



Digitally Driven,
Strengthening Sustainability



**CGS-CIMB 13th ANNUAL MALAYSIA
VIRTUAL CORPORATE DAY
7 JANUARY 2021**

Sunway Group at a Glance

Sunway Group at a Glance

SUNWAY®

SUNWAY®

Sunway Group is one of Malaysia's largest conglomerates founded in 1974.



13
Business
divisions



50
Locations
worldwide

Core Business Divisions



Property
Development



Construction



Property
Investments &
REIT



Healthcare



Retail



Hospitality



SUNWAY®

SUNWAY®
CONSTRUCTION

SUNWAY®
REIT

Listed on the Main Market of Bursa Malaysia Securities Berhad with a combined market capitalisation of **RM15.4 billion** (as at 31 December 2020)

One of Malaysia's Largest Conglomerate

SUNWAY®

- Sunway Bhd was reclassified from the Properties to Trading/Services sector on Bursa Malaysia on 16 June 2017 to reflect Sunway's strategic ambition to grow its non-property related businesses.
- On 24 September 2018, Sunway Bhd was reclassified to the Industrial Products & Services sector in line with Bursa Malaysia's new sectoral classifications.

Tan Sri Dato Seri Dr Jeffrey Cheah

62.8%

SUNWAY®

54.4%

Integrated Property

- Prop Development
- Prop Investment
- Hospitality
- Leisure

Construction

- Design & Build
- Building & Civil
- Geotechnical
- M&E Engineering
- Precast Concrete
- Renewable Energy

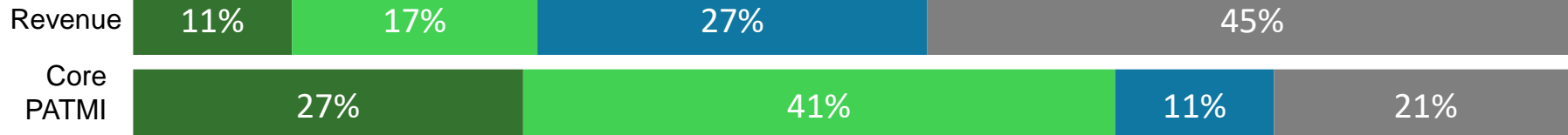
Investment

- Trading & Manufacturing
- Quarry & Building Materials
- Healthcare
- Others

40.9%

Sunway REIT

FY2019



FY2012

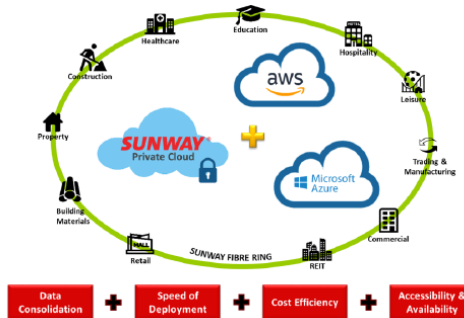


Strategic Direction Amidst COVID-19 Pandemic and Beyond

Strategic Growth Drivers



Healthcare



Digital Transformation



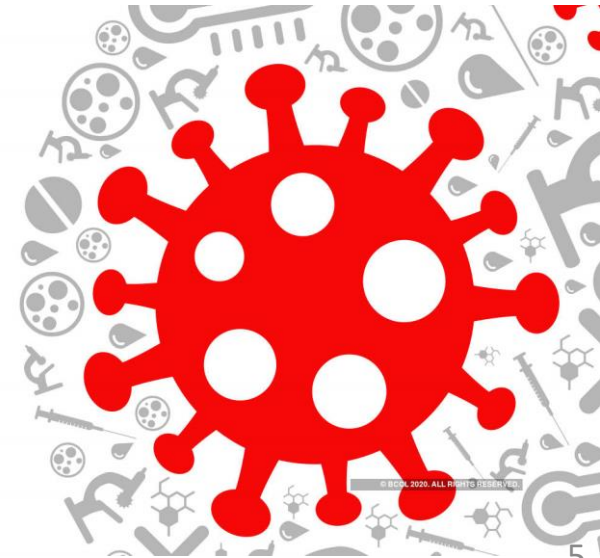
Advancing ESG



Cost containment measures and streamlining of business processes to enhance the synergies



Strengthening of capital base





	Sunway Medical Centre (Tower A & B)	Sunway Medical Centre (Tower C)
Introduction	<ul style="list-style-type: none"> One of Malaysia's most recognised Medical Centre and first Australian Council on Healthcare Standards (ACHS) accredited hospital in South East Asia Collaboration with University of Cambridge and Royal Papworth Hospital on clinical services, research and training Collaboration with Harvard Medical School in the Southeast Asia Healthcare Leadership Programme (SEAL) for emerging healthcare leaders to gain access to world's leading authorities 	
Beds	616	
Specialist Consultation Suites	177	
Features	12 Operating Theatres	Cancer & Radiosurgery, Nuclear Medicine and Digestive Health Centres
Completion	Phase 1: 1999, Phase 2: 2009	End 2017

Sunway Medical Centre Velocity, KL

SUNWAY®



- Commenced operations in Sept 2019.
- Part of an integrated township – **Sunway Velocity**, consisting of retail, hotel, residences, college and mall.
- Located in Cheras, Kuala Lumpur, 3.8km to KL City Centre.
- Offering multi-disciplinary medical services



12

Storey Block



118

Hospital Beds
(Full capacity - 240)



42

Specialist
Clinics

New Medical Centres in the Pipeline

SUNWAY®

200 Beds

Exp. Completion: 2022



Sunway Medical Centre Seberang Jaya, Penang

250 Beds

Exp. Completion: 2023



Sunway Medical Centre Damansara, Selangor

200 Beds

Exp. Completion: 2026



Sunway Medical Centre Ipoh, Perak

Future developments beyond 2023:

- Paya Terubong, Penang
- Sunway City Iskandar, Johor
- Kota Bharu, Kelantan

Healthcare – Awards & Accolades

SUNWAY®

Asia Pacific Healthcare & Medical Tourism Award 2020

Organized by Global Health and Travel(GHT)

MEDICAL TOURISM HOSPITAL OF THE YEAR IN ASIA PACIFIC

FERTILITY HOSPITAL OF THE YEAR IN ASIA PACIFIC

Sunway Fertility Centre

ONCOLOGY (RADIATION) SERVICE PROVIDER OF THE YEAR IN ASIA PACIFIC

Sunway Cancer and Nuclear Medicine Centre

PAEDIATRIC OPHTHALMOLOGY SERVICE PROVIDER OF THE YEAR IN ASIA PACIFIC

Sunway Eye Centre



Asia Pacific Healthcare & Medical Tourism Award 2019

Organized by Global Health and Travel(GHT)

MEDICAL TOURISM HOSPITAL OF THE YEAR IN ASIA PACIFIC

Joint winner with Bumrungrad International Hospital, Thailand

**BEST ONCOLOGY
SERVICE PROVIDER**

**BEST NEUROLOGY
SERVICE PROVIDER**



**BEST UROLOGY
SERVICE PROVIDER**



British Malaysian Chamber of Commerce

Business Excellence Awards 2019

**UK-Malaysia Partnership Award –
Sunway Medical Centre & University of Cambridge**

FIABCI-Malaysia Property Awards 2019

Winner for Purpose Built category



FIABCI-MALAYSIA

International Real Estate Federation

Healthcare – Awards & Accolades

2018:

TheEdge Property Excellence Awards 2018

- Pioneer Development Award

14th Frost & Sullivan Malaysia Excellence Awards

- Healthcare CSR Company of the Year 2018



2017:

Global Health and Travel GHT-Bernstein 2017 APAC Healthcare & Medical Tourism Awards

- Medical Tourism Hospital of the Year in Asia Pacific 2017 - Runner-up
- Orthopaedics Service Provider of the Year 2017

International Medical Travel Journal (IMTJ) Medical Travel Awards 2017

- International Hospital of the Year
- Best Marketing Initiative
- Best Quality Initiative (Highly Commended)



2016:

2016 Global Health & Travel Consumer Choice Awards

- Hospital of the Year (Malaysia)
- Cosmetic Surgery & Aesthetics Service Provider of the Year

International Medical Travel Journal (IMTJ) Medical Travel Awards 2016

- International Hospital of the Year

2016 Frost & Sullivan Asia Pacific Healthcare and Tourism Awards

- Growth Excellence Leadership in Hospital Services



Incremental and Coherent

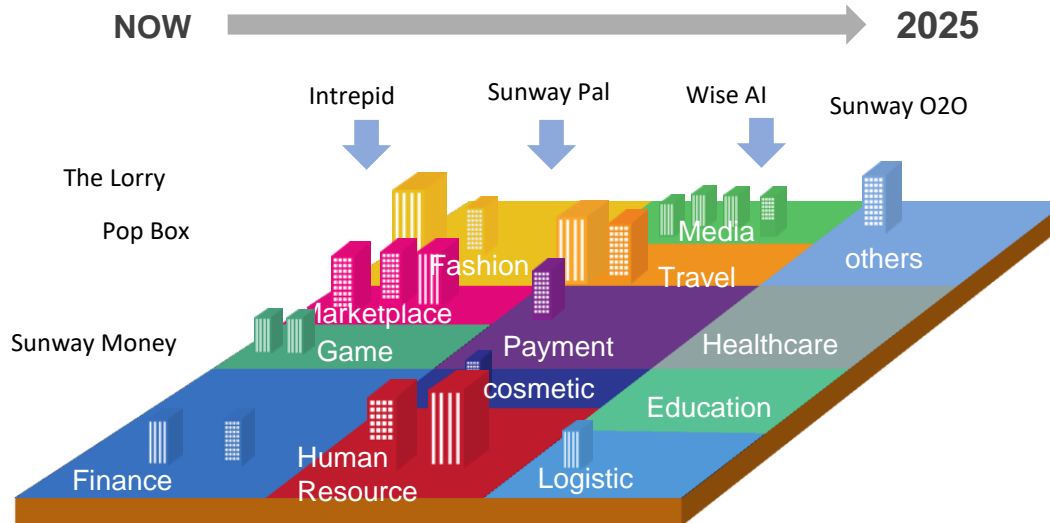
- Enhance business efficiencies and productivity
- Coherent with existing business model
- Maintain competitive edge

Disruptive & High Growth

- Scanning market for evolutionary opportunities & threat
- Revolutionary business model
- Invest and nurture new growth businesses through corporate venture capital



Sunway iLabs functions as a start-up incubator as well as run accelerator programmes, to encourage the development of the start-up ecosystem within the country.



Popbox



An automated, locker solution for parcel deliveries. PopBox lockers are located at convenient locations for customers to pick-up and drop-off their parcels.



Sunway Berhad (Sunway), Celcom Axiata Berhad (Celcom) and Huawei Technologies (Malaysia) Sdn. Bhd. (Huawei) has inked a memorandum of understanding (MoU) to explore Malaysia's first tripartite collaboration towards advancing smart township solutions encompassing Internet of Things (IoT) and Artificial Intelligence (AI), with the fifth-generation (5G) connectivity.

The MoU will explore the potential for Celcom and Huawei to be the 5G technology enabler for Sunway Group. Sunway City Kuala Lumpur will be the "launch pad" of this ground-breaking partnership.

42 KL



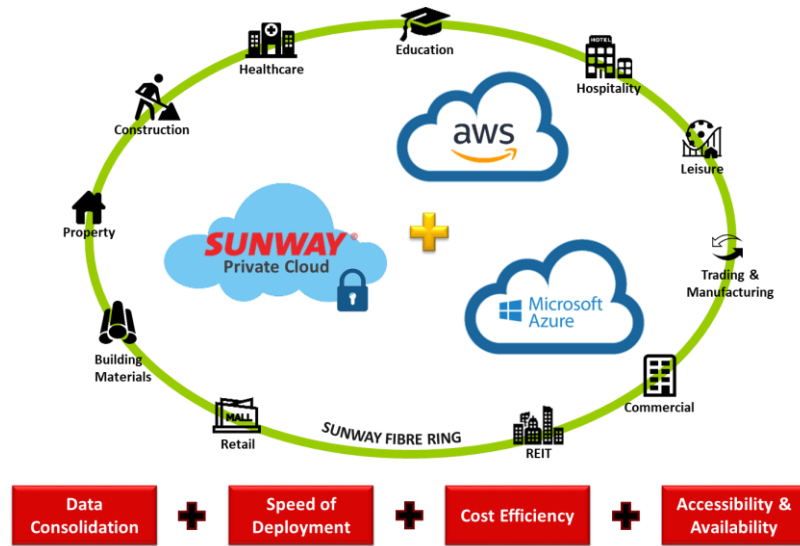
Sunway Education Group, in collaboration with Sunway iLabs and Malaysian Digital Economy Corporation (MDEC) has recently launched the maiden 42 campus at Sunway City, being the first campus in Malaysia. Known as 42KL, this is the first tuition-free training campus in the field of computer coding, digital, software and telecommunication. 42KL will help lay the foundation for Malaysia to become the leading digital economy in ASEAN and a testament to Sunway Group's commitment to UNSDG and nation building.

Sunway FutureX Farm

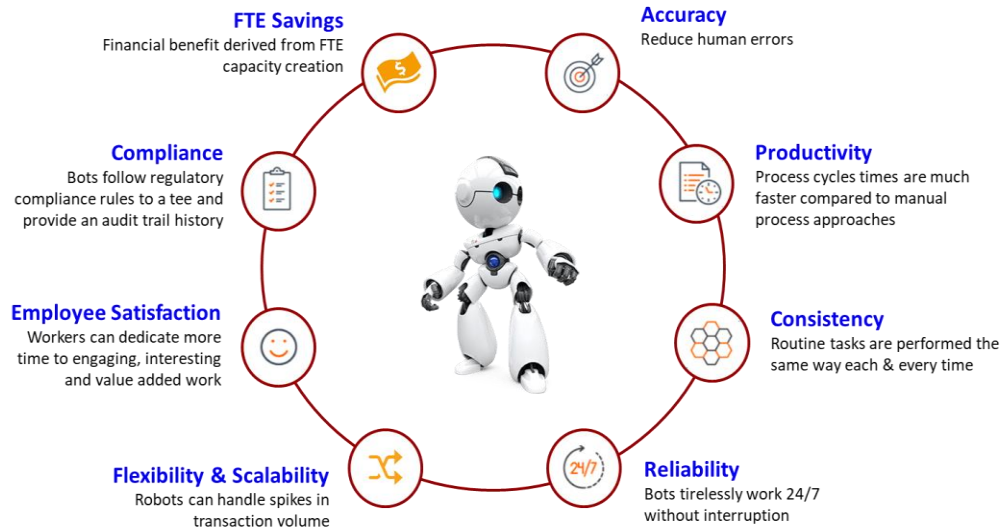


Sunway launched FutureX Farm, an urban farm innovation hub for urban farming professionals, tech companies, researchers and young talents to collaborate and create transformative solutions focused on food and agritech.

Hybrid Cloud System



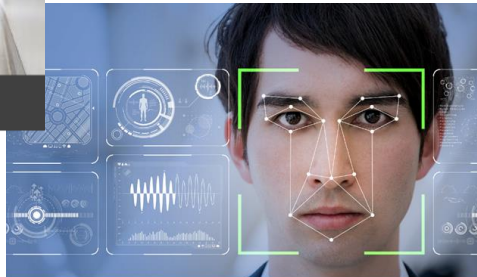
Automation/Robotics



Enhancing Customer Experiences through:



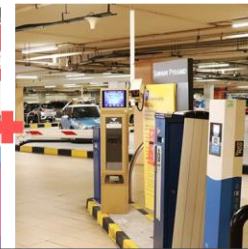
Healthcare
E-Porter System



Education
Facial Recognition Tracking



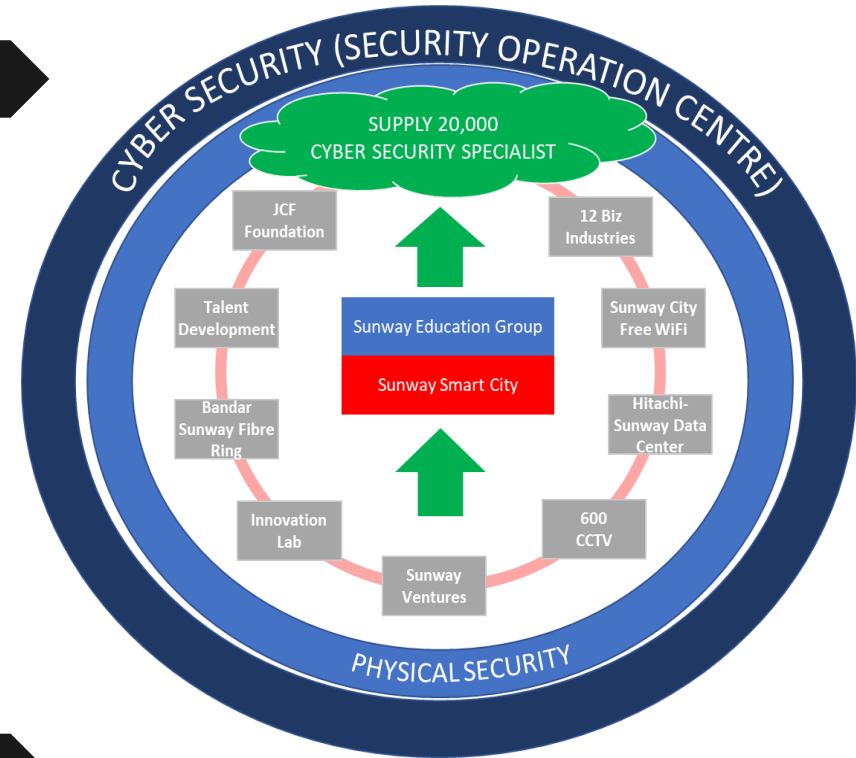
Retail
Indoor GPS + Carpark License Plate Recognition



Partnership in Cybersecurity



RSA®



Certification in ISO 27001



Sunway Shared Services



CERTIFIED TO MS ISO/IEC 27001:2013
CERT. NO : AR5917

Advancing ESG at Sunway

SUNWAY®



- Sunway Group is a strong advocator of ESG practices in its business model which has proven to enhance the value creation to its stakeholders.
- The Group commits to aligning ESG practices with the internationally renowned 17 United Nations Sustainable Development Goals (UNSDG). In a landmark development, the UN Sustainable Development Solutions Network (SDSN) centre in Asia will be housed in Sunway City, reinforcing Sunway's commitment to advancing the SGDs in the Asian region.
- Sunway Berhad and Sunway REIT are constituents of FTSE4Good Bursa Malaysia Index.



FTSE4Good



Advancing ESG at Sunway

SUNWAY®

Sunway Smart Sustainable City Blueprint

Sunway City Kuala Lumpur, the Group's flagship integrated township, is a Green Building Index (GBI) certified and Malaysia's maiden modelled smart and sustainable township.



MALAYSIA'S MODEL SMART SUSTAINABLE CITY



JEFFREY SACHS CENTER ON SUSTAINABLE DEVELOPMENT

SUNWAY UNIVERSITY, Malaysia

- Gift of US\$10 million to the United Nations Sustainable Development Solutions Network by the Jeffrey Cheah Foundation to advance sustainability in Asia

INNOVATION

- Sunway Innovation Labs (iLabs) as an accelerator and incubator hub

DIGITAL PLATFORM

- Wi-Fi connectivity throughout the township

RENEWABLE ENERGY

- Solar panels for electricity generation

CANOPY WALK

- Lower carbon footprint
- Safer environment
- Convenient accessibility
- Promotes fitness



ENERGY MANAGEMENT

- Combined generation project - use of natural gas to generate electricity, chilled and hot water
- Double or laminated Low-E glass for buildings
- Energy management softwares



WASTE MANAGEMENT

- Trash separation
- Recycling campaigns
- #ZEROFOODWASTAGE Initiative



WATER TREATMENT PLANT

- Caters to all commercial buildings in Sunway City, and the first-of-its-kind in Malaysia



SAFE CITY

- 24-hour joint-patrols and CCTV monitoring
- 1,000 security personnel, of which 500 are Auxiliary Police

TRANSIT-ORIENTED DEVELOPMENT (TOD)

- Walkability within Sunway City (Canopy Walk)
- Various modes of transport (BRT, LRT, KTM)



EDUCATION CORRIDOR

- Houses 10 educational institutes and entities, including Sunway University, Monash University Malaysia and Taylor's University Malaysia



NO SMOKING POLICY

- Smoking is prohibited at all Sunway-owned buildings
- Stop smoking services are available at Sunway Medical Centre



ACCREDITED GREEN TOWNSHIP

- Green Building Index (GBI) Award
- Building & Construction Authority (BCA) Green Mark Certification
- Multimedia Super Corridor (MSC) Certification
- Malaysian Institute of Planners' Low Carbon City Award



SMART HEALTHCARE

- Access to innovative & quality healthcare and technology



GREENSCAPE

- 150 species of flora and fauna
- 22 species of birds
- 30,000 trees transplanted
- 24% of Sunway City reserved for green space, and 50% of the City is open space



LAKE WATER

- Landscape irrigation
- Water quality enhancement initiative

PROPOSED ICONIC SUNWAY TOWER



Key Financial Information

Key Performance Highlights

Financial year ended	2011	2012	2013	2014	2015	2016	2017	2018	2019
Share Price (RM)	2.55	2.38	2.72	3.29	3.08	3.03	1.63*	1.47	1.80
Adjusted Share Price (RM)	0.89	0.84	1.10	1.33	1.28	1.26	1.63	1.47	1.80
No of Shares (billion)	1.29	1.29	1.72	1.73	1.80	2.06	4.92	4.92	4.93
Market Capitalisation (RM billion)	3.29	3.08	4.69	5.69	5.54	6.25	8.02	7.24	8.88
Normal Dividend (sen)	-	6.00	10.00	11.00	11.00	9.00	6.00	5.50	7.50
Special Dividend (sen)	-	-	-	-	38.00	3.14	-	1.62	1.57
Total Dividend (sen)	-	6.00	10.00	11.00	49.00	12.14	6.00^	7.12	9.07
Dividend Yield (%)		2.5	3.7	3.3	15.9	4.0	3.7	4.8	5.0

* FYE 2017 share price has been adjusted to reflect the bonus issue of shares in 2017.

^ FYE 2017 dividend is based on the enlarged number of shares of the Group after the bonus issue. For comparison, the full year dividend of 6 sen per share is equivalent to 14 sen per share prior to the bonus issue, up from 12.14 sen in 2016.

	2013	2014	2015	2016	2017	2018	2019	Q32020
(RM mil)	Audited	Audited	Audited	Audited	Audited^	Audited^	Audited	Unaudited
Revenue	4,721.4	4,558.1	4,448.4	4,655.6	5,239.3	5,410.2	4,780.3	2,555.3
PBT	1,900.4	960.2	930.4	859.0	879.1	836.9	915.0	289.3
EBITDA	1,937.0	1,108.4	1,074.3	1,044.1	989.5	1,046.9	1,060.8	431.0
PATMI	1,490.4	734.0	732.4 [#]	585.9*	627.5	645.6	767.3	204.4
CORE PATMI	484.0	583.9	564.2 [#]	555.9*	554.3	577.8	723.2	220.9

[#] Reduction in PATMI contribution due to dilution in interest in the construction division to 54.4% from 100% following the listing of Sunway Construction Group Berhad in July 2015.

* Full-year impact of the reduction in PATMI from the construction division following SunCon's listing, as opposed to only 5 months in 2015.

^ Restated

Sound Balance Sheet

	Sunway Berhad							
	31-Dec-13	31-Dec-14	31-Dec-15	31-Dec-16	31-Dec-17	31-Dec-18	31-Dec-19	30-Sep-20
(RM mil)	Audited^	Audited	Audited	Audited	Audited^	Audited^	Audited	Unaudited
Paid-up share capital	1,723.5	1,730.6	1,799.8	2,063.1	5,370.6	5,379.4	5,393.7	5,393.7
Share premium & other reserves	4,796.8	5,397.8	5,955.0	6,598.7	3,712.2	3,777.5	4,191.2	4,154.3
Merger reserve	(1,192.0)	(1,192.0)	(1,192.0)	(1,192.0)	(1,192.0)	(1,192.0)	(1,192.0)	(1,192.0)
Shareholders' Funds	5,328.3	5,936.4	6,562.7	7,469.7	7,890.7	7,964.9	8,392.9	8,355.9
Total equity	5,645.2	6,323.8	7,213.3	8,233.2	8,512.2	8,984.0	10,174.3	9,778.3
Net Debt	1,276.6	1,806.2	3,258.2	3,333.1	3,360.8	3,737.2	3,681.7	4,813.5
Gearing Ratio* (times)	0.23	0.29	0.45	0.40	0.39	0.42	0.36	0.49
Net assets per share** (RM)	1.32	1.47	1.56	1.55	1.60	1.62	1.70	1.71#

* Gearing ratio = Net debt / Total equity (Note: Total equity includes Perpetual Sukuk and Non-controlling Interests)

** Net assets per share = Shareholders' Funds / No of shares; Net assets per share for FY 2013 to 2016 have been adjusted to reflect the enlarged number of shares of Sunway after the bonus issue of shares in 2017.

FY 2020 Net assets per share calculation has excluded treasury shares.

^ Restated

Segmental Performance

(RM mil)	Revenue						Profit Before Tax					
	2015	2016	2017	2018	2019	Q32020	2015	2016	2017	2018	2019	Q32020
	Audited	Audited	Audited^	Audited^	Audited	Unaudited	Audited	Audited	Audited^	Audited^	Audited	Unaudited
Property Development	1,195.7	1,203.0	935.3	619.6	545.9	310.8	262.6	328.2	242.0	173.2	246.3	90.0
Property Investment*	638.9	692.1	784.2	814.8	803.5	287.9	315.6	158.4	255.3	298.6	336.3	59.2
Construction	1,222.1	1,137.4	1,627.7	1,847.9	1,273.3	565.6	162.7	134.1	187.6	180.9	162.3	66.1
Healthcare	252.1	299.2	364.6	459.7	584.8	442.3	36.0	37.7	56.4	54.4	61.8	(4.9)
Others	1,139.5	1,323.9	1,527.5	1,668.2	1,572.9	948.7	153.4	200.7	137.7	129.7	108.2	78.9
Total	4,448.4	4,655.6	5,239.3	5,410.2	4,780.3	2,555.3	930.4	859.0	879.1	836.9	915.0	289.3

^ Restated

* Comprises of Property Investment, REIT, Leisure and Hospitality

Performance Analysis

	FYE 2011	FYE 2012	FYE 2013	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE 2018	FYE 2019
Adjusted Sunway Share Price (RM)	0.89	0.84	1.1	1.33	1.28	1.26	1.63	1.47	1.80
% change		-6%	31%	21%	-4%	-2%	29%	-10%	22%
Ex-dividend Share Price (RM)	0.65	0.61	0.83	1.04	1.12	1.14	1.49	1.40	1.71
% change		-7%	36%	25%	8%	2%	31%	-6%	22%
% change (2019 vs 2011)									102%
FBM100 index	10,312.74	11,302.39	12,589.38	11,812.49	11,470.57	11,189.09	12,614.20	11,443.61	11,114.55
% change		10%	11%	-6%	-3%	-2%	13%	-9%	-3%
% change (2019 vs 2011)									8%
KLCI Index	1,530.73	1,688.95	1,866.96	1,761.25	1,692.51	1,641.73	1,796.81	1,690.58	1,588.76
% change		10%	11%	-6%	-4%	-3%	9%	-6%	-6%
% change (2019 vs 2011)									4%
KLPRP Index	999.71	1,053.71	1,293.35	1,285.67	1,187.63	1,127.71	1,226.86	876.06	814.58
% change		5%	23%	-1%	-8%	-5%	9%	-29%	-7%
% change (2019 vs 2011)									-19%
KLPRO Index [#]	111.37	121.71	141.07	128.04	155.64	144.32	174.84	166.49	151.86
% change		9%	16%	-9%	22%	-7%	21%	-5%	-9%
% change (2019 vs 2011)									36%

[#] On 24 September 2018, Sunway was reclassified to the Industrial Products and Services sector, pursuant to Bursa Securities' revamp of the sectoral classification for companies listed on the Main Market.

Property Development

2019 & 2020 Launches



	Sunway Velocity TWO (Tower B & C)	Sunway Avila (Tower A & B)	Sunway Onsen Suites
Location	Jalan Peel, Kuala Lumpur	Wangsa Maju, Kuala Lumpur	Sunway City Ipoh
GDV	RM 320m	RM 230m/ tower	RM 120m
Type	Serviced Residence	Serviced Residence	Serviced Suites
Units	Tower B: 436 ; Tower C: 467	405 units/ tower	252
Launch	Tower B: March 2019 Tower C: November 2020	Tower A: May 2019; Tower B: Dec 2019	June 2019
Project Attraction	Transit-oriented development connected to the fully-integrated development of Sunway Velocity	Urban living at affordable prices with great connectivity	First serviced suites in Asia that integrates natural hot springs within the development

2019 Launches



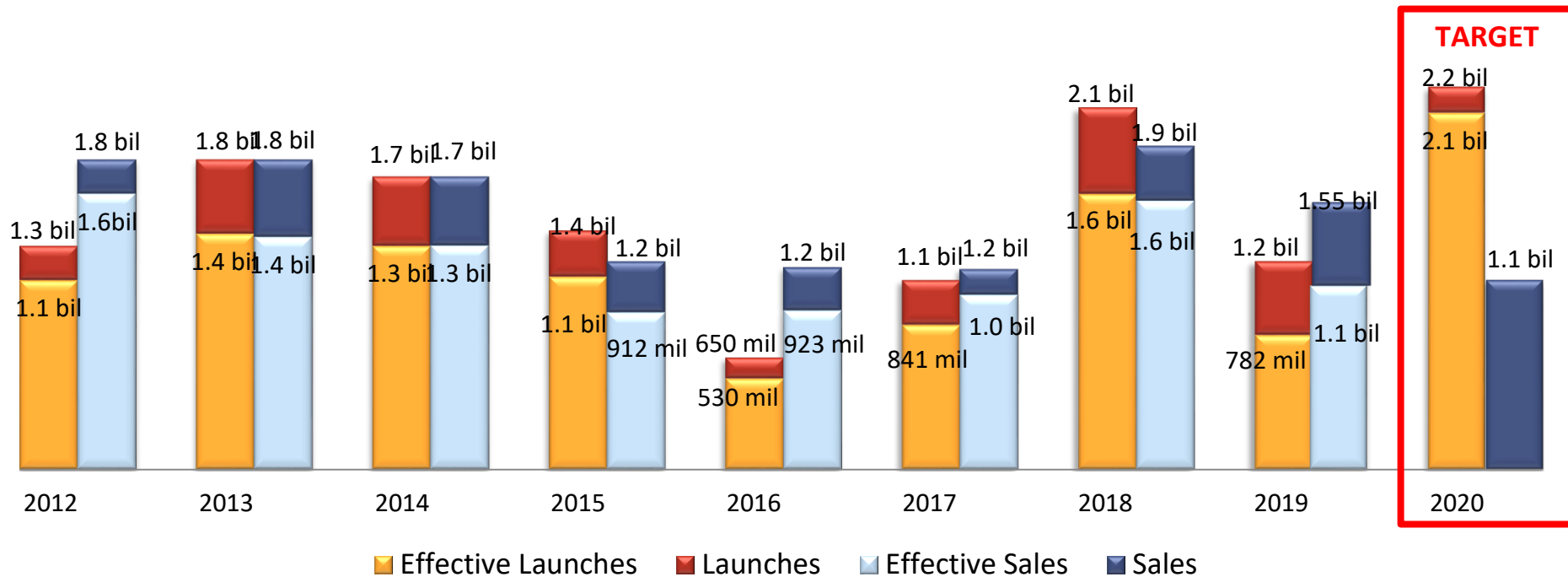
	Sunway GEOLake Townhouse	Sunway Citrine Lakehomes (Ph 3)	Sunway Lenang Heights
Location	Sunway South Quay, Sunway City KL	Sunway City Iskandar, Johor	Taman Molek, Johor Bahru
GDV	RM 100m	RM 100m	RM 130m
Type	Townhouse	Link houses	Semi-detached homes
Units	44	128	68
Launch	June 2019	July 2019	December 2019
Project Attraction	Landed residence with close proximity to world-class facilities and amenities	Great value homes with lakeside environment and proximity to Singapore	Exclusive freehold landed residential development

2020 Launches – International



	Parc Canberra
Location	Canberra Link, Singapore
GDV	SGD 530 million (Effective RM 560 million)
Type	Executive Condominium (EC)
Units	496
Launch	February 2020
Project Attraction	Modern development that enjoys close proximity to numerous amenities

Launches and Sales Trend



2020 Indicative Launches

Project	Product Type	Location	Launch Date	GDV (RM'mil)
Sunway Velocity Two (Tower C)	Service Apartments	Jalan Peel, KL	End November 2020	300
Sunway Belfield	Service Apartments	Jalan Belfield, KL	December 2020	360
Parc Canberra, Canberra	Executive Condominium	Singapore	February 2020	560
Ki Residence, Clementi	Private Condominium	Singapore	December 2020	1,000
Total				2,220

Strategic Landbanks Acquired 2018 - 2020 **SUNWAY®**

Date	Location	Tenure	Land size (acres)	Purchase Consideration (RM'mil)	Total development cost (RM'mil)	Proposed development
28 July 2020	Kota Bharu, Kelantan	99 years	9.41	28.7	Approx. 200	200-bed hospital

Date	Location	Tenure	Land size (acres)	Purchase Consideration (mil)	Price psf	GDV (mil)	Proposed development
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Singapore *(in SGD, unless otherwise stated)*

23 Jan 2019	Tampines, SG (35% stake)	99 years	6.16	434.5	1,618	Approx. 800	Executive Condominium
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China *(in RMB, unless otherwise stated)*

12 Sep 2019	Tianjin, China	Leasehold	6.85	438.0	RM 864	Approx. 1,300	7 blocks of condominium
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Klang Valley *(in RM, unless otherwise stated)*

1 July 2019	Kota Damansara	Leasehold	9.46	124.6	300	Approx. 544	Serviced apartments with some lifestyle retail units
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20 Sep 2019	Mutiara Bukit Jalil, KL	Freehold	11.77	98.3 *	192	Approx. 800	Mixed use development
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25 Oct 2019	Wangsa Maju, KL	Freehold	3.69	37.0	230	Approx. 300	Residential Condominium
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TOTAL ACQUIRED IN 2019

37.93

** Excluding 25% of the profit before tax above RM145 million from any future development to be undertaken on the land.*

Date	Location	Tenure	Land size (acres)	Purchase Consideration (SGD'mil)	Price psf (SGD)	GDV (SGD'mil)	Proposed development
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15 Feb 2018	Clementi, SG (30% stake)	999 years	8.56	530	1,421	Approx. 1,000	Private Condominium
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12 Sep 2018	Canberra Link, SG (35% stake)	99 years	4.46	271	1,396	Approx. 500	Executive Condominium
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TOTAL ACQUIRED IN 2018

13.02

Multiple Strategic Locations

Remaining Landbank

Total
Landbank

- 3,337 acres

Total GDV

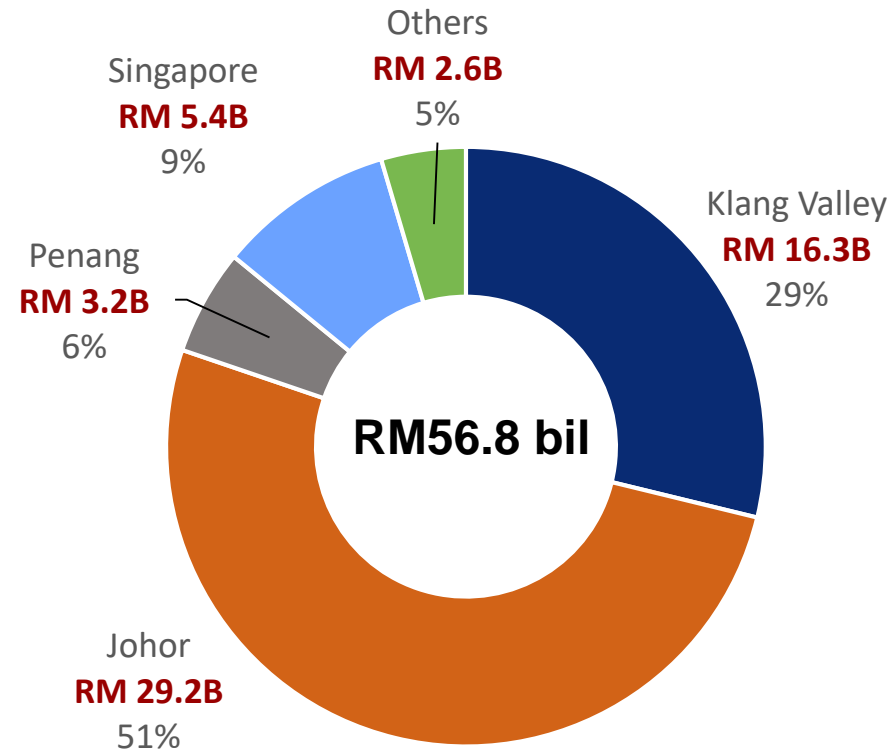
- RM56.8 billion

Effective GDV

- RM38.6 billion

Development
Period

- Up to 15 years



Klang Valley

993 acres (30%)
RM 16.3 bil (29%)



Johor

1,762 acres (53%)
RM 29.2 bil (51%)



Penang

186 acres (6%)
RM 3.2 bil (6%)



Singapore

15 acres (<1%)
RM 5.4 bil (9%)



Others

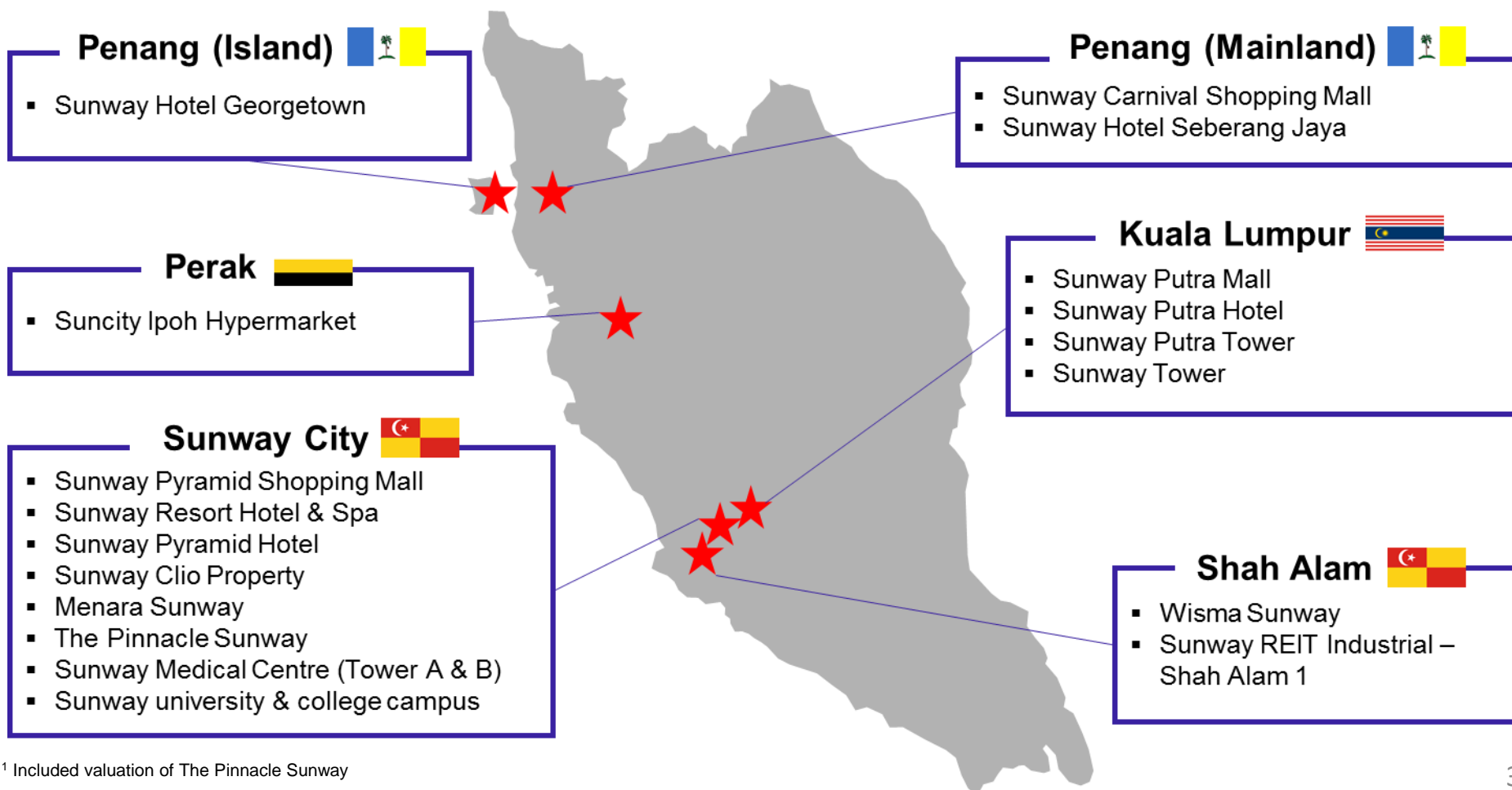
381 acres (11%)
RM 2.6 bil (5%)

Property Investment & REIT

One of a Leading Diversified REIT in Malaysia

Overall Snapshot

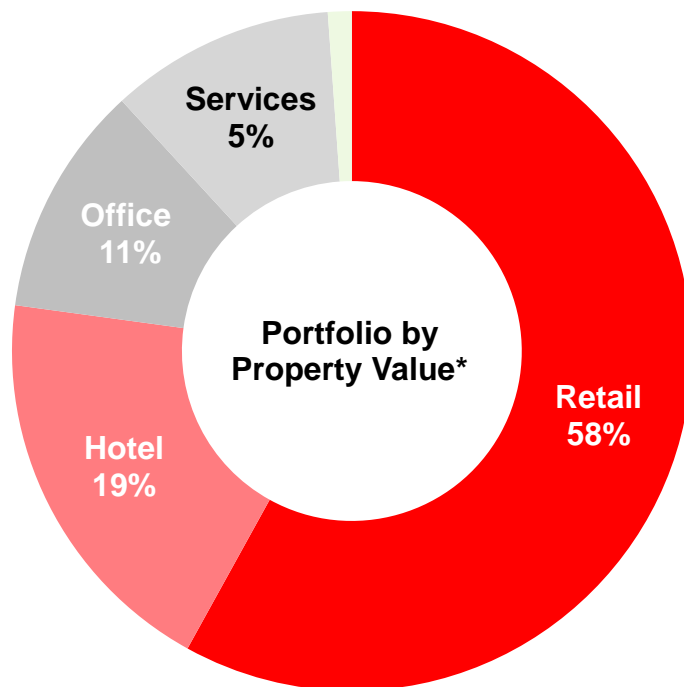
Market Cap (as at 31 Dec 2020)	RM 5.14 billion	DPU (FY 2020)	7.33 sen
Property Value (as at 30 Sep 2020)	RM8.51 billion ¹	Yield (as at 30 June 2020)	4.5%
Net Property Income	RM417 mil (FY19: RM440 mil)	Gearing	40.7%



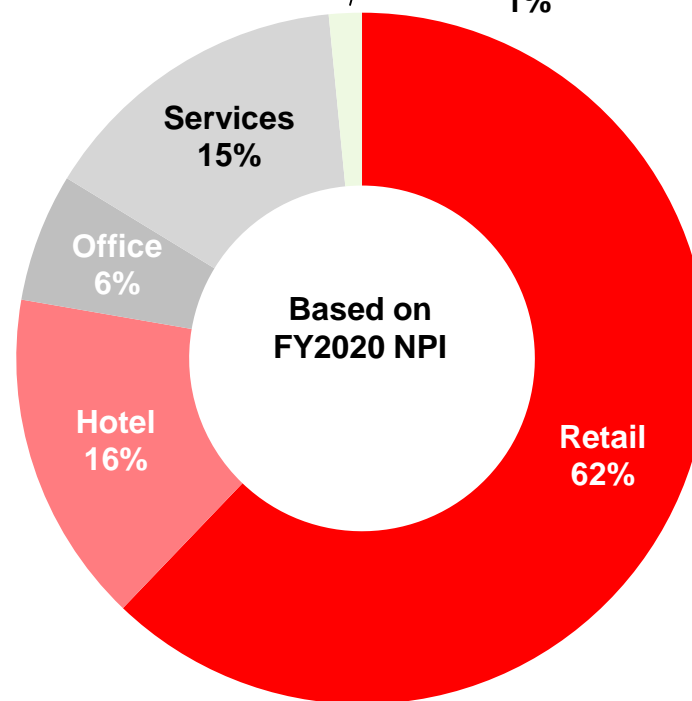
¹ Included valuation of The Pinnacle Sunway

One of a Leading Diversified REIT in Malaysia

Industrial & Others 1%



Industrial & Others 1%



Segment	Growth since IPO
Retail (GFA sq.ft.)	+34%
Hotel (No. of rooms)	+110%
Office* (GFA sq.ft.)	+224%
Services (GFA sq.ft.)	+2.66 million sq.ft GFA
Industrial & Others (GFA sq.ft.)	+0.39 million sq.ft. GFA

Note:

* Valuation as at 30 June 2020, including proposed acquisition of The Pinnacle Sunway, subject to unitholders' approval

Portfolio Value Creation since IPO

Property Value at IPO: RM3.46 billion (8 assets)



+ Total Acquisitions since IPO¹ : RM2.44 billion (10 assets)



+ Net Fair Value Gain, AEIs and Property Development Activities since IPO: RM2.59 billion

**Property Value FY2020²: RM8.51 billion (18 assets)
(+145% over 10 years)
10-Year CAGR: +9.4%**

¹ Including incidental costs on acquisition i.e. acquisition fee, legal fee and valuation fee

² Valuation as at 30 September 2020, including valuation of The Pinnacle Sunway

Investment Properties

Sunway City KL



Sunway Velocity KL



	The Pinnacle Sunway *	Sunway Geo Tower	Velocity Mall	Medical Centre Velocity	Velocity Hotel	V Office	Visio Tower
Type	27-storey Grade A Office	17-storey office tower	Shopping Mall	Hospital	Hotel	10-storey integrated office/retail	15-storey office tower
GDV	RM360 mil	RM120 mil	RM1.6 bil	RM260 mil	RM140 mil	RM150 mil	RM180 mil
GFA	580k sq ft	240k sq ft	1,000k sq ft	240 beds	351 rooms	175 sq ft	200k sq ft
Comple't'n	Q4 2013	1H 2017	End 2016	Mid 2019	2H 2017	Q2 2018	Q3 2019

* The disposal of The Pinnacle Sunway to Sunway REIT was completed on 20 November 2020.

Sunway City Iskandar



Sunway Big Box Village

Type	Retail
GDV	RM250 mil
GFA	500k sq ft
Comple't'n	Q4 2019

Education Buildings



	Monash University Malaysia
Location	Sunway City Kuala Lumpur
Description	Tertiary education institutes
NBV	RM300 mil
NLA	1.05 mil sq ft
Occ Rate	100%
Capacity	10,000 students
Opened	Feb 2007

	Sunway Monash-U Residences
Location	Sunway City Kuala Lumpur
Description	Student accommodation
NBV	RM270 mil
NLA	620k sq ft
Occ Rate	100%
Opened	2011

Construction

One Stop Construction Company

Building Construction Services



- Design and construction service provider in Building Information Modeling System (BIM /VDC)
- International portfolio includes projects in Singapore, UAE and Trinidad and Tobago
- Special Purpose Building Projects include Kuala Lumpur Convention Centre, Pinewood Studio, Sunway Medical Centre, Monash University Campus Malaysia; Sunway Shopping Mall

Civil/Infrastructure Construction Services



- Roads, highways, airports, bridges and rail transportation infrastructure projects over the last 30 years
- Local Projects include Ipoh Airport, SILK, Maju Expressway, SKVE, MRT, LRT and BRT
- Overseas Projects include 7 highways and bridges in India

Manufacturing and Sale of Precast Concrete Products



- Develops, designs, manufactures and supplies precast concrete products with manufacturing plants located in Iskandar and Senai, Johor, Malaysia
- Precast concrete products manufactured, include Industrialised Building System ("IBS") components, for residential, commercial and infrastructure development projects.

Mechanical, Electrical and Plumbing Services



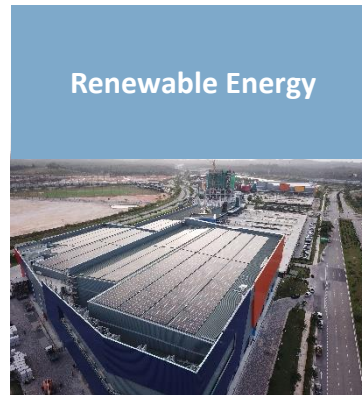
- Main services are categorised into mechanical, electrical, plumbing and specialised engineering solutions
- Services offered to both internal and external clients as part of integrated services and on stand alone basis

Foundation and Geotechnical Engineering Services



- Core services include piling solutions and earth retaining systems
- Services cover all types of buildings such as residential, commercial, institutional, purpose-built or specialty buildings, and civil/ infrastructure construction projects.

Renewable Energy



- Solar : Rooftop (Sunway projects) and large scale
- Gas District Cooling System (Putrajaya)
- Biomass system (BioExcel in Johor)

Construction Order Book – RM 5.3 billion

As at 30 September 2020 RM'mil	Contract Sum	O/S Order Book
Infrastructure/Piling		
LRT 3: Package GS07-08	1,295	655
MRT Package V201 & S201 (Sungai Buloh - Persiaran Dagang)	1,213	36
Sentul West Station	57	50
Chan Sow Lin KVMRT (MEP)	54	52
Piling works	99	7
Building		
Putrajaya Parcel F	1,610	20
PPA1M Project Kota Bharu	582	58
TNB HQ Campus	781	614
PETRONAS Leadership Centre	310	248
Oxley Tower	68	63
IOI Mall MEP Works	68	45
Internal		
Sunway Medical Centre 4	612	489
Sunway Iskandar - Big Box Hotel	100	42
Sunway Serene - Serviced Residences	413	218
Sunway Geo Lake	223	36
Sunway Carnival Extension	286	196
Sunway Medical Centre Seberang Jaya	180	129
Sunway Velocity TWO (Plot A Project)	352	231
Sunway Velocity TWO (Plot B Project)	253	253
Sunway Velocity 3C4	100	58
Sunway South Quay CP2	463	393
Sunway International School	136	132
Sunway Belfield	403	403
Hotel Guestroom Renovation	81	78
Renewable Energy (Internal)		
New order	7	7
India		
Thorapalli Agraharam - Jittandahalli Highway	508	508
Singapore		
Precast	368	285
	10,621	5,306



TNB HQ Campus



PETRONAS Leadership Centre



MRT V201

35%

50%

15%

Leading Conglomerate

- Leading conglomerate with multiple diversified and synergistic businesses in Malaysia
- Market leader in respective segments with a proven track record
- Strong brand heritage

Positioned for Growth

- Organic growth in Healthcare, enhanced by collaboration with Harvard, Oxford and Cambridge Universities and expanding portfolio of hospitals across Malaysia
- Landbank of 3,337 acres with total GDV of RM56.8 bil, located across multiple strategic locations
- Strong presence in Klang Valley, Penang, Johor and Singapore

Resilient Earnings Base

- Unbilled Sales of RM 3.1 bil as at 30 September 2020
- Outstanding construction order book of RM 5.3 bil as at 30 September 2020
- Recurring income from Sunway REIT and Property Investment Division

Robust Balance Sheet

- Shareholders funds of RM 8.4 bil with total assets of RM 22.6 bil as at 30 September 2020
- Net gearing ratio of 0.49 times as at 30 September 2020
- Minimum dividend payout policy of 20% of core net profit since 2012

Appendix

Proven Integrated Township Developer

SUNWAY®

Sunway City Kuala Lumpur

• Retail • Commercial • Education • Healthcare • Hospitality • Theme Park • Residential • Industrial •



BEFORE

- Malaysia's 1st integrated township with 8 components.
- Attracts more than 42 million visitations p.a. through its shopping mall & theme park.
- Malaysia's First GBI Silver Award Township.



AFTER



Sunway City Iskandar Master Plan

SUNWAY®



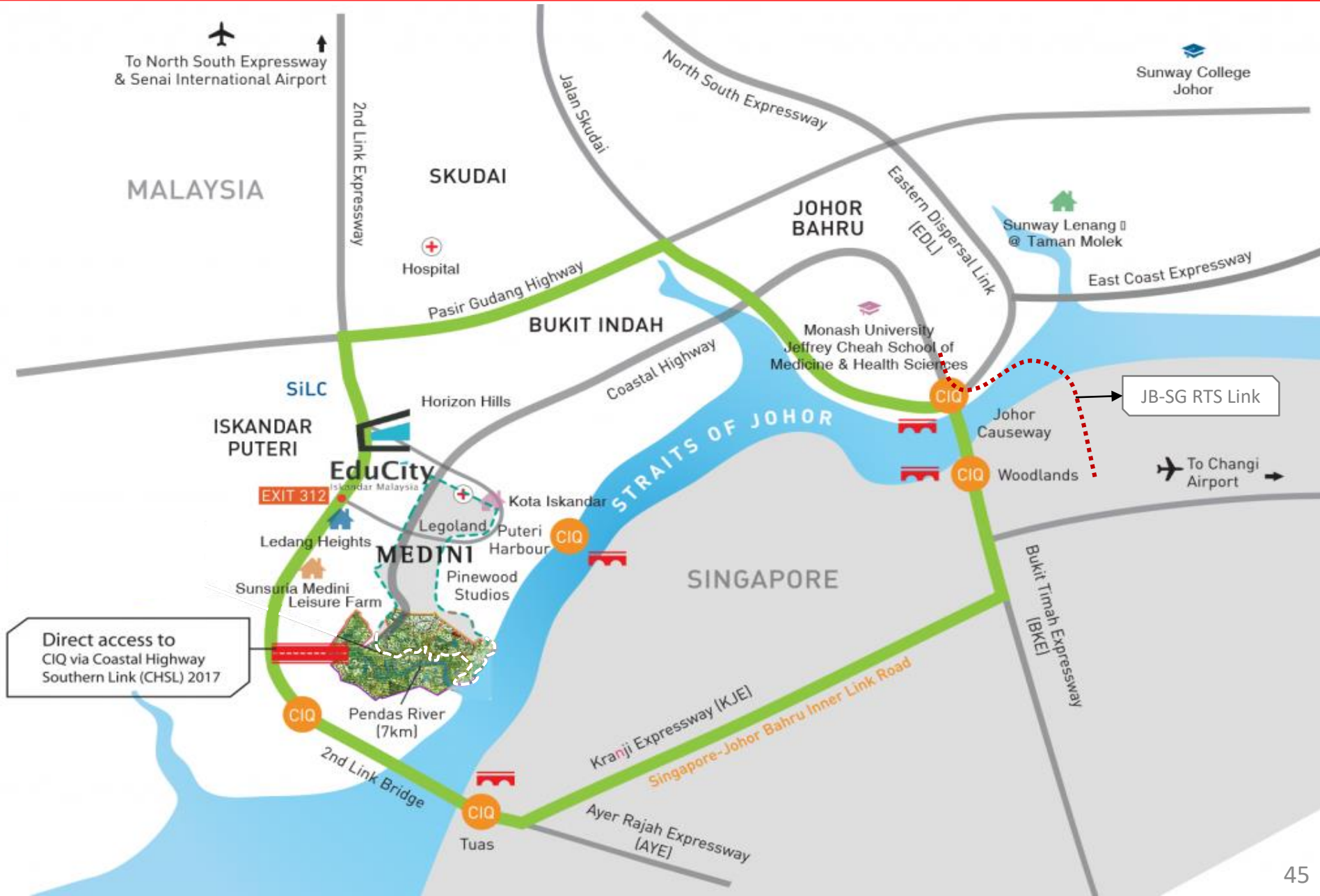
Close proximity to Second Link Highway

SUNWAY®



Sunway City Iskandar Strategic Location

SUNWAY®





Sunway Citrine Residences



Sunway Citrine Lakehomes

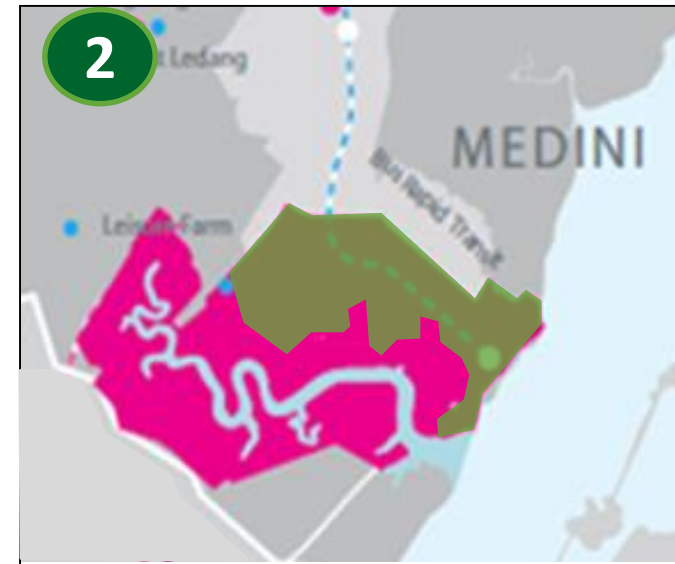
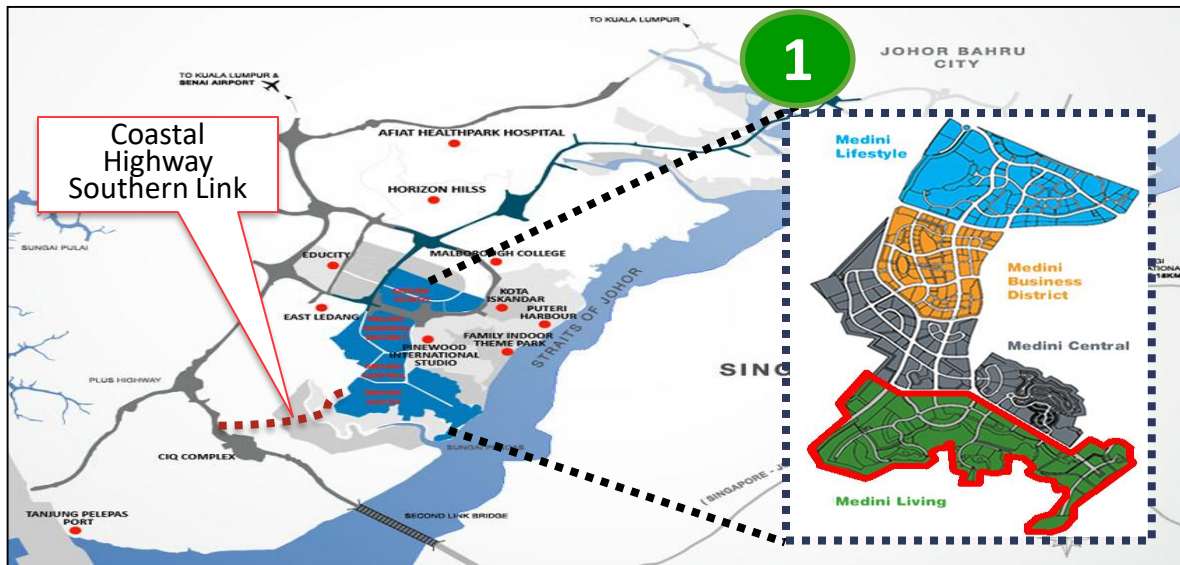


Sunway Emerald Boulevard



Sunway Big Box Village

Jewel Landbanks in Iskandar Malaysia



Location

Medini Iskandar

Pendas, Johor

Area

691 acres (280 hectares)

1,079 acres (437 hectares)

**Purchase
Consideration**

- 99 yr lease: Up to RM745.3 mil
- 30 yr lease ext: RM74.5 mil (10%)
 - RM27.23 psf

- Up to RM503.4 million
 - RM10.71 psf

Tenure

129 years lease

Freehold

**Potential Development
and GDV**

- Mixed integrated development
- Potential GDV: RM12 bil over 10 years

- Mixed integrated development
- Potential GDV: RM18 bil over 15 years

Acquisition date

December 2011

December 2012

Hotels Under Management (Klang Valley)



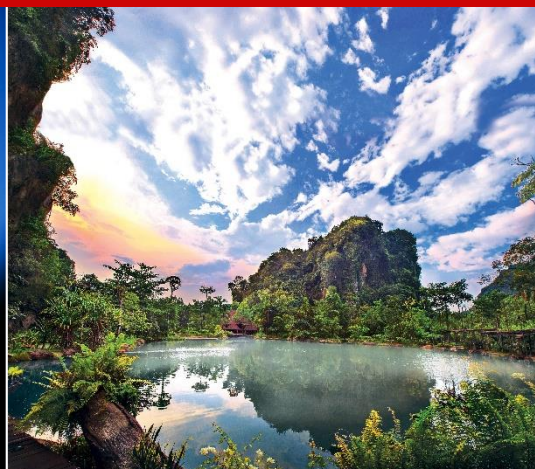
	Sunway Resort Hotel & Spa	Sunway Pyramid Hotel	Sunway Clio Hotel	Sunway Putra Hotel
Location	Bandar Sunway	Bandar Sunway	Bandar Sunway	Kuala Lumpur
Rooms	439 rooms, 5-star hotel	564 rooms, 4.5-star hotel	401 rooms, 4-star hotel	650 rooms, 5-star hotel
Occ Rate	65%	70%	80%	65%
ARR	RM 430	RM 290	RM270	RM 230

Hotels Under Management (Penang)



	Sunway Hotel Seberang Jaya	Sunway Hotel Georgetown
Location	Seberang Jaya, Penang	Georgetown, Penang
Rooms	202 rooms, 4-star hotel	250 rooms, 4-star hotel
Occ Rate	80%	90%
ARR	RM 165	RM 210

Hotels Owned & Managed by Sunway Berhad



	Sunway Lost World Hotel	Banjaran Hotsprings Retreat	Sunway Hotel Phnom Penh	Sunway Hotel Hanoi
Location	Ipoh, Perak	Ipoh, Perak	Phnom Penh, Cambodia	Hanoi, Vietnam
Rooms	174 rooms, 3-star hotel	45 rooms, 5-star retreat	138 rooms, 4-star hotel	143 rooms, 4-star hotel
Intro	Located adjacent to Lost World of Tambun theme park amidst nature	Luxury wellness destination resort	Surrounded by famous Cambodian historical landmarks	Romantic Vietnamese ambience and ultra modern business hotel
Occ Rate	70%	70%	60%	60%
ARR	RM 200	RM 1,250	USD 60	USD 50

2 Theme Parks



	Sunway Lagoon	Lost World of Tambun
Location	Sunway City Kuala Lumpur	Sunway City Ipoh
Intro	Malaysia's first and the largest Premier water theme park	First themed water park that provides hotsprings in Malaysia
Area	88 acres	40 acres
Awards	Winner of Asia's Best Attraction Award for 4 consecutive years	FIABCI World Prix d'Excellence Awards 2015 – World Gold Winner (Resort Category)
Events	World class location for International Events ✓MTV World Stage Live in Malaysia	Preferred location for local companies ✓Final Competition for DJMix Challenge
Visitorship	Approx. 1.5 million per year	Approx. 1 million per year

Trading and Manufacturing

SUNWAY®

- 43 distribution points over 7 countries
- 181 agency lines for heavy equipment and industrial products
- Over 13,000 customers from >30 countries
- Providing the best value product through global sourcing
- Developing in-house brands like Totalrubber and Sunflex(hoses), Suntrak (tracks)
- Acquired Winstar Trading Sdn Bhd, a hardware and household product trader in 2015

Hoses & Fittings

Hydraulic Hoses



Hydraulic Fittings



- Strong own branding – “SunFlex”

Heavy Equipment Parts

Undercarriage Frame



Complete Undercarriage



Engine Parts



- Good agency lines – DCF Trek, FP Diesel
- Set up undercarriage plant in China with Daechang Forging Korea

Heavy Equipment

Crusher



Generator Set



Crawler Drill



Concrete Pump



Backhoe Loaders



- Exclusive distribution agent for
 - Furukawa Heavy equipment
 - Airman Compressor and Generator Set
 - Sany Concrete Pumps and Cranes
 - Lonking Wheel-loaders
 - CASE Heavy equipment

Building Materials

Cement



Steel products



Concrete Pipes



Industrial Hardware

Lubricants & Adhesives



Power Tools & Machinery



General Hardware



✓ Business growth

- Proven business model, easily replicated in new countries
- Regional expansion, 7 countries in Asia Pacific region
- Focus on going upstream into manufacturing of related products

Interlocking Concrete Pavers

- Malaysia's largest producer of interlocking concrete pavers
- Annual Production Capacity:
 - Current: 3.0 mil m²
- Complete coverage of Peninsular and East Malaysia with plants in Batang Kali, Nibong Tebal, Senai, Marang and Kota Kinabalu
- Market share of more than 70%

Vitrified Clay Pipes

- Annual Production Capacity:
- Current: 55,000 tons
- ISO140001:2004 certified on Environmental Management Systems
 - Service close to 75% of domestic market demand

Spunpile

- Annual combined capacity of 500,000 tons.
- Plants located in Batang Kali, Malaysia and Zhuhai, China
- Immediate projects include piling construction, ports and shipyards



Wood Series
Pavers



Neupave



Vitrified Clay
Pipes

Aggregates

- Re-entered Malaysian quarry business in 2005
- Expanded to current 6 quarries located in Kajang, Rawang, Cheras, Kuala Kangsar, Semenyih and Melaka
- Increased to 8 quarries with the acquisition of Blacktop in March 2019 (*1st tranche in July 2019, pending completion of 2nd tranche*)
- Increased to 9 quarries with the acquisition of Dolomite Quarry in June 2019. The transaction was completed on 11 September 2020.
- Market share
 - Klang Valley - 22%
 - Nationwide - 15%



Quarry

Asphalt

- Operates a total of 14 asphalt plants strategically position in close proximity to major artery highways
- Increased to 24 asphalt plants with the acquisition of Blacktop
- Market share
 - Klang Valley - 30%
 - Nationwide - 30%



Asphalt Plant

Thank You

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This presentation may contain certain forward looking statements due to a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions; interest rate trends; cost of capital and capital availability including availability of financing in the amounts and the terms necessary to support future business; availability of real estate properties; competition from other companies; changes in operating expenses including employee wages, benefits and training, property expenses, government and public policy changes. You are cautioned not to place undue reliance on these forward looking statements which are based on Management's current view of future events. Past performance is not necessarily indicative of its future performance.

