

8. INDEPENDENT MARKET RESEARCH REPORT

VITAL FACTOR CONSULTING
Creating Winning Business Solutions

15 June 2026

The Board of Directors
Parkland Berhad
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Dear Sirs and Madams

Independent Assessment of the Property Development Industry in Malaysia

We are an independent business consulting and market research firm based in Malaysia, established in 1993. We offer consulting services, including business plans, opportunity evaluations, commercial due diligence, feasibility studies, financial and industry assessments, and market research. Since 1996, we have been involved in corporate exercises such as initial public offerings (IPO), reverse takeovers, chain listings, transfers to the Main Market, and business regularisations for publicly listed companies on Bursa Malaysia Securities Berhad (Bursa Securities). Our corporate exercise services encompass business overviews, independent industry assessments, management discussions and analyses, and business and industry risk assessments for prospectuses, shareholders' circulars and information memorandums.

We have been engaged to provide an independent assessment of the property development industry in Malaysia for inclusion in the prospectus of Parkland Berhad for its IPO and listing of its shares on the Main Market of Bursa Securities. This report has been prepared independently and objectively, with all reasonable due care taken to ensure its accuracy and completeness.

We believe the report provides a true and fair assessment of the industry, considering the limitations of timely and available information, and analyses based on secondary and primary market research as of the report date. However, it should be noted that our assessment pertains to the industry as a whole and may not reflect the performance of any specific company. We accept no responsibility for the decisions or actions of readers based on this document. This report should not be construed as a recommendation to buy, not buy, sell, or not sell the securities of any company.

Please be aware that our report may include disclosures, assessments, opinions, and forward-looking statements that are subject to hitherto unknown or undisclosed information, uncertainties, and contingencies. These statements are based on secondary information and primary market research, and despite careful analysis, the industry is influenced by various known and unforeseen factors that could cause actual outcomes and future results to differ materially from these statements.

Yours sincerely

Wooi Tan
Managing Director

Wooi Tan holds a Bachelor of Science from the University of New South Wales and a Master of Business Administration from the University of Technology, Sydney. He is a Fellow of the Australian Marketing Institute and the Institute of Managers and Leaders, Australia. With over 30 years of experience in business consulting and market research, he has also assisted companies in their IPO and listings of their shares on Bursa Securities.

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Date of Report: 15 June 2026

INDEPENDENT ASSESSMENT OF THE PROPERTY DEVELOPMENT INDUSTRY IN MALAYSIA

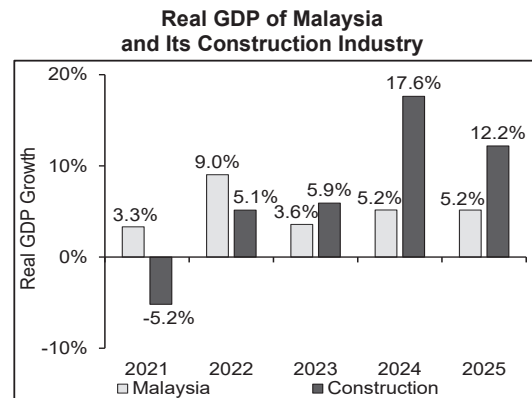
1. OVERVIEW OF PARKLAND GROUP'S BUSINESS AND REPORT PARAMETERS

- Parkland Berhad, together with its subsidiaries (Parkland Group), is an integrated township and property developer, focusing on both master-planned township projects and standalone developments. Its townships integrate residential, commercial, and/or industrial components, along with supporting infrastructure and amenities. Additionally, Parkland Group is also involved in the development of high-rise commercial properties, such as serviced apartments. The markets of Parkland Group are in Johor, Melaka, and Selangor. This report will focus on the respective areas mentioned above. Unless otherwise stated, all information pertains to Malaysia and is based on the most recent available data.

2. PERFORMANCE OF THE ECONOMY AND PROPERTY DEVELOPMENT INDUSTRY

2.1 Gross Domestic Product (GDP)

- In 2025, the real GDP of Malaysia expanded by 5.2%, underpinned by resilient domestic demand, strong labour markets, ongoing investment activities driven by continued progress in major infrastructure projects, and continued demand from the electrical and electronic, information and communication technology, and tourism industries (Source: Bank Negara Malaysia (BNM)). In the first quarter of (Q1) 2026, Malaysia's real GDP expanded by 5.4% (Source: DoSM).
- As for the construction industry (including property development), real GDP increased by 12.2% in 2025. This was mainly driven by expansion in the non-residential sector, supported by industrial and commercial projects, including data centres, as well as specialised construction activities related to solar and infrastructure projects (Source: BNM). In Q1 2026, the construction industry expanded by 7.7%, mainly driven by a 15.9% increase in the specialised construction sector (Source: DoSM).



Note: Property development is part of the larger construction industry. (Source: Department of Statistics Malaysia (DoSM))

3. RESIDENTIAL PROPERTY MARKET PERFORMANCE

- As Parkland Group is mainly involved in developing landed residential properties in Johor and Melaka, this section will analyse the performance of the residential property market in these states. In 2025, residential property transactions accounted for the largest share in Malaysia, representing 61.6% of total property transactions (Source: National Property Information Centre (NAPIC)).

3.1 Overview of Residential Property Transactions

Residential Property Transactions* in Malaysia, Johor, and Melaka

	2021	2022	2023	2024	2025	CAGR '24-'25	CAGR '21-'25	CAGR '23-'25
Malaysia								
Vol. (Units)	198,812	243,190	250,586	260,516	256,512	(1.5%)	6.6%	1.2%
Val. (RM mil)	76,902	94,276	100,929	106,924	108,272	1.3%	8.9%	3.6%
Johor								
Vol. (Units)	22,591	28,087	40,561	42,565	42,566	0.0%	17.2%	2.4%
Val. (RM mil)	8,483	10,911	18,119	20,642	20,936	1.4%	25.3%	7.5%
Melaka								
Vol. (Units)	8,309	10,918	10,519	13,657	13,515	(1.0%)	12.9%	13.3%
Val. (RM mil)	2,327	3,399	3,022	3,715	4,055	9.2%	14.9%	15.8%

* Including sales of new and sub-sale properties; CAGR = Compound annual growth rate; Vol. = Volume; Val. = Value; mil = million. (Source: NAPIC)

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- In 2025, the transaction volume of Johor's residential property remained relatively stable, while Melaka recorded a decline of 1.0% compared to 2024. Nevertheless, the transaction values in both states increased, with Johor rising by 1.4% and Melaka by 9.2%. This divergence between volume and value suggests an overall upward trend in housing prices across these regions. The housing demand is anticipated to be sustained, backed by improved labour conditions and government incentives, including personal tax relief of RM5,000 to RM7,000 (depending on prices) for first-time homebuyers over three consecutive tax years and full stamp duty exemption for houses priced at RM500,000 and below, until the end of 2027 (Source: BNM and Ministry of Finance (MoF)). In Q1 2026, the transaction volume of residential properties in Johor and Melaka both declined by 9.5% and 26.4% respectively, compared to Q1 2025 (Source: NAPIC).

3.2 Residential Property Transactions by Price Range

Volume of Residential Property Transactions* in Johor and Melaka by Price Range

	2021		2022		2023		2024		2025		CAGR	CAGR
	Units	YoY%	Units	YoY%	Units	YoY%	Units	YoY%	Units	YoY%	'21-'25	'23-'25
Johor	22,591	(2.4)	28,087	24.3	40,561	44.4	42,565	4.9	42,566	0.0	17.2	2.4
A	10,843	(11.8)	13,066	20.5	15,421	18.0	15,187	(1.5)	16,129	6.2	10.4	2.3
B	7,171	6.7	8,737	21.8	12,208	39.7	11,473	(6.0)	10,290	(10.3)	9.4	(8.2)
C	3,889	10.1	5,482	41.0	11,026	101.1	13,043	18.3	12,992	(0.4)	35.2	8.5
D	688	14.9	802	16.6	1,906	137.7	2,862	50.2	3,155	10.2	46.3	28.7
Melaka	8,309	(10.3)	10,918	31.4	10,519	(3.7)	13,657	29.8	13,515	(1.0)	12.9	13.3
A	5,423	(19.2)	6,958	28.3	7,025	1.0	9,740	38.6	7,996	(17.9)	10.2	6.7
B	1,994	8.2	2,786	39.7	2,654	(4.7)	2,976	12.1	4,440	49.2	22.2	29.3
C	841	33.7	1,056	25.6	765	(27.6)	847	10.7	962	13.6	3.4	12.1
D	51	(32.0)	118	131.4	75	(36.4)	94	25.3	117	24.5	23.1	24.9

*Including sales of new and sub-sale properties; YoY = Year-on-year growth; A = RM300,000 and below; B = RM300,001-RM500,000; C = RM500,001-RM1 million; D = Above RM1 million. (Source: NAPIC)

- In 2025, residential properties in Johor priced between RM300,001 and RM500,000 experienced a decline in transaction volumes, mainly due to a decline of 9.5% in the district of Johor Bahru. Overall, Johor Bahru accounted for the largest residential property market in Johor, contributing 61.3% (26,100 units) of the total property transaction volume in 2025. In Q1 2026, the transaction volume of all residential property price segments in Johor declined, except for properties priced below RM300,000, which increased by 6.3% compared to Q1 2025. (Source: NAPIC)
- In Melaka, all residential property price segments recorded an increase in transaction volume in 2025, with the exception of properties priced at RM300,000 and below, which fell by 17.9%. This decline was mainly due to a 27.7% drop in transaction volume in the district of Jasin. Properties priced RM300,000 and below accounted for the majority of Melaka's residential property transaction volume over the past five years, consistently accounting for more than 50.0% of total transactions. In Q1 2026, the transaction volume of all residential property price segments in Melaka declined, except for properties priced above RM1 million, which increased by 13.0% compared to Q1 2025. (Source: NAPIC)

3.3 Residential Property Transactions by Type of Buildings

Residential Property Transactions* in Johor by Type of Buildings

Johor	2021		2022		2023		2024		2025		CAGR	CAGR
	Units	YoY%	Units	YoY%	Units	YoY%	Units	YoY%	Units	YoY%	'21-'25	'23-'25
Volume											%	%
Landed ⁽¹⁾	18,246	2.9	22,375	22.6	33,056	47.7	33,630	1.7	31,940	(5.0)	15.0	(1.7)
HR ⁽²⁾	2,857	0.2	3,315	16.0	4,868	46.8	5,239	7.6	5,482	4.6	17.7	6.1
Others ⁽³⁾	1,488	(42.1)	2,397	61.1	2,637	10.0	3,696	40.2	5,144	39.2	36.4	39.7
Value	RM mil	YoY%	RM mil	YoY%	RM mil	YoY%	RM mil	YoY%	RM mil	YoY%	%	%
Landed ⁽¹⁾	7,390	8.5	9,429	27.6	16,043	70.2	17,997	12.2	18,218	1.2	25.3	6.6
HR ⁽²⁾	677	(2.6)	846	25.0	1,426	68.5	1,729	21.2	1,782	3.1	27.4	11.8
Others ⁽³⁾	416	(36.9)	637	53.0	650	2.2	917	40.9	936	2.1	22.5	19.9

*Including sales of new and sub-sale properties; mil = million; YoY=Year-on-year growth; HR=High-rise. **Notes: (1)** Includes single-/2- to 3-storey terrace, single-/2- to 3-storey semi-detached, detached, cluster, low-cost houses and

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townhouses. (2) Includes condominiums, apartments, flats and low-cost flats. (3) Includes vacant plots and other types of residential properties such as kindergartens and hostel units. (Source: NAPIC)

- Landed residential properties remained the preferred choice in Johor, representing more than 70% of the transaction volume of residential properties over the past five years. In 2025, Johor's landed residential property transaction volume declined by 5.0%, mainly due to a 4.7% decline in transactions for single- and 2- to 3-storey terrace houses. In Q1 2026, Johor's landed and high-rise properties transaction volume declined by 10.2% and 8.5% respectively, compared to Q1 2025. (Source: NAPIC)

Residential Property Transactions* in Melaka by Type of Buildings

Melaka	2021		2022		2023		2024		2025		CAGR	CAGR
	Units	YoY%	Units	YoY%	Units	YoY%	Units	YoY%	Units	YoY%	'21-'25	'23-'25
Landed ⁽¹⁾	6,879	(9.2)	9,169	33.3	8,837	(3.6)	11,558	30.8	11,587	0.3	13.9	14.5
HR ⁽²⁾	665	(17.8)	967	45.4	895	(7.4)	799	(10.7)	1,174	46.9	15.3	14.5
Others ⁽³⁾	765	(12.7)	782	2.2	787	0.6	1,300	65.2	754	(42.0)	(0.4)	(2.1)
Value	RM mil	YoY%	RM mil	YoY%	RM mil	YoY%	RM mil	YoY%	RM mil	YoY%	%	%
Landed ⁽¹⁾	2,083	(0.2)	2,824	35.6	2,664	(5.7)	3,321	24.6	3,653	10.0	15.1	17.1
HR ⁽²⁾	98	(19.0)	178	81.2	146	(18.0)	143	(1.7)	255	77.9	27.0	32.3
Others ⁽³⁾	145	5.4	398	173.3	212	(46.7)	251	18.4	148	(41.2)	0.4	(16.6)

*Including sales of new and sub-sale properties; mil = million; YoY=Year-on-year growth; HR=High-rise. **Notes: (1)** Includes single-/2- to 3-storey terrace, single-/2- to 3-storey semi-detached, detached, cluster, low-cost houses, and townhouses. **(2)** Includes condominiums, apartments, flats, and low-cost flats. **(3)** Includes vacant plots and other types of residential properties such as kindergartens and hostel units. (Source: NAPIC)

- Similarly, Melaka remained a landed residential property-dominant market, representing more than 80.0% of the transaction volume for the past five years. In 2025, the transaction volume of landed residential properties grew moderately, while the high-rise segment recorded a 46.9% increase, mainly driven by a 62.3% increase in condominiums and apartments. In Q1 2026, the transaction volume of landed and high-rise properties in Melaka declined by 7.9% and 29.6% respectively, compared to Q1 2025. (Source: NAPIC)

4. PERFORMANCE OF THE COMMERCIAL PROPERTY MARKET

- Parkland Group is also involved in the development of commercial properties such as shop lots in Johor and Melaka. Furthermore, the Group is involved in developing high-rise commercial properties, mainly serviced apartments in Johor, Melaka, and Selangor. Hence, the following section will examine the performance of the commercial property market in these states. (Source: NAPIC).

4.1 Overview of Commercial Property Transactions

Commercial Property Transactions* in Malaysia, Johor, Melaka, and Selangor

	2021	2022	2023	2024	2025	'24-'25	CAGR	CAGR
							'21-'25	'23-'25
Malaysia								
Vol. (Units)	22,428	32,809	40,463	45,985	46,649	1.4%	20.1%	7.4%
Val. (RM mil)	27,941	32,613	38,309	58,063	58,702	1.1%	20.4%	23.8%
Johor								
Vol. (Units)	3,046	4,787	8,041	10,312	9,095	(11.8%)	31.5%	6.4%
Val. (RM mil)	3,748	4,574	6,149	9,443	11,686	23.8%	32.9%	37.9%
Melaka								
Vol. (Units)	719	1,238	1,363	1,429	1,723	20.6%	24.4%	12.4%
Val. (RM mil)	715	4,054	975	1,212	1,088	(10.3%)	11.1%	5.6%
Selangor								
Vol. (Units)	6,021	8,654	10,110	11,642	11,252	(3.3%)	16.9%	5.5%
Val. (RM mil)	7,056	10,349	10,732	14,625	15,386	5.2%	21.5%	19.7%

* Including sales of new and sub-sale properties; mil = million; CAGR = Compound annual growth rate; Vol. = Volume; Val. = Value. (Source: NAPIC)

- In 2025, the commercial property markets in Johor, Melaka, and Selangor experienced mixed performance. Johor and Selangor experienced declines in transaction volume, while Melaka

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registered an increase in transaction volume. In contrast, the transaction values observed an inverse trend, with Johor and Selangor recording increases, while Melaka encountered a decline. In Q1 2026, the transaction volume of commercial properties in Johor, Melaka, and Selangor declined by 13.8%, 35.7%, and 6.7% respectively, compared to Q1 2025. (Source: NAPIC)

4.2 Commercial Property Transactions by Price Range

Volume of Commercial Property Transactions* in Johor, Melaka, and Selangor by Price Range

	2021		2022		2023		2024		2025		CAGR	CAGR
	Units	YoY%	Units	YoY%	Units	YoY%	Units	YoY%	Units	YoY%	'21-'25	'23-'25
Johor	3,046	0.7	4,787	57.2	8,041	68.0	10,312	28.2	9,095	(11.8)	31.5	6.4
A	875	(12.3)	1,453	66.1	1,738	19.6	1,740	0.1	1,741	0.1	18.8	0.1
B	730	9.6	1,192	63.3	1,790	50.2	2,513	40.4	1,789	(28.8)	25.1	0.0
C	913	10.3	1,366	49.6	3,057	123.8	3,842	25.7	3,300	(14.1)	37.9	3.9
D	528	(0.9)	776	47.0	1,456	87.6	2,217	52.3	2,265	2.2	43.9	24.7
Melaka	719	(22.9)	1,238	72.2	1,363	10.1	1,429	4.8	1,723	20.6	24.4	12.4
A	283	(22.3)	394	39.2	437	10.9	514	17.6	447	(13.0)	12.1	1.1
B	187	(25.8)	381	103.7	346	(9.2)	355	2.6	550	54.9	31.0	26.1
C	169	(31.3)	377	123.1	495	31.3	454	(8.3)	613	35.0	38.0	11.3
D	80	12.7	86	7.5	85	(1.2)	106	24.7	113	6.6	9.0	15.3
Selangor	6,021	26.0	8,654	43.7	10,110	16.8	11,642	15.2	11,252	(3.3)	16.9	5.5
A	1,424	20.7	1,995	40.1	2,481	24.4	2,553	2.9	2,426	(5.0)	14.2	(1.1)
B	1,534	27.1	2,046	33.4	2,124	3.8	2,637	24.2	2,741	3.9	15.6	13.6
C	1,637	29.5	2,516	53.7	3,309	31.5	3,332	0.7	3,096	(7.1)	17.3	(3.3)
D	1,426	26.4	2,097	47.1	2,196	4.7	3,120	42.1	2,989	(4.2)	20.3	16.7

*Including sales of new and sub-sale properties; YoY = Year-on-year growth; A = RM300,000 and below; B = RM300,001-RM500,000; C = RM500,001-RM1 million; D = Above RM1 million. (Source: NAPIC)

- In 2025 and Q1 2026, the highest volume transacted for commercial properties in Johor was properties costing above RM500,000, accounting for 61.2% and 59.0% of the total commercial property transaction volume in Johor. A similar trend was observed in Selangor, where commercial properties priced above RM500,000 accounted for 54.1% of total transactions in both 2025 and Q1 2026. In Melaka, the majority of commercial property transaction volume was for properties priced at RM500,000 and below, which accounted for 57.9% and 65.4% of the total transaction volume in 2025 and Q1 2026. (Source: NAPIC) Overall, commercial properties priced below RM500,000 are more favoured in Melaka compared to Johor and Selangor.

4.3 Commercial Property Transactions by Type of Buildings

Commercial Property Transactions* in Johor by Type of Buildings

Johor	2021		2022		2023		2024		2025		CAGR	CAGR
	Units	YoY%	Units	YoY%	Units	YoY%	Units	YoY%	Units	YoY%	'21-'25	'23-'25
Volume											%	%
Landed ⁽¹⁾	1,946	4.9	2,880	48.0	3,821	32.7	4,187	9.6	4,219	0.8	21.3	5.1
HR ⁽²⁾	847	4.7	1,246	47.1	3,685	195.7	5,568	51.1	4,220	(24.2)	49.4	7.0
Others ⁽³⁾	253	(29.9)	661	161.3	535	(19.1)	557	4.1	656	17.8	26.9	10.7
Value	RM mil	YoY%	RM mil	YoY%	RM mil	YoY%	RM mil	YoY%	RM mil	YoY%	%	%
Landed ⁽¹⁾	1,444	(4.6)	2,308	59.9	3,348	45.0	4,318	28.9	4,670	8.2	34.1	18.1
HR ⁽²⁾	1,462	217.0	614	(58.0)	2,108	243.2	3,600	70.7	4,082	13.4	29.3	39.1
Others ⁽³⁾	843	(4.8)	1,651	95.9	692	(58.1)	1,525	120.3	2,934	92.4	36.6	105.9

*Including sales of new and sub-sale properties; mil = million; YoY=Year-on-year growth; HR=High-rise. **Notes: (1)** Includes shops. **(2)** Includes shopping complexes, shop units/retail lots, purpose-built offices, office lots, small office home office (SOHO)/ small office flexible office (SOFO) / small office versatile office (SOVO), hotels, leisure properties, as well as serviced apartments. **(3)** Includes vacant plots and other types of commercial properties such as fire stations and clubhouses. (Source: NAPIC)

- Although Johor's high-rise and landed residential properties recorded similar transaction volumes in 2025, high-rise properties registered a lower transaction value compared to landed properties. Within the landed segment, 2- to 2½-storey and 3- to 3½-storey shop units predominated, collectively

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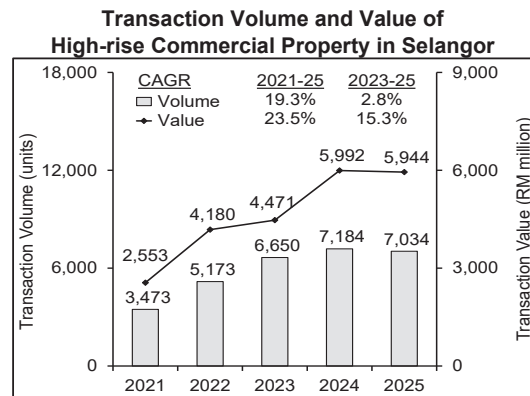
accounting for 87.6% of landed transaction volume. In the high-rise segment, serviced apartments were the most actively transacted property type, representing 82.8% of the segment's transaction volume in 2025. In Q1 2026, the transaction volume of landed and high-rise commercial properties in Johor declined by 0.8% and 24.6% respectively, compared to Q1 2025. (Source: NAPIC)

Commercial Property Transactions* in Melaka by Type of Buildings

Melaka	2021		2022		2023		2024		2025		CAGR	CAGR
	Units	YoY%	Units	YoY%	Units	YoY%	Units	YoY%	Units	YoY%	'21-'25	'23-'25
Volume											%	%
Landed ⁽¹⁾	428	(18.5)	710	65.9	862	21.4	842	(2.3)	919	9.1	21.1	3.3
HR ⁽²⁾	193	(38.3)	357	85.0	412	15.4	419	1.7	712	69.9	38.6	31.5
Others ⁽³⁾	98	3.2	171	74.5	89	(48.0)	168	88.8	92	(45.2)	(1.6)	1.7
Value	RM mil	YoY%	RM mil	YoY%	RM mil	YoY%	RM mil	YoY%	RM mil	YoY%	%	%
Landed ⁽¹⁾	214	(24.6)	396	84.6	507	28.1	488	(3.7)	541	10.7	26.0	3.3
HR ⁽²⁾	137	(9.6)	256	86.5	169	(33.9)	138	(18.6)	354	157.2	26.7	44.7
Others ⁽³⁾	363	32.9	402	10.7	299	(25.7)	587	96.3	193	(67.0)	(14.6)	(19.5)

*Including sales of new and sub-sale properties; mil = million; YoY=Year-on-year growth; HR=High-rise. **Notes: (1)** Includes shops. **(2)** Includes shopping complexes, shop units/retail lots, purpose-built offices, office lots, small office home office (SOHO)/ small office flexible office (SOFO) / small office versatile office (SOVO), hotels, leisure properties, as well as serviced apartments. **(3)** Includes vacant plots and other types of commercial properties such as fire stations and clubhouses. (Source: NAPIC)

- In contrast, Melaka's commercial property was less vibrant than Johor's. In 2025, Melaka's landed commercial property accounted for the largest share at 53.3% of total transactions, followed by high-rise commercial property at 41.3%, and vacant plots and other commercial properties at 5.3%. Similar to Johor, 2- to 2½- and 3- to 3½- storey shop units were the most transacted among landed properties in Melaka, comprising 76.9% of the total transacted volume for landed properties. As for the high-rise commercial property, serviced apartments recorded the highest transaction volume (558 transactions), followed by shop units/retail lots (99 transactions), which together represented 92.3% of the total. In Q1 2026, the transaction volume of landed and high-rise commercial properties in Melaka declined by 18.0% and 51.2% respectively, compared to Q1 2025. (Source: NAPIC)
- As Parkland Group is solely involved in serviced apartments (classified as high-rise commercial developments) in Selangor, the following will focus on transactions related to high-rise commercial property in Selangor. In 2025, high-rise commercial properties accounted for 62.5% of the total transaction volume. Out of the total commercial high-rises, 51.2% were serviced apartments (3,602 transactions). In Q1 2026, the volume of high-rise commercial property transactions in Selangor declined by 7.7% compared to Q1 2025. (Source: NAPIC)



5. SUPPLY CONDITIONS

- Property supply indicates the potential future availability of properties for sale. An increase in supply will intensify competitive pressure on property developers and affect the overall property overhang.

Future Supply ⁽¹⁾	Residential Supply (units)		Commercial Supply (units)		
	Landed ⁽²⁾	High-rise ⁽³⁾	Landed ⁽⁴⁾	High-rise ⁽⁵⁾	
Malaysia	2021	488,340	353,457	62,639	372,073
	2022	478,848	321,018	55,964	349,623
	2023	447,719	307,573	53,358	321,206
	2024	450,897	310,791	53,083	338,623
	2025	321,910	228,777	35,509	328,532
	CAGR'21-'25	(9.9%)	(10.3%)	(13.2%)	(3.1%)
CAGR'23-'25	(15.2%)	(13.8%)	(18.4%)	1.1%	

8. INDEPENDENT MARKET RESEARCH REPORT (CONT'D)



Future Supply ⁽¹⁾		Residential Supply (units)		Commercial Supply (units)	
		Landed ⁽²⁾	High-rise ⁽³⁾	Landed ⁽⁴⁾	High-rise ⁽⁵⁾
Johor	2021	86,688	28,559	15,197	80,741
	2022	78,241	26,258	11,931	76,940
	2023	64,370	15,696	9,714	50,007
	2024	68,155	13,428	9,915	55,471
	2025	70,657	13,627	9,436	64,060
	CAGR'21-'25	(5.0%)	(16.9%)	(11.2%)	(5.6%)
	CAGR'23-'25	4.8%	(6.8%)	(1.4%)	13.2%
Melaka	2021	24,072	11,155	2,408	9,935
	2022	27,378	9,931	2,493	10,292
	2023	35,664	9,638	2,801	12,276
	2024	40,404	7,694	3,496	13,386
	2025	25,809	3,317	1,407	7,447
	CAGR'21-'25	1.8%	(26.2%)	(12.6%)	(7.0%)
	CAGR'23-'25	(14.9%)	(41.3%)	(29.1%)	(22.1%)
Selangor	2021	107,195	78,973	9,288	101,686
	2022	102,861	77,637	9,038	99,636
	2023	88,789	78,829	9,519	102,346
	2024	74,260	73,371	8,581	106,911
	2025	62,880	69,318	7,705	100,958
	CAGR'21-'25	(12.5%)	(3.2%)	(4.6%)	(0.2%)
	CAGR'23-'25	(15.8%)	(6.2%)	(10.0%)	(0.7%)

Notes: (1) Future supply = incoming supply + planned supply. (2) Includes single-/2- to 3-storey terrace, single-/2- to 3-storey semi-detached, detached, cluster, low-cost houses, and townhouses. (3) Includes condominiums, apartments, flats, and low-cost flats. (4) Includes shops. (5) Includes shopping complexes, serviced apartments, SOHO, purpose-built offices, and hotels. (Source: NAPIC)

- In 2025, the future supply of residential and commercial properties in Johor grew across most segments, except for landed commercial properties, which decreased by 4.8% due to reduced planned developments in semi-detached and stratified shops. Most of the future landed residential supply comprised single- and 2- to 3-storey terrace houses, while the high-rise segment was dominated by condominiums and apartments. For commercial properties, most of the future supply in 2025 was in the high-rise category, particularly serviced apartments, which accounted for 82.5% of Johor's total future commercial supply. (Source: NAPIC)
- In Melaka, the future supply across all segments declined in 2025. Most of the future supply of landed residential properties in Melaka comprised single- and 2- to 3-storey terraces, which together represented 78.3% of the segment's total, while high-rise residential supply was mainly condominiums, apartments, and flats. For commercial properties, the future of high-rises, especially serviced apartments, represents 80.1% of Melaka's total future commercial supply. (Source: NAPIC)
- Similar to Melaka, Selangor's future supply across all segments declined in 2025. The future supply of commercial properties in Selangor was largely contributed by serviced apartments, which represented 79.1% of the state's total future supply. (Source: NAPIC)
- In Q1 2026, the future supply of residential and commercial properties across the three states declined compared to Q1 2025, with the exception of commercial properties in Johor, which increased by 2.8%. This increase was mainly driven by the higher future supply of serviced apartments. (Source: NAPIC)

5.1 Property Overhang

- Overhang properties refer to completed and launched units that remained unsold for more than nine months. In 2025, the volume of overhang conditions for both residential and commercial properties in Johor improved, with all segments except landed residential properties recording declines in overhang volume. The increase in overhang volume of landed properties in Johor was mainly driven by increased overhang volume for 2- to 3-storey terrace and cluster houses. In Melaka, property overhang worsened, with all segments experiencing higher overhang volumes in

8. INDEPENDENT MARKET RESEARCH REPORT (CONT'D)



2025. In Selangor, overhang volumes rose across all property segments, except for high-rise commercial properties, which saw an improvement in 2025. (Source: NAPIC)

Overhang		Landed Residential ⁽¹⁾		HR Residential ⁽²⁾		Landed Commercial ⁽³⁾		HR Commercial ⁽⁴⁾	
		Volume Units	Value (RM mil)	Volume Units	Value (RM mil)	Volume Units	Value (RM mil)	Volume Units	Value (RM mil)
Malaysia	2021	14,453	9,787	22,410	13,003	6,612	5,778	26,569	21,747
	2022	10,246	7,422	17,500	10,992	6,720	5,842	26,217	21,643
	2023	9,943	6,266	15,873	11,414	6,233	5,393	22,511	17,759
	2024	9,003	5,464	14,146	8,471	5,777	5,009	21,436	16,856
	2025	15,951	9,181	14,520	8,551	6,492	5,462	21,595	16,892
	CAGR'21-'25	2.5%	(1.6%)	(10.3%)	(9.9%)	(0.5%)	(1.4%)	(5.1%)	(6.1%)
	CAGR'23-'25	26.7%	21.0%	(4.4%)	(13.4%)	2.1%	0.6%	(2.1%)	(2.5%)
Johor	2021	3,371	3,327	2,718	1,388	1,578	1,571	16,902	14,364
	2022	2,749	2,822	2,509	1,505	1,731	1,675	14,463	12,418
	2023	2,091	2,127	2,137	1,269	1,517	1,537	12,057	9,926
	2024	1,775	1,693	1,189	793	1,222	1,273	11,007	9,224
	2025	2,740	2,656	965	646	1,146	1,069	9,854	8,601
	CAGR'21-'25	(5.0%)	(5.5%)	(22.8%)	(17.4%)	(7.7%)	(9.2%)	(12.6%)	(12.0%)
	CAGR'23-'25	14.5%	11.7%	(32.8%)	(28.7%)	(13.1%)	(16.6%)	(9.6%)	(6.9%)
Melaka	2021	373	161	234	73	174	128	44	21
	2022	430	170	267	77	277	215	58	27
	2023	344	155	188	62	192	162	24	12
	2024	424	157	181	37	192	161	0	0
	2025	1,066	548	528	118	331	189	117	31
	CAGR'21-'25	30.0%	35.8%	22.6%	12.9%	17.4%	10.3%	27.7%	9.7%
	CAGR'23-'25	76.0%	88.0%	67.6%	38.1%	31.3%	7.9%	120.8%	62.9%
Selangor	2021	1,949	2,108	4,146	3,173	566	554	3,489	1,920
	2022	936	1,256	2,762	2,102	404	477	3,870	2,162
	2023	704	897	2,701	2,735	374	439	2,494	1,343
	2024	850	788	1,225	807	397	455	3,128	1,762
	2025	2,057	1,712	1,490	905	514	657	2,673	1,486
	CAGR'21-'25	1.4%	(5.1%)	(22.6%)	(26.9%)	(2.4%)	4.4%	(6.4%)	(6.2%)
	CAGR'23-'25	70.9%	38.1%	(25.7%)	(42.5%)	17.2%	22.3%	3.5%	5.2%

HR = High-rise, mil = million. **Notes:** (1) Includes single-/2- to 3-storey terrace, single-/2- to 3-storey semi-detached, detached, cluster, low-cost houses and townhouses. (2) Includes condominiums, apartments, flats, and low-cost flats. (3) Includes shops. (4) Includes SOHO and serviced apartments. (Source: NAPIC)

- In Q1 2026, the overhang volume of Johor's high-rise residential properties decreased, while all other segments worsened, compared to Q1 2025. In Melaka, the overhang situation worsened across all segments in Q1 2026, compared to Q1 2025. In Selangor, the overhang situation of all commercial property segments improved, while the residential property segments worsened. (Source: NAPIC)

6. DEMAND DEPENDENCIES

6.1 Population, Urbanisation and Cost of Living

- Demand for residential and non-residential properties ultimately depends on the overall population and urbanisation rate. Parkland Group's business focuses on residential and non-residential (shop lots and serviced apartments) developments in urban areas, and thus, high urbanisation and population density would drive demand for its properties. In 2025, the total population of Malaysia is estimated at 34.2 million, while the population in Johor, Melaka, and Selangor is estimated at 4.2 million, 1.1 million, and 7.4 million, respectively. In 2020, the latest available data shows that the urbanisation rate of Malaysia reached 75.1% compared to 70.9% in 2010, while Johor, Melaka, and Selangor reached 95.5%, 90.9%, and 95.8%, respectively. (Source: DoSM)

8. INDEPENDENT MARKET RESEARCH REPORT (CONT'D)



- The cost of living, which is affected by inflation, also impacts the demand for properties. Inflation, as measured by the consumer price index (CPI), is the increase in prices of goods and services over time. A high CPI indicates that people have lower disposable income to service housing loans, which may dampen housing demand and impact property developers such as Parkland Group. In April 2026, CPI increased by 1.9% compared to April 2025 (*Source: DoSM*).

6.2 Loans and Interest Rate

- The availability of loans affects the demand for high-rise and landed properties as a significant proportion of property prices is typically financed through loans. This factor also impacts Parkland Group. The availability of loans is dependent on factors such as market liquidity, financial institutions' internal lending policies, and the Government and BNM's policies and guidelines. Between 2023 and 2025, the loans for residential and non-residential properties increased by 6.4% and 7.2%, respectively. As of April 2026, the loans for residential and non-residential properties grew by 5.6% and 7.5%, respectively, compared to April 2025. BNM reduced the Overnight Policy Rate (OPR) to 2.75% on 9 July 2025. (*Source: BNM*) A higher OPR leads to increased borrowing costs, which may discourage potential buyers or make property purchases less affordable. Conversely, a lower OPR reduces borrowing costs, potentially supporting housing affordability.

7. COMPETITIVE LANDSCAPE

- Parkland Group operates in a competitive and fragmented industry, where developers may focus on different market segments, including residential, commercial, and/or industrial properties, and undertake developments across multiple states and federal territories. Some developers may also be part of larger diversified organisations with additional business activities, such as construction and engineering. Accordingly, the companies listed below include those with revenue comparable to Parkland Group, as well as larger and smaller operators for context.
- The selection is based on the following criteria: **(1)** involvement in the development of residential and/or commercial properties in Johor, Melaka, and Selangor; or in Johor and Selangor; or in Melaka; and **(2)** publicly listed companies in Malaysia and Parkland Group. The list below is not exhaustive and is sorted in descending order of Group revenue.

Company	FYE ⁽¹⁾	Rev ⁽²⁾ (RM mil)	Seg Rev ⁽³⁾ (RM mil)	GP/GL ⁽²⁾ (RM mil)	GP/GL ⁽²⁾ margin	PAT/LAT ⁽²⁾ (RM mil)	PAT/LAT ⁽²⁾ margin
Developers with properties in Johor, Melaka, and Selangor							
Scientex Bhd	Jul-25	4,517.7	2,023.2	1,056.4	23.4%	565.1	12.5%
Parkland Group	Jun-25	745.8	720.1	308.4	41.4%	171.8	23.0%
Developers with properties in Johor and Selangor							
Gamuda Bhd	Jul-25	15,970.2	3,436.8	n.a.	n.a.	1,024.3	6.4%
Sunway Bhd	Dec-25	9,813.0	1,342.4	2,326.7	23.7%	1,520.8	15.5%
IJM Corporation Bhd	Mar-25	6,252.0	1,631.4	1,585.2	25.4%	467.3	7.5%
S P Setia Bhd	Dec-25	4,217.8	3,995.8	1,663.1	39.4%	603.6	14.3%
Sime Darby Property Bhd	Dec-25	4,184.2	3,874.3	1,393.9	33.3%	535.0	12.8%
IOI Properties Group Bhd	Jun-25	3,062.2	1,651.1	1,358.7	44.4%	1,069.4	34.9%
Eco World Development ⁽⁴⁾	Oct-25	2,930.5	2,809.2	925.5	31.6%	445.3	15.2%
Mah Sing Group Bhd	Dec-25	2,516.6	1,995.2	707.2	28.1%	277.7	11.0%
WCT Holdings Bhd	Dec-25	2,014.2	743.8	337.3	16.7%	77.6	3.9%
UEM Sunrise Bhd	Dec-25	1,702.1	1,306.5	440.8	25.9%	73.8	4.3%
LBS Bina Group Bhd	Dec-25	1,553.8	1,457.2	485.3	31.2%	129.7	8.3%
KSL Holdings Bhd	Dec-25	1,514.7	1,217.1	798.2	52.7%	518.5	34.2%
Tropicana Corporation Bhd	Dec-25	1,501.0	1,104.4	375.5	25.0%	(90.2)	(6.0%)
Lagenda Properties Bhd	Dec-25	1,053.4	930.2	371.5	35.3%	179.4	17.0%
Chin Hin Group Property Bhd	Dec-25	976.7	894.5	199.8	20.5%	67.0	6.9%
Plenitude Bhd	Jun-25	629.4	367.2	312.1	49.6%	119.6	19.0%
Malton Bhd	Jun-25	542.3	353.5	111.3	20.5%	7.1	1.3%

8. INDEPENDENT MARKET RESEARCH REPORT (CONT'D)



Company	FYE ⁽¹⁾	Rev ⁽²⁾ (RM mil)	Seg Rev ⁽³⁾ (RM mil)	GP/GL ⁽²⁾ (RM mil)	GP/GL ⁽²⁾ margin	PAT/LAT ⁽²⁾ (RM mil)	PAT/LAT ⁽²⁾ margin
Glomac Bhd	Apr-25	238.3	211.5	82.1	34.4%	15.5	6.5%
BCB Bhd	Jun-25	208.4	170.1	78.0	37.4%	9.7	4.7%
Hua Yang Bhd	Mar-25	104.6	98.3	38.0	36.3%	6.3	6.1%
Developers with properties in Melaka							
Teladan Group Bhd	Dec-25	304.6	304.6	69.8	22.9%	28.0	9.2%
DPS Resources Bhd	Mar-25	56.1	20.2	6.2	11.0%	0.3	0.5%
Yong Tai Bhd	Jun-25	39.7	24.8	(4.9)	(12.3%)	(25.7)	(64.6%)

FYE= Financial Year Ended; Rev= Revenue; GP= Gross Profit; GL= Gross Loss; PAT= Profit After Tax; LAT= Loss After Tax; mil= million; Bhd= Berhad; n.a.= not available. (1) Latest audited financial data from the annual reports and Parkland Group. (2) It may include other business activities, products or services at the group or company level. (3) Comprises revenue from property development and sales of completed properties and vacant land. (4) Eco World Development Group Bhd.

8. BARRIERS TO ENTRY

- The barriers to entry for the property development industry in Malaysia are generally low, as evidenced by the number of developers. As of the date of this report, there were 6,448 developers in Peninsular Malaysia, of which 645 were in Johor, 319 were in Melaka, and 1,738 were in Selangor (Source: Ministry of Housing and Local Government). Some of the barriers to entry for the industry include access to suitable land (which may be through joint development with landowners), adequate capital outlay, and working capital. The property development industry operates within a free enterprise environment where supply, demand, and pricing are mainly determined by market forces, except for government affordable housing and other similar programmes.

9. INDUSTRY SIZE AND SHARE

- The industry size and the market share of Parkland Group are estimated as below:

2025 – Transaction value	Industry size ^(a) (1) (RM million)	Parkland Group	
		Value (RM million) ^(b) (2)	Market share ⁽³⁾
Residential property in Malaysia	108,272	569	Less than 1%
Residential property in Melaka	4,055	273	7%
Residential property in Johor	20,936	296	1%
Commercial property in Malaysia	58,702	12	Less than 1%
Commercial property in Melaka	1,088	4	Less than 1%
Commercial property in Johor	11,686	8	Less than 1%

Source: (a) NAPIC; (b) Parkland Group. (1) Based on the property transaction values, which do not include property sales from developers in the primary market for which titles have not been issued. (2) Parkland Group's transaction value from sold properties (with sale and purchase agreement (SPA) signed) that have obtained the Certificate of Completion and Compliance in 2025, as well as the sales of completed properties in 2025. (3) ((2) divided by (1)) x 100% in respective categories.

10. INDUSTRY OUTLOOK AND PROSPECTS

Some consideration factors that impact the outlook and prospects of the industry are as follows:

Industry sustainability and drivers of growth

- The property development industry is dependent upon, among others, continuing growth of Malaysia's economy, socio-economic factors such as population trends, interest rates, unemployment rates, lending policies for potential buyers and developers, as well as other local factors. The Malaysian economy is expected to grow between 4.0% and 5.0% in 2026, mainly driven by resilient domestic demand, supported by a stable labour market and sustained household consumption expenditure. The construction industry (including property development) is expected to grow by 9.1% in 2026, driven by sustained activity across all subsectors. In particular, the residential subsector is anticipated to benefit from new affordable housing launches by both private and public developers. (Source: BNM) In Q1 2026, Malaysia's unemployment rate stood at 2.9% (Source: DoSM). This positive economic outlook, underpinned by rising consumer confidence and stable employment, will likely benefit the industry by boosting property demand.

8. INDEPENDENT MARKET RESEARCH REPORT (CONT'D)



- Malaysia's population is estimated to reach 36.5 million by 2030, with Johor, Melaka, and Selangor reaching 4.5 million, 1.1 million, and 7.8 million, respectively (*Source: DoSM*). This population growth is expected to drive demand for residential and commercial properties. Additionally, BNM's decision to maintain the OPR at 2.75% on 7 May 2026 can also be seen as beneficial, as a lower interest rate helps sustain affordability for homebuyers and supports developers' financing costs, encouraging continued investment and development activities.
- The Malaysian Government has implemented various initiatives in the Budget 2026 designed to promote home ownership. These include allocation of RM772 million for housing projects targeted towards low-income groups, including the construction of affordable housing under Program Residensi Rakyat, Rumah Mesra Rakyat, and Program Residensi Madani, as well as an allocation of RM20 billion in housing credit guarantees to assist first-time homebuyers, including those without a steady income to buy homes. (*Source: MoF*)
- Incentives announced by the Malaysian Government relating to homebuyers, which are still in force as of the date of this report, include, among others, the following:
 - Under Budget 2025, the Government announced that first-time home buyers will enjoy a personal tax relief of up to RM7,000 (for residential properties priced up to RM500,000), and a personal tax relief of RM5,000 (for residential properties priced between RM500,001 and RM750,000). This relief is available for three consecutive tax years for sale-and-purchase agreements entered into up to 31 December 2027. (*Source: MoF*)
 - Under the Budget 2026, the full stamp duty exemption for houses valued at RM500,000 and below was extended until the end of 2027. (*Source: MoF*)
- Several state government initiatives, including, among others, the Bangsa Johor Bahagia Program in Johor and the Melaka State Housing Policy, have also been introduced to address the housing affordability issue in these regions. These initiatives support broader homeownership objectives by providing incentives and financial assistance, as well as stimulating housing supply.

Industry threats and challenges

- Affordable housing policies may also exert pressure on property developers due to regulated pricing structures, mandatory allocation requirements, and potentially lower profit margins associated with these developments.
- The overhang condition of high-rise residential and commercial properties may dampen demand for similar new properties. Until the existing overhang situation improves, property developers may face challenges in launching and selling new projects, particularly in saturated urban markets.
- On 9 June 2025, the Malaysian Government announced a revision and expansion of the Sales and Service Tax (SST), which now includes categories such as construction services. A 6% service tax will be imposed on contractors whose taxable revenue exceeds RM1.5 million. Although residential buildings and housing-related public amenities are exempt, other types of buildings will be subject to the tax starting from 1 July 2025. The rising SST, coupled with the implementation of a 2% mandatory Employee Provident Fund for foreign workers in Malaysia, may affect the industry, as these costs are likely to be passed on to developers, increasing their operating expenses. (*Source: MoF*)
- Increases in building material prices will raise development costs for property developers. These higher input costs may be passed on to buyers through increased property prices, which could reduce affordability and dampen demand for properties. In May 2026, the average prices of cement, aggregates, and sand increased by 9.3%, 19.6%, and 14.8% respectively, as compared to the corresponding period in 2025. During the same period, the average prices of different types of steel bars increased by between 0.7% and 1.7%. (*Source: DoSM*)
- Regulatory reforms may affect the property development landscape. Under the 13th Malaysia Plan, the Government intends to amend the Housing Development Act to mandate a build-then-sell model, replacing the current sell-then-build approach, to reduce abandoned housing projects (*Source: Ministry of Economy*). While the initiative aims to promote a more sustainable and transparent industry, it may introduce additional compliance requirements, increase operational costs, and require developers to commit substantial upfront capital, potentially straining their liquidity. Additionally, the proposed Urban Renewal Bill is expected to influence the sector by increasing housing supply.