



# AME ELITE CONSORTIUM BERHAD

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## BUSINESS OVERVIEW

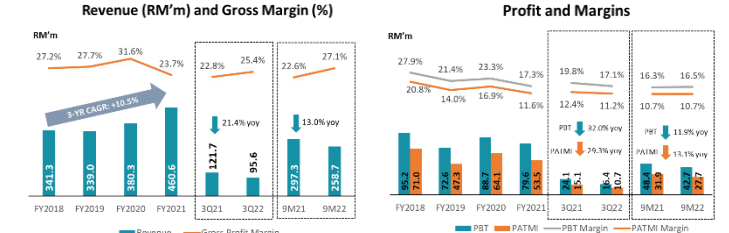
AME Elite Consortium Berhad (AME), established since 1995, is a leading integrated industrial space solutions provider, offering one-stop and comprehensive solutions encompassing the design and construction of customised large manufacturing plants, development of award-winning industrial parks, sale and lease of industrial factory units, as well as rental and management of workers' dormitories within its industrial parks.

AME has completed the construction of more than 200 large manufacturing and industrial buildings for various industries, and four industrial parks. AME is supported by in-house construction and engineering expertise, including mechanical and electrical (M&E) engineering, and industrialised building system (IBS) involving steel structure and pre-cast concrete fabrication.

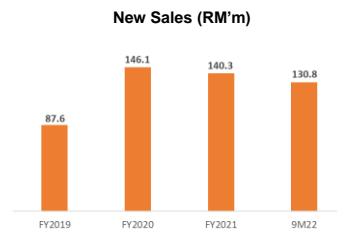
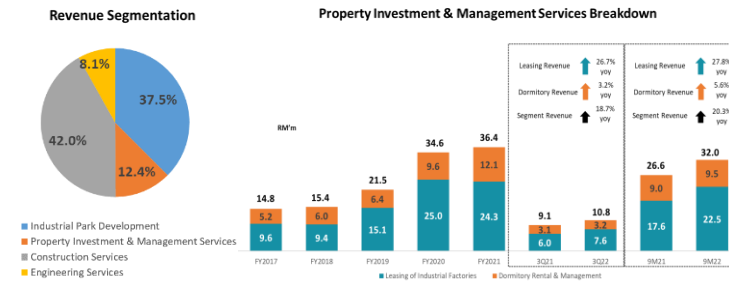
## PROJECT OVERVIEW

Completed Industrial Parks	
<b>i-Park@SiLC</b>  <b>GDV:</b> RM80.0m <b>Area:</b> 12.31 acres <b>Take-up:</b> 100% - Sold: 84% - Leased: 16%	<b>i-Park@Indahpura (Phase 1&amp;2)</b>  <b>GDV:</b> RM600.0m <b>Area:</b> 104.84 acres <b>Take-up:</b> 97% - Sold: 81% - Leased: 16%
<b>District 6</b>  <b>GDV:</b> RM86.0m <b>Area:</b> 7.57 acres <b>Take-up:</b> 100% - Sold: 33% - Leased: 67%	<b>SME City</b> <i>*By jointly-controlled entity, Axis AME IP</i>  <b>GDV:</b> RM192.0m <b>Area:</b> 40.00 acres <b>Take-up:</b> 100% - Sold: 100%
Completed Workers' Dormitories	
<b>i-Stay@Indahpura</b>  <b>Maximum capacity:</b> 2,290 beds <b>Occupancy rate:</b> 97% <b>Facilities &amp; services:</b> - Thumb-print/facial access control - Canteen - Park gymnasium - Automated laundry - Futsal & volleyball courts - First-aid room - Convenience store - Mobile phone store	<b>i-Stay@Senai Airport City</b>  <b>Maximum capacity:</b> 2,005 beds <b>Occupancy rate:</b> 97% <b>Facilities &amp; services:</b> - Thumb-print/facial access control - Canteen - Café - Automated laundry - Multipurpose hall - Park gymnasium - Treatment room - Convenience store - Mobile phone store
Ongoing Industrial Parks	
<b>i-Park@Indahpura (Phase 3* &amp; P108)</b> <i>*By jointly-controlled entity, Axis AME IP</i>  <b>Est. GDV:</b> Phase 3: RM456.0m P108: RM120.0m <b>Area:</b> Phase 3: 85.4 acres P108: 15.0 acres <b>Est. Completion:</b> 2023 <b>Take-up: Phase 3</b> - 95% (Sold: 90%, Leased: 5%) <b>P108</b> - 100% (Sold: 100%)	<b>i-Park@Senai Airport City (Phase 1, 2, 3, 3 Plus &amp; The Jacaranda)</b>  <b>Est. GDV:</b> RM1,369.0m <b>Area:</b> 191.4 acres <b>Est. Completion:</b> 2025 <b>Take-up: Phase 1 &amp; 2</b> - 98% (Sold: 67%, Leased: 31%) <b>Phase 3 &amp; 3 Plus</b> - 24% (Sold: 20%, Leased: 4%) <b>The Jacaranda</b> - 90% (Sold: 90%)

## FINANCIAL PERFORMANCE



3Q22 recorded revenue of RM95.6m (3Q21: RM121.7m) and net profit of RM10.7m (3Q21: RM15.1m). This is due to lower contribution from property development, construction, and engineering services segments on timing of project completion and stage of works. The property investment segment however noted increased contribution on higher demand for leasing properties and rental of workers' dormitories. Gross margins improved on the back of better project mix. AME's 9M22 revenue and net profit amounted to RM258.7m (9M21: RM297.3m) and RM27.7m (9M21: RM31.9m) respectively, mainly due to restricted business activities and limited manpower capacity during MCO resulting in project delays. This was mitigated by resilient property investment which saw an increase in revenue. Gross margins rose from higher contribution from leasing and workers' dormitories.



The Group recorded new sales of industrial properties worth RM130.8m in 9M22 (9M21: RM122.4m), supported by sales from domestic corporations and multinational companies with local presence that are seeking expansion. The new sales for 9M22 is more than 90% of FY20 and FY21 sales, hence, AME expects higher sales in FY22.

## RECENT DEVELOPMENTS

- New industrial park development in SiLC**
  - Plans to launch 169.8-acre development with estimated GDV of RM1.5 billion
  - Secured interest from multiple domestic and foreign companies
- Undertaking REIT IPO on Bursa Malaysia**
  - Injecting RM557.0m worth of assets (31 industrial real estates and 3 industrial-related real estates) located in or near AME's managed industrial parks at i-Park@SAC, i-Park@Indahpura and i-Park@SiLC
  - Proposed offering of 254.8 million Units via IPO. At illustrative price of RM1.00 per Unit, to raise RM254.8 million proceeds, for financing repayment, expenses for establishing the REIT, and future industrial property development and investment projects
  - Expected to be listed by early third quarter of 2022

## GROWTH STRATEGIES

- Replicating i-Park model across Peninsular Malaysia**
  - To continue expanding 216.6 acres balance landbank in Johor
- Enhancing portfolio of workers' dormitories through capacity expansion, as well as improving quality and services**
  - Ongoing RM25 million expansion to add 2 new blocks at i-Stay@Indahpura to complete in May 2022

## INVESTMENT MERITS & VALUATION

- Niche specialisation in developing and managing industrial parks
- Experienced management team with in-depth industry know-how
- Integrated construction, engineering, leasing, and services capabilities
- Beneficiary of expansion in global supply chain to Southeast Asia
- Growing recurring income from rental fees and management services
- Dividend policy to distribute at least 20% of net profit attributable to shareholders (less fair value gain on investment properties).

Valuations @ 23 February 2022	
Share Price (RM)	1.74
Market Cap (RM 'm)	1,114.8
P/E (ttm)	22.4
P/B	1.6