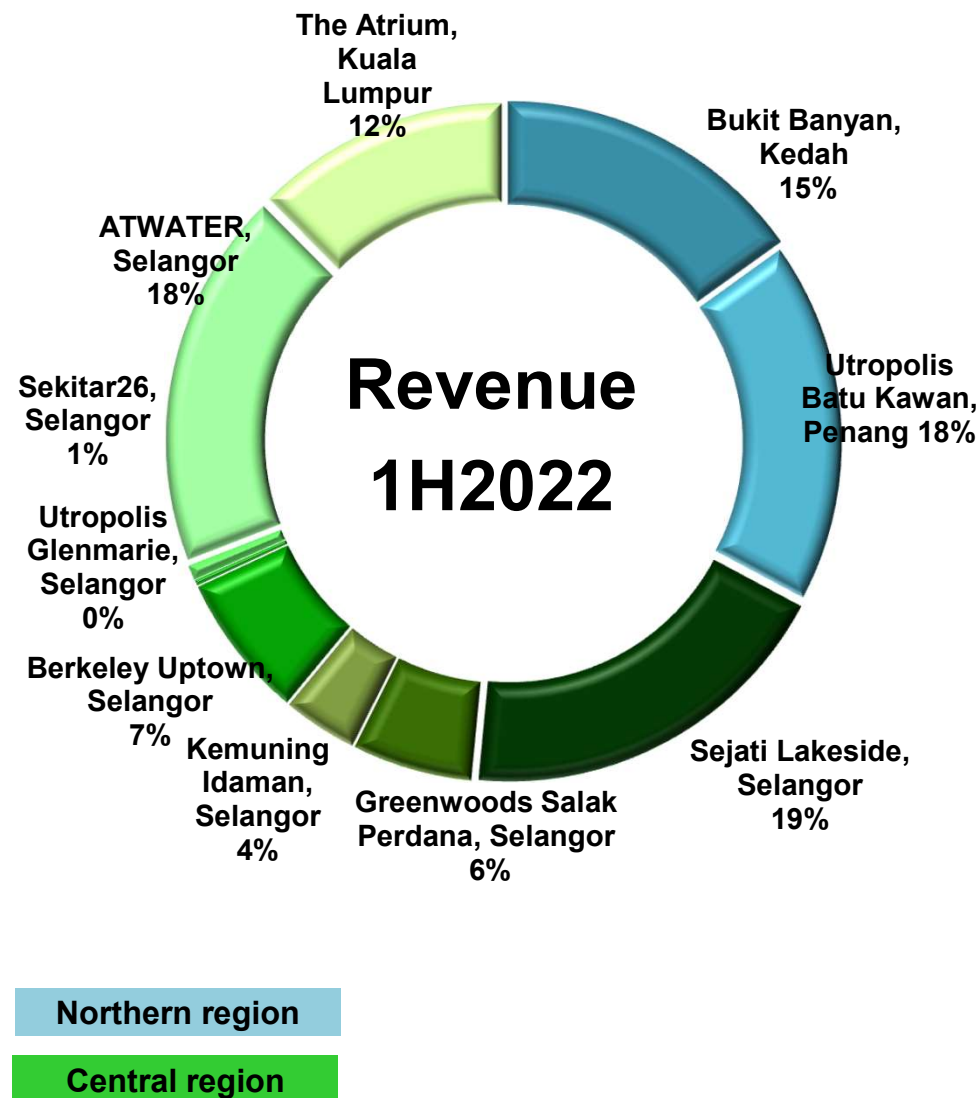
Property Division

Improvement due to more on-going projects

Yr on Yr

- Revenue RM361m ▲ 31%
- PBT RM39.4m ▲ 10%
- PBT margin 11% ▼ -2%

- Improved financial performance in 1H2022 mainly due to larger base of on-going projects (30.6.2022: 8 projects with GDV of RM2.5bn* Vs 7 projects with GDV RM1.8 bn* as at 30.6.2021)
- Revenue by geographical locations :
Kedah 15%: Penang 18%: Selangor : 55% Kuala Lumpur :12%



* Excluding ATWATER commercial which is intended to be sold en-bloc

Coworking Division

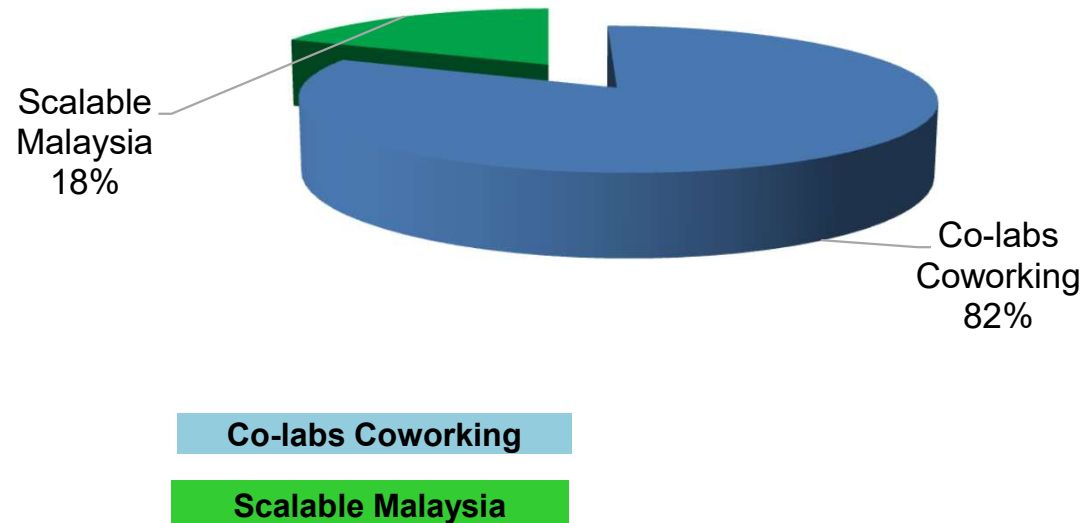
Revenue improved 65% while LBT narrowed by 88%

Yr on Yr

- Revenue RM4.3m ▲ 65%
- LBT RM0.3m ▼ 88%

- All 5 outlets recorded improvement in revenue on reopening of economy.
- Top 3 outlets in terms of revenue contribution are Shah Alam, Tropicana Gardens and Starling Plus.
- LBT narrowed by 88% on the back of improvement in occupancy rates for all outlets

Revenue 1H2022



Financial Position (30 June 2022)

Strong balance sheet and liquidity position



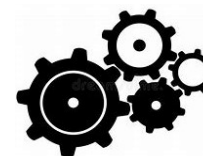
Shareholders' funds

RM1.4bn



Net current assets

RM635m



Debt to Total Equity ratio*

Gross 0.53x
Net 0.43x



Cash & bank balances

RM178m



Unbilled sales

RM1.2bn



Net cash from operating activities

RM132m

* Total equity includes Private Debt Securities of RM249.0 m as at 30 June 2022)

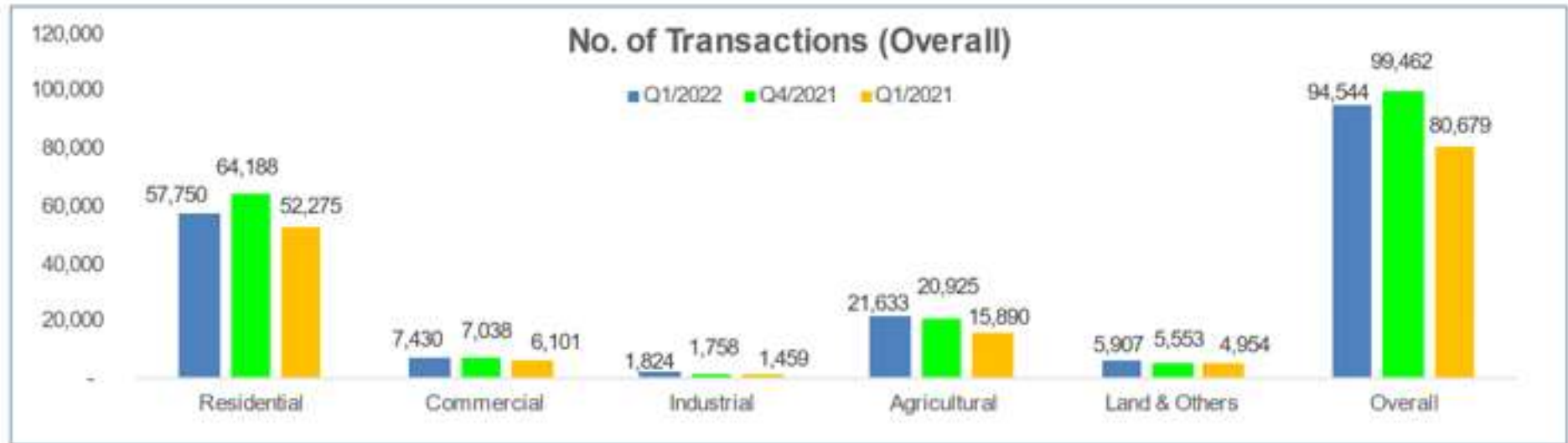
Gross D/E Ratio = Total Borrowings/Total Equity

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

Industry Overview

Property Sales 1Q2022

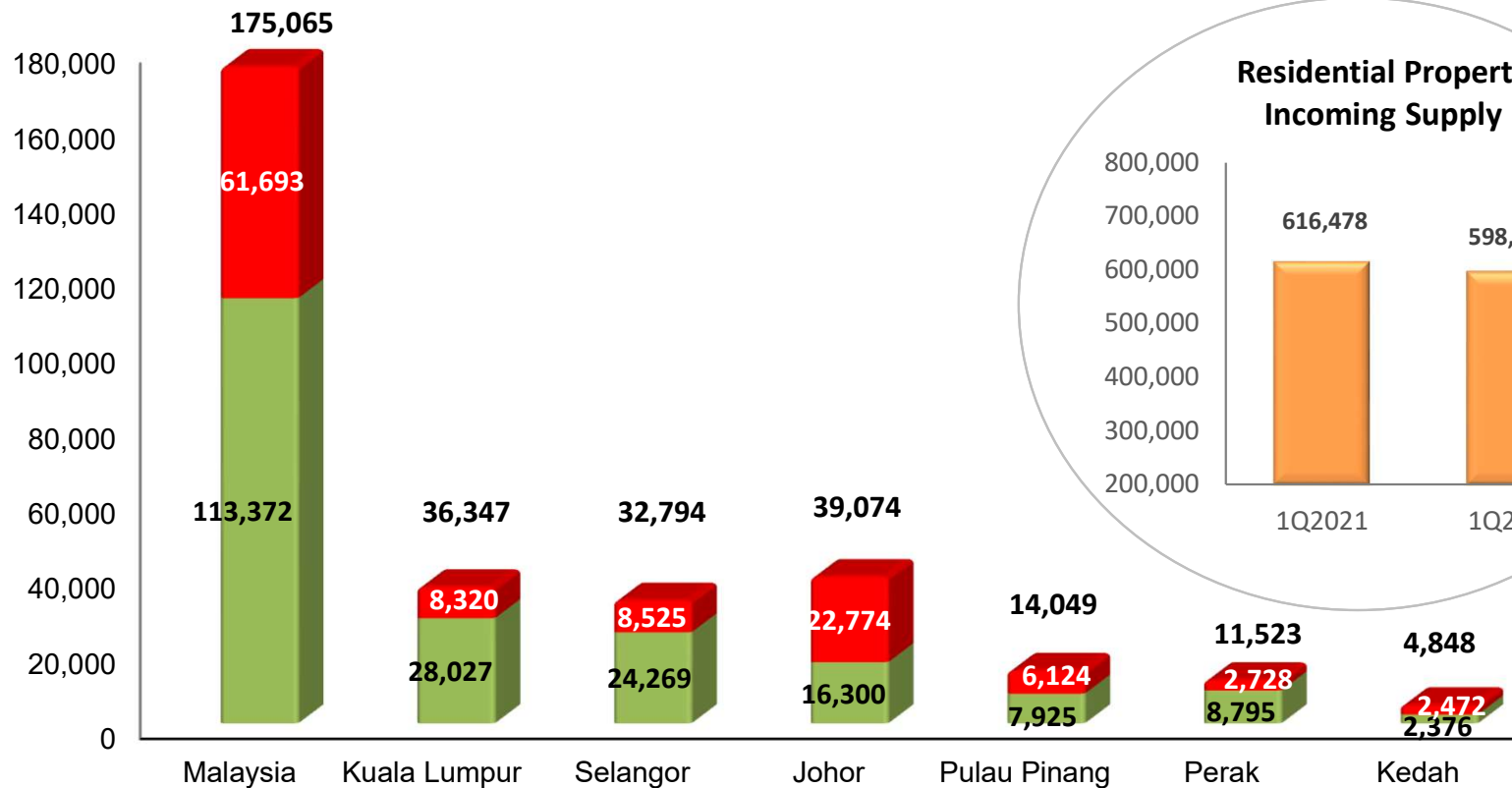
17% Y-o-Y growth in property sales volume



Y-o-Y (Vol)	10%	22%	25%	36%	19%	17%
Q-o-Q (Vol)	-10%	6%	4%	3%	6%	-5%

Unsold Vs Overhang 1Q2022 (residential properties)

Unsold under construction and overhang units increased Y-o-Y; incoming supply declined



Y-o-Y							
	Unsold Under Construction			Overhang			
Unsold under construction	2.4%	9.1%	24.0%	-6.3%	-16.8%	-26.5%	165%
Overhang	16.6%	12.6%	27.8%	-0.9%	28.8%	-11.8%	339%

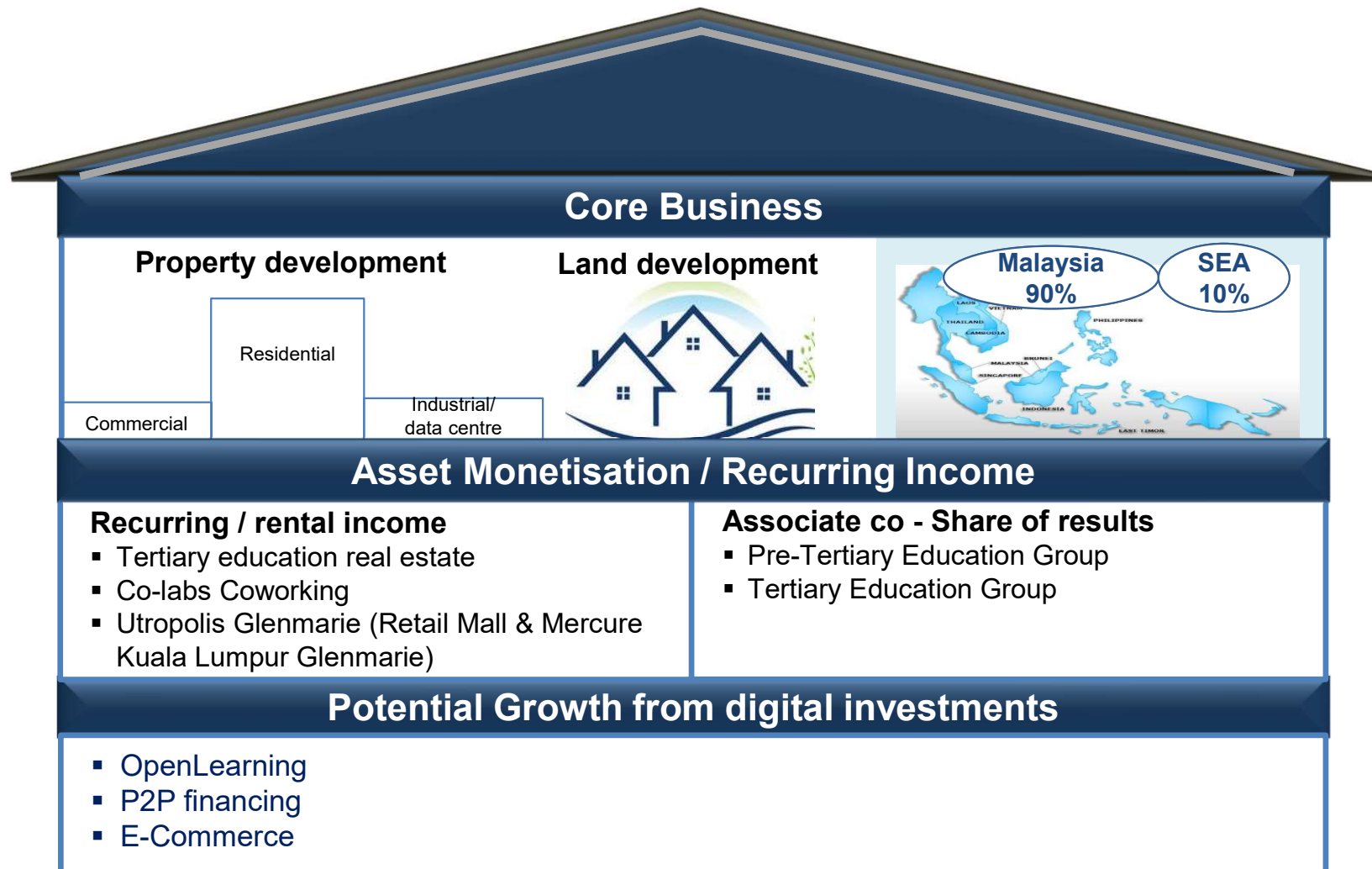
Prepared by Corporate & Strategy Department, Paramount Corporation Berhad

Source from NAPIC's Property Market Status Report: Residential Property Overhang Q1 2021, Unsold Under Construction Properties Q1 2022, Property Stock Report Q1 2022

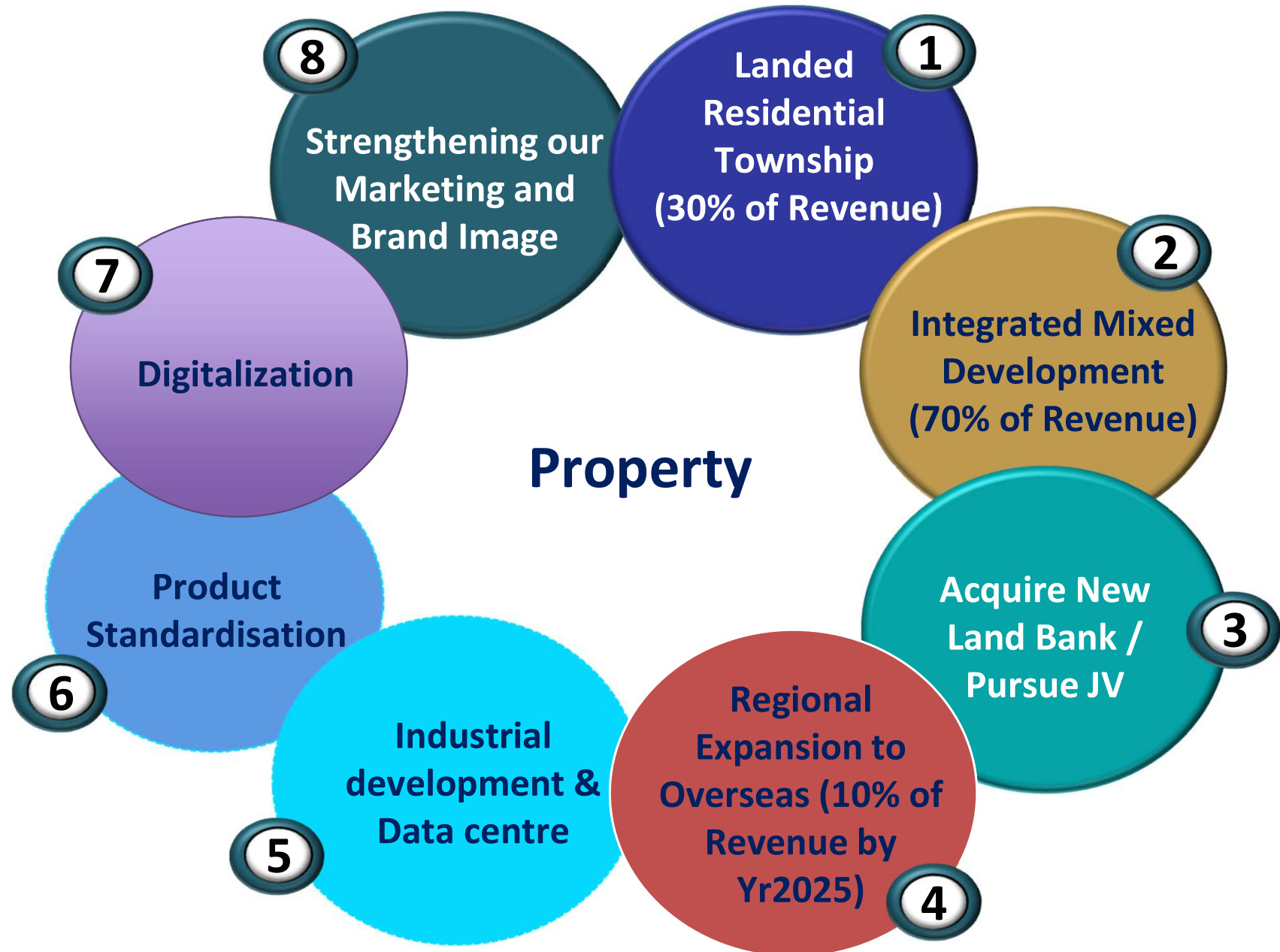
Residential properties includes SOHO and service apartments.

Strategic Plan

2022 and Beyond - Group



2022 & Beyond – Property Division



2022 Outlook

Outlook 2H2022

Outlook for 2H2022 is expected to surpass that of 1H2022



Growth in
Malaysian
Economy



Population
growth and
household
formation

Weakening
purchasing
power



Escalation
of building
material
prices

Shortage of
construction
workers



Property launches for 2H2022 RM1.1bn (Sale for 6M2022: RM425m)



Future cashflow backed by unbilled sales (RM1.2bn)



Protect profit margin through design and operational efficiencies – expediting speed to market



Increasing the usage of industrialised building systems (IBS)



Focusing on offering right products at competitive pricing & packages

2H2022 Pipeline Launches

RM1.1bn launches in 2H2022; 19% from existing projects

3Q2022

High-rise residential



Arinna, Kemuning Utama
Shah Alam

3Q2022

Landed residential



Sejati Lakeside 2
Cyberjaya

3Q2022

TOD mixed development



The Atera
Petaling Jaya

4Q2022

Townhouse



Greenwoods Salak
Perdana, Sepang

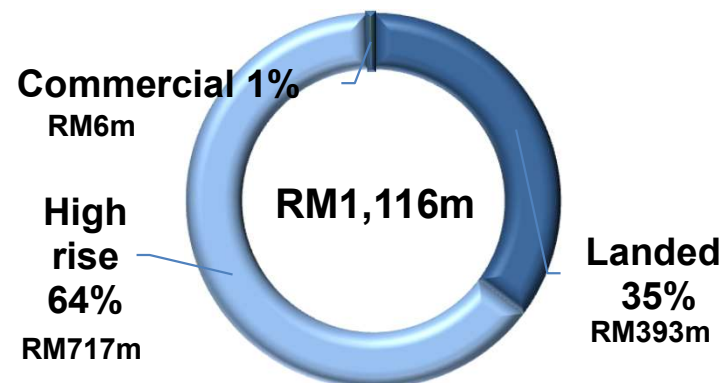
3Q & 4Q2022

Landed residential

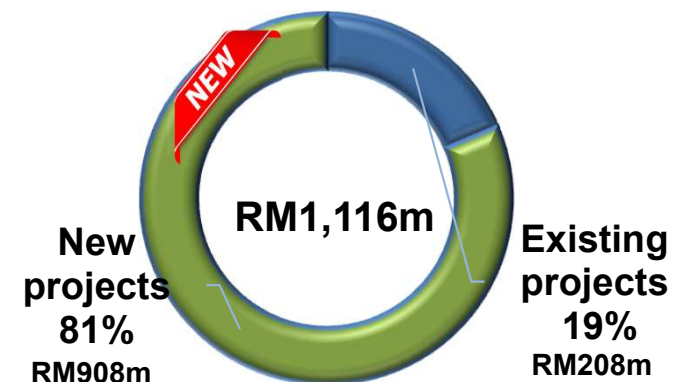


Bukit Banyan,
Sungai Petani

Commercial: High rise : Landed



New projects : Existing Projects



NEW Arinna, Kemuning Utama (Shah Alam)

Selangor
High Rise Residential



Unique selling points

Phase 1 Launching in 3Q2022

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

Sejati Lakeside 2 – Persiaran Bestari (Cyberjaya)



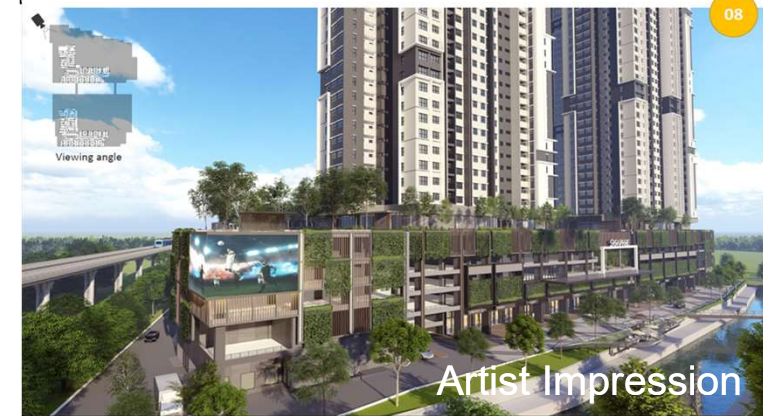
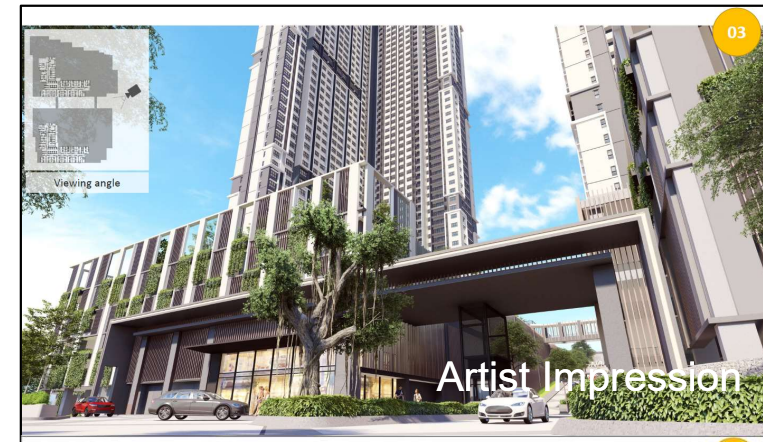
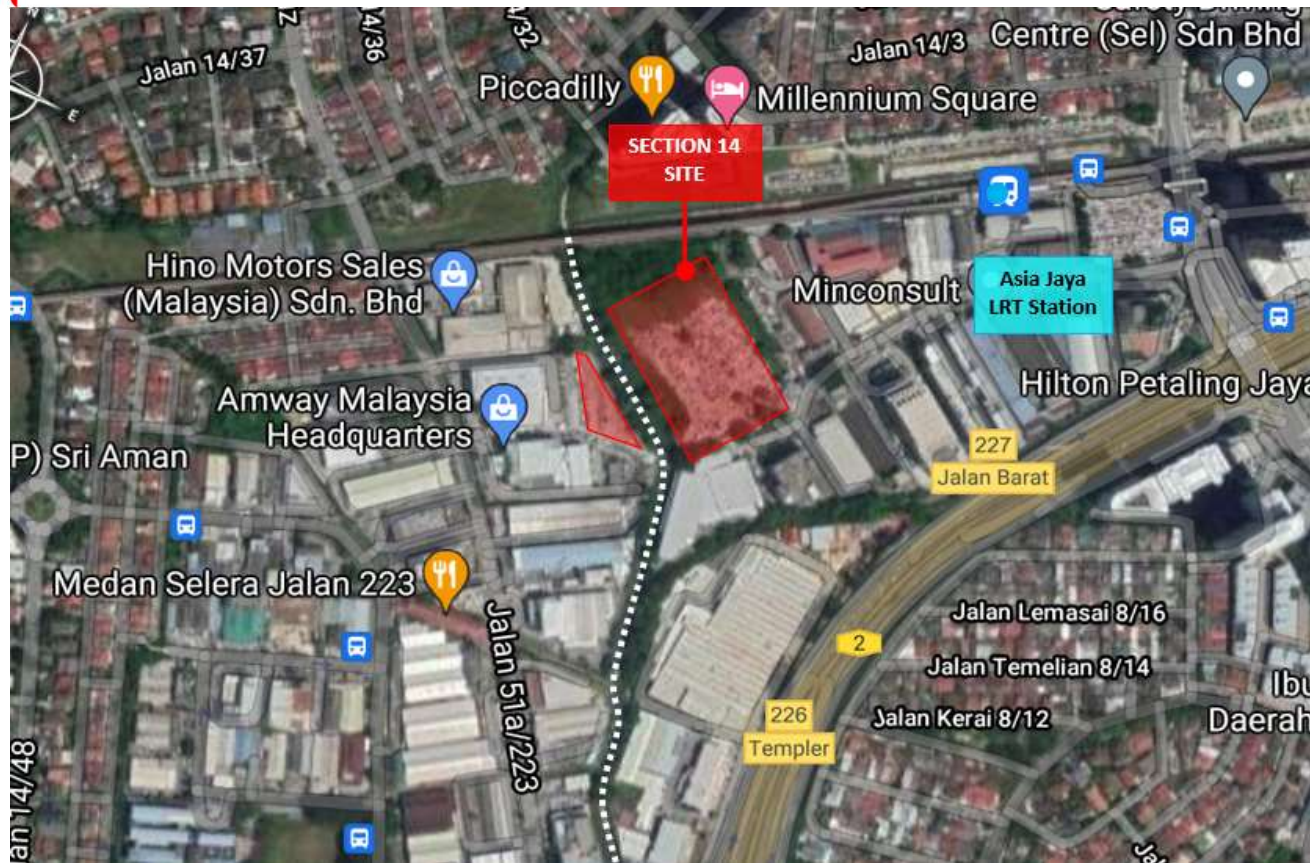
Artist Impression

Unique selling points

Phase 1 Launching in 3Q2022

- 234 units of semi-detached homes on 32.7 acres of freehold land by a 45-acre lake
- 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

The Atera, Petaling Jaya



Unique selling points

Phase 1 Tower 1 Launching in 3Q 2022

- A GreenRE Bronze residences comprising approximately 2100 residential units housed in three towers and 9 retail lots on a 9.66 acres leasehold land
- Homes are equipped with smart home features and supported with various types of exciting facilities for family enjoyment.
- Transit oriented mixed development located along Jalan 51A/223 and within walking distance to Asia Jaya LRT station. It is also easily linked to major highways (Federal Highway, LDP, SPRINT Expressway, NPE, and NKVE)

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 (30 June 2022)

	Project	Status	Remaining Gross Undeveloped Lands (Acres)	Remaining GDV* (RM'm)	Development Period	
					Start	End
Northern	Bukit Banyan & BLM, Sungai Petani	On-going	113.0	460	2012	2027
	Batu Kawan, Penang	On-going	19.3	1,610	2016	2030
Central	Kemuning Utama, Shah Alam	On-going	26.7	585	2004	2028
	Sejati Residences, Cyberjaya	On-going	10.0	520	2013	2027
	Sekitar26, Shah Alam	Completed	0	57	2013	2021
	Greenwoods, Salak Perdana	On-going	100.5	727	2015	2027
	ATWATER, Section 13, PJ	On-going	0.0	377	2018	2023
	Berkeley Uptown, Klang	On-going	15.4	584	2019	2028
	Sejati Lakeside, Cyberjaya	On-going	0	24	2019	2023
	Ampang Hilir, KL	On-going	3.6	897	2021	2025
	Bukit Banyan II, Sungai Petani	Future	137.1	405	2023	2027
	Machang Bubuk, Penang	Future	69.2	420	2023	2027
Total			494.8	6,666		

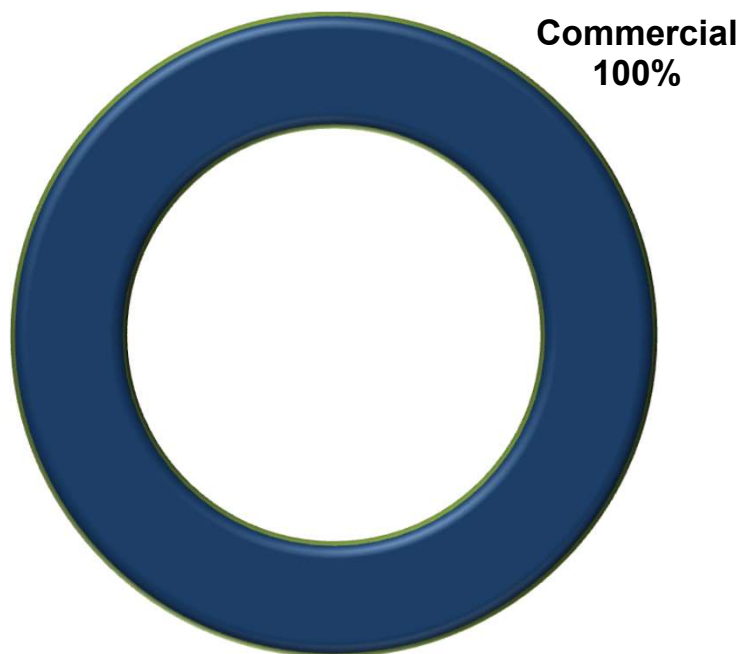


- Lank bank pending completion: (1) 32.7 acre freehold land at Cyberjaya (Estimated GDV RM370m) ;(2) 9.7 acre leasehold land at Jalan 51A/223 (nearby Asia Jaya LRT station) (Estimated GDV RM1.0 bn) to be developed on joint venture basis; (3) 17.869 acres industrial land (Estimated GDV: RM127 m); (4) 64.3 acres freehold land adjacent to Greenwoods Salak Perdana, Sepang (Estimated GDV RM261m)
- 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 30 June 2022 was RM39m

Inventories (30 June 2022)

Inventories balances down 15% Vs 31 Dec 2021; comprising 100% commercial properties

Completed properties
RM61m



	Projects As at	30 June 2022 Cost RM'm	31 Dec 2021 Cost RM'm	Details
Central	SEKITAR 26	37	41	• Stratified commercial lots Leased to Co-labs Coworking (carrying value about RM20m)
	GREENWOODS Salak Perdana	1	3	• 2 storey shop offices
	ATWATER	11	11	• Sales gallery
	UTROPOLIS	-	1	• Service apartments
	Sejati RESIDENCES DAMANSARA	-	2	• Semi detached house
Northern	LAGUNA The Resort Township	*	*	• Project completed; commercial
	UTROPOLIS BATU ANJAN	12	13	• Commercial units
	Commercial	61	68	
	Residential	-	3	
	TOTAL	61	72	

Note:

* Less than RM1m

Group Debt/Total Equity (D/E) Ratio

	30 June 2022 (Unaudited)	31 Dec 2021 (Audited)
	RM'm	RM'm
Borrowings	894.5	963.1
Cash & bank balances	177.8	178.4
Total equity*	1,684.0	1,690.5
Gross D/E ratio (times)	0.53	0.57
Net D/E ratio (times)	0.43	0.46
Weighted average interest rate (%) - floating	3.75	3.51
- fixed	N/A	N/A

* Included Private Debt Securities of RM249.0 m as at 30 June 2022 & 31 Dec 2021)

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