

Investor Relations & Media Presentation FY2022 Results

1 March 2023

Overview FY2022

FY2022 At A Glance

Revenue

RM847.5m

YOY ▲ 24%

PBT

RM105.1m

YOY ▲ 50%

Profit for the period

RM75.1m

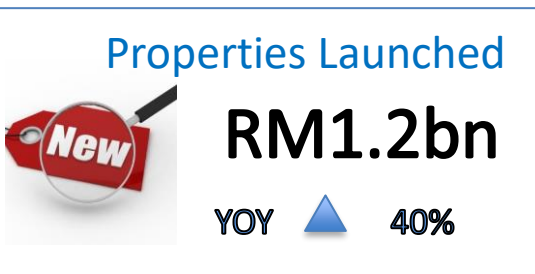
YOY ▲ 76%



Property Sales

RM1.1bn

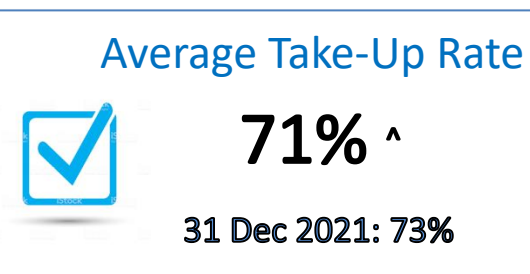
YOY ▲ 37%



Properties Launched

RM1.2bn

YOY ▲ 40%



Average Take-Up Rate

71% ^

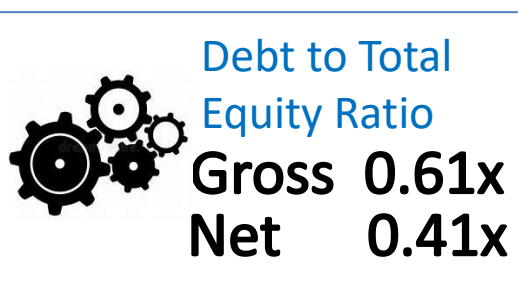
31 Dec 2021: 73%



Unbilled Sales

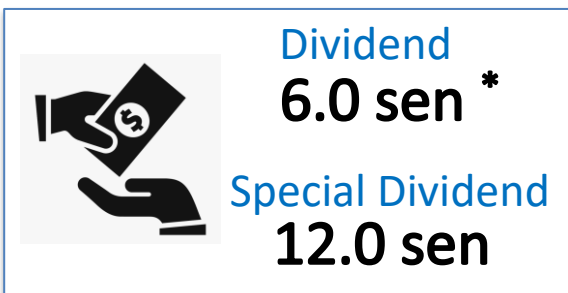
RM1.4bn

YOY ▲ 24%



Debt to Total
Equity Ratio

Gross 0.61x
Net 0.41x



Dividend

6.0 sen *

Special Dividend
12.0 sen

Note:

^ Represented the percentage of units sold for on going projects undertaken by PCB's subsidiaries as at 31 Dec 2022 (excluding ATWATER commercial as it is intended to be sold en bloc).

* Final dividend of 3.5 sen is subject to the shareholders' approval

Asset Monetisation Deals in 2022

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

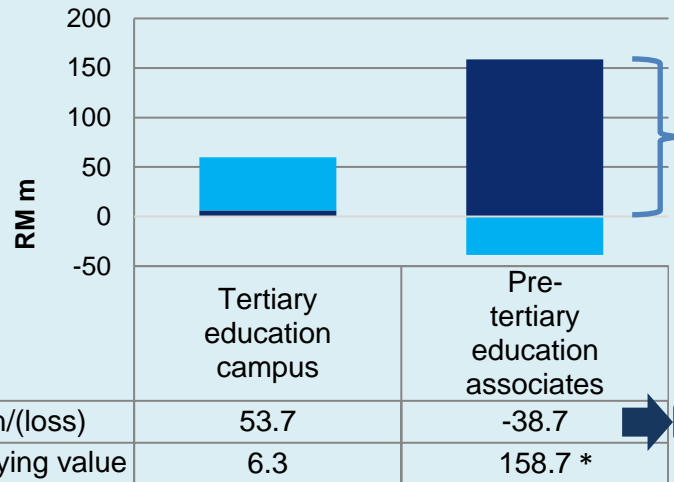
Pre-tertiary education business



Tertiary education campus at Damansara Jaya

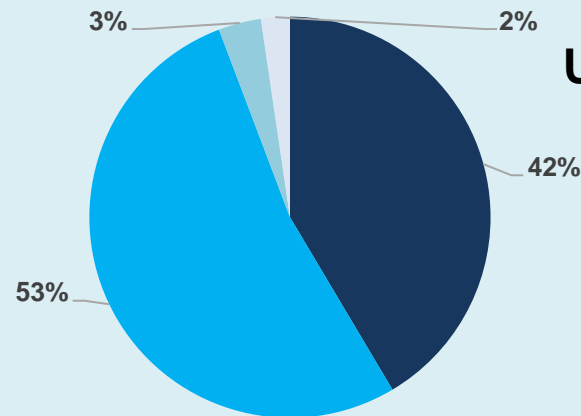


Gains/loss on disposals



* Included RM94.4 million fair value gain that form part of the RM462.7 million gain recognised in 2020 when PCB sold its effective 80% stake

2022 net gain = RM15 m



Utilisation of proceeds RM180m

- Proposed Distribution
- Repayment of borrowings
- Working capital
- Tax & expenses

Gross Div Per Share & Payout Ratio

Net assets per share
@ 31 Dec 2022[^]

RM2.36

Market price per share
@ 27 Feb 2023

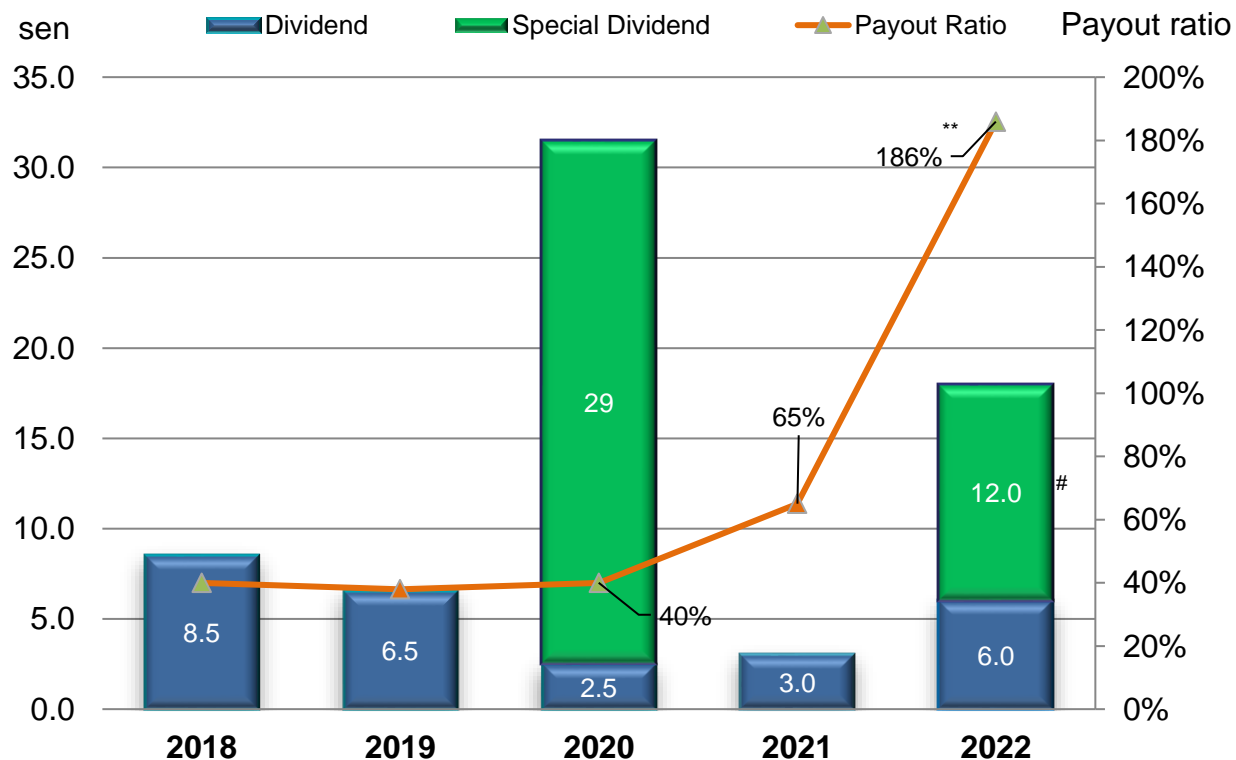
RM0.845

Price to book ratio

0.36 times

Dividend payable

RM0.155[#]



Closing price (RM)	2.04	1.22	0.83	0.70	0.76
Div Yield (%)	4.2	5.3	38.0	4.3	23.7

* Being special dividend paid from asset divestments

[^] Based on unaudited results

[#] Final dividend of 3.5 sen for FY2022 is subject to the shareholders' approval

^{**} If the special dividend from asset monetisation of 12 sen is excluded, the payout ratio for FY2022 would have been 62%

Land Bank* Replenishment (139 acres)



Bukit Minyak, Penang (17.9 acres)

- Maiden light industrial development in Penang
- Projected GDV is RM157 million
- Development period 2023 to 2025



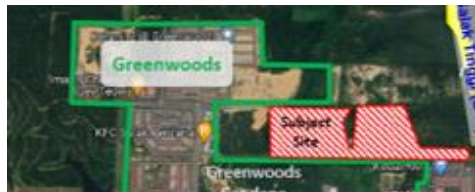
Sejati Lakeside 2, Cyberjaya (32.7 acres)

- Adjacent to existing landed development, Sejati Lakeside
- Projected GDV is RM370 million
- First phase of semi-detached homes were launched in Nov 2022



The Atera, Petaling Jaya (9.7 acres)

- Transit-oriented mixed development within walking distance to Asia Jaya LRT transit stop
- Projected GDV is RM1.2 billion
- 1st phase comprising 756 high rise residential units and 4 commercial units were launched in Nov 2022



Salak Perdana, Sepang (64.3 acres)

- Adjacent to existing township development, Greenwood Salak Perdana, Sepang
- Projected GDV is RM225 million
- Development period 2024 to 2027



Bandar Laguna Merbok (BLM) (14.4 acres)

- Redevelopment of the BLM club house, Sungai Petani situated within the BLM development
- Projected GDV is RM53 million
- Development period 2025 to 2027

Note:

* Includes land of which the Group has development rights i.e. The Atera.

Investments in Digital Business

Fintech

- Tap into the growth potential in MSME financing & demand from investors seeking higher returns

- Aug 2021, invested RM13.7 million for a 30% equity interest in Omegaxis Sdn Bhd, the holding company of Peoplender Sdn Bhd (Peoplender), the operator of a peer-to-peer (P2P) financing platform Fundaztic (PCB effective stake: 19.1%)
- Nov 2022, effective shareholdings in Peoplender was diluted to 16.5% after it successfully completed fund raising exercise of RM16.6 million via equity crowd-funding platform pitchIN
- Pre-money valuation of Peoplender was RM100.8m
- Proceeds will be used to scale up its business in Malaysia and Singapore, and to build new franchises regionally

E-commerce

- Deepens and broadens the merchant ecosystem available to the Group

- March 2022, invested RM7.5 million for a 7.67% equity interest in Commerce.Asia
- Business model scalable for local and regional growth
- Synergy with the Paramount group
- Positive outlook for e-commerce growth

Awards & Recognitions



Minority Shareholder Watch
Group (MSWG) – ASEAN
Corporate Governance (CG)
Scorecard Award 2021

Industry Excellence Award for
Corporate Governance Disclosure
Property



The Edge Centurion Club

Highest return on equity over 3 years
Property Sector



The MICHELIN Guide Kuala Lumpur
and Penang 2023

One MICHELIN Star



FIABCI Malaysia-Star Malaysia
Developer Awards 2022

- Ranked 4th among public listed property companies with market capitalisation below RM1billion
- Ranked 1st for transparency among all reviewed property companies, including those with market capitalisation above RM1billion



The Edge Property Excellence
Awards 2022

Overall – ranked 12th
Overall Qualitative – ranked 7th



StarProperty Awards 2022

- Paramount Property - All Stars Award
- Sinaran Residences, Utropolis Batu Kawan, Penang won Excellence in the 'Family friendly' award category for Highrise
- The Atrium, KL won an Honour in the 'Close to Home' award category

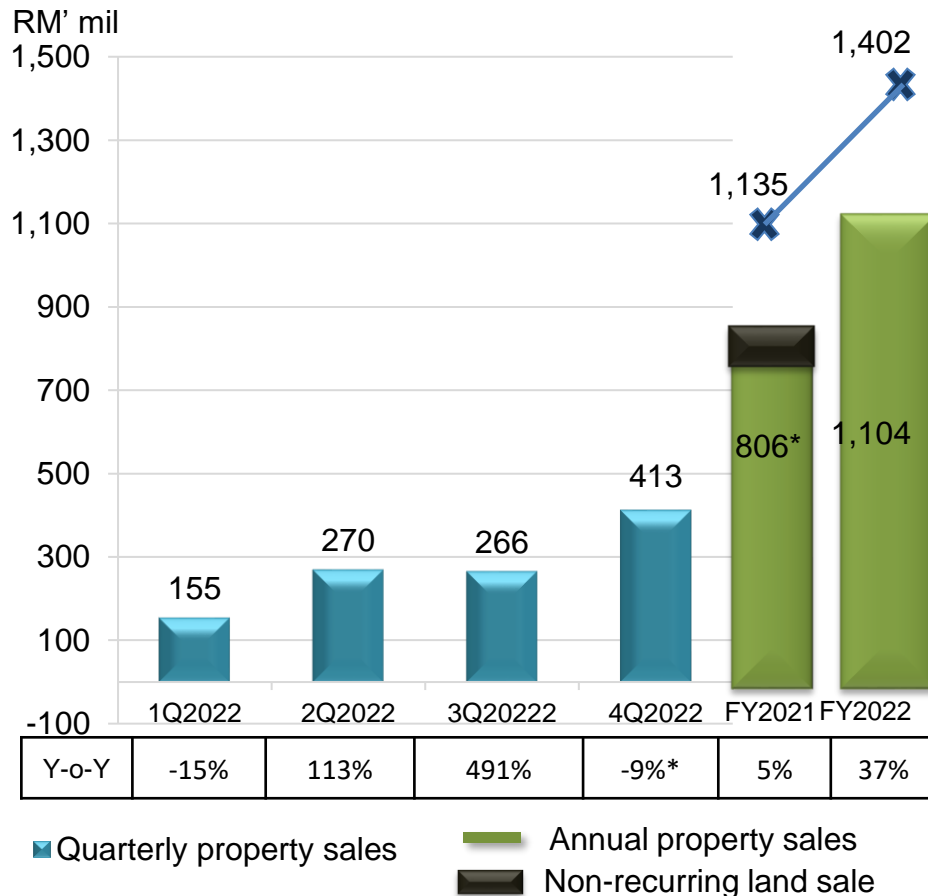


Operational Review

Property Sales & Unbilled Sales

37% y-o-y growth in FY2022 sales; New records of sales and unbilled sales

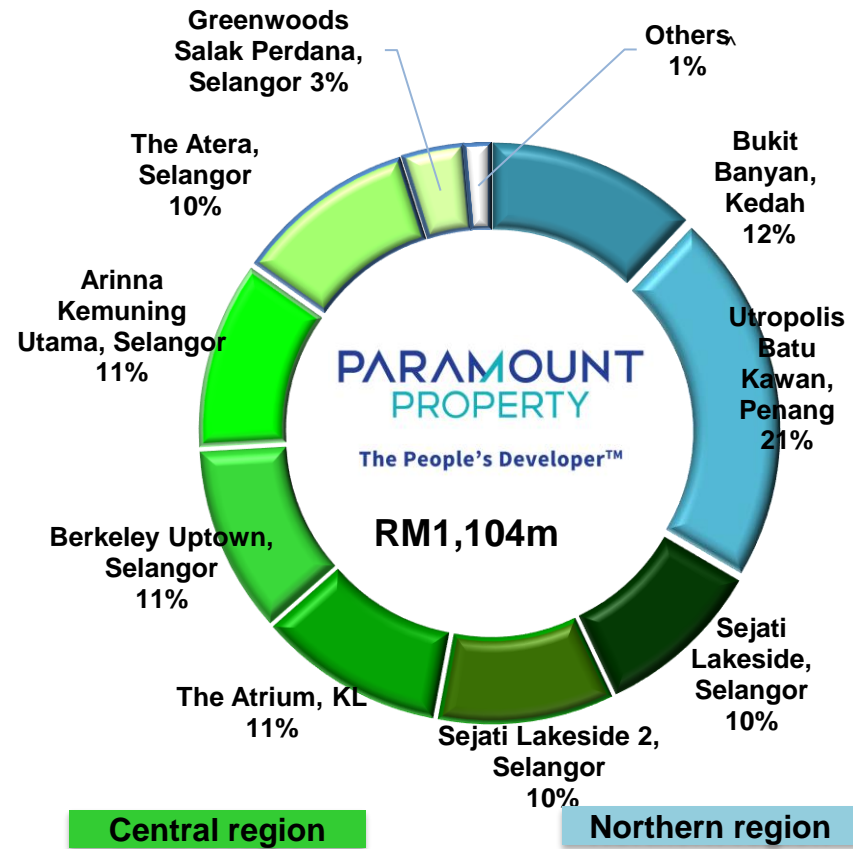
Sales and unbilled sales



Note:

* 4Q2021 sales was boosted by sale of a piece of commercial land at Sekitar26 development of RM90 million. Without the non recurring land sale, the 4Q2022 sales would have been 25% higher than 4Q2021 of RM362 million. In the same context, the FY2021 sales would have been RM716 million.

FY2022 Sales













Note:

^Comprising Kemuning Idaman, ATWATER, Utropolis Glenmarie, Bandar Laguna Merbok and Sekitar26

On-going products – take up rate & launches

Y-o-y 15% increase in GDV of on-going projects to RM3.2 bn[#] on the back of 10 projects

	Existing projects by subsidiaries	On-going GDV as at 31 Dec 2022 RM'm	Launched in FY2022		Take up rates As at 31 Dec 2022 [^]	FY2023 Tentative Launches GDV RM'm	Type of development	Locations
			GDV RM'm	Quarter				
Central	 GREENWOODS Salak Perdana	271	132	Q4	58%	135	Township	Sepang, Selangor
	 Berkeley UP TOWN	367	-	-	84%	-	Integrated	Klang, Selangor
	 SEJATI LAKESIDE CYBERJAYA	232	-	-	97%	-	Landed residential	Cyberjaya, Selangor
	 THE ATRIUM	212	-	-	93%	-	High-rise	Jalan Ampang Hilir, KL
	 ARINNA KEMUNING UTAMA	201	201	3Q	59%	-	High-rise	Shah Alam, Selangor
	 THE ATERA PETALING JAYA	535	534	4Q	19%	-	High-rise (TOD)	Petalang Jaya, Selangor
	 SEJATI LAKESIDE 2 CYBERJAYA	191	191	4Q	58%	185	Landed residential	Cyberjaya, Selangor
	 BANYAN Ulu Chini, Pahang	271	119	All quarters	93%	135	Township	Sungai Petani, Kedah
	 UTROPOLIS TAU IMA	549	36	4Q	95%	330	Integrated	Batu Kawan, Penang
	TOTAL	2,829 [#]	1,213	-	71%	785		
Associate company								
Thai	 NA REVA	84	-	-	55%	-	High-rise	Na Reva, Bangkok

Notes:

[^] Represented the percentage of units sold for on going projects undertaken by PCB's subsidiaries as at 31 December 2022 (excluding ATWATER commercial as it is intended to be sold en-bloc).

[#] The on-going GDV as at 31 December 2022 was RM3.2bn 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 occupancy rate for all outlets of the coworking division

Co-labs Coworking



70%

Average occupancy
rate @ 31/12/2022

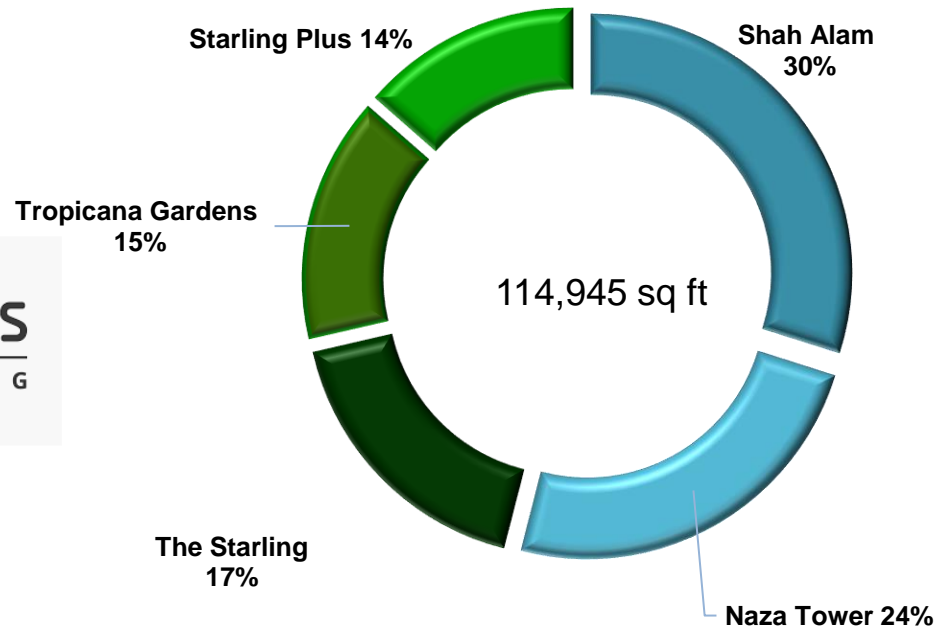


5 outlets

In Klang Valley



CO-LABS
COWORKING



Scalable Malaysia



SCALABLE

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

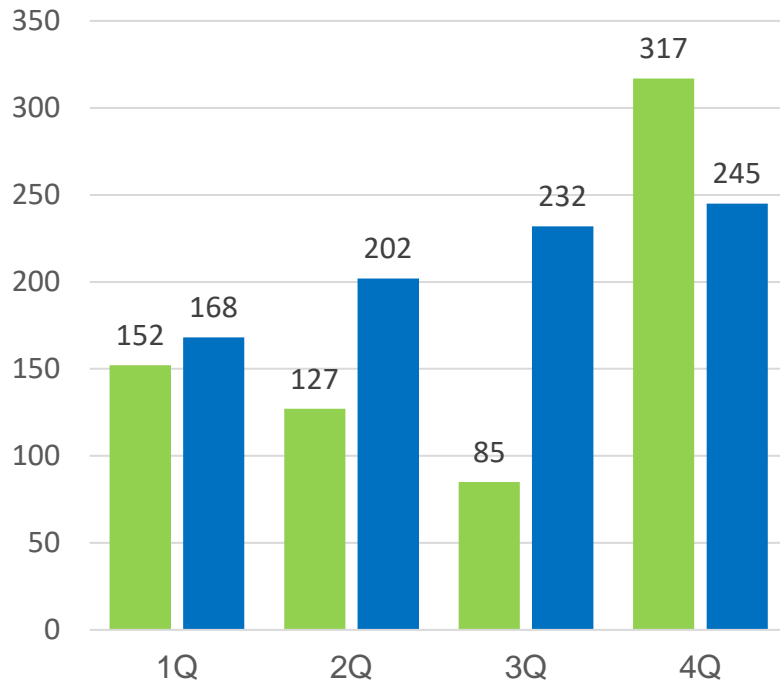
Y-o-y increase in revenue and PBT by 24% and 50%, respectively

	FY2022 RM'000 Unaudited	FY2021 RM'000 Audited	Variance %
Revenue	847,464	681,351	+24
Operating profit b4 depreciation & impairment & non-recurring gains	138,635	92,313	+50
Depreciation (include KBLM accelerated depreciation of RM3.5m in 2022*)	(24,986)	(18,826)	+33
Net interest expense	(25,339)	(20,174)	+26
Impairment losses*	(38,664)	(4,614)	+738
Non-recurring profit sale of land/gains from disposal of investments properties/ associate *	53,686	12,160	+341
Non-recurring gains from consolidation of a subsidiary*	-	7,870	-100
Share of profit of associates & JV	1,792	1,587	+13
Profit before tax (PBT)	105,124	70,316	+50
Tax	(29,985)	(27,605)	+9
Profit for the year	75,139	42,711	+76
PBT excluding non recurring items *	93,550	54,900	+70

Quarterly Financial Performance

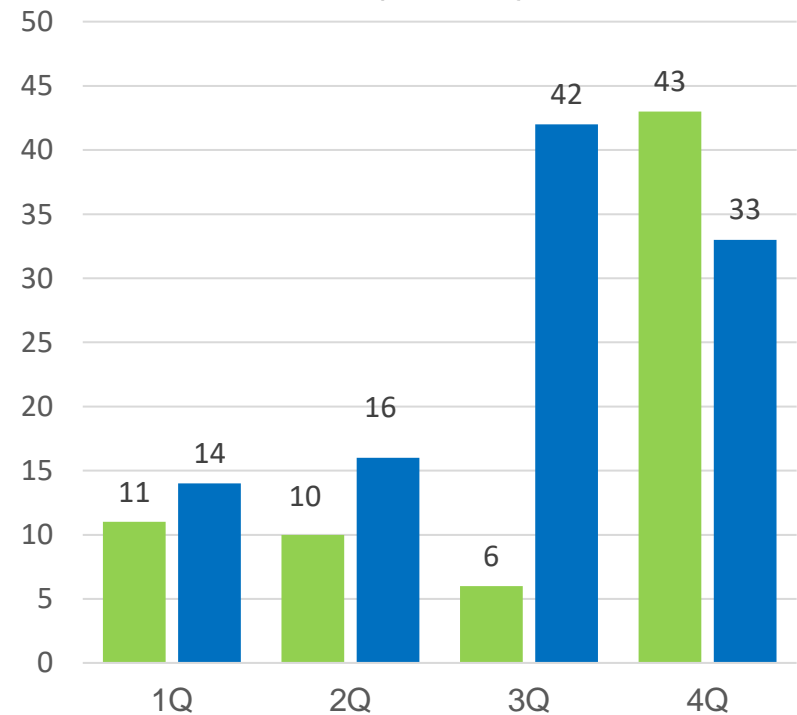
All 4 quarters in 2022 shown q-o-q improvements in revenue

Revenue (RM'm)



2021 2022

PBT (RM'm)



2021 2022

Notes:

3Q2022: Included a net gain of RM15m from the monetisation of non core assets

4Q2022: Included accelerated depreciation of RM3.4 million

3Q2021: Included the impacts from the disruptions to construction operations and closure of sales galleries as a result of the containment measures imposed to prevent the spread of COVID-19 virus

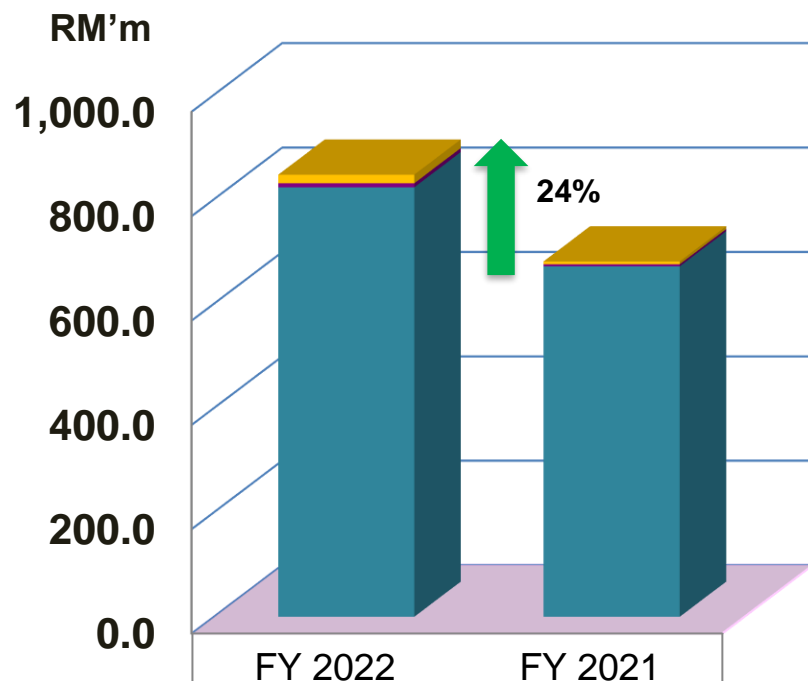
4Q2021: Included contribution from the sale of a piece of commercial land at Sekitar26 development (revenue of RM90 million and PBT of RM11 million), impairment loss of RM4.6 million and non recurring gains from consolidation of a subsidiary and sale of investment which amounted to RM9.0 million in total.

Segmental Analysis

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

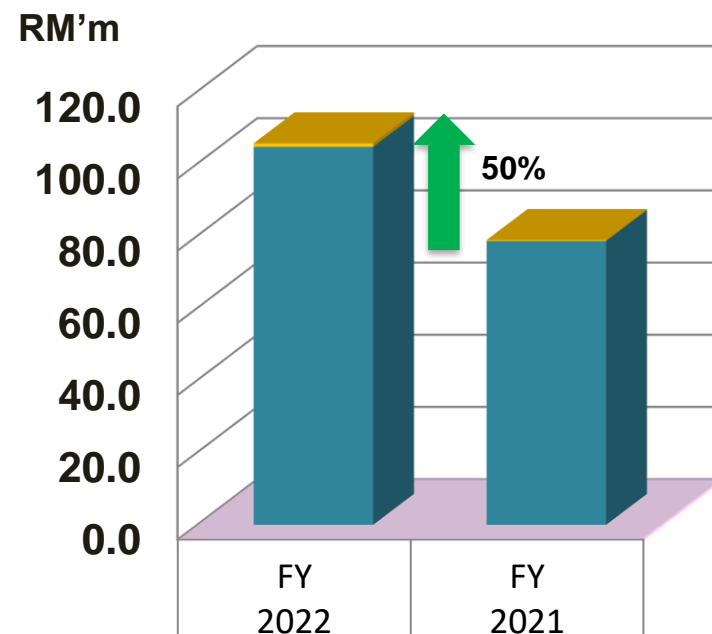
Group Revenue

RM847.5m RM681.4m



Group PBT

RM105.1m RM70.3m



Investment & others	1.0	0.3
Co-labs Coworking	-0.6	-8.6
Property	104.7	78.6

* Derived after inter-segment elimination

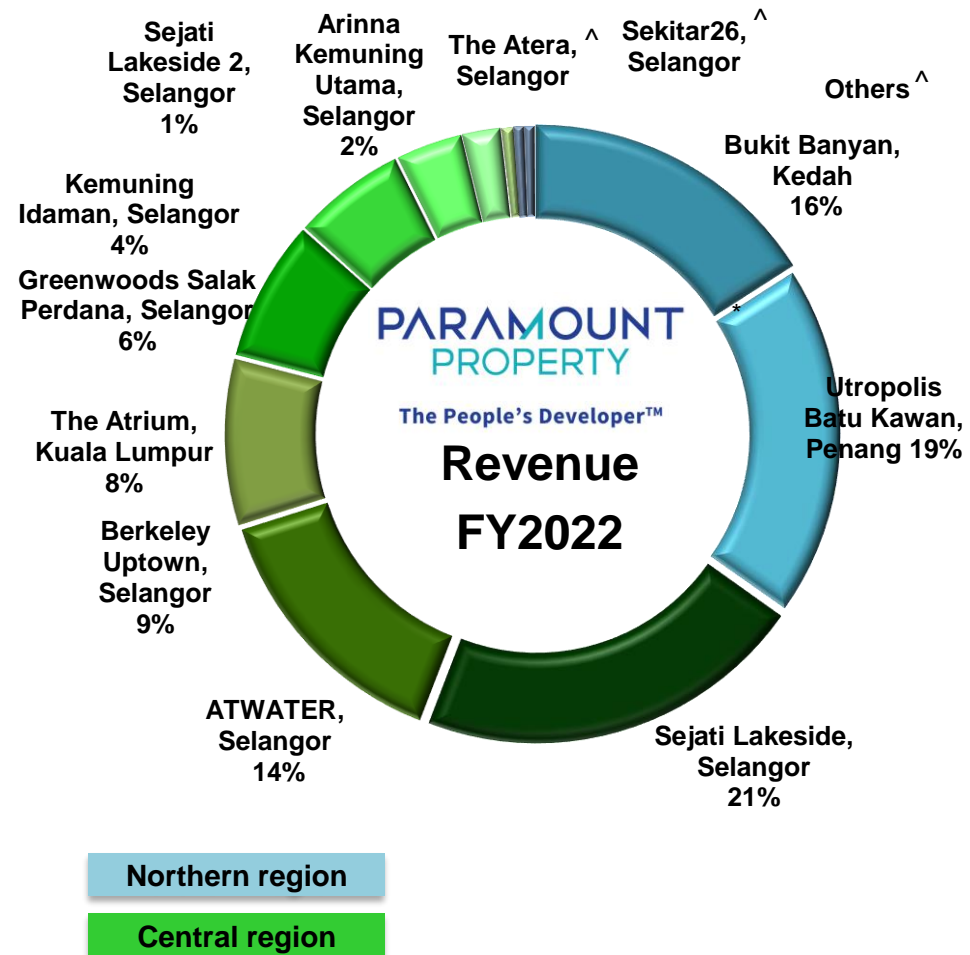
Property Division

Improvement due to more on-going projects and higher sales

Yr on Yr

- Revenue RM823.4m ▲ 23%
- PBT RM104.7m ▲ 33%
- PBT margin 13% ▲ 1%

- Improved financial performance in 2022 mainly due full reopening of economy and the lower base of last year
- FY2021 financials were boosted by sale of a piece of commercial land (revenue RM90m and PBT RM11m)
- Revenue by geographical locations :
Kedah 16%: Penang 19%: Selangor : 57% Kuala Lumpur :8%



^ Less than 1%

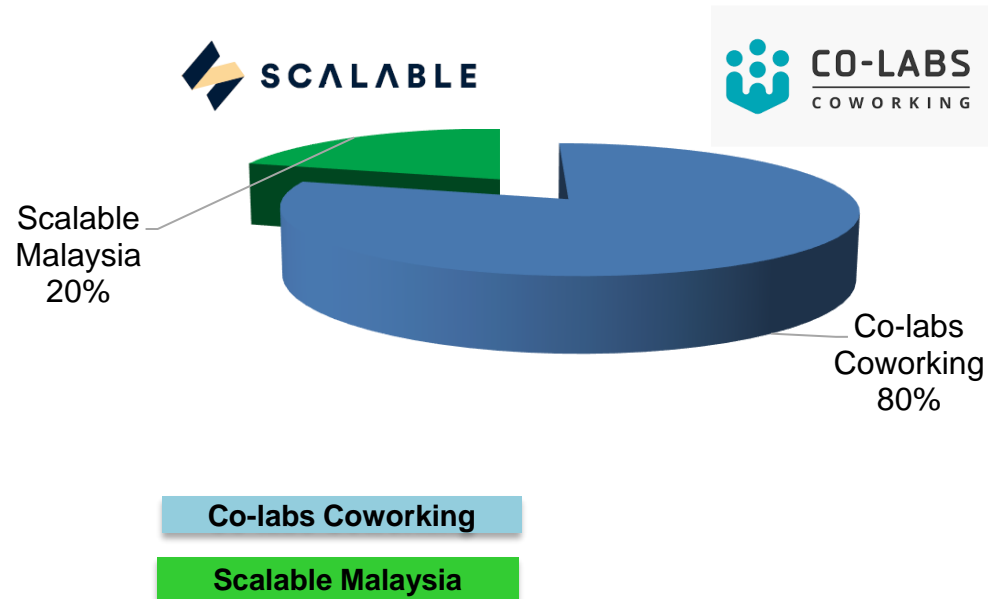
Coworking Division

Revenue improved 62% while LBT narrowed by 93%

Yr on Yr

- Revenue RM9.4m ▲ 62%
- LBT RM0.6m ▼ 93%
- 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 93% on the back of improvement in occupancy rates for all outlets and the absence of a RM4.6 million impairment loss in respect of the Naza Tower outlet that was recognised in 4Q2021

Revenue FY2022



Financial Position (31 December 2022)

Strong balance sheet and liquidity position



Shareholders' funds

RM1.5bn



Net current assets

RM801m



Debt to Total Equity ratio*

Gross 0.61x
Net 0.41x



Cash & bank balances

RM332m



Unbilled sales

RM1.4bn



Net cash from operating activities

RM169m

* Included Private Debt Securities of RM199.2m as at 31 Dec 2022

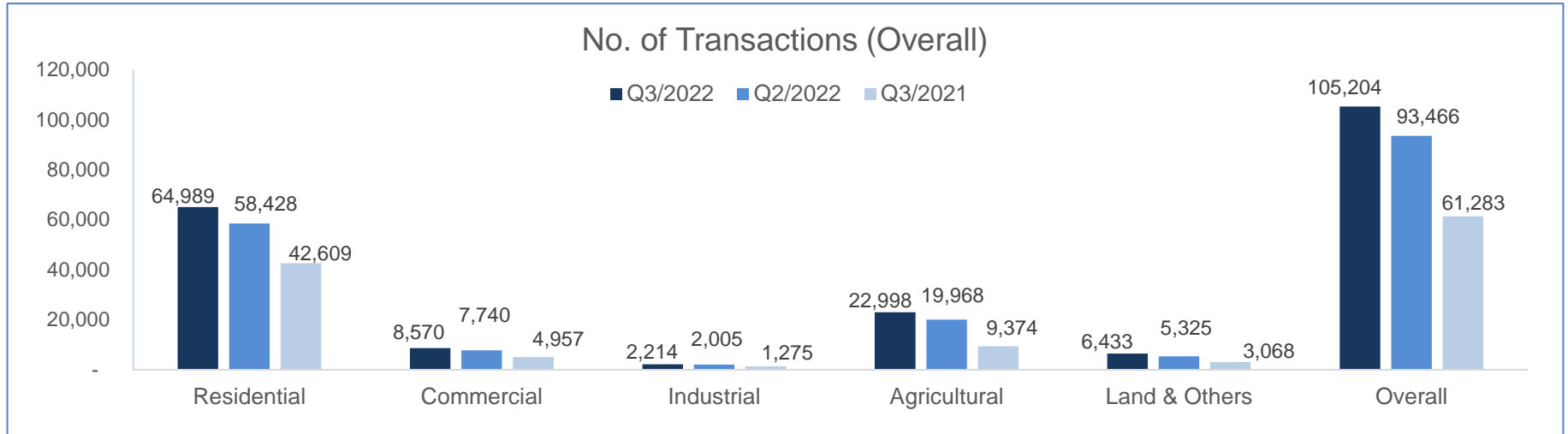
Gross D/E Ratio = Total Borrowings/Total Equity

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

Industry Overview

Property Sales 3Q2022

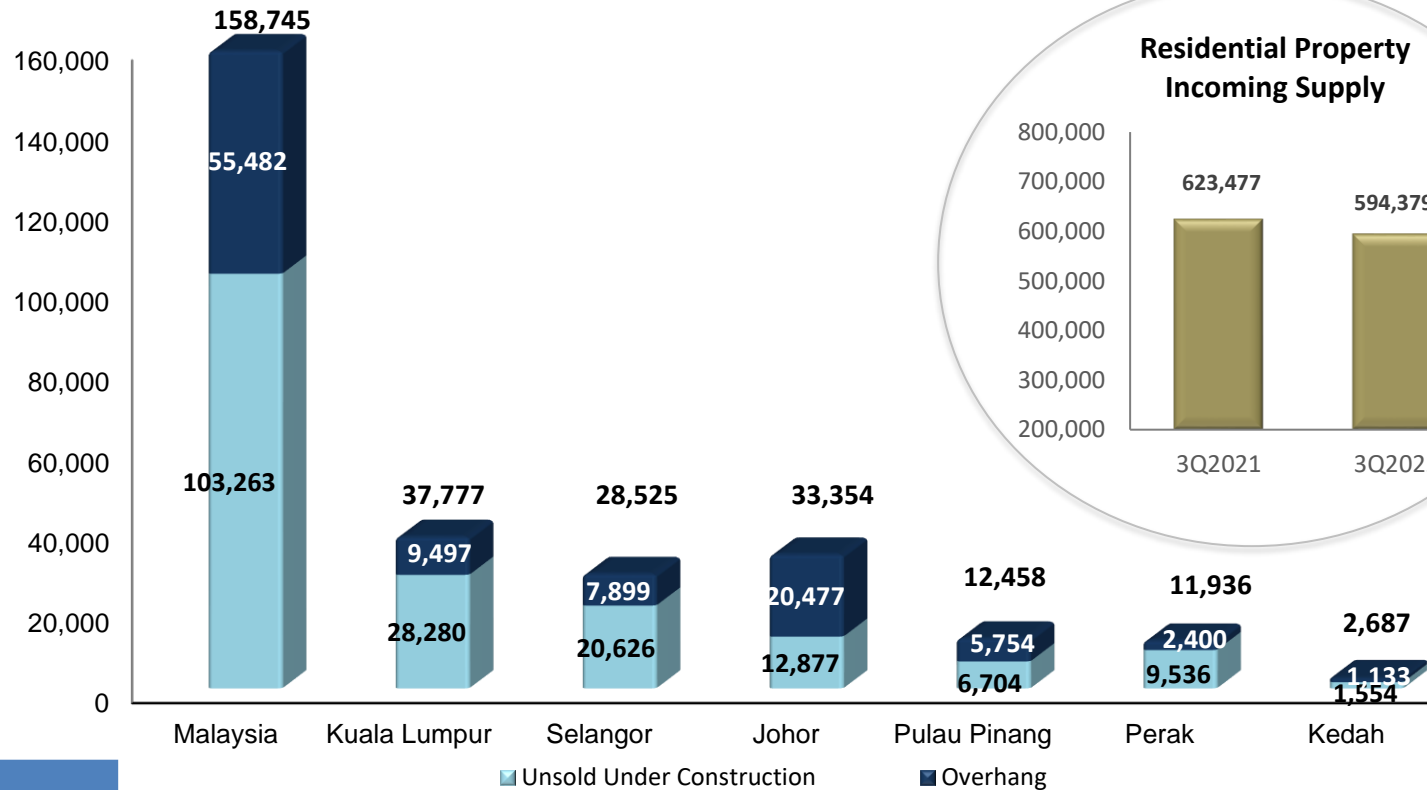
72% Y-o-Y growth in property sales volume



Y-o-Y (Vol)	53%	73%	74%	145%	110%	72%
Q-o-Q (Vol)	11%	11%	10%	15%	21%	13%

Unsold Vs Overhang 3Q2022 (residential properties)

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



Y-o-Y							
Overhang	-2.3%	6.1%	13.3%	-12.1%	14.6%	-17.8%	78%
Unsold under construction	-16.7%	-6%	-19.7%	-33.5%	-24.8%	-9.3%	37%

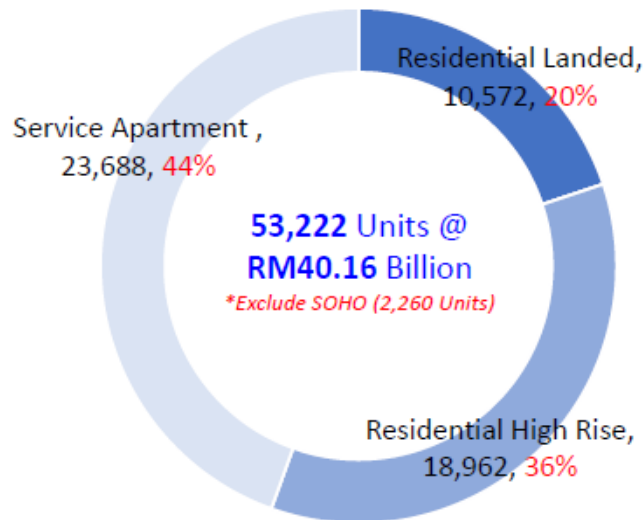
Prepared by Corporate & Strategy Department, Paramount Corporation Berhad

Source from NAPIC's Property Market Status Report: Residential Property Overhang Q3 2022, Unsold Under Construction Properties Q3 2022, Property Stock Report Q3 2022

Residential properties includes SOHO and service apartments.

Total Overhang 3Q2022

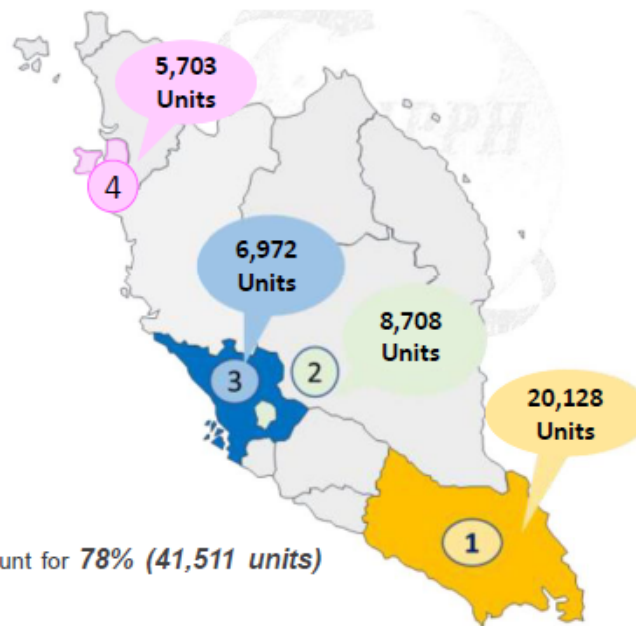
Overhang Units



- **Four key states** (KL, Selangor, Johor & Penang) account for **78% (41,511 units)** from the total overhang units (**53,222 units**).

Source: <https://napic.jpph.gov.my/>

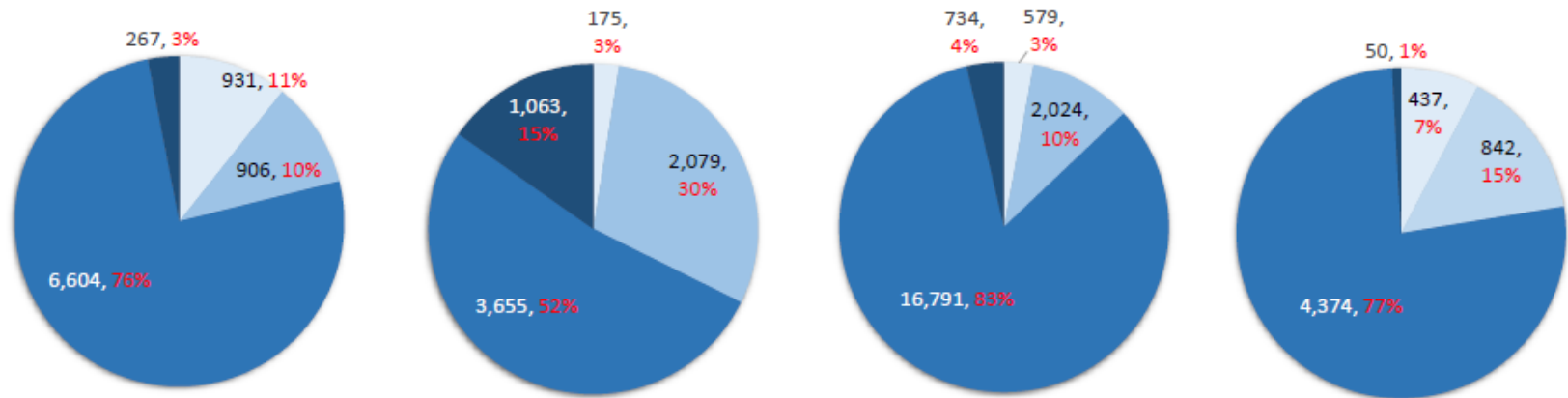
States with High Overhang Volume



Overhang by Price Range

Below RM300k Units: 7,473 Value: RM1.40 Billion 14.04%
RM301k – RM500k Units: 10,717 Value: RM4.40 Billion 20.14%
RM501k – RM1Mil. Units: 25,110 Value: RM18.26 Billion 47.18%
Above RM1Mil. Units: 9,922 Value: RM16.02 Billion 18.64%

Overhang Ageing Profile – 4 key states



	KL 16%	Selangor 13%	Johor 38%	Penang 11%
TOTAL	8,708	6,972	20,128	5,703
■ Above 10yrs	267	1,063	734	50
■ 5-10yrs	6,604	3,655	16,791	4,374
■ 3-5yrs	906	2,079	2,024	842
■ Below 3yrs	931	175	579	437

- From the four key states, the properties that have been overhang in the market for below **3 years** are just over **5%** from the total overhang properties in this 4 states.
- Total overhang in **Johor** which are in the **5 to 10 years** bracket was accounted for **32% (16,791 units)** from the total overhang.

Source: <https://napic.jpph.gov.my/>

Outlook 2023

PCB Group's Outlook in 2023

Growth

- Build development pipeline & recurring income

- Target launches = RM1.5bn (7 projects in Klang Valley, Penang and Kedah)
- Moving into industrial property sector in Bukit Minyak, Penang
- Ongoing land bank replenishment strategy
- Boosting occupancy at coworking spaces, retail mall and hotel
- Continue to seek investment in digital space to expand the ecosystem

Enhancement

- Drive operational efficiency
- Enhancing assets employed

- Reducing project turnaround time (from land sourcing to project completion)
- Sourcing of new land within the vicinity of the Group's successful project
- Expanding the use of industrialised building materials
- Enhancing operational efficiency and design efficiency
- Ongoing strategy to monetise non-core assets to improve return on asset

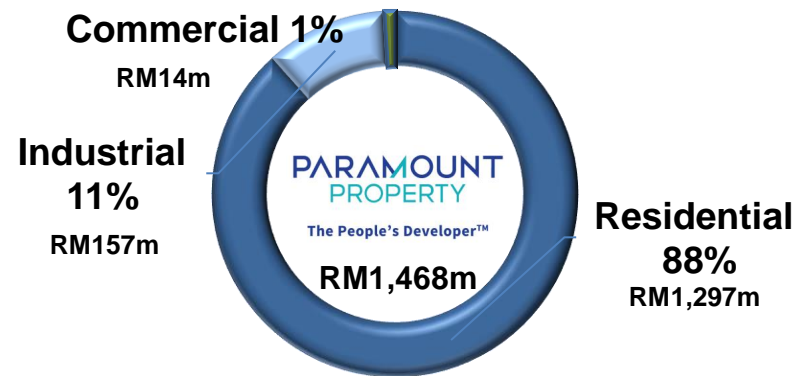
FY2023 Pipeline Launches

RM1.5bn launches; 53% from existing projects

2023 Indicative Launches

1H2023	Savana Utropolis Batu Kawan, Penang	High-rise residential
1H & 2H2023	Bukit Banyan, Sungai Petani	Landed residential & shop
1H2023	Sejati Lakeside 2, Cyberjaya	Landed residential
1H2023	Paramount Palmera, Penang	Light industrial
2H2023	Jalan Ampang Hilir, Kuala Lumpur	High-rise residential
2H2023	Bukit Banyan 2, Sungai Petani	Affordable landed homes
2H2023	Greenwoods Amaria Salak Perdana, Sepang	Rumah Idaman

Commercial: Industrial: Residential



New projects : Existing Projects



Savana, Utropolis Batu Kawan (Batu Kawan)



Unique selling points

Launching in 1H 2023

- 522 units of serviced residences on 3.5 acres of freehold land.
- Versatile spaces, which can cater up to 5 rooms from 912 sqft to 1255 sqft and comes with minimum 2 car park bays. The “Dual Key” units are perfect for multi generational living and grants investors greater flexibility for rental.
- Strategically located at Batu Kawan, an area known for its industrial activities with well-established transportation channels within easy access and centrally connected to the 2nd Penang Bridge and North-South Highway.

Sejati Lakeside 2 (Cyberjaya)

Selangor
Landed residential



Artist Impression

Unique selling points

Phase 2 launching in 1H 2023

- 234 units of semi-detached home on 32.74 acres of freehold land
- An exclusive development with semi-detached homes 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

NEW Paramount Palmera (Bukit Minyak)

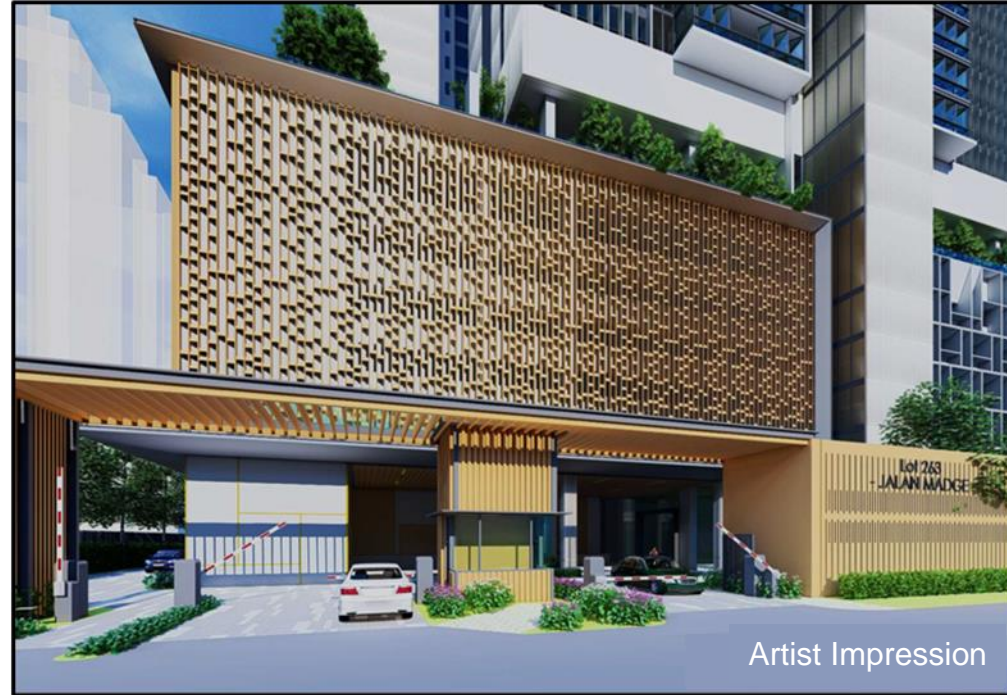
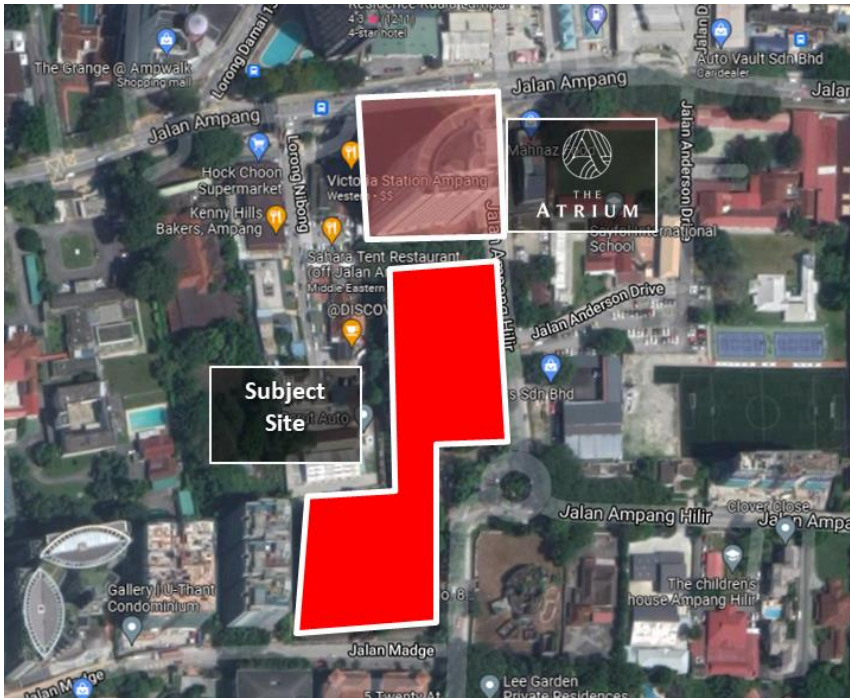


Unique selling points

Launching in 1H 2023

- 58 units of light industrial units on 17.87 acres of freehold land.
- These light industrial units that can be adapted to the growth of the business such as expandable warehousing space.
- Strategically located at Bukit Minyak, an area known for its industrial activities with well-established transportation channels within easy access and centrally connected to major highways.

Jalan Ampang Hilir (next to The Atrium)



Unique selling points

Launching in 2H 2023

- 360 units of serviced apartments on 3.59 acres of freehold land
- Serene, private and exclusive modern contemporary urban homes with a wide range of curated facilities across multiple zones, that offers fitness, wellness and family activities, while the semi-indoor and outdoor rooftop facilities embrace wide-open views to the city skyline
- Located at the prestigious U-Thant enclave of KL which is surrounded by foreign embassies, high commissions, high-end residences, international schools, medical centres, eateries and premium grocers



Artist Impression

Unique selling points

Launching in 2H 2023

- 1,568 residential units on 137.1 acres of freehold land.
- Extension of current Bukit Banyan project, the upcoming new land offers variety of choice from low cost apartment, townhouse, single & double storey terrace to double storey semi-detached homes.
- Located along main artery road called Jalan Lencongan Timur (known as Eastern Bypass) in Sg Petani, Kedah. Within 5 – 10km distance to nearby amenities such as malls, hospitals, schools and a 10 minutes driving distance to North-South Expressway(PLUS).

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 December 2022)

	Project	Status	Remaining Gross Undeveloped Lands (Acres)	Remaining GDV* (RM'm)	Development Period	
					Start	End
Northern	Bukit Banyan & BLM, Sungai Petani	On-going	97.0	382	2012	2027
	Batu Kawan, Penang	On-going	17.1	1,390	2016	2030
Central	Kemuning Utama, Shah Alam	On-going	20.0	422	2004	2028
	Sejati Residences, Cyberjaya	On-going	10.0	520	2013	2027
	Sekitar26, Shah Alam	Completed	0	56	2013	2021
	Greenwoods Salak Perdana, Sepang	On-going	78.7	714	2015	2027
	ATWATER, Section 13, PJ	On-going	0.0	375	2018	2023
	Berkeley Uptown, Klang	On-going	15.4	777	2019	2028
	Sejati Lakeside, Cyberjaya	On-going	0	7	2019	2023
	Jalan Ampang Hilir, KL	On-going	3.6	713	2021	2025
	The Atera, Petaling Jaya	On-going	5.6	1,156	2022	2030
	Sejati Lakeside 2, Cyberjaya	On-going	15.2	265	2022	2026
	Bukit Banyan II, Sungai Petani	In the pipeline	137.1	405	2023	2027
	Bukit Minyak, Penang	In the pipeline	17.9	157	2023	2025
	Redevelopment of BLM club house, Sungai Petani	Future	14.4	53	2025	2027
	Machang Bubuk, Penang	Future	69.2	420	2024	2028
	Greenwoods 2 Salak Perdana, Sepang	Future	64.3	225	2024	2027
	Total		565.5	8,037		

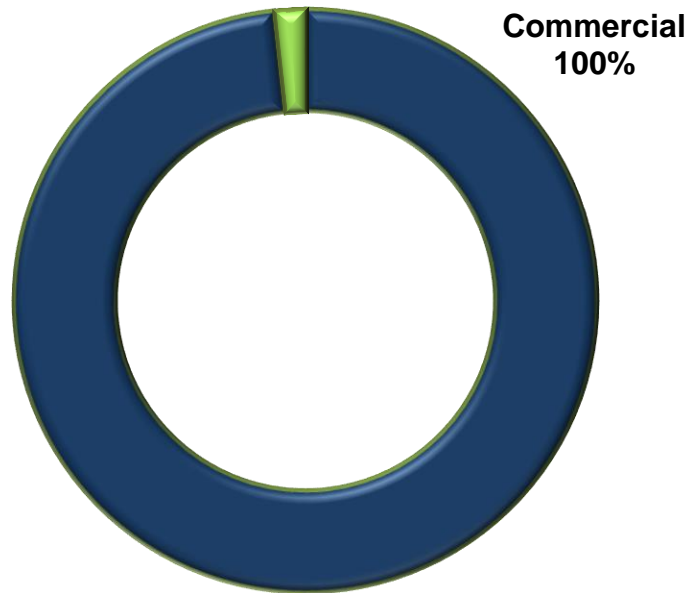
* Comprising potential GDV from undeveloped lands and GDV from properties launched but remained unsold as at 31 December 2022

• 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 December 2022 was RM36m

Inventories (31 Dec 2022)

Inventories balances down 19% Vs 31 Dec 2021; almost all are commercial properties

Completed properties
RM58m



	Projects As at	31 Dec 2022 Cost RM'm	31 Dec 2021 Cost RM'm	Details
Central	SEKITAR 26	35	41	• Stratified commercial lots Leased to Co-labs Coworking (carrying value about RM20m)
	GREENWOODS Salak Perdana	-	3	• 2 storey shop offices
	ATWATER	11	11	• Sales gallery
	UTROPOLIS	-	1	• Service apartments
	Sejati RESIDENCES CYBERJAYA	-	2	• Semi detached house
Northern	LAGUNA PERSONAL RESIDENCES	*	*	• Project completed; commercial
	The Resort Township	1	-	• Double storey terrace house
	BANYAN	11	13	• Commercial units
	UTROPOLIS			
	Commercial	57	68	
	Residential	1	3	
	TOTAL	58	72	

Note:

* Less than RM1m

Group Debt/Total Equity (D/E) Ratio

	31 Dec 2022 (Unaudited)	31 Dec 2021 (Audited)
	RM'm	RM'm
Borrowings	1,015.2	963.1
Cash & bank balances	332.4	178.4
Total equity*	1,665.0	1,690.5
Gross D/E ratio (times)	0.61	0.57
Net D/E ratio (times)	0.41	0.46
Weighted average interest rate (%) - floating - fixed	4.50 N/A	3.51 N/A

* Included Private Debt Securities of RM199.2m as at 31 Dec 2022 (31.12.2021: RM248.7m)

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