



# 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.

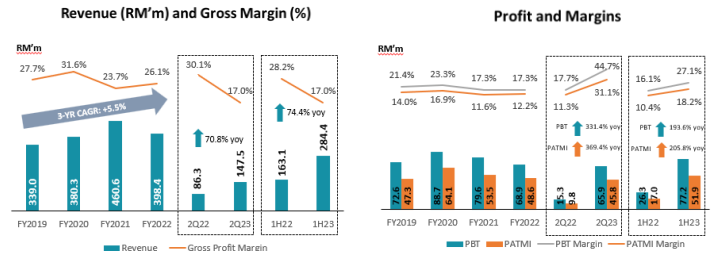
AME has completed the construction of more than 200 large manufacturing and industrial buildings for various industries, and four industrial parks. AME is supported by in-house construction and engineering expertise, including mechanical and electrical (M&E) engineering, and industrialised building system (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% <sup>^</sup>	<b>i-Park@Indahpura (Phase 1 &amp; 2)</b>  <b>GDV:</b> RM600.0m <b>Area:</b> 104.84 acres <b>Take-up:</b> 100% - Sold: 81% - Leased: 19% <sup>^</sup>
<b>District 6</b>  <b>GDV:</b> RM86.0m <b>Area:</b> 7.57 acres <b>Take-up:</b> 100% - Sold: 50% - Leased: 50% <sup>^</sup>	<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> Dorm 1 - 2,290 <b>Occupancy rate:</b> Dorm 1 - 98% Dorm 2 - 2,289 Dorm 2 - 10%* *Dorm 2 commenced in mid-July 2022	<b>i-Stay@Senai Airport City</b>  <b>Maximum capacity:</b> 1,828 beds <b>Occupancy rate:</b> 70%* *Due to transition period between old and new tenants. New tenants will move in by batches, gradually leading to increased occupancy rate.
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> 2025 <b>Take-up:</b> Phase 3 - 97% (Sold: 94%, Leased: 3%*) P108 - 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:</b> Phase 1 & 2 - 94% (Sold: 67%, Leased: 27%) Phase 3 & 3 Plus - 59% (Sold: 46%, Leased: 13%*) The Jacaranda - 92% (Sold: 92%)
<b>i-TechValley, SiLC</b>  <b>Soft launched:</b> March 2022 <b>Official launched:</b> July 2022 <b>Est. GDV:</b> RM1,464m <b>Area:</b> 169.8 acres <b>Est. Completion:</b> 2030 <b>Take-up:</b> 7%	

<sup>^</sup>Leased properties include units held by AME REIT

## FINANCIAL PERFORMANCE

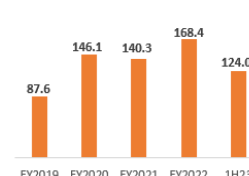


AME recorded 70.8% higher revenue of RM147.5 million in 2Q23 (2Q22: RM86.3 million) driven by growth in property development and construction and engineering segments.

2Q23 profit before tax increased more than three-fold to RM65.9 million (2Q22: RM15.3 million) while net profit rose four-fold to RM45.8 million (2Q22: RM9.8 million) on strong progress in its industrial parks, and fair value gains arising from the disposal of 10 plots of industrial properties from inventories recognized at cost to AME REIT.

For 1H23, revenue rose to RM284.4 million (1H22: RM163.1 million) while net profit jumped more than three-fold to RM51.9 million (1H22: RM17.0 million).

## New Sales (RM'm)



Achieved new sales of RM124.0 million in 1H23 mainly from i-TechValley and i-Park@Senai Airport City, up 80.3% from RM68.8 million in 1H22. The 1H23 new sales amounted to 49.6% of AME's full year sales target of RM250 million, supported by FDI and DDI from China, Singapore, United Kingdom and Malaysia.

Unbilled sales: RM122.9 mil

Orderbook: RM304.2 mil

## RECENT DEVELOPMENTS

- **Officially launched i-TechValley in SiLC, Johor in October 2022**
  - o Seeing healthy sales for RM1.5 billion GDV industrial park on 169.8-acre land; targeted completion in 2030
  - o 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
  - o Benefiting from rising demand due to supply chain diversification by MNCs and expansion of domestic and foreign companies
- **Expanding industrial park presence to Penang**
  - o In August 2022, entered proposed joint development of an integrated industrial park on 176-acre land in Penang, with potential GDV of RM1.0 billion
  - o Formed 50-50 SPV with Majestic Builders Sdn Bhd to jointly develop industrial park; signed SPA with Waz Lian Holdings Sdn Bhd to acquire development land for RM130.0 million
  - o Expected to commence and complete the industrial park development by the third quarter of 2023 and 2030 respectively



## GROWTH STRATEGIES

- **Replicating i-Park model across Peninsular Malaysia**
  - o To continue expanding 195.3 acres balance landbank
  - o Allocated RM173.5 million proceeds raised from AME REIT's IPO for future industrial property development and investment projects including land acquisitions and joint ventures
- **Enhancing portfolio of workers' dormitories through capacity expansion, as well as improving quality and services**

## INVESTMENT MERITS & VALUATION

- Integrated construction, engineering, leasing, and services capabilities
- Niche specialisation in developing and managing industrial parks
- Strong orderbook and unbilled sales to undergird earnings growth
- Beneficiary of expansion in global supply chain to Southeast Asia
- Undertaking landbank expansion to grow i-Park presence
- Dividend policy to distribute at least 20% of net profit attributable to shareholders (less fair value gain on investment properties)

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