

## PROPERTY DEVELOPMENT

**Overseas projects, especially Vietnam and Singapore, continued to lead in sales performance, contributing two-thirds of overall sales; Sales returning to pre-pandemic level**

RM'million	Pre-COVID year	Half-COVID year	Full-COVID year
	2019	2020	2021
<b>Property Sales:</b>			
Overseas	2,055	1,463	<b>1,756</b>
Local	1,015	722	<b>1,122</b>
Total	3,070	2,185	<b>2,878</b>

Property sales increased by 32 percent as the property division sold RM2.9 billion worth of properties this year compared with RM2.2 billion last year. Sales for the current year was returning to the pre-pandemic annual sales of RM3 billion recorded back in 2019. Strong overseas sales, especially Vietnam and Singapore, contributed two-thirds of overall sales while improved sentiment continued to drive sales for key local projects.

Notwithstanding cautious consumer sentiments, demand remains strong supported by low interest rates and home ownership incentives introduced by the government. On top of that, engagement with existing and potential customers via Virtual Experience Gallery, Gamuda Land Lifestyle Mobile app, and launching of Gamuda Land Online Property Deals website accompanying with targeted digital marketing through push technology are proven to be effective. Local project sales jumped 55 percent compared with last year due to pent-up demand for the three newer local projects, Gamuda Gardens, twentyfive.7 and Gamuda Cove. Overseas sales rose 20 percent as projects in Vietnam and Singapore continued to lead in overall sales; overseas sales contributed two-thirds of the Group sales. The property division remains committed to grow core business segments and to reduce inventories.

### PROPERTY DEVELOPMENT: NET PROFIT

**RM172** MILLION  
INCREASE OF 36%

RM'million	2021	2020	Var
Unsold completed properties	<b>781</b>	853	-8%
Unbilled property sales	<b>4,600</b>	3,300	39%

**RM200 million property stocks were cleared in 2021; Balance unsold completed properties of RM781 million consisting 40 percent landed and 60 percent high-rise**

As of 31 July 2021, the unsold completed properties stood at RM781 million consisting 40 percent landed and 60 percent high-rise properties located mainly in Klang Valley and Johor. During the year, almost RM200 million worth of property stocks were cleared while some completed landed properties were added to the stockpile.

### Overseas

#### (a) Hanoi and Ho Chi Minh, Vietnam

Vietnam's high GDP growth, stable inflation, and better business environment have become key drivers to attract more foreign direct investment (FDI). Recent years witnessed ambitious plans from the Vietnamese government to expand and upgrade existing transportation infrastructure system resulting in the growth of new urban areas as former rural areas become easily accessible. This augurs well for both Hanoi and Ho Chi Minh, driving demand for thoughtfully planned green developments such as Celadon City and Gamuda City.

Sales from Gamuda City in Hanoi and Celadon City in Ho Chi Minh, continued to be the biggest contributor of overseas sales. Taking advantage of Vietnam's relaxed rules that enable foreigners to buy up to 30 percent of the units in new residential project, sales efforts targeting investors from Hong Kong has produced good results for both projects in Vietnam.

Gamuda City's outlook will be fuelled by the upcoming commercial development in Gamuda City Central, located next to the established Yen So Park. These include shop offices and a shopping mall targeted for launch in 2022 and is expected to appeal to surrounding communities, enhancing the value of future residential developments in Gamuda City Central.

## STATEMENT FROM THE GROUP CHIEF FINANCIAL OFFICER

### PROPERTY DEVELOPMENT (CONT'D.)

#### (a) Hanoi and Ho Chi Minh, Vietnam (cont'd.)

Having matured over the years with lush greenery and vast central park for communities to thrive, Celadon City has carved out a name for itself in Ho Chi Minh City, becoming a sought-after development with a reputation for delivering not only on quality; but one that enhances quality of lifestyle as well. Its recent apartment launches recorded 98 percent units sold while The Glen condo villas unveiled in April 2021 were fully sold during launch. Celadon City will be focusing its sales efforts in clearing remaining units as well as next phase launch of Diamond Centery precinct.

In the upcoming years, Gamuda Land intends to continue its strong growth trajectory in Vietnam, with its strategic acquisition of 13.8 acres land parcel in Binh Duong New City, 2,600 acres integrated township set to be the administrative centre of the nation's affluent Binh Duong province. The project is set for launch in Q3 2022, concurrent with other high-profile developments such as the World Trade Center Gateway and Aeon Mall, kickstarting the commercial pulse of the area as an integrated hub for international trade, industry and more, which is expected to contribute to the Group earnings over the next five years.

#### (b) Singapore

On the heels of our successful maiden project, GEM Residences, a Green Mark-certified condominium that was fully sold in 2016; we launched OLÁ, the 548-unit executive condominium with a GDV of SGD660 million at Anchorvale Crescent in Singapore. With OLÁ's strategic location coupled with first-rate connectivity, we achieved 93 percent sales valued at SGD610 million since its launch mid-Mar 2020. OLÁ is expected to be completed in 2023.

#### (c) Melbourne, Australia

Sales at 661 Chapel St. in Melbourne, Australia continues with increasing interest from local Australian buyers. Despite the city being in lockdown since mid-July, property prices have continued to grow in Melbourne, albeit at a slower pace. Major banks in Australia (Westpac, CBA, NAB, ANZ) are bullish on property prices in Melbourne, ranging from eight percent to 16 percent in 2021 and from six percent to 19 percent in 2022.

### Malaysia

Local projects contributed one-third of overall sales. Gamuda Land Lifestyle Mobile app, the Virtual Experience Gallery and the Gamuda Land Online Property Deals website have proven to be effective sales tools to complement in-person sales experiences amid movement control restrictions.

As the pandemic shifts homebuyers' focus towards developments surrounded by nature and a healthy environment, it is anticipated that Gamuda Gardens' placemaking centred around the lush 50 acres central park with two waterfalls and five cascading lakes will attract good footfall to the development resulting in good sales take up.

Sales in twentyfive.7 has picked up on the back of ongoing enhancements undertaken in the project including overall aesthetics and landscaping to increase the development's appeal. Quayside Mall, being the only shopping mall within a 10km radius of Kota Kemuning continued to attract surrounding community to the development during the various movement control phases.

Gamuda Cove's Enso Woods has also seen strong demand from homebuyers' for its affordability. Enso Woods was designed to cater to post-pandemic living with a Japanese-minimalist interior layout featuring open layout and ample natural lighting. Gamuda Cove's prospect will also be driven by the impending launch of Splashmania rainforest themed park, located next to Townsquare, the commercial centre of the township. Supported by various eco-tourism activities in Paya Indah Discovery Wetlands, Discovery Park and the upcoming 90 acres Forest Park, the outlook for Gamuda Cove augurs well.

Mature developments including Horizon Hills and Jade Hills have launched products that cater to their respective homebuyers' profile. These include semi-detached products as well as superlink homes which are the largest contributor of sales in both projects. Sales in Horizon Hills is driven by its link houses and semi-detached products in the Woodlands Precinct, while 18 Enclave semi-detached units in Jade Hills is already 75 percent sold with limited units available in Rymba Gardens which is slated for completion in Q1 2023.

Ongoing projects are:

- Gamuda Cove in Southern Klang Valley
- twentyfive.7 in Kota Kemuning
- Gamuda Gardens in Sungai Buloh
- Kundang Estates in Sungai Buloh
- Jade Hills in Kajang
- HighPark Suites in Petaling Jaya
- Bukit Bantayan Residences in Kota Kinabalu
- Horizon Hills in Iskandar Puteri, Johor