

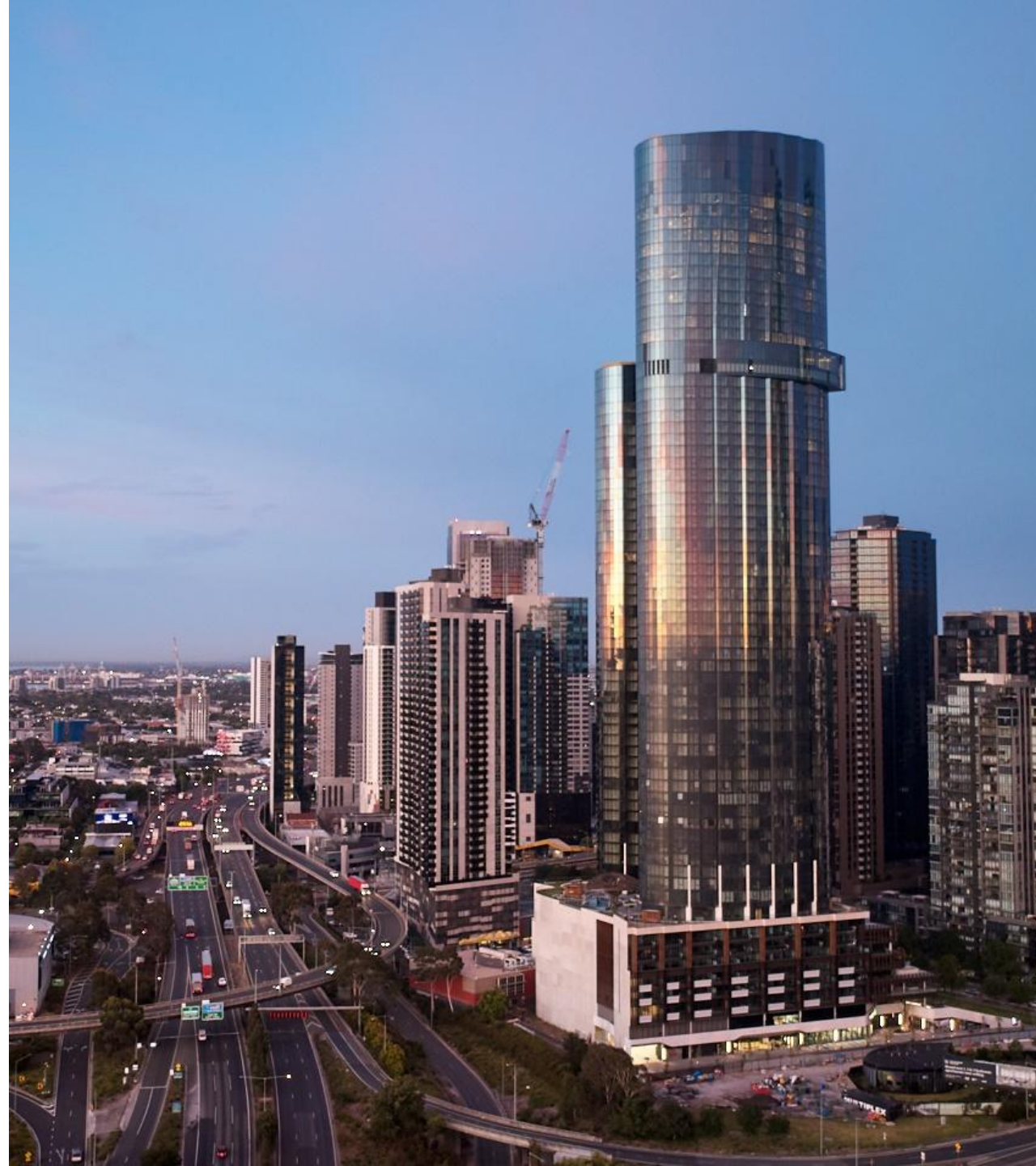


# OSK Holdings Berhad Investor Relations

Q3 FY2023

**PROPERTY | FINANCIAL SERVICES | CONSTRUCTION | INDUSTRIES | HOSPITALITY**

*Strictly private & confidential. For discussion purposes only.*



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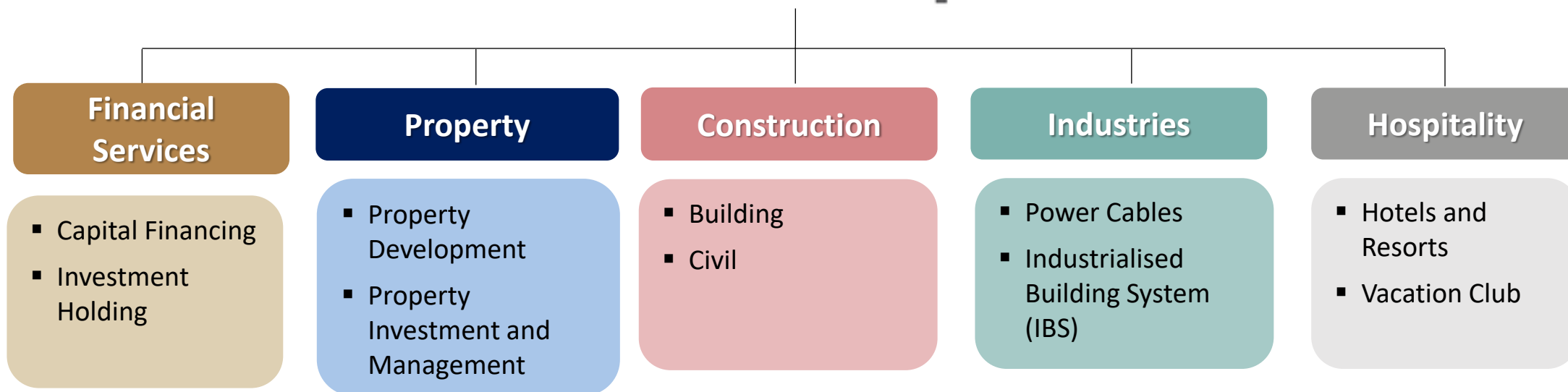
# ***Content***

- 01** Group Financial Performance
- 02** Group Business
- 03** Group Sustainability Blueprint
- 04** ESG Initiatives

# Overview

- Our Group has 5 core businesses, namely Financial Services, Property, Construction, Industries and Hospitality.
- The main PBT contributor to the Group is Financial Services at 68% (65%) followed by Property at 23% (31%).
- Although each business unit differs in revenue and profit size, every business unit is important to the Group.

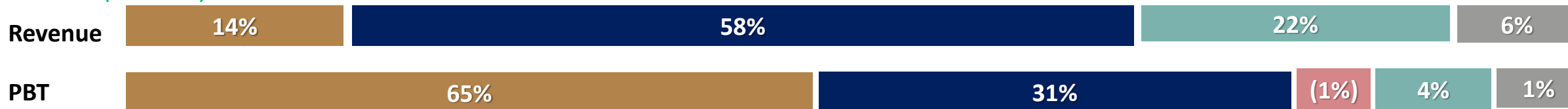
## OSK Group



### 9M2023



### 9M2022 (restated)





# 01 Group Financial Performance

OSK

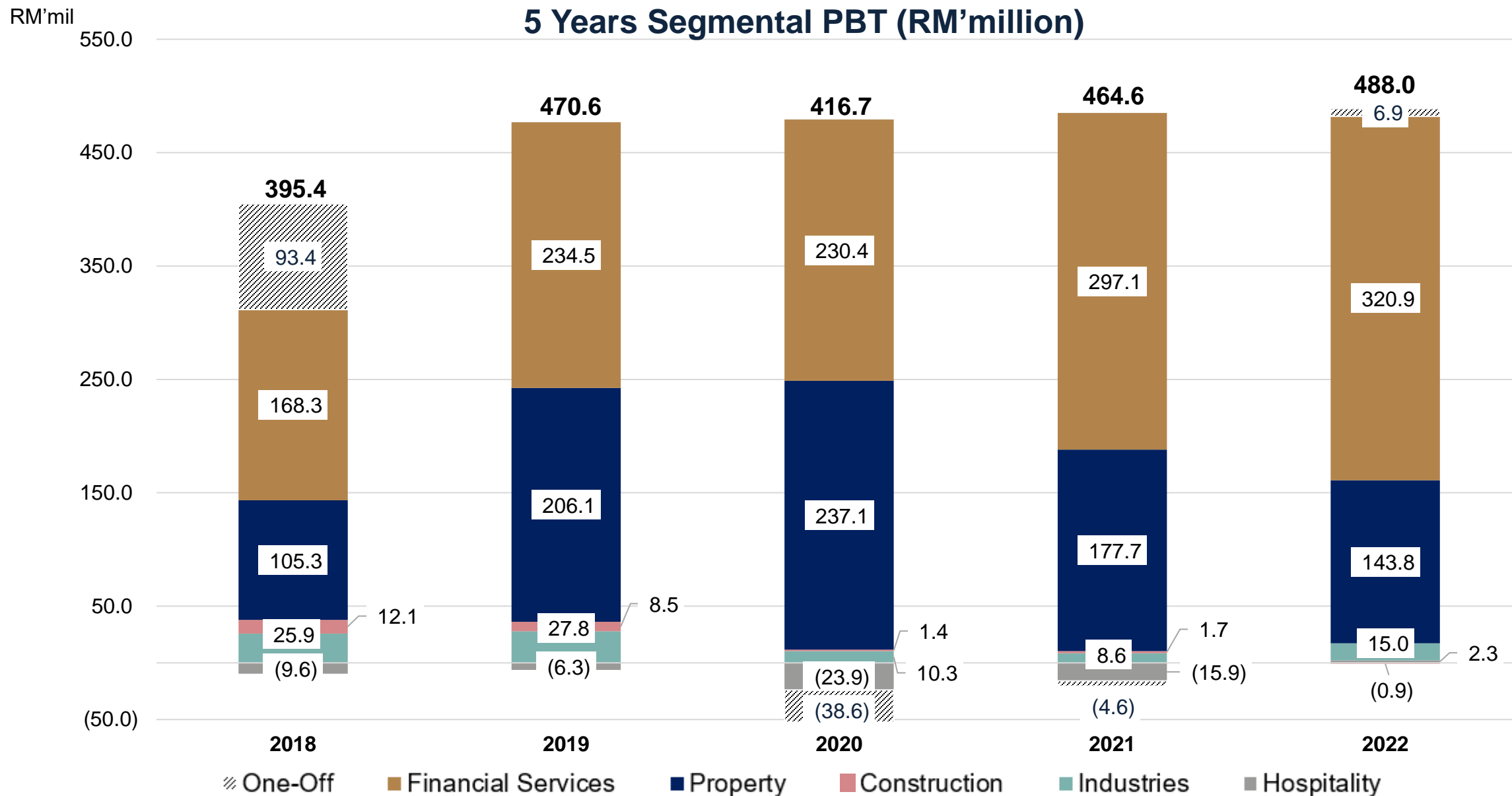


*Windmill Upon Hills, Genting*

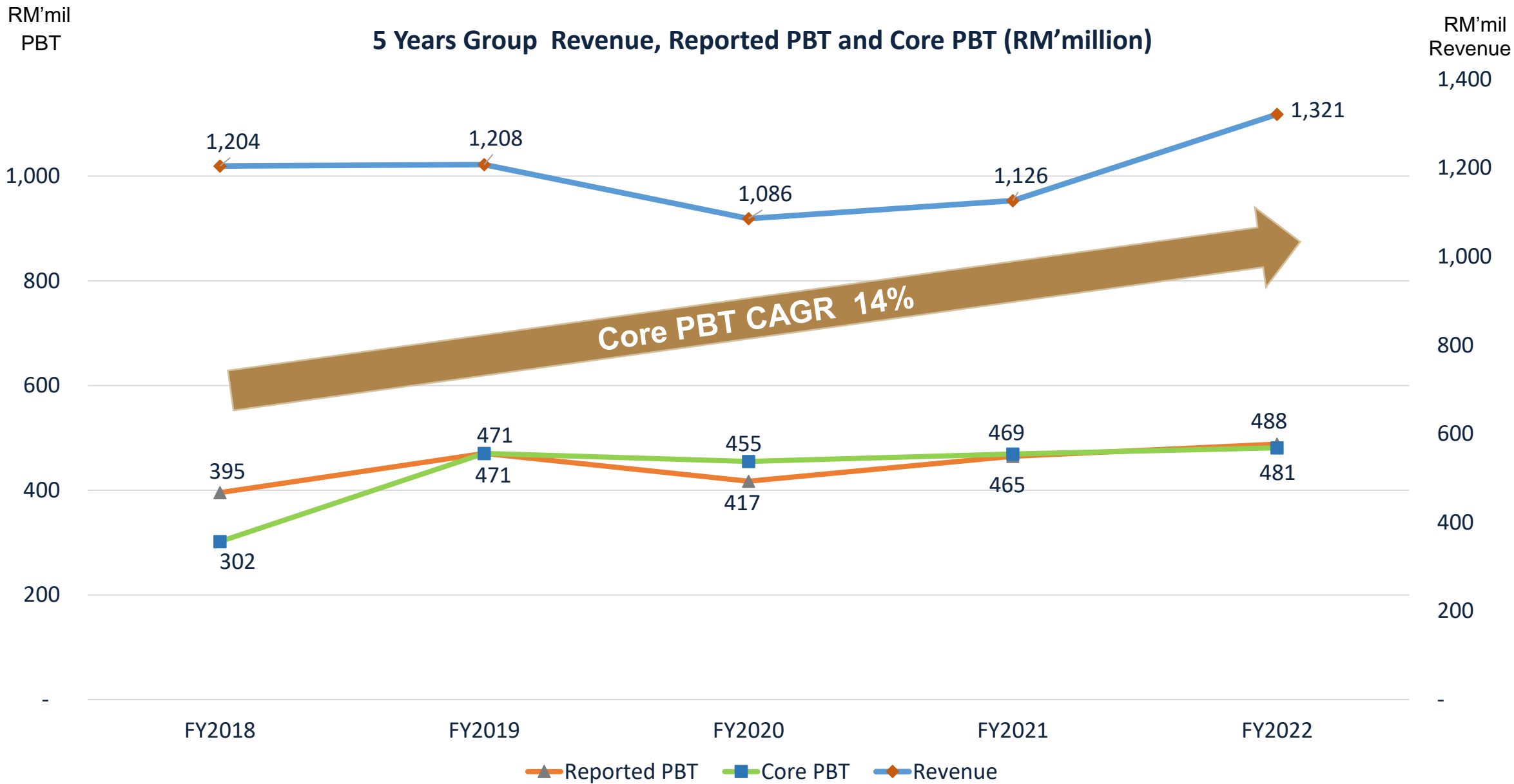
# Financial Performance

RM'million	1Q23	2Q23	3Q23	3Q22 (restated)	9M23	9M22 (restated)
Revenue	333.2	397.4	433.6	347.1	1,164.3	988.2
Profit before tax	126.0	145.8	<b>142.8</b>	130.9	<b>414.6</b>	350.5
Core profit before tax	119.6	143.6	139.4	134.9	402.6	353.6
Share of results	87.6	88.3	65.4	79.7	241.3	202.3
Profit after tax	115.8	131.8	124.2	113.7	371.8	304.9
Profit attributable to Owners of the Company	115.1	131.0	123.0	112.9	369.2	303.0
Earnings per share (sen)	5.58	6.35	<b>5.97</b>	5.47	<b>17.90</b>	14.70

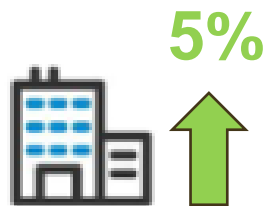
# 5-Year Performance by Segment



# 5-Year Financial Performance (Cont'd)

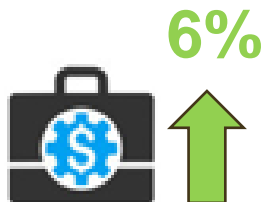


# Strong Financial Position as at 30.9.2023



**RM10.2b**

Total Assets  
(2022: RM9.7b)



**RM6.0b**

Shareholders' Funds  
(2022: RM5.7b)



**RM2.92**

Net Assets per Share  
(2022: RM2.76)



**RM3.1b**

Total Debts  
(2022: RM3.0b)



**RM2.5b**

Net Debts  
(2022: RM2.3b)



**4.3 years**

Average Debt  
Maturity Profile  
(2022: 4.3yr)



**RM1.4b**

Cash: RM640m &  
Undrawn Facilities: RM766m  
(2022: Cash: RM713m  
& Undrawn Facilities: RM400m)

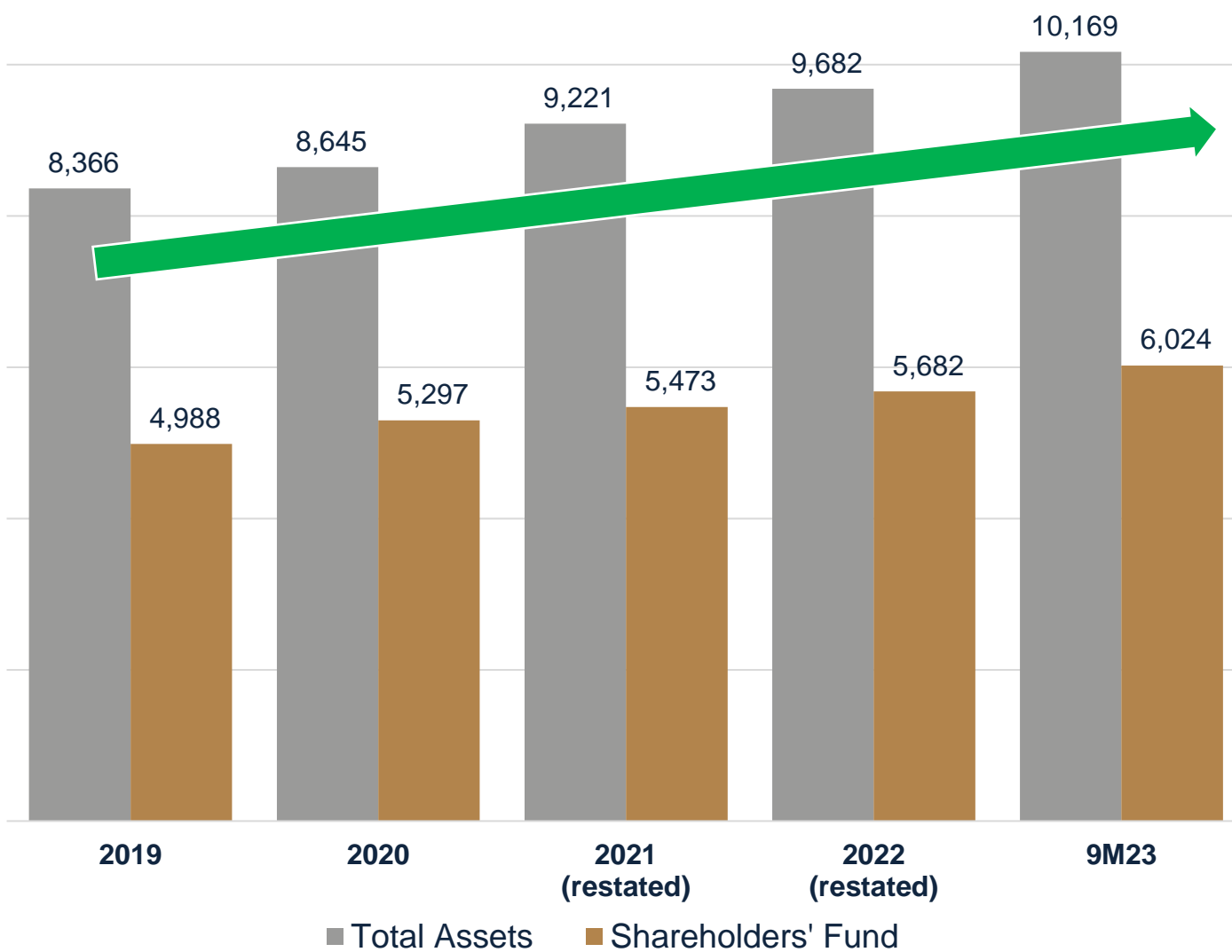


**0.142**

Net Gearing  
exclude  
Capital Financing portfolio  
(2022: 0.160)

# Improved Shareholders' Fund and Total Assets

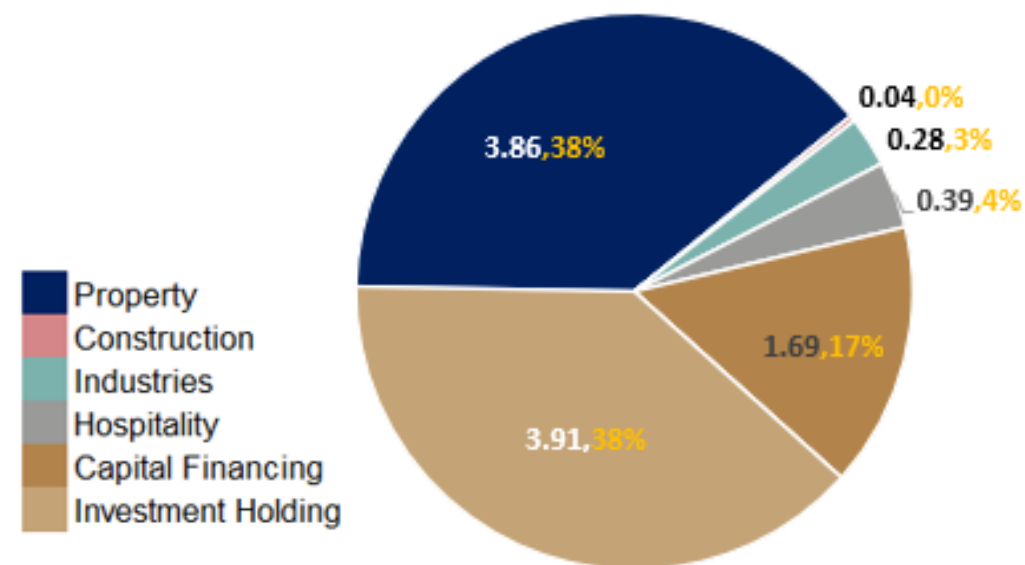
Shareholders' Fund and Total Assets (RM'million)



- Increase in total assets to RM10.17b in 9M23 from RM9.91b in 1H23 mainly due to increase in capital financing portfolio in Malaysia and Australia and increase in share of net assets of RHB Group.
- Majority of the Group's assets mainly in the Property Segment and Investment in RHB Bank.

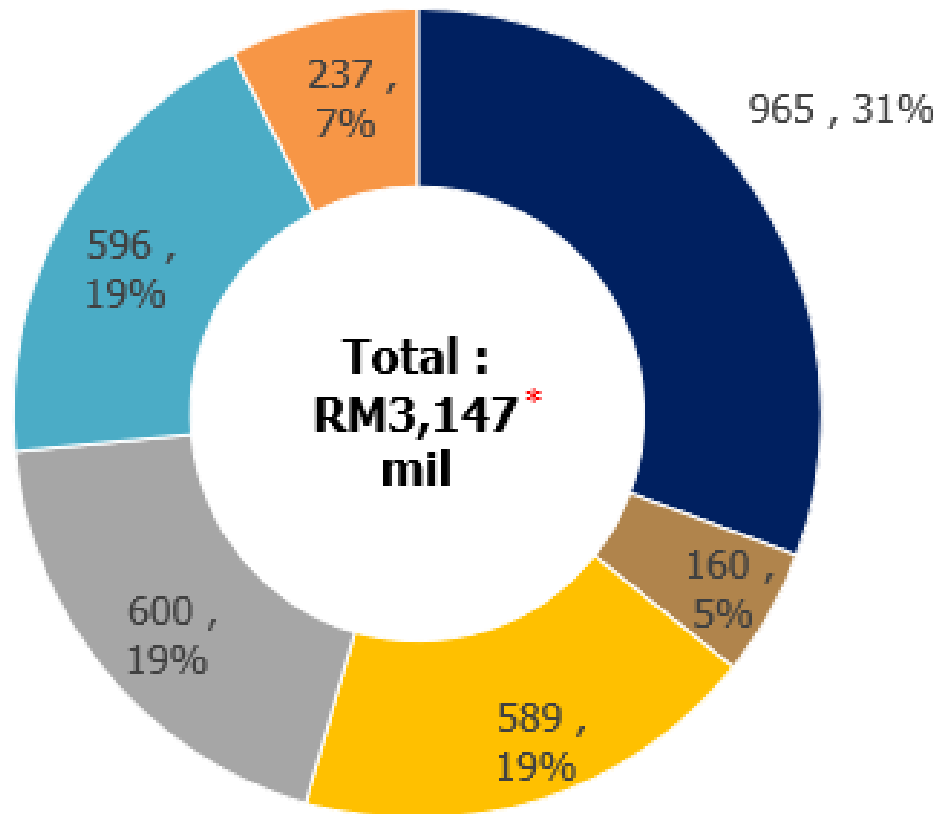
30.9.2023

Assets – RM10.17 bil





# Debt Maturity Profile (As at 30 September 2023)



< 1 year (2023)	965	31%
1 year but < 2 years (2024)		
2 years but < 5 years (2025-2027)	749	24%
5 years but < 7 years (2028-2029)		
7 years but < 10 years (2030-2032)	1,196	38%
10 years and above (>2032)	237	7%

\*excluding lease liabilities

# Effective Cash Flow Management

Generated / (Used in) RM'million	9M23	9M22 (restated)
Capital Financing disbursement	(253)	(160)
Other net cash inflows	177	137
<b>Operating activities</b>	<b>(76)</b>	<b>(23)</b>
<b>Investing activities</b>	<b>(3)</b>	<b>55</b>
<b>Financing activities</b>	<b>9</b>	<b>(196)</b>
<b>Net Decrease in Cash</b>	<b>(70)</b>	<b>(164)</b>
<b>Cash &amp; Cash Equivalents</b>	<b>640</b>	<b>667</b>

## 9M23. movements:

- Net cash used in Operating Activities was mainly due to capital financing's net loan disbursement of RM253m.
- Net cash used in Investing Activities was mainly due to the acquisition of lands of RM53m and property, plant and equipment of RM49m (including hotel refurbishment of RM21m) which offset against with the dividend from RHB & Agile of RM96m.
- Net cash generated from Financing Activities was mainly due to the proceeds of issuance of RM500m rated bond and repayment of certain borrowings. .

## 9M22 movements:

- Net cash used in Operating Activities was mainly due to capital financing's net loan disbursement of RM160m.
- Net cash generate from Investing Activities was mainly derived from the RM78m dividend from RHB & Agile and sales proceeds of SISP of RM9m offset against the renovation cost of RM23m for Damai Laut Hotel.
- Net cash used in Financing Activities was mainly due to the repayment of borrowings of RM68m and dividend payment of RM82m

The Group maintained a prudent approach in managing our capital, whilst maintaining a robust balance sheet to support our future business growth.

## 02 Group Business Updates

OSK



*Timurbay, Kuantan*



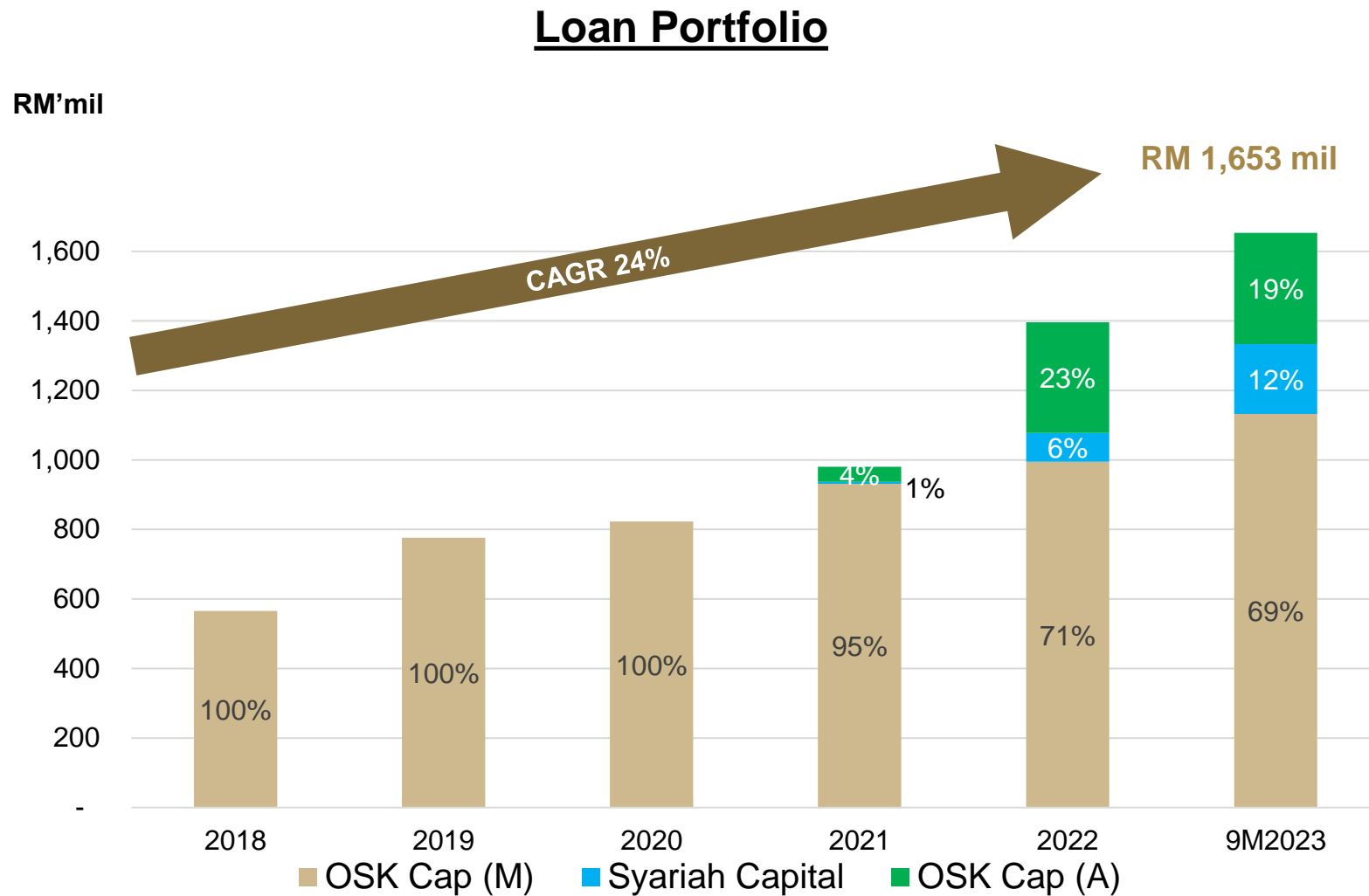
# FINANCIAL SERVICES AND INVESTMENT HOLDING

## Capital Financing and Investment in RHB

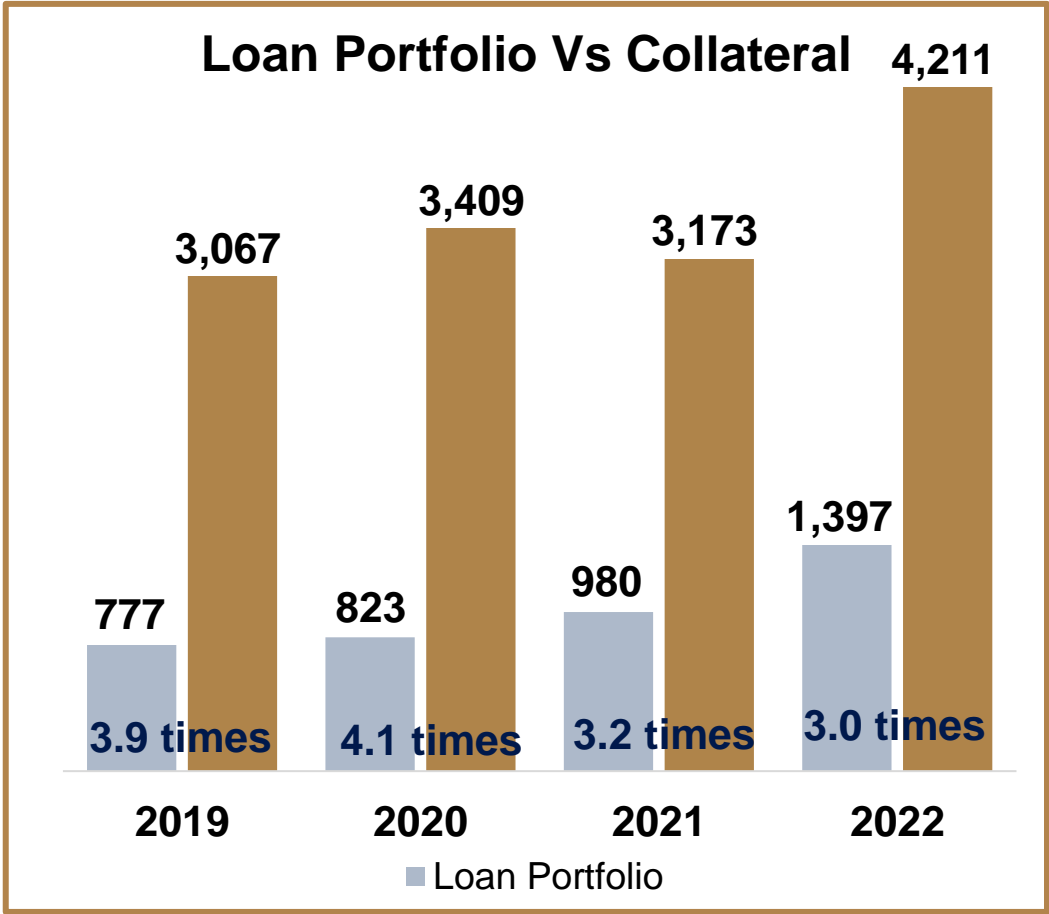
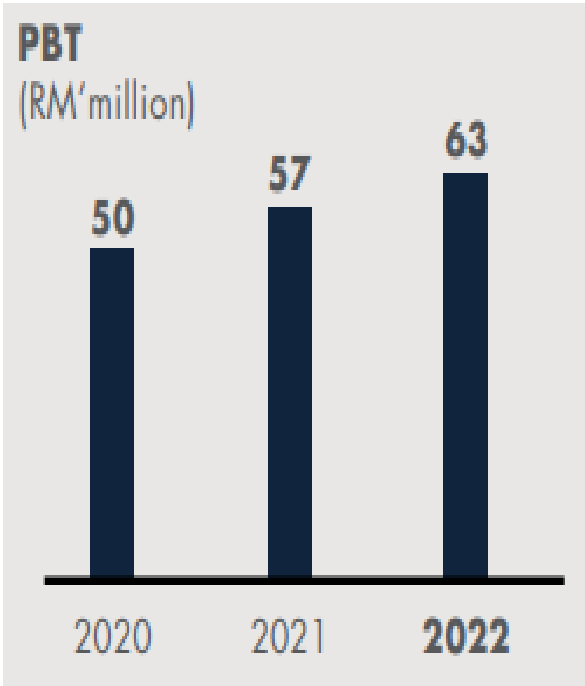
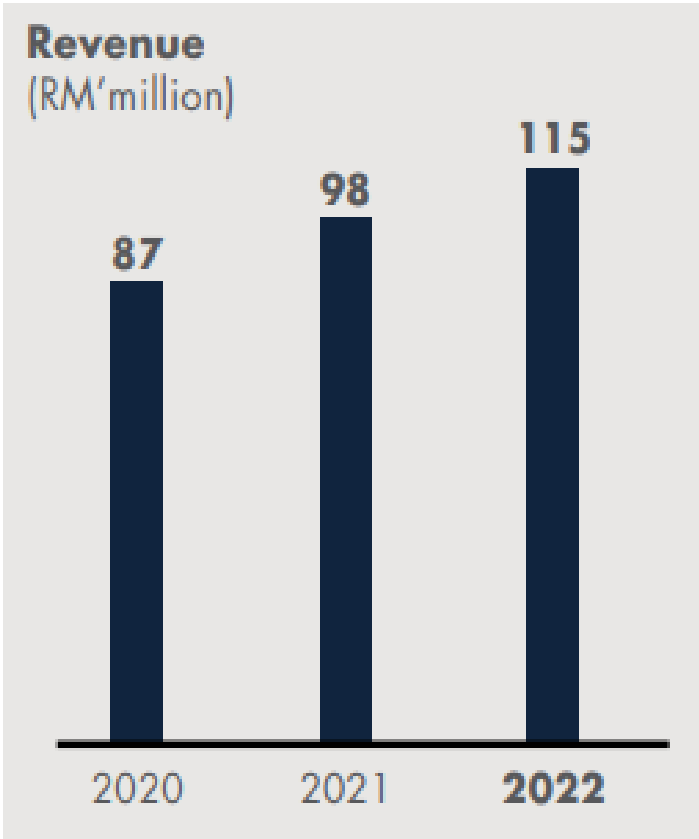
OSK

# Financial Services Segment: Capital Financing

- Licensed moneylender governed under the Malaysia Moneylenders Act 1951 (Act 400) and Australia Credit License
- Provision of short term corporate and personal loan/bridging financing
- Financing for Initial Public Offerings, ESOS, private placements, general offers, rights issues, etc.
- Shariah-compliant financing to corporates and civil servants
- Micro financing through fintech platform
- **Combined portfolio size of RM1,653 million (Malaysia and Australia) as at 30 September 2023**
- Non-Performing Loan (“NPL”) at manageable level of 1% (FY21: 5.1%) in FY2022



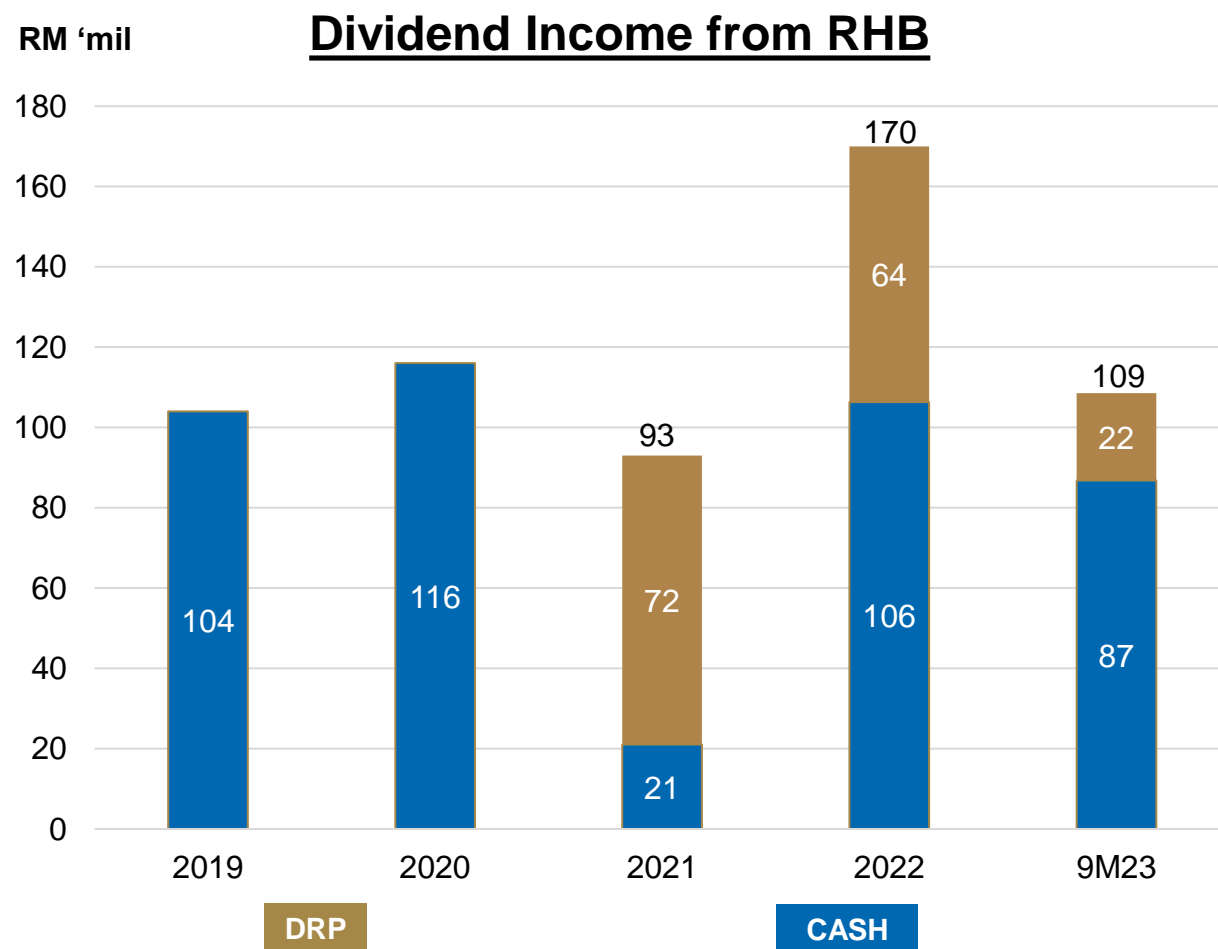
# Financial Services Segment: Capital Financing (Cont'd)







- Arose from the merger between OSK Investment Bank Berhad and RHB Investment Bank Berhad for a purchase consideration satisfied via cash and issuance of new shares in RHB Bank Berhad (“RHB”) in 2012
- OSKH is the second-largest shareholder in RHB, holding **10.24% equity interest in RHB**



- OSKH’s equity stake in RHB is carried at value of approx. RM3.5 billion at end of September 2023, representing 35% of OSKH Group’s total assets.
- In FY2022 and 9M23, OSKH derived dividend income of RM170m and RM109m respectively from its strategic investment in RHB.
- The strategic investment in RHB via dividend received generates **stable and long-term cash flow for OSKH**
- In the past 5 years, RHB’s annual dividend has increased from 20.5 sen per share in FY2018 to 40.0 sen per share in FY2022 which represent the increase of dividend payout ratio from 35.7% in FY2018 to 62.5% in FY2022
- On 15 May 2023, OSK opted for DRP in respect of dividend of RM108.5m from RHB resulting in further increase in equity stake to 10.24% from 10.22%
- **Subsequent event:** On 12 Oct 2023, the Company received a cash dividend of RM65.8m from RHB which was applied to interim dividend in respect of the FY ending 31 Dec 2023. The Company’s equity interest in RHB remained at 10.24%

# Property Development and Property Investment

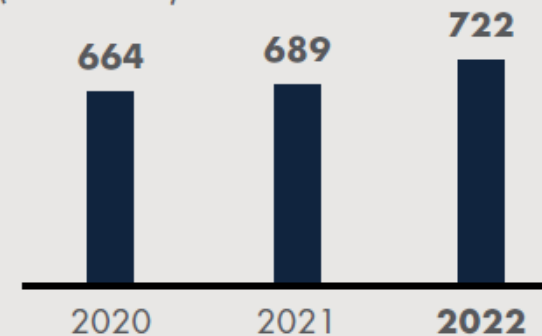
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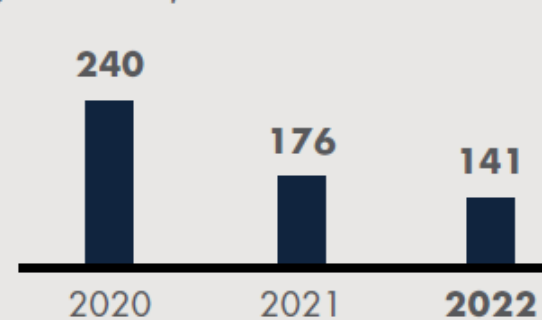
# Property Development



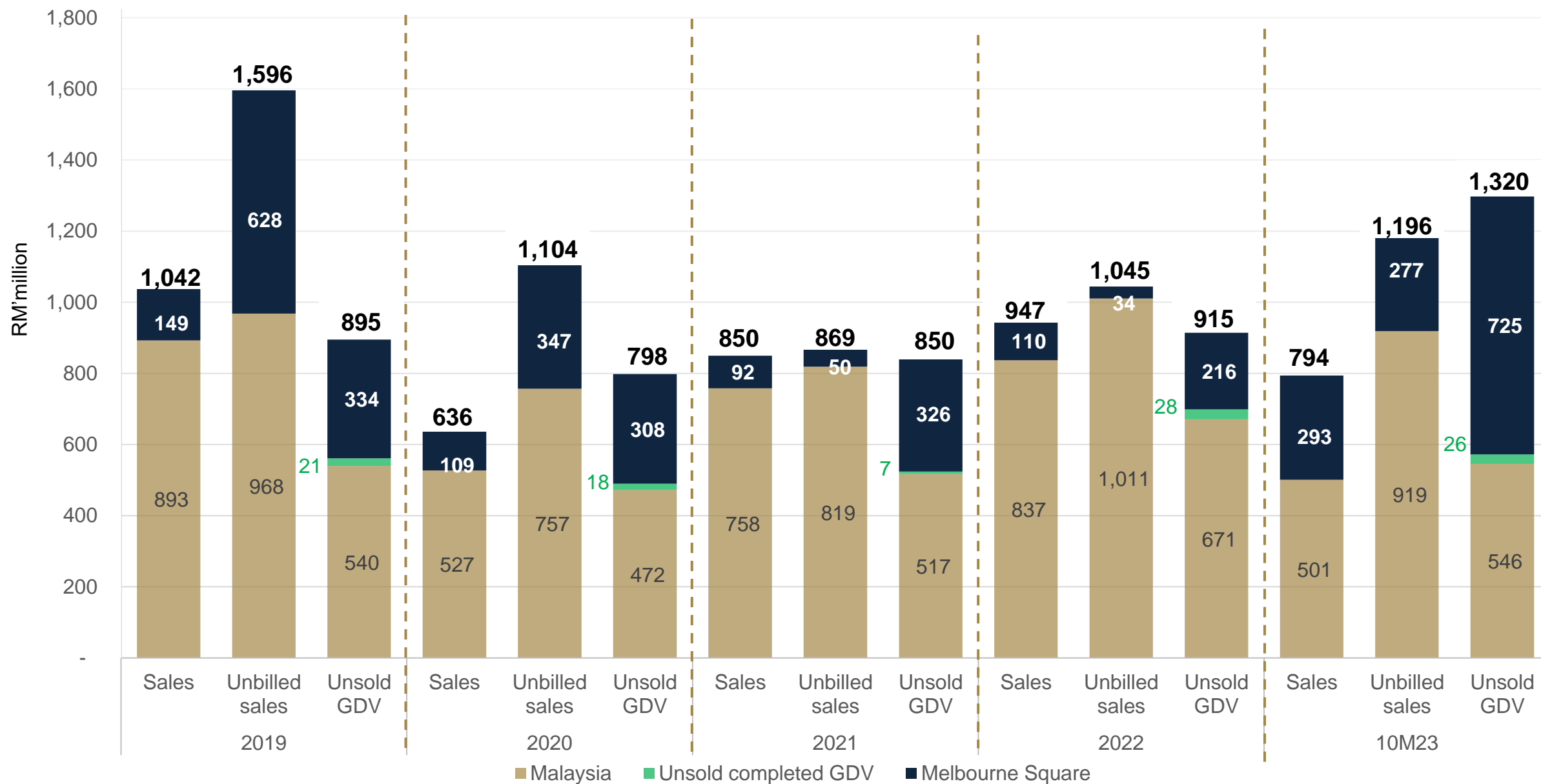
**Revenue**  
(RM'million)



**PBT**  
(RM'million)



# Sales, Unbilled Sales and Unsold GDV - As at 31 October 2023





# Property Segment: On-going Projects - As at 31 October 2023

## PENANG

**Rubica @Harbour Place,  
Butterworth**

- GDV: RM137 mil
- Progress: 31%
- Take-up rate: 41%

## SELANGOR

### 1. YOU CITY III

- GDV: RM492 mil
- Progress: 97%
- Take-up rate: 100%

### 2. MIRA @ Shorea Park

- GDV: RM366 mil
- Progress: 81%
- Take-up rate: 100%

### 3. ANYA @ Shorea Park

- GDV: RM393 mil
- Progress: 27%
- Take-up rate: 47%

## KUALA LUMPUR

**LEA by the Hills**

- GDV: RM233 mil
- Progress: 19%
- Take-up rate: 49%

## KEDAH

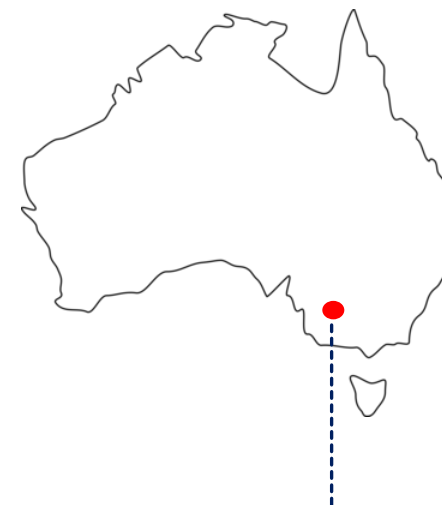
**Bandar Puteri Jaya,  
Sungai Petani (Township)**

- Total land area: 2581 acres
- GDV: RM2.2 bil
- On-going GDV: RM541 mil
- Take-up rate: Average 92%

## NEGERI SEMBILAN

**Iringan Bayu, Seremban  
(Township)**

- Total land area: 456 acres
- GDV: RM2.8 bil
- On-going GDV: RM457 mil
- Take-up rate: Average 91%



## MELBOURNE SQUARE

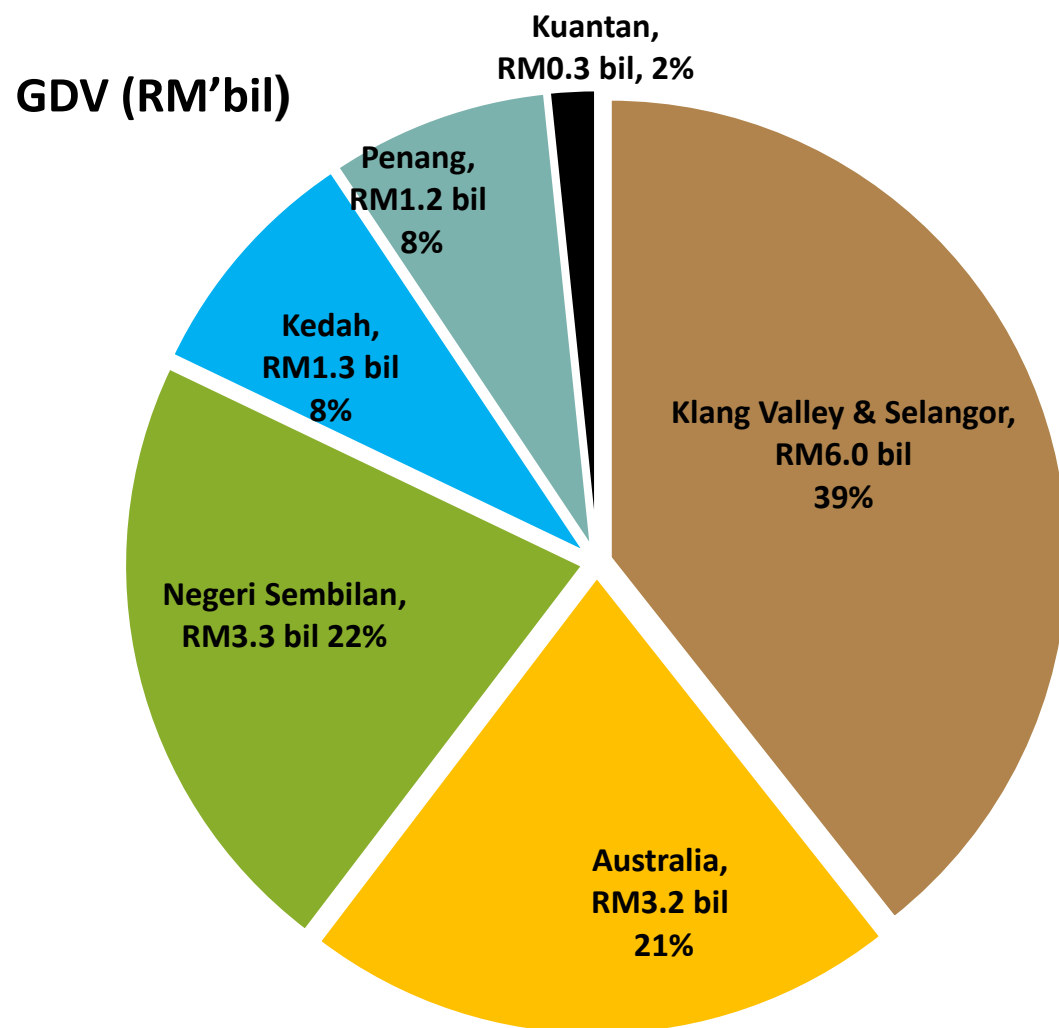
- Mixed development – 5 phases
- GDV: AUD2.8 bil
- Stage 1 completion: 100%
- Take-up rate: 90%

### Stage 2 BLVD

- High-Rise Apartment
- GDV: AUD650 mil
- Official launched in October 2023
- Take up rate: 43%

# Property Segment: Landbank (Malaysia & Australia) – As at 31 October 2023

Landbank	2,043 acres
Est GDV	RM 15.3 billion



## New Land Acquisitions in 2022

### Iringan Bayu, Seremban

- ✓ 39.2 acres
- ✓ Freehold
- ✓ Est GDV: RM175 mil

### Amanjaya, Sg Petani

- ✓ 50.8 acres
- ✓ Freehold
- ✓ Est GDV: RM227 mil

In 2022, the Group invested about RM42.4mill for total 90 acres land in Sungai Petani and Seremban with estimated GDV of RM402m for sustainability of the business

In Australia, the Group's joint venture, Yarra Park City acquired 2 parcels of land with office building measuring 7,800 sqm and net lettable area of 11,600 sqm for the purposes of redevelopment in the future.



# Property Segment: Pipeline Launches in 2023/2024 – Estimated Total GDV of RM1.3b

		RM'mil	Status
Klang Valley	<ul style="list-style-type: none"> <li>Shorea Park in Puchong - Anya Tower B</li> <li>Nuria in Melawati</li> <li>Mori Park</li> </ul>	196.6 63.0 405.6	<i>Launched in Feb'23</i> <i>To be launched in Jan'24</i> <i>To be launched in May'24</i>
Butterworth	<ul style="list-style-type: none"> <li>Pangsapuri Suria</li> </ul>	24.8	<i>Launched in Mar'23</i>
Seremban	<ul style="list-style-type: none"> <li>Iringan Bayu in Negeri Sembilan <ul style="list-style-type: none"> <li>PH1A</li> <li>Parcel B PH12, PH14</li> <li>Parcel B PH13</li> <li>Parcel B PH15A</li> </ul> </li> </ul>	17.0 142.0 98.0 161.3	<i>To be launched in Jan'24</i> <i>Launched in Nov'23</i> <i>Launched in Oct'23</i> <i>To be launched in Dec'23</i>
Kedah	<ul style="list-style-type: none"> <li>Bandar Puteri Jaya in Sg Petani <ul style="list-style-type: none"> <li>Low Cost 1A</li> <li>Makmur Z1</li> <li>Eastfield Z3</li> <li>Commercial Z1</li> <li>Phase 3 Hill</li> </ul> </li> </ul>	7.3 47.0 17.9 90.0 57.1	<i>Launched in Jan'23</i> <i>Launched in Apr'23</i> <i>Launched in Apr'23</i> <i>Estimated launch date TBC</i> <i>Estimated launch date TBC</i>
TOTAL		1,328.6	

# Property Segment: Completed Project in Australia - As at 31 October 2023



<b>Location</b>	: Southbank, Melbourne
<b>Mix</b>	: Residential Apartments, Retail Mall, Office Tower and Hotel
<b>Land area</b>	: 5 acres (FH)
<b>GDV</b>	: AUD2.8 bil (all phases)
<b>Launched</b>	: Stage 1: October 2017
<b>Ave. SP</b>	: AUD11,300 psm
<b>Take-up rate</b>	: Stage 1: 90%
<b>% of Completion</b>	: Completed in January 2021
<b>No. of units</b>	: Stage 1: 1,054 Service Apartments, Retail Podium and Childcare Centre

*Note: OSKH effective equity interest in the project is 40.62%.*

**JV Partner :**  **KWSP EPF** 49% equity interest





JV Partner :  **KWSP EPF** 49% equity interest

**Project Name** : BLVD @ No. 19 Hoff Boulevard, Melbourne Square  
**Location** : Southbank, Melbourne  
**Type** : High-Rise Apartment  
**GDV** : AUD650 mil  
**Launched** : Soft launched in April 2023  
**Take-up rate** : Stage 2: 43%  
**Ave. SP** : AUD13,000 psq  
**No. of units** : 591 units

*Note: OSKH effective equity interest in the project is 40.62%.*





# Property Segment : Queens Bridge Place, Melbourne – Recently Acquired

The acquisition of Queensbridge Street (QBP1) and 190 City Rd (QBP2) was completed on 15 July 2022 and 30 Nov 2022 respectively.

Queensbridge Park Pty Ltd had been set up to acquire the QBP properties and 100%-owned by YPC.

JV Partner :  **KWSP EPF** 49% equity interest

## Queensbridge Street and City Road

### Development Mix

Office, Warehouse, Retail, Medical Centre, Restaurant, Residential Apartments, Car Park

### Location

Southbank, Melbourne

### Land Tenure

Freehold

### Land Area

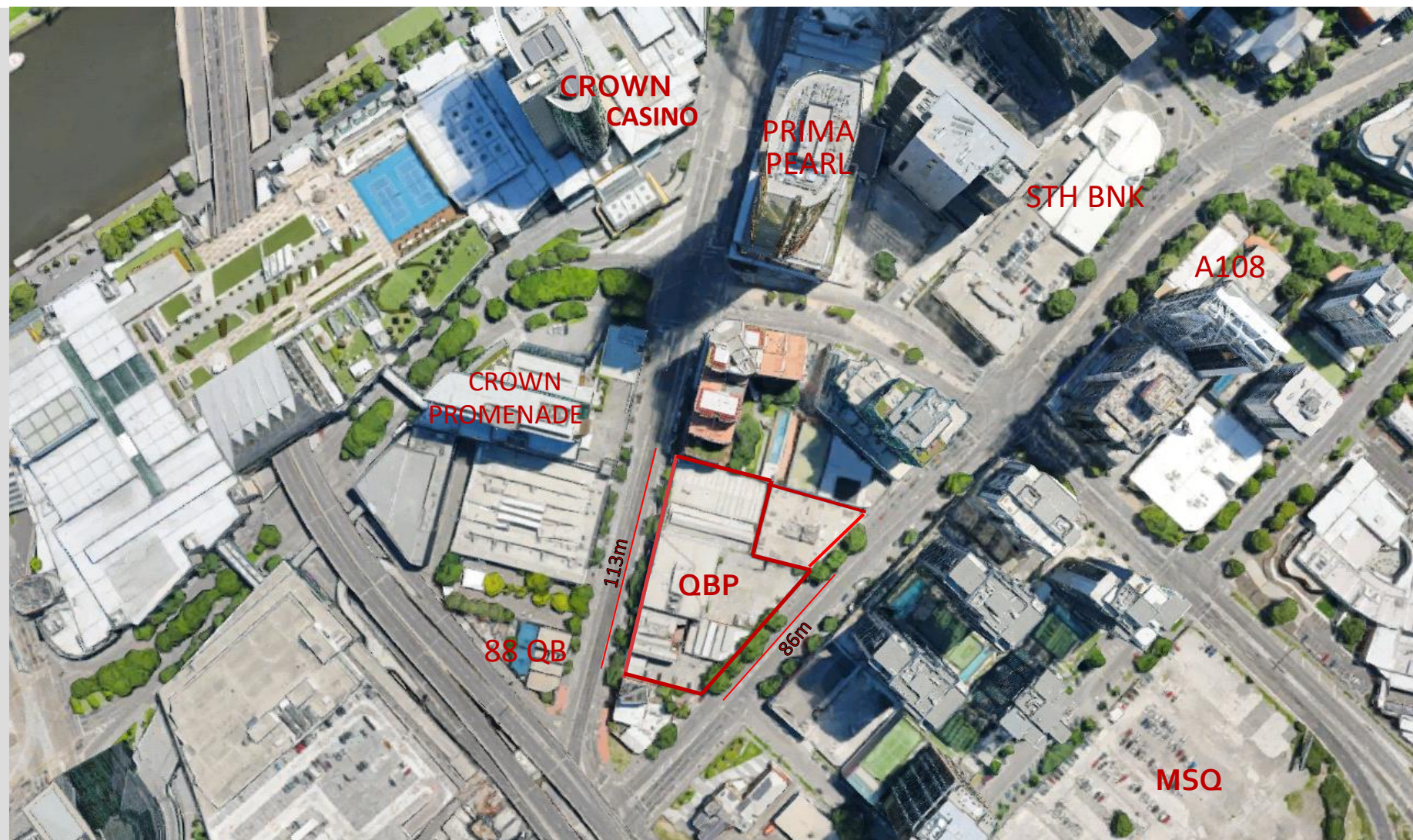
7,800 sqm (Combined)

### Total NLA

11,614 sqm

### Current Occupancy

75% (As of Oct'23)





# Property Segment : Queens Bridge Place, Melbourne – Recently Acquired (Cont'd)

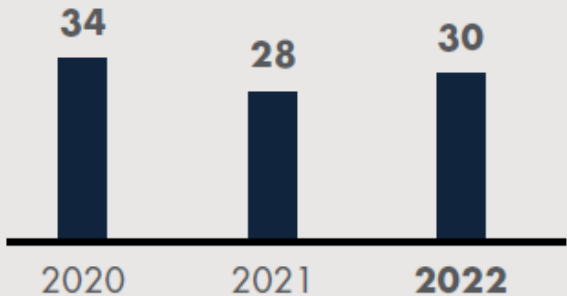
## Street Views



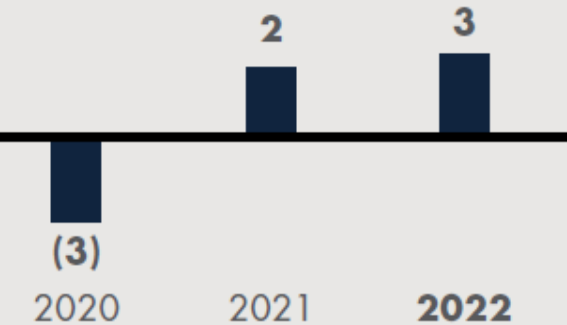




Revenue  
(RM'million)



Core PBT/(LBT)  
(RM'million)





# Property Investment (Offices) – As at 31 October 2023



**Plaza OSK**  
Jalan Ampang, Kuala Lumpur

Land area	1.32 acres (FH)
NLA	236,325 sqft
Occupancy rate	98%



**Faber Towers**  
Taman Desa, Kuala Lumpur

Land area	2.63 acres (FH)
NLA	478,511 sqft
Occupancy rate	81% (retail and office blocks)

# Property Investment (Retail) - As at 31 October 2023

## Atria Shopping Gallery, Petaling Jaya



NLA 446,670 sqft

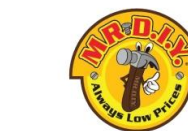
Occupancy rate 88%



Corvan®



OPTIMAX  
EYE SPECIALIST  
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SPITALFIELD'S  
GASTROBAR





# Construction

OSK



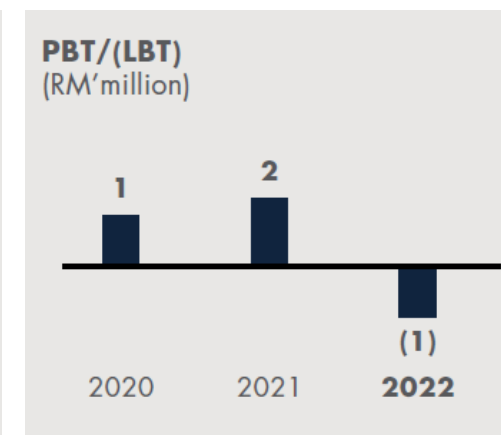
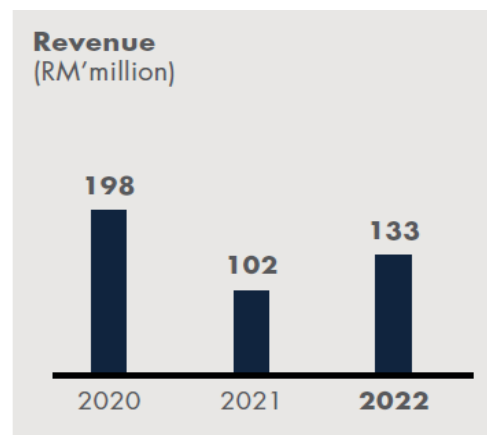
# Construction Segment



- Established contractor since 1979
- Design and construction service provider in residential and commercial projects
- Introduced OSK Quality Standard (OQS) internal quality measurement method in line with the quality standards set by the Construction Industry Standard
- Registered **Class A contractor** with Pusat Khidmat Kontraktor (PKK)
- Registered **G7 contractor** with Construction Industry Development Board (CIDB)
- OHSAS 18001:2007 and ISO 9001:2015
- Drive deep **collaboration between the Property and Construction segments** in 2017 with Emira as pilot project



- **Optimise construction cost** through early involvement in design and planning of the development projects
- **Close supervision** during construction to ensure quality standards
- Delivers superior quality products at competitive prices and ahead of schedule



# Construction Segment (Cont'd)

Outstanding order book of RM350 million  
as at 31 Oct 2023



Major Projects Completed in recent years	RM'million
Windmill Upon Hills	317
Timur Bay	144
Luminari	105
You Residences	183
You One	117
Emira	98
Woodsbury	92
Rimbun Sanctuary	46
Iringan Bayu (Phase 2A, 2B, 2C, 2D, 3A)	168
Ryan & Miho	201
	<b>1,471</b>
On-going Projects	
Mira & Anya, Shorea Park	129
Lea By The Hill, Melawati	71
Iringan Bayu (Phase 1A, 8D, 12,13,14 & Infra)	101
Rubica	43
You City 3	6
	<b>350</b>

Project	QLASSIC Score	Completion Time
Iringan Bayu Show Village	82%	1 month ahead
Windmill Upon Hills	80%	3.5 months ahead
Luminari	80%	10 months ahead
Emira	80%	2 months ahead
Iringan Bayu – Phase 2C	77%	4.5 months ahead
Timurbay	76%	2 months ahead
Iringan Bayu – Phase 2D	75%	4.5 months ahead
Ryan & Miho	82%	8.5 months ahead (Tower A) 16 months ahead (Tower B)



# Industries

OSK





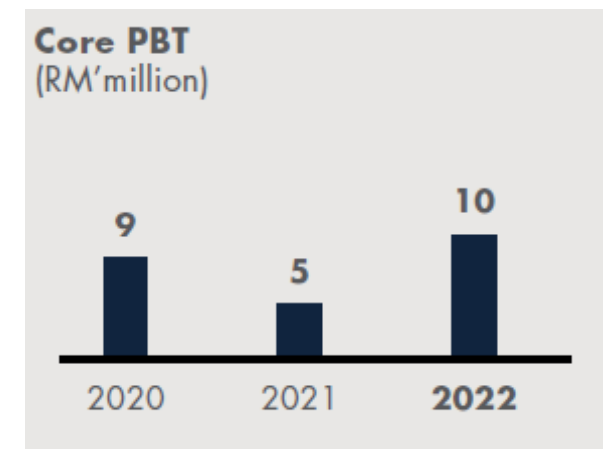
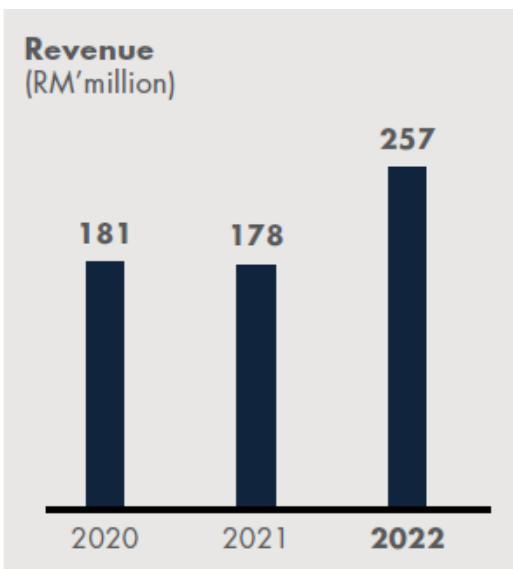
# Industries Segment: Cables

- Produces quality **electrical and power cables** since 1968 (low and medium voltage copper cables, aluminium fire resistance cables)
- Factory located in Malacca
- Solar photovoltaic panels on the rooftop of the factory that generates solar power capacity of:  
Phase 1: 569.80 kWp (installed)  
Phase 2: 639.83 kWp (installed)
- One of the top cable manufacturers in Malaysia
- Accredited with MS ISO 9001:2000 and UKAS Quality Management System and in compliance with TNB technical specification
- Certified by SIRIM QAS, LPCB
- Expansion plan to increase production capacity by 20-25% over the next few years



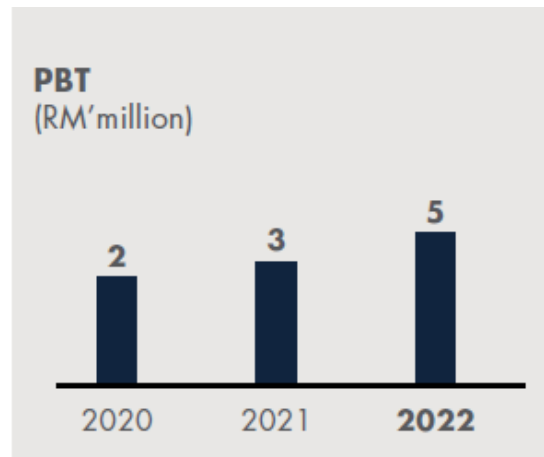
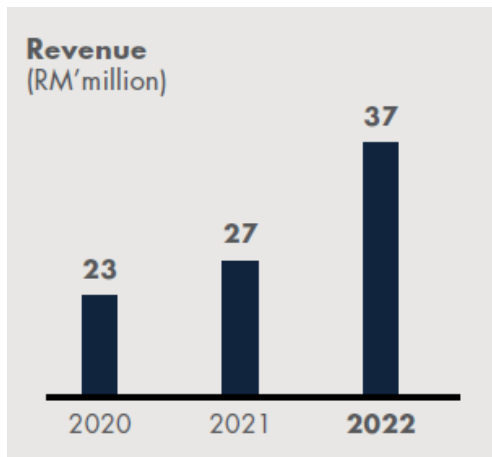
## OLYMPIC CABLE

A MEMBER OF OSK GROUP



# Industries Segment: IBS

- Produces **Industrialised Building Systems (IBS) wall panels** since 1994
- Factories located in Taiping (Perak), Nilai (Negeri Sembilan) and Bandar Tenggara (Johor)
- Export to Singapore
- Accredited with MS ISO 9001:2008, ISO 14001-2004, UKAS Quality Management System and Singapore Green Label Status
- Factory capacity: 2.16 million m<sup>2</sup>. Utilization rate: 67%
- Introduced a new product, which makes use of an environmentally friendly input material that not only reduces reliance on the use of cement, but also enhances the circularity of the wall panels, lighter weight and sustainability-driven





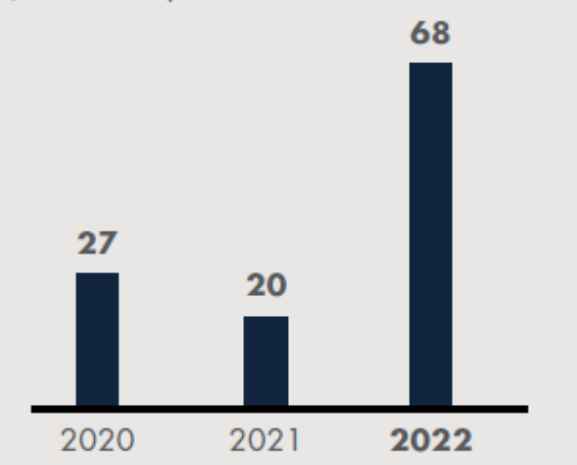
# Hospitality

OSK

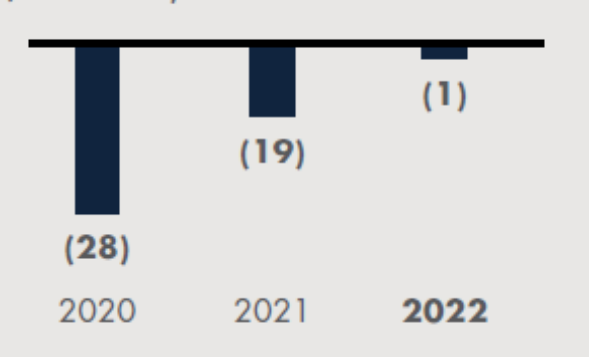




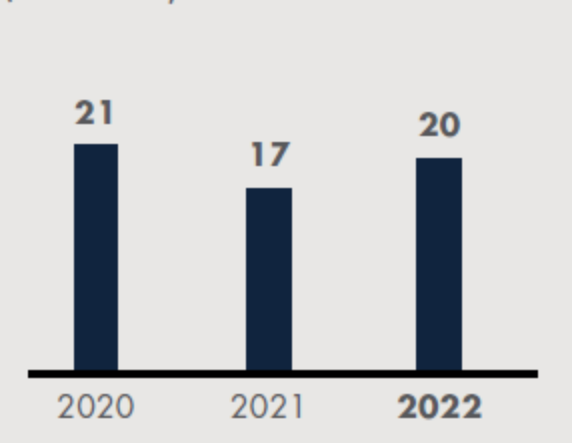
Revenue  
(RM'million)



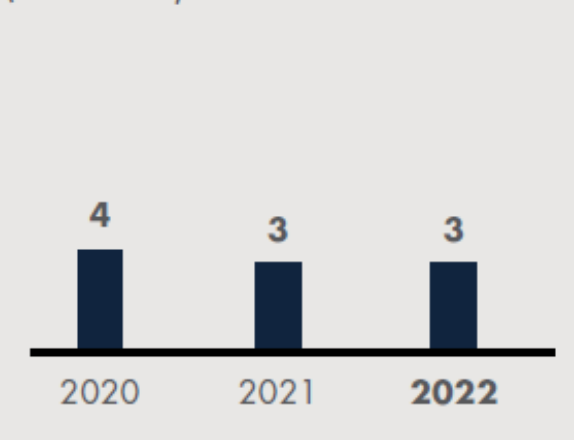
Core Loss Before Tax  
(RM'million)



Revenue  
(RM'million)



PBT  
(RM'million)





# Hospitality Segment: Hotels - As at 31 October 2023

Hotels managed by  **SWISS-GARDEN**  
INTERNATIONAL | HOTELS, RESORTS & INNS



Swiss-Garden Hotel Genting		Swiss-Garden Bukit Bintang		Swiss-Garden Beach Resort Kuantan	
Location	: Genting Highlands, Pahang	Location	: Kuala Lumpur	Location	: Kuantan, Pahang
Rooms	: 548	Rooms	: 325	Rooms	: 304

Hotels managed by international brands



Double Tree by Hilton Damai Laut Resort and Damai Laut Golf & Country Club			Holiday Inn Express & Suites	
Location	:	Lumut, Perak	Location	: Johor Bahru, Johor
Rooms	:	294 (4 star)	Rooms	: 203
Award-winning 18 holes championship golf course				



# Hospitality Segment: Vacation Club - *As at 31 October 2023*

- 6 products – 30 years and 15 years
- Travel 365 - 2 years
- 7,567 active members
- 3,000 hotels and resorts destination worldwide
  - Home-based destinations with 194 rooms inventories
  - Global Exchange Partner: Interval International



**SGI Vacation Club Villas at  
Damai Laut Holiday Resort, Perak**



**SGI Vacation Club at  
Damai Laut Holiday Resort, Perak**



**Swiss-Garden Residences  
Bukit Bintang, Kuala Lumpur**



**Timur BaySeafront Residence @  
Balok, Kuantan**

**SGI VACATION CLUB**  
A MEMBER OF OSK GROUP



**SGI Vacation Club Melaka**

# Key Takeaways

# Key Investment Highlights

## Integrated Property and Construction Model

- ✓ Reputable developer with landbank with an **estimated GDV of RM15.5 billion in 3Q23**
- ✓ Successful track record in delivering **>40,000 homes**
- ✓ Launched a total of **RM1.1 billion** worth of properties in FY22
- ✓ Minimal unsold completed stocks; remain focus in selling on-going projects
- ✓ Prop-Con Model allowing early contractors involvement in planning and design stage to manage cost, time and quality of products

## Sustainable growth

- ✓ **Landbank of 1,994 acres in 3Q23** strategically located at growth areas in Malaysia and Australia; including development of 2 townships
- ✓ Integrated development in Melbourne, Australia with strong pipeline projects
- ✓ Growth in capital financing portfolio through new products, e.g. civil servant financing and Islamic financing both in Malaysia and Australia

## Resilient Earnings and Healthy Financial Position

- ✓ **Sales target of RM900 million per annum** from existing and future launches
- ✓ **Unbilled sales of RM1.2 billion**
- ✓ **Bedrock cashflow** from investment in RHB Bank Berhad
- ✓ Stable contribution from Capital Financing and Industries segments
- ✓ **Net gearing of 0.416x and 0.142x (excluding loan disbursed)** providing headroom further gearing for future growth, if required





# 03 Group Sustainability Blueprint

OSK



# “OSK, Growing Together” – Ensuring Sustainable Growth



**“OSK, Growing Together”**  
is a long-term strategic growth plan that outlines our direction as we strive towards realising our Sustainability Vision and Mission.

















**SUSTAINABILITY VISION:**  
Building Sustainable Businesses of Tomorrow

**SUSTAINABILITY MISSION:**  
A responsible organisation that creates significant value for our stakeholders – for today and tomorrow.



# “OSK, Growing Together” – Focus & Goals

“OSK, Growing Together” outlines three (3) sustainability pillars with ESG targets, which serve to future-proof and propel the Group to new heights by focusing on long term sustainability and shared value creation to all stakeholders.

PILLAR 1: Caring for the Environment	PILLAR 2: Shared Economic and Social Values	PILLAR 3: Ensuring Fair, Safe and Transparent Business Practices
<ul style="list-style-type: none"><li>Adopt business and environmental innovation</li></ul>	<ul style="list-style-type: none"><li>Strengthen market leadership for products/services and deliver sustainable returns</li></ul>	<ul style="list-style-type: none"><li>Zero corruption and incidents of fraud</li></ul>
<ul style="list-style-type: none"><li>Promote green practices and increase use of renewable energy</li></ul>	<ul style="list-style-type: none"><li>Nurture and support our talents</li><li>Support sustainable development through digital ecosystems, engagements and partnerships</li></ul>	<ul style="list-style-type: none"><li>Zero fatality and occupational illness</li></ul>
<ul style="list-style-type: none"><li>Ensure responsible procurement and supply chain</li></ul>	<ul style="list-style-type: none"><li>Broaden and deepen our CSR impacts for the underserved community</li></ul>	<ul style="list-style-type: none"><li>Uphold business integrity, ethical conduct and compliance</li></ul>
    	     	  



# 04 ESG Initiatives



Environmental



Social



Governance

OSK



# Environmental Initiative Highlights

## Ecosystem and Biodiversity

Conserving the 22-acre Iringan Bayu Wetland Park helps in flood mitigation and supports biodiversity within our Iringan Bayu township.

Maintaining our 3,745 m2 public park at the Melbourne Square integrated development in Melbourne, the largest open green space in the Southbank district.

Unveiled the WWF “AR-mazing Tiger Trail” Tiger Sculpture with 49 orphans from three (3) orphanages at Atria Shopping Gallery to support tiger conservation.



## Carbon Management

We further accelerated our efforts on energy optimization and emissions reduction with our solar photovoltaic panels and LED lightings across Group premises like OCC cables factory, Iringan Bayu, Shorea Park, OSKP sales gallery and Atria shopping gallery.

Through our effort, we managed to achieve an estimated power savings of 885,603 kWh equivalent to 783.4 tonnes of carbon reduction and generated RM325,199 of electricity savings, equivalent to 929.14 metric tonnes CO2 or an estimated 60,233 trees planted.





# Environmental Initiative Highlights

## Resource Efficiency and Responsible Consumption

We strive to increase the efficiency of our consumption through with our “5R Campaign” to lessen the production of waste and circularize the waste through recycling bins installed at Plaza OSK promote circularity and responsible waste management

Continue to promote responsible water consumption through water irrigation and rainwater harvesting system to optimize water conservation across our operations

Throughout the year 2022, OSK recorded:

Total estimated of 1,655kg of recyclables collected through five (5) rounds of recyclables collection organised at Plaza OSK

Total estimated of 247,522kg of recyclable wastes contributed by OSK business divisions comprising paper, cardboxes, metal, plastics, wood and timber, soap and cooking oil.

Total estimated diverted waste collected of 2,359 kg in Plaza OSK, SGI VC and Sales Galleries.



# Social Initiative Highlights

## Community Support & Development

Since 2016, OSK Foundation has disbursed more than RM9.08 million of funds, supported over 25k beneficiaries with RM2.6 million in 2022 aided the following programmes:

- Awarded full scholarships to three (3) deserving B40 Malaysian students bring the total number of B40 students supported to 23 with a total financial commitment of RM1.76 million
- Continue sponsoring Kelas Komuniti Asalnika programme since 2017 with disbursement of more than RM60k for year 2022
- Sponsorship of 25 special needs (neurodiverse autism spectrum) children and young adults from B40 families to learn digital skills (3D animation, AI, graphic design, etc) with a structured programme called Infinite Minds
- Donated a 10-seater van (FCM Foton View C2) to Yayasan Islam Terengganu at a value of RM106k, which was used for the transportation of people with visual impairments to the Braille Learning Center in Paka and Besut, Terengganu.
- Meal distribution of a total of RM105k during disaster relief operations
- The Foundation disbursed RM140k for the sponsorship of four (4) women entrepreneurial workshops in Perak, Selangor, Kedah and Negeri Sembilan for single mothers, orang asli and underserved women from B40 community
- Sponsorship of charity run “Run For A Chance 2022” to raise funds for Lovely Disabled Home





# Social Initiative Highlights

## Community Support & Development

More health and well-being events organized for community support as follows:

- Program Saringan Kesihatan by Adun Bandar Utama
- Collaboration with Alzheimer's Diseases Foundation Malaysia (ADFM) to launch World Alzheimer's celebration
- Celebrating ageing in conjunction with international day of older persons
- Blood donation and General health screening by the National Kidney Foundation (NKF) of Malaysia as part of OSK Health Week



# Governance Initiative Highlights

## Reputation

### Maintaining good corporate governance practices

During 2022, Company was recognized with awards as follows:

- **FIABCI World Prix d'Excellence Awards** – “Residential Mid Rise Category (World Silver Winner) TimurBay Seafront Residence)” for Leadership in COVID-19 and Sustainability Initiatives.
- **The StarProperty Awards (4 Awards)**
  - i. The All Stars Award - OSK Property
  - ii. The Neighbourhood Award (Best Comprehensive Township <500 acres (Excellence) - Yarra Park
  - iii. The Northern Star Award (High Rise – Honours) - Yarra Park
  - iv. The Starter Home Award (Honours) - MIRA at Shorea Park
- **Malaysia Developer Awards 2022** - Ranked No.2 in Top 10 of the Chart Awards for Market Cap RM 1 Billion & above
- **The Edge Top Property Developers Awards 2022** – Ranked 9<sup>th</sup> in Top 10 Property Developers
- **Sustainability and CSR Malaysia Awards 2022** - "Company of the Year Award (Conglomerate)" for Community Well-Being Initiatives
- **NACRA Excellence Awards 2022** – Ranked Gold in the National Annual Corporate Report Awards 2022 under “Companies with Less Than RM2 billion in Market Capitalisation”
- **Asia Property Awards 2022** – Melbourne Square by OSK Property won Best High Rise Mixed Use Development, Best High Rise Apartment Development (Victoria), Country Winner – Best Mixed Use Development (Australia)
- **Sin Chew Business Excellence Awards 2022** – Property Excellence Award





# Governance Initiative Highlights

## Reputation

### Maintaining good corporate governance practices (Cont'd)

During 2023, Company was recognized with awards as follows:

- **The StarProperty Awards (4 Awards)**
  - i. The All Stars Award - OSK Property (Ranked No.6 in Top 10)
  - ii. The Family-Friendly Award – Best Family-Centric Development (Merit) - Anya
  - iii. The Northern Star Award – Best Northern Malaysia Development (Merit) - Rubica
  - iv. The Skyline Award – Best High-rise Residential Development (Honours) – Lea By The Hills
- **Malaysia Developer Awards 2023** - Ranked No.2 in Top 10 of the Chart Awards for Market Cap RM 1 Billion & above
- **Malaysia Landscape Architecture Awards 2023** – Developer Category – Landscape Development Award (Honours) – Irangan Bayu Wetland Park

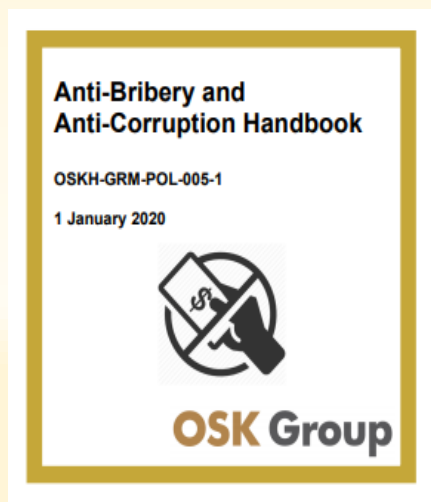




## Anti-Corruption

### Our Stand on Corruption and Illicit Activities

- As part of our Management's commitment to eliminate corruption and bribery in the organization, the Anti-Bribery and Anti-Corruption Handbook ("ABAC Handbook") was approved by OSK Board and introduced to all employees of the Group in January 2020. Subsequently the third party ABAC Declaration form was implemented in Aug 2020.
- The Handbook is published onto our company website and Intranet to ensure the broader reach.



## Whistleblowing

### Maintaining the Highest Standard of Ethics in our Business

- We are committed to achieving and maintaining a high standard of integrity, accountability and ethical behavior in the conduct of its business and operations by formulating a Whistleblowing Policy in OSK Group.

### Whistleblowing Policy:

- serves as an avenue for employees and members of public to raise concerns of any suspected or known impropriety in conduct that they may have observed in OSK Group through a clearly-defined process and reporting channel, by which reports can be made in confidence and without fear of reprisal.

# Governance Initiative Highlights

## Regulatory Compliance

### Upholding High Levels of Compliance at All Times

- We comply with the applicable laws and regulations wherever we operate to achieve outstanding performance, whilst maintaining the highest level of ethical integrity. Our tone on regulatory compliance is clear with various internal processes to help meet zero non-compliance in our business operations.

#### Compliance with all prevailing Laws and Regulations

- Employment (Amendment) Act 2022
- Minimum Wages Order 2018
- Companies Act 2016
- Occupational Safety and Health (Amendment) Act 2022
- Factories and Machinery Act
- Environmental Quality Act 1974
- Personal Data Protection Act 2010
- Housing Development (Control and Licensing) Act 1966
- Moneylenders Act 1951 (Act 400) (amended 2011)
- Anti-Money Laundering, Anti-Terrorism Financing and Proceeds of Unlawful Activities Act 2001 (Act 613)
- Malaysian Anti-Corruption Commission Act 2009

# Governance Initiative Highlights

## Safety, Health and Well-being

### Protecting Employees' Well-Being

Throughout the year 2022, we worked with RHB Asset Management, National Kidney Foundation (“NKF”) and Pusat Darah Negara and Verdulife, Fire and Rescue Department to deliver well-being topics, safety and health campaign as the following:

- Financial well-being talk delivered by RHB Asset Management
- General health screening by NKF
- Blood donation held in partnership with Pusat Darah Negara
- Breast cancer awareness and breast ultrasound check with Verdulife
- Evacuation and Fire Drill with the Fire and Rescue Department





# 05 Appendix

OSK



## Property Segment: On-Going Projects – Klang Valley

### *You City III, Cheras*



**GDV:** RM492 million

**Launched:** June 2019

**No. of units:** 800 (Tower A + B)

**Average Selling Price:** RM615k

**Take-up rate:** 100% (Tower A + B)

**% of Completion:** 97%

*As at 31 October 2023*



## Property Segment: On-Going Projects – Klang Valley (Cont'd)

### MIRA @ Shorea Park, Puchong



**GDV: RM366 mil**

**Launched: Sep 2021**

**No. of units: 908**

**Average Selling Price: RM403k**

**% of Completion: 81%**

**Take-up rate: 100%**

*As at 31 October 2023*





# Property Segment: On-Going Projects – Klang Valley (Cont'd)

## ANYA @ Shorea Park, Puchong



**GDV: RM393 mil**

**Launched: Aug 2022**

**No. of units: 750**

**Average Selling Price: RM524k**

**% of Completion: 27%**

**Take-up rate: 47%**

*As at 31 October 2023*





## Property Segment: Ongoing Projects – Klang Valley (Cont'd)

### *LEA by the Hills, Taman Melawati*



**LEA**<sup>®</sup>  
BY THE HILLS

**Type:** Low Density Condo

**GDV:** RM233 million

**Launched:** Jul 2022

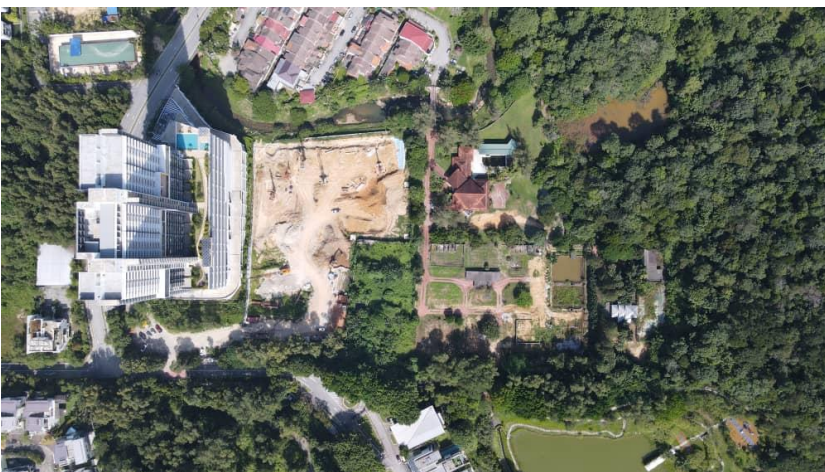
**No. of units:** 344

**Average Selling Price:** RM678k

**% of completion:** 19%

**Take-up rate:** 49%

*As at 31 October 2023*





# Property Segment: Ongoing Projects – Penang

## *Rubica, Butterworth*



**Type:** Low Density Condo

**GDV:** RM137 million

**Launched:** Aug 2022

**No. of units:** 230

**Average Selling Price:** RM595k

**% of completion:** 31%

**Take-up rate:** 41%

*As at 31 October 2023*





# Property Segment: Township Development – Negeri Sembilan

## Completed Projects



## On-going Projects



## Property Segment: Township Development – Negeri Sembilan (Cont'd) - As at 31 October 2023

B2

# Erama

**Type:** Single & Double-Storey Semi-D

**GDV:** RM41 million

**Launched:** Mar 2022

**No. of units:** 56

**Average Selling Price:** RM756k

**% of completion:** 84%

**Take-up rate:** 100%



8C,8D



**Type:** Double-Storey Terrace

**GDV:** RM152 million (8C) , RM168 mil (8D)

**Launched:** Nov 2021 (8C), May 2022 (8D)

**No. of units:** 306 (8C), 316 (8D)

**Average Selling Price:** RM514k

RM497k (8C), RM531k (8D)

**% of completion:** Average 70%

93% (8C), 52% (8D)

**Take-up rate:** Average 95%

100% (8C), 93% (8D)



No. of units		
Total Launched	Completed & Handed Over	On-Going
2,769	2,091	678



# Property Segment: Township Development – Sg Petani, Kedah



## Completed



## On-going Projects





## Property Segment: Township Development – Sg Petani, Kedah (Cont'd) - As at 31 October 2023

**Northfield**



### Single-Storey Terrace

**GDV:** RM53 million (z3)

**Launched:** Jan 2022

**No. of units:** 171

**Average Selling Price:** RM311k

**% of completion:** 98%

**Take-up rate:** 100%

 **EASTFIELD**



### Single-Storey Terrace

**GDV:** RM51 million (z2)

**Launched:** Nov 2022

**No. of units:** 126

**Average Selling Price:** RM406k

**% of completion:** 62%

**Take-up rate:** 67%

 **EASTFIELD**



### Double-Storey Terrace

**GDV:** RM19 million (z3)

**Launched:** Apr 2023

**No. of units:** 39

**Average Selling Price:** RM494k

**% of completion:** 27%

**Take-up rate:** 14%

## Property Segment: Township Development – Sg Petani, Kedah (Cont'd) - As at 30 October 2023

**Southfield**  
— V I L L A —  
© YARRA PARK, SUNGAI PETANI



**Single-Storey Bungalow**

**GDV:** RM55 million (z2)

**Launched:** Oct 2022 (z2)

**No. of units:** 81 (z2)

**Average Selling Price:** RM680k (z2)

**% of completion:** 59% (z2)

**Take-up rate:** 99% (z2)

**Southfield**  
— RESIDENCE —  
© YARRA PARK, SUNGAI PETANI



**Single-Storey Semi-D & Single-Storey Bungalow**

**GDV:** RM55 million

**Launched:** Dec 2021

**No. of units:** 101

**Average Selling Price:** RM547k

**% of completion:** 94%

**Take-up rate:** 100%



**Double-Storey Semi-D & Double-Storey Bungalow**

**GDV:** RM27 million

**Launched:** Sep 2022

**No. of units:** 40

**Average Selling Price:** RM677k

**% of completion:** 59%

**Take-up rate:** 100%



Property Segment: **Township Development – Sg Petani, Kedah (Cont’d)** - *As at 31 October 2023*



Double-Storey Terrace

**GDV:** RM110 million  
**Launched:** Jul 2022  
**No. of units:** 257  
**Average Selling Price:** RM426k  
**% of completion:** 53%  
**Take-up rate:** 97%



Single-Storey Terrace

**GDV:** RM36 million  
**Launched:** Nov 2022  
**No. of units:** 99  
**Average Selling Price:** RM369k  
**% of completion:** 84%  
**Take-up rate:** 62%



Rumah Makmur Kedah  
Single-Storey Terrace

**GDV:** RM48 million  
**Launched:** Apr 2023  
**No. of units:** 226  
**Average Selling Price:** RM214k  
**% of completion:** 26%  
**Take-up rate:** 74%

No. of units		
Total Launched	Completed & Handed Over	On-Going
11,113	9,973	1,140



## Property Segment: Projects Handed over in 2022 and 2023





## Property Segment: Projects Handed over in 2022 and 2023 – Sg Petani, Kedah



### Westfield (Total 323 units)

- Zone 1 – 3: 13 units
- 7 unit of Single Storey Bungalow
- 6 units of Double Storey Bungalow
- **VP on May 2022**
- **QLASSIC Score – Z2: 82%; Z3A: 79%**
- Zone 2: 108 units
- 108 units of Single Storey Semi-D
- **VP on May 2022**
- **QLASSIC Score: 82%**
- Zone 3A: 44 units
- 44 units of Double Storey Semi-D
- **VP on July 2022**
- **QLASSIC Score: 79%**
- Zone 3B: 38 units
- 38 units of Single-Storey Semi-D, 2 units of Bungalow
- **VP on March 2023**
- **QLASSIC Score: 84%**



### Northfield (Total 474 units)

- Zone 1: 162 units
- 162 units of Single Storey Terrace
- **VP on April 2022**
- **QLASSIC Score – 82%**
- Zone 2: 141 units
- 162 units of Single Storey Terrace
- **VP on Dec 2022**
- **QLASSIC Score – 80%**



## Property Segment: Projects Handed over in 2022 and 2023 – Sg Petani, Kedah (Cont'd)



### Eastfield (Total 132 units)

- Zone 1: 132 units
- 132 unit of Single-Storey Terrace
- **VP on May 2023**
- **QLASSIC Score – 86%;**

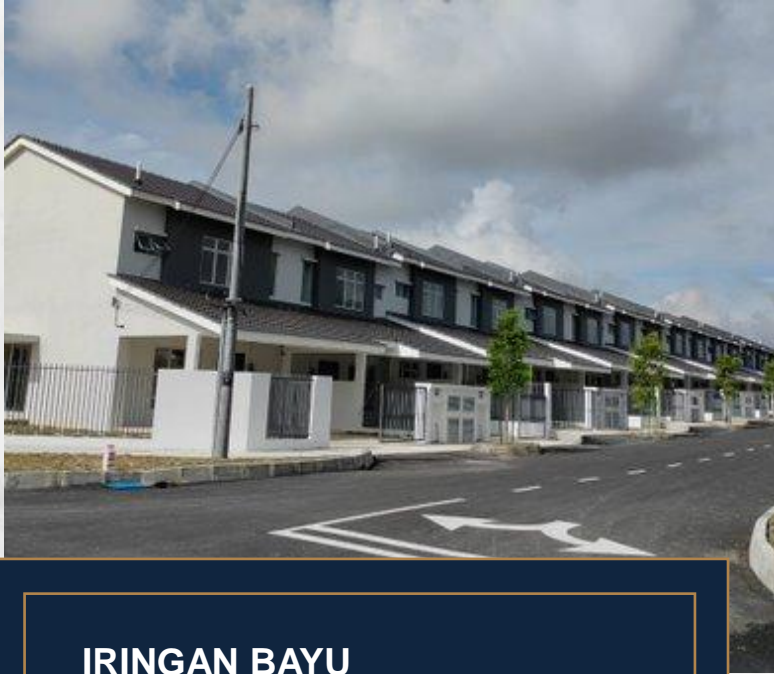


### Southfield (Total 66 units)

- Zone 1: 132 units
- 132 unit of Single-Storey Terrace
- **VP on October 2023**
- **QLASSIC Score – 86%;**



## Property Segment: Projects Handed over in 2022 and 2023 – Negeri Sembilan



### IRINGAN BAYU

- Phase 3B Double Storey Terrace Homes (Mekary)
- **QLASSIC Score 76%**
- **VP on March 2022**

### IRINGAN BAYU

- Phase 3C Single Storey Terrace Homes (Desira)
- **QLASSIC Score 78%**
- **VP on May 2022**
- Phase 8A Single-Storey Semi-D (Irama)
- **QLASSIC Score 80%**
- **VP on June 2023**



### IRINGAN BAYU

- Phase 3D Double Storey Terrace Homes (Aury)
- **QLASSIC Score 80%**
- **VP on Dec 2022**



## Property Segment: **Projects Handed over in 2023 – Negeri Sembilan (Cont'd)**



### **IRINGAN BAYU**

- Phase 8A Single-Storey Semi-D (Irama)
- **QLASSIC Score 80%**
- **VP on June 2023**
  
- Phase 8B1 Single-Storey Semi-D (Irama)
- **QLASSIC Score 80%**
- **VP on October 2023**





# Thank You

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