



CBH:MK

**CREST BUILDER HOLDINGS
BERHAD**

CORPORATE PRESENTATION

January 2020

TABLE OF CONTENTS



Company Overview



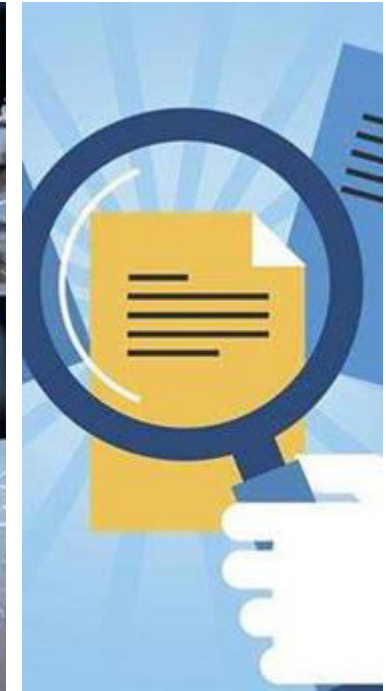
Business Overview



Financial Highlights



Investment Highlights



Appendix

COMPANY OVERVIEW

COMPANY OVERVIEW

About Us

PAGE 4

BUILDING THE NATION

Crest Builder Holdings Berhad (“CBHB” or the “Group”) group of companies was first founded in 1983 by the late Mr. Yong Soon Chow. What started out as a small contractor business of less than 10 employees has now expanded to a strong public listed corporation with over 400 employees. Over three decades, CBHB has carved a strong foothold in the local construction and property development industry. Armed with in depth industry experience, CBHB has a proven track record – especially in commercial, residential and institutional building construction. CBHB counts top branded developers and international property players amongst its list of premier clientele. CBHB has also established itself in property development complimented by its in-house team of construction expertise. Since being established, CBHB has a total property development portfolio bearing a gross development value of approximately RM4.8 billion.

CBHB is principally an investment holding company and had undertaken a Corporate and Debt Restructuring Scheme which involved the take over of the listing status of MGR Corporation Berhad. CBHB was then transferred on the Main Board of Bursa Malaysia on 12 June 2003.

STOCK INFORMATION

CBH:MK Bursa Malaysia

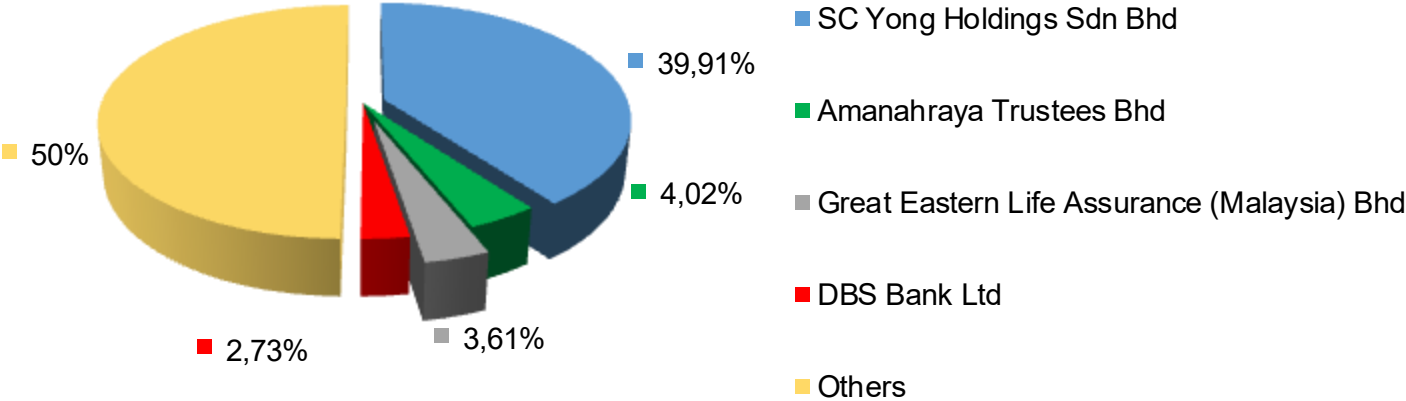


Source: Bloomberg as at 27 Dec 2019

Stock Quote	CRESBLD
52 Week Range	0.86 - 1.21
30 Day Average Volume	163,023
Market Cap (MYR) (mil)	147.405
Adjusted Issued Capital (mil)	166.908

Source: Bloomberg as at 27 Dec 2019

SHAREHOLDERS



(Sources: Crest Builder 2018 Annual Report)

COMPANY OVERVIEW

Corporate Milestones



COMPANY OVERVIEW

Board of Directors



BUSINESS OVERVIEW



BUSINESS OVERVIEW

Core Revenue Pillars

1



CONSTRUCTION

The Group construction sector is the primary business stable which was established in 1983 under its wholly-owned subsidiary Crest Builder S/B.

CBHB construction business focuses on:

- Design, construction, completion and maintenance work for various infrastructure construction
- Construction work for educational facilities and/or institutions
- Construction work for hospitals
- Infrastructure and construction work for hotels, commercial and residential buildings

2



PROPERTY DEVELOPMENT

CBHB diversified into property development in 2003 with its first commercial development project, 3 Two Square.

Today, the Group remains focused on all fronts choosing to bring its experience and expertise from its highly successful construction division into property development and add synergistic value.

The Group has a property development portfolio worth approximately RM4.8 billion in gross development value.

3



PROPERTY INVESTMENT & MANAGEMENT

CBHB holds a small portfolio of properties under its investment portfolio – namely, The Crest Office Officer Tower and Tierra Crest which are generating a favourable recurring income stream for the Group.

CBHB also is engaged in carpark management where CBHB has the capability to provide a comprehensive service from detailed technical support, design, construction and operation of the site.

4



CONCESSION ARRANGEMENT

In 2010, CBHB entered into a 23 year concession arrangement with the Ministry of Education and Universiti Teknologi Mara (UiTM) to build and maintain a campus in Perak.

Crest Builder Sdn Bhd holds a 51% stake while Detik Utuh Sdn Bhd holds a 49% stake.

BUSINESS OVERVIEW

1. Construction: Completed Portfolio Highlights (1/3)



**KLIA Apron
Tower**



**Northshore
Gardens
Kuala Lumpur**



**The Meritz
Kuala Lumpur**



**Verticas Residensi
Kuala Lumpur**



**Menara Bank Islam
Kuala Lumpur**



**Setia Sky Residences
Kuala Lumpur**

BUSINESS OVERVIEW

1. Construction: Completed Portfolio Highlights (2/3)



**Gateway Kiaramas
Kuala Lumpur**



**The Residence
Kuala Lumpur**



**TWINS
Kuala Lumpur**



**Ampang Puteri
Specialist Hospital
Kuala Lumpur**



**Damansara
Specialist Hospital
Selangor**

**TTDI Ascensia
Residence**

BUSINESS OVERVIEW

1. Construction: Completed Portfolio Highlights (3/3)



**Amcorp Service Suites
Petaling Jaya**



Menara Binjal



**Menara
Worldwide
Kuala Lumpur**



Celcom Tower



**Anggun
Service
Apartment**



**Residensi
Hijauan**



DBKL Carpark

BUSINESS OVERVIEW

1. Construction : Current On-Going Projects

Client	Projects	Date of Commencement	Date of Completion	2016				2017				2018				2019				2020				2021				2022				2023				Contract Value (RM'mil)	Outstanding Balance Value (RM'mil)																												
				Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4																																		
Sime Darby Melawati Development Sdn Bhd	Quarza Mall	July 2016	July 2019																																438.3	39.2																													
Intan Sekitar Sdn Bhd	Latitud8, Dang Wangi	Dec 2016	Dec 2022																																350.0	342.1																													
Mega Capital Development Sdn Bhd	Capri Hotel	Jan 2018	Apr 2021																																149.5	119.0																													
Perdana ParkCity Sdn Bhd	South Brooks	Feb 2018	Nov 2020																																328.8	166.1																													
Worldwide	Rumah Selangorku	Feb 2018	June 2020																																29.8	28.5																													
Toyoma Aluminium Foil Packaging Sdn Bhd	Convention Centre	Apr 2018	Aug 2020																																117.8	86.7																													
Techvance Properties Management Sdn Bhd	Techvance Hotel	Feb 2019	May 2021																																99.6	96.5																													
Glomac Segar Sdn Bhd	Plaza KJ Residence	Nov 2019	Nov 2021																																155.1	155.1																													
Inter Sky Development Sdn Bhd	99 Residence Development	July 2020	May 2023																																316.0	316.0																													
TOTAL																																																																1,984.9	1,349.2

We are here

BUSINESS OVERVIEW

1. Construction: Progress of Quarza Mall

1. Quarza Mall

- Construction of a mixed development project located at PT9344, Seksyen 1, KL East, Sub District of Setapak, Kuala Lumpur
- 2 towers of 37-storey serviced apartments, a 6-storey carpark podium, recreational floor, 4 storeys of commercial and 1 level of basement parking
- Contract value of RM438.3 million
- Overall Completion 100%, CPC obtained in September 2019



BUSINESS OVERVIEW

1. Construction: Progress of Capri Hotel

3. Capri Hotel

- The Project is located on Lot 790, 791, 792 & 793, Jalan Imbi Seksyen 67, Kuala Lumpur which consists of:
 - A total of forty-four (44) storeys with two (2) storeys of basement
 - Three hundred and seventy-one (371) rooms
 - Two (2) storeys of lobby and service areas
 - Four (4) storeys of mechanical and worker areas
 - Thirty-four (34) storeys of hotel rooms
 - Six (6) storeys of recreation areas including a mezzanine floor
 - One (1) storey of mechanical lift area
 - Mechanical multi-level car park area
- Contract value of RM149.5 million



BUSINESS OVERVIEW

1. Construction: Progress of South Brooks



4. South Brooks

- The Project is located on lot 64577, Jalan Daun Inai 20, Desa ParkCity, which consist of two (2) blocks of residential apartments which are forty (40) storeys tall with a total of 920 units, block A with 460 units and Block B with 460 units, together with one block of car park of 8 storeys with facilities.
- Contract value of RM328.8 million

BUSINESS OVERVIEW

1. Construction: Progress of Rumah Selangorku



5. Rumah Selangorku

- Consists of 118 units of type-C residences and 50 units of type-D residences
- Contract value of RM29.8 million

BUSINESS OVERVIEW

1. Construction: Progress of Toyoma



6. Toyoma

- Convention Centre that consists of an office on level 6 with a car park on the roof top of lot 8 (PN 3923) and lot 9 (PN 3924) which is located at No. 15 and No. 17, Jalan 19/1, Seksyen 19, Mukim Bandar Petaling, Daerah Petaling, Selangor Darul Ehsan.
- Contract value of RM117.8 million

BUSINESS OVERVIEW

1. Construction: Progress of Techvance Hotel

7. Techvance Hotel

- Consists of 26 floors hotel and serviced residences
- Contract value of RM99.6 million
- Stage 1: 100% ; Stage 2: starting in December 2019



BUSINESS OVERVIEW

1. Construction: Progress of Plaza @ Kelana Jaya Residences



8. Glomac – Plaza @ Kelana Jaya

- Consists of 2 block of services residences; 25 floors of SOHO
- Contract value of RM155.1 million

BUSINESS OVERVIEW

1. Construction: Progress of 99 Residence



9. JL9 Group - 99 Residence

- Comprises of 4 blocks of 55 storey service apartments (1,421 units) as well as the podium car parks and facility floors.
- Contract value of RM316.0 million

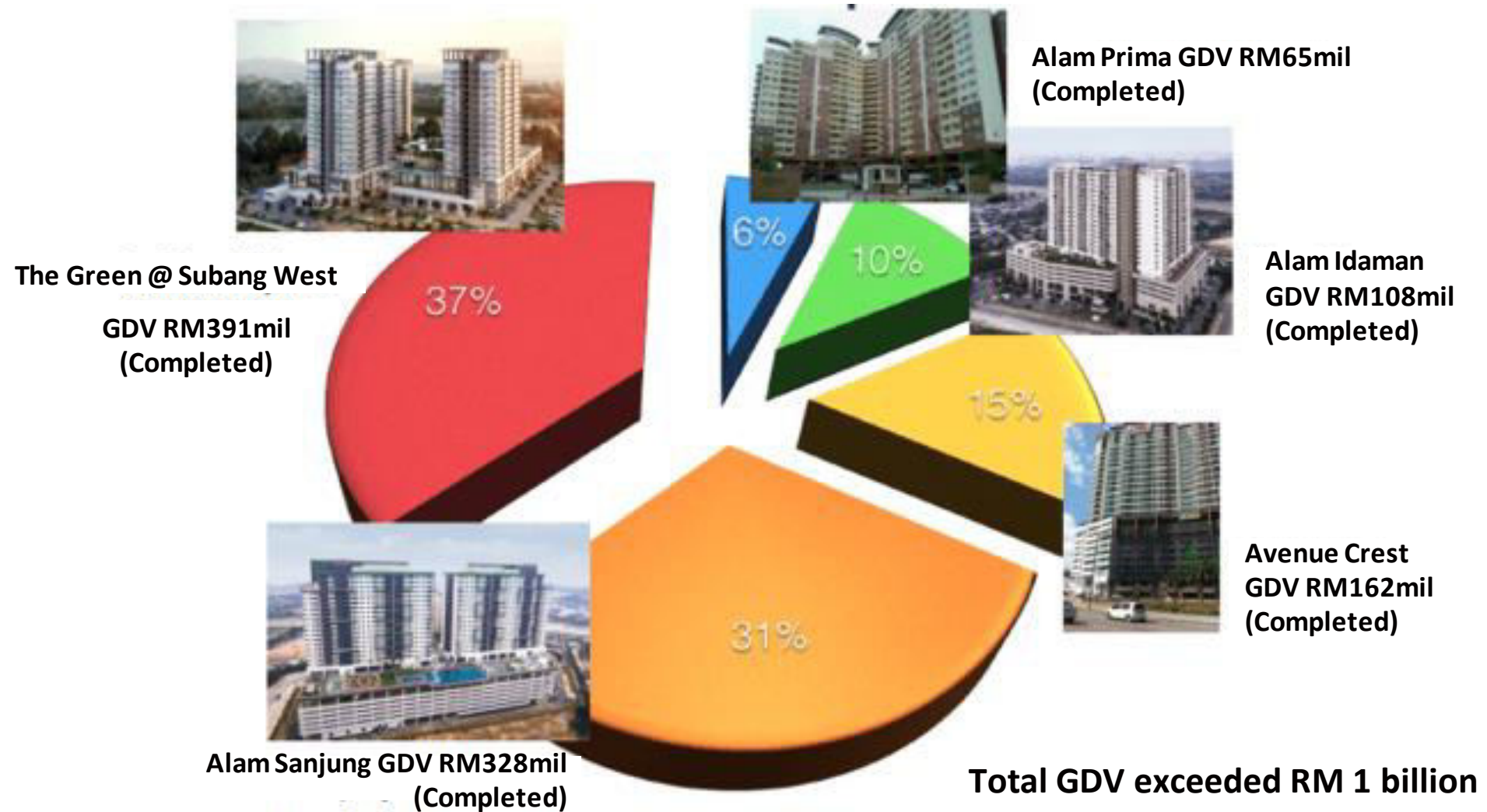
BUSINESS OVERVIEW

2. Property Development: Shah Alam Development Location



BUSINESS OVERVIEW

2. Property Development: Batu 3 Shah Alam Projects GDV Breakdown



BUSINESS OVERVIEW

2. Property Development: Alam Sanjung Shah Alam (Completed)



- Residential developmental project comprise of 600 units of serviced apartments, SOHO units and retail units
- Total GDV of RM328 million is made up of the following:
 - ✓ Launched 600 units of serviced apartments with a GDV of RM260 million
 - ✓ On-going launches of SOHO units and retail units with GDV of RM68 million
- Selling price average at RM620 p.s.f



BUSINESS OVERVIEW

2. Property Development : The Greens @ Subang West (Completed)

- Residential Development comprising of 2 towers of medium cost apartments totalling 646 units. This project phase has the biggest land size of the 7 acres compared to the other Shah Alam projects
- Gross Development Value of RM 391 million
- Selling price at RM 600 p.s.f
- Completion date : End of 2018



BUSINESS OVERVIEW

2. Property Development: *Latitud8 @ Jalan Ampang*



- Mixed Commercial development on top of the Dang Wangi LRT Station; featuring a lifestyle retail podium with business centre and convention facilities on its highest floor, open office spaces, SOFO suites, SOHO residences, SOHO duplexes as well as a rooftop lounge and bar
- GDV of approximately RM1.2 billion
- JV partner PRASARANA will receive payment of 21.2% of the total GDV by way of a combination of cash payment and payment in kind (completed units)
- Physical works commenced in September 2014 and superstructure works commenced in 2016
- Design changed due to PRASARANA's new requirements; targeted to resume 2H19
- The Project has been soft launched in Hong Kong and China with booking rate of 30%

BUSINESS OVERVIEW

2. Property Development : Kelana Jaya LRT Redevelopment



- Proposed JV mixed development project of the Kelana Jaya LRT Station on 4.95 acres of land
- Comprise of a 6 level podium will comprise of retail units, serviced residential suites and offices
- GDV of approximately RM1.0 billion
- Under the Salient Terms of the LOA - Prasarana shall be entitled to 24.8% of the total GDV
- Land rezoning is currently in progress

BUSINESS OVERVIEW

2. Property Development : On-Going Projects

Project	Location	Development	Target Launch Date	GDV (RM)
Latitud 8, Dang Wangi	Jalan Ampang	Retail, SOFO Suites and office suites	Q3 2020	1.1 billion
Kelana Jaya LRT Redevelopment	Kelana Jaya	Retail, office suites and residential	2021	1.0 billion
TOTAL				2.1 billion

BUSINESS OVERVIEW

3. Property Investment: The Crest



THE CREST

- Commercial development with 16 storey Corporate Tower and 1,500 car parks
- Corporate HQ of CBHB
- Renovation in progress

Value (RM)	Occupancy Rate	NLA (Sq. Ft.)	Rental Rate (RM p.s.f)	Rental Yield	Rental rate
RM 122 mil	35%	144,835*	4.10**	6.6%	RM8.0 mil

*NLA excluding car park lots

**Indicates current average rental rate

BUSINESS OVERVIEW

3. Property Investment: Tierra Crest



TIERRA CREST

- UNITAR is the main anchor tenant taking up approximately 85% of the total lettable area
- Tenancy agreement is for (3 + 3 + 3) years
- Located in Kelana Jaya with access to and from all major highways such as the NKVE, LDP and the Federal Highway
- The 17-storey multi-commercial building consist of 2 office towers and 3-level retail podium

Value (RM)	Occupancy Rate	NLA (Sq. Ft.)	Rental Rate (RM p.s.f)	Rental Yield	Rental rate
RM 158 mil	85%	285,000	3.00*	5.7%	RM9.0 mil

*Rental rate is applicable to office units only

BUSINESS OVERVIEW

4. Concession Arrangement : UiTM Tapah 2 Branch Campus

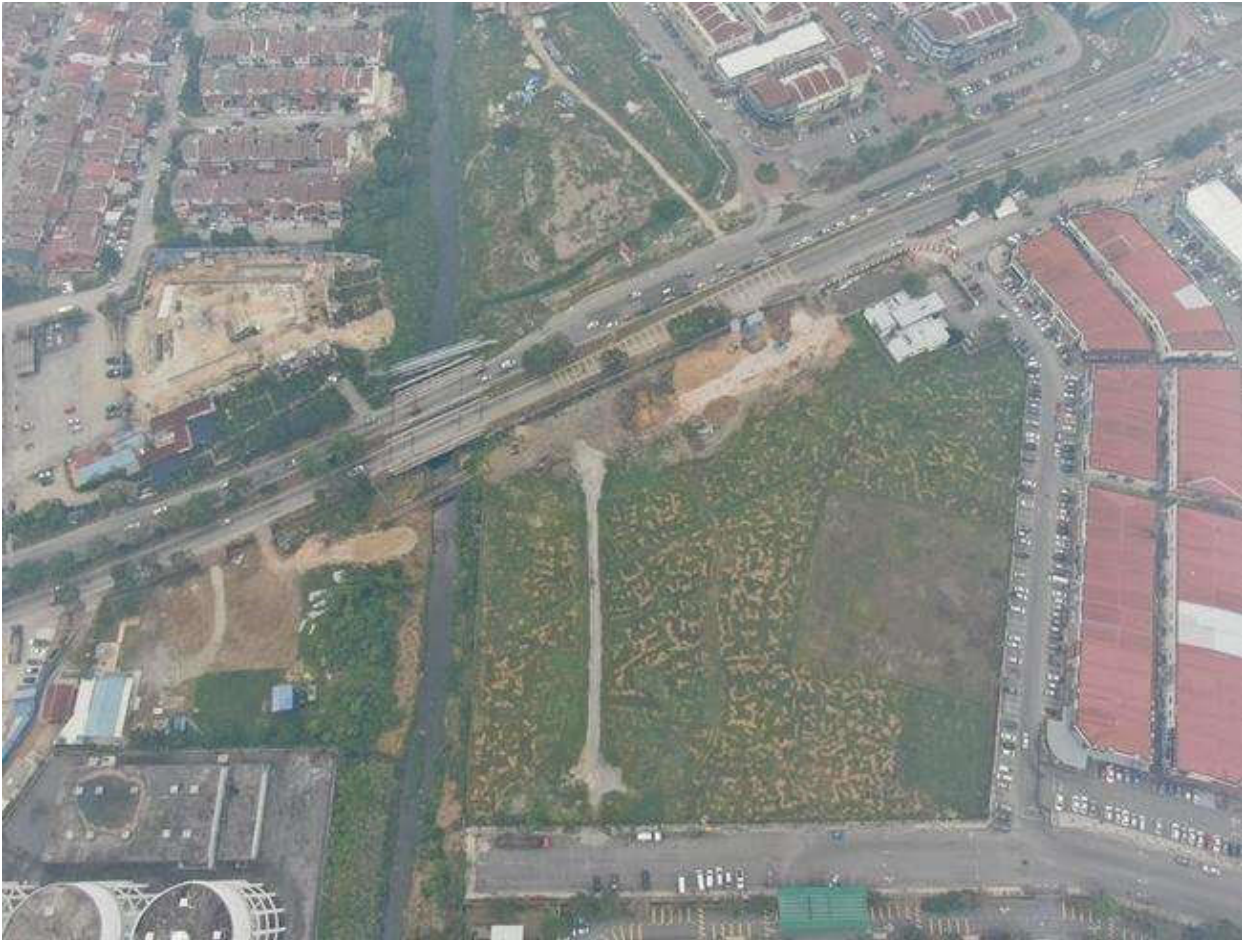


- 23 year concession agreement with the Ministry of Education and Universiti Teknologi Mara (UiTM).
- UniTapah is a 51: 49 equity company between Crest Builder S/B and Detik Utuh S/B, formed to undertake this project.
- Concessionaire : UniTapah Sdn Bhd
- Contract Date : 19 January 2011
- Completion Date : 18 January 2014
- End of Concession : 18 January 2034
- Contract Sum : RM292 million
- Annual Concession Income : RM 43.5 million

BUSINESS OVERVIEW

5. Freehold Land : Bandar Bukit Tinggi, Klang

For Project Development at Bandar Bukit Tinggi, Klang



Inked a sale and purchase agreement with Gemilang Waras Sdn. Bhd., a subsidiary of WCT Land Sdn Bhd, for the acquisition of a freehold land in Klang for RM55.0 million.

The Group intends to develop the land into a mixed development of 3 blocks of residential serviced apartments and commercial shop lots.

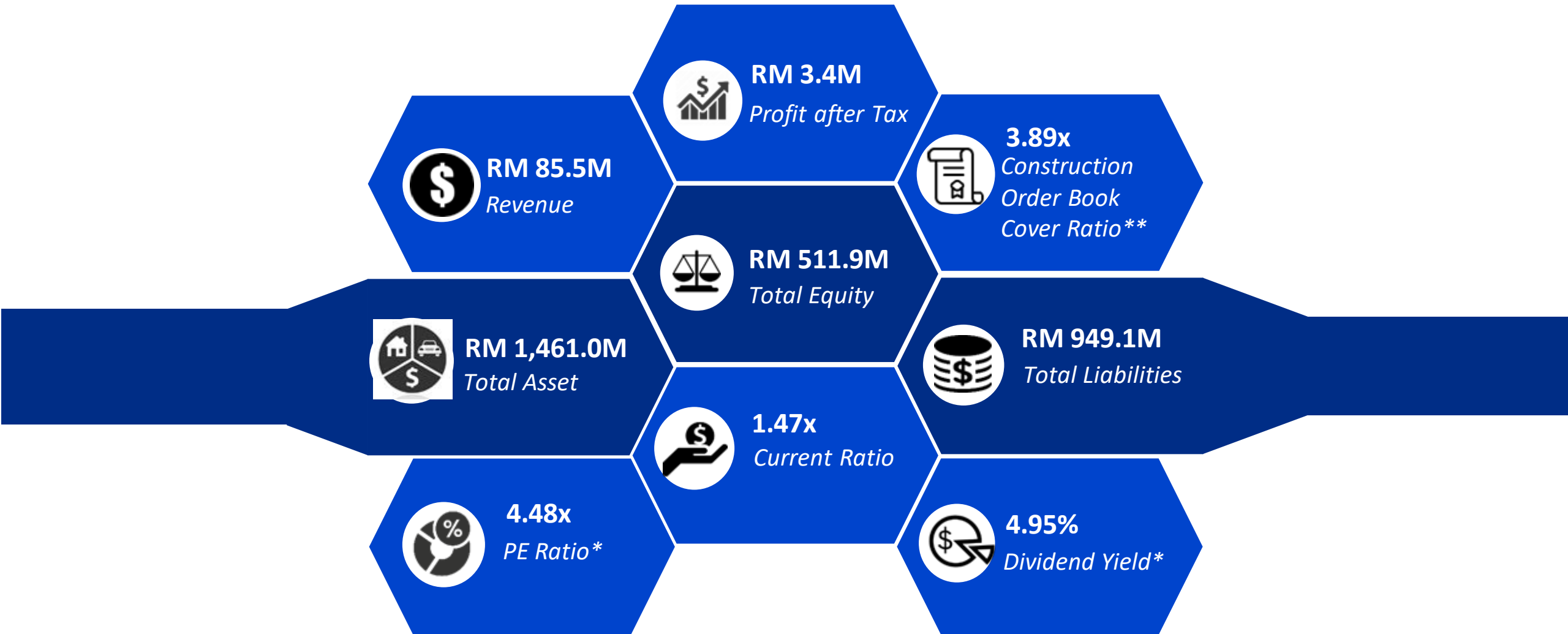
Land Area	■ 6.5 acres / 2.6 hectares
Land Type	■ Freehold, Commercial
Market Value	■ RM57.0 million (as at 25 Sept 2019)
Features	<ul style="list-style-type: none">■ Prime and strategic location, situated between AEON Bukit Tinggi and TESCO Extra Klang, with Giant Hypermarket and GM Wholesale city■ Walking distance to 2 LRT3 stations namely AEON Bukit Tinggi and Tesco Bukit Tinggi of which both will be ready in year 2024■ Located near 6 schools, college and university namely SK Bukit Tinggi, SJK (C) Hin Hua, SMK Bukit Tinggi, SK Taman Klang Jaya, Wawasan Open University and Terra College.
Estimated GDV	RM500m

FINANCIAL HIGHLIGHTS



FINANCIAL HIGHLIGHTS

Key Financial Ratios For Q3FY2019



*Based on share price as at 27 Nov 2019 of RM 0.91

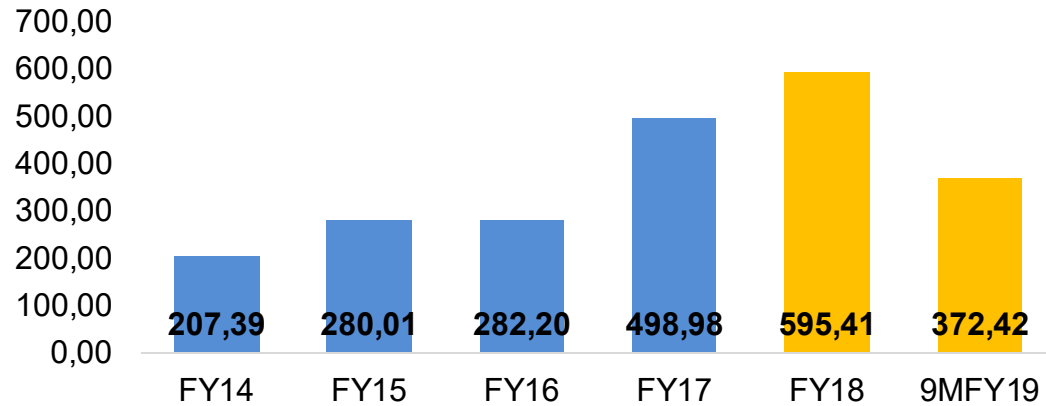
**Based on FY18 Construction revenue of RM268.66 million

FINANCIAL HIGHLIGHTS

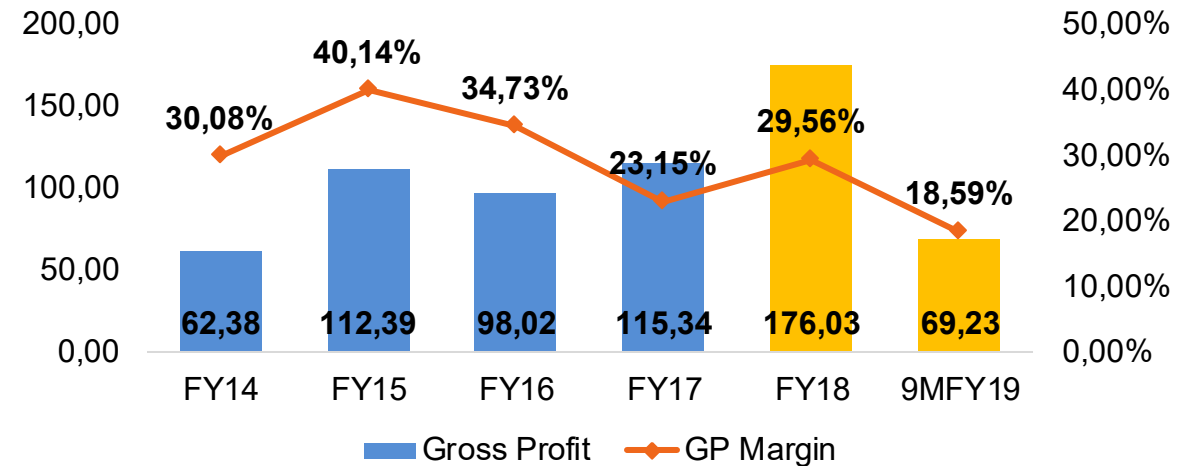
Financial Performance (Annual)

PAGE 35

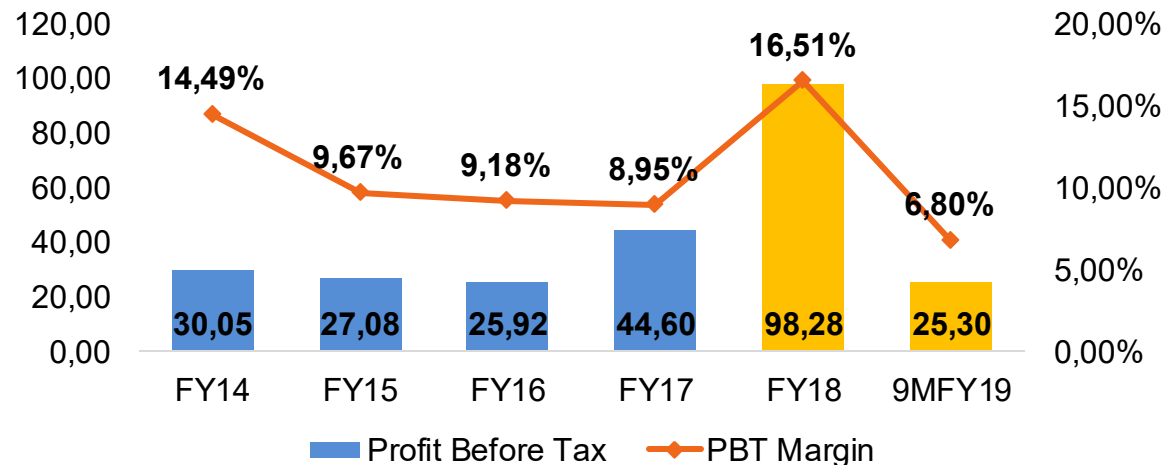
Revenue (RM'mil)



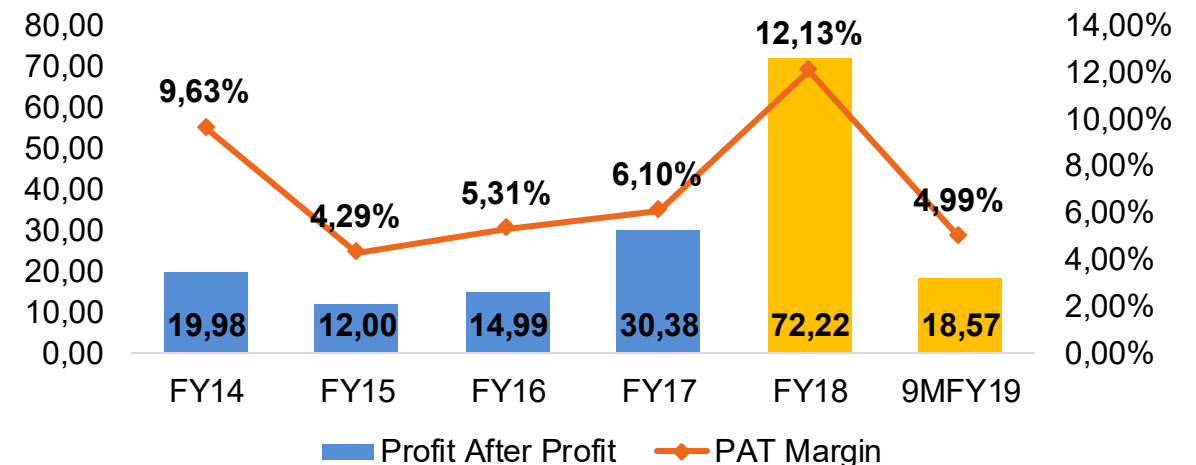
Gross Profit (RM'mil)



Profit Before Tax (RM'mil)



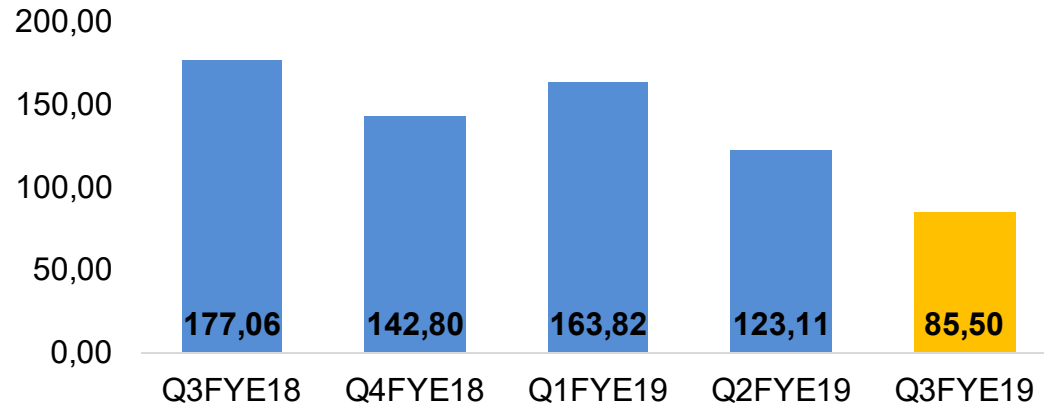
Profit After Tax (RM'mil)



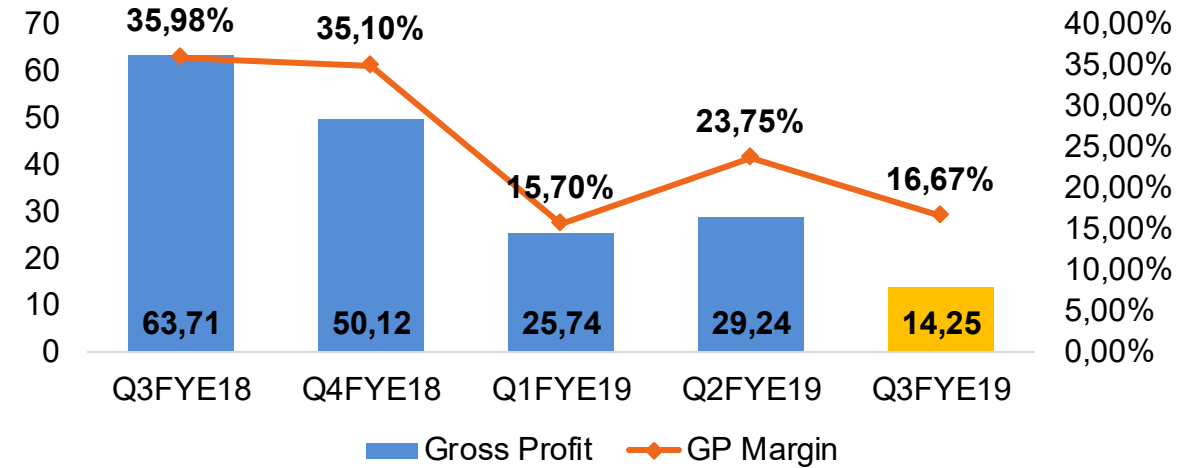
FINANCIAL HIGHLIGHTS

Financial Performance (Quarterly)

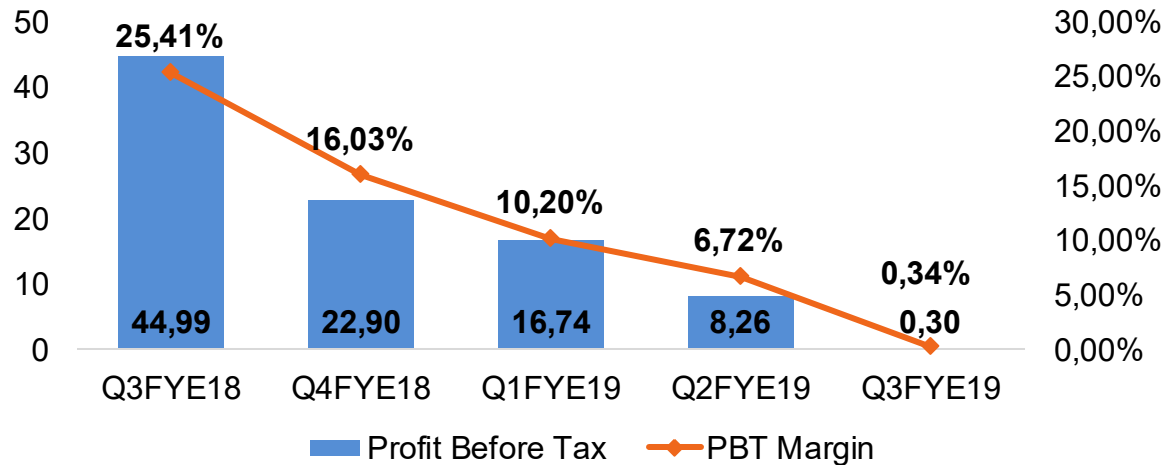
Revenue (RM'mil)



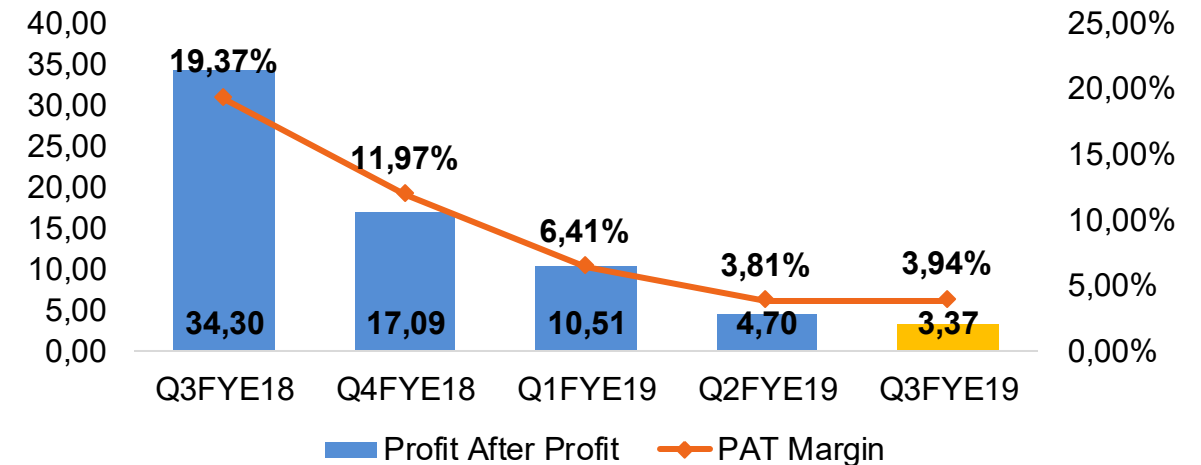
Gross Profit (RM'mil)



Profit Before Tax (RM'mil)



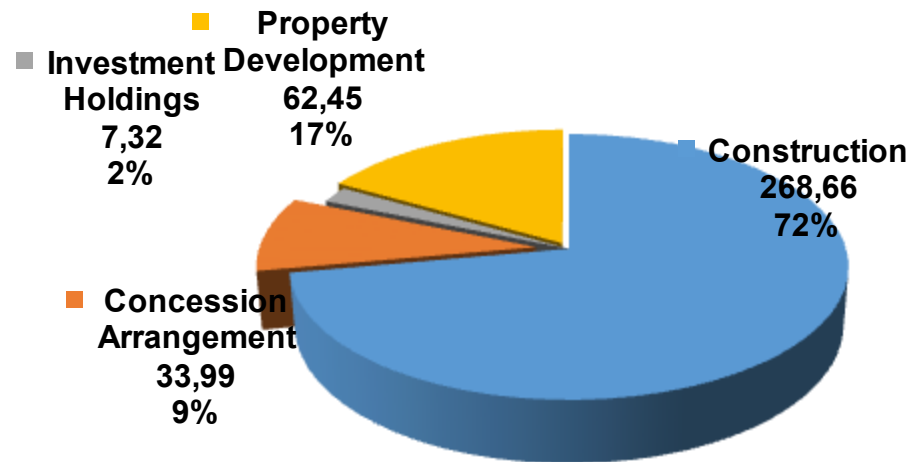
Profit After Tax (RM'mil)



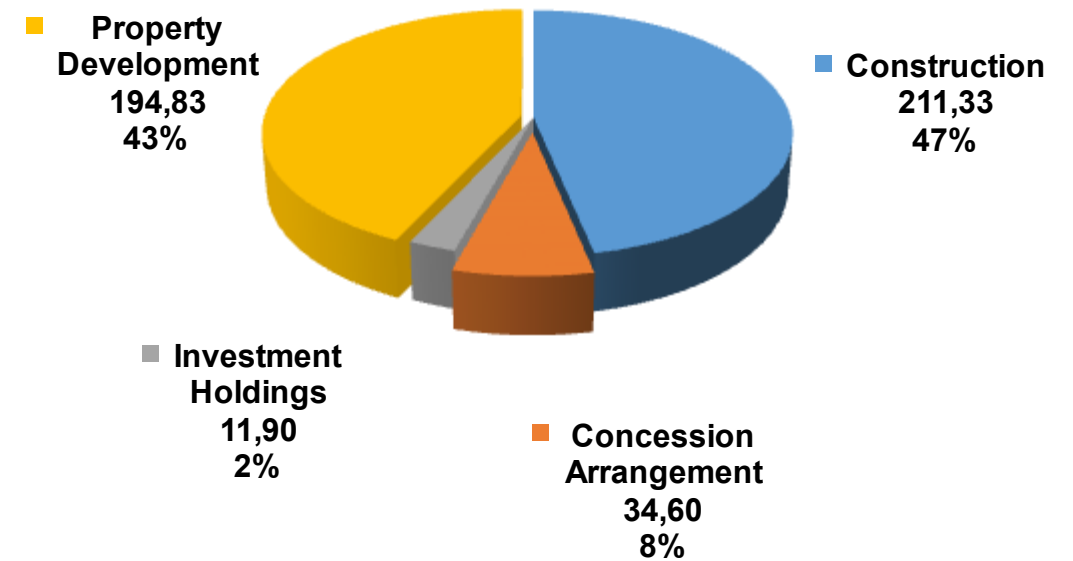
FINANCIAL HIGHLIGHTS

Segmental Breakdown

9MFY19 Revenue (RM' mil)



9MFY18 Revenue (RM' mil)



FINANCIAL HIGHLIGHTS

Balance Sheet

RM' 000	As at 31 December 2018	As at 30 September 2019
Non-current assets: Investment properties	299,328	299,328
Operating Financial Asset	299,337	289,960
Other non-current assets	83,299	82,054
Total non-current assets	681,964	671,342
Current assets: Property Development cost	295,647	294,498
Trade and other receivables	209,290	241,389
Inventories	21,467	23,047
Fixed deposits placed with licensed banks	78,279	67,771
Cash and bank balances	21,641	29,828
Other current assets	165,295	133,169
Total current assets	791,619	789,702
Total Assets	1,473,583	1,461,044
Total Equity	505,024	511,891
Non-current liabilities : Borrowings	395,343	374,093
Other non-current liabilities	35,455	37,525
Total non-current liabilities	430,798	411,618
Current Liabilities: Borrowings	162,996	179,571
Trade payable	358,522	342,793
Other current liabilities	16,243	15,171
Total current liabilities	537,761	537,535
Total Liabilities	968,559	949,153

Net Assets Per Share (sen)

2.87

2.95

INVESTMENT HIGHLIGHTS



INVESTMENT HIGHLIGHTS

Future Prospects

<p><i>SUSTAINABLE ORDERBOOK</i></p>	<ul style="list-style-type: none"> ✓ Track record have achieved success rates of tender conferment of 15-20% ✓ Strategic partnerships with Bumiputra contractors accords easier access to Government-linked jobs ✓ Proven track record for high quality product and enables the group to secure more projects from the retaining clients
<p><i>PROFITABLE PROPERTY DEVELOPMENTS</i></p>	<ul style="list-style-type: none"> ✓ Proven & successful business model of identifying land in matured neighbourhoods /pocket land for developments with quick turn-around time ✓ Strong project portfolio and good take up rates ✓ Strong and healthy project pipeline ✓ Focus on land government privatisation, strong advocate and land swap scheme with government
<p><i>HIGH MARGIN PRIVATE PROJECTS/ TOD DEVELOPER</i></p>	<ul style="list-style-type: none"> ✓ Privatisation and infrastructure projects ✓ Dang Wangi LRT Redevelopment Project – the Company’s first billion-ringgit project ✓ Kelana LRT Redevelopment Project

APPENDIX



APPENDIX

Board of Directors Profile

TENGGU DATO' SULAIMAN SHAH BIN TENGGU ABDUL JALIL SHAH

Non-Executive Chairman

- 21 years experience in construction and various industries
- Awarded titles such as “Dato Di Raja Selangor”, “Orang Besar Istana”, Tengku Setia, “Dato Sultan Sharafuddin Idris Shah”

KOH HUA LAN

Executive Director

- Co Founder of Crest Builder Sdn Bhd
- 21 years experience in financial and administration management
- Responsible for administration, human resource, and management support services

LIM BOON TENG

Independent Non-Executive Director

- was an audit partner of Deloitte Malaysia and EY China
- A member of Malaysian Institute of Accountants and member of Malaysian Institute of Certified Public Accountants
- Graduated from Universiti Malaya with a Degree in Accounting in 1996

KAM YONG KAN

Independent Non-Executive Director

- 26 years experience in audit, finance, corporate finance, tax and treasury functions in property related industries

YONG SHANG MING

Managing Director

- Graduated from City University, London with a Honours Degree in Civil Engineering
- Responsible for project procurement and implementation, business development ventures, project planning, development and marketing operations

YONG TIOK KENG

Executive Director

- Graduate from London School of Economics with a B.Sc in Accounting & Finance
- 14 years of experience in accounting and finance
- Responsible for corporate affairs and financial policies

MOHD KHASAN BIN AHMAD

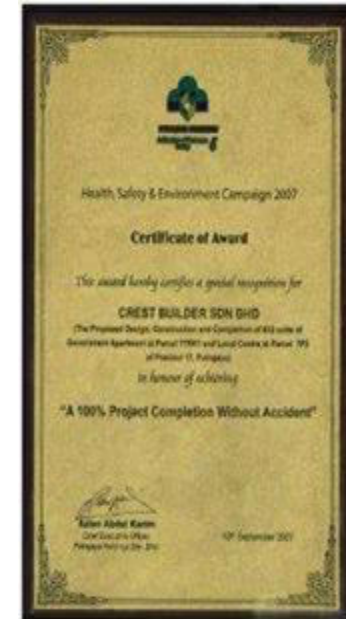
Independent Non-Executive Director

- Member of Malaysian Institute of Accountants
- Experience in the Capital Markets

APPENDIX

Awards / Recognition

YEAR	AWARDS & CERTIFICATION
2006	The Malaysia Construction Industry Excellence Award Project Award
2007	DOSH 100% Accident Free Award
2008	<ul style="list-style-type: none"> World Quality Commitment International Gold Star Award The Malaysia Construction Industry Excellence Award Project Award
2012	Menara Binjai - Cityscape Awards for Emerging Markets 2012 for the Best Sustainable Development Award (Built)
2017	The Greens awarded with the “Best Residential Development” by the Property Insight Prestigious Developer Awards (“PIPDA”)



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Information contained in our presentation is intended solely for your personal reference and is strictly confidential, it is not intended to form the basis of any investment decision or any decision to purchase any securities or any decision to participate in the process. It does not constitute an offer or an invitation or solicitation for or advice of an offer; to subscribe or to purchase any securities.

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In addition, the information contains projections and forward-looking statements that reflect the Group’s current views with respect of future events and financial performance. These views are based on current assumptions which are subject to various risks and which may change over time. No assurance can be given that future events will occur, that projections will be achieved, or that the Group’s assumptions are correct. Actual results may differ materially from those projected.

Accordingly, interested parties are advised to carry out their own due diligence, investigations, analysis of any information contained or referred to herein or made available at any stage in this process.

That the information contained in Presentation is true and accurate in all material respects and is not misleading as at the date hereof, that the opinions and the intentions of the Group expressed herein are honestly held, and that there are no other facts the omission of which would make this Presentation as a whole or any information herein or expression of any such opinions or intentions misleading.



CREST BUILDER HOLDINGS BERHAD

THANK YOU

For more information please log on to :
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