



ASPEN (GROUP) HOLDINGS LIMITED

FY 2017 Results Briefing
28 February 2018

Redefine Living



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KEY HIGHLIGHTS



Key Highlights

1. As at 31 December 2017, Aspen Group has 8 ongoing and upcoming projects with
 - 3974 of residential units at 423,091 sqm,
 - 180,431 sqm of commercial shop offices,
 - 125,025.2 sqm of leasable retail spaces.
2. The Group achieves record net profits of RM85.4 million in FY2017.
3. For Q4 FY2017, the Group recorded net profit of RM42 million, almost matches 9M FY 2017 net profit of RM43.4 million.
4. Revenue rose substantially due to progressive revenue recognition from ongoing projects.
5. Healthy balance sheet with comfortable net cash position of RM 22.7 million as at 31 December 2017.
6. With total unbilled sales of RM 858.2 million as at 31 December 2017, the Group expects revenue growth to continue with further sales and construction of its four ongoing projects.

KEY BUSINESS REVIEW

- FLAGSHIP PROJECT
- ONGOING PROJECTS
- PIPELINE PROJECTS
- FUTURE PROJECTS





KEY BUSINESS REVIEW

FLAGSHIP PROJECT

ASPEN VISION CITY, BATU KAWAN, PENANG

A RM10 billion master development jointly developed by Aspen Group & IKEA Southeast Asia



IKEA Southeast Asia 

The text 'IKEA Southeast Asia' is displayed in a white sans-serif font. To its right is the official IKEA logo, which consists of the word 'IKEA' in white, bold, sans-serif letters inside a blue and yellow rectangular frame.

Redefine Living

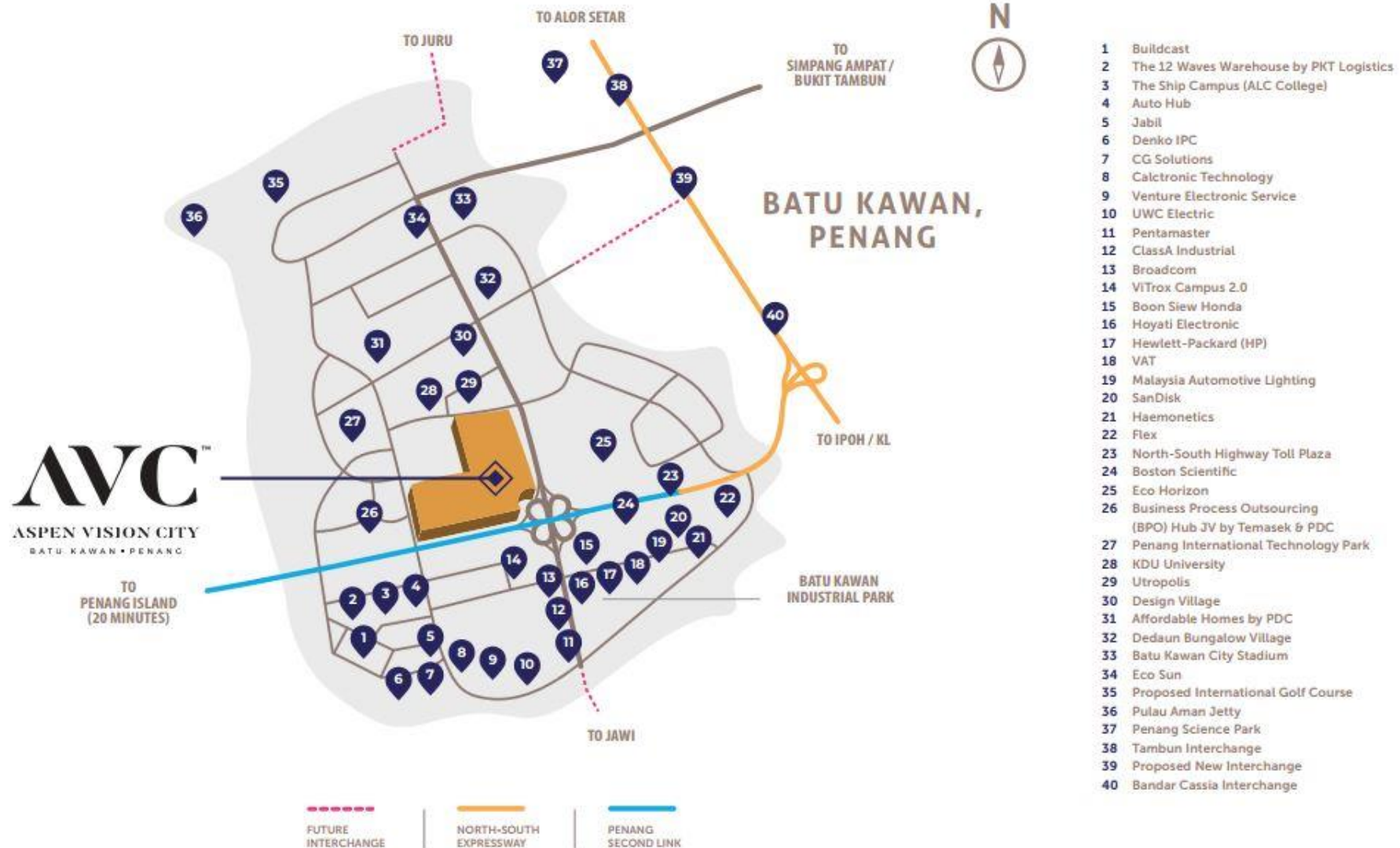


ABOUT BATU KAWAN

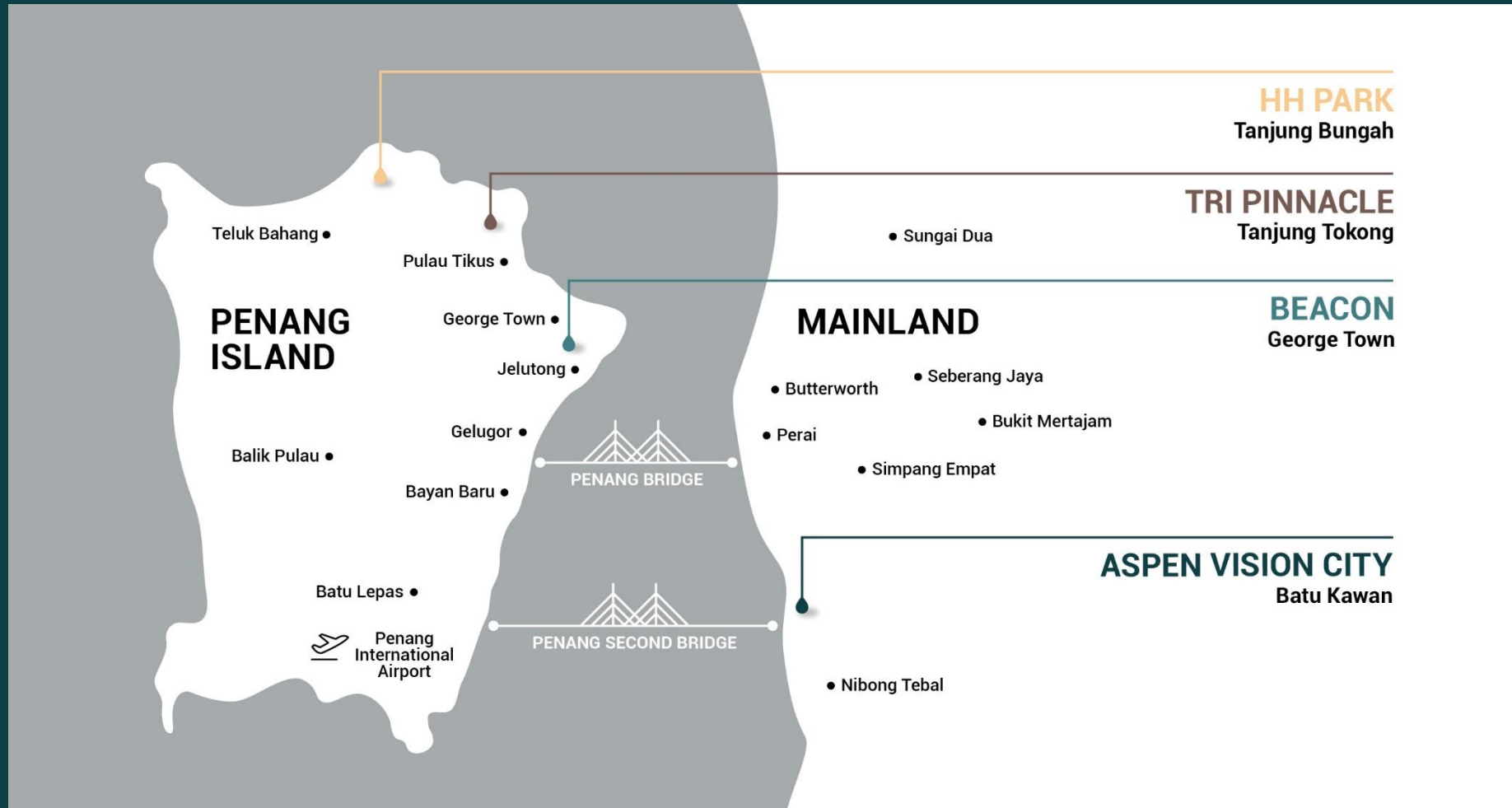
The Next Metropolis in the Northern Region of Malaysia

Earmarked by the government to be developed as Penang's third satellite city, Batu Kawan is one of the fastest developing regions in Penang with ever-increasing numbers of large multi-national organisations and industries opting to establish their presence within its vicinity.

Strategically connected via billion-Ringgit infrastructure such as the Second Penang Bridge, North-South Highway and a diverse network of roads, Batu Kawan is poised to emerge as the next metropolis representing the ultimate meeting point between the north and the rest of Peninsular Malaysia.

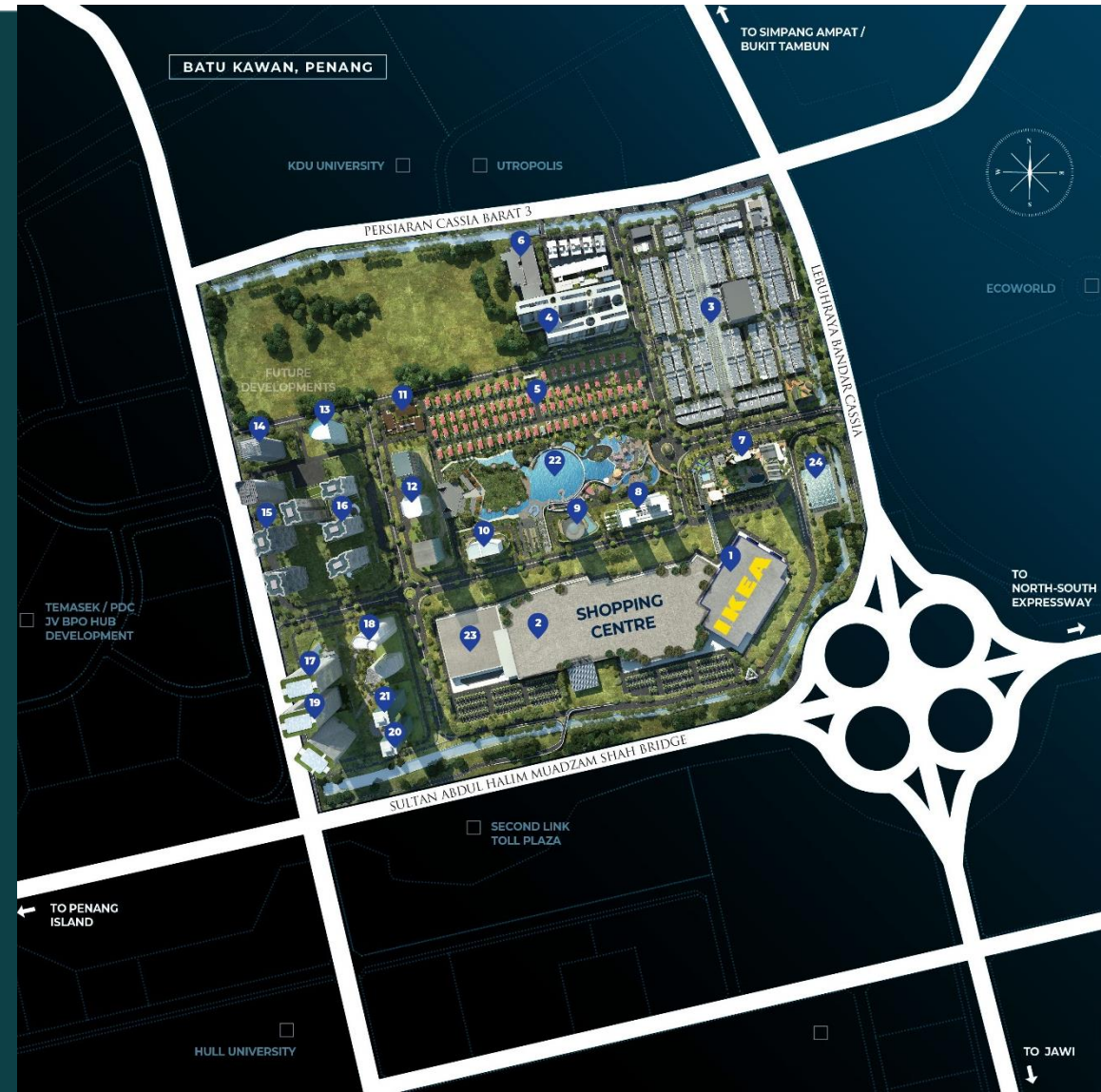


Location Map of Aspen Vision City



Aspen Vision City Master Plan

- | | | |
|--|---|--|
| 1 IKEA Regional Store | 9 Retail & Residential | 17 Retail / Office & Residential |
| 2 Regional Integrated Shopping Centre | 10 Retail & Residential | 18 Retail / Office & Residential |
| 3 Vervéa Shop Offices | 11 International School | 19 Medical Centre & Healthcare Facilities |
| 4 Vertu Resort | 12 Retail / Office & Residential | 20 Retail / Office & Residential |
| 5 Viluxe Designer Bungalows | 13 Residential | 21 Retail / Office & Residential |
| 6 Columbia Asia Medical Centre | 14 Residential | 22 25-acre Central Island Park |
| 7 Hotel, Office Tower & Residential | 15 Retail / Office & Residential | 23 Transportation Hub |
| 8 Retail & Residential | 16 Retail / Office & Residential | 24 Auto Hub |



A 245-acre freehold project joint venture development with IKEA Southeast Asia.

- a) 170-acre Mixed Development Land
- b) IKEA store
- c) Regional Integrated Shopping Centre
- d) 25-acre Central Park
- e) Columbia Asia Medical Centre
- f) First Petrol Station in Batu Kawan with a drive-thru restaurant.
- g) Auto Hub



Wordings in yellow depicts expected date of completion.

KEY BUSINESS REVIEW

ONGOING PROJECTS

- ASPEN VISION CITY - IKEA STORE & REGIONAL INTEGRATED SHOPPING CENTRE
 - COLUMBIA ASIA MEDICAL CENTRE
 - CENTRAL ISLAND PARK
 - VERVÉA
 - VERTU RESORT
- TRI PINNACLE
- BEACON EXECUTIVE SUITES

IKEA STORE AND REGIONAL INTEGRATED SHOPPING CENTRE

IKEA Store

- First and only store in the Northern Region
- RM600 million investment and covering a built-up area of over 430,000 sq ft
- The anchor of AVC's 1,000,000 sq. ft. integrated shopping regional shopping centre
- Expected to receive 6 million visitors a year
- Slated to be opened in the 1st quarter of 2019

Regional Integrated Shopping Centre

- 1,000,000 sq. ft. net leasable area
- RM1 billion investment by the JV partners
- First integrated shopping centre managed by IKEA Southeast Asia in the Northern Region
- Expected to be opened in 2021



IKEA STORE

Building work is ongoing. Targeted to complete by end of 2018.



COLUMBIA ASIA MEDICAL CENTRE

- Columbia Asia's second hospital in the Northern Region
- Aimed to serve the healthcare needs of the immediate and surrounding establishment.
- A RM185 million investment by Columbia Asia Sdn Bhd and is expected to be completed in 2020.
- The full service hospital will be equipped with 150 beds and will be the only Columbia Asia Medical Centre in Penang.



CENTRAL ISLAND PARK

- Spanning across 25 acres in the midst of AVC
- Designed by award-winning firm DP Green and renowned Landscape Architects Site Concepts International.
- The central natural showpiece and green oasis of the development.
- Features various attractions including a 30-meter water jet, musical fountain, amphitheater, sky bridge, playground as well as running and cycling paths.
- Ideal for events, fun fairs, bazaars or even a moonlight cinema.



CENTRAL ISLAND PARK

Water features and ground works are currently under construction.



VERVÉA SHOP OFFICES

- First phase of development at Aspen Vision City
- Largest gated and guarded commercial precinct in the Northern Region spanning across 25 acres of Freehold land
- 3 & 4 storeys shop offices equipped with individual lift
- Developed to be fully connected and integrated with smart features and facilities



GDV: RM845.2 mil

Type: Shop offices

Gross Floor Area: 186,563 m²

Unbilled Sales: RM280.6 mil

Total units: 441

Tenure: Freehold

Units Sold: 88.28%

Expected Date of CCC: Q3 2018

Location: Aspen Vision City, Penang

Land Area: 35 acres / 141,640 m²

Sales Value: RM699.3 mil



VERVÉA

Main building works is on going and structure works to be completed by end of March, 2018.



VERTU RESORT

- The first residential project in Aspen Vision City
- The first resort-inspired high rise development in mainland Penang.
- Comprises five exquisite towers, ranging from 29 to 42 storey
- Versatile living spaces with only 8 units per floor
- 200,000 sq ft of resort-style facilities space that include one of the longest swimming pools in Asia measuring 152 metres
- Move-in condition- furnished & fitted



GDV: RM 661.7mil

Type: Residential

Gross Floor Area: 131,331 m2

Unbilled Sales: RM367.6 mil

Total units: 1246

Tenure: Freehold

Units Sold: 65.73%

Expected Date of CCC: Q1 2021

Location: Aspen Vision City, Penang

Land Area: 7.28 acres / 29,461 m2

Sales Value: RM418.2 mil



VERTU RESORT

Piling works completed. Lift core and ground works is currently ongoing.



TRI PINNACLE

- The first private initiated affordable development in Penang
- Strategic location on a Freehold land
- Complimented with first class facilities
- Rooftop facilities



GDV: RM520.9 mil

Type: Affordable Condominium

Gross Floor Area: 28,449 m²

Unbilled Sales: RM110.5 mil

Total units: 1,317

Tenure: Freehold

Units Sold: 83.45%

Expected Date of CCC: Q3 2018

Location: Tanjung Tokong, Penang

Land Area: 9.97 acres / 40,347 m²

Sales Value: RM434.7 mil



TRI PINNACLE

Tower structural works completed. Circular ramp and car park podium is currently ongoing.



BEACON EXECUTIVE SUITES

- Central location within 10 minutes from George Town
- Full range sky podium facilities
- Furnished move-in condition, fitted with kitchen & home appliances
- Equipped with Smart lifestyle features & Smart service platform



GDV: RM 143 mil

Type: Service Executive Suites

Gross Floor Area: 24,049 m²

Unbilled Sales: RM83.5 mil

Total units: 227

Tenure: Freehold

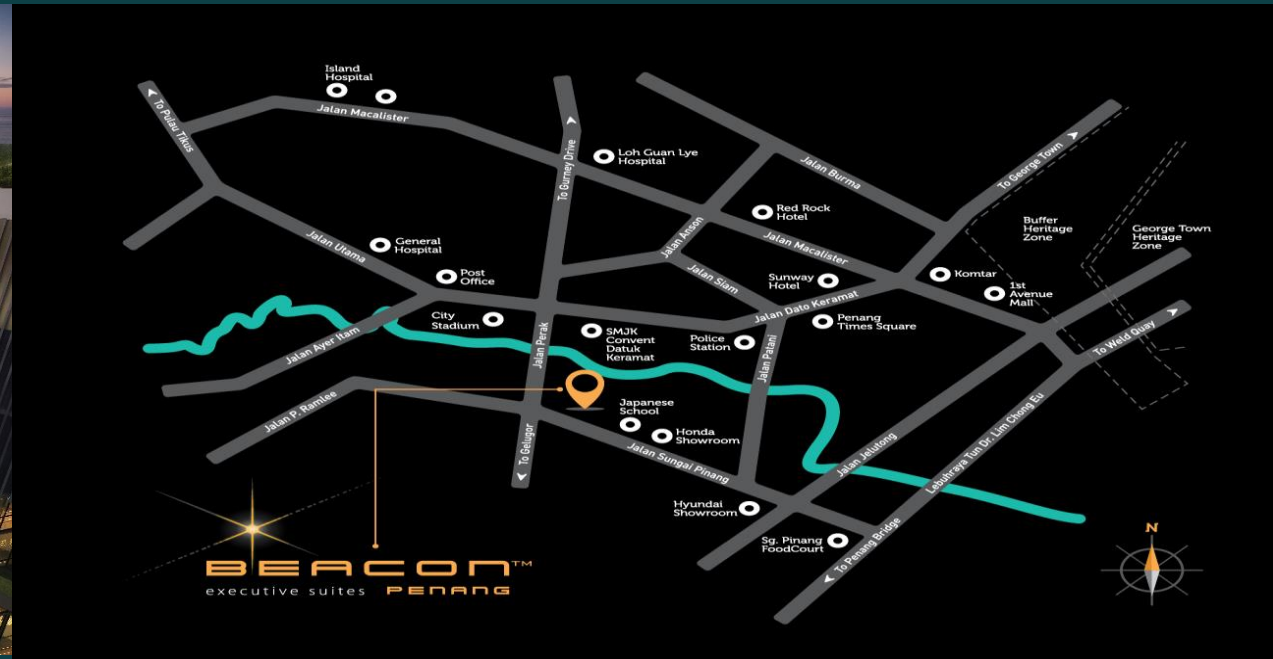
Units Sold: 65.2%

Expected Date of CCC: Q3 2020

Location: George Town, Penang

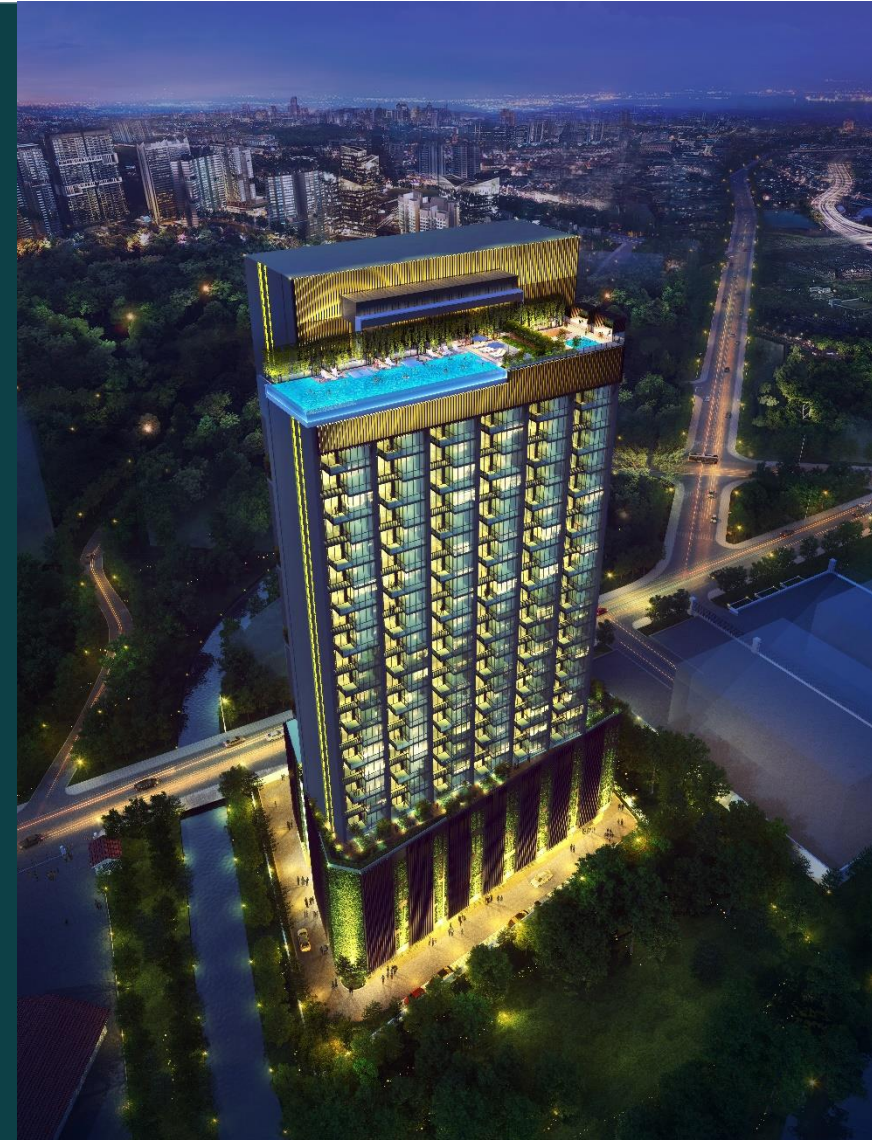
Land Area: 1.2 acres/ 4,856 m²

Sales Value: RM91.8 mil



BEACON EXECUTIVE SUITES

Test pile completed. Piling work to be commenced.



KEY BUSINESS REVIEW

PIPELINE PROJECTS

- ASPEN VISION CITY - VILUXE DESIGNER BUNGALOWS
 - VITTORIA FINANCIAL CENTRE
 - VOGUE- LIFESTYLE RESIDENCE, HOTEL, OFFICE TOWER, RETAIL
- HH PARK RESIDENCE

VILUXE DESIGNER BUNGALOWS

- The first landed luxurious residential development in Aspen Vision City
- Exclusively limited and exquisitely unlimited- only 133 units
- Fronting the 25-acre Central Island Park
- Fully equipped 3-storey Clubhouse with a Rooftop Garden for its residents
- Enhanced and equipped with smart home solutions



GDV: RM 346 mil

Type: Residential

Gross Floor Area: 48,373 m2

Total units: 133

Tenure: Freehold

Expected date of CCC: 2022

Location: Aspen Vision City, Penang

Land Area: 17.7 acres / 71,629 m2



VITTORIA FINANCIAL CENTRE

- Comprises of 5 bungalow office blocks and 230 smart office suites
- Enhanced with an intelligent ecosystem designed for businesses of the future
- Equipped with work spaces that are integrated with shared private services and lifestyle facilities such as Conference Room, Boardroom, Swimming Pool, Sky Gym etc



GDV: RM 238 mil

Type: Commercial

Gross Floor Area: 57,321 m²

Total units: 230

Tenure: Freehold

Expected date of CCC: 2021

Location: Aspen Vision City, Penang

Land Area: 5.81 acres/ 23,512 m²



VOGUE

- Comprises of lifestyle residences, 4-star business hotel, office suites and retail spaces
- Direct access to IKEA store and regional integrated shopping centre
- Linked to Vervéa commercial precinct
- Over looking to 25-acre Central Island Park



GDV: RM 794.4 mil

Type: Mixed development

Gross Floor Area: 108,346 m²

Total units: 627

Tenure: Freehold

Expected date of CCC: 2022

Location: Aspen Vision City, Penang

Land Area: 6.62 acres / 26,790 m²



HH PARK RESIDENCE

- HH Park Residence is a FREEHOLD development strategically located within the Tanjung Bungah enclave
- Bespoke luxury and contemporary lifestyle with comfort and convenience immersed in unsurpassed luxury and prestige
- Luxuriously furnished and impeccable fitted for the finest accommodation
- Equipped with sophisticated smart services and solutions, private amenities and lifestyle facilities
- Exceptional rooftop indulgence and facilities



GDV: RM 613.1 mil

Type: Residential

Gross Floor Area: 91,257 m²

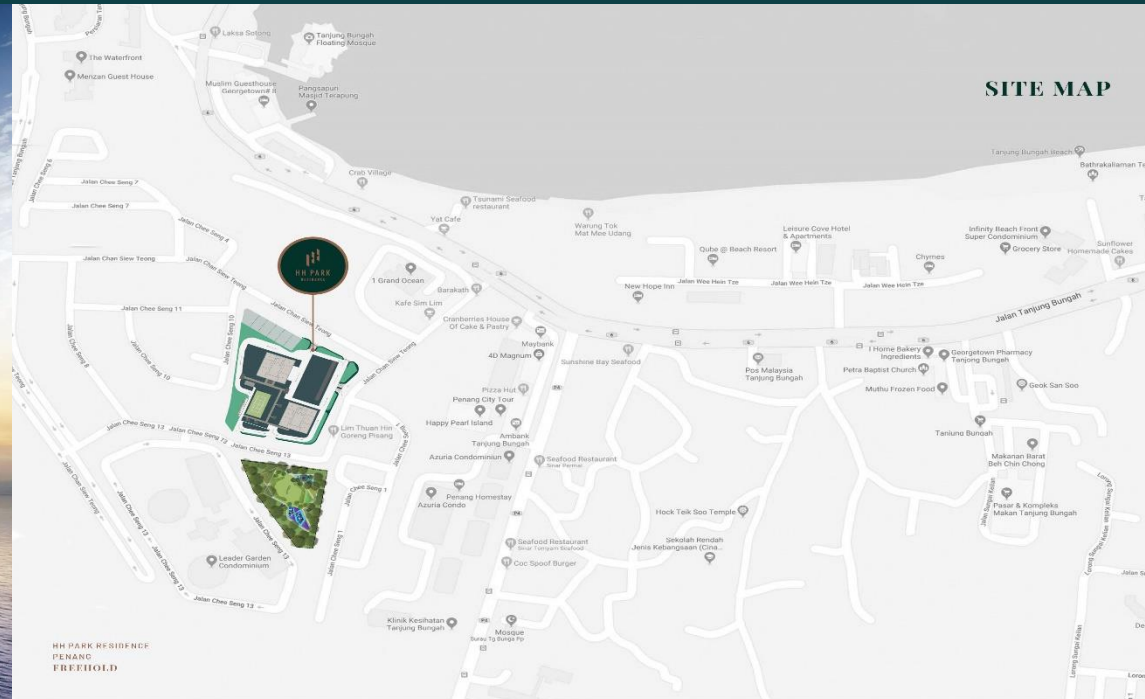
Total units: 424

Tenure: Freehold

Expected date of CCC: 2022

Location: Tanjung Bungah, Penang

Land Area: 4.5 acres / 18,211 m²



KEY BUSINESS REVIEW

FUTURE PROJECTS

- ASPEN VISION CITY
- SERI KEMBANGAN
- KAJANG
- SHAH ALAM

ASPEN VISION CITY

- Consists of 24 plots in total
- Has developed up to 10 plots as at to date
- Remaining of 14 plots of the mixed development to be developed in the next 8-10 years



ASPEN VISION CITY- FUTURE DEVELOPMENTS

No.	Development	Estimated GFA (sqm)	Estimated GDV (RM)
8	Retail & Residential	75,344	404,200,000
9	Retail & Residential	48,756	285,150,000
10	Retail & Residential	53,791	295,470,000
11	International School	98,477	533,150,000
12	Retail / Office & Residential	219,437	1,233,080,000
13	Residential	109,626	593,510,000
14	Residential	115,850	627,480,000
15	Retail/ Office & Residential	178,374	980,190,000
16	Retail/ Office & Residential	165,646	910,100,000
17	Retail/ Office & Residential	134,765	729,560,000
18	Retail/ Office & Residential	123,617	669,200,000
19	Medical Centre & Healthcare Facilities	140,562	760,730,000
20	Retail/ Office & Residential	60,443	327,180,000
21	Retail/ Office & Residential	60,443	327,180,000
		1,585,131	8,676,180,000

SERI KEMBANGAN

Estimate GDV: RM 300 mil

Tenure: Leasehold

Location: Bandar Permai Putra, Selangor

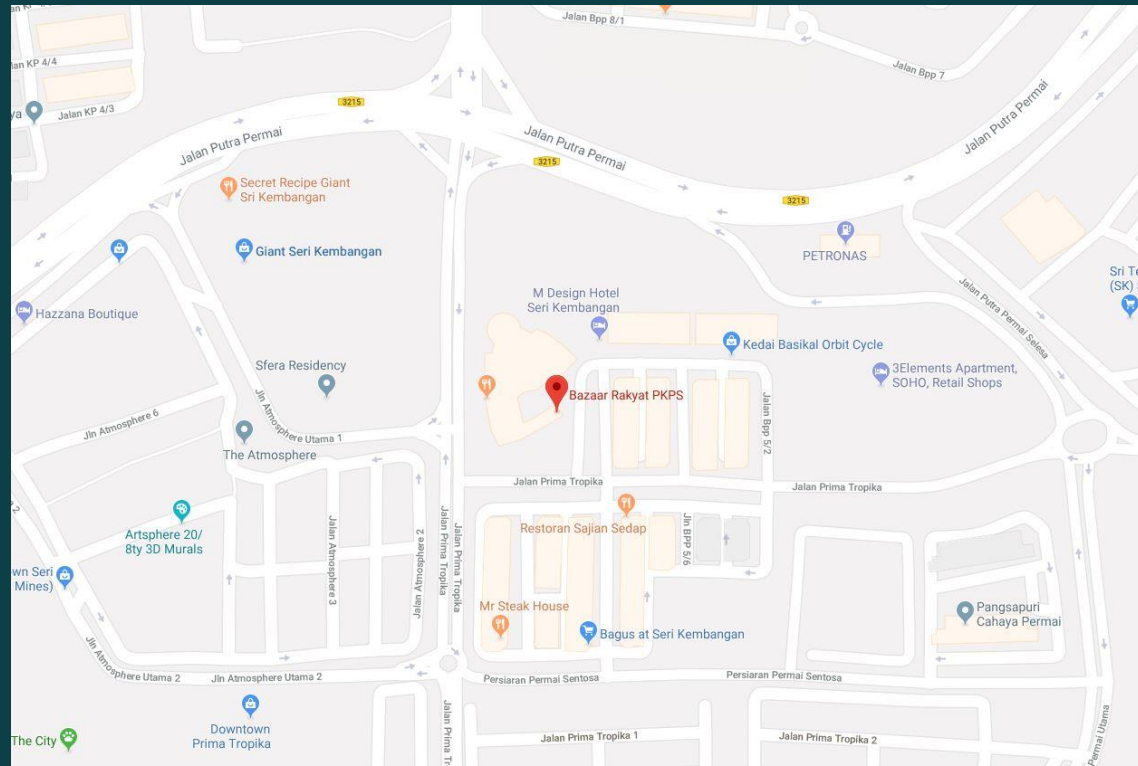
Type: Commercial

Land Area: 3 acres / 12,285 m²

Gross Floor Area: 73,086 m²

Development Components: Affordable Serviced Apartment

Expected launch date: Q4 2018



KAJANG

Estimate GDV: RM 421 mil

Tenure: Leasehold

Location: Tropicana Heights, Selangor

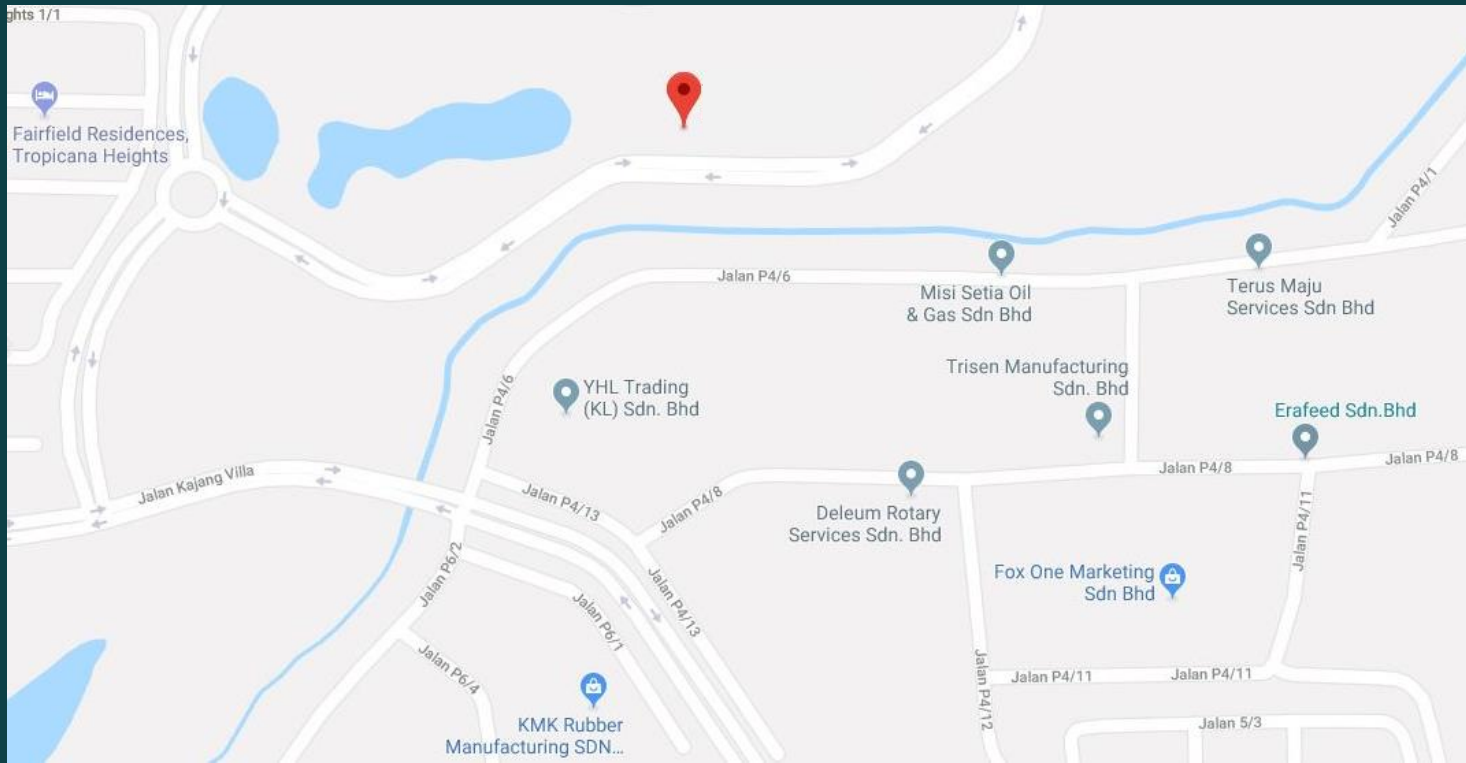
Type: Mixed development

Land Area: 5.67 acres / 22,953 m²

Gross Floor Area: 89,592 m²

Development Components: Service apartment, affordable apartment, shop lots

Expected launch date: 2019



SHAH ALAM

Estimate GDV: RM 1 bil

Type: Industrial

Development Components: Logistic hub, warehouses & distribution centre for FMCG

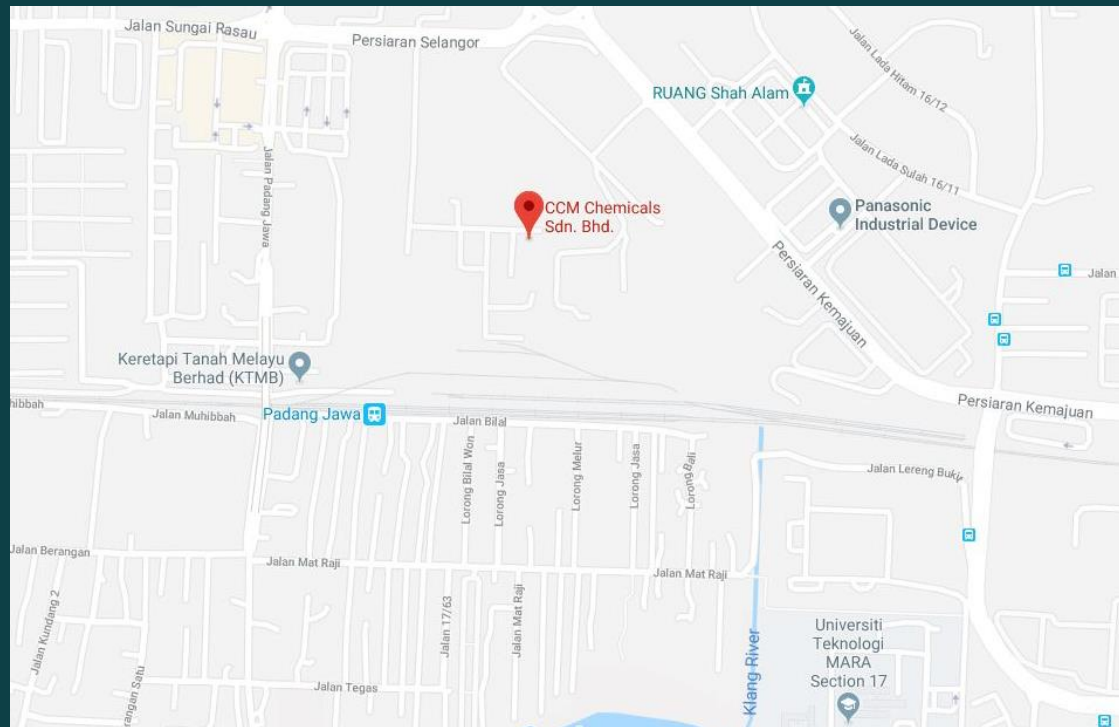
Tenure: Leasehold

Gross Floor Area: 232,000 m²

Location: Section 16 Shah Alam, Selangor

Land Area: 70.96 acres / 287,153 m²

Expected launch date: 2020



RESULTS HIGHLIGHTS

Q4 FY2017



(RM'000)	Q4 FY2017	Q4 FY2016	YoY Change (%)
Revenue	207,125	44,140	369
Gross profit	75,706	15,668	383
<i>Gross profit margin</i>	<i>36.55%</i>	<i>35.50%</i>	<i>+1.05ppt</i>
Results from operating activities	60,299	4,599	n.m.
Profit before tax	59,930	3,338	n.m.
Profit attributable to owners of the Company	41,967	1,457	n.m.
EPS (RM cents)*	5.47	0.19	n.m.

n.m. – Not meaningful

* EPS for both financial periods ended 31 December are based on share capital of 767,877,736 shares assuming Restructuring Exercise has been completed as at 1 January 2016.

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(RM'000)	12M FY2017	12M FY2016	YoY Change (%)
Revenue	453,073	99,653	355
Gross profit	180,709	35,440	324
<i>Gross profit margin</i>	<i>39.89%</i>	<i>35.56%</i>	<i>+4.33ppt</i>
Results from operating activities	131,972	5,486	n.m.
Profit before tax	132,023	2,289	n.m.
Profit/(Loss) attributable to owners of the Company	85,408	(306)	n.m.
EPS (RM cents)*	11.12	(0.04)	n.m.

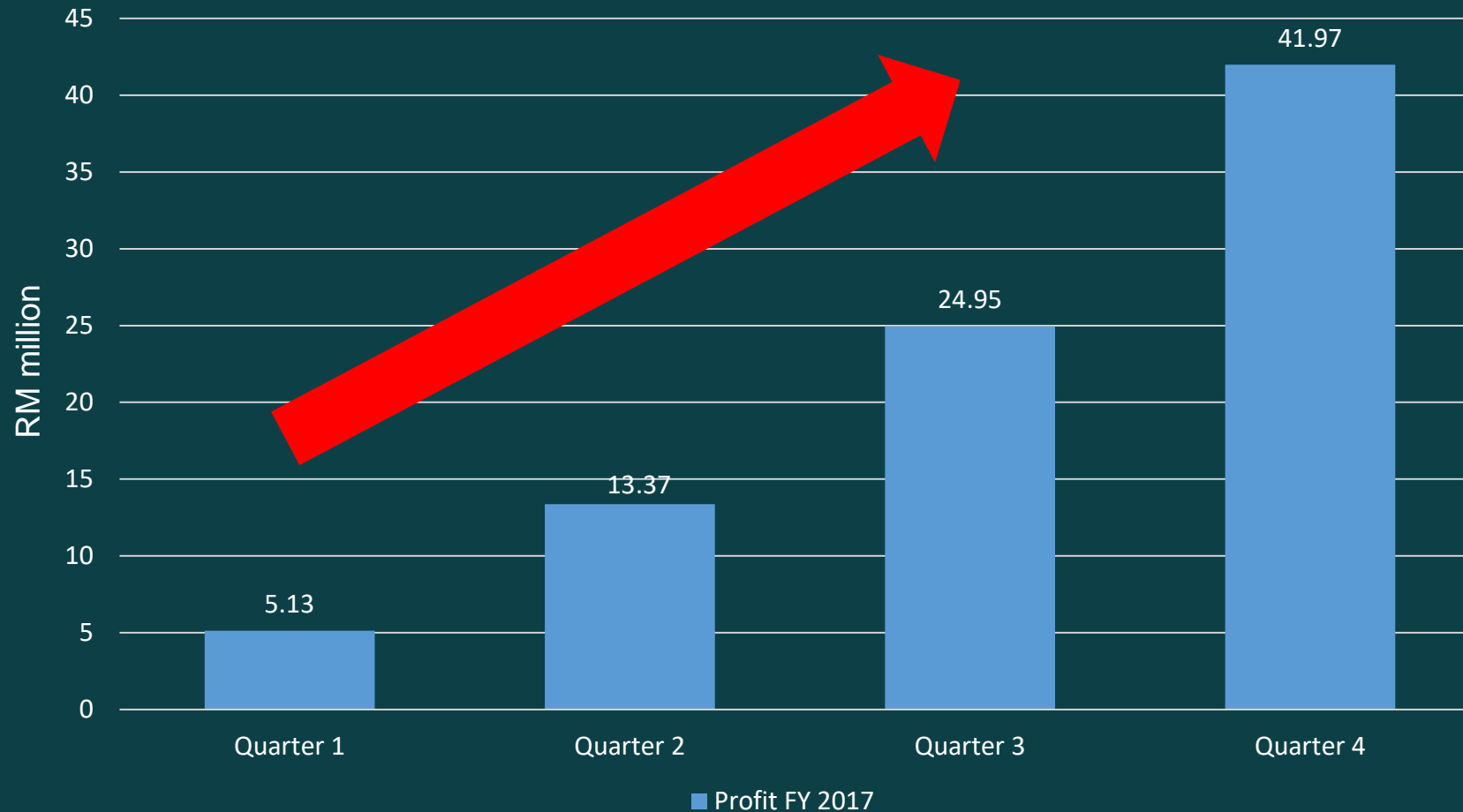
n.m. – Not meaningful

EPS for both financial periods ended 31 December are based on share capital of 767,877,736 shares assuming Restructuring Exercise has been completed as at 1 January 2016.

RM'000	As at 31 December 2017	As at 31 December 2016
Non-current Assets	145,259	107,145
Current Assets	618,541	422,295
<i>Development properties</i>	282,726	193,787
<i>Cash and cash equivalents</i>	139,988	103,383
Current Liabilities	326,782	342,031
Non-current Liabilities	134,470	143,119
Equity attributable to owners of the Company	286,282	40,912
NAV per share (RM cents)*	33.03	5.90

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

Profit attributable to Owners of the Company



SUMMARY OF MALAYSIA'S BUDGET 2018



Summary of Malaysia's Budget 2018

1. The Government has allocated a fund amounted to RM2.2 billion to increase home-ownership
2. MyDeposit programme - assist first time home buyers with their down payment or instalments when purchasing their first home. Enable developers to provide more affordable homes
3. To encourage the construction of more affordable homes, the step-up financing scheme introduced by PR1MA will be extended to private housing developers subject to certain criteria
4. 50% tax exemption for rental income on residential home will also encourage investment in residential properties
5. The reduction in income tax rate of low and middle-income taxpayers will result in higher disposable income for those planning to buy a home

SUMMARY OF
MARKETING EVENTS 2017



ASPENORMOUS SAVINGS 1 DAY SALES



SNEAK & PICK

PURE LIGHT AFTER WORK



MAGICAL CHRISTMAS WISHING WALL

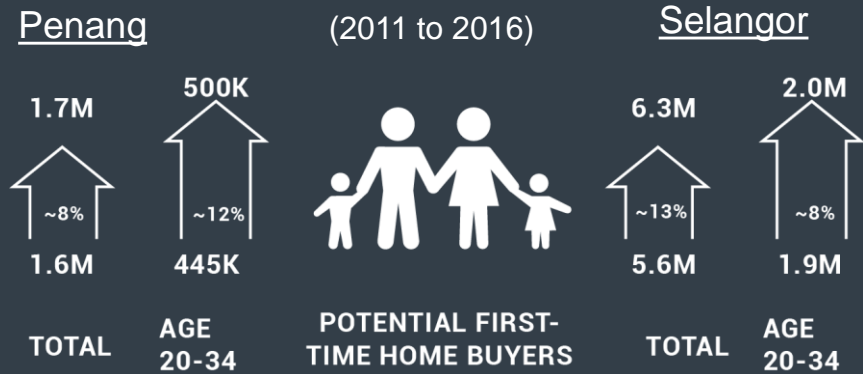
ASPEN GROUP CONCEPT GALLERY AT GURNEY PLAZA



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 ⁽¹⁾

- 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 ⁽²⁾

- 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.

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.

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 internal sources of funding prior to utilising external facilities



THANK YOU

