



**BINA GROUP BERHAD** (1134880-W)

Your Partner In Construction

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## **AGM CORPORATE PRESENTATION**

25 JUNE 2021

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- Corporate Milestone 2020
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## INTA at a GLANCE

### REVENUE

**280.3**million

FYE 2019: RM411.6 mil

### PROFIT AFTER TAX

**8.1**million

FYE 2019: RM22.4 mil

### UNBILLED ORDER BOOK

**1.08**billion

FYE 2019: RM600mil

### RETURN ON EQUITY

**5.8%**

FYE 2019: 16.4%

### NET ASSETS PER SHARE

**26.07**sen

FYE 2019: 25.60sen

### TOTAL ASSETS

**338.2**million

FYE 2019: 363.5mil

### GEARING RATIO

**0.27**

FYE 2019: 0.29

### GROUP SHAREHOLDERS FUND

**139.5**million

FYE 2019: 136.8mil

### COMPLETED PROJECTS WITH CONTRACT VALUE

**3.5**billion

FYE 2019: 3.1bil

# Corporate Milestone

*For Year 2020*

- Awarded contracts totalling RM 584 million from subsidiaries of Ecoworld Berhad

- Awarded contract totalling RM199 million from Tropicana Metropark Sdn Bhd

- Contract wins for 2020 amount to RM 782.9 million

- Total project completed since incorporation with contract value of RM 3.5 billion

- Outstanding order book 1.08 billion @ 31 December 2020

- Declared interim dividends of 0.85 cent per share for FY2020

- Acquisition of Angkasa Senuri to undertake future development and to create in house project (January 2021)

- Incorporation of IBEE to undertake Facility Management Projects such as Lifts and Escalator (March 2021)

# Corporate Culture

## VISION

- To be **Preferred Choice Builder** and to ensure sustainable returns to stakeholders

## MISSION

- To embrace industry best practices, set standards of excellence, meet timelines and doing right the first time and every time
- To develop a dynamic team through effective communication, empowerment, enhanced cooperation and continuous equipping
- To establish credibility by meeting goals, achieving growth, generating profits and meriting exceptional work.

## MOTTO

- Your Partner in Construction

# Core Values

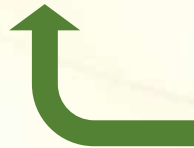


# Scope of Work



## Residential

- Bungalows
- Cluster houses
- Terrace houses
- Semi-detached houses
- Townvillas
- Condominiums
- Apartments



## Local infrastructure

- Road works
- Drainage works
- Water reticulation works
- M&E infrastructure
- Sewerage



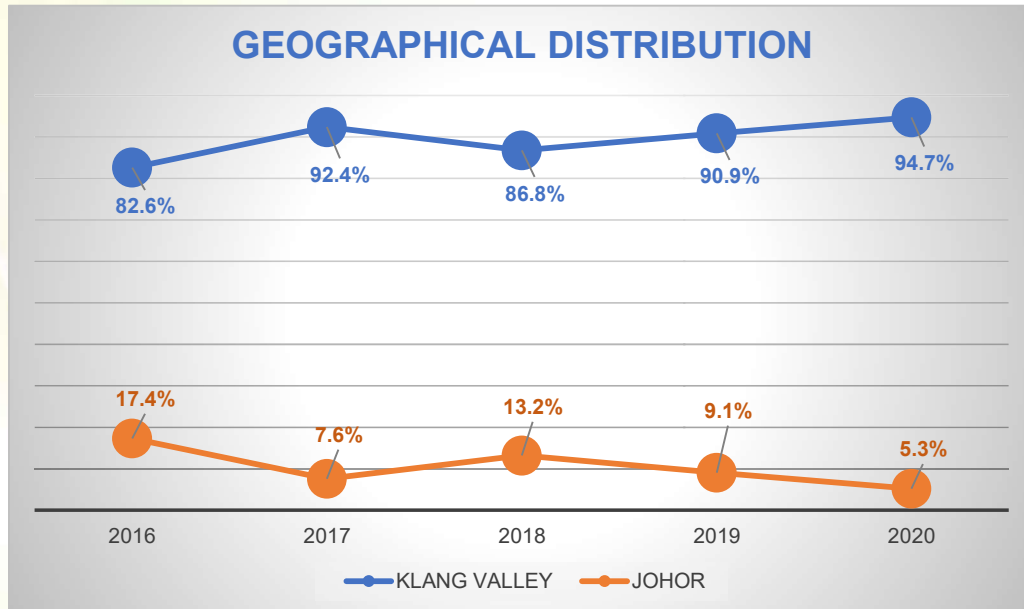
## Non-residential

- Purpose-built offices
- SOHO
- Shops
- Factories
- Clubhouses
- Hotels



# Projects

*Projects are mainly concentrated in Klang Valley*



- Projects are largely concentrated in Klang Valley as the property market in this region is relatively more resilient
- Expected to benefit from government initiative in rolling out affordable high-rise housing

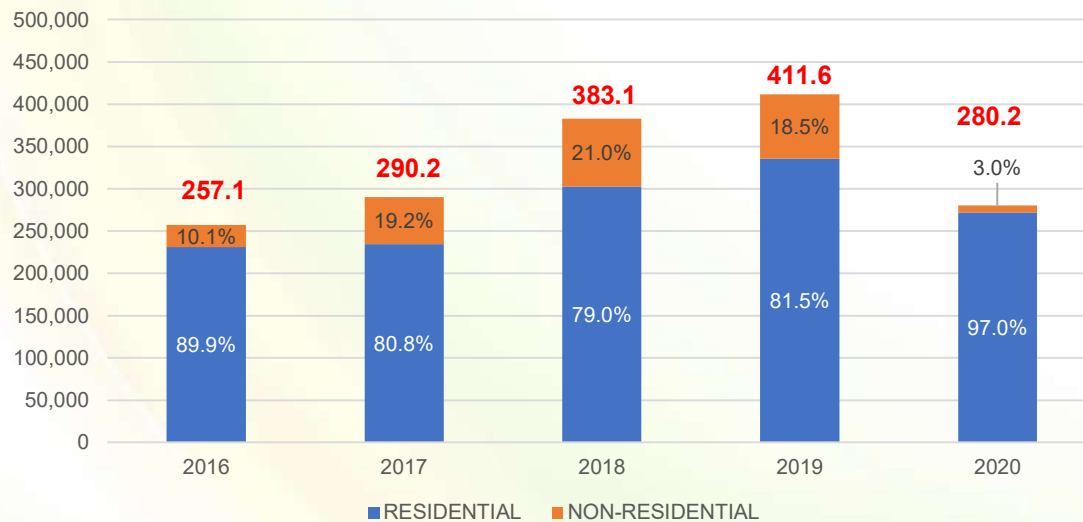
RM' 000	2016	2017	2018	2019	2020
KLANG VALLEY	212,471	268,028	332,415	374,179	265,517
JOHOR	44,665	22,158	50,644	37,434	14,779
<b>TOTAL</b>	<b>257,136</b>	<b>290,186</b>	<b>383,059</b>	<b>411,613</b>	<b>280,296</b>



# Projects

*Stellar track record with uninterrupted revenue growth*

Project Segmentation



RM' 000	2016	2017	2018	2019	2020
RESIDENTIAL	231,241	234,397	302,563	335,387	271,886
NON-RESIDENTIAL	25,895	55,789	80,496	76,226	8,410
<b>TOTAL</b>	<b>257,136</b>	<b>290,186</b>	<b>383,059</b>	<b>411,613</b>	<b>280,296</b>

- INTA has registered revenue growth of 12.9%, 32.0% and 7.5% since listing in 2017. Year 2020 is an exceptional year where our revenue suffer a negative growth of 31.8%
- Projects were predominantly residential properties which accounted for >80% of its revenue

# Projects

*Portfolio rebalancing to focus more on high-rise projects*

TYPE OF PROPERTY



RM' 000	2016	2017	2018	2019	2020
HIGH-RISE	49,087	106,762	187,356	226,225	170,153
LOW-RISE	208,049	183,424	195,703	185,388	110,143
<b>TOTAL</b>	<b>257,136</b>	<b>290,186</b>	<b>383,059</b>	<b>411,613</b>	<b>280,296</b>

- INTA has gradually shifted its focus to high-rise projects
- Value per project is higher and allows better utilisation of resources
- Higher barriers of entry as compared to low-rise projects and less competition

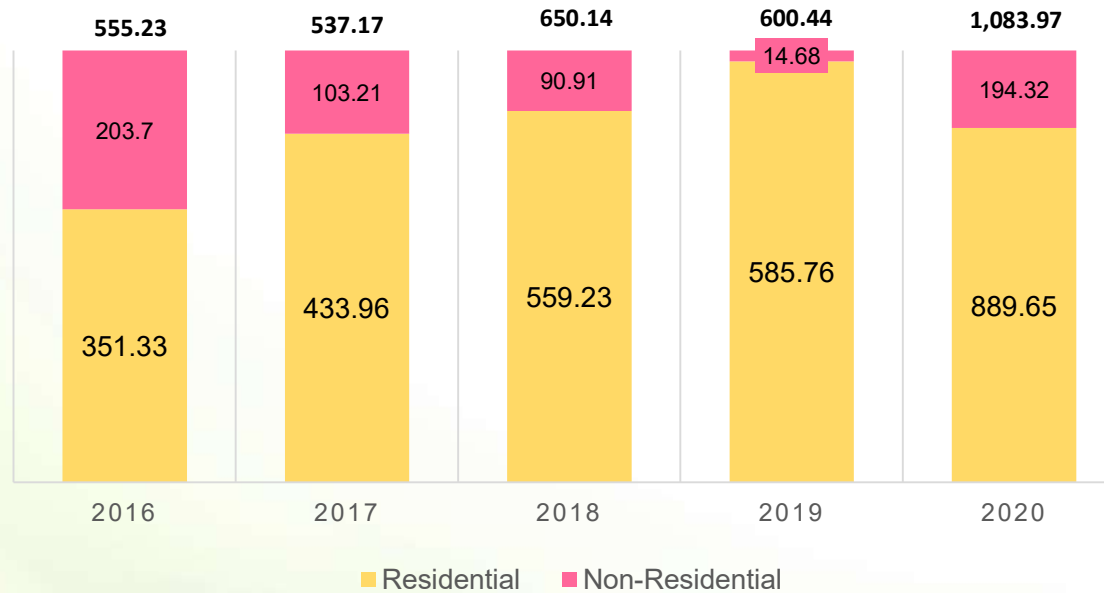
# Key Highlights for Year 2020

## Contract Wins

NO	PROJECT NAME	DATE	AMOUNT (RM)
1	Construction of 104 units of double storey house from Eco Ardence Sdn Bhd	1 <sup>st</sup> August	35.3mil
2	Construction of 30 storeys apartment, 9 storey podium from Tropicana Metropark Sdn Bhd	24 <sup>th</sup> August	199mil
3	Construction of 176 units of double storey terrace house from Eco Majestic Sdn Bhd	3 <sup>rd</sup> September	52.1mil
4	Construction of 2 blocks of 30 storeys service apartment from Eco Sanctuary Sdn Bhd	1 <sup>st</sup> October	184.2mil
5	Construction of 2 blocks of 32 storey service apartment for Eco Ardence Sdn Bhd	1 <sup>st</sup> October	312.3mil
Total secured as at 31 December 2020			782.9mil
Outstanding unbilled book as at 31 December 2020			1.08bil

# Projects

## Unbilled Order book over last 5 years



Movement in order book					
Unbilled order book as at	31 Dec 2016 (RM mil)	31 Dec 2017 (RM mil)	31 Dec 2018 (RM mil)	31 Dec 2019 (RM mil)	31 Dec 2020 (RM mil)
Residential	351.53	433.96	559.23	585.76	889.65
Non-residential	203.70	103.21	90.91	14.68	194.32
	<b>555.23</b>	<b>537.17</b>	<b>650.14</b>	<b>600.44</b>	<b>1,083.97</b>

# Overview of Financial Performance

## *Statement of Profit and Loss (Unaudited 1Q 2021&2020)*

ITEM	FY2020 Jan-Dec (RM'000)	FY2019 Jan-Dec (RM'000)	VARIANCE BY	Q12021 Jan-Mar (RM'000)	Q12020 Jan-Mar (RM'000)	VARIANCE BY
REVENUE	280.30	411.61	-32%	96.95	66.25	46%
GROSS PROFIT	26.59	43.77	-39%	12.08	7.83	54%
PROFIT BEFORE TAX (PBT)	12.94	29.83	-57%	7.91	4.06	95%
PBT MARGIN	4.62%	7.24%	-36%	8.15%	6.13%	33%
PROFIT AFTER TAX (PAT)	8.10	22.45	-64%	5.89	3.04	93%
PAT MARGIN	2.89%	5.46%	-47%	6.08%	4.86%	25%

# Overview of Financial Position

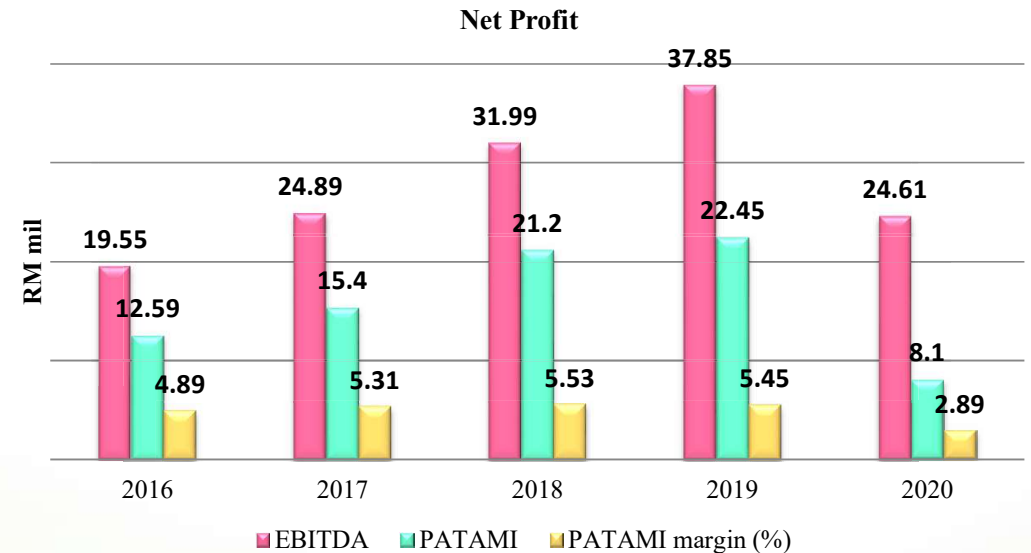
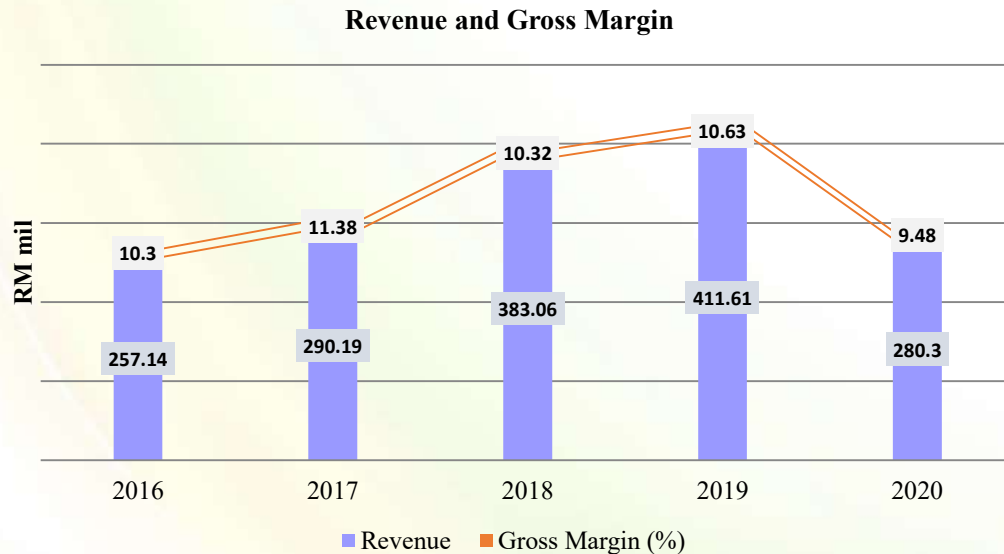
## Group Balance Sheet

ITEM	31 DEC 2020 (RM'000)	31 DEC 2019 (RM'000)	VARIANCE (RM'000)
SHARE CAPITAL	69,429	69,429	-
SHAREHOLDER'S FUND	139,568	136,820	2,748
TOTAL ASSETS	338,242	363,473	(25,231)
NET ASSET PER SHARE (SEN)	0.261	0.256	0.005
TOTAL CASH & BANK BALANCE	49,504	60,122	(10,618)
TOTAL BORROWINGS	37,782	39,690	(1,908)
NET CASH	11,722	20,432	(8,710)

*\*\*Net Assets per share is calculated based on 535,259,000 units of ordinary shares in issue*

# Financial Highlights

## Revenue and Gross Margin & Net Profit

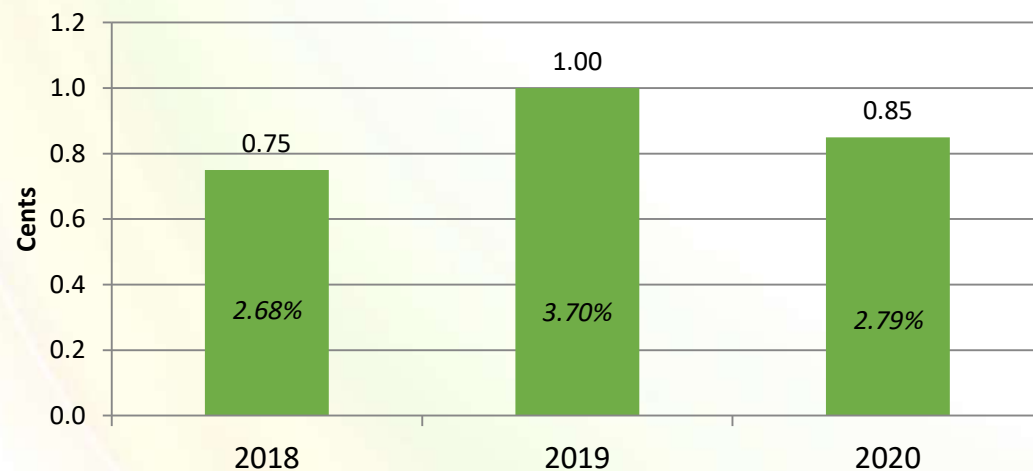


- Showing revenue growth every year until 2020. (Hit by Covid-19 crisis and lower construction activities resulted from MCO)
  - + 5-year revenue CAGR of 10.9%
  - + Uptrend of gross margin before Covid-19
  - + GP Margin decreased in 2020 due to lost of revenue during MCO but direct overheads remained

- Effective cost management
  - + Steady EBITDA and PATAMI growth before 2020
  - + 2020 revenue was adversely affected by lower progress billings due to MCO lockdown
  - + Net profit margin reduced in 2020 in the back of lower revenue, and impairment of investment properties

# Dividend Yield

*From 2018 to 2020*



## NOTE :

- 1) Share price as at 31 December 2018 was 28 cents
- 2) Share price as at 31 December 2019 was 27 cents
- 3) Share price as at 31 December 2020 was 30.5 cents



# Corporate Milestone

*For Year 2021  
as at 31st May 2021*

- Unbilled order book of RM 1.045 billion @ 31 March 2021

- Tender Sum submitted RM1.046 billion as at 31<sup>st</sup> May 2021

- Contracts win as at 31<sup>st</sup> May 2021 amount to RM184.13 million

- Proposed Bonus issue of free warrants on the basis of 1 warrant for every 4 existing ordinary shares in IBGB

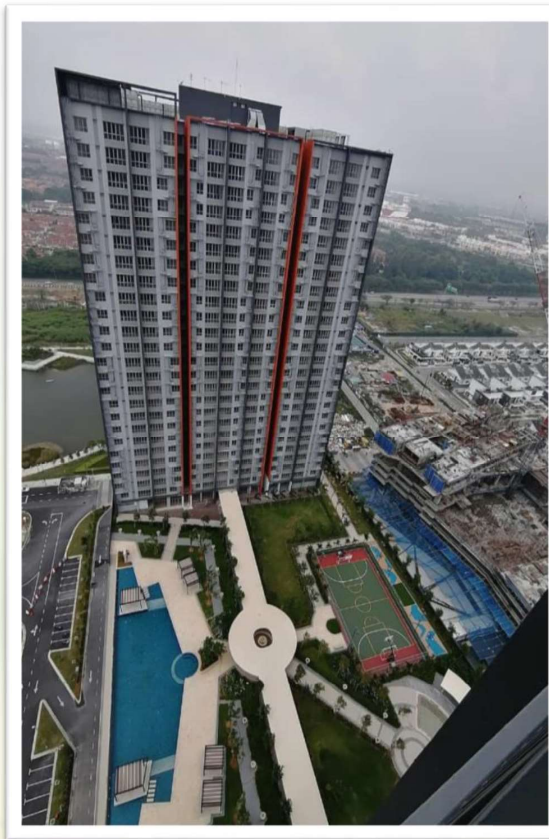
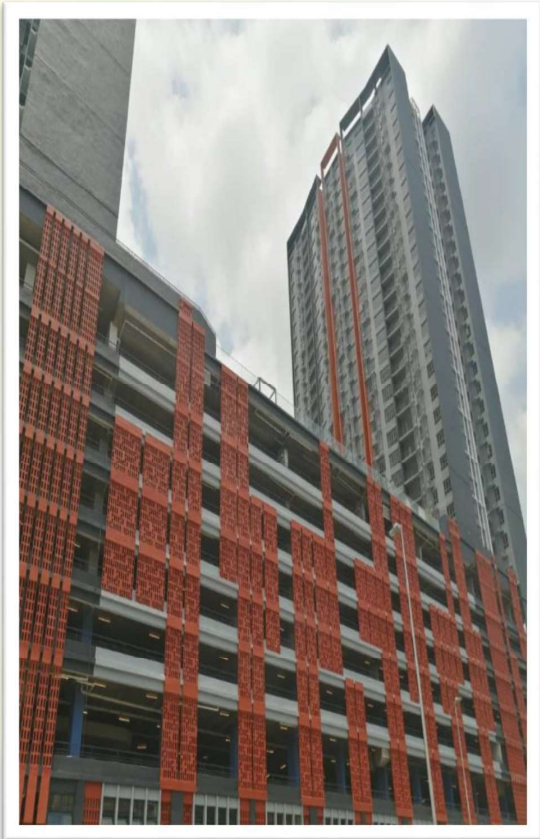
- Proposed establishment of the company's employees' share option scheme (ESOS) of up to 15% of the total number of issued shares of IBGB for eligible Directors and Employees of IBGB and its subsidiaries

# Future Outlook

- Effective execution of unbilled order book to generate more revenue and profitability in the midst of Covid-19 crisis and MCO lockdown
- Continue to bid for construction projects especially on affordable projects to replenish order book
- 100% subsidiary, Angkasa Senuri to source land for future development and to create in-house job
- Undertake Facility management projects such as Lifts and Escalator via 55%-owned subsidiary, IBEE
- To collaborate with other companies to bid for RSKU and affordable home projects in both GLC and government bodies

# Notable Completed Projects

*In 2020*



## **GRAVIT8**

**2 Blocks of 31-Storey Service Apartment at Kota Bayu Emas, Mukim Daerah Klang, Selangor**

Client : Vibratline Sdn Bhd

Contract Value : RM 192,000,000.00

# Notable Completed Projects

*In 2019*



## GRANDEZZA @ ECO SANCTUARY

**76 Units of 2-Storey (Semi-D) at Mukim Tanjung  
Dua Belas, Daerah Kuala Langat, Selangor**

Client : ECO Sanctuary Sdn Bhd

Contract Value : RM 43,135,470.00



# Notable Completed Projects

*In 2018*



## AMANJA

**2 Block of Commercial Suites , 22 Storey and 1 Storey parking lot at Mukim Kepong Daerah Gombak, Selangor**

Client : Ivory Progression Sdn Bhd

Contract Value : RM 72,841,350.55

# Notable Completed Projects

*In 2018*



## KARISMA APARTMENT @ ECO MAJESTIC

**2 Blocks of Low Cost Apartment 19-Storey (380 units) and 20-storey (360 units) at Mukim Berang, Daerah Hulu Langat, Selangor**

**Client : ECO Majestic Sdn Bhd**

**Contract Value : RM 89,415,000.00**



# Current Projects



## **SUASANA RESIDENSI @DAMAI**

**2 Block of Apartment Phase 2 – 21 Storeys (260 Units) & Phase 3 – 22 Storeys (260 Units) at Damansara Damai, Mukim Sungai Buloh, Daerah Petaling**

Client : Medan Prestasi Sdn Bhd  
Contract Value : RM 97,800,000.00  
(Phase 2 & 3)



## **KIARA KASIH KONDOMINIUM**

**1 Block of 40-Storey Affordable Housing (719 Units) at Mukim Batu, Jalan Sungai Teba, Mont Kiara, Kuala Lumpur**

Client : Lembah Suria Sdn Bhd  
Contract Value : RM 108,487,612.37



## **SENSORY SOUTHVILLE**

**2 Block of Apartment 37-Storeys (477 Units) and 38-Storeys (488 Units), Phase 1 & 2 at Southville City, Mukim Dengkil, Daerah Sepang, Selangor**

Client : Southville City Sdn Bhd  
Contract Value : RM 178,200,000.00



## **RESIDENCES & SHOPPES (SOUTH) AT TROPICANA METROPARK**

**1 Block Service Apartment of 39 Storeys at Taman Tropicana Metropark, Subang Jaya, Pekan Country Height, Daerah Petaling, Selangor Darul Ehsan**

Client : Tropicana Metropark Sdn Bhd  
Contract Value : RM 199,000,000.00

# Current Projects



## **DUDUK SERUANG AT ECO SANCTUARY**

**2 Blocks Service Apartment – 30 Storeys (960 Units) at Mukim Tanjung Dua Belas, Daerah Kuala Langat, Selangor (Design & Build)**

Client : Eco Sanctuary Sdn Bhd  
Contract Value : RM 184,239,000.00



## **DUDUK HUNI AT ECO ARDENCE**

**2 Blocks Service Apartment – 32 Storeys (178 Units) at Persiaran Setia Damai, Seksyen U13, Shah Alam, Selangor (Design & Build)**

Client : Eco Ardence Sdn Bhd  
Contract Value : RM 312,347,000.00



## **GRAVIT8 THE TRESOR**

**30 Storeys Service Apartment (Shoplots-25 Units, Park Homes-72 Units, Service Apartment-344 Units) at Kota Bayu Emas, Mukim Klang, Daerah Klang, Selangor Darul Ehsan**

Client : Vibrantline Sdn Bhd  
Contract Value : RM 106,000,000.00



## **REGENT GARDEN AT ECO GRANDEUR**

**264 Units of Gated & Guarded (Garden Home) Mukim Ijok, Daerah Kuala Selangor, Selangor Darul Ehsan**

Client : Paragon Pinnacle Sdn Bhd  
Contract Value : RM 38,304,000.00



# Current Projects



## **NORTON GARDEN AT ECO GRANDEUR**

**78 Units of Gated & Guarded Double Storey (Bungalows) at Mukim Ijok, Daerah Kuala Selangor, Selangor**

Client : Paragon Pinnacle Sdn Bhd  
Contract Value : RM 38,601,330.89



## **CORA GARDEN HOME AT ECO ARDENCE**

**104 Units of Gated & Guarded Double Storey (Garden Home) at Eco Ardence, Seksyen U12, 40170 Shah Alam**

Client : Eco Ardence Sdn Bhd  
Contract Value : RM 35,339,000.00



## **HAZELTON AT ECO FOREST**

**166 Units Gated & Guarded Double Storey Cluster Houses at Precinct 3 at Mukim Beranang, Daerah Hulu Langat, Selangor**

Client : Eco Majestic Development Sdn Bhd  
Contract Value : RM 39,832,000.00



## **MELLOWOOD AT ECO MAJESTIC**

**176 Units Gated & Guarded Terrace House Double Storey at Precinct 7-1 (Package 2) at Mukim Baranang, Daerah Hulu Langat, Selangor**

Client : Eco Majestic Sdn Bhd  
Contract Value : RM 52,133,000.00

# Customers

*Clienteles are mainly established and multiple award-winning property developers*

 ECOWORLD CREATING TOMORROW & BEYOND	 GAMUDA LAND ENRICHING LIFE	 LUM CHANG	 Setia SP SETIA BHD GROUP
 TROPICANA CORPORATION BERHAD 丽阳机构	 MKLAND Holdings Berhad	 MahSing	 SDB Selangor Dredging Berhad
 MITRALAND	 SUNWAY	 Engtex Engtex Group Berhad	 PARAMOUNT CORPORATION BERHAD
 UEM LAND A member of UEM Group	 Plenitude BERHAD	 PJD A MEMBER OF OSK GROUP	 PARKCITY® PERDANA PARKCITY SDN BHD (110751-K)

**THANK YOU**  
**for spending time to understand us**

