



Digitally Driven,  
Strengthening Sustainability



**CLSA BOLEH PROPERTY CALL SERIES 2021**  
**2 MARCH 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

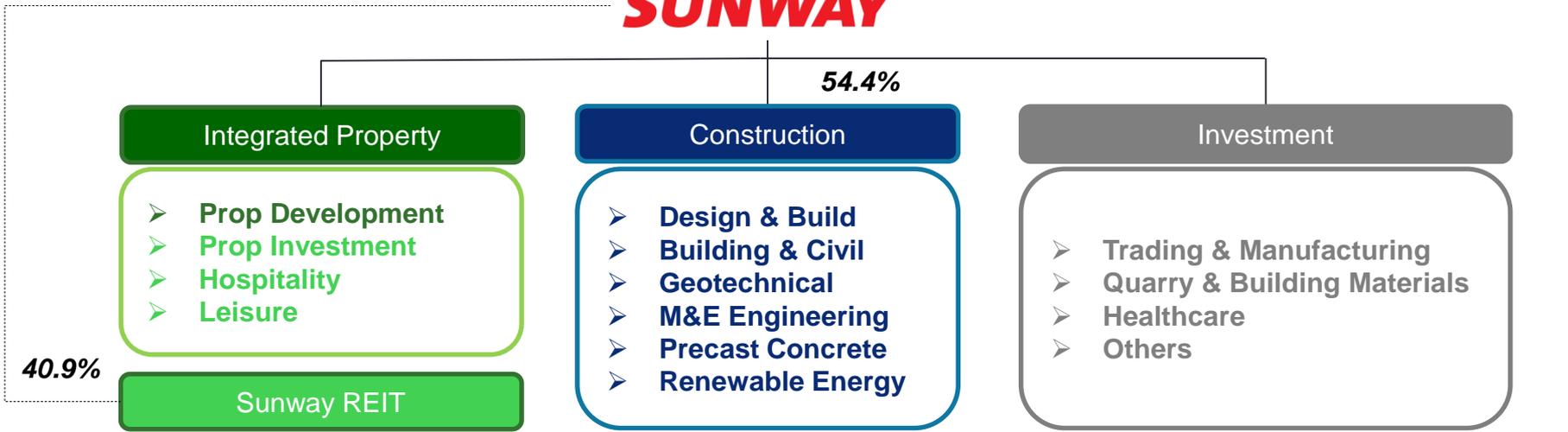
Listed on the Main Market of Bursa Malaysia Securities Berhad with a combined market capitalisation of **RM14.5 billion** (as at 23 February 2021)

# One of Malaysia's Largest Conglomerate

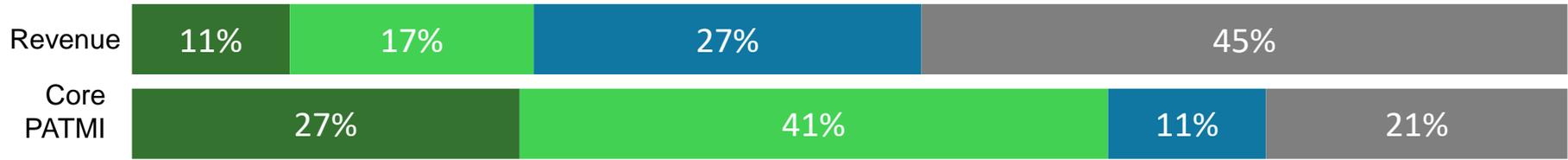


- Sunway Bhd was reclassified from the Properties to Trading/Services sector on Bursa Malaysia on 16 June 2017 to reflect Sunway's strategic ambition to grow its non-property related businesses.
- On 24 September 2018, Sunway Bhd was reclassified to the Industrial Products & Services sector in line with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

Tan Sri Dato Seri Dr Jeffrey Cheah



FY2019



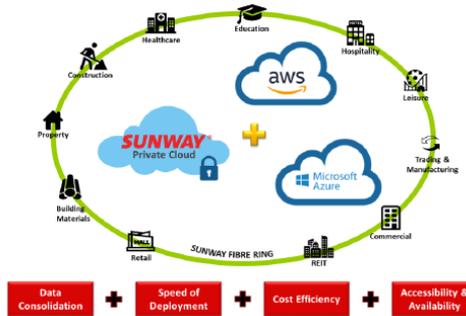
FY2012



## Strategic Growth Drivers



Healthcare



Digital Transformation



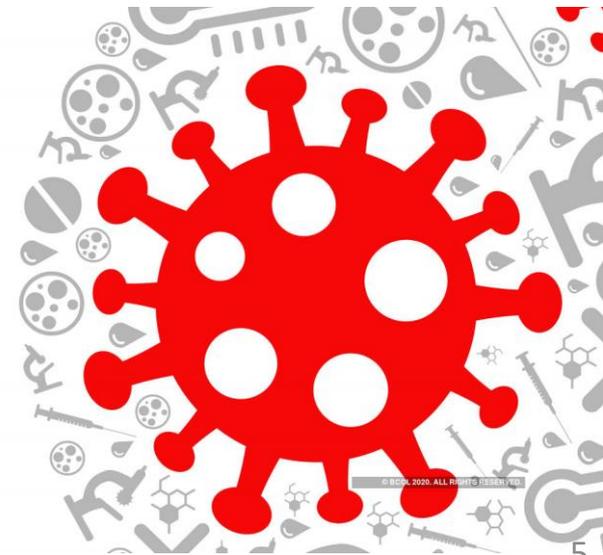
Advancing ESG



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



Deleveraging strategies to strengthen the balance sheet





	Sunway Medical Centre (Tower A & B)	Sunway Medical Centre (Tower C)
Introduction	<ul style="list-style-type: none"> <li>One of Malaysia's most recognised Medical Centre and first Australian Council on Healthcare Standards (ACHS) accredited hospital in South East Asia</li> <li>Collaboration with University of Cambridge and Royal Papworth Hospital on clinical services, research and training</li> <li>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</li> </ul>	
Beds		616
Specialist Consultation Suites		186
Features	12 Operating Theatres	Cancer & Radiosurgery, Nuclear Medicine and Digestive Health Centres
Completion	Phase 1: 1999, Phase 2: 2009	End 2017



- 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)



44

Specialist Clinics

# New Medical Centres in the Pipeline

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

**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

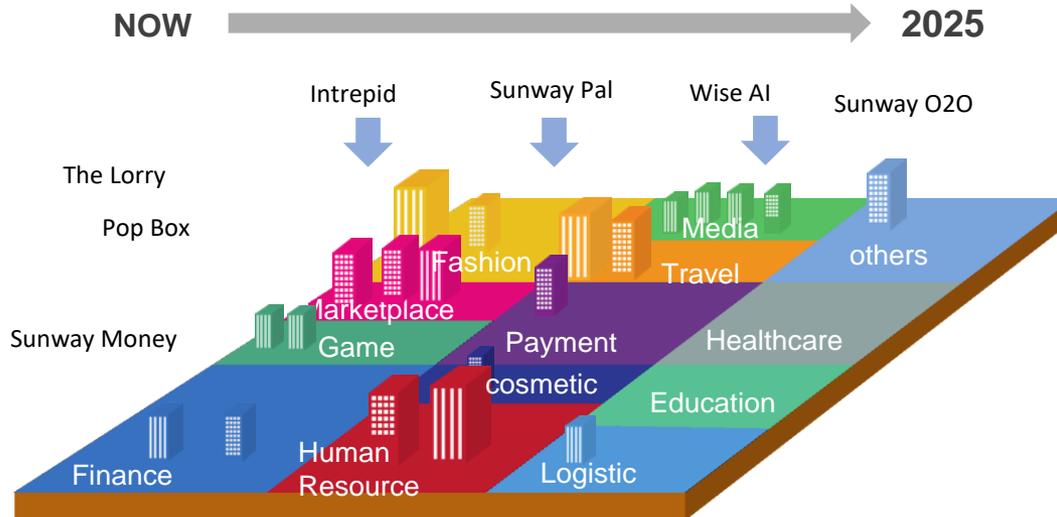
- Enhance business efficiencies and productivity
- Coherent with existing business model
- Maintain competitive edge

## 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



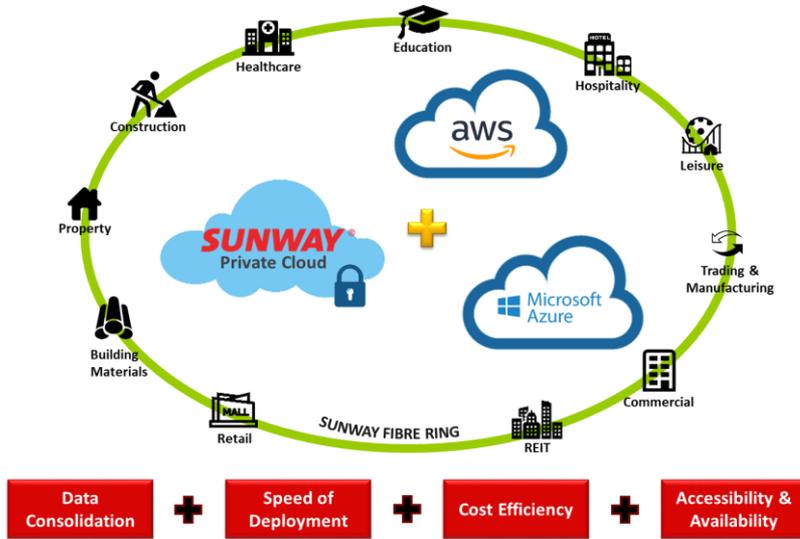
Sunway Education Group, in collaboration with Sunway iLabs and Malaysian Digital Economy Corporation (MDEC) has recently launched the maiden 42 campus at Sunway City, being the first campus in Malaysia. Known as 42KL, this is the first tuition-free training campus in the field of computer coding, digital, 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

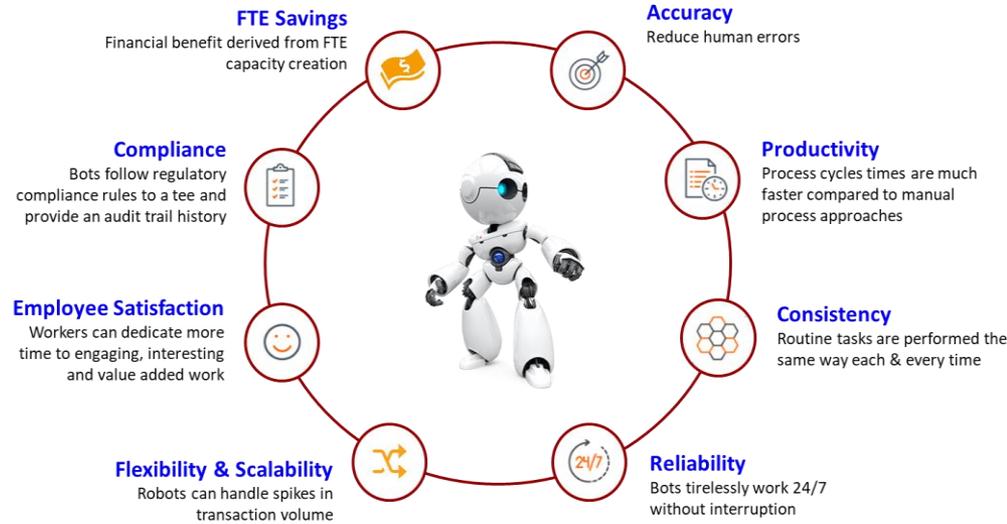


Sunway launched FutureX Farm, an urban farm innovation hub for urban farming professionals, tech companies, researchers and young talents to collaborate and create transformative solutions focused on food and agritech.

## Hybrid Cloud System



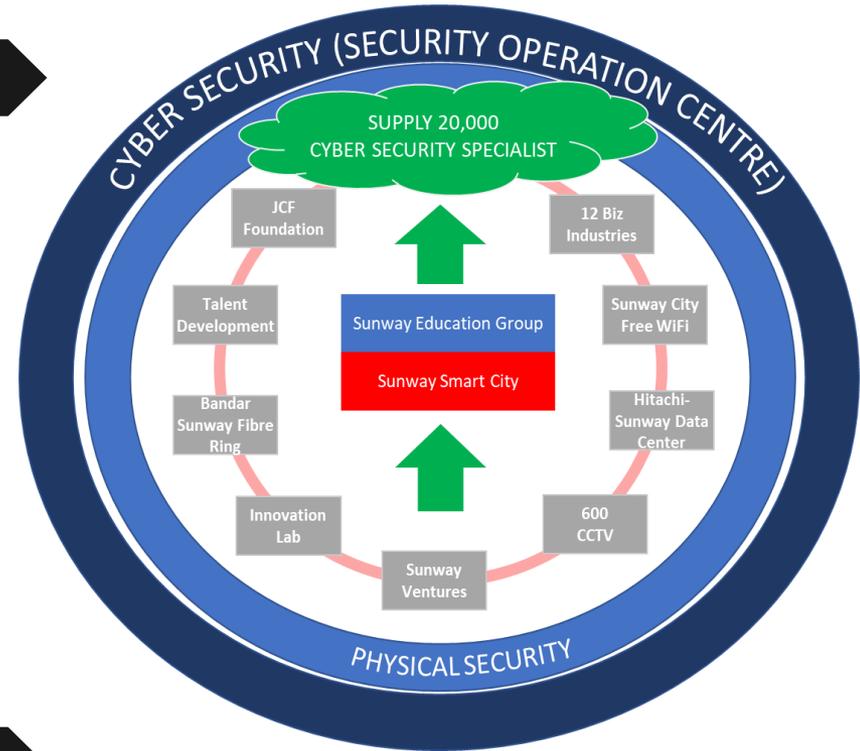
## Automation/Robotics



## Enhancing Customer Experiences through:



## Partnership in Cybersecurity



## Certification in ISO 27001



Sunway Shared Services



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

# Advancing ESG at 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, Sunway Construction and Sunway REIT are constituents of FTSE4Good Bursa Malaysia Index.



FTSE4Good



## 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



### 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

PROPOSED ICONIC SUNWAY TOWER

### 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



### CANOPY WALK

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

### RENEWABLE ENERGY

- Solar panels for electricity generation



# 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
<b>Total Dividend (sen)</b>	-	<b>6.00</b>	<b>10.00</b>	<b>11.00</b>	<b>49.00</b>	<b>12.14</b>	<b>6.00^</b>	<b>7.12</b>	<b>9.07</b>
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 <sup>#</sup>	585.9*	627.5	645.6	767.3	204.4
CORE PATMI	484.0	583.9	564.2 <sup>#</sup>	555.9*	554.3	577.8	723.2	220.9

<sup>#</sup> 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							
(RM mil)	31-Dec-13	31-Dec-14	31-Dec-15	31-Dec-16	31-Dec-17	31-Dec-18	31-Dec-19	30-Sep-20
	Audited <sup>^</sup>	Audited	Audited	Audited	Audited <sup>^</sup>	Audited <sup>^</sup>	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 <sup>#</sup>

\* 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.

<sup>#</sup> FY 2020 Net assets per share calculation has excluded treasury shares.

<sup>^</sup> 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
<b>Total</b>	<b>4,448.4</b>	<b>4,655.6</b>	<b>5,239.3</b>	<b>5,410.2</b>	<b>4,780.3</b>	<b>2,555.3</b>	<b>930.4</b>	<b>859.0</b>	<b>879.1</b>	<b>836.9</b>	<b>915.0</b>	<b>289.3</b>

^ 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 <sup>#</sup>	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%

<sup>#</sup> 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 - 2021 Launches



	Sunway Belfield	Sunway Velocity TWO (Tower B & C)	Sunway Avila (Tower A & B)
<b>Location</b>	Jalan Belfield, Kuala Lumpur	Jalan Peel, Kuala Lumpur	Wangsa Maju, Kuala Lumpur
<b>GDV</b>	RM 320m	Tower B: RM 372m Tower C: RM 355m	RM 230m/ tower
<b>Type</b>	Serviced Residence	Serviced Residence	Serviced Residence
<b>Units</b>	440 units	Tower B: 436 ; Tower C: 467	405 units/ tower
<b>Launch</b>	January 2021	Tower B: March 2019 Tower C: November 2020	Tower A: May 2019; Tower B: Dec 2019
<b>Project Attraction</b>	Affordable freehold residence nestled in the heart of KL City that offers tranquillity and privacy	Transit-oriented development connected to the fully-integrated development of Sunway Velocity	Urban living at affordable prices with great connectivity

# 2019 Launches



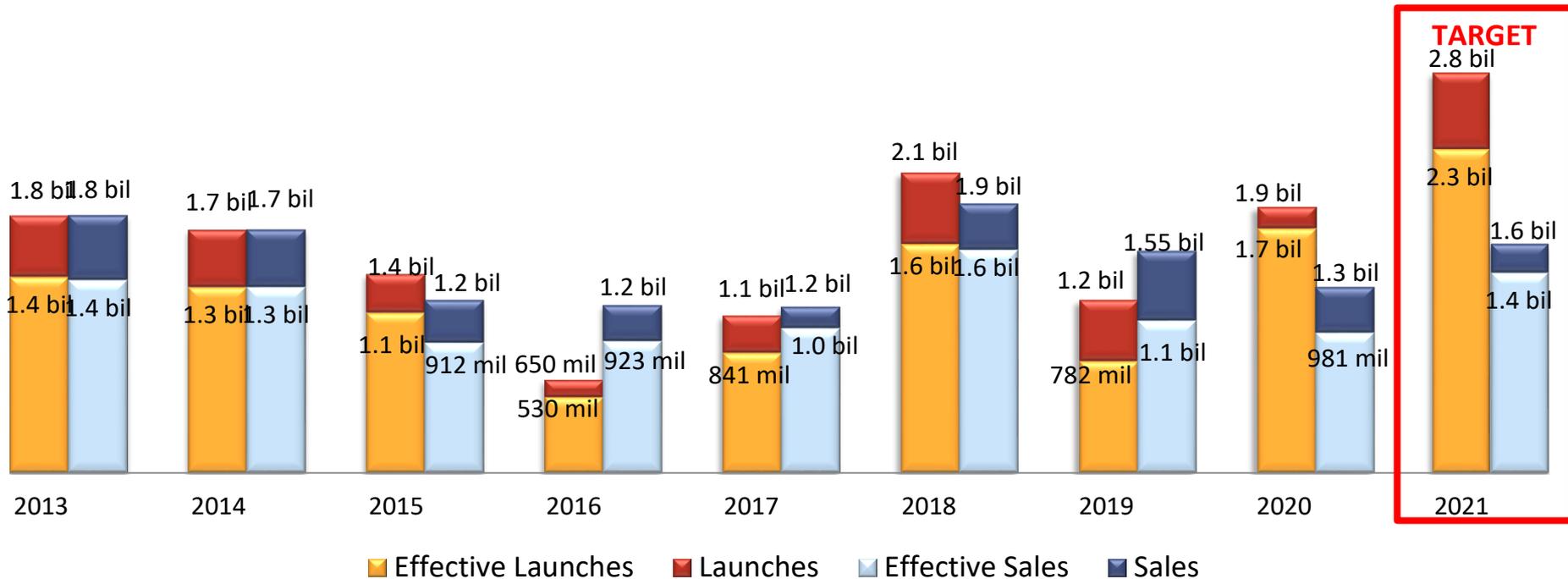
	Sunway GEOLake Townhouse	Sunway Citrine Lakehomes (Ph 3)	Sunway Lenang Heights	Sunway Onsen Suites
Location	Sunway South Quay, Sunway City KL	Sunway City Iskandar, Johor	Taman Molek, Johor Bahru	Sunway City Ipoh
GDV	RM 100m	RM 100m	RM 130m	RM 120m
Type	Townhouse	Link houses	Semi-detached homes	Serviced Suites
Units	44	128	68	252
Launch	June 2019	July 2019	December 2019	June 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	First serviced suites in Asia that integrates natural hot springs within the development

# 2020 & 2021 Launches – International



	<b>Parc Canberra</b>	<b>Ki Residences</b>	<b>Parc Central Residences</b>
<b>Location</b>	Canberra Link, Singapore	Clementi, Singapore	Tampines, Singapore
<b>GDV</b>	SGD 530 million (Effective RM 560 million)	SGD 1.1 billion (Effective RM 1 billion)	SGD 855 million (Effective RM 910 million)
<b>Type</b>	Executive Condominium (EC)	Private Condominium	Executive Condominium (EC)
<b>Units</b>	496	660	700
<b>Launch</b>	February 2020	December 2020	January 2021
<b>Project Attraction</b>	Modern development that enjoys close proximity to numerous amenities	999 years luxury private condominium situated at a quiet and private enclave	Located at prime area of Singapore with well connection to a plethora of amenities

# Launches and Sales Trend



## 2021 Indicative Launches

Project	Product Type	Location	GDV (RM'mil)
Sunway Belfield Phase 1	Service Apartments	Jalan Belfield, KL	320
Sunway ARTESSA	Condominium	Wangsa Maju, KL	300
Sunway Damansara Hill	Service Residences & Retail	Kota Damansara, KL	220
Jernih Residence Phase 1	Service Apartments & Retail	Kajang, Selangor	270
Parc Central Residences	Executive Condominium	Tampines, Singapore	910
Sunway Gardens Phase 3	Condominium	Tianjin, China	780
<b>Total</b>			<b>2,800</b>

# Strategic Landbanks Acquired 2019 - 2021 **SUNWAY®**

Date	Location	Tenure	Land size (acres)	Purchase Consideration (RM'mil)	GDV (RM'mil)	Proposed development
1 Feb 2021	Taman Mutiara, Cheras KL	Freehold	3.34	42	Approx. 225	Private Condominium

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.

# Multiple Strategic Locations

## Remaining Landbank

Total Landbank

- 3,324 acres

Total GDV

- RM51.3 billion

Effective GDV

- RM36.7 billion

Development Period

- Up to 15 years



### Klang Valley

995 acres (30%)  
RM 16.3 bil (32%)



### Johor

1,762 acres (53%)  
RM 29.2 bil (57%)



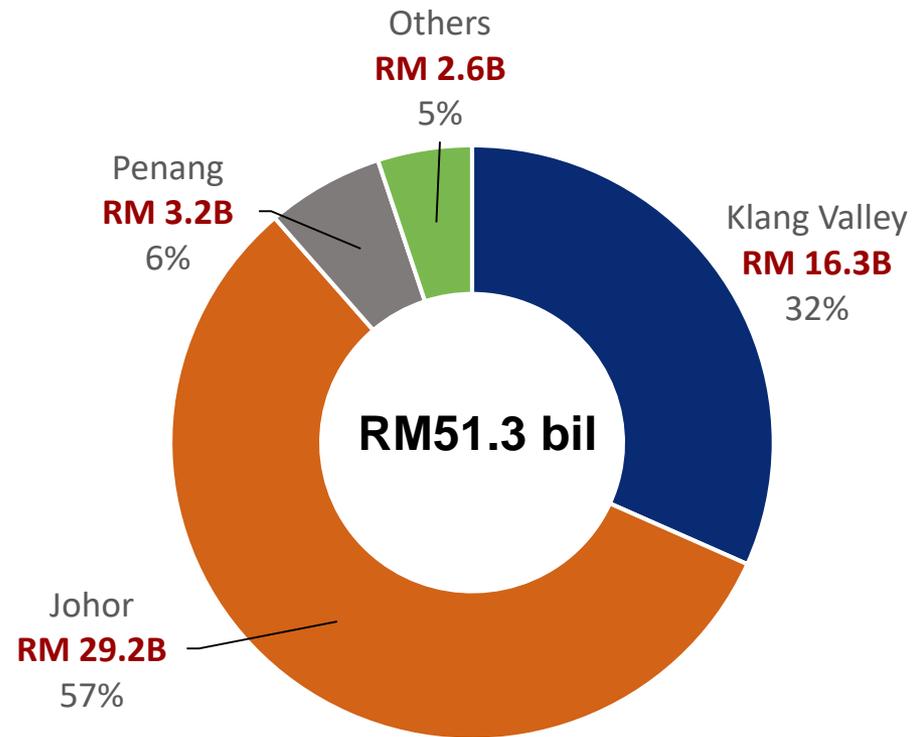
### Penang

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



### Others

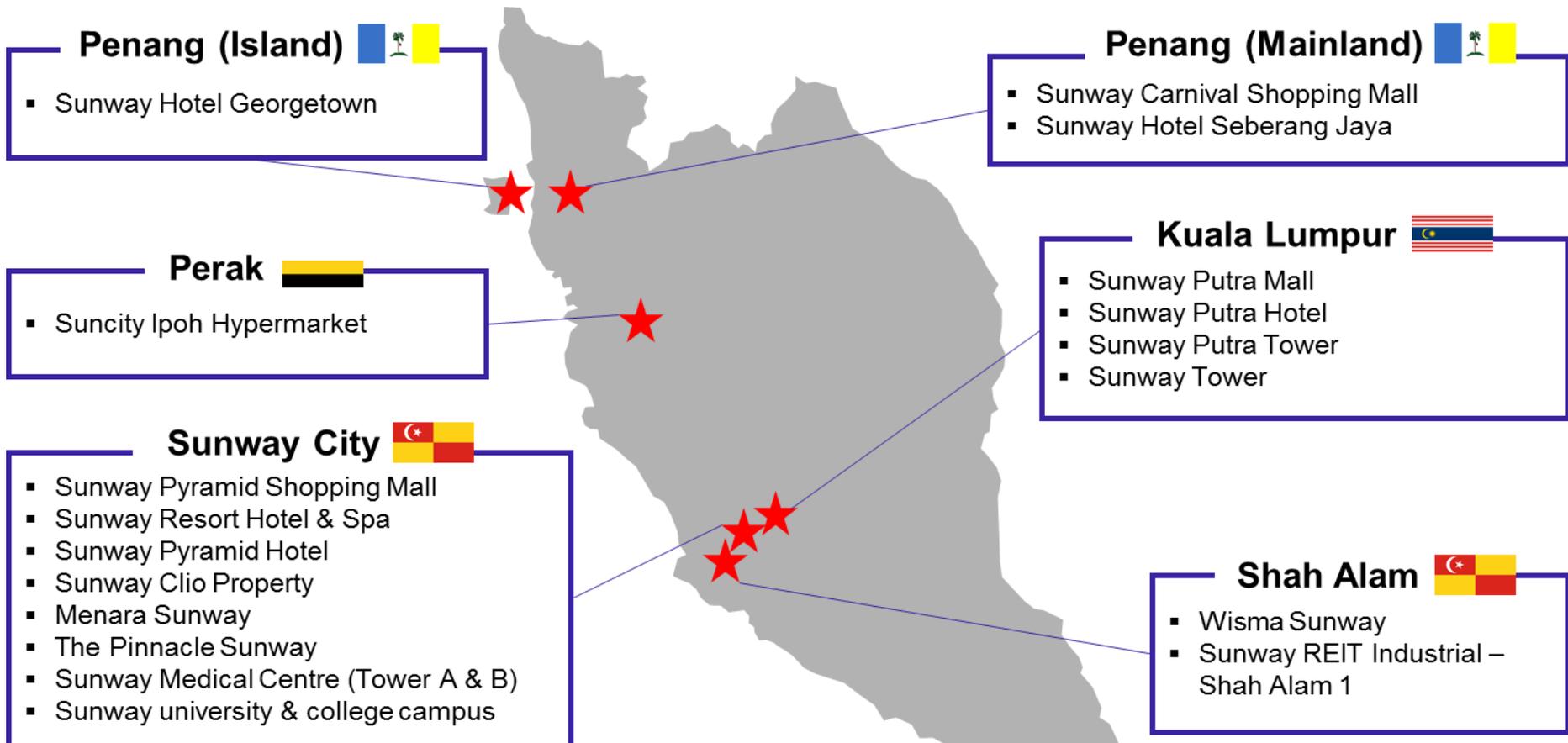
381 acres (11%)  
RM 2.6 bil (5%)



# Property Investment & REIT

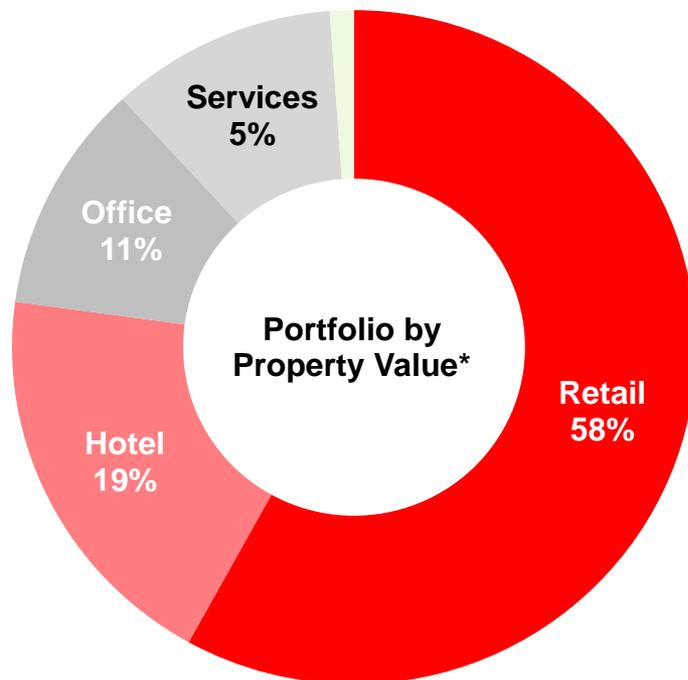
## Overall Snapshot

Market Cap (as at 23 Feb 2021)	RM5.00 billion	DPU (FY 2020)	7.33 sen
Property Value (as at 30 Sep 2020)	RM8.51 billion <sup>1</sup>	Yield (as at 30 June 2020)	4.5%
Net Property Income	RM417 mil (FY19: RM440 mil)	Gearing	40.7%

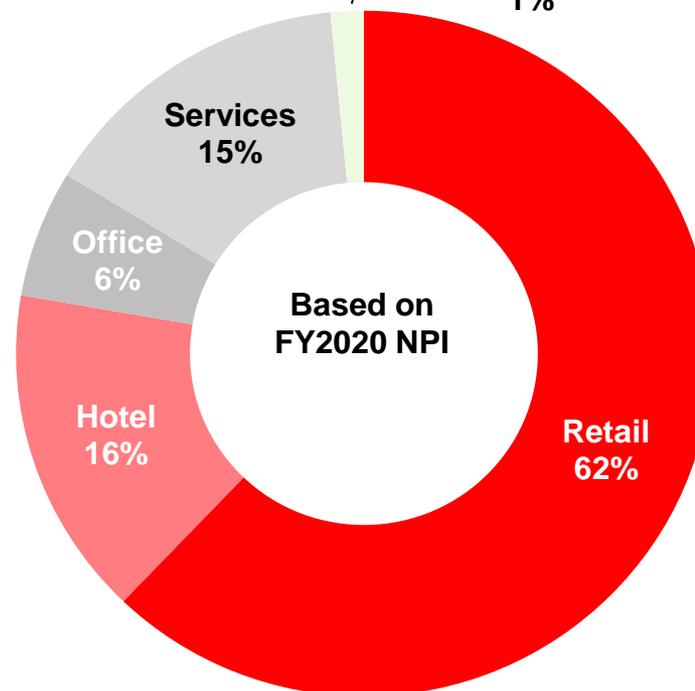


<sup>1</sup> Valuation as at 30 September 2020, including proposed acquisition of The Pinnacle Sunway, subject to unitholders' approval

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 IPO<sup>1</sup> : RM2.44 billion (10 assets)**



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

**Property Value FY2020<sup>2</sup>: RM8.49 billion (18 assets)**  
**(+145% over 10 years)**  
**10-Year CAGR: +9.4%**

<sup>1</sup> Including incidental costs on acquisition i.e. acquisition fee, legal fee and valuation fee

<sup>2</sup> Valuation as at 30 June 2020, including proposed acquisition of The Pinnacle Sunway, subject to unitholders' approval

## 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		Sunway Monash-U Residences
Location	Sunway City Kuala Lumpur	Location	Sunway City Kuala Lumpur
Description	Tertiary education institutes	Description	Student accommodation
NBV	RM300 mil	NBV	RM270 mil
NLA	1.05 mil sq ft	NLA	620k sq ft
Occ Rate	100%	Occ Rate	100%
Capacity	10,000 students	Opened	2011
Opened	Feb 2007		

# Construction

## 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 5.1 billion



As at 31 December 2020 RM'mil	Contract Sum	O/S Order Book
<b>Infrastructure/Piling</b>		
LRT 3: Package GS07-08	1,295	573
MRT Package V201 & S201 (Sungai Buloh - Persiaran Dagang)	1,213	7
Sentul West Station	57	39
Chan Sow Lin KVMRT (MEP)	54	46
<b>Building</b>		
Putrajaya Parcel F	1,610	18
PPA1M Project Kota Bharu	582	54
TNB HQ Campus	781	508
PETRONAS Leadership Centre	305	211
Oxley Tower	68	58
IOI Mall MEP Works	68	34
<b>Internal</b>		
Sunway Medical Centre 4	612	454
Sunway Iskandar - Big Box Hotel	100	32
Sunway Serene - Serviced Residences	413	188
Sunway Geo Lake	223	19
Sunway Carnival Extension	286	151
Sunway Medical Centre Seberang Jaya	180	109
Sunway Velocity TWO (Plot A Project)	352	196
Sunway Velocity TWO (Plot B Project)	253	251
Sunway Velocity 3C4	100	53
Sunway South Quay CP2	463	371
Sunway International School	121	110
Sunway Belfield	403	396
Hotel Guestroom Renovation	81	58
BKE (Seberang Jaya)	4	4
<b>Renewable Energy</b>		
Internal	6	6
External	32	31
<b>India</b>		
Thorapalli Agraharam - Jittandahalli Highway	508	508
Meensurutti - Chidambarm	315	315
<b>Singapore</b>		
Precast	382	259
	<b>10,865</b>	<b>5,059</b>

31%



TNB HQ Campus

47%



PETRONAS Leadership Centre

21%



MRT V201

## 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 3,324 acres with total GDV of RM51.3 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 5.1 bil as at 31 December 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

## Sunway City Kuala Lumpur

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



BEFORE



AFTER

- 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.



# Sunway City Iskandar Master Plan

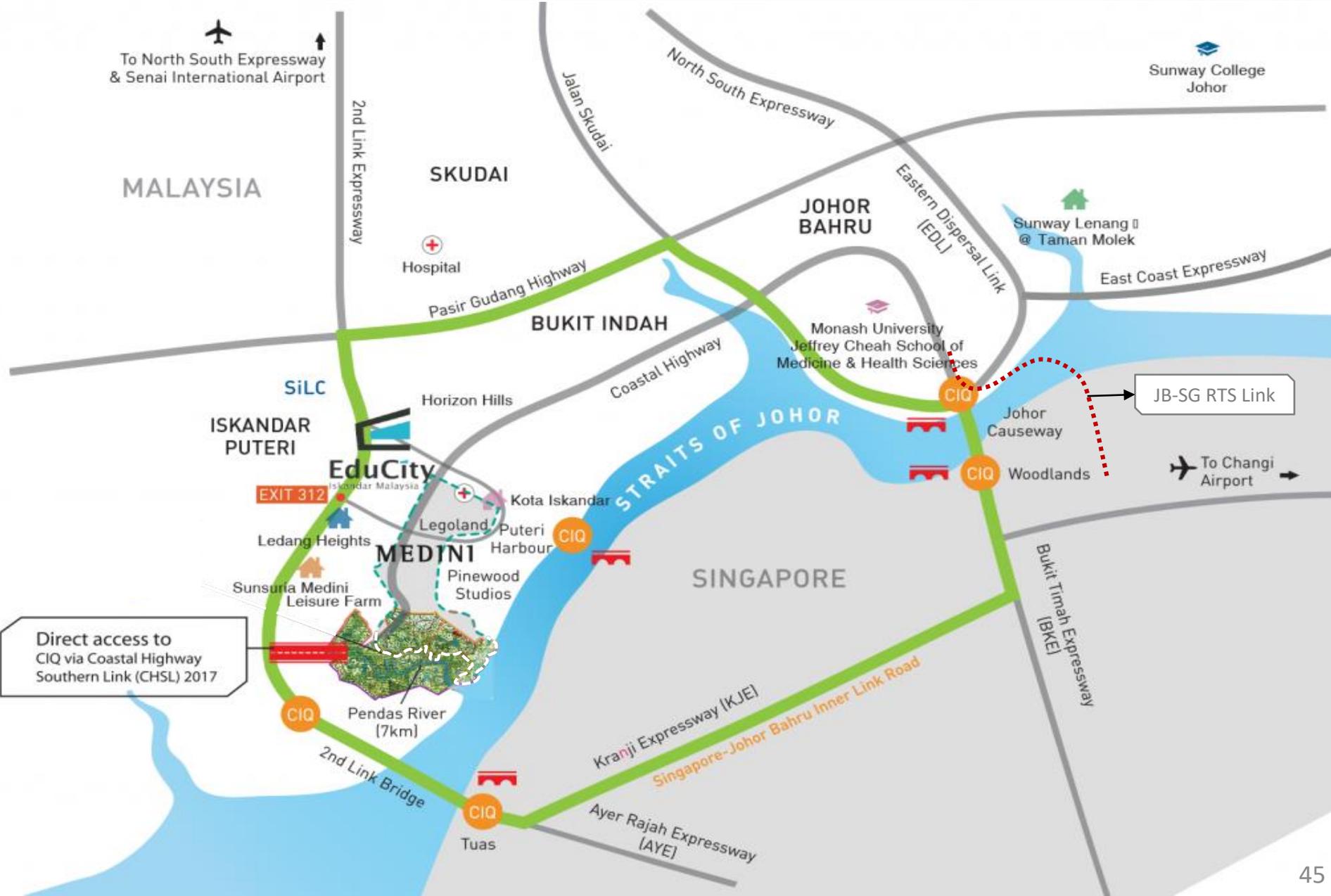
**SUNWAY®**



# Close proximity to Second Link Highway



# Sunway City Iskandar Strategic Location



Direct access to CIQ via Coastal Highway Southern Link (CHSL) 2017

JB-SG RTS Link



Sunway Citrine Residences



Sunway Citrine Lakehomes

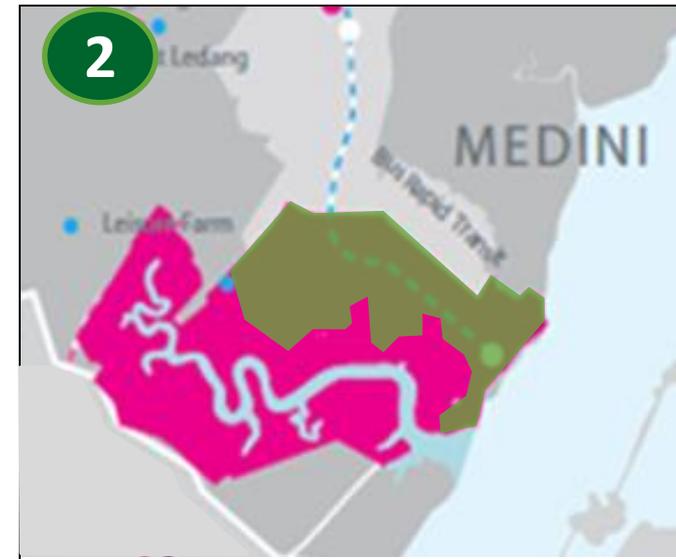
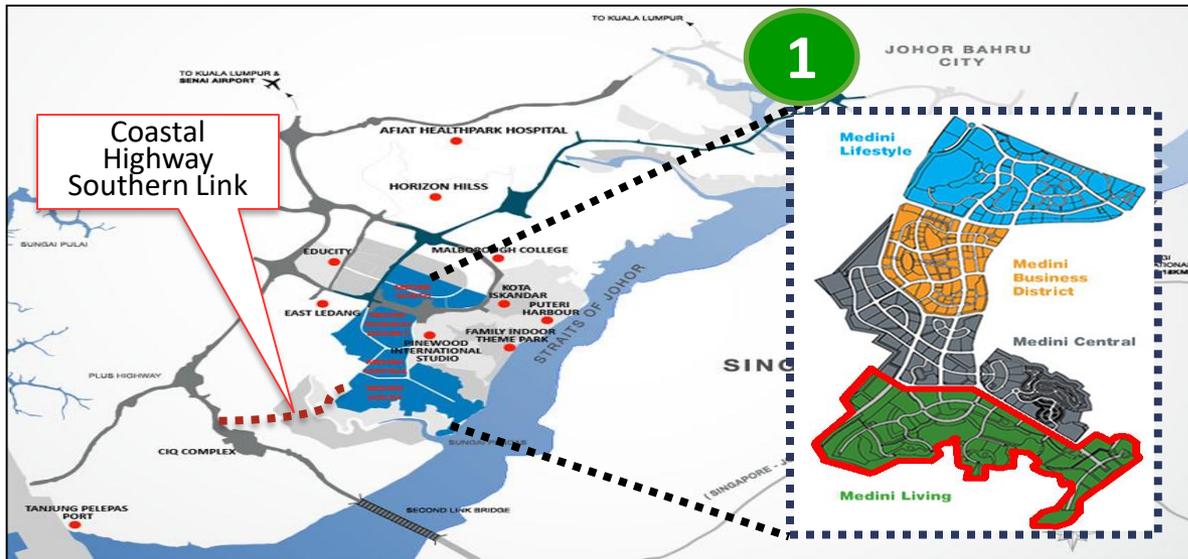


Sunway Emerald Boulevard



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)



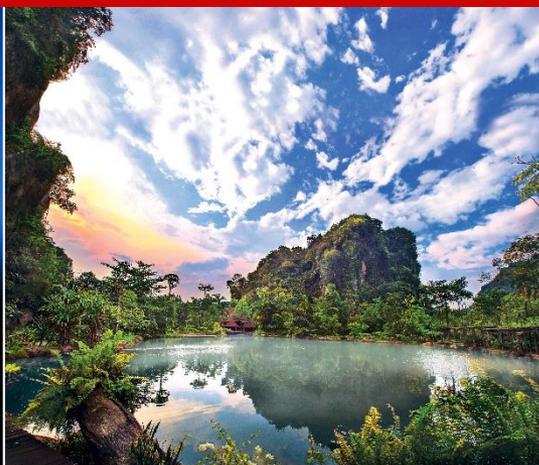
	<b>Sunway Resort Hotel &amp; Spa</b>	<b>Sunway Pyramid Hotel</b>	<b>Sunway Clio Hotel</b>	<b>Sunway Putra Hotel</b>
Location	Bandar Sunway	Bandar Sunway	Bandar Sunway	Kuala Lumpur
Rooms	439 rooms, 5-star hotel	564 rooms, 4.5-star hotel	401 rooms, 4-star hotel	650 rooms, 5-star hotel
Occ Rate	65%	70%	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 Hot Springs 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

- 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

- ✓ **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

## Hoses & Fittings



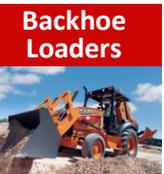
- Strong own branding – “SunFlex”

## Heavy Equipment Parts



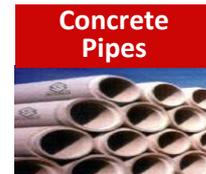
- Good agency lines – DCF Trek, FP Diesel
- Set up undercarriage plant in China with Daechang Forging Korea

## Heavy Equipment



- 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



## Industrial Hardware



## Interlocking Concrete Pavers

- Malaysia's largest producer of interlocking concrete pavers
- Annual Production Capacity:
  - Current: 3.0 mil m<sup>2</sup>
- 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



## 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 (*1<sup>st</sup> tranche in July 2019, pending completion of 2<sup>nd</sup> 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%



## 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%



# Thank You

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