



## 2Q23 Corporate Presentation

1 December 2022

IR Adviser:



# CONTENTS



Operations Review



Financial Performance



Growth Strategies



Investment Merits & Valuation



Appendix



# Operations Review

# Recorded 80.2% yoy growth in new sales... jump in construction orderbook

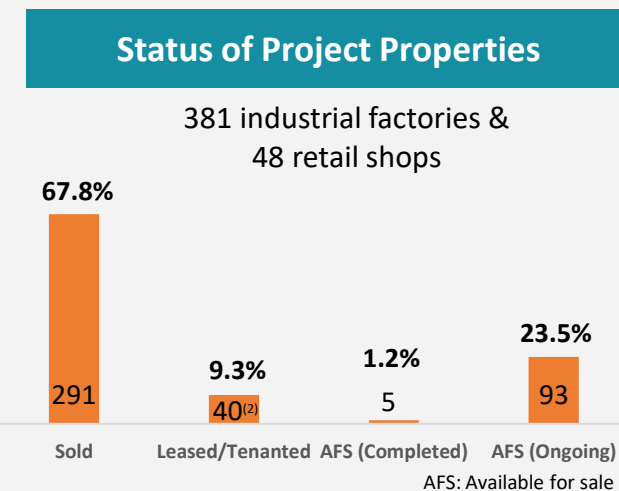
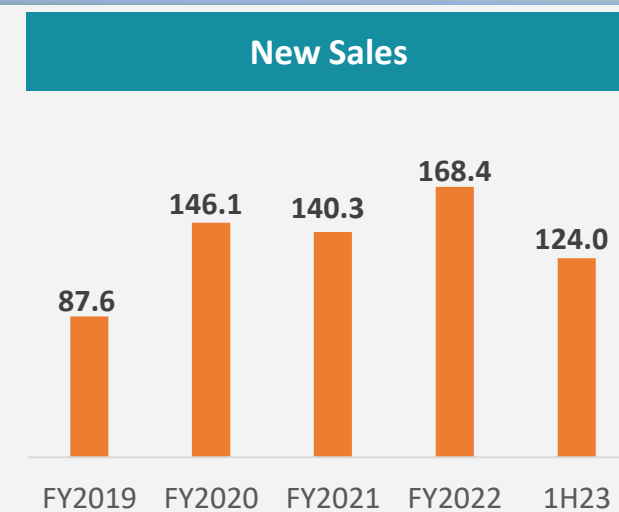
	2Q22 (RM'm)	2Q23 (RM'm)	1H22 (RM'm)	1H23 (RM'm)	Change
<b><u>Industrial Properties</u></b>					
New sales	4.0	58.2	68.8	124.0	↑ 80.2%
Unbilled sales	67.8	122.9	67.8	122.9	↑ 81.3%
Ongoing GDV	2,711.0	3,889.0	2,711.0	3,889.0	↑ 43.5%
Balance GDV	1,107.0	1,889.0	1,107.0	1,889.0	↑ 70.6%
<b><u>Investment Properties</u></b>					
i-Stay revenue	3.2	2.9	6.3	5.8	↓ 7.9%
Leasing revenue	7.4	3.8	14.9	12.1	↓ 18.8%
<b><u>Construction &amp; Engineering</u></b>					
Balance orderbook	117.6	304.2	117.6	304.2	↑ 158.7%

## 2Q23 New Sales Breakdown

Location	RM'mil	Origin	Sector
i-Park @ SAC (Phase 3)	17.4	Hong Kong	Precision moulding
i-Park @ SAC (Phase 3 Plus)	3.1	Malaysia	Engineering services
i-Park @ SAC (Phase 3 Plus)	3.1	Malaysia	Automotive parts
i-Park @ SAC (Phase 3 Plus)	3.1	Malaysia	Others
i-TechValley	9.4	Malaysia	Clothing
i-Park @ Indahpura (Phase 3b)	4.3	Malaysia	Others
i-Park @ Indahpura (Phase 3b)	4.5	Malaysia	Industrial hardware
District 6	13.3	UK	Medical devices
	<b>58.2</b>		

# Received growing enquiries on new industrial park i-TechValley...

Projects				GDV (as at 30 September 2022)					
Type of Development	Acres	Units	% Sold/Leased	Commencement/Completion (CY)	Total/Est. Total (RM'm)	Sold/Realized (RM'm)	Balance (RM'm)	Unbilled (RM'm)	
<b>Completed</b>									
i-Park@SILC	Industrial factory (Gated & Guarded)	12.3	19	100	4Q 2011/ 4Q 2013	80	80	-	-
District 6	Industrial factory with office	7.6	6	100	2Q 2014/ 3Q 2015	86	86	-	13
i-Park@Indahpura (Phase 1 & 2)	Industrial factory, commercial development and dormitory (Gated & Guarded)	104.8	64	100	4Q 2011/ 4Q 2016	600	534	66	-
SME City	Industrial factory and commercial development	40.0	86	100	1Q 2013/ 2Q 2015	192	192	-	-
i-Park@Indahpura (Plot 108)	Industrial factory (Gated & Guarded)	15.0	2	100	2Q 2020/ 4Q 2021	120	120	-	-
<b>Ongoing</b>									
i-Park@Indahpura (Phase 3)	Industrial factory (Gated & Guarded)	85.4	35	97	1Q 2013/ 2023	456	427	29	9
i-Park@Senai Airport City (Phase 1 & 2)	Industrial factory, commercial development and dormitory (Gated & Guarded)	98.1	51	94	1Q 2017/ 2025	717	609	108	-
The Jacaranda	Commercial development (Retail Shops)	13.9	48	92	1Q 2019/ 2021	68	61	7	18
i-Park@Senai Airport City (Phase 3)	Industrial factory (Gated & Guarded)	76.6	36	58	1Q 2020/ 2025	555	304	251	33
i-Park@Senai Airport City (Phase 3 Plus)	Industrial factory (Gated & Guarded)	2.8	10	60	1Q 2021/ 2025	29	18	11	8
i-TechValley	Industrial factory (Gated & Guarded)	169.8	72	7	1Q 2023/ 2030	1,464	47	1,417	42
<b>Total</b>		<b>626.3</b>	<b>429</b>			<b>4,367</b>	<b>2,478<sup>(1)</sup></b>	<b>1,889</b>	<b>123</b>



Note:

(1) Properties held by AME REIT are deemed realised

(2) Including 30 industrial properties held by AME REIT

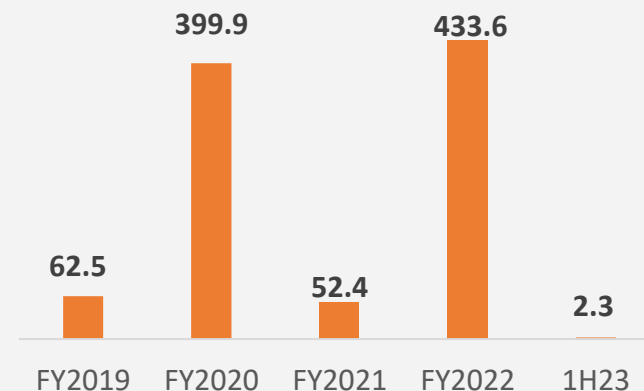
## GROSS DEVELOPMENT VALUE (GDV) BREAKDOWN

# Anticipating all projects to be delivered by the next few quarters...

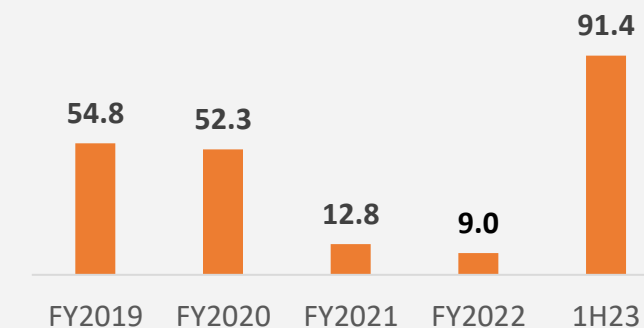
## Construction & Engineering Services Orderbook Breakdown (as at 30 September 2022)

Description of Projects	Location	Commencement Date (CY)	Expected Completion Date (CY)	Total Contract Value (RM'm)	Remaining Contract Value (RM'm)
<b>Construction Services</b>					
An integrated production facility, logistics warehouse and office building	Johor	4Q 2021	3Q 2023	359.0	193.3
A single-storey factory unit and a single-story warehouse	Johor	4Q 2021	4Q 2022	34.0	7.2
Others	-	-	-	19.2	16.0
<b>Subtotal - Construction</b>				<b>412.2</b>	<b>216.5</b>
Fire protection and public addressable system	Kulim, Kedah	2Q 2022	2Q 2023	78.0	70.9
Others				47.6	16.8
<b>Subtotal - Mechanical &amp; Engineering</b>				<b>125.6</b>	<b>87.7</b>
<b>Total</b>				<b>537.8</b>	<b>304.2</b>

## Orderbook Replenishment (Construction)



## Orderbook Replenishment (Engineering)

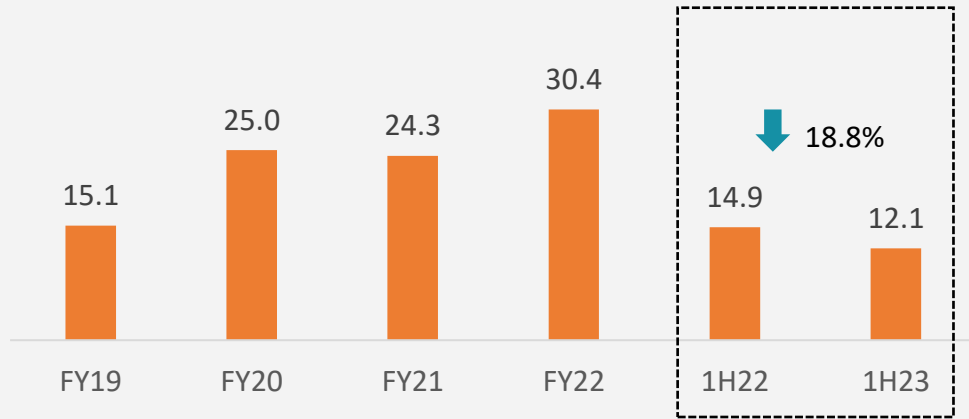


## Property Leasing

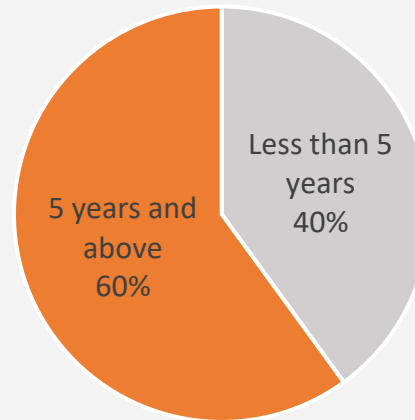
- Leasing of industrial properties
- Recurring income generated through regular payments made under leasing agreements



## Property Leasing Revenue



## Tenure of 43<sup>(1)</sup> Tenanted/Leased Units



Note:  
 (1) Including 31 industrial properties held by AME REIT  
 (2) Figures as at 30 September 2022



**i-PARK**  
@INDAHPURA

**i-Park@Indahpura (Dorm 1)**

<b>Capacity</b>	2,290 beds
<b>No. of units/beds</b>	229 units (max. 10 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>	RM2,600 per month
<b>Occupancy rate</b>	98%

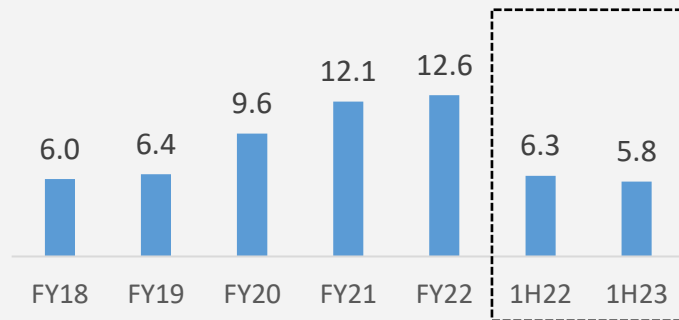
Note: Figures as at 30 September 2022

## i-STAY

### 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)



\*Due to transition period between old and new tenants. The new tenants will move in by batches and gradually increase the occupancy rate.



**i-PARK**  
@SENAI AIRPORT CITY

**i-Park@Senai Airport City**

<b>Capacity</b>	1,828 beds
<b>No. of units/beds</b>	1) Type 1: 170 units (max. 10 beds each) 2) Type 2: 16 units (max. 8 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>	RM3,000 per month
<b>Occupancy rate</b>	70%*

# Completed new blocks of i-Stay@Indahpura in July 2022... estimated additional rental income of RM7.5 million per annum



i-Park@Indahpura (Dorm 2)	
<b>Capacity</b>	2,289 beds
<b>No. of units/beds</b>	Type 1: 178 units (max. 12 beds each) Type 2: 17 units (max. 9 beds each)
<b>Avg. size per unit</b>	Type 1: 1,045 sq ft Type 2: 830 sq ft
<b>Commenced</b>	Mid-July 2022
<b>Term of tenancy</b>	1 – 3 years
<b>Avg. rental per unit</b>	RM3,400 per month
<b>Occupancy rate (as at November 2022)</b>	80% (with bookings)



# Financial Performance

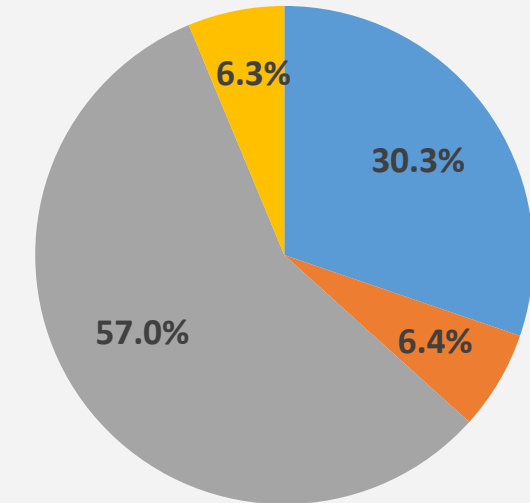
# Recorded fourfold increase in 2Q23 net profit on industrial park progress and fair value gains...

## Key Highlights

	2Q23 (RM'm)	YoY Change	1H23 (RM'm)	YoY Change
Revenue	147.5	70.8%	284.4	74.4%
PBT*	65.9	331.4%	77.2	193.6%
<b>PATMI</b>	<b>45.8</b>	<b>369.4%</b>	<b>51.9</b>	<b>205.8%</b>

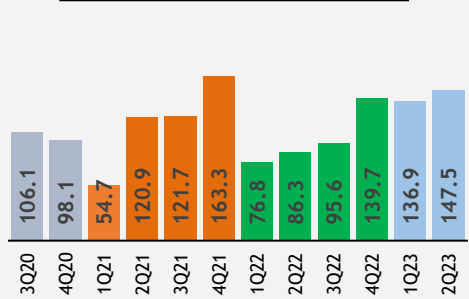
\*Included in other income is RM54.8 million fair value gain on investment properties arises from disposal of 10 plots of industrial properties from inventories recognised at cost to AME Real Estate Investment Trust.

## 1H23 Revenue by Segment

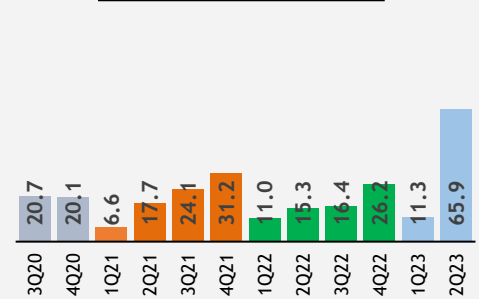


- Industrial Park Development
- Property Investment & Management Services
- Construction Services
- Engineering Services

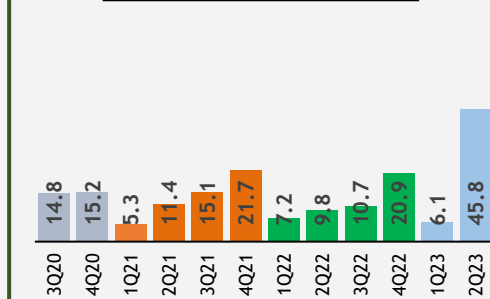
Quarterly Revenue (RM'mil)



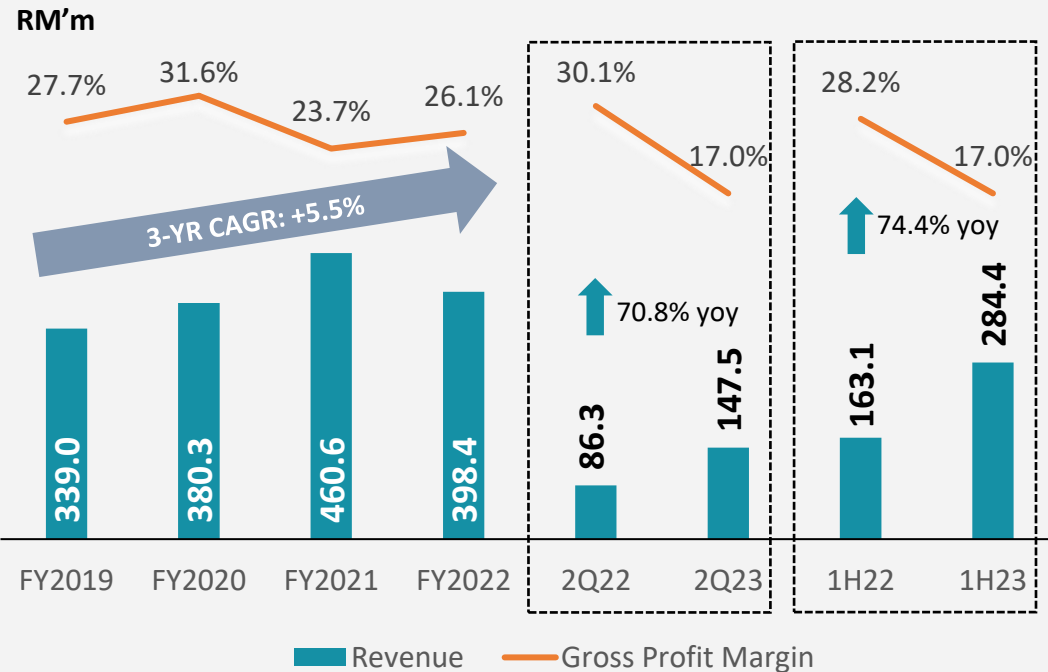
Quarterly PBT (RM'mil)



Quarterly PATMI (RM'mil)



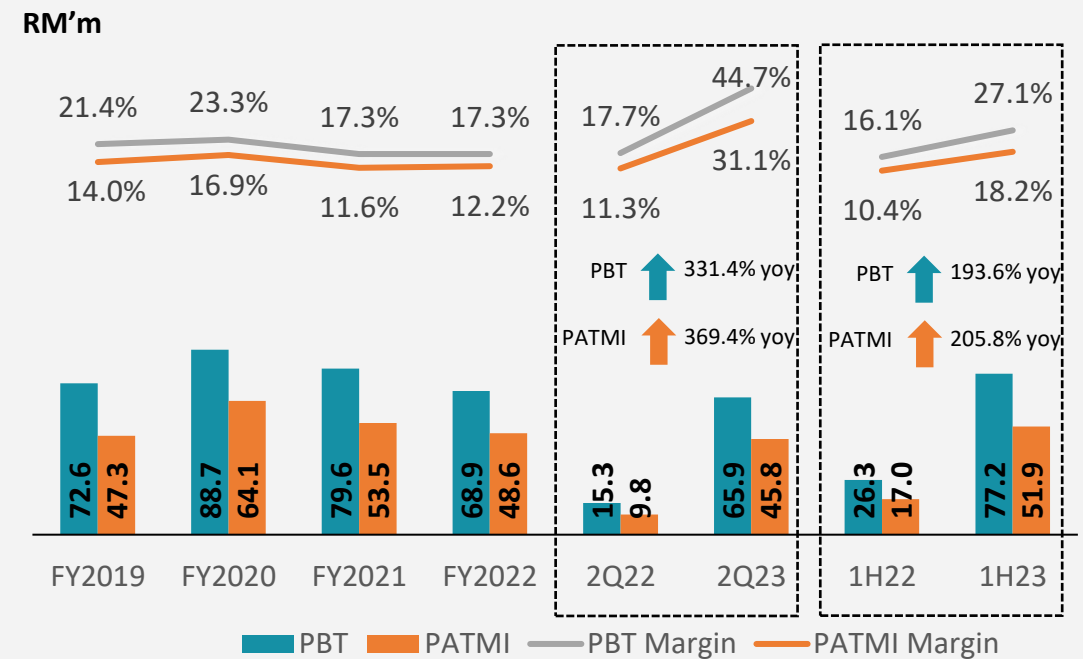
## Revenue and Gross Margin



### 2Q23 review

- Revenue rose on higher contributions from property development, construction and engineering services, which mitigated lower rental service and income
- Gross margins impacted by product mix and higher construction input costs

## Profit and Margins

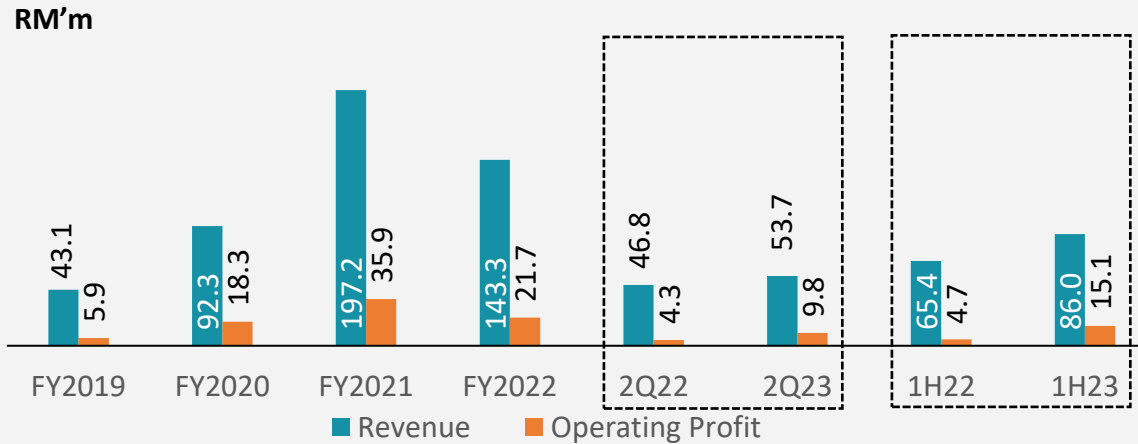


### 2Q23 review

- Net profit grew fourfold due to better property development performance and fair value gain on investment of RM54.8 million arising from disposal of 10 plots of industrial properties to AME REIT

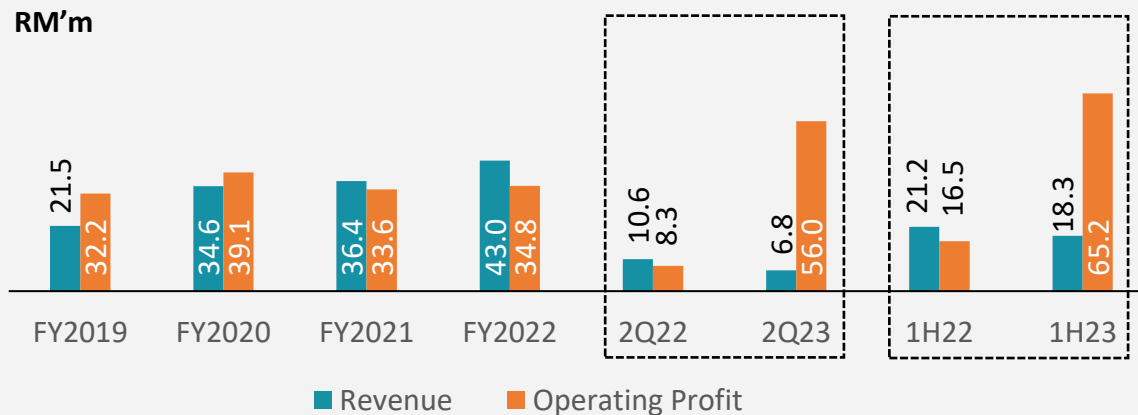
# 2Q23 property development seeing improved performance on project completion progress and timing... property investment reflecting disposals to AME REIT

## Property Development



- 2Q23 revenue ↑ 14.8% yoy, operating profit ↑ 125.3% yoy
- Due to higher stages of work completed and timing of income recognition

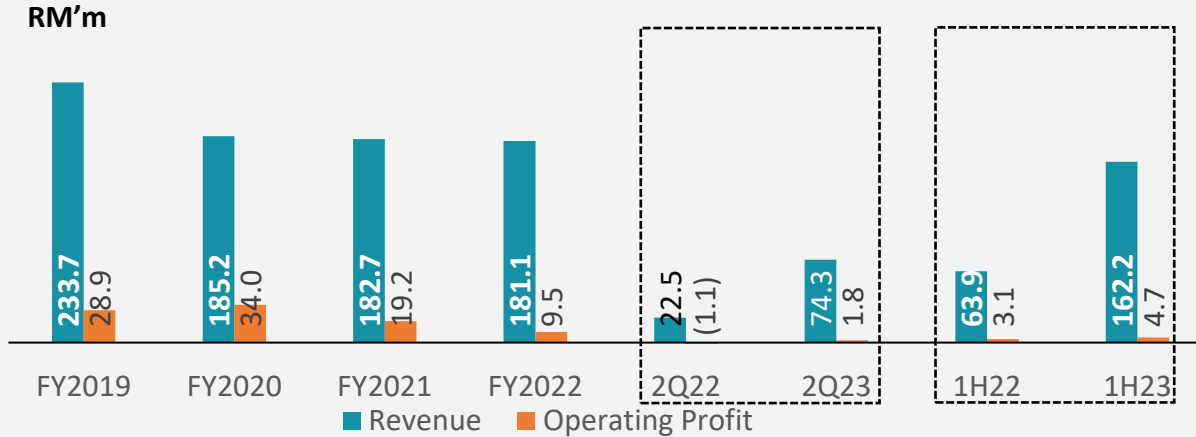
## Property Investment & Management Services



- 2Q23 revenue ↓ 35.3% yoy, operating profit ↑ 573.4% yoy
- Revenue declined due to the reversal of lease receivables of RM4.82 million recognised based on straight line basis after the disposal of properties to AME REIT
- Operating profit rose on fair value gain on investment properties of RM54.8 million arises from disposal of industrial properties to AME REIT

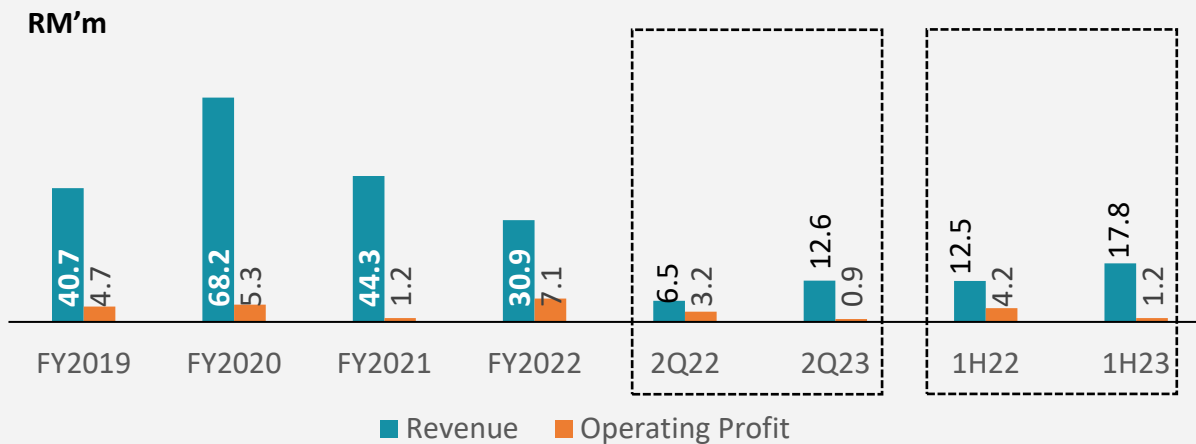
# Construction and engineering services revenue rose in 2Q23 on higher progression of on-going projects...

## Construction Services



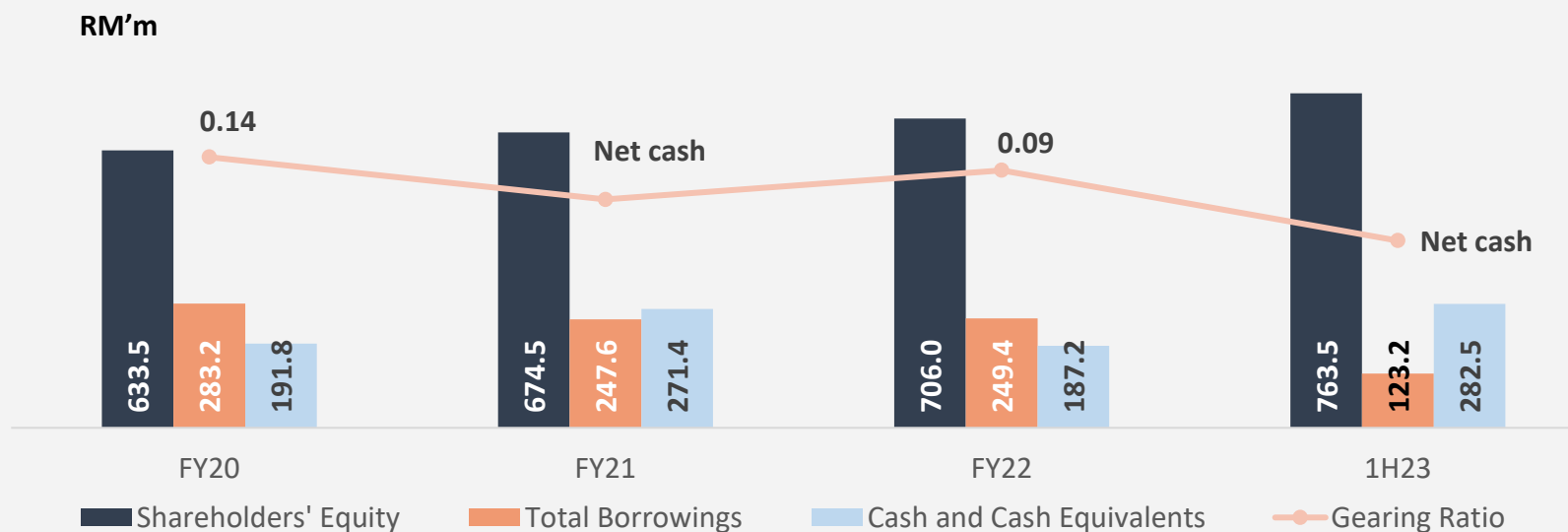
- 2Q23 revenue ↑ 231.0%, operating profit turnaround to RM1.8 million
  - Due to higher progression in the stage of completion of the on-going construction projects

## Engineering Services



- 2Q23 revenue ↑ 93.9% yoy, operating profit ↓ 71.2% yoy
  - Due to higher progression in the stage of completion of the on-going engineering projects.

# Strong net cash position of RM159 million bodes well for future expansions...



	FY2020 (RM'm)	FY2021 (RM'm)	FY2022 (RM'm)	1H23 (RM'm)
Current Assets	672.4	701.7	999.3	1,040.9
Non-Current Assets	478.6	490.1	503.0	649.7
Current Liabilities	197.5	228.5	268.0	319.4
Non-Current Liabilities	284.8	251.1	487.5	301.8
Shareholders' Equity	633.5	674.5	706.0	763.5
Net Gearing	0.14	Net Cash	0.09	Net Cash

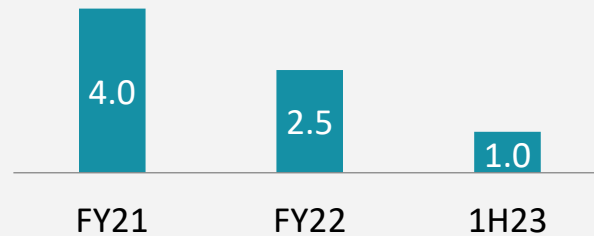
# Sizeable and quality investment properties to be injected into AME REIT...

	As at 30 September					
	2018	2019	2020	2021	2022	1H23
	No. of units					
Investment properties <sup>(1)</sup>						
a) Held by AME REIT	-	-	-	-	-	31
b) Held by AME Elite						
- i-Park@SiLC	3	3	3	3	3	-
- i-Park@Indahpura	8	8	8	8	8	-
- District 6	2	2	1	1	1	-
- i-Park@Senai Airport City	14	14	22	16 (3 CIP)	16 (2 CIP)	7
<b>Total investment properties</b>	<b>27</b>	<b>27</b>	<b>34</b>	<b>28</b>	<b>28</b>	<b>31</b>
Inventory units <sup>(2)</sup>						
- i-Park@Indahpura	4 (4 leased)	4 (4 leased)	3 (3 leased)	3 (3 leased)	3 (3 leased)	-
- District 6	4	4	4 (1 leased)	4 (3 leased)	3 (3 leased)	-
- i-Park@Senai Airport City	1 (1 leased)	7 (3 leased)	8 (4 leased)	8 (5 leased)	8 (7 leased)	4 (3 leased)
<b>Total inventory units</b>	<b>9</b>	<b>15</b>	<b>15</b>	<b>15</b>	<b>14</b>	<b>4</b>
Workers' dormitories						
- i-Park@Indahpura	1	1	1	1	1	1
- i-Park@Senai Airport City	-	1	1	1	1	1
- i-Park@Indahpura (new)				1 (CIP)	1 (CIP)	1
- i-Park@Senai Airport City (new)				1 (Land)	1 (Land)	1 (Land)
<b>Total workers' dormitories</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>4</b>	<b>4</b>	<b>4</b>
<b>Total units</b>	<b>37</b>	<b>44</b>	<b>51</b>	<b>47</b>	<b>46</b>	<b>39</b>
	<b>Valuation (RM'm)</b>					
Investment properties (market value)	237.00	278.80	344.27	325.60	324.40	468.33
Inventory units (cost)	55.35	85.52	92.87	104.50	121.84	39.15
Workers' dormitories (cost)	25.42	57.64	59.66	71.83 <sup>(3)</sup>	85.62 <sup>(3)</sup>	94.23 <sup>(3)</sup>
<b>Total</b>	<b>317.77</b>	<b>421.96</b>	<b>496.80</b>	<b>501.93</b>	<b>531.86</b>	<b>601.71</b>

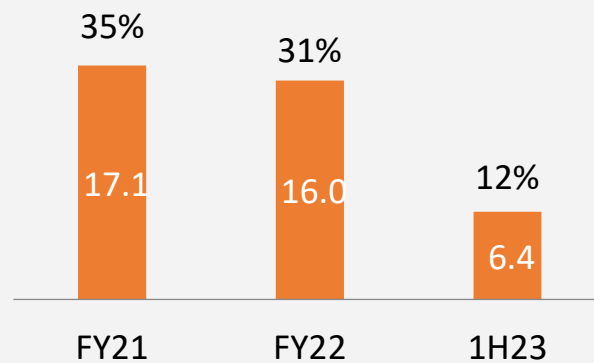
Note:

- Being investment properties held for lease
- Being completed properties held for sale
- Including dormitory at Indahpura already completed and a new land in Senai Airport City for building dormitories in the near future

## Dividend Per Share (sen)



## Dividend Payout (RM'm)



- Dividend Policy**

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

- Paid special single-tier dividend of 1.0 sen per share in respect of FY2023 on 28 October 2022**



**Recent  
Development  
& Growth  
Strategies**

# i-TechValley attracting investments from major foreign and domestic companies... two US-based pharmaceutical giants already setting up presence

## i-TechValley in SiLC, Johor with RM1.5 billion GDV

- Integrated industrial park on **169.8-acre** land was officially launched in **October 2022**
- Expected to leverage on positive reception from previous i-Parks; also benefitting from MNCs' supply chain diversification and expansion plans of domestic companies
- Garnered initial investments from domestic companies and notable MNCs, including two **US-based pharmaceutical giants**, which will be located within i-TechValley's **pharmaceutical and medical hub**
- Champions **Environmental, Social and Governance (ESG)** principles through design and workers' dormitories
- Expected to be **completed by 2030**



i-TechValley official launch by YB Lee Ting Han, Johor State Investment, Trade and Consumer Affairs Committee Chairman



Groundbreaking ceremony for Insulet Corporation's first Southeast Asia plant in i-TechValley with a total built-up area of approximately 400,000 sq. ft.

## To jointly develop a RM1 billion integrated industrial park in Penang with Majestic Builders

- Formed a **50-50 SPV** with Majestic Builders Sdn Bhd to **jointly develop** an integrated industrial park with workers' dormitories in **Seberang Perai Tengah, Penang**
- Signed SPA with Waz Lian Holdings Sdn Bhd to acquire **175.98-acre development land** for **RM130.0 million**
- Expected to **commence** and **complete** the industrial park development by the **third quarter of 2023** and **2030** respectively

### AME Elite, Majestic Builders to jointly develop RM1 bil GDV industrial park in Penang

Bernama / Bernama  
August 18, 2022 18:25 pm +08



Business

### AME Elite in JV to build RM1b GDV industrial park in Penang

Sunbiz

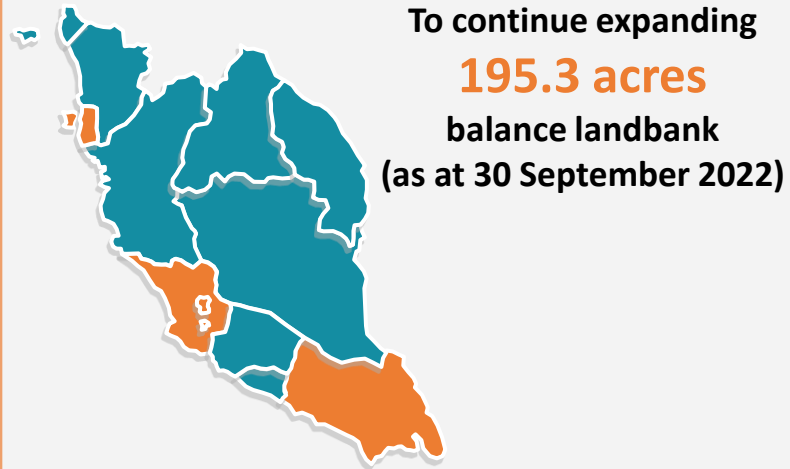
18-08-2022 10:22 PM

### AME Elite, Majestic Builders to build industrial park with RM1bil GDV

By NST Business - August 18, 2022 @ 6:15pm



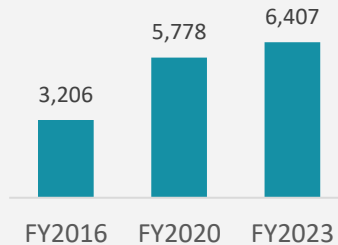
## Replicating i-Park model across Peninsular Malaysia



## Enhancing portfolio of workers' dormitories



No. of beds for workers' dormitory





# Investment Merits & Valuation

## Investment Highlights

Integrated construction & engineering capabilities

Niche specialisation in developing and managing industrial parks

Strong RM304.2 million orderbook and RM122.9 million unbilled sales to undergird earnings growth

Beneficiary of domestic direct investments, international companies' expansion into Southeast Asia and supply chain diversification

Undertaking landbank expansion to grow i-Park presence

Dividend policy of at least 20% of PATMI  
*(less fair value gain on investment properties)*

## Valuation

Valuations @ 29 Nov 2022	
Share Price (RM)	1.32
Market Cap (RM 'm)	845.7
P/E (ttm)	10.2
P/B	0.8

### Share Price Performance

30-Nov 2021 to 29-Nov 2022



# Thank You

## IR Contacts:

- Mr. Gregory Lui  
[gregory.lui@amedev.com.my](mailto:gregory.lui@amedev.com.my)
- Mr. Terence Loo  
[terence@aquilas.com.my](mailto:terence@aquilas.com.my)



# Appendix

# Phase 3 of the award-winning i-Park@Indahpura well received by domestic and foreign corporations...

i-PARK  
@INDAHPURA



## 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)

- 30 completed detached factories
- 5 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)

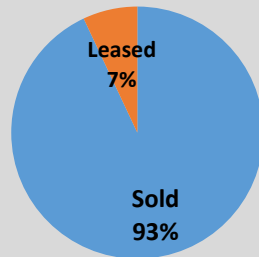
- 2 completed detached factories

## i-PARK @INDAHPURA

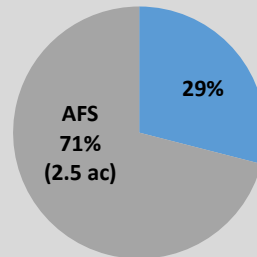


### i-Park@Indahpura (Phase 3)

- 30 completed detached factories
- 5 under development detached factories



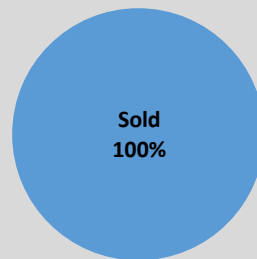
Completed  
30 units



Under Development  
5 units

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

- 2 completed detached factories



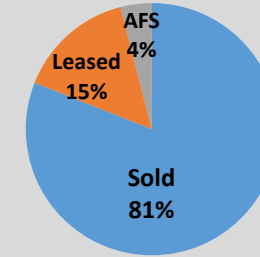
Completed

## i-PARK @SENAI AIRPORT CITY

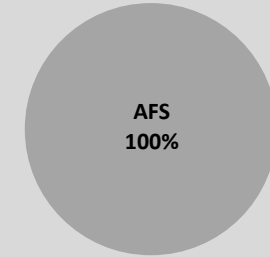


### i-Park@Senai Airport City (Phase 1 & 2)

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



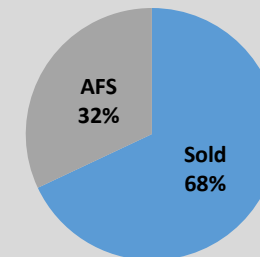
Completed  
96 units



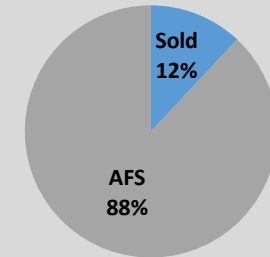
Under Development  
3 units

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

- 36 units/plots of 1½ storey detached factories



Completed  
19 units



Under Development  
17 units

#### Notes:

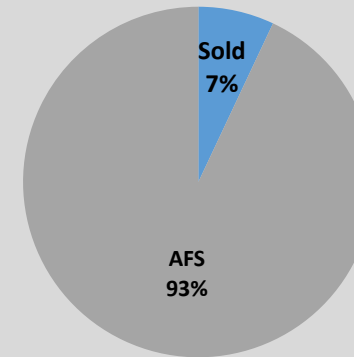
1. Figures as at 30 September 2022
2. AFS: Available for sale

## i-TechValley



### i-TechValley

- 72 units/plots of 1½ storey detached factories



Under Development

#### Notes:

1. Figures as at 30 September 2022
2. AFS: Available for sale