



Crescendo Corporation Berhad
(359750-D)

CORPORATE PROFILE

30 June 2019

PROPERTY DEVELOPMENT



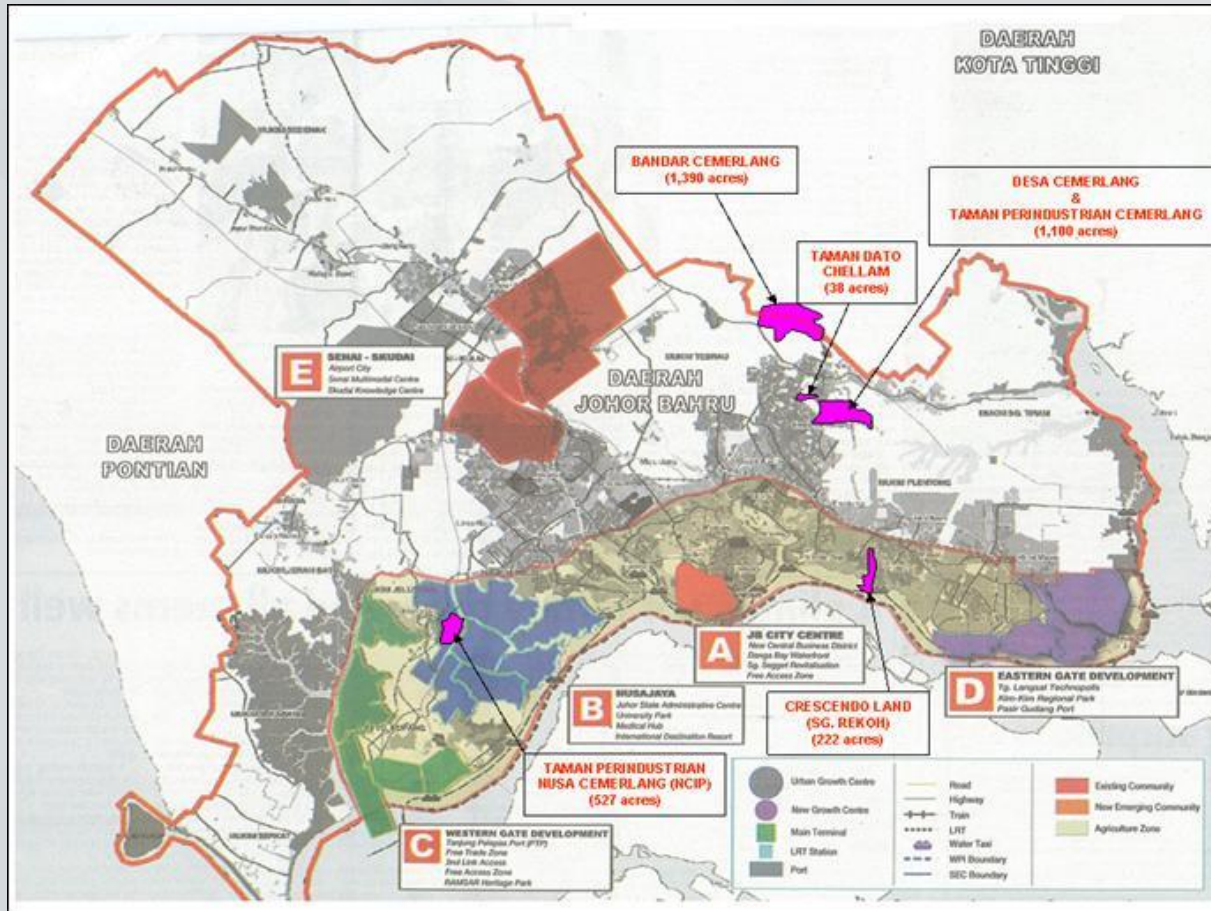
DEVELOPMENT LANDBANK

Project /Taman	Distance from JB	Status	Type of Development	Development Land (Acres)
Bandar Cemerlang	20km			
* - Tebrau, Johor Bahru		Approved (i)	Mixed	807
- Kota Tinggi		Approved (i)	Mixed	526
* Taman Perindustrian Cemerlang	16km	Approved	Industrial/ Commercial	67
* Desa Cemerlang	16km	Approved	Residential/ Commercial	69
* Taman Dato Chellam	18km	Approved	Residential/ Commercial	12
* Nusa Cemerlang Industrial Park	30km	Approved	Industrial	204
* Tanjung Senibong	18km	Approved (ii)	Residential/ Commercial	222
Ambok	67km	Pending finalisation of layout plan	Resorts/ Mixed	794
* Others	20km	Approved	Residential	5
Total development land as at 30 April 2019				<u>2,706</u>

- (i) Final conversion and subdivision approval
(ii) Development right through Privatization Agreement.

* Land within boundary of Iskandar Malaysia (formerly known as Iskandar Development Region) is approximately 1,386 acres.

LOCATION LANDBANK



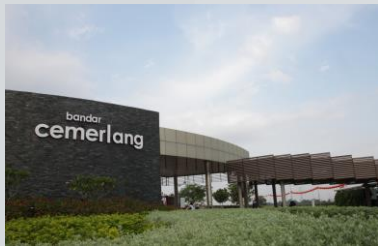
BANDAR CEMERLANG (BC)

- 1,333 acres of freehold land bank near Ulu Tiram to be developed into a self-contained new township of residential/commercial development.
- Interchange completed in June 2011. It provides easy access to Bandar Cemerlang via the new Johor Bahru-Kota Tinggi Highway and Ulu Tiram-Felda Ulu Tebrau Road.
- Approximately 30 minutes drive from Johor Bahru City Centre via Tebrau highway & Eastern Dispersal Link (EDL)
- Approximately 4 km to the toll station of Senai-Desaru Expressway to Pasir Gudang / Tanjung Langsat / Desaru / Senai Airport & North-South Highway.
- Just a few kilometers to Aeon Tebrau Mall, Tesco Tebrau City, Aeon Dato' Onn, Ikea Tebrau, Today's Mart at Ulu Tiram, Econsave at Desa Cemerlang.

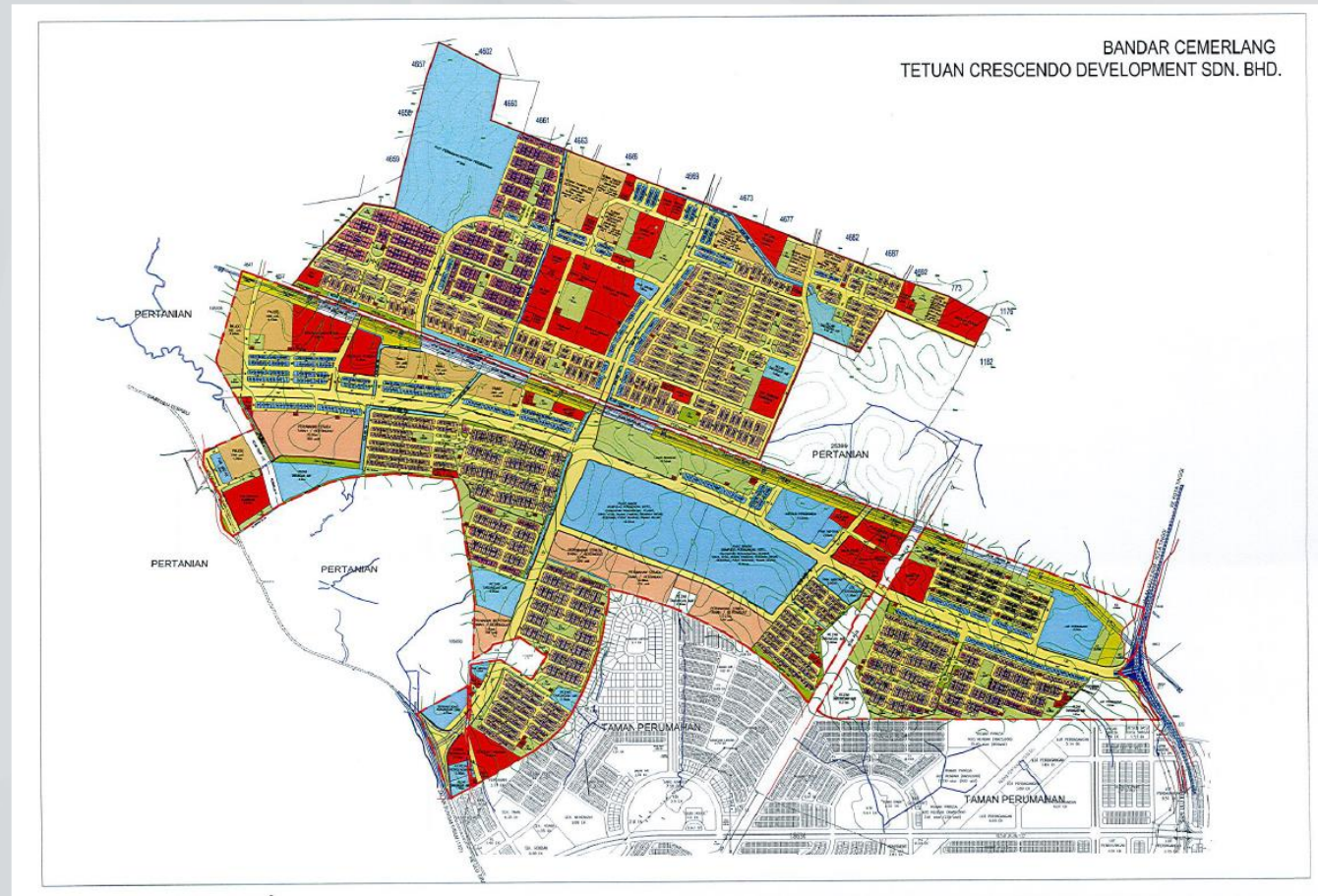


BANDAR CEMERLANG (BC)

- To date, the total value of GDV launched from this project is RM616 million. This comprised 555 units of medium high cost landed houses with GDV of RM376 million, such as three storey cluster, double storey terrace, cluster and semi-detached houses that are meticulously designed with functional layout, 90 units of shop office with GDV of RM107 million and 776 units of affordable houses with GDV of RM133 million, such as RMMJ (Johor Affordable Housing) townhouse.
- Total sales to date from this project up to 30 June 2019 is RM458 million.
- We plan to launch another 36 units of shop office and 345 units of medium high cost landed houses with a total GDV of RM286 million within these two financial years.



LAYOUT PLAN OF BC



TAMAN PERINDUSTRIAN CEMERLANG (TPC)

- TPC is a 600-acre industrial park with close to 980 factories once fully developed and is one of the largest industrial parks in Johor.
- Located approximately 18km from Johor Bahru, 32km from Senai Airport and 19km from Singapore.



TAMAN PERINDUSTRIAN CEMERLANG (TPC)

- We have launched the final phase of approximately 60 acres in TPC with GDV of RM317 million. This comprised 52 units of cluster factory, 40 units of semi-detached factory, 3 units of detached factory and 50 units of terrace factory.
- Total value of sales from the current phase up to 30 June 2019 is RM269 million.

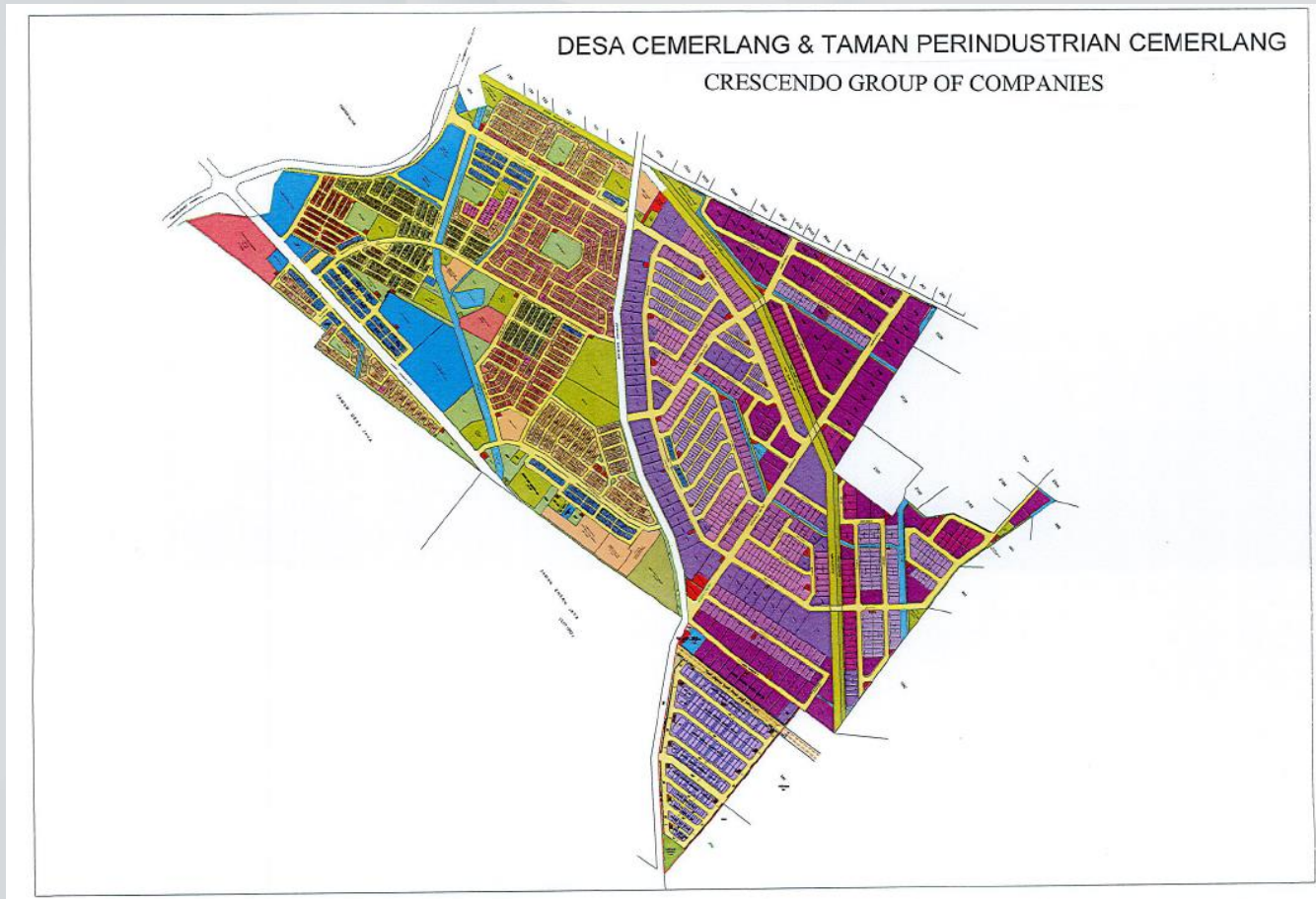


DESA CEMERLANG (DC)

- Self contained township next to TPC with 6,900 units of mixed development.
- The current ongoing development for this project is 30 units of shop offices with total GDV of RM45 million and total value of sales to 30 June 2019 of RM30 million.



LAYOUT PLAN OF DC & TPC





PANORAMIC LAND SDN BHD (PLSB)

- This is the industrial property investment arm for rental purposes.
- Currently, there are 17 plots of land measuring approximately 48 acres located at NCIP, of which 11 units of factories have been completed. The 11 units of factories with GDV of RM241 million are currently fully tenanted and expected to generate approximately RM10 million per annum of rental income.

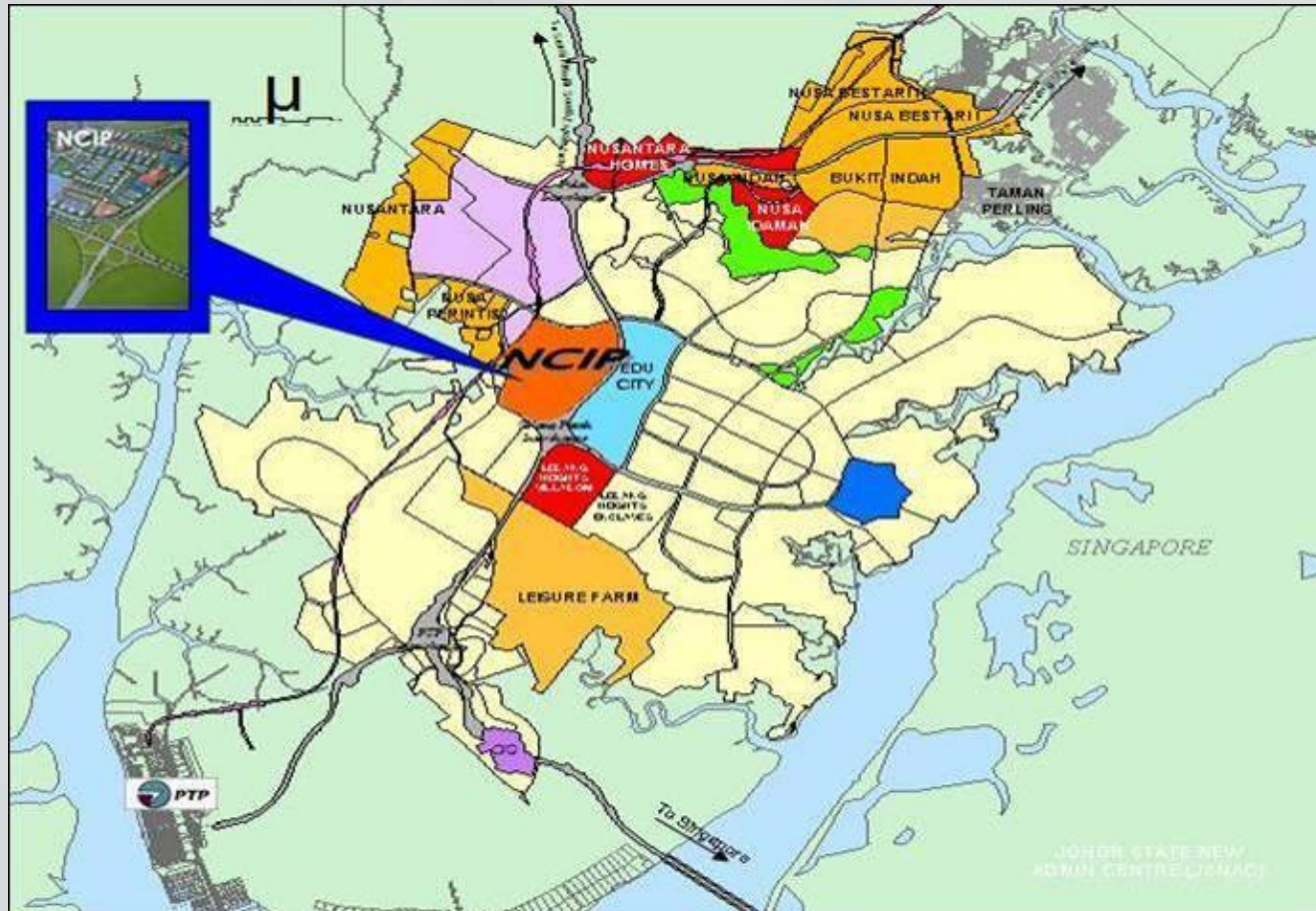


NUSA CEMERLANG INDUSTRIAL PARK (NCIP)

- 527 acres of gross development land with 8 acres of the land to build commercial and residential properties.
- Main infrastructures such as rail, port and major highway are all in place nearby.
- To date, about 50% of the land was developed with 214 units of industrial properties with a total GDV of RM818 million. 209 units with GDV of RM750 million has been sold and balance 5 units were tenanted.
- We have no plan to launch the balance land bank as we are concentrating on TPC developments.



LOCATION PLAN OF NCIP

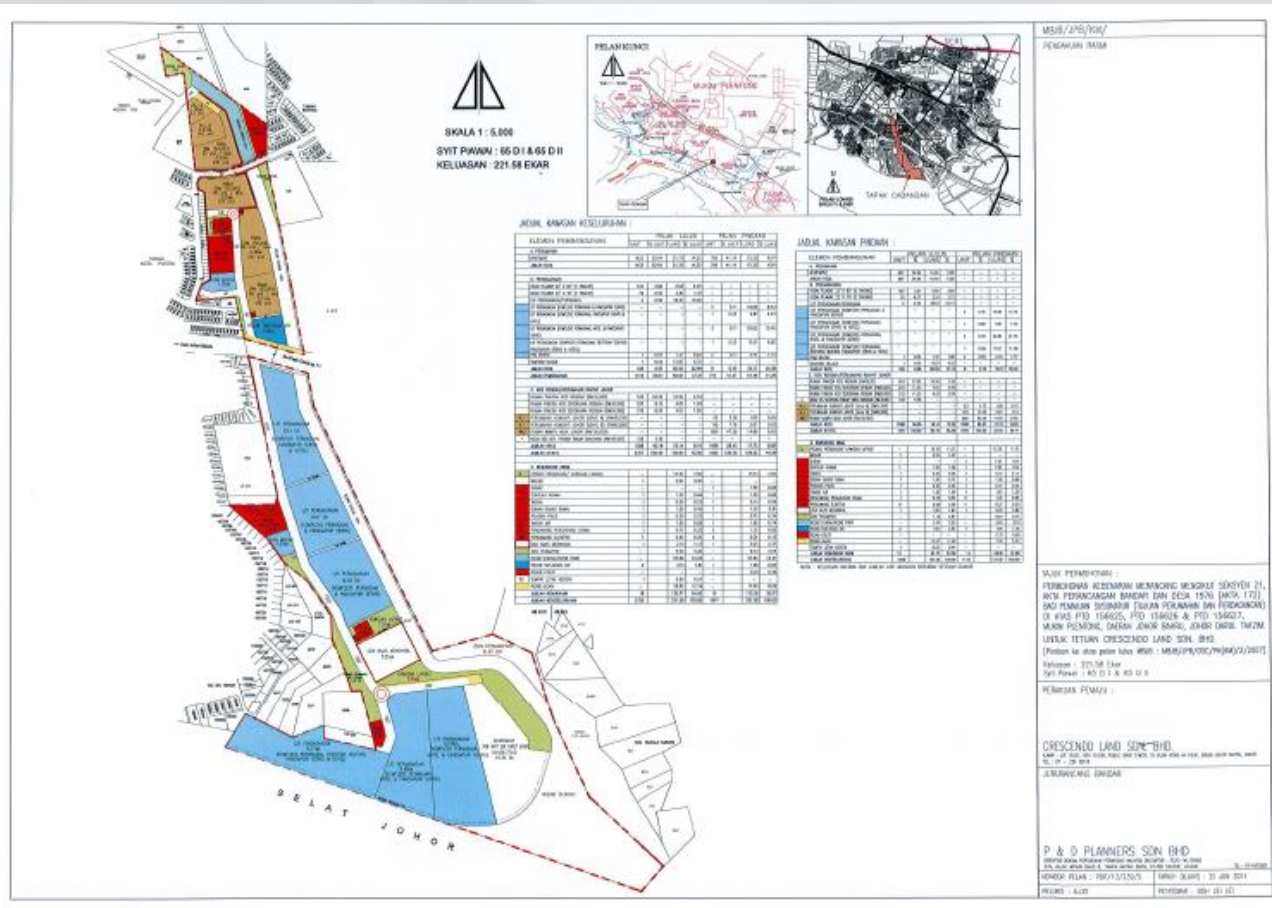


TANJUNG SENIBONG

- Prime mixed residential and commercial development of 221.58 acres of land.
- Comprises 1,854 units of residential properties to be built on 33.05 acres of land and commercial complex / service apartments on 6 plots of net land measuring 72.68 acres.
- A water front project located in a prime location within Iskandar Malaysia and very near Johor Bahru.
- EDL highway from Johor Bahru to Pasir Gudang through Tanjung Senibong shortens traveling time from city centre to Tanjung Senibong significantly. Travelling time for the distance of approximately 18km from JB to Tanjung Senibong will take 10 minutes.
- We have completed the reclamation work and 222 units of RMMJ (Johor Affordable Housing) units with total GDV of RM33 million will be launched in FY 2020.



LAYOUT PLAN OF TANJUNG SENIBONG

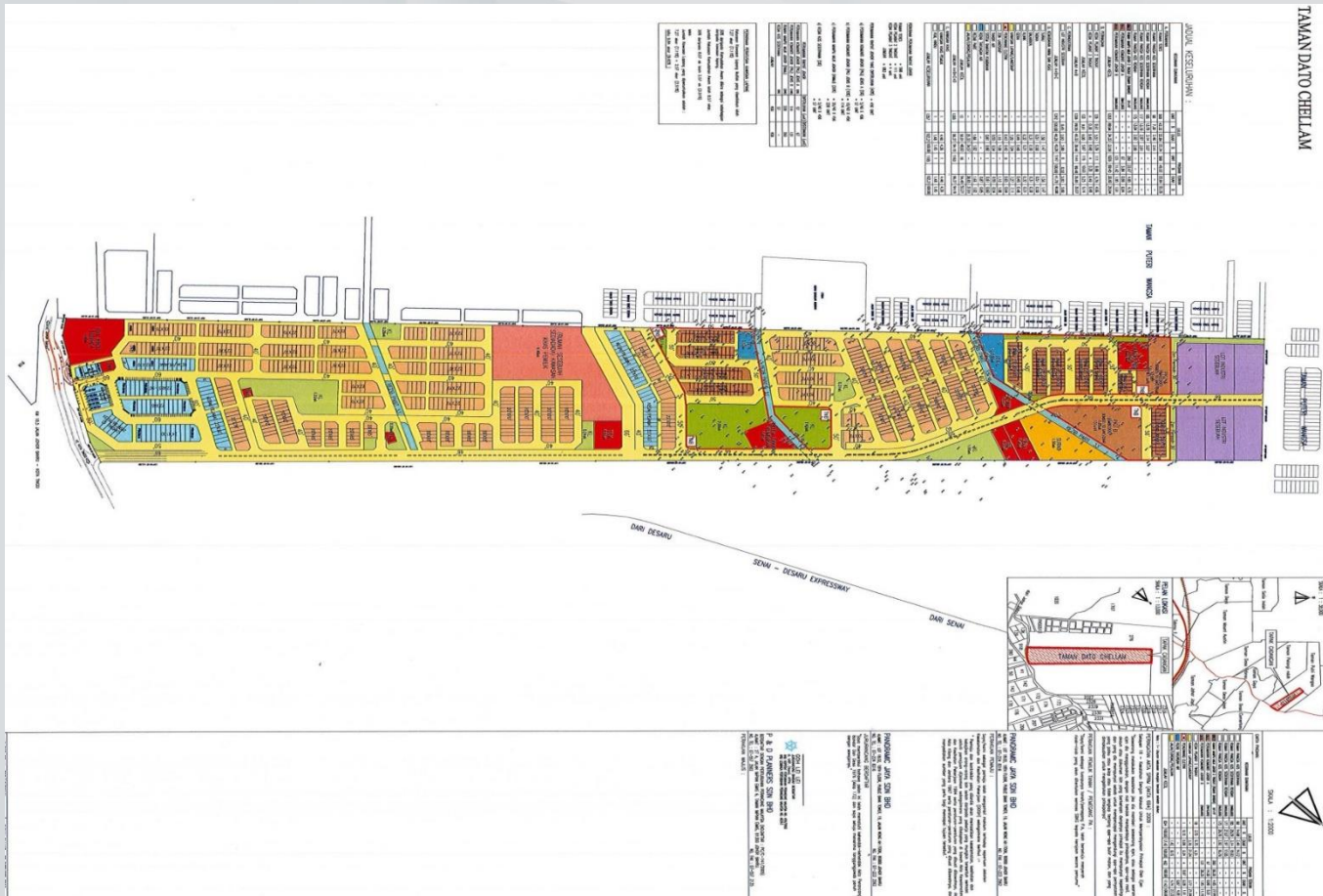


TAMAN DATO' CHELLAM (TDC)

- 37.6 acres of mixed development land acquired on 12 May 2004.
- Opposite to TPC and DC.
- We are developing the last phase of this project and it comprises 131 PKJ (Perumahan Komuniti Johor) B, 52 PKJ A and 258 RMMJ townhouse units with total GDV of RM54 million.
- The PKJ B project with a total GDV of RM13 million was launched in June 2017.



LAYOUT PLAN OF TDC



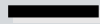


AMBOK RESORTS

- The completion of Sg Johor Bridge project in tandem with Senai-Desaru Highway has enhanced the accessibility and land value of this 794-acre landbank in Kota Tinggi.
- Zoned for mixed development and possible to start developing this land in 6 years' time.
- The Pengerang Integrated Petroleum Complex (PIPC) is a megaproject development for oil and gas industries (O & G Hub) measuring about 20,000 acres, which includes Refinery and Petrochemical Integrated Development (RAPID) and other associated facilities. It is located about 20 minutes drive from Ambok Resorts and expected to boost town's population from a current 20,000 to 40,000.
- O&G hub of Pengerang will greatly improve potential development of Ambok Resorts in view of potential demand for quality accommodation at a safe distance from RAPID.



LOCATION PLAN OF AMBOK RESORTS



Senai-Desaru Highway

CONSTRUCTION



CONSTRUCTION ACTIVITIES

- Undertaken by Unibase group, which commenced activities in August 1989.
- Undertakes mainly in-house contracts with some external contracts under Repute Construction Sdn. Bhd.



CONCRETE MANUFACTURING



CONCRETE MANUFACTURING

- Operates 3 ready-mix concrete plants with a total capacity of 300 cubic m/hr. These 3 plants also manufacture 'u' drains, concrete pipes/culverts, piles and other precast concrete products for export market.
- Ready-mix concrete plants and other concrete products cater for both in-house and external needs. 74.3% or RM9.6 million were from external sales in FY2019.



EDUCATION



EDUCATION

- Crescendo International College ("CIC") caters for A-level, tertiary education and professional examinations.
- Crescendo-HELP International School ("CHIS") offers primary and secondary education based on International General Certificate of Secondary Education (IGCSE) syllabus. CHIS will also offer Cambridge A- Levels starting from September 2019.
- Both CIC and CHIS are built in a single plot of land measuring 14.4 acres at Desa Cemerlang fully equipped with track and field, multi purpose hall and swimming pool.



EDUCATION

- As part of the Group's effort in "Returning to the Society", scholarships are awarded based on merit and on a need basis to keep its promise of offering quality education to Malaysian students.
- The Group has acquired a piece of land adjacent to CIC of approximately 4.6 acres to build apartments for renting to CIC students.



NEAR-TERM PROSPECTS

- The unbilled sales from the total committed property sales as at 30 June 2019 is RM203 million.
- Based on the lock-in sales, the Group's performance in FY2020 is expected to remain satisfactory and main contributor will be from sales of landed residential, industrial and commercial properties and construction activity.



NEAR-TERM PROSPECTS (CONT.)

- Development for Financial Year 2020 to 2022

<u>Development Type</u>	<u>Unit available / launched Unit</u>	<u>GDV RM m</u>
Launched Projects up to 30 June 2019		
- Three storey shop	73	90
- Double storey house	134	93
- Three storey house	2	1
- Detached, semi-d and terrace factories	34	156
	<hr/> 243	<hr/> 340
New Project launches for next 2 years (Period covered: 1 July 2019 to 30 June 2021)		
- Double storey semi-d, cluster and terrace houses	317	222
- Three storey cluster house	28	23
- Three storey shop office	36	41
- Affordable houses - RMMJ and PKJ A	532	74
	<hr/> 913	<hr/> 360



MEDIUM-TO-LONG TERM PROSPECTS

- Demand for landed medium cost residential, industrial and commercial property market is expected to remain good especially in Iskandar Malaysia region for the next few years.
- Continue to concentrate our effort to develop landed residential properties in Bandar Cemerlang, main contributors to Group earnings in the next few years.
- 526 acres of freehold land at Bandar Cemerlang, Kota Tinggi are pending application approval and are expected to commence infrastructure development in the year 2020.



STRATEGIES





STRATEGIES

- In view of the current soft market for high rise development, the Group will continue to focus on landed medium cost and affordable housing development.
- Will continue to develop in smaller phases to be conservative.
- Continue to sell substantially built and completed buildings to meet demand from customers preferring to buy substantially built/completed buildings.
- Pre-built factories for rent to industrialists. Significant demand is expected for rental market at NCIP by foreigners currently operating in higher cost areas.
- To develop a wide range of properties ranging from low to medium high cost residential properties, shop offices and small to large detached factories to target a wide spectrum of customers' needs.



BUSINESS OUTLOOK





BUSINESS OUTLOOK

- The Group's major business operation is the property development and construction division. Even though the property development environment for 2020 is expected to remain challenging industry-wide, the demand for landed properties and shop office in strategic growth areas with good accessibility and connectivity is expected to remain resilient.
- The demand for medium cost landed residential properties in Johor Bahru remains good because many Johoreans are employed in Singapore and hence are qualified for end-financing.
- Property development and construction operations are expected to remain as the main profit contributors for the Group in financial year 2020.



THANK YOU



APPENDIX



GROUP'S PERFORMANCE FOR THE PAST 3 YEARS

	2017	2018	2019	1Q2020*
Revenue (RM'000)	254,359	277,161	295,590	60,538
Profit Before Tax (RM'000)	81,131	47,232	54,051	14,303
Profit After Tax (RM'000)	74,244	34,257	37,354	10,031
Margin - Profit Before Tax (%)	31.90	17.04	18.29	23.63
- Profit After Tax (%)	29.19	12.36	12.64	16.57
Share Capital (RM'000)	280,462	299,572	299,572	299,572
Shareholders' fund (RM'000)	910,564	874,793	893,236	902,523
Earning Per Share (sen)	25	11	12	3.28
PE Ratio (times)	6.0	13.2	10.4	N/A
Return on Capital Employed (Pre-tax)	6.5%	3.8%	4.4%	N/A
Return on Shareholders' equity (Pre-tax)	8.9%	5.4%	6.1%	N/A
Return on Total Assets (Pre-tax)	5.7%	3.3%	3.7%	N/A
Gearing (times)	0.36	0.40	0.39	0.38

Note:

* Based on unaudited 03 months results ended 30 April 2019

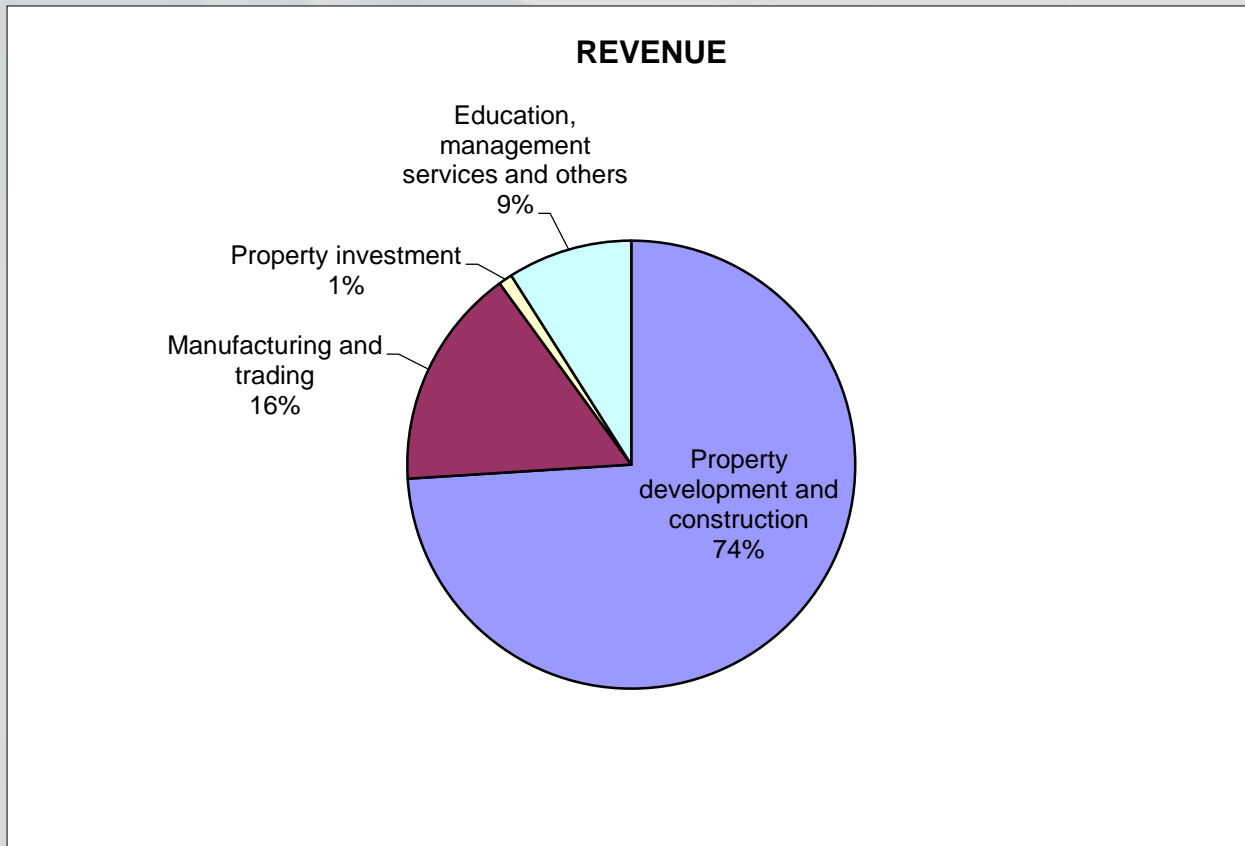
ANALYSIS BY SEGMENTS

	REVENUE		PROFIT		Margin	
	2019	1Q2020*	2019	1Q2020*	2019	1Q2020*
	(RM'000)	(RM'000)	(RM'000)	(RM'000)	%	%
Property development	218,758	40,479	52,833	12,922	24	32
Construction	138,535	25,836	13,068	1,906	9	7
Less: Inter-segment sales	(138,020)	(25,686)	(5,113)	(693)		
Property Development & Construction	219,273	40,629	60,788	14,135	28	35
Manufacturing & trading	55,767	10,204	4,013	1,001	7	10
Property investment	4,060	1,429	(53)	408	(1)	29
Education, management services & others	42,283	12,531	17,701	5,967	42	48
Less: Inter-segment eliminations	(25,793)	(4,255)	(12,319)	(3,471)		
Unallocated expenses			(4,948)	(741)		
Finance cost			(11,131)	(2,996)		
TOTAL	295,590	60,538	54,051	14,303	18	24

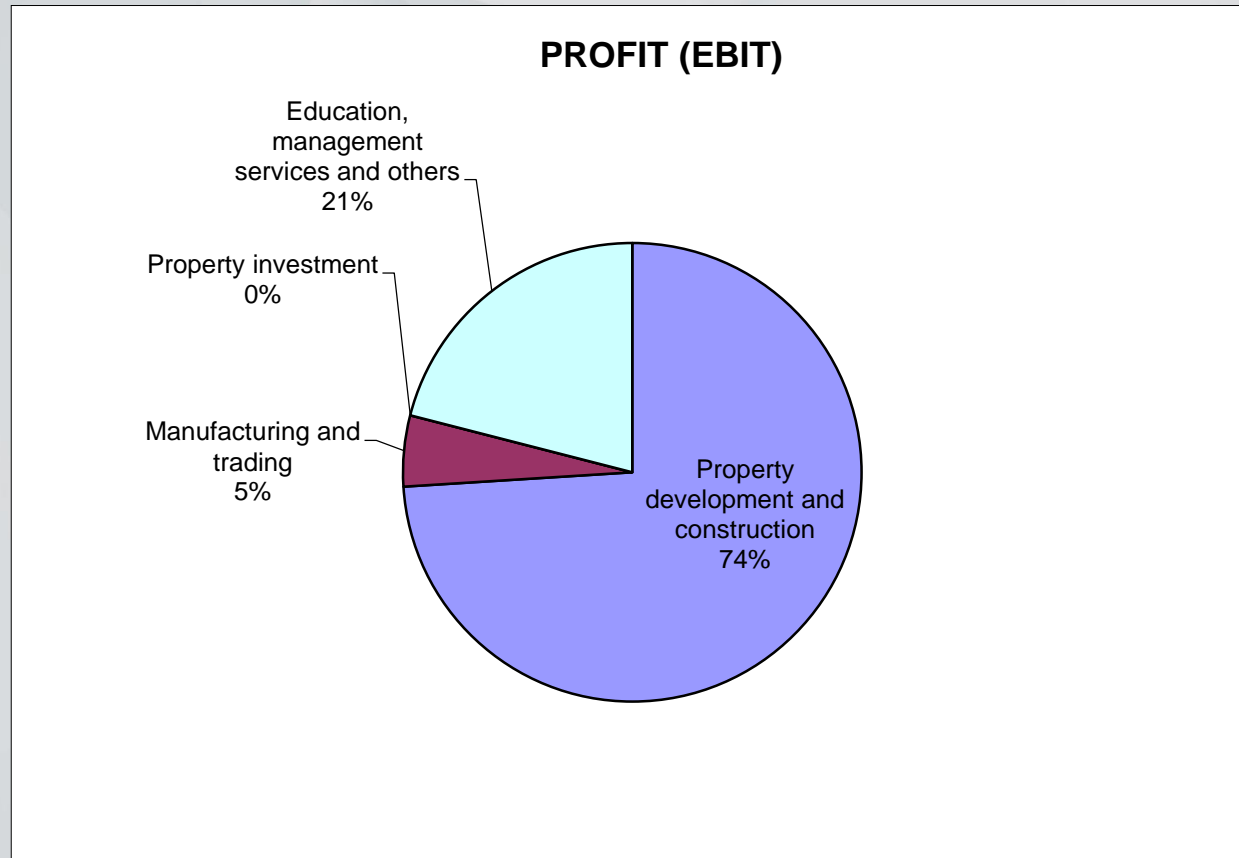
Note:

* Based on unaudited 03 months results ended 30 April 2019

RESULTS BY SEGMENT (FY2019)



RESULTS BY SEGMENT (FY2019)



DIVIDEND PAYMENT RATIO (TIMES)

	2017	2018	2019	1Q2020
Profit Attributable (RM'000)	70,289	32,128	34,328	9,170
Net Dividend Declared (RM'000)	13,971	16,765	16,765	N/A
Dividend (Sen)	5.0	6.0	6.0	N/A
Dividend Yield (%)	3.3	4.1	4.8	N/A
Dividend Pay-out (%)	#48.3	52.2	48.8	N/A
Market Price (RM)	1.51	1.45	1.25	1.27
NTA (RM)	3.26	3.13	3.20	3.23

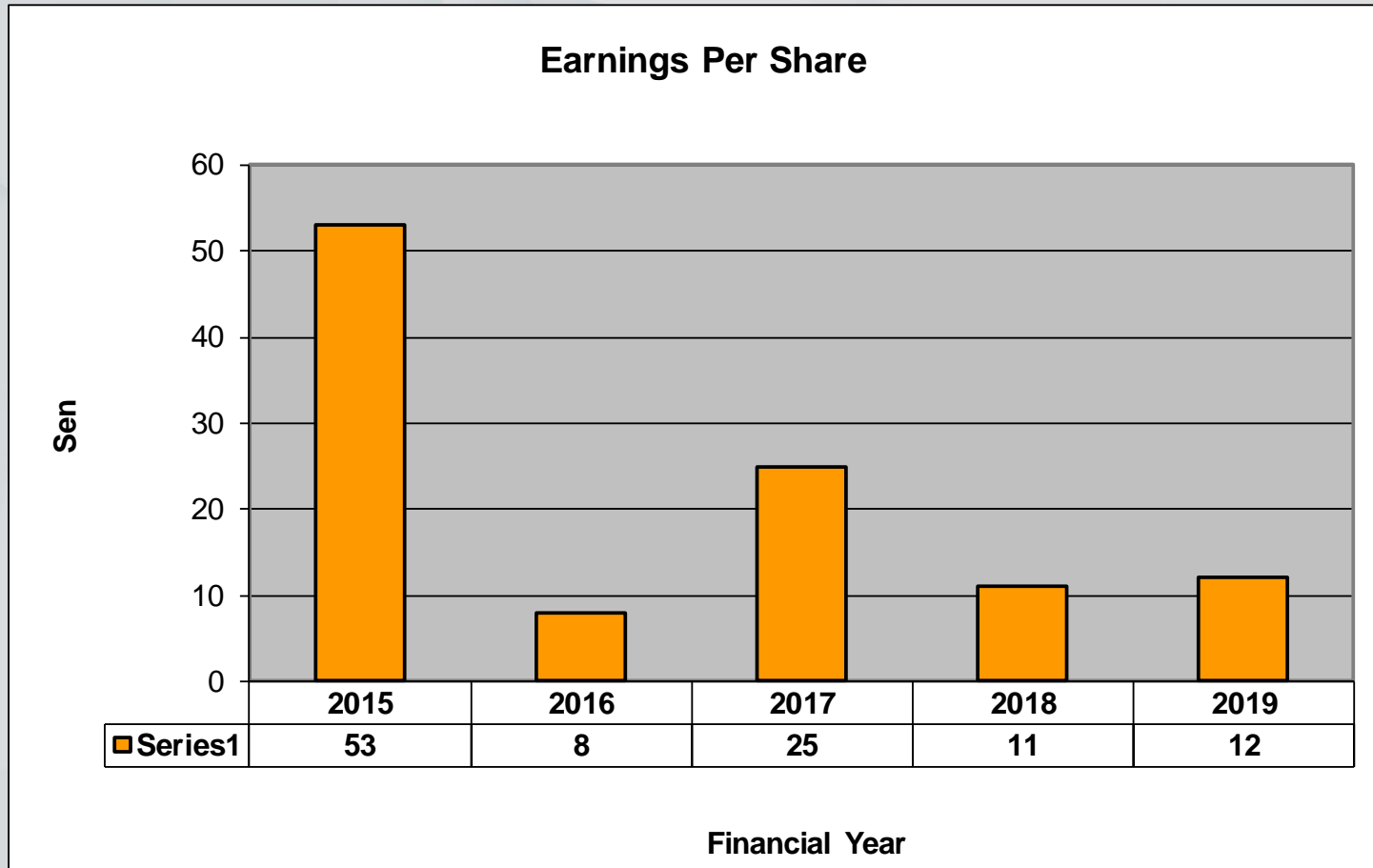
Notes:

1. Figures for 1Q FY 2020 are based on unaudited 03 months results ended 30 April 2019.
2. For financial year ending 31 January 2019, an interim single tier dividend of 3 sen was paid on 22 November 2018 and a final single tier dividend was declared and is payable on 29 August 2019

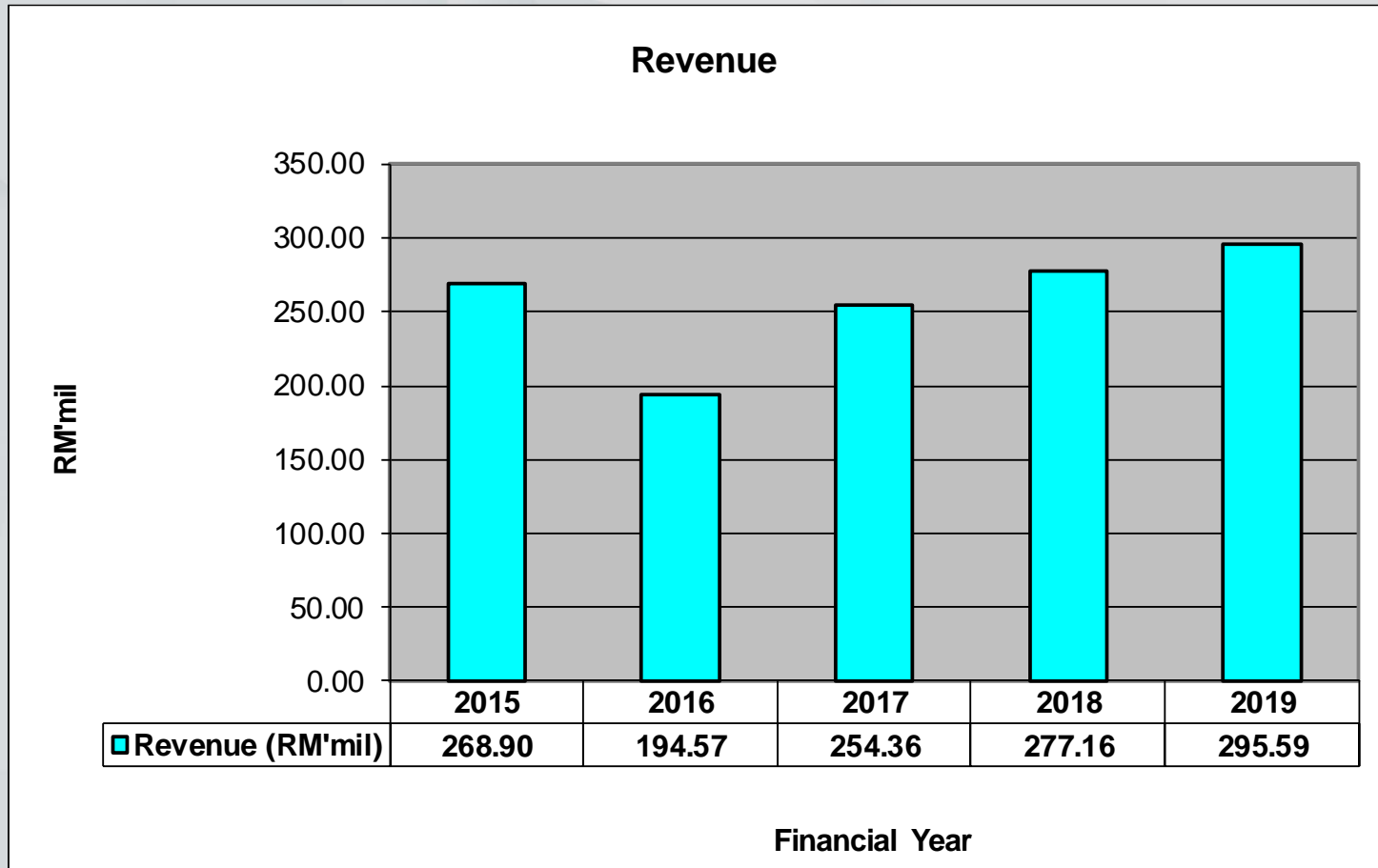
#Based on profit attributable excluding fair value gains, net of tax, on investment properties.

(Source: For 2017, 2018, 2019 and 2020, market price is based on Yahoo Finance as at 31 January 2017, 31 January 2018, 31 January 2019 and 30 April 2019 respectively.)

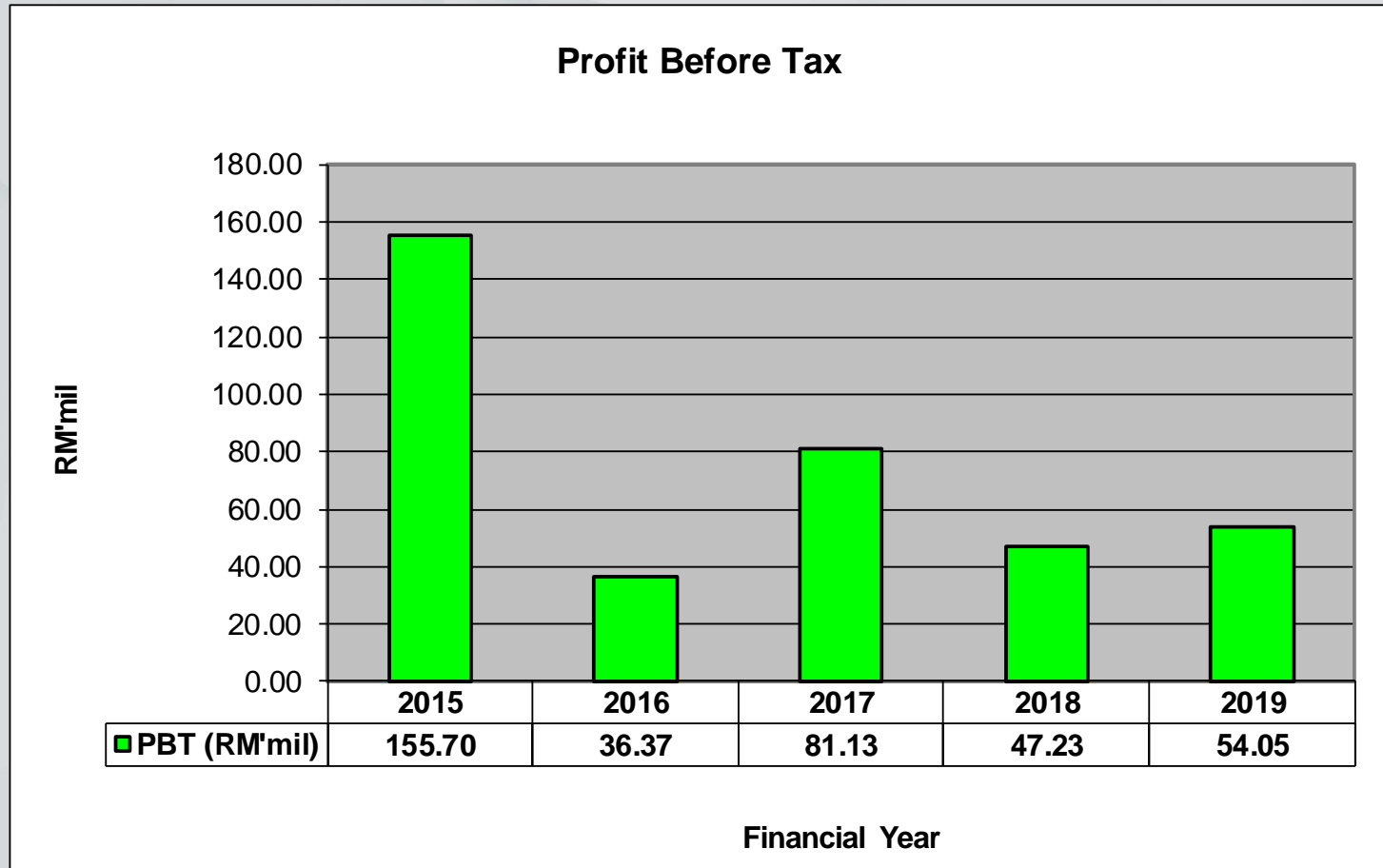
GROUP'S PERFORMANCE FOR THE PAST 5 YEARS



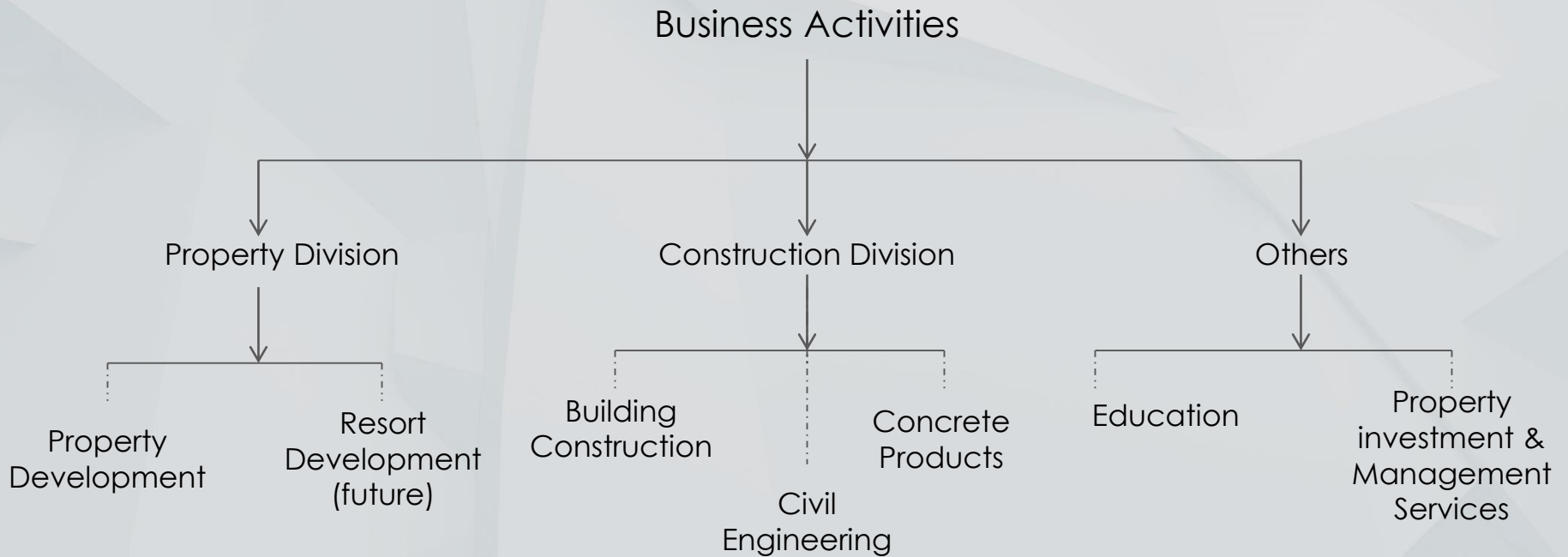
GROUP'S PERFORMANCE FOR THE PAST 5 YEARS



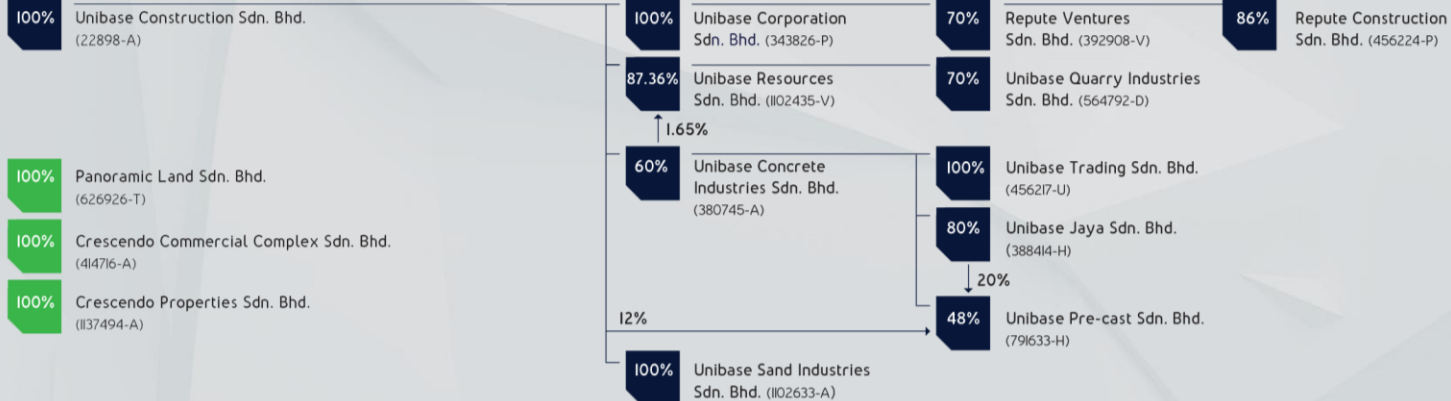
GROUP'S PERFORMANCE FOR THE PAST 5 YEARS



CORPORATE STRUCTURE



CORPORATE STRUCTURE (CONT.)



- 100%** Panoramic Land Sdn. Bhd. (626926-T)
- 100%** Crescendo Commercial Complex Sdn. Bhd. (414716-A)
- 100%** Crescendo Properties Sdn. Bhd. (II37494-A)





CORPORATE FACT SHEET

Listed On:	April 8, 1997 (Main Board)
Issued Shares: (30 June 2019)	280.5 mil
Market Capitalization as of 28 June 2019:	RM365 mil (@RM1.30)
Par Value Per Share:	RM1.00
NTA/Share: (30 April 2019)	RM3.23
Major Shareholders: (23 April 2019)	Sharikat Kim Loong Sendirian 68.62%) Citigroup Nominees (Tempatan) Sdn. Bhd. - Exempt an for AIA Bhd. (2.02%) Amanahraya Trustees Berhad - Public Smallcap Fund (1.62%) Public Nominees (Tempatan) Sdn. Bhd. - Pledged Securities Account for Gooi Seong Heen (E-JBU) (1.38%)
Financial Year End:	31 January



CORPORATE FACT SHEET (CONT.)

Corporate Address:

18th Floor, Public Bank Tower
No. 19, Jalan Wong Ah Fook
80000 Johor Bahru
Johor, Malaysia

Telephone number:

+607 224 8316

Fax:

+607 223 2562

Website:

www.crescendo.com.my



THANK YOU

