



**CAPITAL**

*World*

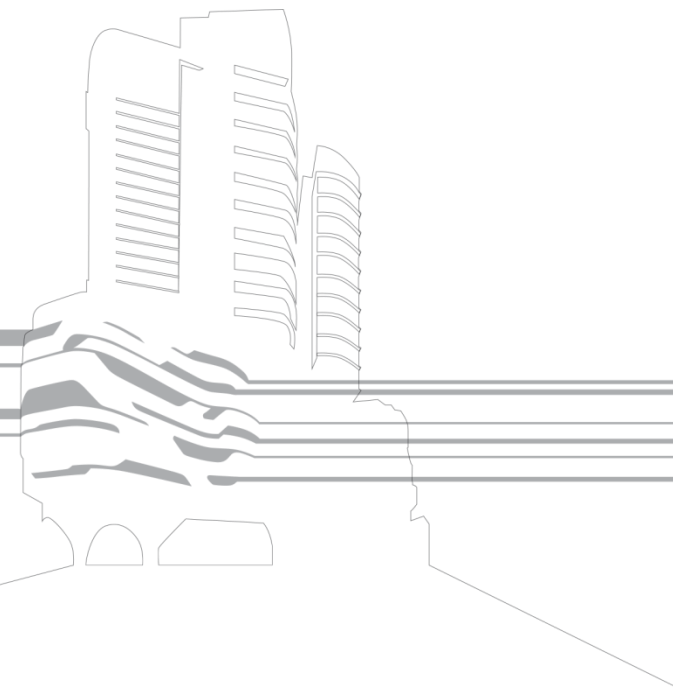
**CAPITAL WORLD LIMITED**

(Formerly known as Terratech Group Limited)

**Corporate Presentation**

**SGX Seminar**

**21 June 2018**





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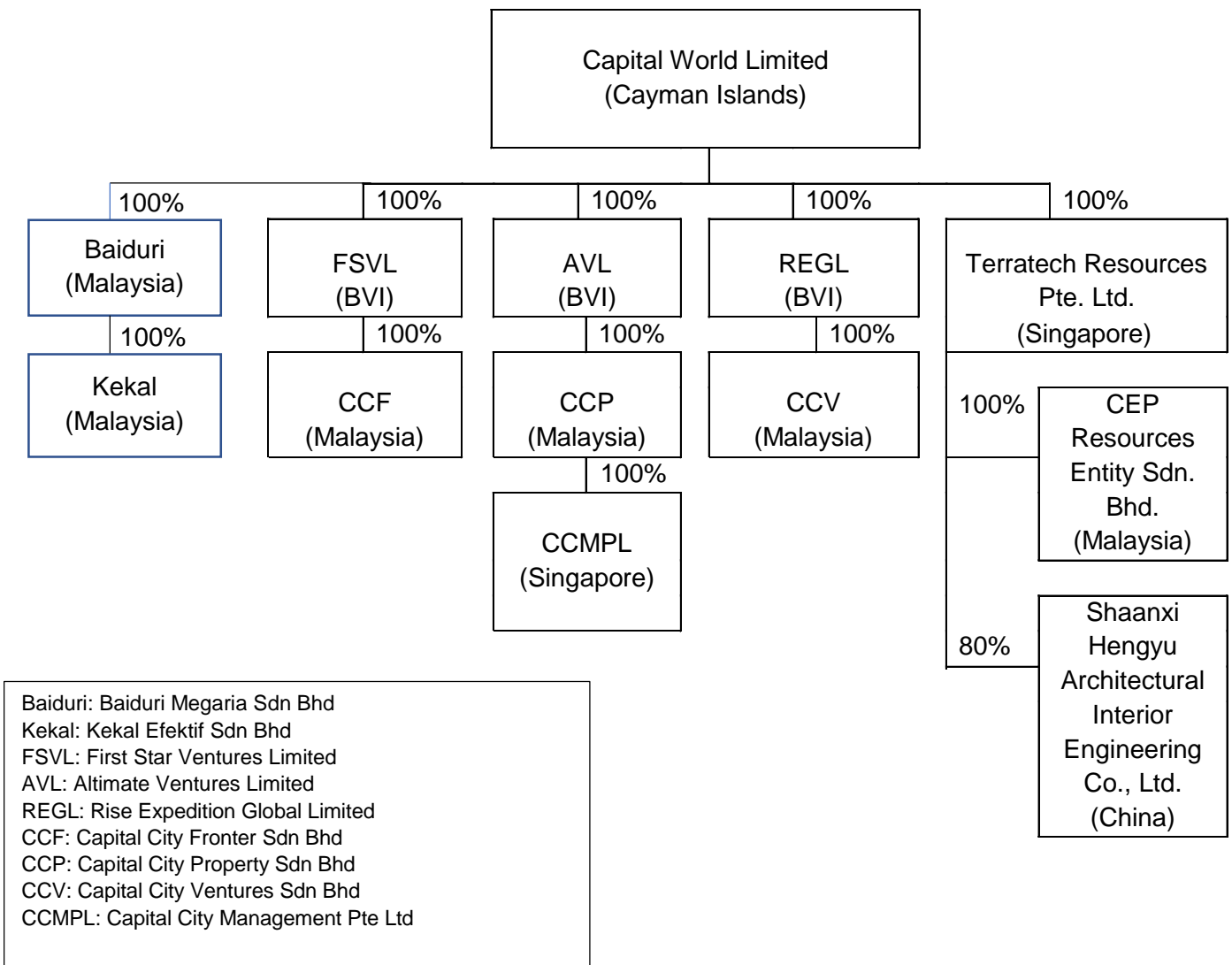


## **ABOUT CAPITAL WORLD**





## Group Structure





## **UNIQUE BUSINESS MODEL**



# Joint venture with landowners



Low initial capital outlay



Low levels of borrowings



Economic benefits



Win-win approach





## **KEY MANAGEMENT**



**Mr Siow Chien Fu**  
*Executive Director and CEO*

- Award-winning architect
- Bachelor of Architecture, USA
  - American Institute of Architects
  - APAM

Industry veteran who has worked with the following Malaysian property developers:

- KSL Bhd
- Mah Sing Group
- UM Land
- IJM
- S.P. Setia



**Mr Tham Kok Peng**  
*Executive Director*

- 7 years as Consultant
- 20 years with Sembcorp Group
- 7 years with Koh Brothers Group

Wide experience in construction and project management

- Professional Engineer (1983 – 2014)
- Senior Member, Institute of Engineers, Singapore



**Mr Kenny Zhang**  
*Chief Financial Officer*

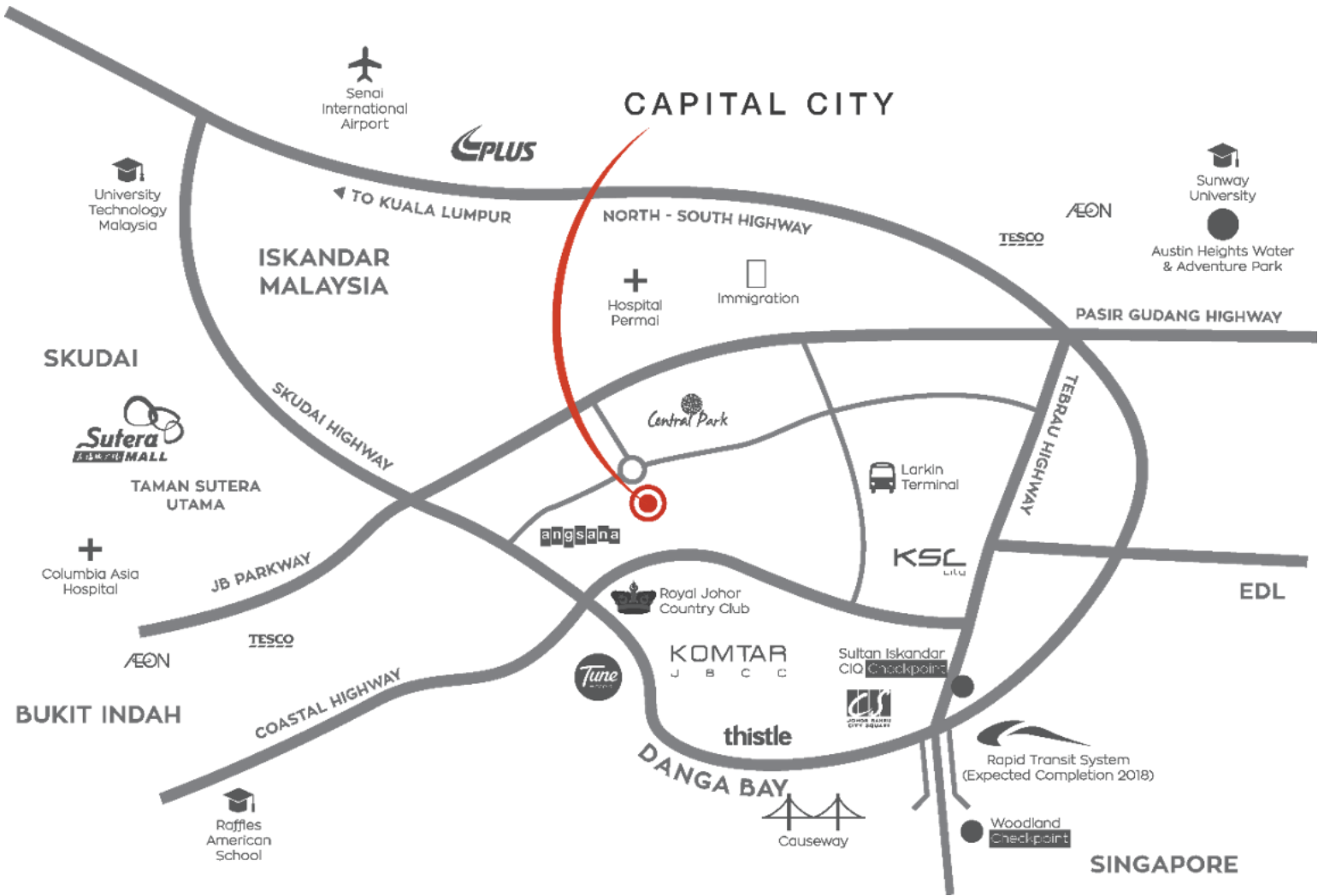
- 7 years as Financial Controller of Kreuz Holdings Limited
- 10 years of audit experience
- 7 years with Deloitte and Touche LLP Singapore

- Bachelor of Science in Applied Accounting from Oxford Brookes University
- Fellow of the Association of Chartered Certified Accountants
- Member of the Institute of Singapore Chartered Accountants



**PROJECT CAPITAL CITY**

# Our Location





# CAPITAL CITY



**MCM STUDIO**  
Indoor Theme Park



**CAPITAL 21**  
Thematic Shopping Mall



**MCM PLANET HOTEL**  
Thematic Hotel



**HILTON GARDEN INN**  
International Hotel



**NEO GEO REO**  
Serviced Apartment



## Launch of Indoor Theme Park Concept



Launch of Indoor Theme Park Concept



## VISION: THEME PARK FOR ALL

- Interesting & fun-filled contents comprising Movie, Cartoon and Music Planets
- Affordable & competitive pricing
- Comfortable air-conditioning indoor environment
- Targets visitors from Southeast Asia markets and China







Walking through the scariest haunted house on earth, to travelling around the world, to the fiery shooting scenes of the Wild West...



More than  
**10**  
attractions

Featuring experiential experiences with IPs including:

- Hollywood Superstar
- Escape Plan
- P. Ramlee
- Dinosaur World
- Ghost Theatre
- Movie Heroes Adventure

Across  
**220,000**  
square feet approximately



Hollywood Superstar



P. Ramlee



Escape Plan



Dinosaur World



**E-Stars Alive**



**Pink Wonderland**



**Ghost Theater**



**Movie Hero**



A fantasy play land filled with famous cartoon characters...

Across

200,000

square feet approximately

More than

6

IPs

Featuring  
**10**  
attractions

For Family Fun,  
**Edutainment** and  
**Entertainment** with  
**Playland, Activity Park,**  
**Arcades, VR Cinema,**  
**Rides** and many more...



\*The contents are subject to final change

# Cartoon Planet – Overview



\*The contents are subject to final change

## International IP



## In-House IP



PAPAMON



MAMAMON

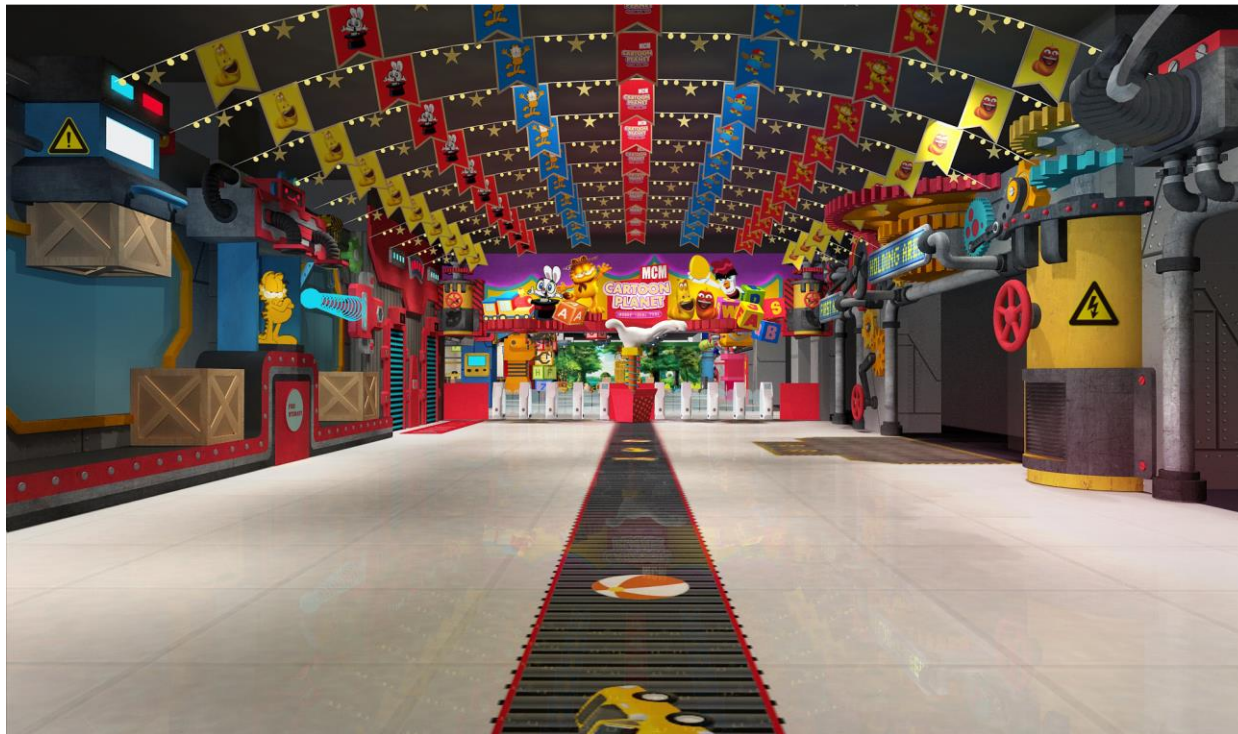


MINIMON





# Cartoon Planet



\*The contents are subject to final change

# Cartoon Planet



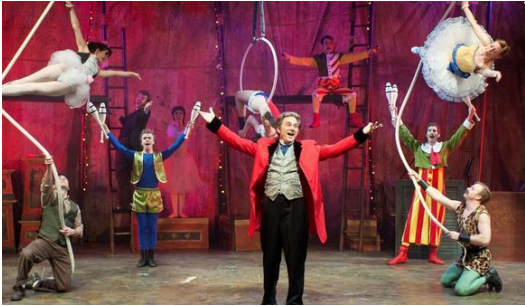




“The rock bands, music performances, talk shows are now under one roof...”



To host live and musical performances strategically with notable events for corporate and families



**“First musical circus show  
in Malaysia by Big London  
musical circus...”**

Featuring:  
Exciting stunts | Stunning musical symphony |  
Extraordinary theatrical performances



**WARNER MUSIC**  
MALAYSIA

## “In Collaboration with Warner Music Malaysia...”

Featuring:  
Concerts | Performances | Theatrical Shows





## TOP ("CCC") Obtained for Capital 21 Mall





# TOP ("CCC") Obtained for Capital 21 Mall





## **UPCOMING PROJECTS**



## Bayou Green @ Pengerang



- Strategically located near Pengerang Integrated Petroleum Complex (“PIPC”) , one of the major oil and gas hubs in Southeast Asia, which is expected to generate thousands of job opportunities by 2020, driving the demand for the property sector in Pengerang, Johor
- Timely to capture the rising housing demand
- Complement Group’s current portfolio of mixed development



<b>Property type</b>	Landed housing township development project
<b>Land</b>	207.5 acres
<b>Development details</b>	<p><b>Residential:</b></p> <ul style="list-style-type: none"><li>• Double Storey Terrace House (18'x65')</li><li>• Double Storey Terrace House (20'x70')</li><li>• Double Storey Terrace House (22'x70')</li><li>• Double Storey Cluster Homes (32'x80')</li><li>• Double Storey Semi Detached House (32'x80'/ 34'x90')</li></ul> <p><b>Commercial:</b></p> <ul style="list-style-type: none"><li>• 2 Storey Shopoffice ( 22'x70' )</li><li>• Commercial Lands</li></ul> <p><b>RMMJ &amp; Low Medium Cost:</b></p> <ul style="list-style-type: none"><li>• RMMJ 2 Storey Townhouse (20'x70')</li><li>• RMMJ PKJ A</li><li>• RMMJ PKJ B</li><li>• Low Medium Cost Shop Strata 2 Storey (20'x70')</li></ul>





# Bayou Green @ Pengerang



Double Storey Terrace House – 18' x 65'



Double Storey Terrace House – 20' x 70'



Double Storey Terrace House – 22' x 70'



Double Storey Cluster Homes – 32' x 80'



Double Storey Semi-Detached House – 32' x 80' & 34" x 90"



2 Storey Shop Office – 22' x 70'



## Upcoming Projects



Projects	Austin City	Sitiawan Wellness Hub
Location	Tebrau, Johor Bahru	Pengkalan Baharu, Perak
Land size	27,670 sqm	188,062 sqm
Property type	Retail mall, office suites, hotel and residential apartments	Mixed commercial and residential development  Health, wellness & tourism concepts

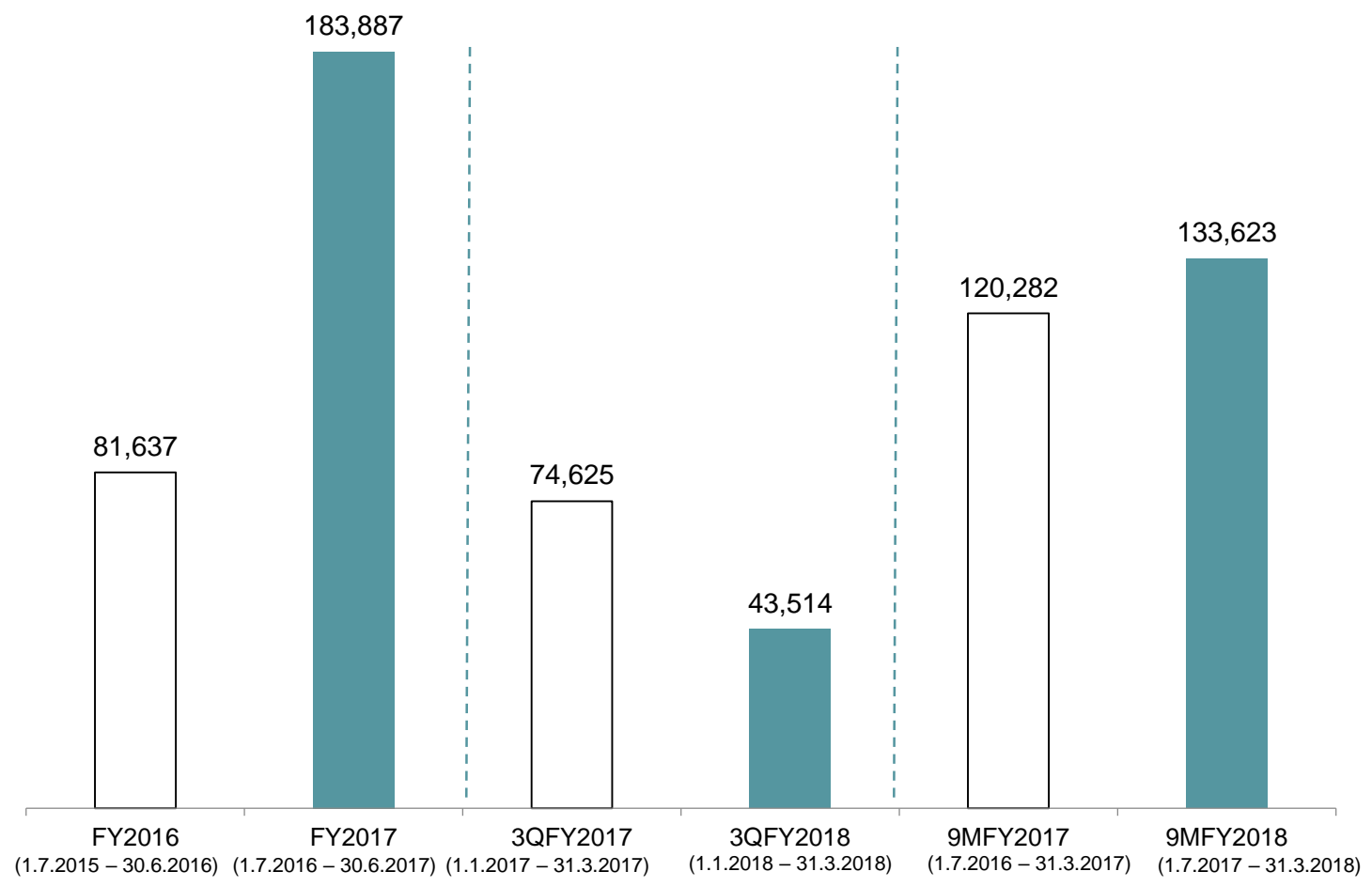


## **FINANCIAL HIGHLIGHTS**



**YoY Growth = 125.2%**      **QoQ Growth = -41.7%**      **9 MTHS Growth = 11.1%**

Revenue  
RM'000



	FY2016	FY2017	3QFY2017	3QFY2018	9MFY2017	9MFY2018
% of Completion (Cumulative)	24.8%	56.5%			46.0%	75.1%
As at	30.6.2016	30.6.2017			31.3.2017	31.3.2018

Financial year end: 30 June  
YoY: Year-on-Year  
QoQ: Quarter on quarter

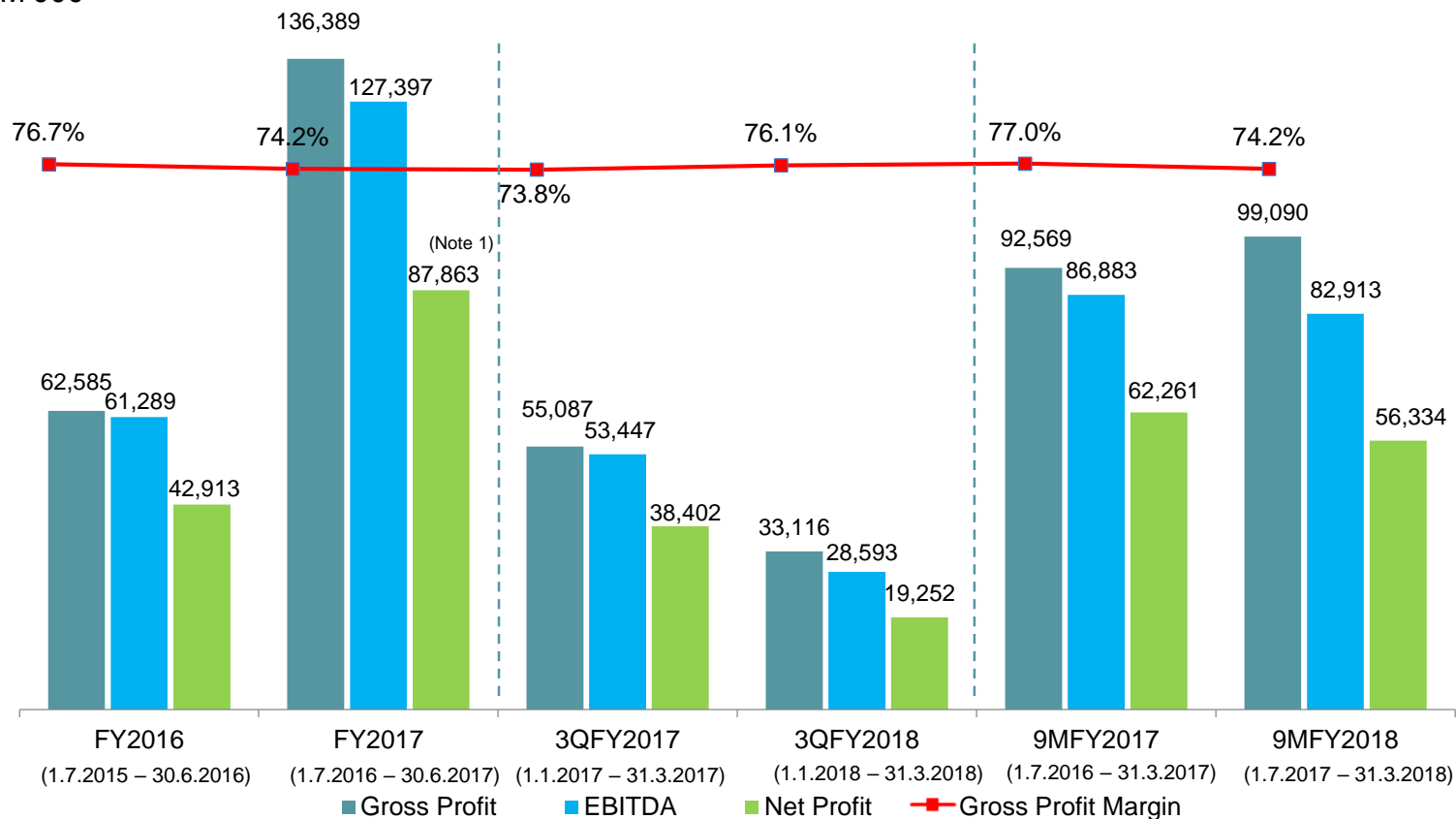


# Capital World Group

	Margins (%)	Gross Profit (%)	EBITDA (%)	Net Profit (%)
FY2016	76.7	75.1	52.6	
FY2017	74.2	69.3	47.8	
3QFY2017	73.8	71.6	51.5	
3QFY2018	76.1	65.7	44.2	
9MFY2017	77.0	72.2	51.8	
9MFY2018	74.2	62.0	42.2	

## Profitability

RM'000



Financial year end: 30 June

EBITDA: Earnings before interest, tax, depreciation and amortisation

Note 1: Excluding one-off amount of RM17.8 million which mainly related to RTO transaction costs



Financial Position

RM('000)	As at 31 March 2018 (Unaudited)	As at 30 June 2017 (Audited)
Current assets	255,176	257,908
Non-current assets	533,537	438,514
<b>Total assets</b>	<b>788,713</b>	<b>696,422</b>
Current liabilities	374,825	353,047
Non-current liabilities	121,046	106,311
<b>Total liabilities</b>	<b>495,871</b>	<b>459,358</b>
<b>Net assets</b>	<b>292,842</b>	<b>237,064</b>
Cash and bank balances	12,087	23,441
Loans and borrowings	48,686	88
Gearing ratio <sup>(Note 1)</sup>	12.5%	-
Current ratio <sup>(Note 2)</sup>	0.74	1.2

Note 1: Gearing ratio is derived using loans and borrowings minus cash and bank balances, divided by the equity attributable to owners of the Company

Note 2: Deferred revenue of approximately RM29.3 million and RM127.0 million as of 31 March 2018 and 30 June 2017 respectively were excluded from the current liabilities as deferred revenue is the book entry and non-cash in nature



## **OUTLOOK & BUSINESS STRATEGIES**





### Short Term

- Focused on delivery of Project Capital City
- Realise synergies between the property development projects and the existing marble business
- Launch Pengerang & Austin City Projects

### Medium Term

- Launch Project Sitiawan Wellness Hub
- Diversify into different development types

### Long Term

- Extend successful business model to new projects and markets in Malaysia and rest of Southeast Asia

Q & A

Thank you