



# ASPEN (GROUP) HOLDINGS LTD

ANALYST BRIEFING

7<sup>th</sup> September 2017

Redefine Living



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## Key Highlights

1. For 2Q 2017, the Group recorded a 246% increase in revenue and 356% increase in gross profit underpinned by revenue recognition from on-going project; namely Tri-Pinnacle and Vervea
2. High sale achievement for new residential projects, Vertu and Beacon which was 59.7% and 56.3% sold respectively
3. The Board has approved dividend policy of paying annual dividend of not less than 20% of the Group's consolidated profit after tax and non-controlling interest; which is to commence on financial year 2018.



# RESULTS HIGHLIGHTS

2Q FY2017





# Financial Highlights

(RM'000)	2Q FY2017	2Q FY2016	YoY Change (%)
Revenue	69,986	20,207	+246
Gross profit	32,584	7,148	+356
<i>Gross profit margin</i>	46.6%	35.4%	+11.2 ppt
Results from operating activities	21,492	(984)	n.m.
Profit/(Loss) before tax	21,269	(1,288)	n.m.
Profit/(Loss) attributable to owners of the Company	13,368	(751)	n.m.
EPS (RM cents)*	1.54	(0.09)	n.m.

n.m. – Not meaningful

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\* EPS for both financial periods ended 30 June are based on pre-IPO and post-IPO share capital of 693,347,900 and 866,617,900 shares respectively



# Financial Highlights

<b>RM'000</b>	<b>As at 30 June 2017</b>	<b>As at 31 December 2016</b>
Non-current Assets	118,887	107,145
Current Assets	445,136	422,295
<i>Development properties</i>	<i>222,678</i>	<i>193,787</i>
<i>Cash and cash equivalents</i>	<i>94,177</i>	<i>103,383</i>
Current Liabilities	357,295	342,031
Non-current Liabilities	104,452	143,119
Equity attributable to owners of the Company	95,363	40,912
NAV per share (RM cents)*	11.00	4.72

\* NAV per share for financial periods ended 31 December 2016 and 30 June 2017 are based on pre-IPO and post-IPO share capital of 693,347,900 and 866,617,900 shares respectively



# KEY BUSINESS REVIEW

# ON-GOING PROJECTS



# VERVÉA

(as at 30 June 2017)

- Total GDV: RM845.2m (*excluding Investment Properties*)
- Total unit: 441
- Percentage of units sold: 83.5%
- Percentage of completion: 25.0%
- Confirmed Sale : RM667.4mil
- Unbilled sale: RM313.5mil
- Expected date of CCC: 3Q 2018

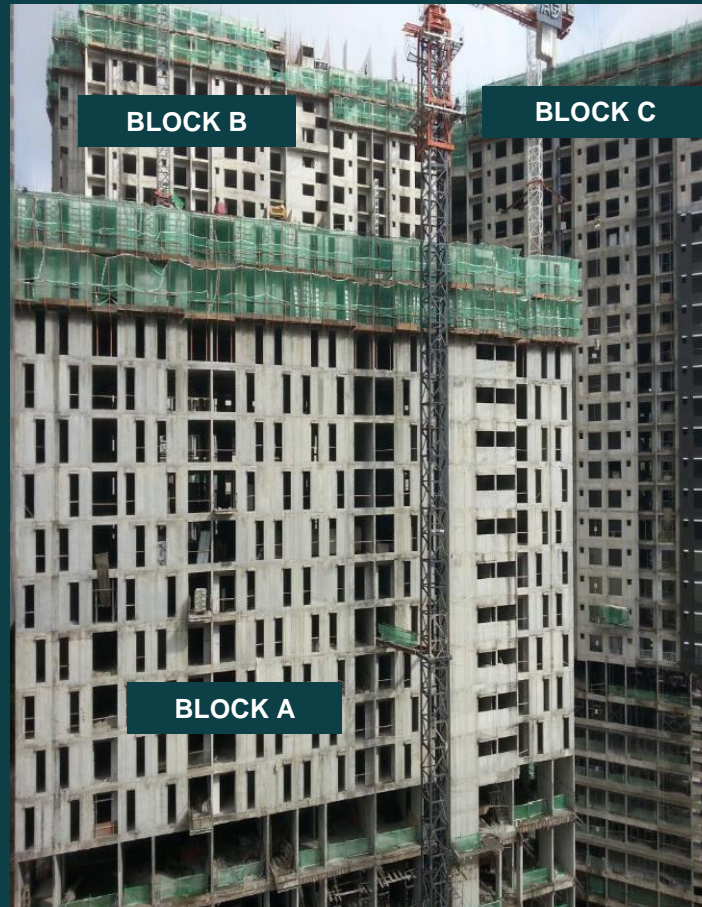




## TRI PINNACLE

(as at 30 June 2017)

- Total GDV: RM520.9m
- Total unit: 1,317
- Percentage of units sold: 82.3%
- Percentage of completion: 28.0%
- Sale value: RM427.2mil
- Unbilled sale: RM263.5mil
- Expected date of CCC: 3Q 2018



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# VERTU

(as at 30 June 2017)

- Total GDV: RM661.7m
- Total unit: 1,246
- Percentage of units sold: 59.7%
- Percentage of completion: 2.7%
- Sale value: RM375.1mil
- Unbilled sale: RM337.6mil
- Expected date of CCC: 1Q 2021

## Piling Works In Progress



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# BEACON

(as at 30 June 2017)

- Total GDV: RM143.0m
- Total unit: 227
- Percentage of units sold: 56.3%
- Percentage of completion: n/a
- Sale value: RM74.8mil
- Unbilled sale: RM74.8mil
- Expected date of CCC: 3Q 2020

## Tri-Pile Works In Progress



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# KEY BUSINESS REVIEW

## PIPE-LINE PROJECTS



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PROJECT NAME	PROJECT LOCATION	TARGETED DEVELOPMENT COMPONENTS	ESTIMATED GDV
<b>HH GALLERIA</b>	Tanjong Bungah	Mixed development consists of: - 2 blocks condominium with shop offices and retail spaces	RM613.1mil



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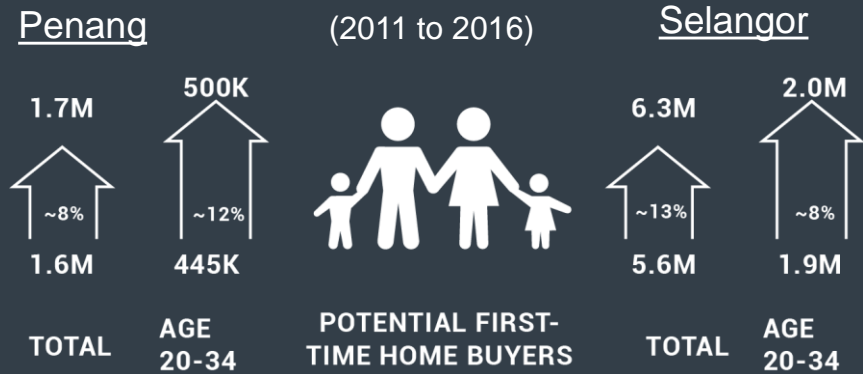
PROJECT NAME	PROJECT LOCATION	TARGETED DEVELOPMENT COMPONENTS	ESTIMATED GDV
<b>VILUXE VILLA</b>	Aspen Vision City	Residential project consists of 133 units of bungalow	RM350.0mil
<b>VITTORIA FINANCIAL CENTRE</b>	Aspen Vision City	Commercial development consists of: - 5 blocks of commercial building and a block of office tower	RM238.0mil



**BUSINESS  
OUTLOOK AND  
FUTURE PLANS**



## Growing population in Penang and Selangor



## Government policies promoting affordable home ownership

Policies introduced will spur development projects and increase property investments

- ✓ Full exemption of stamp duty for first-time home buyers for homes valued up to RM300,000 for a certain period of time
- ✓ Easier access to financing schemes for housing for middle-income households under PR1MA scheme
- ✓ Subsidies for home purchases and lowered rental rates in urban areas

## Strong investment into Penang <sup>(1)</sup>

- Attracted **RM55 bn** investments from 2008-2015, 90% increase from 2000-2007
- **20%** of Malaysia's overall foreign direct investment inflows in 2015, the **highest** among the states in Malaysia
- **RM27 bn** Penang Transport Master Plan aimed at improving connectivity and overcoming traffic congestion in Penang

## Development plans of Batu Kawan <sup>(2)</sup>

- Strategically located
- Landmark projects - joint venture between PDC, Temasek and Economic Development Innovations Singapore to develop Penang High Tech Industrial park
- Master planned as an Eco City township which is modern, sophisticated and comfortable with sustainable and green technology

1 Source: Penang Development Corporation, 2015 Annual Report, Chairman's Message, on its website: [http://www.pdc.gov.my/images/pdc\\_pictures/annualreport/PDC\\_AR2015.pdf](http://www.pdc.gov.my/images/pdc_pictures/annualreport/PDC_AR2015.pdf).

2 Source: Penang Development Corporation, on Batu Kawan Industrial Park, on its website: [http://www.pdc.gov.my/images/pdc\\_pictures/annualreport/PDC\\_AR2015.pdf](http://www.pdc.gov.my/images/pdc_pictures/annualreport/PDC_AR2015.pdf).



## FUTURE PLANS

- **Acquire new land banks and carry out new developments**
  - ✓ Expand into other Southeast Asian regions through mergers and acquisitions, joint ventures, strategic alliances or partnerships
- **Continue to focus on mass market residential and mixed development projects**
  - ✓ Enter into partnerships with established brands to provide greater value to purchasers through the provision of Smart Services and other innovative technologies
- **Expansion into new business segments**
  - ✓ To generate recurring income streams from our property developments by renting out carparks, retail outlets and advertisement spaces
- **Streamline our development and construction processes**
  - ✓ Keep financing costs and leverage low by utilising





THANK YOU

