

## **MMC CORPORATION BERHAD**

1Q FY2021
ANALYST BRIEFING PRESENTATION

27th MAY 2021



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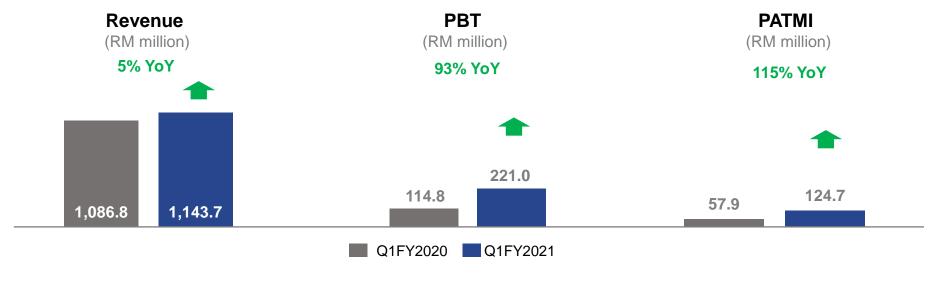




GROUP FINANCIAL PERFORMANCE OVERVIEW

### **QUARTERLY GROUP FINANCIAL PERFORMANCE**





### Revenue

- 5% YoY increase was due to:-
  - ➤ Higher volume handled at Pelabuhan Tanjung Pelepas Sdn Bhd ("PTP") and Northport Malaysia Berhad ("NMB") and contribution from Graphite project and Langat Sewerage project by Engineering division.
  - > Offset by lower work progress from KVMRT-SSP Line, lower passenger and cargo volumes at Senai Airport, and lower volume handled at Penang Port Sdn Bhd ("PPSB").

### **PBT**

- 93% YoY increase was due to:-
  - > Higher volume handled at PTP and NMB, and strict cost management at all our ports
  - Higher contribution from Langat Sewerage project
  - Gain on sublease of land at PTP.
  - > Lower finance cost.
  - ➤ However, offset by lower contribution from KVMRT-SSP Line, Senai Airport and PPSB.

### Q1FY2021 KEY FINANCIAL HIGHLIGHTS







Revenue RM1,143.7 mil





**Profit Before Tax** ("PBT") RM221.0 mil



115% YoY



Profit After Tax And Minority Interest ("PATMI")

RM124.7 mil

### **Ports & Logistics**



- Higher volume handled at Pelabuhan Tanjung Pelepas ("PTP") and Northport (Malaysia) Berhad ("NMB").
- Gain on sublease of land at PTP.
- Offset by lower volume handled at Penang Port Sdn Bhd ("PPSB").

### **Engineering**



- Lower work progress from KVMRT-SSP Line due to completion of tunnelling works and impact of COVID-19.
- Offset by higher revenue and contribution from Graphite project & Langat Sewerage project.

### **Energy & Utilities**



## **Others**



- Lower revenue from Aliran Ihsan Resources Berhad ("AIRB") due lesser water project, however, cushioned by increase in treated water production.
- Lower contribution from Malakoff due to lower contribution from its coal plants (TBP & TBE) given the decline in applicable coal price.
- Offset by higher contribution from Gas Malaysia Berhad ("GMB") from higher gas volume.

- Lower passengers and cargo volume handled at Senai Airport due to the COVID-19 pandemic.
- Offset by lower operating costs and finance costs due to lower interest rate.





Total Assets RM25.79 B FY2020: RM26.10 B



Total Equity RM10.49 B FY2020: RM10.30 B



Total Liabilities RM15.30 B FY2020: RM15.80 B



Deposits, Bank & Cash Balances and Other Investments RM2.63 B



Total Borrowings RM9.65 B FY2020: RM9.77 B



Current Ratio 1.07x FY2020: 1.09x



Net Assets Per Share RM3.18 FY2020: RM3.12



Gross Gearing Ratio 0.92x FY2020: 0.95x



Net Gearing Ratio 0.89x FY2020: 0.90x



**PORTS & LOGISTICS** 

### **PORTS & LOGISTICS: FINANCIAL PERFORMANCE**

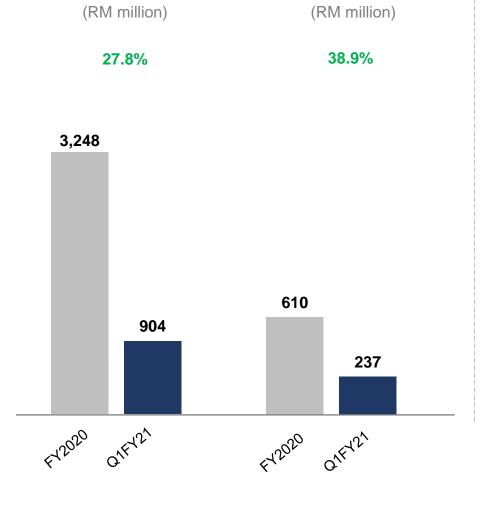
**PBT** 



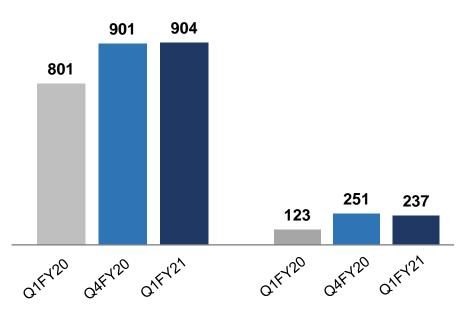
### FY2020 vs Q1FY2021

Revenue

### **Q1FY21 QUARTERLY**

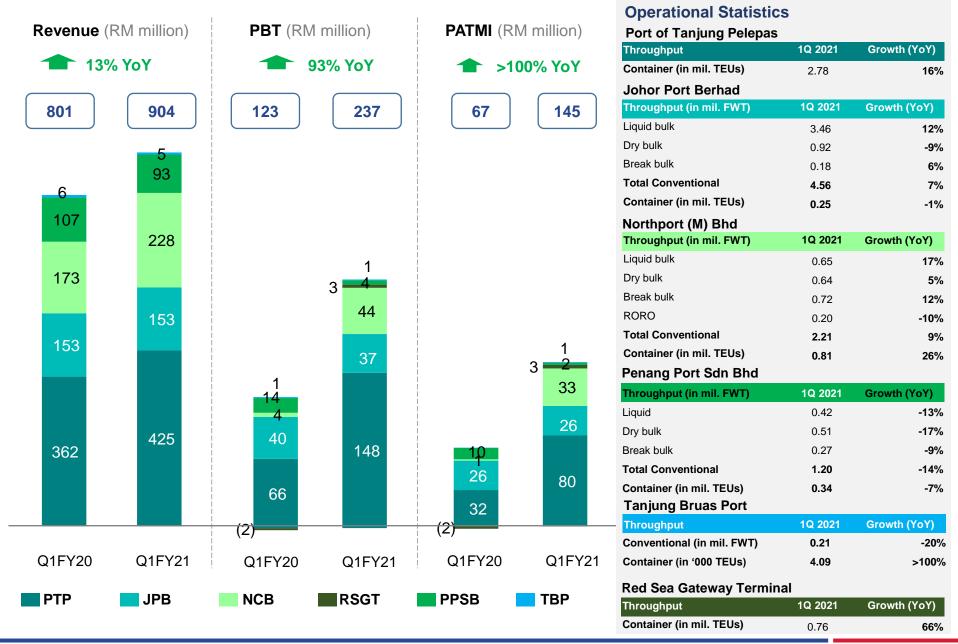






### **PORTS & LOGISTICS: FINANCIAL PERFORMANCE**







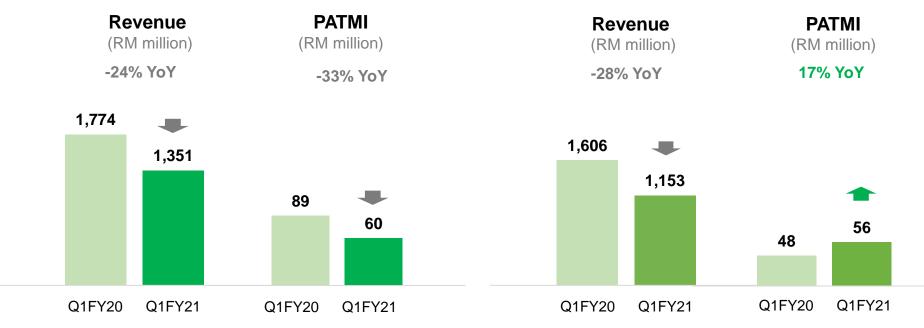
**ENERGY & UTILITIES** 

### **ENERGY & UTILITIES: FINANCIAL PERFORMANCE**



### **MALAKOFF**





Malakoff	Reve (RM n	enue nillion)	<b>PA</b> (RM n	<b>TMI</b> nillion)
YTD 31 March	2020	2021	2020	2021
MCB level	1,774	1,351	89	60
MMC Portion (37.6%)	N	N/A 27^		

Gas Malaysia		enue nillion)	PA <sup>-</sup> (RM n	<b>TMI</b> nillion)
YTD 31 March	2020	2021	2020	2021
GMB level	1,606	1,153	48	56
MMC Portion (30.9%)	N	/A	14	17

<sup>^</sup> After deducting PERPS interest





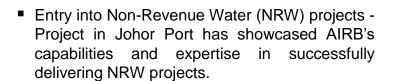


	Q1FY21	YoY Growth
Revenue (RM mil)	6.2	<1%
PBT (RM mil)	0.5	46.2%
Treated water volume:		
<ul> <li>Water treatment plants (million m³)</li> </ul>	15.0	2.4%
<ul> <li>Recycling plants (million m³)</li> </ul>	0.6	78.5%



**Wastewater Recovery Plants** 

### into commercial and Venturing industrial business segment of water reclamation/ recycling wastewater.

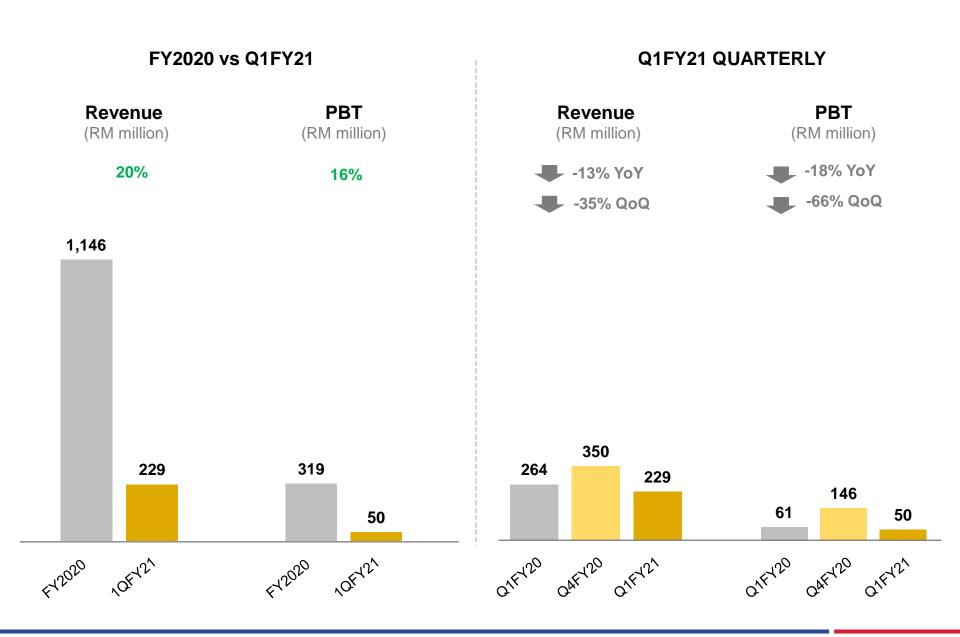






**ENGINEERING** 





### **ENGINEERING: ORDER BOOK**





Calendar Year
---------------

#	Project	Total Contract	MMC's	MMC's Outstanding	_ <b>1</b> V				2021			2022				2023			
"	110,000	Value (RM mil)	Portion	Order Book (RM mil)	Partner	Progress	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
1	MRT Line 2 : Sg. Buloh - Serdang - Putrajaya (38.7km) - Overall (Elevated, Underground & System)	17,420	50%	946	Gamuda	88.7%	<b>^</b>												
2	MRT Line 2 : Sg. Buloh - Serdang – Putrajaya (13.5 km) - Underground Works	13,110	50%	895	Gamuda	85.9%													
3	Langat Sewerage Project (MMC PLSB)	1,505	100%	107	-	93.8%													
4	Sungai Pulai Bridge	565	60%	147	CHEC	56.3													
5	PGU-I Gas Pipeline	131	100%	80	-	35%													
6	Langat 2 Water Treatment Plant*	994	50%	23	Salcon	100%													
7	Other projects	151	100%	59	-	-													
	TOTAL	33,876		2,257															

We are here

<sup>6)</sup> Completed on August 2020, currently pending for EOT,CPC and final claims.

<sup>7)</sup> Other projects: Rehabilitation works of Container Terminal Yard and ancillary works at Johor Port Berhad, Development of New Container Yard for the purpose of laden & empty containers at JPB, Design & Build contractor for the proposed arrival hall expansion and construction of new passenger holding lounge for Senai International Airport and Proposed Development of 3 Single-Storey Warehouse at NDSB 2 Logistics Hub for Northport (M) Berhad, Design and Build for the Proposed 50 meter extension jetty and associated works at Tanjung Bruas Port, Redevelopment Project of Swettenham Pier Cruise Terminal.

### **ENGINEERING: COMPLETED PROJECTS**

Undeterred Commitment in Delivering Value to Client

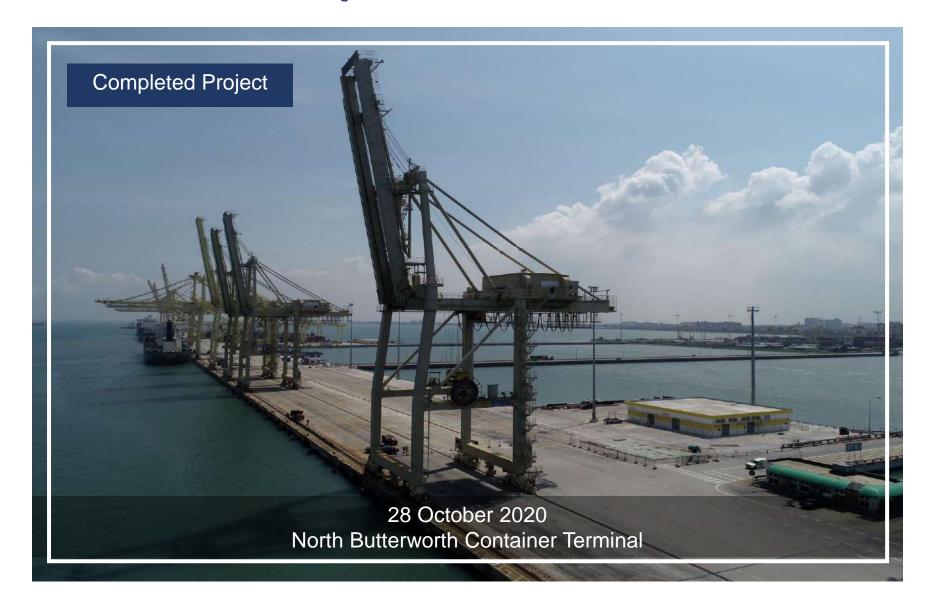




### **ENGINEERING: COMPLETED PROJECT (cont'd)**

Undeterred Commitment in Delivering Value to Client









### **ENGINEERING**

**Ongoing Projects** 

**MMC** 

Package Phase 1(A) I - Design And Build For The Proposed 50 Meter Extension Jetty And Associated Works At Tanjung Bruas Port, Melaka

**Progress : 36.51%** 





Proposed Bridge Crossing Sungai Pulai And Link Road from Pelabuhan Tanjung Pelepas To Tanjung Bin, Mukim Air Masin And Sungai Karang,

**Progress : 59.07%** 





The Proposed Arrival Hall Expansion and Construction of New Passenger Holding Lounge for Senai International Airport (SATEXP)

**Progress : 53.88%** 





Engineering, Procurement, Construction and Commissioning (EPCC) Of PGU-1 Gas Pipeline Replacement Project (GRAPHITE)

**Progress** : 39.63%



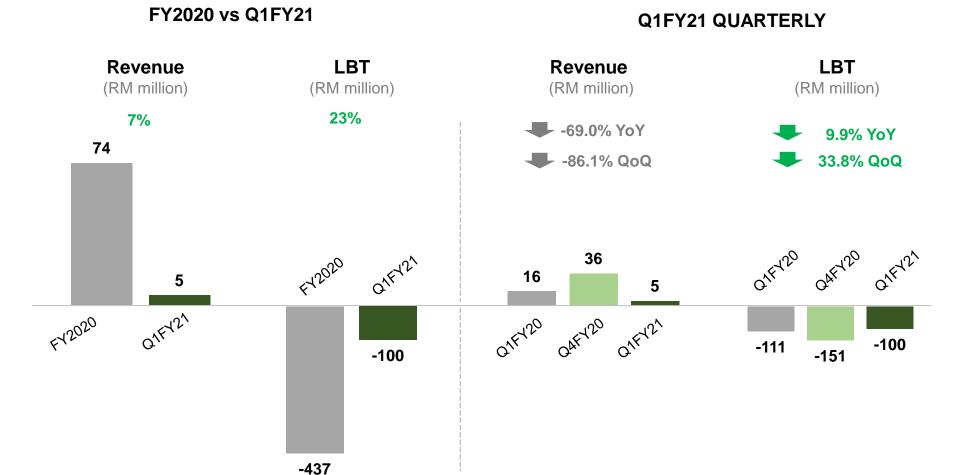




**CORPORATE & OTHERS** 

### **CORPORATE & OTHERS: FINANCIAL PERFORMANCE**





### Lower Revenue and lower LBT due to:

- Lower passengers and cargo volume handled at Senai Airport due to the COVID-19 pandemic.
- Offset by lower operating cost and lower finance costs.



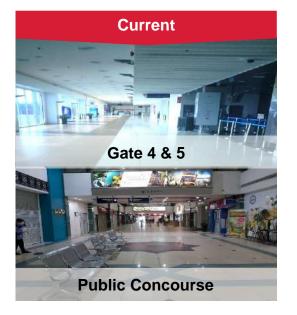


	Q1FY21	YoY Growth
Revenue (RM mil)	4.8	69.3%
LBT (RM mil)	-12.3	>100%
Total Passenger volume ('000)	45.4	94.0%
Cargo volume (tonnage '000)	2.5	14.6%

Key Focus

- Continuous cost optimization initiatives via reduced number of work shift and manpower.
- Aggressive engagement with new and existing airlines on the resumptions of local and international flight operations.
- Promoting Senai Airport Aviation Park on targeted Maintenance, Repair and Operations players.





### **CORPORATE & OTHERS: INDUSTRIAL DEVELOPMENT**



Well Positioned & Equipped to Capitalise on the Supply Chain Shifts to SEA Region





**GROUP OUTLOOK** 

### **GROUP OUTLOOK: ALL IN ALL, POSITIVE OUTLOOK FOR THE GROUP**







- Strong momentum going forward
- Leveraging on congestion at neighboring ports
- To potentially exceed 10 mil TEUs in 2021



- Maintaining strong momentum
- Development of Boustead Cruise Centre business
- Growing warehousing business



- Import/ export market recovery
- Commodities trade to recover



- Southern Thailand market recovery
- Growing transshipment business





Aggressive push towards renewable energy segment where Malakoff's footprint continues to grow, notably for solar based projects within the Group



- Stable volume demand amidst economic recovery
- New business ventures in Combined Heat and Power (CHP) as well as Virtual Pipeline



Diversification into new geographical areas as well as Waste to Energy

### **GROUP OUTLOOK: ALL IN ALL, POSITIVE OUTLOOK FOR THE GROUP**





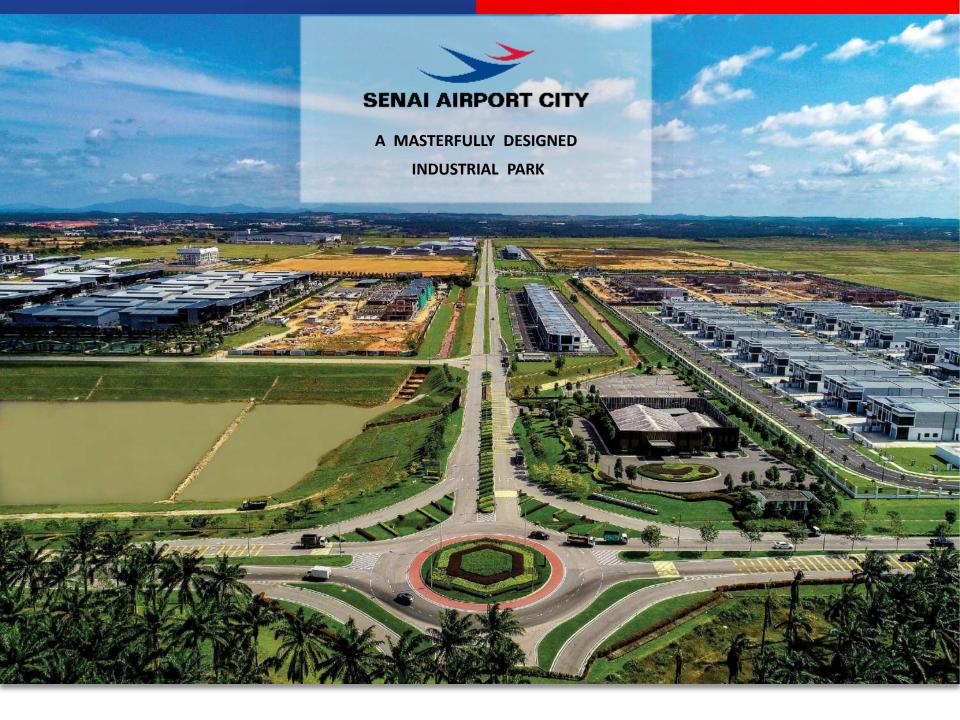


- Competitive pursuit of internal Group projects as well as the external projects
- Targeted order book replenishment for the next 2 years is estimated to exceed RM1.0 billion.
- Increase in construction projects in line with the Budget 2021's increased in Development Expenditure (DE) by 38%

- Strong interest for SAC land especially for regional distribution hubs
- Growing sales pipeline with serious prospects & negotiation in place
- SPAs signed for 40 acres and 162 acres currently in the sales pipeline



# INDUSTRIAL DEVELOPMENT'S BUSINESS UPDATES



## SYNERGISTIC ECOSYSTEM

### Working closely with relevant Government agencies and bodies



















Providing readily available industrial and commercial areas, contributing to the growth of trade volume



### **MMC Land Sdn Bhd**

### Infrastructure-Ready Land:-

- SENAI AIRPORT CITY (SAC)
- TANJUNG BIN INDUSTRIAL PARK (TBIP)

### **New Development:-**

NORTHERN TECHNOCITY (NTC)







Synergistic Ecosystem built on continuous derived demand for both additional industrial areas as well as efficient and reliable logistical solutions

Quick access to a multimodal logistics platform













A Member of A MMC Group

**Seaports & Airport** 

Easily accessible logistical amenities and solutions to act as a catalyst for future industrial developments

## **MASTERFULLY CRAFTED FOR LONG TERM SUCCESS**



**2,718**<sub>acre Land Area</sub>



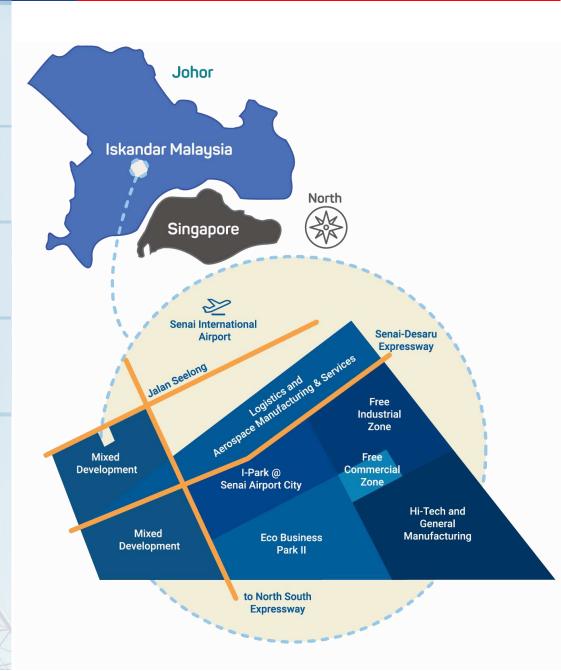
Free Industrial Zone & Free Commercial Zone



Ready common Infrastructure & Utilities

A Balanced Mix Integrated **Development:-**

Free Industrial Zone **Hi-Tech & General Manufacturing** Aerospace / MRO **Mixed Development** 



# SEAMLESS CONNECTIVITY VIA LAND, SEA & AIR BETWEEN MMC'S PORTS & AIRPORT



### **Major Expressway**

- 3KM to North-South Expressway
  - 4KM to Senai-Desaru Expressway
  - 12KM to Second Link Expressway



### Seaports

- 35KM to Port of Tanjung Pelepas
- 40KM to Johor Port (Pasir Gudang)

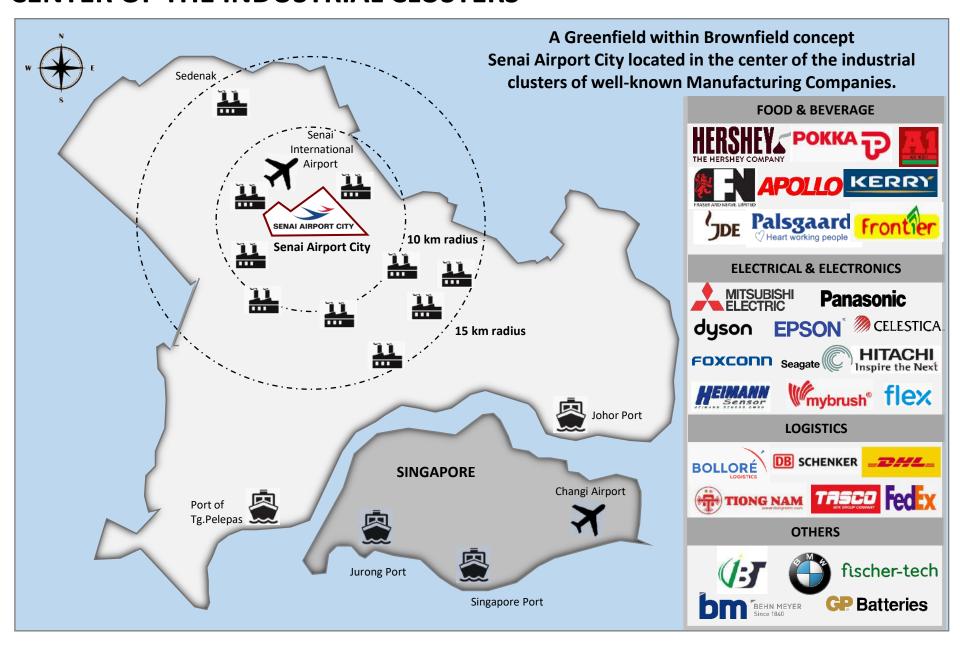


### **International Airports**

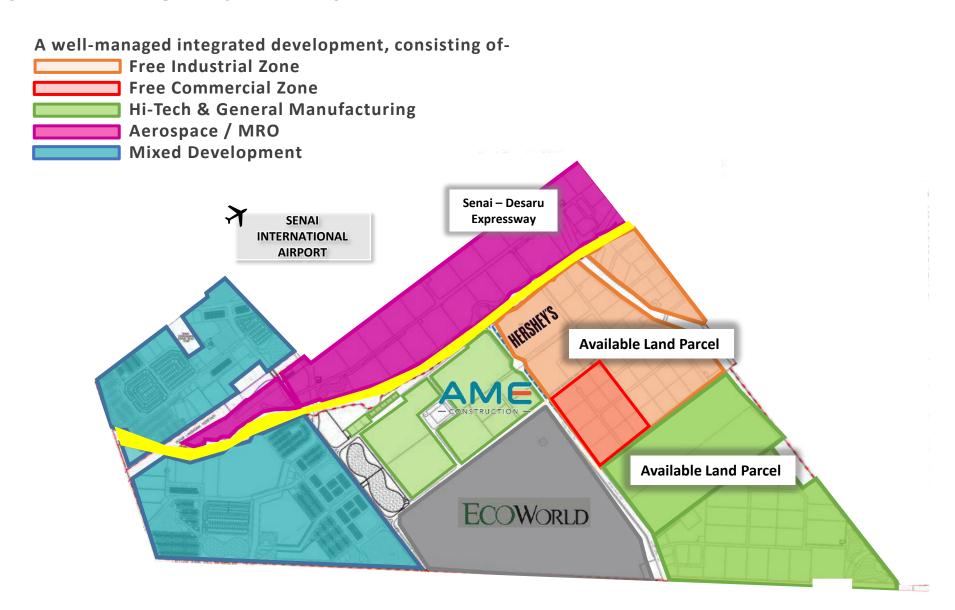
- 5KM to Senai International Airport
  - 60KM to Changi International Airport
  - 320KM to Kuala Lumpur International Airport



## **CENTER OF THE INDUSTRIAL CLUSTERS**



## **SENAI AIRPORT CITY MASTERPLAN**



### SENAI AIRPORT CITY AS MASTER DEVELOPER TARGETING MNCs

Complemented by 2<sup>nd</sup> Tier Developers, EcoWorld and i-Park Targeting SMEs

Senai Airport City caters for large development ie. 5 acres and above





5 acres and above

4 acres and below





## STRATEGIC COLLABORATION

### **REAL ESTATE VALUE CHAIN: SUCCESSFUL INDUSTRIAL PARK**





















### **Authorities**



## **Master Developer**



## 2<sup>nd</sup> Tier Developers

Support master developers i.e. Senai Airport City and investors in pre, during and post investment activities such as:

- Advice on incentives and business operations
- Business licences and certification
- Obtain building approval
- Others

Working closely with both authorities and industries to create a sustainable master planned industrial park through:

### **Complete Infrastructure**

"Plug-and-Play" development model offers business ready platform, infrastructure and utilities readiness.

### **Holistic Ecosystem**

A Greenfield within Brownfield concept located in the center of the industrial clusters of well-known Manufacturing Companies.

**Authority Support & Facilitation Services** 

2<sup>nd</sup> tier developers are developing gated-and-guarded industrial parks to provide ready-built facilities to investors:-

### **Eco Business Park 2**

- 2-Storey Service Factory
- Cluster Factory
- Semi-Detached Factory

### i-Park @ Senai Airport City

- · Semi-Detached Factory
- Detached Factory
- Built to Suit Factory

## **READY INFRASTRUCTURE & UTILITIES**

Provided & Dedicated To Senai Airport City



## **READY INFRASTRUCTURE & UTILITIES**

➤ Implementation of Plug & Play Development Model with Ready Infrastructure and Utilities Reticulation along Land Parcel Boundary



## SENAI AIRPORT CITY FREE ZONE AREA

Senai Airport City Appointed as the Free Zone Authority









Available Land with Ready Platform and Infrastructure

Clearance Process by SAC Free Zone Authority

## **ESTEEMED COMPANIES IN SENAI AIRPORT CITY**

## FREE ZONE AREA & OUR 2<sup>nd</sup> TIER DEVELOPERS



**HERSHEY MALAYSIA- OPERATING SINCE 2016** 



I-PARK- OFFICIALLY LAUNCHED IN 2018





**I-STAY (I-PARK DORMITORIES COMPLEX)** 



**ECO BUSINESS PARK II – FACTORY UNITS** 

## **8 REASONS TO BE PART OF US**



#### **SUPPORT FROM MMC GROUP'S COMPANIES**

 MMC will facilitate in the setting up and operations with the local authorities/ agencies.



#### **INCENTIVES**

#### **MIDA**

Pioneer Status, Investment Tax Allowance, Principal Hub

#### **IRDA**

**Approved Developer Status** 



#### **FREE ZONE AREA**

- Gazetted Free Zone Area for export-import activities – Tax & GST exemption
- Industry: FMCG, Logistics, Healthcare, E&E etc



#### **COMPETITIVE PRICE & CUSTOMISED PLOTS**

- Freehold land, price is ready with infrastructure and amenities
- Greenfield within brownfield area
- Land plots are customised based on clients' requirements.



#### **READY INFRASTRUCTURE & FACILITIES**

- Infrastructure (roads, drainage, street lighting)
- Utilities (mains to power, water and gas) on site and within Senai Airport City.



#### **WORK-LIVE-PLAY IN ISKANDAR**

- Expatriates enclaves
- International schools & educational institutions
- Healthcare



#### **DIRECT CONNECTIVITY**

- 3 major highways,
- 2 major seaports
- 2 international airports

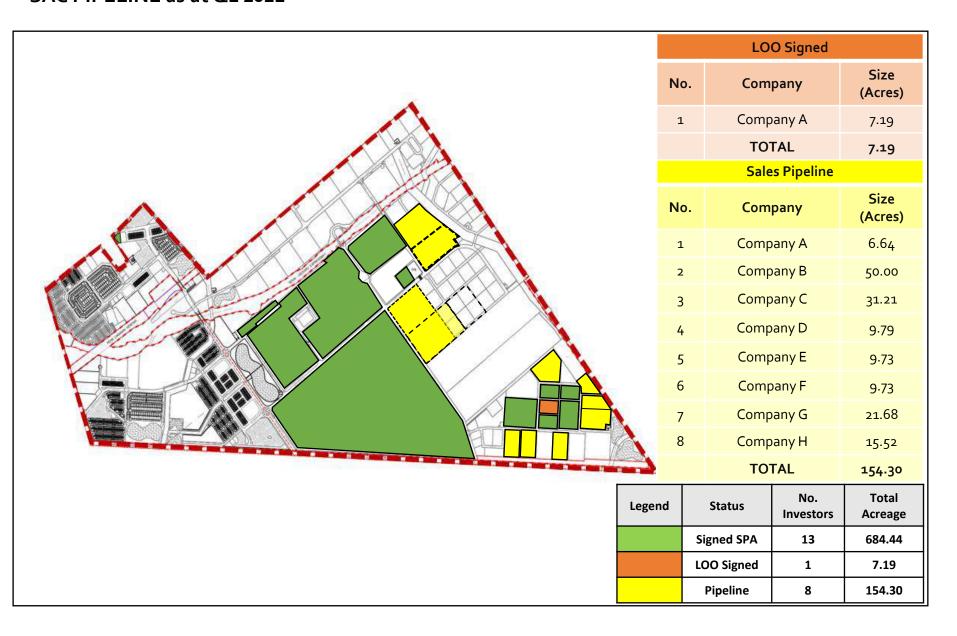


#### **GUARDED INDUSTRIAL PARK**

 Around-the-clock security services by Malaysian Auxiliary Police within Senai Airport City

#### MARKETING UPDATES

#### - SAC PIPELINE as at Q1 2021

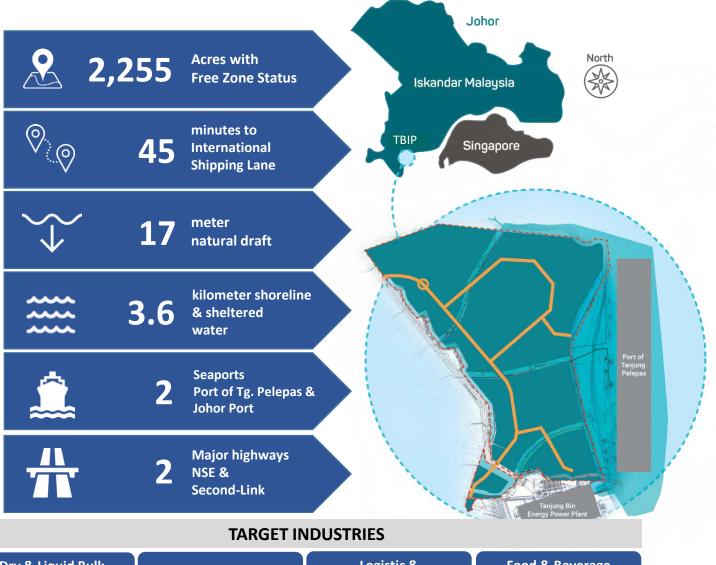




**DEVELOPMENT BY: SEAPORT WORLDWIDE SDN BHD** 







Located opposite to Port of Tanjung Pelepas & next to Malakoff Power Plant



**Port of Tanjung Pelepas** 



**Malakoff Power Plant** 

**Ready Basic Infrastructure** 



Centralised Effluent Treatment System (CETS)



Transmission Main Intake

Dry & Liquid Bulk Storage

**Commodity Trading** 

Logistic & Warehousing

Food & Beverage Manufacturing

## **SEAMLESS CONNECTIVITY VIA LAND, SEA & AIR BETWEEN MMC'S PORTS & AIRPORT**



#### **Major Expressway**

- 45KM to Second Link Expressway50KM to North-South Expressway



#### Seaports

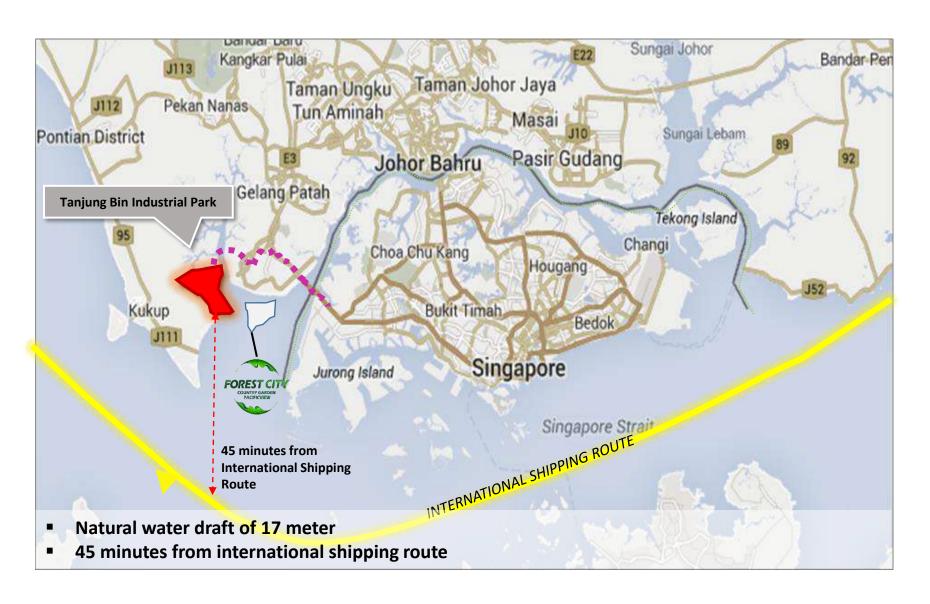
- 50KM to Port of Tanjung Pelepas
- 85KM to Johor Port (Pasir Gudang)

#### **International Airports**

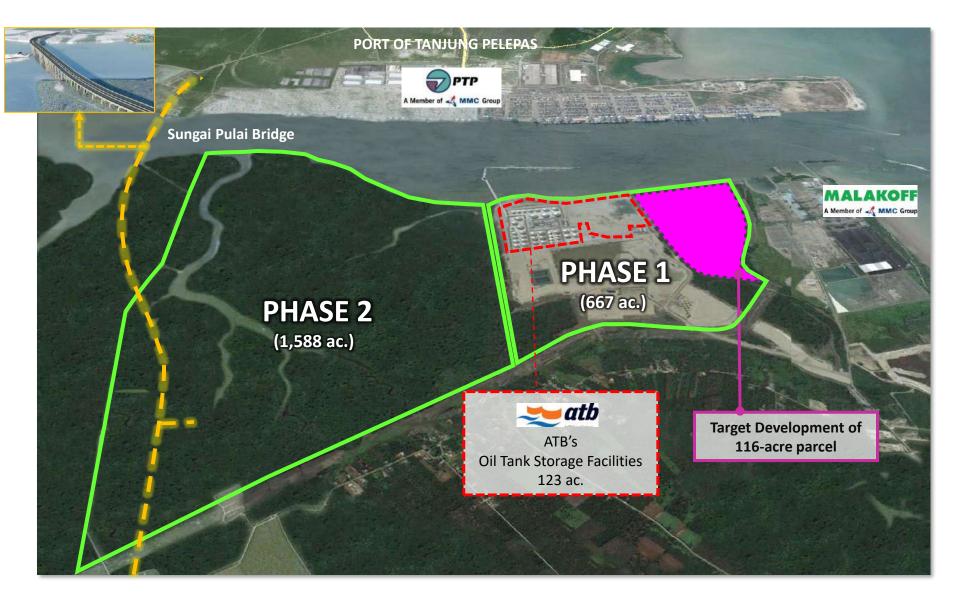
- 60KM to Senai International Airport
  - 100KM to Changi International Airport
  - 335KM to Kuala Lumpur International Airport



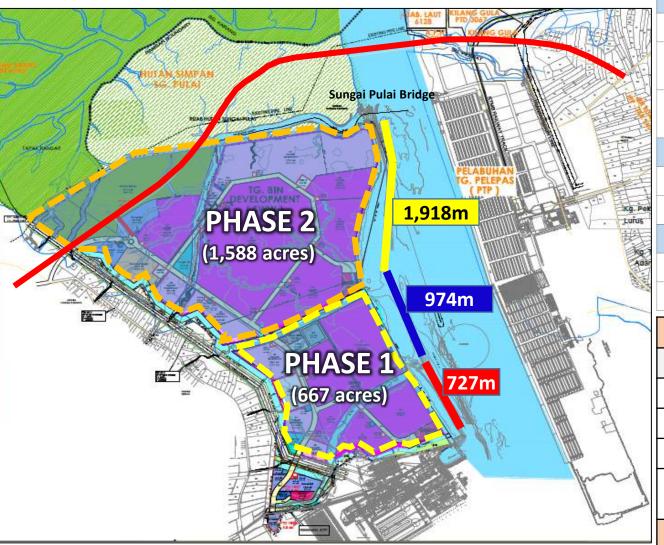
> Strategically located at the intersection of East-West Trade Lanes



Development View



Overview of Development Progress



Total Land Area:	2,255 acres
Total Shoreline:	3.6 KM
Basic Utilities:	Power, Water, & Telecommunication
Land Type:	Leasehold (Free Zone)
Phase 1	
Total Land Area:	667 acres
Total Shoreline:	1.7 KM
Phase 2	
Total Land Area:	1,588 acres
Total Shoreline:	1.9 KM

Land Use Based From "KM" Plan		
Land Use	Size (acre)	
Heavy Industry	1,000	
Medium Industry	345	
Commercial	115	
Public Facilities and Infrastructure	795	
Total	2,255	

#### INVESTMENT IN TANJUNG BIN INDUSTRIAL PARK

➤ Highlights of Investment at Tanjung Bin Industrial Park



<sup>\*</sup>Disclaimer: The information provides general information only and may subject to change based on ATB's overall planning

Ready Infrastructure & Utilities On Site













Development Advantages



- Adjacent to International shipping lane
   (45 minutes)
- Direct connectivity to KL/ Singapore via Sungai
   Pulai Bridge (Target to complete June 2022)
- Platform ready with infrastructure
- Free Industrial Zone
- Natural water draft of 17 meter

# FUTURE CONNECTIVITY BETWEEN GELANG PATAH AND PONTIAN VIA SUNGAI PULAI BRIDGE



A Member of MMC Group

Seaport Worldwide Sdn. Bhd. (SWW) is a master developer for Tanjung Bin Industrial Park and a project proponent for proposed bridge crossing Sungai Pulai and linking Gelang Patah to Pontian

#### **PROJECT INFORMATION**



Total Length of Road and Bridges

7.5 km



**Z Z** Dual Carriage Way









Jabatan Kerja Raya (JKR) Jabatan Pengaliran dan Saliran (JPS) Jabatan Alam Sekitar (JAS) Jabatan Hutan (JH) Jabatan Laut (JL)



**Project Timeline** 

2017 - 2022

**Navigation Clearance** 

100m Horizontal

25m Vertical







#### **PROJECT BENEFIT**

To enhance network connectivity between district of Pontian and Johor Bahru

To shorten the distance and time travel between district of Pontian and Johor Bahru

To improve socioeconomic and developments of surrounding areas

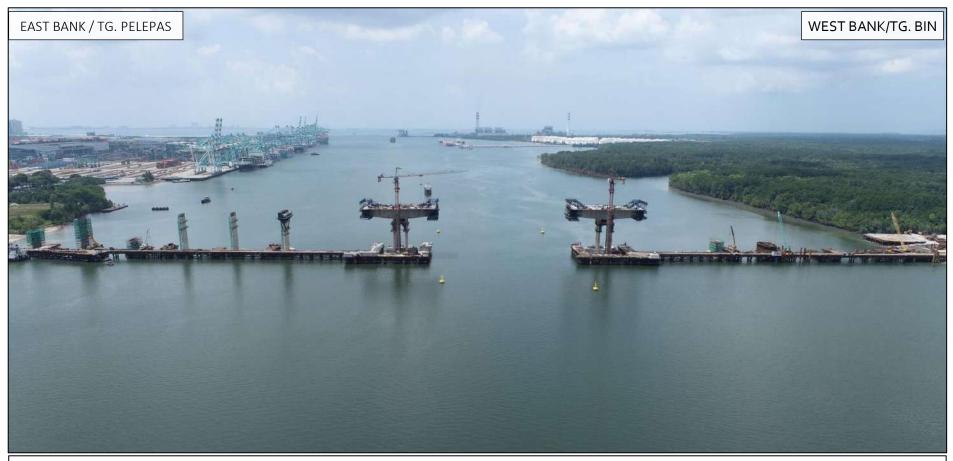
To enhance Tanjung Piai tourism industry

#### TRAVEL TIME

TRAVEL HIVE			
Before Bridge	After Bridge	From/To	
Construction	Construction	Kukup Pontian	
60KM 60 minutes	15KM 15 minutes	Pelabuhan Tanjumg Pelepas (PTP)	
55KM	30KM	Iskandar	
55 minutes	30 minutes	Puteri	
70KM	45KM	Johor	
70 minutes	45 minutes	Bahru	
60KM 60 minutes	30KM 30 minutes	CIQ 2 <sup>nd</sup> link	

## PROJECT PROGRESS - SUNGAI PULAI BRIDGE

Completion Date	30 June 2022
Progress as of March 2021	Actual : 56.27%



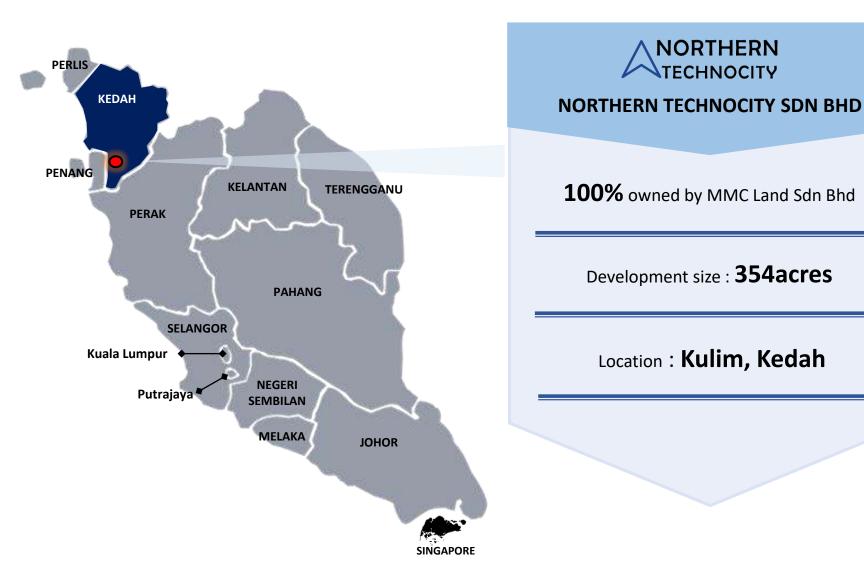
Overall view of Main Bridge (Bridge 3) at Sungai Pulai



## **OVERVIEW OF NORTHERN TECHNOCITY**

## **NORTHERN TECHNOCITY**

> A Well Planned & Managed Development in Kulim, Kedah



# NORTHERN TECHNOCITY COMPREHENSIVE DEVELOPMENT & ECOSYSTEM



#### **Strategic Location**

Access to major highways, seaports and airports



## Well-designed Masterplan

Developments consist of Industrial, Commercial and Residential elements.



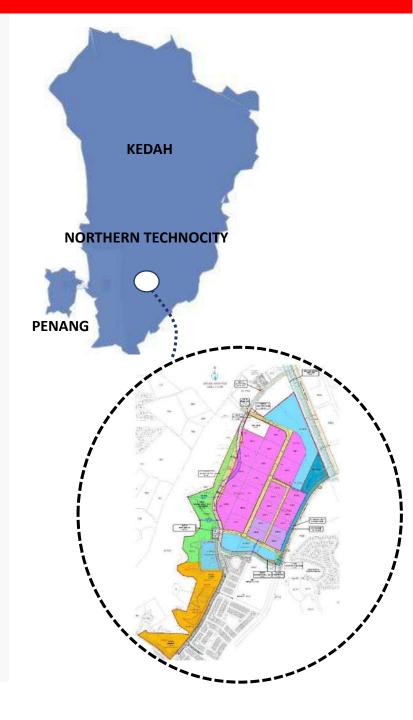
#### Infrastructure ready

Electricity, water and telecommunication supply



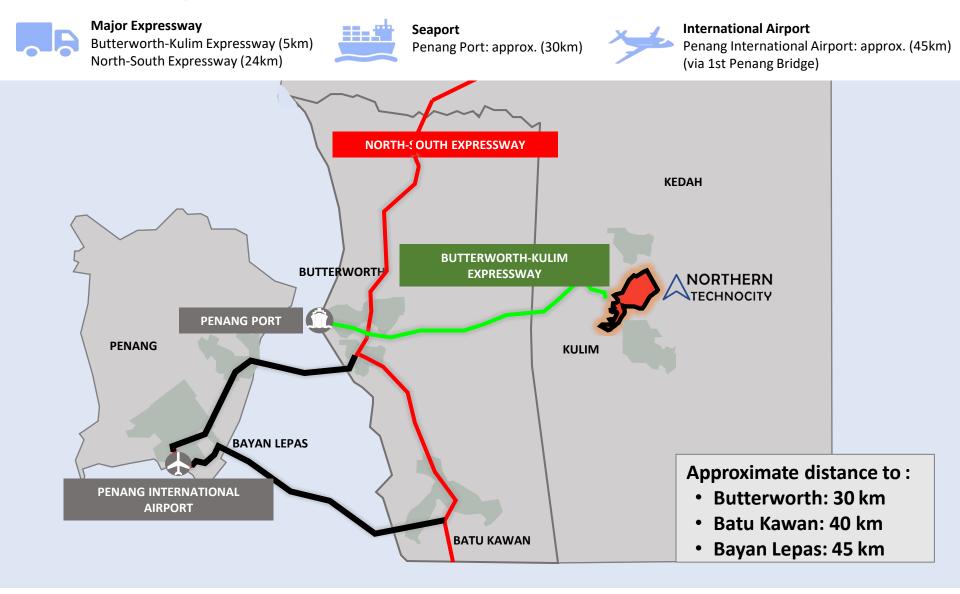
#### Green field within brown field

Development surrounded by a matured Hi-Tech industry ecosystem ie. Kulim Hi-Tech Park



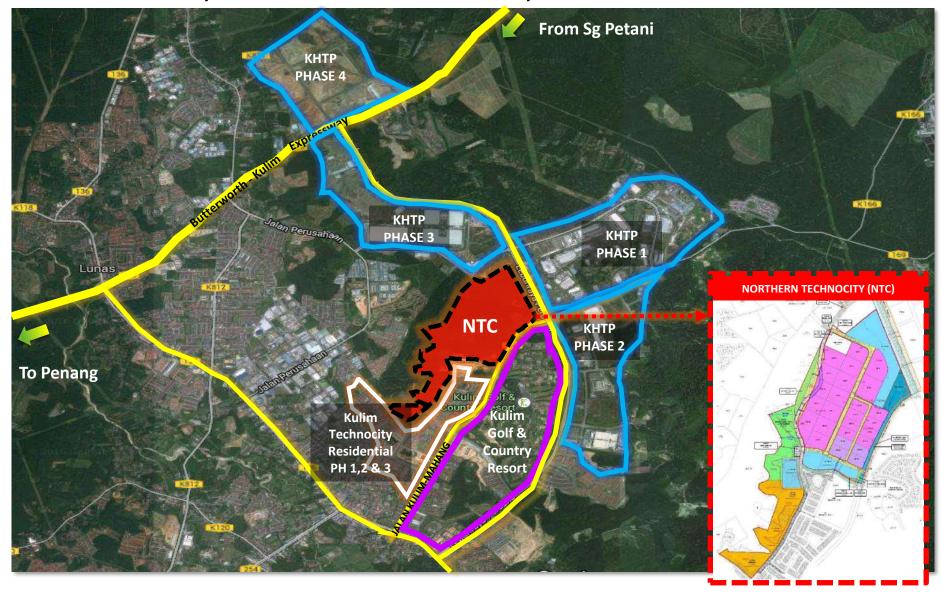
## **LOGISTICAL NETWORK & SEAMLESS CONNECTIVITY**

Connectivity Distance via Land, Sea & Air – Ease for International Trade

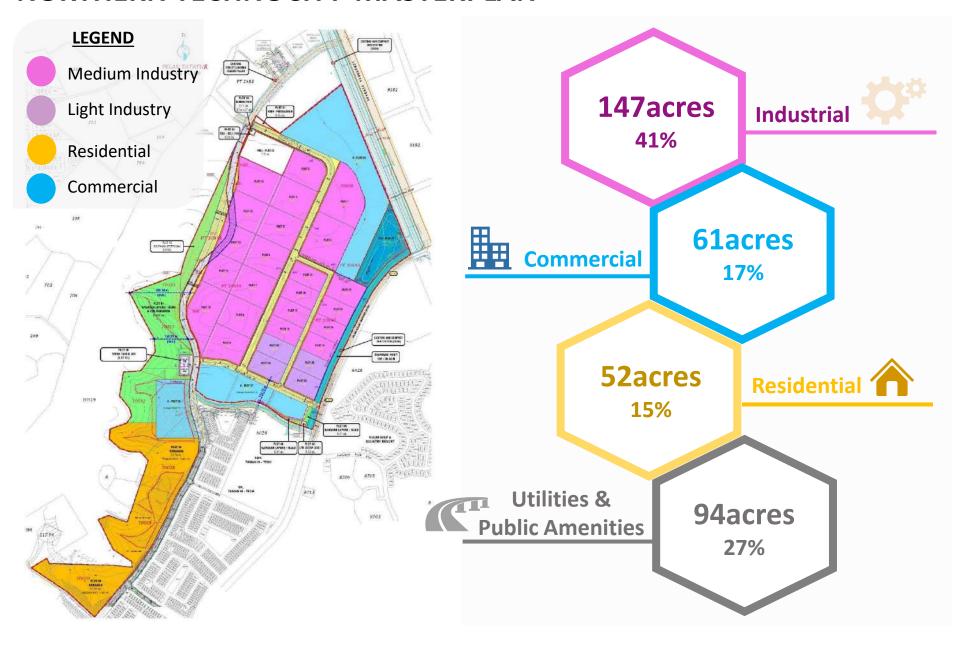


## **NORTHERN TECHNOCITY**

> Surrounded by a Matured Industrial Ecosystem

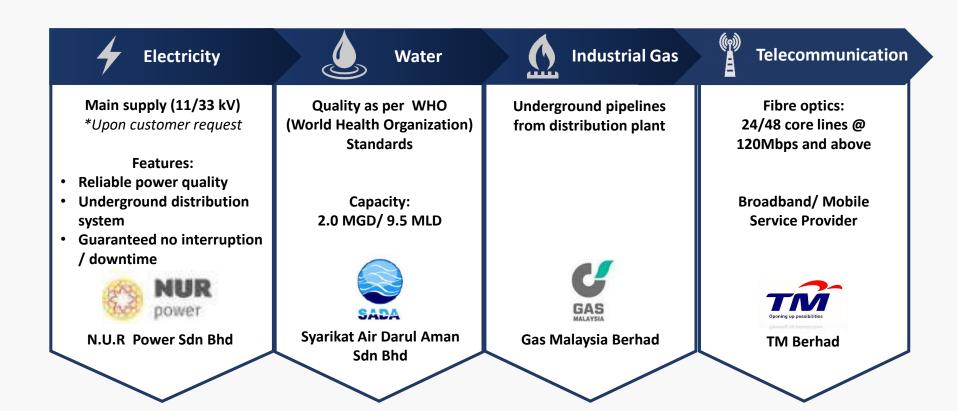


## **NORTHERN TECHNOCITY MASTERPLAN**



#### **READY INFRASTRUCTURE & UTILITIES**

Provided & Dedicated To Northern Technocity



## **MATURED INDUSTRIAL ECOSYSTEM**

Housing Established MNC and Local Companies





#### NORTHERN TECHNOCITY

Investment Value Proposition For Future Industrial Players



#### For enquiries, kindly contact:

Gan Seng Keong
Head, Group Property
017-333 6098
gan@mmc.com.my

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## **MMC CORPORATION BERHAD**

## **THANK YOU!**



+603 2071 1122



investor@mmc.com.my



https://www.mmc.com.my/

