



## **2Q21 Corporate Presentation**

2 December 2020

IR Adviser:



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# Operations Review

# Industrial parks still charting positive growth... unbilled sales and orderbook to sustain earnings till FY2022

	2Q20 (RM'm)	2Q21 (RM'm)	Change	FY2020 (RM'm)
<b><u>Industrial Properties</u></b>				
New sales	28.0	27.4	↓ 2.1%	146.1
Unbilled sales	61.8	74.1	↑ 19.9%	105.6
Ongoing GDV	2,562.0	2,682.0	↑ 4.7%	2,682.0
Balance GDV	980.0	1,420.0	↑ 44.9%	1,467.0
<b><u>Investment Properties</u></b>				
i-Stay revenue	2.6	3.0	↑ 18.2%	9.6
Leasing revenue	7.8	5.7	↓ 26.8%	25.0
<b><u>Construction &amp; Engineering</u></b>				
Balance orderbook	402.0	232.4	↓ 42.2%	309.3



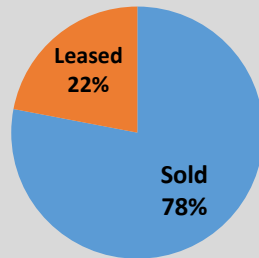
# Ongoing projects well received by foreign and domestic clients... i-Park@Indahpura (Plot 108) fully taken up within 10 months from launch

## i-PARK @INDAHPURA

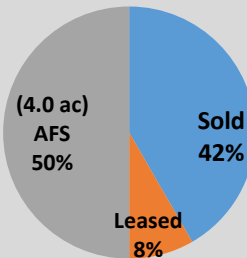


### i-Park@Indahpura (Phase 3)

- 23 completed detached factories
- 12 under development detached factories



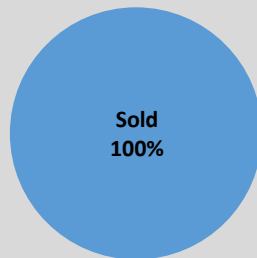
Completed  
23 units



Under Development  
12 units

### i-Park@Indahpura (Plot 108)

- 2 under development detached factories



Under Development  
15 acres

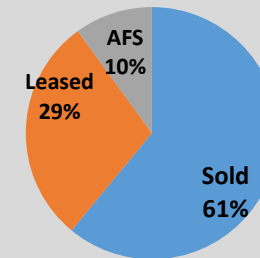
\*includes sales of 10.5-acre land in 2Q21; awaiting award of building contract

## i-PARK @SENAI AIRPORT CITY

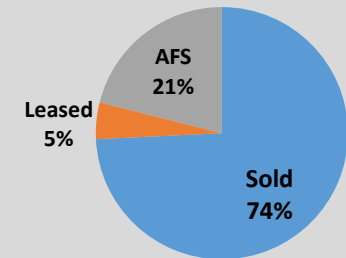


### i-Park@Senai Airport City (Phase 1 & 2)

- 51 units/plots of 1½ storey semi-detached and detached factories
- 48 units of retail shops



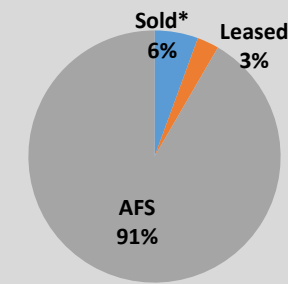
Completed  
38 units



Under Development  
61 units

### i-Park@Senai Airport City (Phase 3)

- 36 units/plots of 1½ storey detached factories



Under Development  
36 units

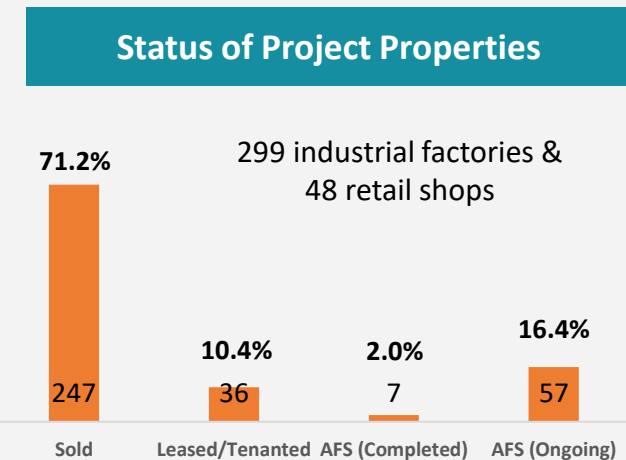
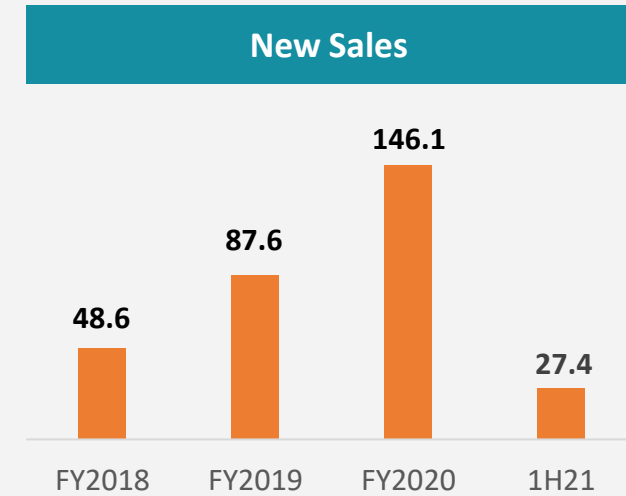
\*includes sales of 7-acre land in 3Q20; awaiting award of building contract

#### Notes:

1. Figures as at 30 Sep 2020
2. AFS: Available for sale

# i-Park new sales impacted by border closures but still facilitating DDI and expansion of existing foreign clients

Projects				GDV (as at 30 September 2020)					
	Type of Development	Acres	Units	% Sold/ Leased	Commencement/ Completion (CY)	Total/ Est. Total (RM'm)	Sold (RM'm)	Balance (RM'm)	Unbilled (RM'm)
<u>Completed</u>									
i-Park@SiLC	Industrial factory (Gated & Guarded)	12.3	19	100	4Q 2011/ 4Q 2013	80	65	15	
District 6	Industrial factory with office	7.6	6	50	2Q 2014/ 3Q 2015	86	13	73	
i-Park@Indahpura (Phase 1 & 2)	Industrial factory, commercial development and dormitory (Gated & Guarded)	104.8	64	95	4Q 2011/ 4Q 2016	600	361	239	
SME City	Industrial factory and commercial development	40.0	86	100	1Q 2013/ 2Q 2015	192	192	-	
<u>Ongoing</u>									
i-Park@Indahpura (Phase 3)	Industrial factory (Gated & Guarded)	85.4	35	83	1Q 2013/ 2023	456	350 <sup>(1)</sup>	106	
i-Park@Senai Airport City (Phase 1 & 2)	Industrial factory, commercial development and dormitory (Gated & Guarded)	98.1	51	84	1Q 2017/ 2025	717	344 <sup>(1)</sup>	373	28
The Jacaranda	Commercial development (Retail Shops)	13.9	48	81	1Q 2019/ 2021	68	53	15	19
i-Park@Senai Airport City (Phase 3)	Industrial factory (Gated & Guarded)	76.6	36	9	1Q 2020/ 2025	555	38 <sup>(2)</sup>	517	
i-Park@Indahpura (Plot 108)	Industrial factory (Gated and Guarded)	15.0	2	100	2Q 2020/ 4Q 2021	120	38 <sup>(3)</sup>	82	27
<b>Total</b>		<b>453.7</b>	<b>347</b>			<b>2,874</b>	<b>1,454</b>	<b>1,420</b>	<b>74</b>



Notes: 1. RM47m / RM40m building works included in construction segment respectively

2. Building contract has yet to be awarded for RM22m land sold

3. RM18m building works for 4.5-acre land included in construction segment; building contract for the remaining 10.5-acre land has yet to be awarded

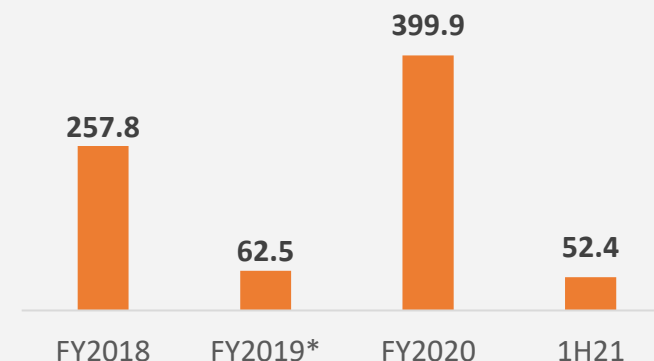
AFS: Available for sale

# Construction and engineering segment resumed full activity since June 2020

## Construction & Engineering Services Orderbook Breakdown (as at 30 September 2020)

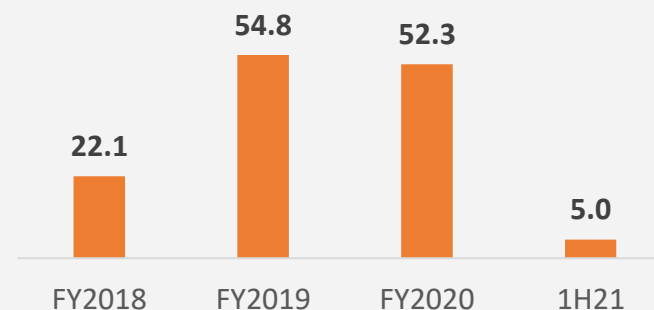
Description of Projects	Location	Commencement Date (CY)	Completion Date (CY)	Total Contract Value (RM'm)	Remaining Contract Value (RM'm)
<b>Construction Services</b>					
A single-storey warehouse and a two-storey factory unit and warehouse with a six-storey office block	Selangor	3Q 2019	3Q 2021	253.3	161.0
Extension of dryer plant, warehouses, loading bay, office, ancillary building and external works	Johor	3Q 2020	3Q 2021	26.0	24.0
<b>Engineering Services</b>					
Precast works for train depot expansion	Singapore	2Q 2019	3Q 2021	17.4	13.7
Others	-	-	-	175.1	33.7
<b>Total</b>				<b>471.8</b>	<b>232.4</b>

## Orderbook Replenishment (Construction)



\* In tandem with greater emphasis on industrial property development activities and roll-over of outstanding orderbook from previous financial year

## Orderbook Replenishment (Engineering)







## Powering Jstar Motion's expansions in i-Park@Indahpura

- Announced on 9 September 2020 the construction of linear motion system and smart technologies provider Jstar Motion's 4<sup>th</sup> manufacturing facility in i-Park@Indahpura
  - 3<sup>rd</sup> facility to be ready in Q1 CY2021; 4<sup>th</sup> facility with 137,629 sq ft built up area to be completed in May 2021
  - New facilities cater to increasing demand for smart technologies used in equipment and appliances in offices, medical facilities, industrial and homes
  - Jstar Motion's total investments for land and buildings in i-Park@Indahpura amount to over RM100 million with built up area of 467,800 sq ft upon full completion



## Constructing V.S. Industry's new facilities

- Announced on 14 October 2020 a RM98.8 million land and building contract for V.S.' facilities in i-Park@Senai Airport City (Phase 3)
- Land area of approx. approximately 413,682 sq ft with industrial buildings, comprising:
  - a single-storey detached factory with two-storey office block
  - a single to three-storey industrial building with two-storey office block
- Completion target: June 2021



## Supporting the expansion of Shengda New Energy in i-Park@Senai Airport City

- Announced on 9 November 2020 that AME will build solar tracking system manufacturer Shengda New Energy's second plant
- Total investments for land and buildings in i-Park@Senai Airport City amount to over RM95 million with total built up of 361,100 sq ft upon completion of new plant
- Completion target: June 2021



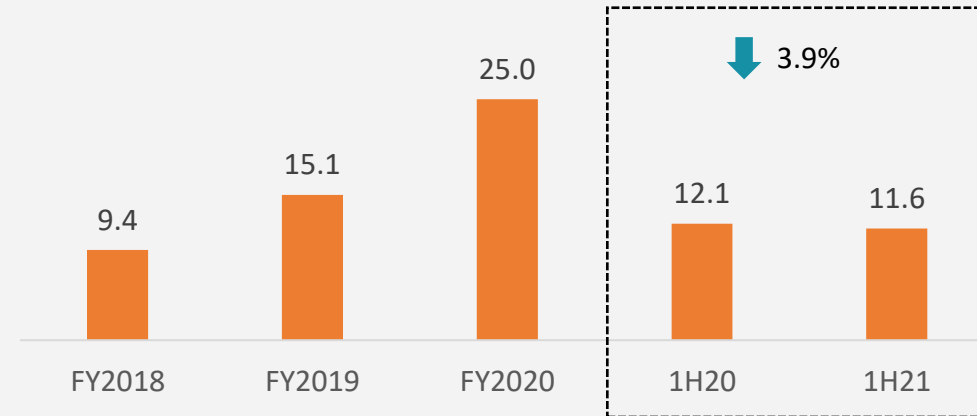
# Property leasing an integral solution to i-Park clients... 1H21 contributions remained relatively stable despite sales of properties

## Property Leasing

- Leasing of industrial properties
- Recurring income generated through regular payments made under leasing agreements

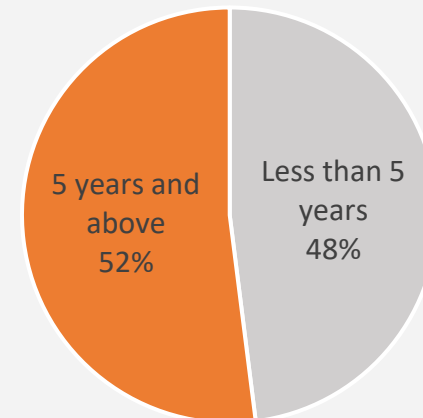


## Property Leasing Revenue



Due to sale of leased properties to i-Park clients

## Tenure of 33 Tenanted/Leased Units



Note: Figures as at 30 September 2020

# Workers dormitories continue to register high demand...



i-Park@Indahpura

<b>Capacity</b>	3,206 beds
<b>No. of units/beds</b>	229 units (max. 14 beds each)
<b>Avg. size per unit</b>	881.5 sq ft
<b>Commenced</b>	Phase 1 - January 2014 Phase 2 - April 2015
<b>Term of tenancy</b>	1 – 5 years
<b>Avg. rental per unit</b>	RM2,475 per month
<b>Occupancy rate</b>	97%

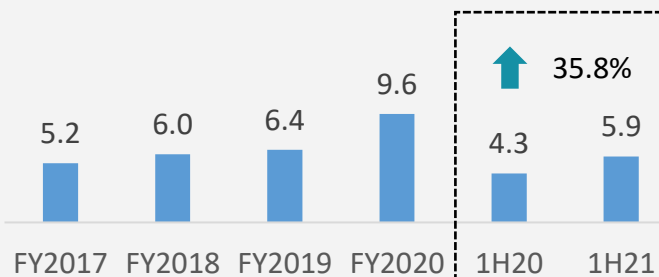
Note: Figures as at 30 September 2020



## Rental of Workers' Dormitories

- Workers' dormitories rented to customers and tenants of industrial parks as accommodation for workers
- Management and maintenance of the dormitories are also provided

Revenue from Rental of Workers' Dormitories (RM'm)



i-Park@Senai Airport City

<b>Capacity</b>	2,572 beds
<b>No. of units/beds</b>	1) Type 1: 170 units (max. 14 beds each) 2) Type 2: 16 units (max. 12 beds each)
<b>Avg. size per unit</b>	1) Type 1: 1,161.5 sq ft 2) Type 2: 841.9 sq ft
<b>Commenced</b>	Phase 1 - May 2019 Phase 2 - July 2019
<b>Term of tenancy</b>	1 – 3 years
<b>Avg. rental per unit</b>	1) Type 1: RM2,633 2) Type 2: RM2,322
<b>Occupancy rate</b>	94%





# Financial Performance



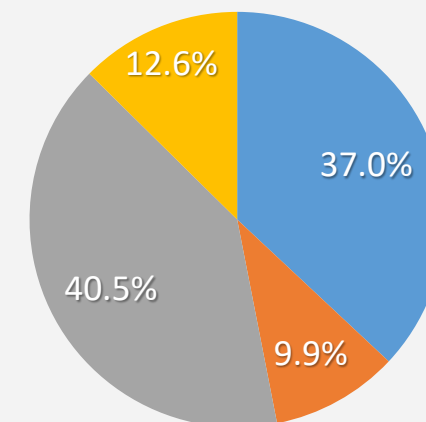
# Core PATMI grew in 2Q21 as activity levels resume...

## Key Highlights

	2Q21 (RM'm)	YoY Change	1H21 (RM'm)	YoY Change
Revenue	120.9	▲ 47.8%	175.6	▼ 0.3%
PBT	17.7	▼ 38.5%	24.3	▼ 49.1%
PATMI	11.4	▼ 45.7%	16.7	▼ 51.0%
Core PATMI*	17.7	▲ 8.4%	23.0	▼ 23.1%

\* Core PATMI includes, net of tax and share by non-controlling interest, the realization of RM6.3m in fair value from the sale of investment properties in 2Q21/1H21, less RM5.2m in fair value gains from investment properties in 2Q20/1H20 and adding back one-off listing expenses of RM0.6m in 2Q20/RM1.0m in 1H20

## Revenue by Segment

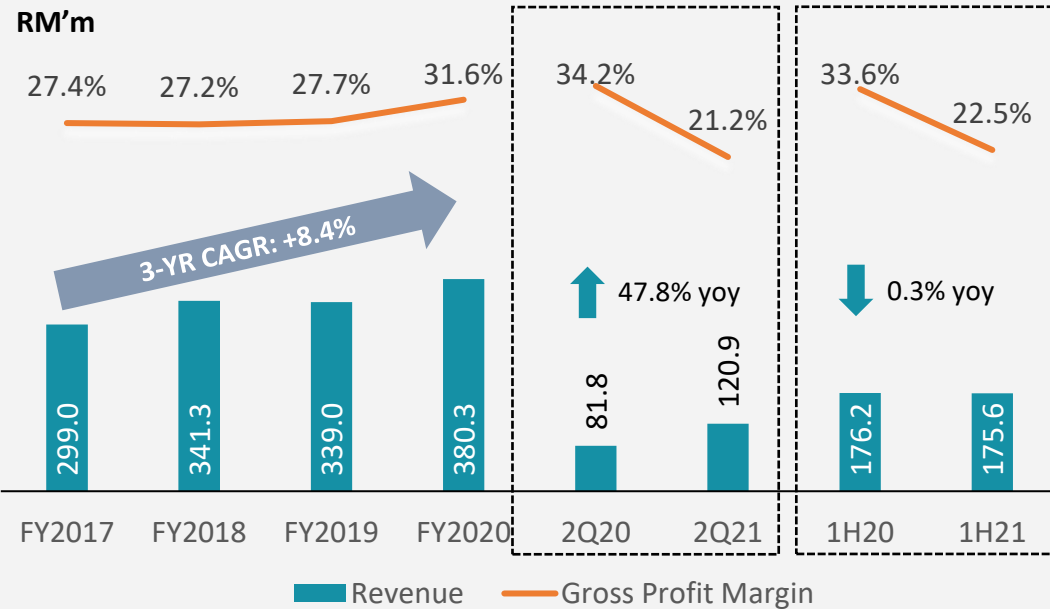


1H21

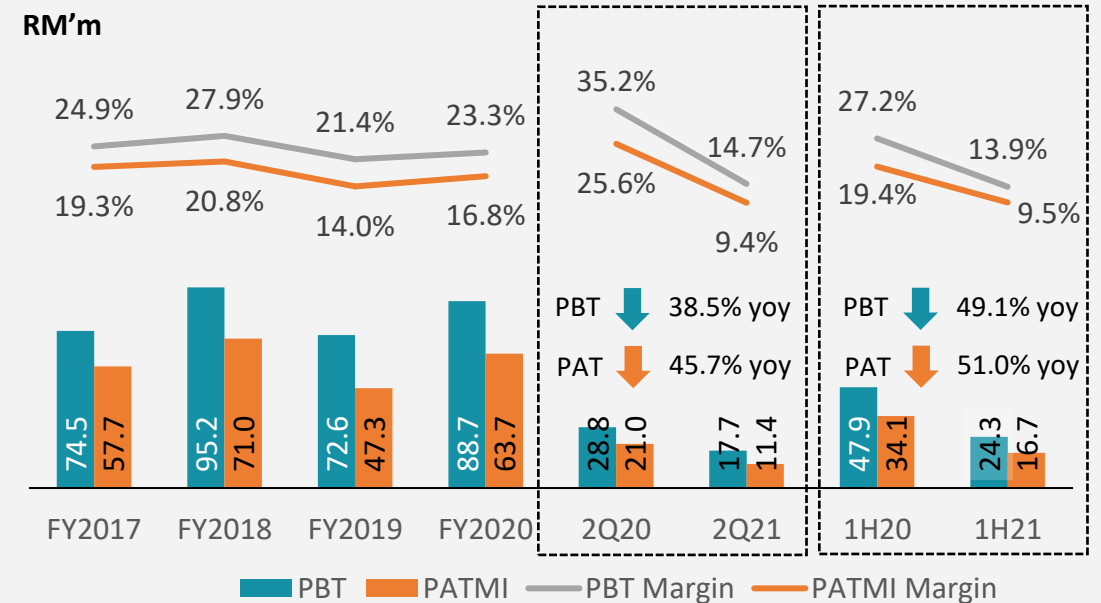
- Industrial Park Development
- Property Investment & Management Services
- Construction Services
- Engineering Services

# 2Q21 helped by resumed property development and construction activities, on top of new i-Park sales...

## Revenue and Gross Margin



## Profit and Margins



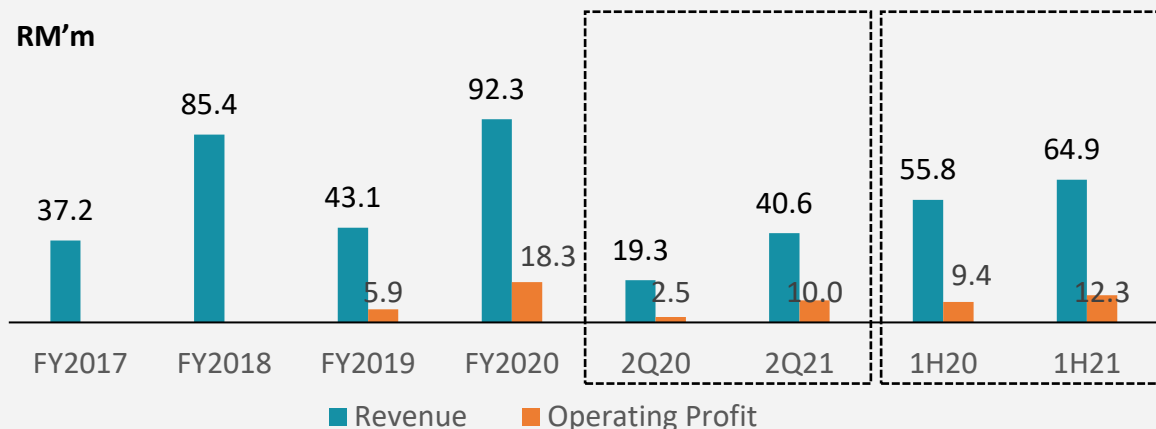
- 2Q21 core net profit rose 8.4% to RM17.7\* million (2Q20: RM16.3^ million)
  - Driven mainly by stronger contribution from i-Parks
- Registered lower top and bottom line in 1H21 due to:
  - Inactivity in property development, construction and engineering segments in 1Q21 due to MCO; fair value gain in 1H20
  - Partially mitigated by growth in investment properties contribution with higher rental income from workers' dormitories
  - Lower margins due to the construction segment having higher margin projects in the previous comparative period

\*Includes realization of RM6.2m fair value from sale of investment properties

^ Excludes RM5.2m fair value gains from investment properties and includes RM0.6m listing expenses

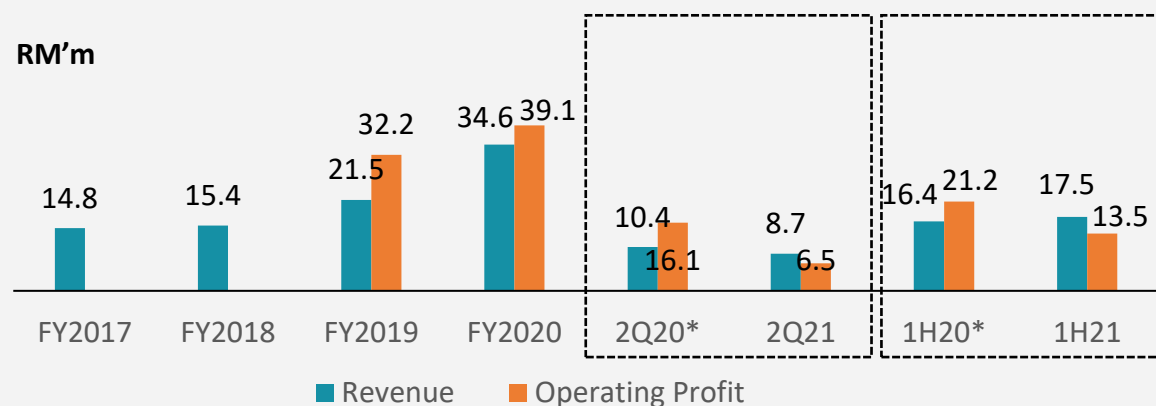
# Recording higher revenue contribution from industrial property sales and investment properties...

## Property Development



- 2Q21 revenue ↑ 110.5% yoy, operating profit ↑ 306.6% yoy
- 1H21 revenue ↑ 16.4% yoy, operating profit ↑ 31.7% yoy
- Higher stage of work completed for ongoing industrial property developments at i-Parks

## Property Investment & Management Services

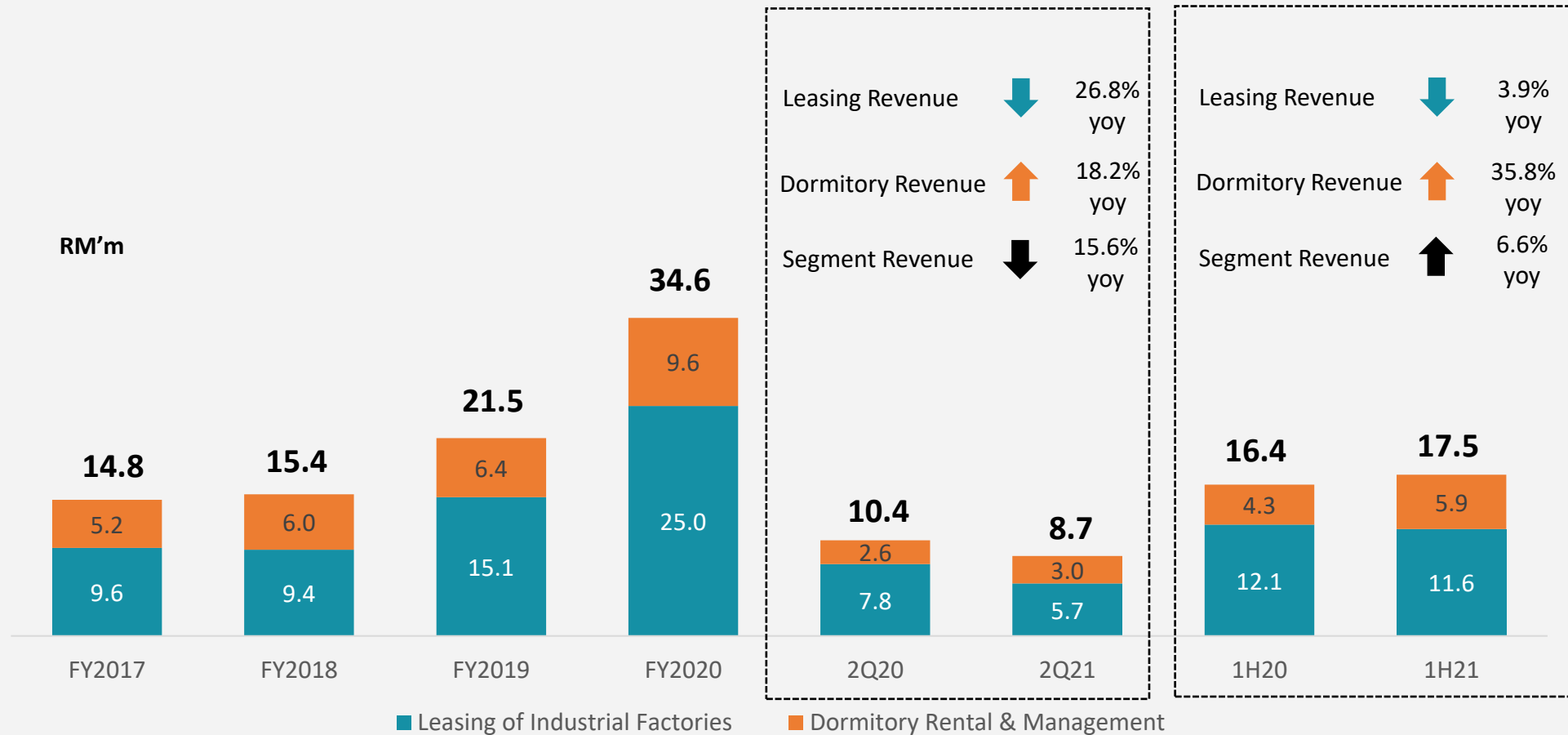


- 2Q21 revenue ↓ 15.6% yoy, operating profit ↓ 59.6% yoy
- Decline in revenue due to sale of leasing properties; lower profit on absence of fair value gain
- 1H21 revenue ↑ 6.6% yoy, operating profit ↓ 36.0% yoy

\*Operating profit includes fair value gains on investment properties before share of minority interest of RM7.3m in 2Q20 and 1H20

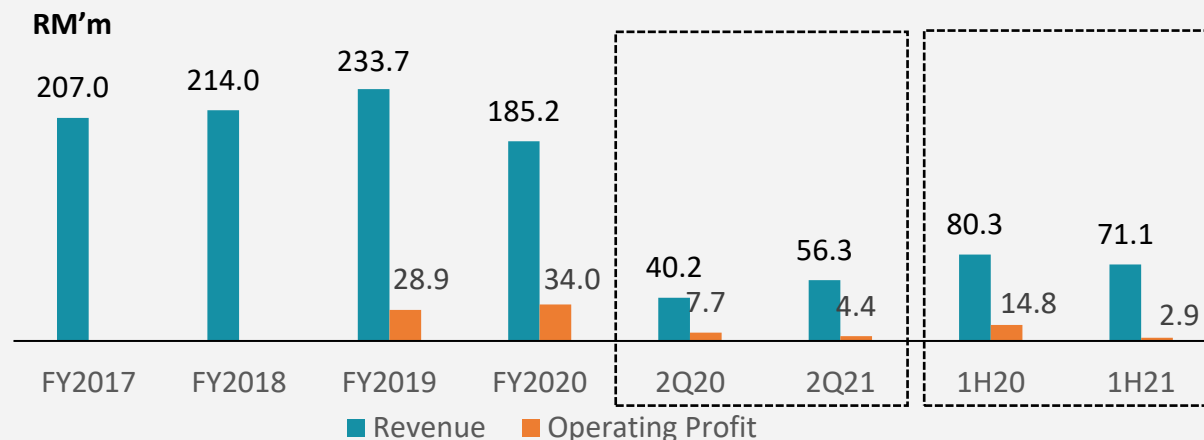


## Revenue Breakdown of Property Investment & Management Services Segment



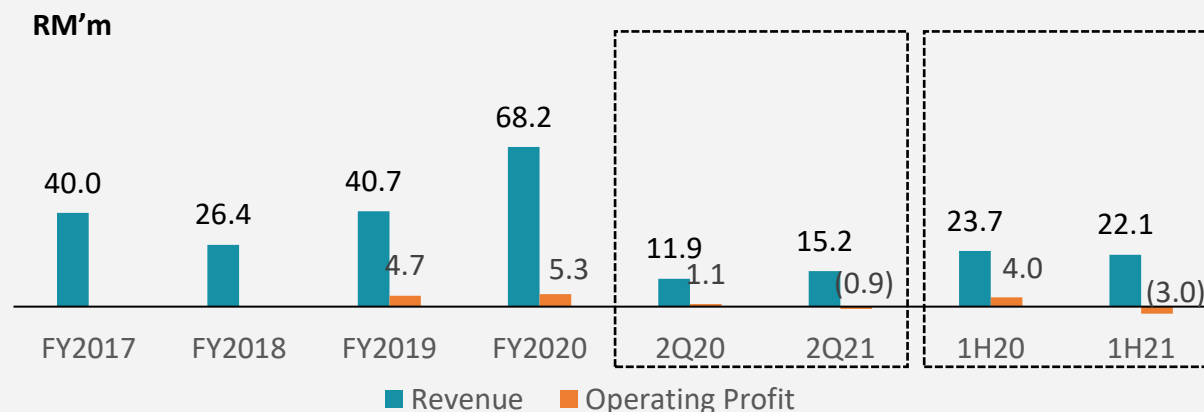
# Construction and engineering segments resumed activity in 2Q21...

## Construction Services



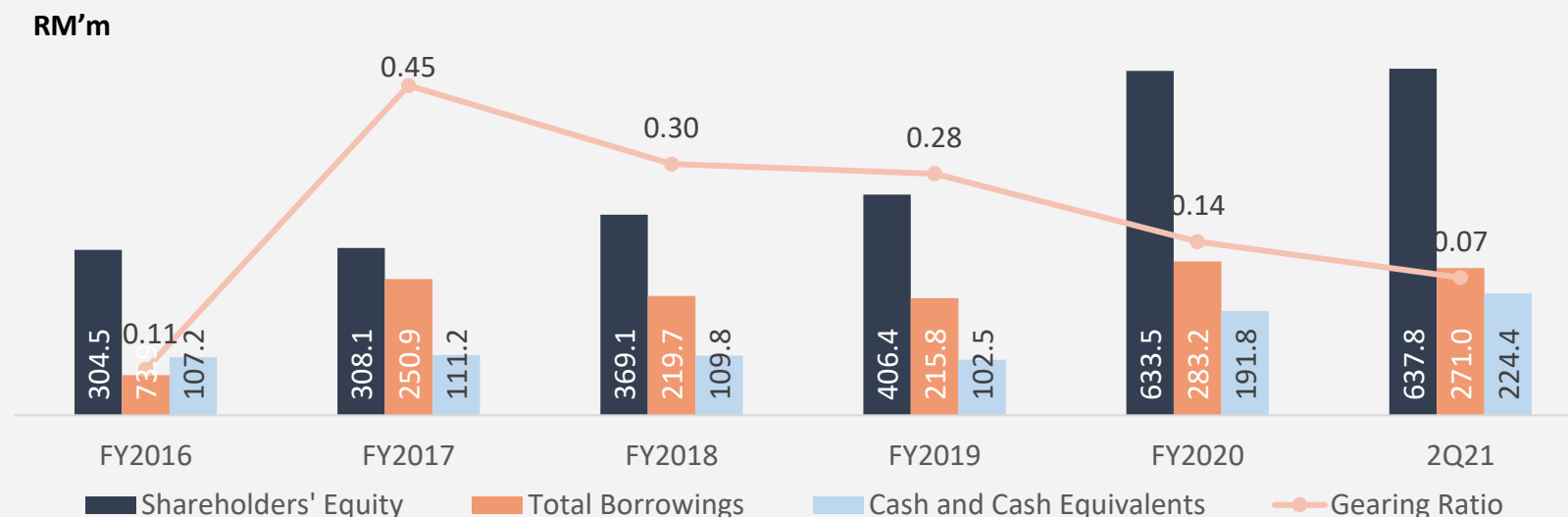
- 2Q21 revenue ↑ 40.0%, operating profit ↓ 43.0%
- 1H21 revenue ↓ 11.5%, operating profit ↓ 80.5%
  - Drop in revenue due to MCO in 1Q21
  - Decline in margins due to higher margin projects from the previous comparative period

## Engineering Services



- 2Q21 revenue ↑ 27.4% yoy, operating profit ↓ 182.5% yoy
- 1H21 revenue ↓ 6.7% yoy, operating profit ↓ 177.1% yoy
  - Lower margin project due to higher requirements for skilled workers in pre-cast concrete division

# Healthy financial position with low gearing level... well poised to undertake landbanking and expansion activities



	FY2018 (RM'm)	FY2019 (RM'm)	FY2020 (RM'm)	2Q21 (RM'm)
Current Assets	487.3	475.1	672.4	678.8
Non-Current Assets	370.2	418.3	478.6	460.2
Current Liabilities	252.0	242.4	197.5	191.8
Non-Current Liabilities	209.8	214.3	284.8	273.4
Shareholders' Equity	369.1	406.4	633.5	637.8
Net Gearing	0.30	0.28	0.14	0.07



# Increasing investment properties providing enhanced value and growth

	As at 31 March				As at 30 Sep	
	2016	2017	No. of units 2018	2019	2020	2020
Investment properties <sup>(1)</sup>						
- i-Park@SiLC	3	3	3	3	3	3
- i-Park@Indahpura	5	8	8	8	8	8
- District 6	1	2	2	2	1	1
- i-Park@Senai Airport City	-	12	14	14	22	18
<b>Total investment properties</b>	<b>9</b>	<b>25</b>	<b>27</b>	<b>27</b>	<b>34</b>	<b>30</b>
Inventory units <sup>(2)</sup>						
- i-Park@Indahpura	8 (3 leased)	4 (3 leased)	4 (4 leased)	4 (4 leased)	3 (3 leased)	3 (3 leased)
- District 6	5	4	4	4	4 (1 leased)	4 (1 leased)
- i-Park@Senai Airport City	-	-	1 (1 leased)	7 (3 leased)	8 (4 leased)	7 (3 leased)
<b>Total inventory units</b>	<b>13</b>	<b>8</b>	<b>9</b>	<b>15</b>	<b>15</b>	<b>14</b>
Workers' dormitories						
- i-Park@Indahpura	1	1	1	1	1	1
- i-Park@Senai Airport City	-	-	-	1	1	1
- i-Park@Indahpura (new)						1 (CIP)
<b>Total workers' dormitories</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>3</b>
<b>Total units</b>	<b>23</b>	<b>34</b>	<b>37</b>	<b>44</b>	<b>51</b>	<b>47</b>
<b>Valuation (RM'm)</b>						
Investment properties (market value)	84.36	171.85	237.00	278.80	344.27	324.00
Inventory units (cost)	66.19	48.95	55.35	85.52	92.87	87.40
Workers' dormitories (cost)	26.05	25.59	25.42	57.64	59.66	59.24
<b>Total</b>	<b>176.60</b>	<b>246.39</b>	<b>317.77</b>	<b>421.96</b>	<b>496.80</b>	<b>470.64</b>

Note:

1. Being investment properties held for lease
2. Being completed properties held for sale

## INVESTMENT PROPERTIES, INVENTORY UNITS & WORKERS' DORMITORIES



# Recent Developments & Growth Strategies



# Acquisition of leasing properties by Axis REIT testament to the growth potential of quality assets in i-Park industrial parks...

## Axis REIT to acquire three properties in i-Park@Indahpura via Axis AME IP Sdn Bhd

- Axis REIT announced on 19 November 2020 the proposed acquisition of three industrial properties in i-Park@Indahpura, which are presently leased to:
  - Perodua Sales Sdn Bhd (until November 2024)
  - KES International Sdn Bhd (until January 2024)
  - Beyonics Precision (Malaysia) Sdn Bhd (until July 2027)
- Purchase price of RM28.2 million





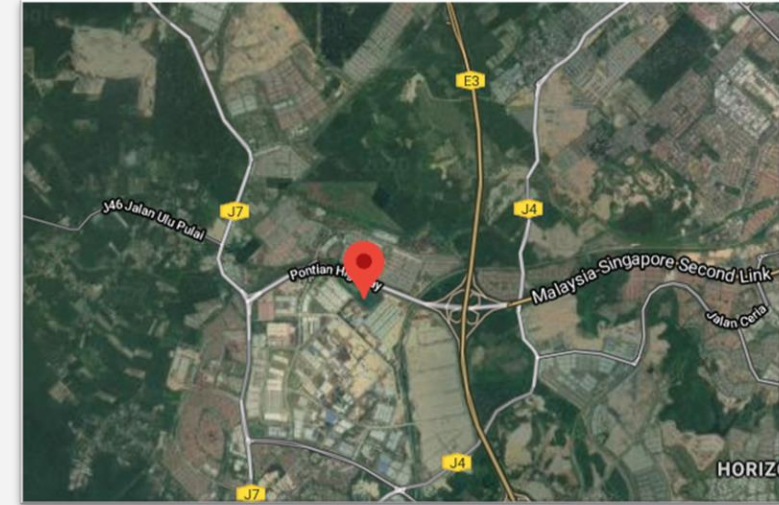
# Actively pursuing landbanking to further expand i-Park model... proposed REIT listing to unlock significant value from existing investment properties

## Acquiring 169.8-acre land in SiLC, Johor to further expand i-Park industrial parks

- On 9 October 2020, entered into heads of agreements with UEM Sunrise to purchase 72 parcels of freehold industrial land in SiLC, Johor totalling 169.8 acres
- Purchase price of RM434.3 million

## Proposed establishment and listing of industrial REIT on Main Market of Bursa Malaysia Securities Berhad

- On 1 December 2020, announced proposed REIT of industrial leasing properties owned by AME subsidiaries
- Allows investors access to growing portfolio of high quality, high-occupancy industrial leasing properties and workers' dormitories well-received by global companies
- Unlocking of investment value to support further landbanking and expansion of i-Park as well as construction capacities



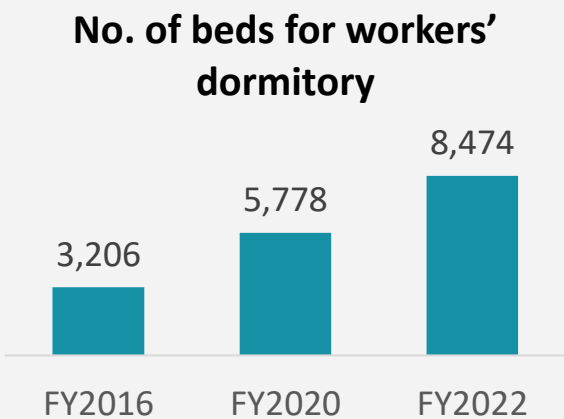
To expand the successful i-Park model to more states across Peninsular Malaysia...  
continuously enhancing comprehensive suite of value-added solutions for clients



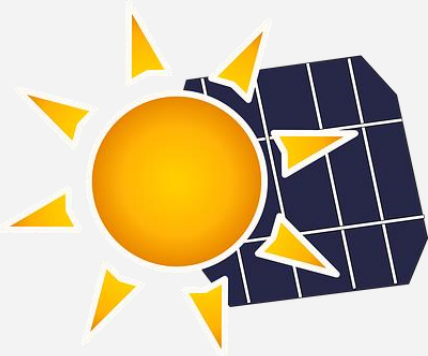
Replicating i-Park model across  
Peninsular Malaysia



Enhancing portfolio of  
workers' dormitories



Entering solar energy sector  
via new joint venture







# Investment Merits & Valuation





Integrated construction & engineering capabilities

Niche specialisation in developing and managing industrial parks

Experienced management team with in-depth industry know-how

Beneficiary of international companies' expansion into Southeast Asia and supply chain diversification

Strong recurring income from i-Stay worker dormitories and industrial properties leasing to be enhanced by new solar energy venture

## Share Price Performance

2-Dec 2019 to 1-Dec 2020

**AME**

RM1.91  
2 Dec 2019



RM2.27  
1 Dec 2020

## Valuations @ 1 Dec 2020

Share Price (RM)	2.27
Market Cap (RM 'm)	969.6
P/E (ttm)	20.9
P/B	1.5

# Thank You

## IR Contacts:

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- Mr. Terence Loo  
[terence@aquilas.com.my](mailto:terence@aquilas.com.my)



# Appendix



## Industrial Park Development



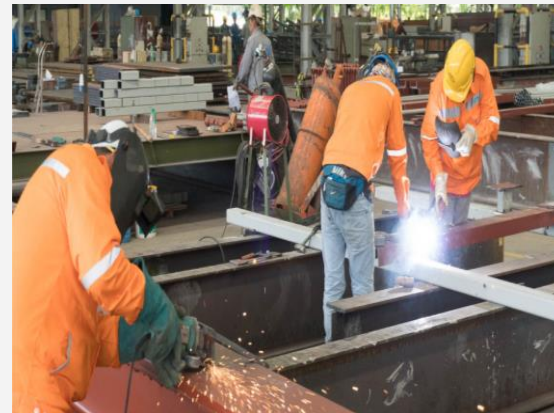
- Development of industrial parks
- Sale or lease of industrial factory units

## Construction Services



- Construction of large manufacturing plants and industrial properties

## Engineering Services



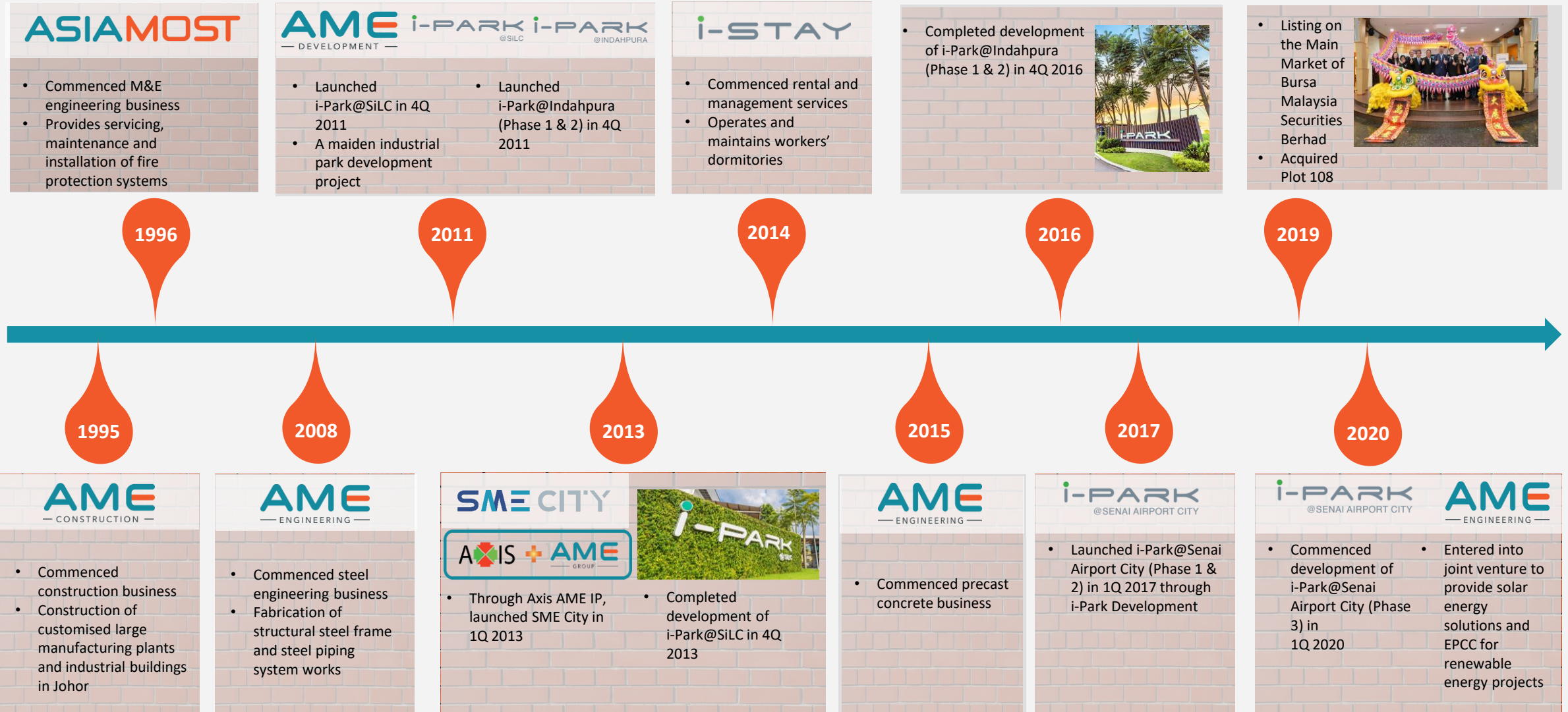
- Steel engineering works
- Precast concrete works
- M&E engineering services
- Solar energy solutions

## Property Investment and Management Services



- Property investment
- Rental and management of workers' dormitories

# 25 years of being part of the country's industrialisation





## Completed

**i-PARK**  
@SiLC



**Total GDV**  
RM80 million

**Area**  
12.31 acres

**Completion**  
2013

**Location**  
SiLC, Johor

**district6**  
@SiLC



**Total GDV**  
RM86 million

**Area**  
7.57 acres

**Completion**  
2015

**Location**  
SiLC, Johor

**SME CITY**



**Total GDV**  
RM192 million

**Area**  
40.00 acres

**Completion**  
2015

**Location**  
Indahpura, Johor

## Ongoing

**i-PARK**  
@INDAHPURA



**Total GDV**  
RM1,176 million

**Area**  
205.24 acres

**Target Completion**  
2016 (Phases 1 & 2)  
2023 (Phase 3)  
2021 (Plot 108)

**Location**  
Indahpura, Johor

**i-PARK**  
@SENAI AIRPORT CITY



**Total GDV**  
RM1,340 million

**Area**  
188.59 acres

**Target Completion**  
2025

**Location**  
Senai Airport City, Johor

# Phase 3 of the award-winning i-Park@Indahpura well received by domestic and foreign corporations... newly acquired Plot 108 adds on RM120m to GDV



## Overview: i-Park@Indahpura (Phase 3)

- 50%/50% owned by AME Group & Axis IE Sdn Bhd
- Expansion of the highly successful, award-winning i-Park@Indahpura (Phase 1 & 2)
- Total GDV: RM456 million
- Acreage: 85.4 acres

## Description of Units (Phase 3)

- 21 completed detached factories
- 14 under development detached factories

## Overview: i-Park@Indahpura (Plot 108)

- 100% owned by AME Group
- Ready infrastructure allows for quick turnaround of land to generate sales
- Total GDV: RM120 million
- Acreage: 15.0 acres

## Description of Units (Plot 108)

- 2 under development detached factories



## i-PARK @SENAI AIRPORT CITY



### Overview:

#### i-Park@Senai Airport City (Phase 1 & 2)

- 3rd and latest i-Park development
- Built with industrial factories, workers' dormitories, sports and recreational facilities
- 80% owned by AME Group
- Total GDV: RM717 million
- Acreage: 98.1 acres

#### Description of Units (Phase 1 & 2)

- 51 units/plots of 1½ storey semi-detached and detached factories
- 48 units of retail shops

### Overview:

#### i-Park@Senai Airport City (Phase 3)

- Commenced in 4Q FY20
- 80% owned by AME Group
- Total GDV: RM555 million
- Acreage: 76.6 acres

#### Description of Units (Phase 3)

- 36 units/plots of 1½ storey detached factories

## Completed projects (selected)

### Large Manufacturing Facilities

#### Consumer & Food Products



#### Consumer & Food Products



#### Oil & Gas Related



#### Electronics



#### Oleo-Chemical



#### Aerospace Components



### Industrial Buildings



**Completed  
>200  
large manufacturing  
plants and industrial  
buildings in Peninsular  
Malaysia**



**RM212.5 million  
outstanding external  
construction order book**

Note: Figures as at 30 September 2020





- ✓ Scope of work includes structural steel procurement, fabrication and engineering works
- ✓ More than 20 years of extensive experience



- ✓ Leading specialist and provider of Mechanical and Electrical (M&E) engineering services
- ✓ Industry clients include oil and gas, warehouses, real estate solution, industrial, pharmaceutical, hotel and residences

**RM19.9 million**  
**Outstanding external order book**

Note: Figures as at 30 September 2020



## Steel engineering works

- Structural steel works
- Steel frame works
- Piping system works
- Fabrication of mechanical equipment frameworks



## Precast concrete works

- Manufacture of precast concrete products
- Supply and installation of precast concrete products



## M&E engineering services

- Design, supply and installation of M&E engineering systems in:
  - ✓ Industrial
  - ✓ Residential
  - ✓ Commercial buildings







# Enhancing range of integrated industrial space solutions... solar energy solutions to bring added value to industrial plants and buildings in i-Parks and externally

## Forming joint venture for solar energy solutions

- On 25 June 2020, AME announced a joint venture by its subsidiary Symphony Square Sdn Bhd (SS) with **Baozhou New Energy Technology Sdn Bhd** (BNET) on 51% - 49% basis
- JV Activities
  - Solar panel installation
  - Connectivity to Net Energy Metering (NEM) grid
  - Distribution of solar panels and solar tracking systems
  - Engineering, Procurement, Construction, and Commissioning (EPCC) of Grid Connected Solar Photovoltaic projects for commercial/industrial buildings
  - Development, investment, management, operation and maintenance of solar energy systems
  - Large scale and floating solar farm projects
  - EPCC projects in renewable energy sector
- Industry Outlook and Tax Incentives
  - Solar energy plays important role in Malaysia's efforts to increase renewable energy generation from 2% in 2018 to 20% by 2025
  - Budget 2020 includes Green Investment Tax Allowance (GITA) and Green Income Tax Exemption (GITE) applicable till 2023



			
<b>Kelvin Lee Chai</b> <b>Group Managing Director</b>	<b>Simon Lee Sai Boon</b> <b>Executive Director</b>	<b>Lim Yook Kim</b> <b>Executive Director</b>	<b>Kang Ah Chee</b> <b>Executive Director</b>
<ul style="list-style-type: none"><li>• Appointed as Group MD on 27 August 2018</li><li>• 35 years of experience in construction</li><li>• 8 years of experience in property development</li></ul>	<ul style="list-style-type: none"><li>• Appointed as Executive Director on 27 August 2018</li><li>• 25 years of experience in construction</li><li>• 8 years of experience in property development</li></ul>	<ul style="list-style-type: none"><li>• Appointed as Executive Director on 27 August 2018</li><li>• 45 years of experience in construction</li><li>• 8 years of experience in property development</li></ul>	<ul style="list-style-type: none"><li>• Appointed as Executive Director on 27 August 2018</li><li>• 47 years of experience in construction</li><li>• 8 years of experience in property development</li></ul>



**Expertise in construction and engineering services**



**Recurring income from rental of workers' dormitories and leasing option at industrial parks**



**Provider of a comprehensive suite of industrial solutions**



**Experienced and hands-on management team**



**Possess the capability and credentials to replicate business model outside Johor**



**Proven track-record of attracting businesses and investments and providing desirable amenities at industrial parks**



# Paid maiden interim dividend of 3.0 sen in respect of FY2020

## Dividend Per Share (sen)

3.0

FY2020

## Dividend Payout (RM'm)

25%

12.8

FY2020

- Dividend Policy**

To distribute dividends of at least 20% of net profit attributable to our shareholders less fair value gain on investment properties

- Paid maiden interim dividend of 3.0 sen per share in respect of FY2020**

Total dividend payout of RM12.8 million (paid on 18 August 2020)

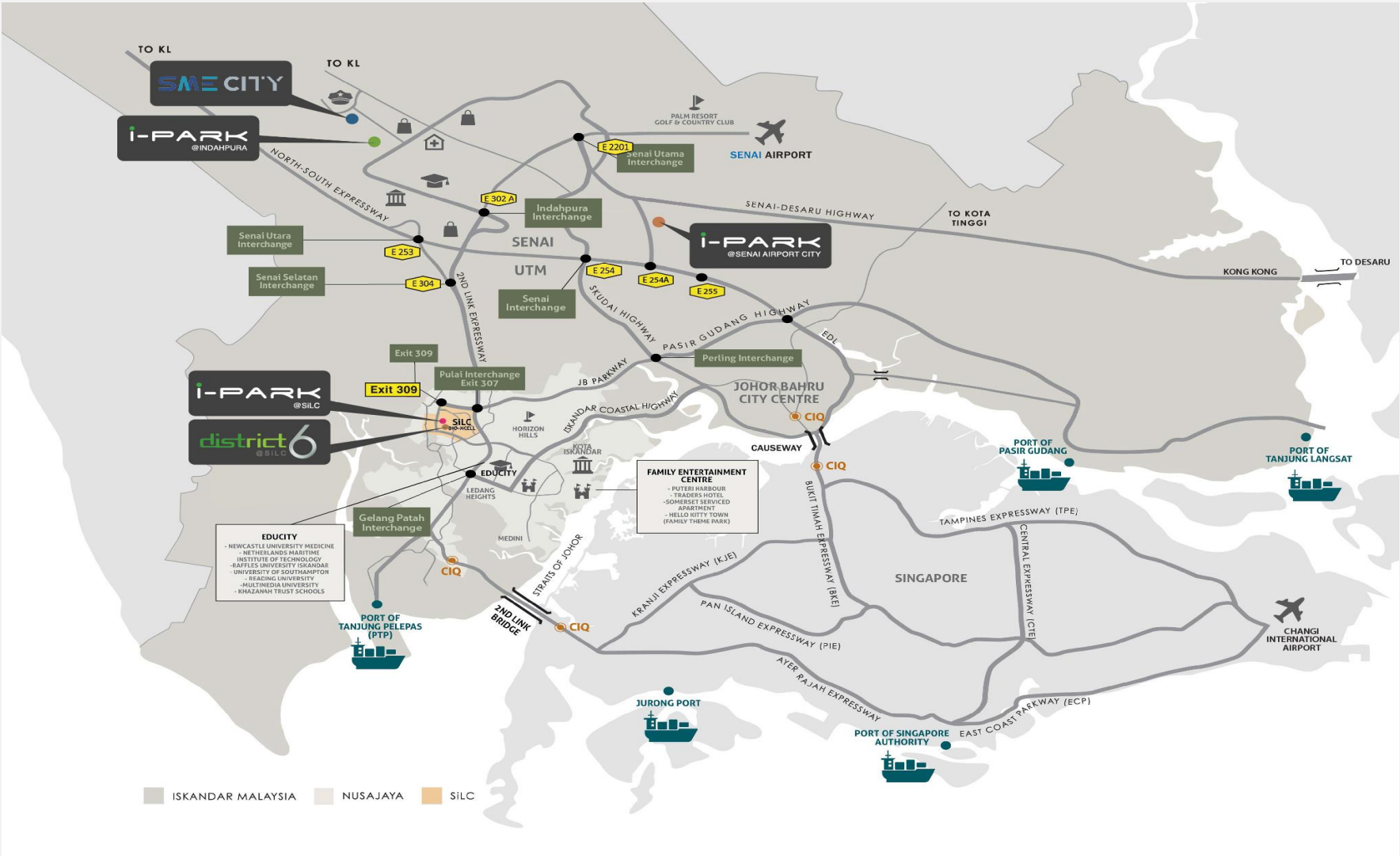
# Majority of proceeds to be utilised to expand burgeoning property development segment

Purposes	Initial proposed utilisation as at 30.09.20 (RM'000)	%	Revised proposed utilisation as at 30.09.20 (RM'000)	%	Actual utilisation as at 30.09.20 (RM'000)	Balance unutilised as at 30.09.20 (RM'000)	Estimated time frame for utilisation (from listing on 14 Oct 2019)
I. Future industrial property development and investment projects including land acquisitions and joint ventures	69,050	62.2	69,050	62.2	-	69,050	Within 36 months
II. Working capital for i-Park@Senai Airport City development project	23,000	20.7	24,344	21.9	1,991	22,353	Within 12 - 36 months
• Partially fund construction of clubhouse	9,000		9,000			9,000	
• Payment to external consultants and contractors to commence development of Phase 3	12,000		13,344		1,991	11,353	
• Marketing expenses	2,000		2,000			2,000	
III. Complete the expansion of precast concrete fabrication capacity	9,000	8.1	9,000	8.1	-	9,000 <sup>#</sup>	Within 12 months
IV. Estimated listing expenses	10,000	9.0	8,656	7.8	8,656	*	Within 6 months
<b>Total</b>	<b>111,050</b>	<b>100.0</b>	<b>111,050</b>	<b>100.0</b>	<b>10,647</b>	<b>100,403</b>	

<sup>#</sup>The Board is in the midst of evaluating expansion plan for precast concrete fabrication capacity, in view of uncertain economic scenario posed by the COVID-19 pandemic

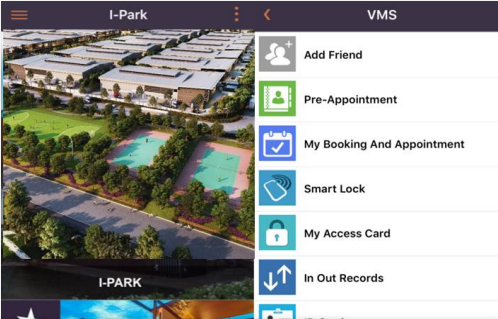
\*As the actual listing expenses incurred is lower than the estimated amount of RM10.0m, the balance will be used for working capital for i-Park@Senai Airport City

# Strong presence in key industrial areas in Johor





# Attractive world-class amenities promote safety and work-life balance for next-generation enterprises



Smart Community Application



RFID Sticker Access



i-Park's Recreational Park



Gym & Sports Centre



Games Court



Swimming Pool

## Functionality, Sustainability and Practicality

**Sustainable and Well-managed Industrial Park**



Speedy Delivery



Fibre Optic High Speed Broadband



GBI Standards

**Multi-tiered Security System**



24 Hours Gated & Guarded Security System



Perimeter Fencing with CCTV Surveillance

**High Flexible and Functional Industrial Building**



Ready-Built & Built-to-Suit



Natural Gas Availability



Ample of Electric & Water Supply



Workers Dormitories



THE ISKANDAR MALAYSIA ACCOLADES  
TIMA 2016/17

Platinum Winner of  
"Most Conducive Workplace"

Recognising the most-valued contributions to the quality of life in Iskandar Malaysia

ASIA PACIFIC PROPERTY AWARDS DEVELOPMENT

\*\*\*\*\*  
BEST INDUSTRIAL DEVELOPMENT MALAYSIA  
iPark@Senai Airport City by iPark Development Sdn Bhd

2017-2018

starproperty.my  
AWARDS 2018  
EXCELLENCE  
THE BUSINESS ESTATE AWARD (BEST INDUSTRIAL PARK DEVELOPMENT)

starproperty.my  
AWARDS 2018  
HONOURS  
THE BUSINESS ESTATE AWARD (BEST INDUSTRIAL PARK DEVELOPMENT)

starproperty.my  
AWARDS 2018  
JEWELS OF JOHOR  
THE BEST SUSTAINABLE DEVELOPMENT  
\*\*\* HONOURS \*\*\*

AME DEVELOPMENT SDN BHD

EDGEPROP MALAYSIA'S RESPONSIBLE DEVELOPER

EdgeProp  
MALAYSIA'S BEST MANAGED PROPERTY AWARDS 2018

Winner of EdgeProp Malaysia's Responsible Developer: Building Sustainable Award 2018

MALAYSIA PROPERTY AWARD 2018

WORLD SILVER WINNER  
2018 PARK@SENAI AIRPORT CITY  
Sustainable Development  
i-Park@Senai

EDGEPROP RESPONSIBLE DEVELOPER

WORLD SILVER WINNER

2016 - 2017

2017 - 2018

2018

2019

2020





## Asia’s 200 Best Under A Billion 2020



## i-PARK @SiLC

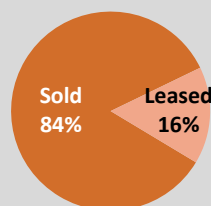


### Overview: i-Park@SiLC

- AME's 1<sup>st</sup> industrial park development project
- Gated & guarded industrial park
- Well-managed landscaping at common areas
- 100% owned by AME Group
- Total GDV: RM80 million

### Description of Units

- 18 units ½ storey semi-detached factories (ready-built)
- 1 unit 1½ storey detached factory (customised)



## district6 @SiLC

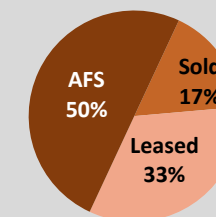


### Overview: District 6

- Row of industrial buildings, comprising detached factory units built with modern architecture design
- 100% owned by AME Group
- Total GDV: RM86 million

### Description of Units

- 6 units single-storey detached factories with adjoining 3 storey offices



#### Notes:

1. Figures as at 30 September 2020
2. AFS: Available for sale

## i-PARK @INDAHPURA



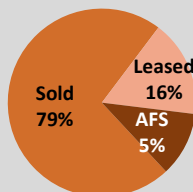
Phase 1 & 2

### Overview: i-Park@Indahpura (Phase 1 & 2)

- AME's 2<sup>nd</sup> i-Park development
- Built with 5 blocks of workers' dormitories
- An award-winning industrial park
- 100% owned by AME Group
- Total GDV: RM600 million

### Description of Units

- 18 units ½ storey semi-detached factories (ready-built)
- 27 units ready-built 1 acre 1½ storey detached factory
- 14 units of ready-built 2 acres 1½ storey detached factory
- 3 plots for future customised industrial development



## SME CITY



### Overview: SME City

- Ready-built units with modern architecture design
- Mainly catering towards SME businesses
- Green landscaping around the industrial park
- 50%/50% owned by AME Group & Axis IE Sdn Bhd
- Total GDV: RM192 million

### Description of Units

- 15 units of ready-built 1½ storey detached factories
- 34 units of ready-built 1½ storey semi-detached factories
- 36 units of ready-built 1½ storey cluster factory
- 1 plot for future commercial development

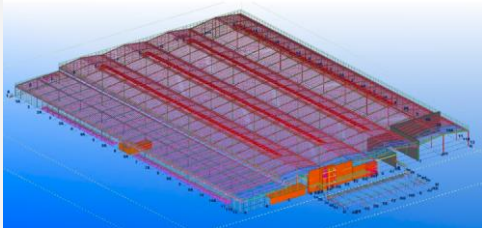


#### Notes:

1. Figures as at 30 September 2020
2. AFS: Available for sale



Pali Senai Sdn Bhd

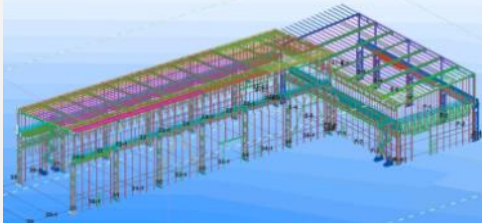


Completion	November 2016
Total weight	1,750 tons
Max height	16m

Bahru Stainless Sdn Bhd



Rack system, electrical room, ANP, bay structure, etc.



	Phase 1	Phase 2
Completion	June 2011	July 2012
Total weight	2,960 tons	4,210 tons
Max height	25m	25m

AME Development Sdn Bhd



i-Park@Indahpura



i-Park@SiLC



IBP@SiLC



District 6@SiLC



i-Park@Senai Airport City

- Project period: 2011 – to date
- Single & double-storey twin factories, warehouses, mezzanine floor office





- Walking distance to workplace
- Reduce cost of workers' transportation
- Covered walkway between i-Park and worker's dormitories
- Increase productivity
- Safe & secure environment
- Healthy living
- Reduced social problems



Biometric Security System



Covered Pedestrian Walkway



Canteen



Convenience Store



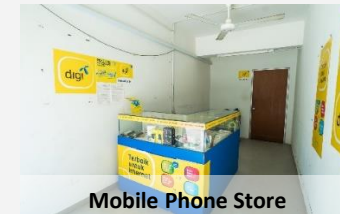
Cashless Payment Method



Clinic & First Aid Room



Bicycle Stand



Mobile Phone Store



Multi Purpose Hall  
& Vending Machine



Automated Laundry Shop



Ladies Park



# Second workers' dormitory equipped with more comprehensive amenities



A well-managed workers' dormitories will improve the productivity of workers as well as to reduce social related problems.

- Walking distance to workplace
- To provide a safe & secure environment
- To ensure healthy-living
- To offer convenience
- First three blocks completed in March 2019
- Another two blocks completed in June 2019



Biometric Security System



RBA Compliance



Multipurpose Hall



Clean & Green Environment



First Aid Room



Convenience Store



Automated Laundry Shop



Cafe



Conducive Living Environment



## 2019

Feb MIDA JB new director & KL Foreign Investment Promotion Division directors visit – i-Park@Senai Airport City  
Jul Iskandar Industrial Tour – i-Park@Senai Airport City  
Jul Lawatan Kerja Kementerian Pembangunan Perindustrian Dan Usahawan Sarawak (MIED Ke Johor – i-Park@Senai Airport City  
Oct Lawatan Delegasi Kerajaan Melaka – i-Park@Senai Airport City  
Nov Lawatan Dari Majlis Perbandaran Dungun Terengganu – i-Park@Senai Airport City

Nov Lawatan PBT OSC dan PLANMalaysia – i-Park@Senai Airport City  
Nov Lawatan Majlis Perbandaran Sepang – i-Park@Senai Airport City

## 2018

Feb Malaysia Digital Economy Corporation (MDEC) visit to i-Park@Senai Airport City  
Feb MMC Board of Directors visit to i-Park@Senai Airport City  
Mar Malaysian-German Chamber of Commerce and Industry (MGCC) visit to i-Park@Senai Airport City  
Apr Johor Corporation visit to i-Park@Indahpura & i-Park@Senai Airport City  
Jul Lawatan Kerja Pengerusi Jawatankuasa Perdagangan Antarabangsa, Pelaburan dan Utiliti Negeri Johor ke Majlis Perbandaran Kulai  
Jul Deputy Minister YB Dr Ong Kian Ming visit to i-Park@Senai Airport City  
Aug PDC visit to i-Park@Senai Airport City  
Sep Market and Industry Outlook Talk  
Oct Iskandar Halal Park visit to i-Park@Indahpura  
Oct MMC Media Visit – i-Park@Senai Airport City  
Oct Lawatan Teknikal Invest Selangor dan Majlis Daerah Kuala Langat ke Majlis Perbandaran Kulai – i-Park@Senai Airport City



MIDA KL (Foreign Investment Promotion Division)'s visit  
21.02.2019



MPKU & Invest Selangor's visit  
17.10.2018



Malaysian-German Chamber of Commerce & Industry (MGCC)'s visit  
29.03.2018



Penang Development Corporation (PDC)'s visit  
9.08.2018

# Receiving visits from Malaysian and international organisations all year round



Perbadanan Putrajaya's visit  
23.12.2017



Dewan Bandaraya KL ("DBKL")'s visit  
20.11.2017



Selangor Industrial Park  
Management Workshop visit  
9.03.2017



IRDA & the Korean National ICT Industry  
Promotion Agency ("NIPA") visit  
20.07.2016

## 2017

- Feb London Economist Journalist visit i-Park@Indahpura
- Mar Selangor Industrial Park Management Workshop visit i-Park@Indahpura
- Mar ZDF (German) TV Programme Shooting
- May UOB GST Talk at i-Park@Senai Airport City
- Jul SMCCI Business Mission to Johor at i-Park@Senai Airport City
- Nov Perbadanan Putrajaya visit to i-Park & i-Stay
- Nov Dewan Bandaraya KL ("DBKL") Taklimat dan Lawatan ke i-Park@Senai Airport City & i-Park@Indahpura
- Dec Perbadanan Putrajaya visit to i-Park & i-Stay

## 2016

- Feb Singapore Consulate-General of The Republic of Singapore in Johor Bahru) visit i-Park@Indahpura
- Feb Federation of Malaysian Manufacturers (FMM) visit i-Park@Indahpura
- Mar Joint Mission with MMC/Senai Airport City of Singapore Business Federation Business Mission to Johor, visit Senai Airport City
- Apr Majlis Pelancaran Pelan Pertumbuhan Strategik Negeri Johor at Educity Sports Centre
- Jul IRDA & the Korean National ICT Industry Promotion Agency ("NIPA") visit
- Jul Sambutan Hari Landskap Peringkat Negeri Johor 2016 di Hutan Bandar Putra, Kulai, Johor
- Aug Lawatan Kerja Jabatan Ketua Melaka – i-Park@Indahpura









Chinese New Year



Health Talk

## Recycle Day





# Well prepared to ensure health and safety of visitors and workers... enforcing precautionary measures amidst global COVID-19 outbreak



*Sanitising protocol at point of visitor registration*



*Automated temperature screening at i-Stay dormitories*



*Construction worker taking temperature check*



*Temperature screening at sales galleries*