



healthy, friendly & happy ...

(Company No.: 7867-P)

Corporate Presentation

FY24 Corporate Update & Financial Results

24 September 2024

IR Adviser





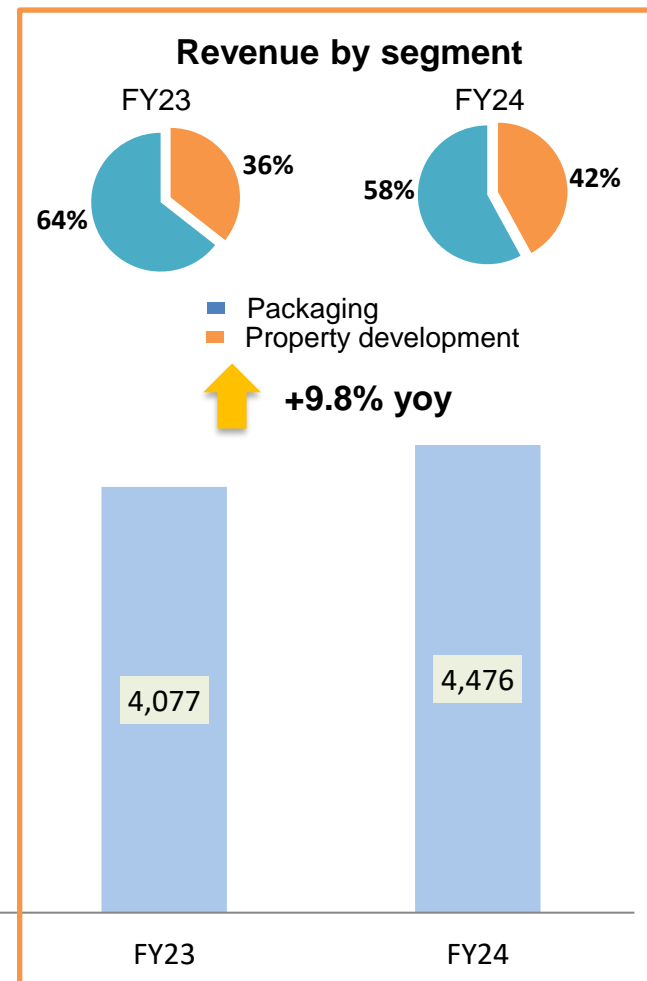
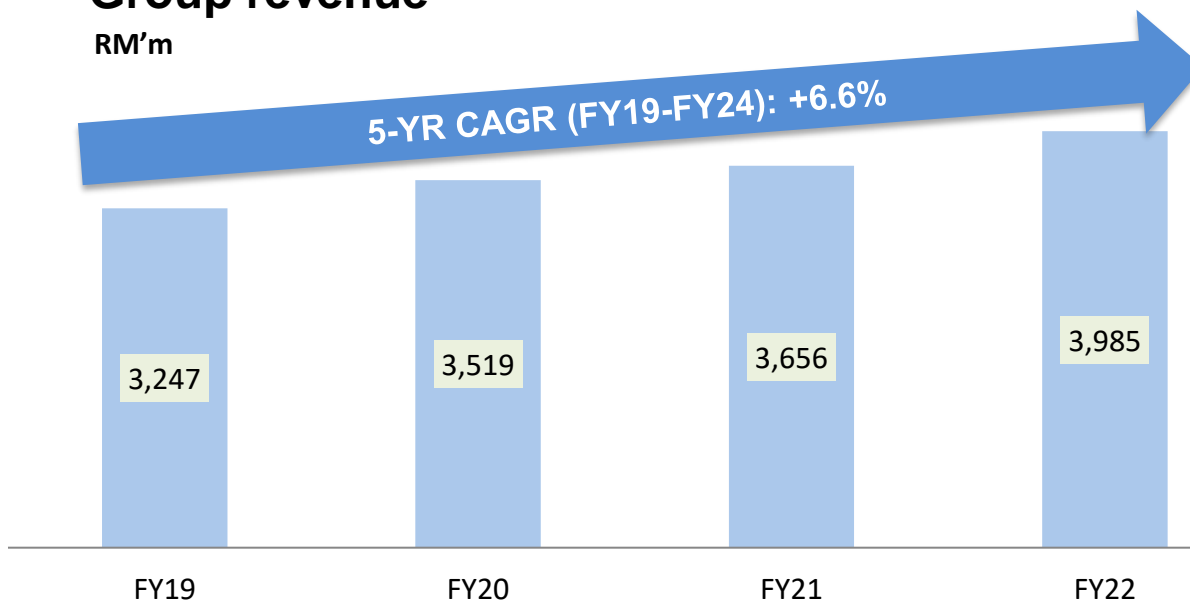
FINANCIAL PERFORMANCE

Record high revenue in FY2024 driven by increased property development contribution... packaging maintained resilient

- ❖ FY24 packaging revenue decreased 1.2% yoy amid challenging market; improved industrial packaging sales helped offset weaker consumer packaging demand
- ❖ Property development revenue improved 29.7% yoy on higher sales and healthy construction progress of affordable property developments, as well as strong take up for new project launches

Group revenue

RM'm



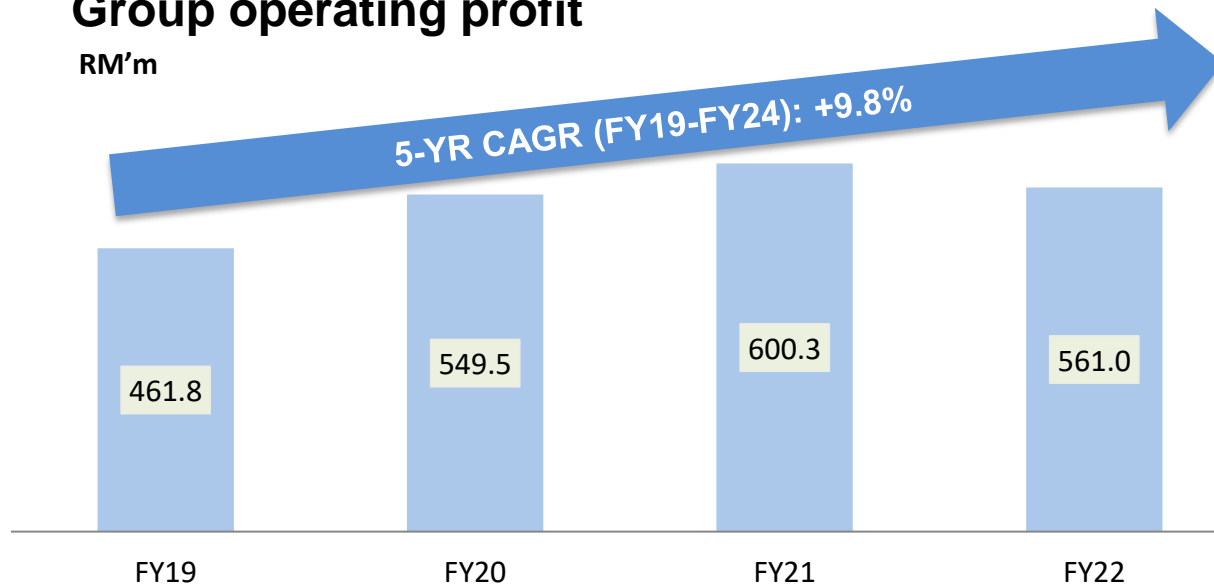
Revenue Performance

Operating profit growth driven by strong property development contribution... packaging performance sustained

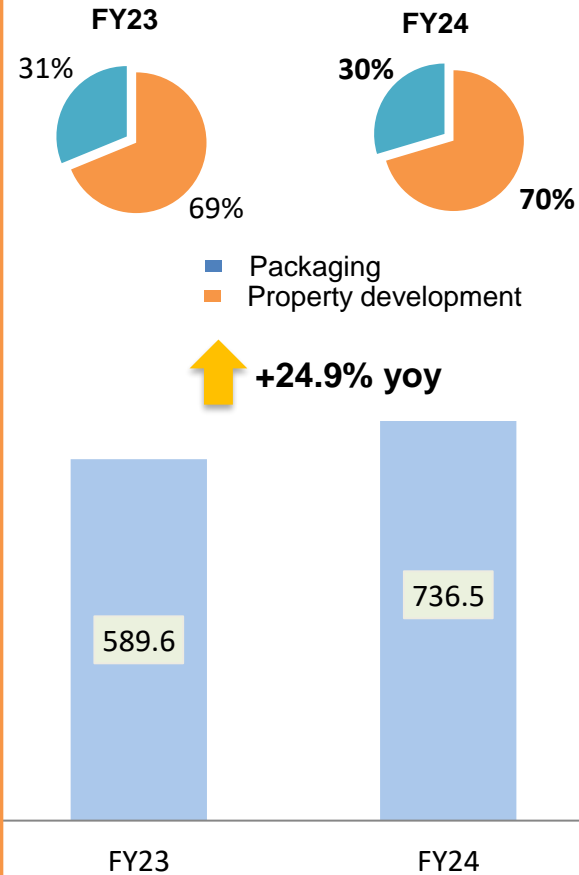
❖ FY24 operating profit rose 24.9% yoy on notable property development contribution; packaging division sustained performance

Group operating profit

RM'm



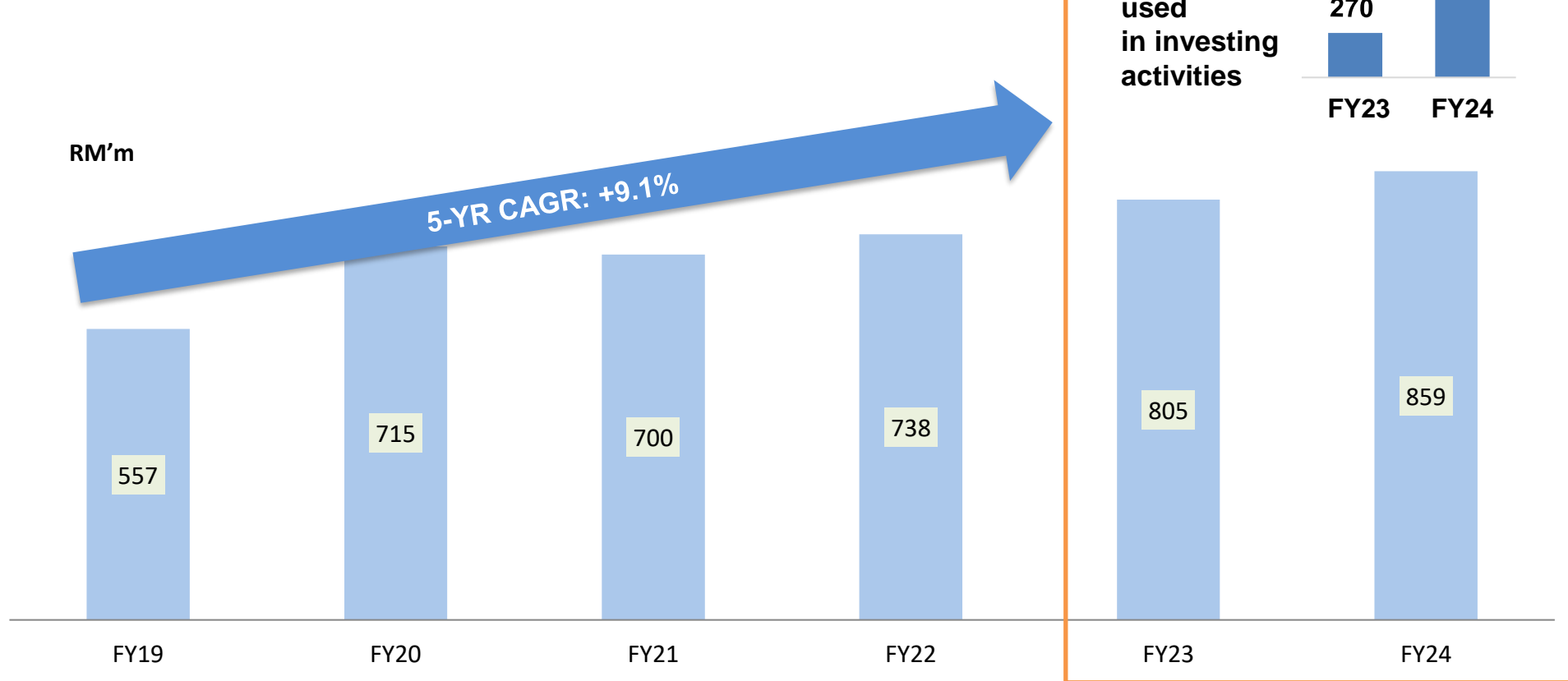
Operating profit by segment



Profit Performance

Maintained strong operating cashflow from twin-core businesses... continued investments for long term growth

Net cash from operations



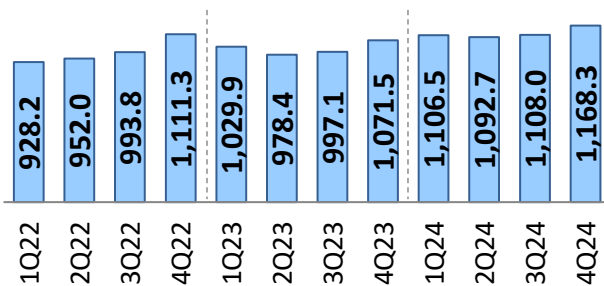
Cash Flow

FY2024 results on strong footing with record revenue and net profit...

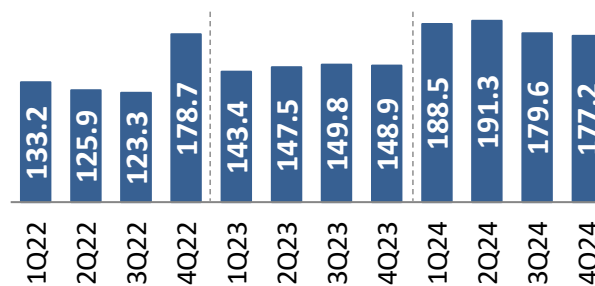
4Q24	4Q23	Change	RM'mil	FY24	FY23	Change	Remarks
1,168.3	1,071.5	9.0%	Revenue	4,475.6	4,076.9	9.8%	<ul style="list-style-type: none"> FY24 revenue driven by contribution from property development, while packaging contribution remained resilient despite softer global demand FY24 profit improved due to increased contribution from property division, driven by higher sales and steady construction progress. Packaging contribution also improved due to increased operating efficiency of its industrial packaging segments, after excluding the impact of goodwill impairment in previous year.
177.2	148.9	19.0%	Operating Profit	736.5	589.6	24.9%	
215.8	184.6	16.9%	EBITDA	883.6	726.1	21.7%	
177.0	145.6	21.6%	PBT	728.9	568.7	28.2%	
135.9	114.9	18.2%	PATMI	545.2	438.1	24.4%	
8.76	7.41	18.2%	Basic EPS (sen)	35.15	28.25	24.4%	
15.2%	13.9%	1.3 pt	OP margin	16.5%	14.5%	2.0 pt	
18.5%	17.2%	1.2 pt	EBITDA margin	19.7%	17.8%	1.9 pt	
15.1%	13.6%	1.6 pt	PBT margin	16.3%	13.9%	2.3 pt	
11.6%	10.7%	0.9 pt	Net margin	12.2%	10.7%	1.4 pt	

*percentages presented might not reflect absolute figures due to rounding

Quarterly Revenue (RM'm)



Quarterly Operating Profit (RM'm)



Quarterly PATMI (RM'm)



Income Statement Summary

Robust balance sheet with healthy net gearing of 0.18x...

Balance Sheet (RM '000)	As at 31.07.2024	As at 31.07.2023	Remarks
Property, Plant & Equipment	1,524,044	1,558,202	
Other Investments	29,365	23,476	
Right-of-use Assets	4,358	5,017	
Land Held & Property Development Costs	2,277,207	1,882,796	Due to landbank acquisitions
Investment in Jointly Controlled Entity & Associated Company	109,627	117,519	Disposal of 40% equity interest in a joint venture
Inventories	347,603	377,055	
Trade & Other Receivables	1,287,090	1,060,431	
Cash & Bank Balances	252,358	166,411	
Deferred Tax Assets	16,955	9,286	
Intangible Assets	305,022	305,022	
TOTAL ASSETS	6,153,629	5,505,215	
Trade & Other Payables	987,972	879,365	
Borrowings (ST + LT)	933,029	836,840	
Tax & Deferred Tax	162,970	127,238	
Lease Liabilities	7,991	7,012	
Shareholders' Equity	3,776,195	3,392,218	
Retirement Benefits Obligations	50,428	48,415	
Minority Interest	235,044	214,127	
Net Tangible Assets / Share (RM)	2.24	1.99	
Net Borrowings	680,671	670,429	
Net Gearing	0.18x	0.20x	Mainly due to better cash management
TOTAL LIABILITIES	2,142,390	1,898,870	

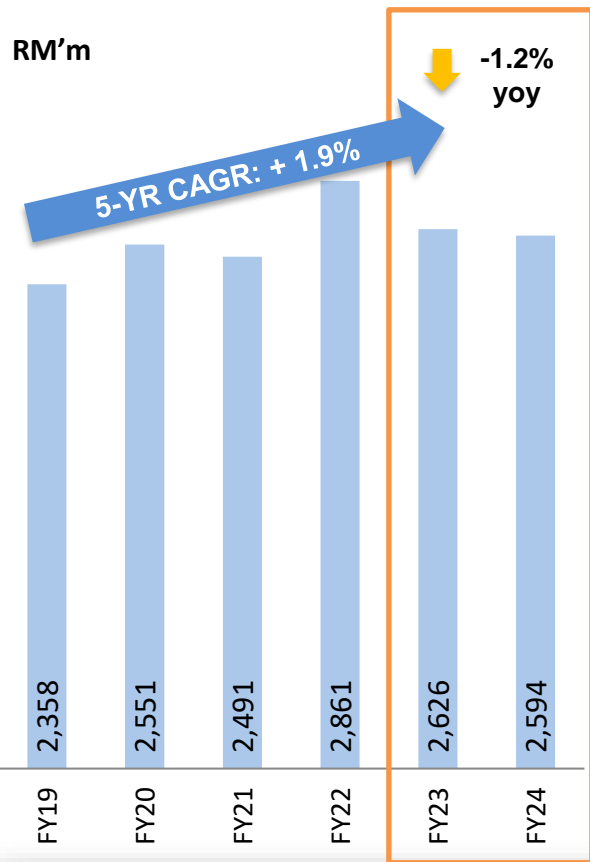
Balance Sheet (Highlights)



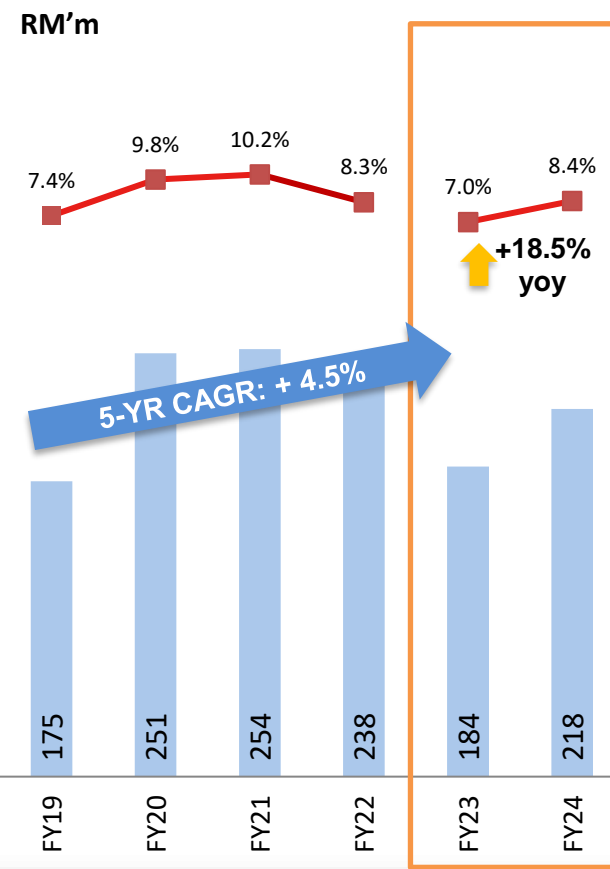
PACKAGING REVIEW

Packaging performance largely sustained in FY2024 despite challenging market...

Revenue



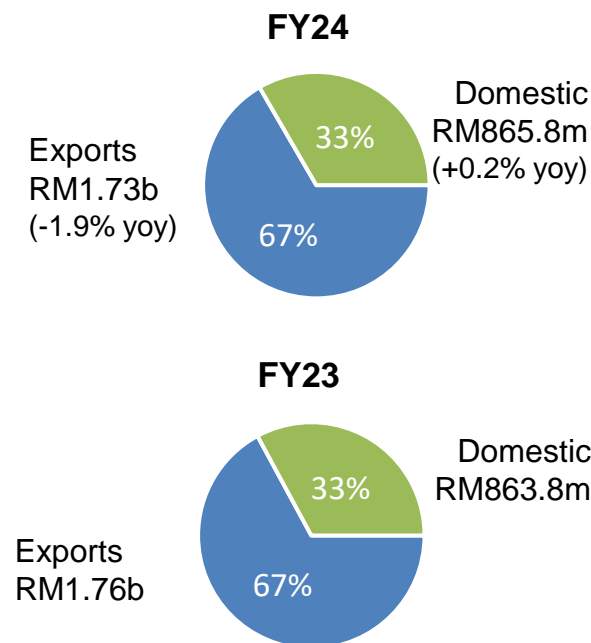
Operating Profit



Revenue

(by geography)

Overseas
Malaysia

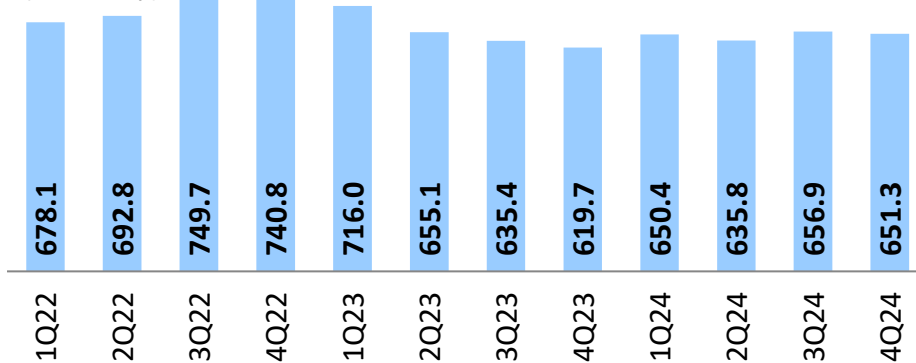


Note: FY23 results include goodwill impairment on Myanmar operations of RM22.7 million

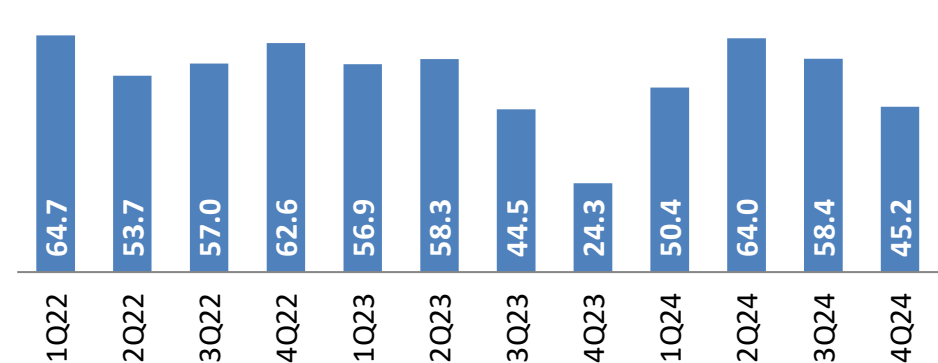
Segment Performance: Packaging

Packaging quarterly revenue increased... operating profit remained amidst competitive environment

Revenue
(Quarterly)



Operating Profit
(Quarterly)



Note: 4Q23 results include goodwill impairment on Myanmar operations of RM22.7 million

18 Manufacturing Plants

Malaysia

Perak, Sungai Siput – PE Film & Bag
 Perak, Chemor – FFS Bag
 Selangor, Pulau Indah – Stretch Film
 Selangor, Pulau Indah – BOPP Film
 Selangor, Rawang – PE Film & Bag
 Selangor, Klang – PE Shrink Film
 Selangor, Shah Alam – Robotic Stretch Film Plant
 Selangor, Pulau Indah – PU Adhesives

Selangor, Kajang – Converting
 Melaka, Ayer Keroh – Converting
 Melaka, Teluk Emas – Converting
 Melaka, Tanjung Kling – CPP & MCPP Film
 Melaka, Jasin – CPP & MCPP
 Melaka, Tanjung Kling – PP Strapping Band
 Melaka, Bukit Rambai – Solar Encapsulant

Vietnam

Ho Chi Minh, Vietnam – Woven Bag & Raffia

Myanmar

Yangon, Myanmar – Converting

USA

Phoenix, USA – Stretch Film

Operations Review: Packaging

Investing in state-of-the-art cutting-edge technology to cater for a diverse range flexible packaging requirements...



Co-extrusion Tandem Coating/Lamination Line for liquid and paste packaging products

Increases productivity & efficiency

- Able to laminate multi-layer in one process
- Reduce manpower
- Reduce wastage and downtime

Integrating sustainability into our operations... reducing emissions and energy costs while boosting our competitive edge



Progress of rooftop solar PV installation at Shah Alam plant

- Undergoing installation of solar PV system at **10 manufacturing plants in Malaysia**
- Estimated solar capacity of 21-megawatt peak (MWp)
- Expected to generate over 26,000 megawatt-hour (MWh) of renewable energy annually
- Helps reduce operating costs and lowering carbon footprint
 - Phase 1: 4 plants scheduled to be completed by October 2024
 - Phase 2: 6 plants scheduled to be completed by January 2025

Scientex a leader in innovative packaging solutions... supporting customers' sustainability goals



- **Leader in innovation** and development of flexible plastic packaging (FPP) solutions; providing value-added products customised to customers' needs and market trends
- Solutions are customer-centric, recyclable, and support customers' **sustainability goals**; continuous innovations to bring **enhanced competitive edge** for customers
- **Integrated operations** offer advantages of **rapid development, flexibility, and cost**
- Ready to provide sustainable packaging solutions to meet the increasing applications across a variety of packaging formats and segments

Growth Strategies: Packaging

Continuously driving innovation in sustainable packaging solutions...



Contributing to a Circular Plastic Economy

Scientex designs packaging that are recycle-ready and prioritise resource efficiency, and uses recycled resins like PIR (Post-Industrial Recycled) and PCR (Post-Consumer Resin)

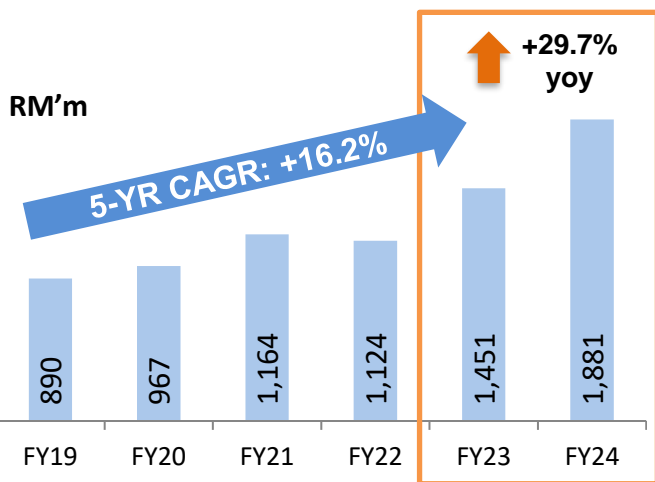
Growth Strategies: Packaging



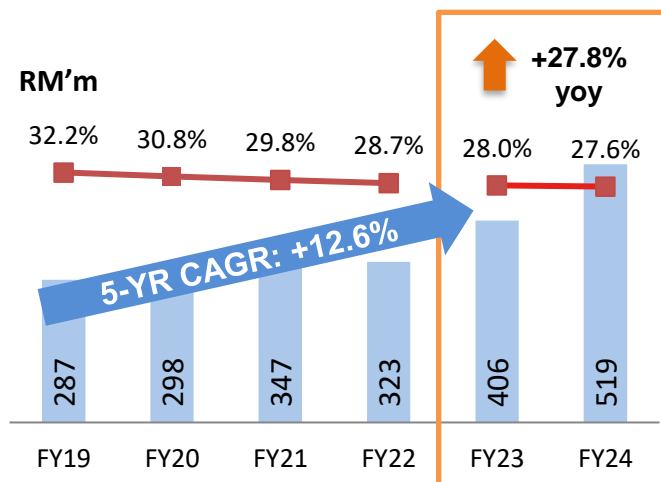
PROPERTY DEVELOPMENT REVIEW

Property division records double-digit growth on strong demand for affordable homes and steady construction progress...

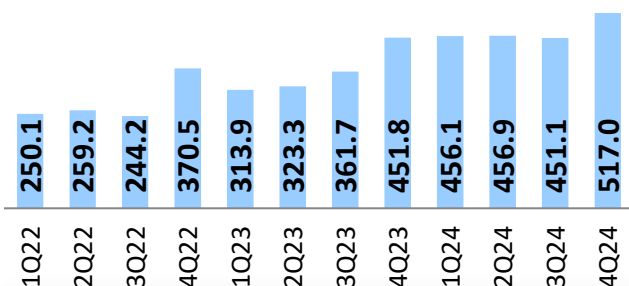
Revenue
(Annual)



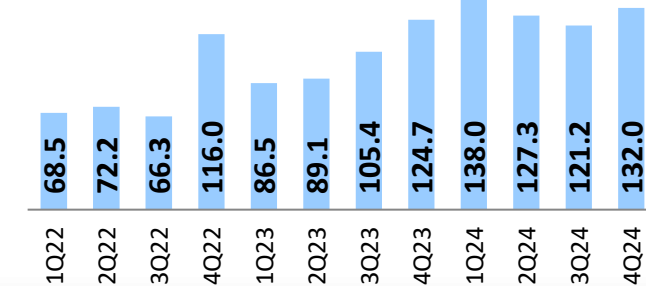
Operating Profit
(Annual)



Revenue
(Quarterly)



Operating Profit
(Quarterly)



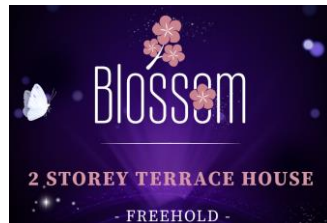
RM1.9b GDV

launched in FY24

- 6,336 units across 28 launches in Kedah, Penang, Ipoh, Selangor, Melaka, Negeri Sembilan, and Johor

Segment Performance: Property Development

Launched third affordable homes project in Selangor to meet growing market demand...

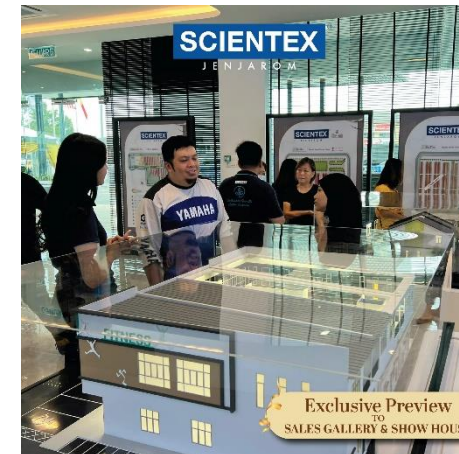


Launched maiden Jenjarom projects (251-acre)

2-Storey Shop Office	2-Storey Terrace House
Launched in April 2024	Launched in May & June 2024
Total units – 140	Total units - 448
RM131.6 mil GDV	RM206.4 mil GDV



Exclusive Preview
TO
SALES GALLERY & SHOW HOUSE



Exclusive Preview
TO
SALES GALLERY & SHOW HOUSE



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Exclusive Preview
TO
SALES GALLERY & SHOW HOUSE

Operations Review: New Property Launches

Launched first phase of Cheras project comprising shop offices... future phases of the 139-acre project to feature affordable homes



Launched maiden Cheras project (139-acre)

2-Storey Shop Office

Launched in July 2024

Total Units - 48

RM44.3 million GDV

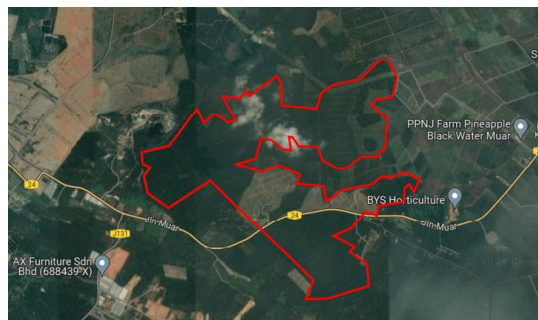


Operations Review: New Property Launches

Scientex taking advantage of landbanking opportunities to meet market demands...



SCIENTEX
KUNDANG JAYA



SCIENTEX
MUAR



SCIENTEX
BESTARI JAYA

Kundang Jaya, Selangor		Muar, Johor		Bestari Jaya, Selangor	
Land Size	40 acres	Land Size	1,094 acres	Land Size	826 acres
Purchase Price	RM45.0 million	Purchase Price	RM200.0 million	Purchase Price	RM335.7 million
Status	Completed in 4Q24	Status	Expected completion by 3Q of year 2024	Status	Expected completion by 4Q of year 2024

Operations Review: Previous Land Acquisitions

Scientex taking advantage of landbanking opportunities to meet market demands...



Jawi, Penang		Pulai 4, Johor	
Announcement Date	24 May 2024	Announcement Date	10 June 2024
Land Size	708.5 acres	Land Size	350.3 acres
Purchase Price	RM462.5 million	Purchase Price	RM381.4 million
Status	Expected completion in 4Q of year 2024	Status	Expected completion in 1H of year 2025

Operations Review: Recent Land Acquisitions

Continuing to expand landbank via cross-border growth strategy...

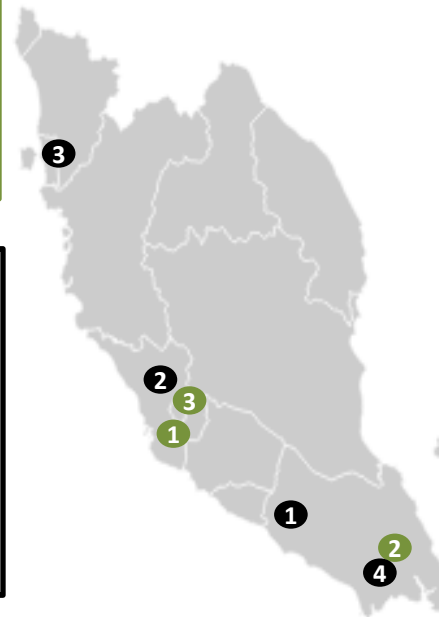
Completed in FY2024 (842 acres)

- 1 Jenjarom, Selangor: 251 acres, RM207.6 mil
- 2 Kulai, Johor: 551 acres, RM299.8 mil
- 3 Kundang Jaya Selangor: 40 acres, RM45.0 mil

Pending Completion (2,978 acres)

- 1 Muar, Johor: 1,094 acres, RM200.0 mil
- 2 Bestari Jaya, Selangor: 826 acres, RM335.7 mil
- 3 Jawi, Penang: 708 acres, RM462.4 mil
- 4 Pulai, Johor: 350 acres, RM381.8 mil

Peninsular Malaysia



As at
FY23

31
developments

7,256
acres

RM36.7B
Potential GDV

Current

35
developments

10,277[^]
acres

RM50.0B[^]
Potential GDV

[^]Acreege and potential GDV does not include overseas JV development

Growth Strategies: Property Development

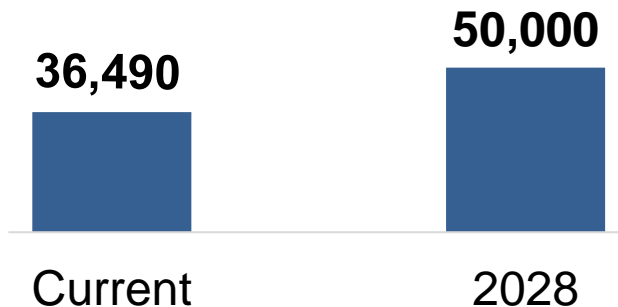
Aiming to provide quality, reasonably priced homes to meet Malaysia's growing need for affordable housing...



Vision 2028

- ❖ To deliver **50,000** affordable homes to the public by 2028

Number of affordable homes built



Growth Strategies

- ❖ Implementing cost optimisation initiatives across value chain
- ❖ Prioritising three main pillars: Speed, Cost and Quality
- ❖ Continuously engaging in strategic landbank expansion

Growth Strategies: Property Development



INVESTMENT MERITS

Twin growth engines with further potential to expand... attractive proxy to the burgeoning packaging sector and Malaysia's affordable property market

Regional leader in total solutions for packaging

- Among top producers of FPP in the world from stretch film to custom films such as BOPP, PE and CPP films for laminated packaging products
- Among the very few FPP players capable of achieving circular chain of plastic economy and providing highly demanded sustainable packaging solutions

Property division continues expanding

- A leading developer of affordable homes in Malaysia
- Overwhelming take-up achieved from most projects within 6 months
- Expanded further across Peninsular Malaysia for affordable homes, as well as other Southeast Asia countries
- Ongoing & future GDV stands at RM39.6b

Growth-oriented management with global mindset

- Vast experience in executing strategic expansion plans across both domestic and international markets
- Successfully undertaken acquisitions of Great Wall Plastics, Seacera Polyfilms, Mondi Ipoh, KHPI, SPAK (formerly Daibochi), Mega Printing & Packaging and Taisei Lamick Malaysia
- Manufacturing presence in Malaysia, Vietnam, Myanmar, and US, with sales offices in 9 countries across Asia Pacific and US; exports to over 60 countries

Dividend Policy

- Consistently paid dividends since 2001
- 30% dividend payout policy effective 2011

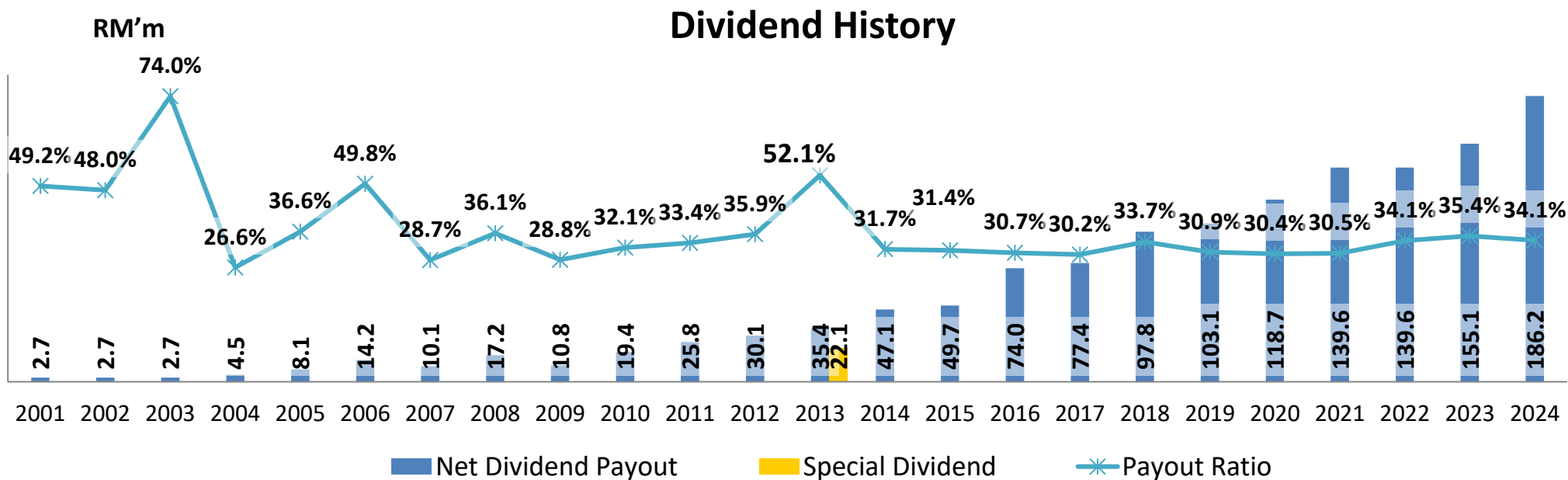
Valuations @ 20 Sept 2024

Share Price (RM)	4.12
Market Cap (RM 'mil)	6,391.2
Market Cap (USD 'mil)	1,420.3
PE (ttm)	11.7
EV/EBITDA (ttm)	8.3
FY24 Dividend Yield	2.9%

Share Price Performance (16 Sept 2023 to 20 Sept 2024)



Total dividends of 12 sen in respect of FY2024...



FY2023 Dividend: Total Dividend of 10 sen

- Paid interim dividend of 5 sen per share on 21 July 2023
- Paid final dividend of 5 sen per share on 26 January 2024

FY2024 Dividend: Total Dividend of 12 sen

- Paid interim dividend of 6 sen per share on 19 July 2024
- Proposed final dividend of 6 sen per share, subject to shareholders' approval

Dividend Policy:
Minimum 30% of Net Profit
 (effective FY2011)

Dividend History



Thank You

Contacts:

- Ms. Choo Pooi Luen

plchoo@scientex.com.my

T: 03-5524 8888/03-5519 1325

- Mr. Tay Tze Yi

tayty@aquilas.com.my

T: 03-2711 1391