



# SUNWAY ISKANDAR.

NATURE'S CAPITAL CITY.

Where the city meets nature.

**SUNWAY BERHAD**  
NOMURA MALAYSIA CORPORATE DAY  
OCTOBER 2014

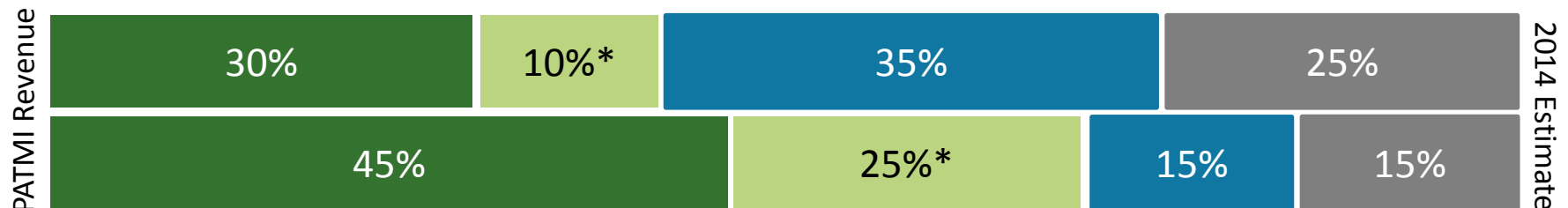
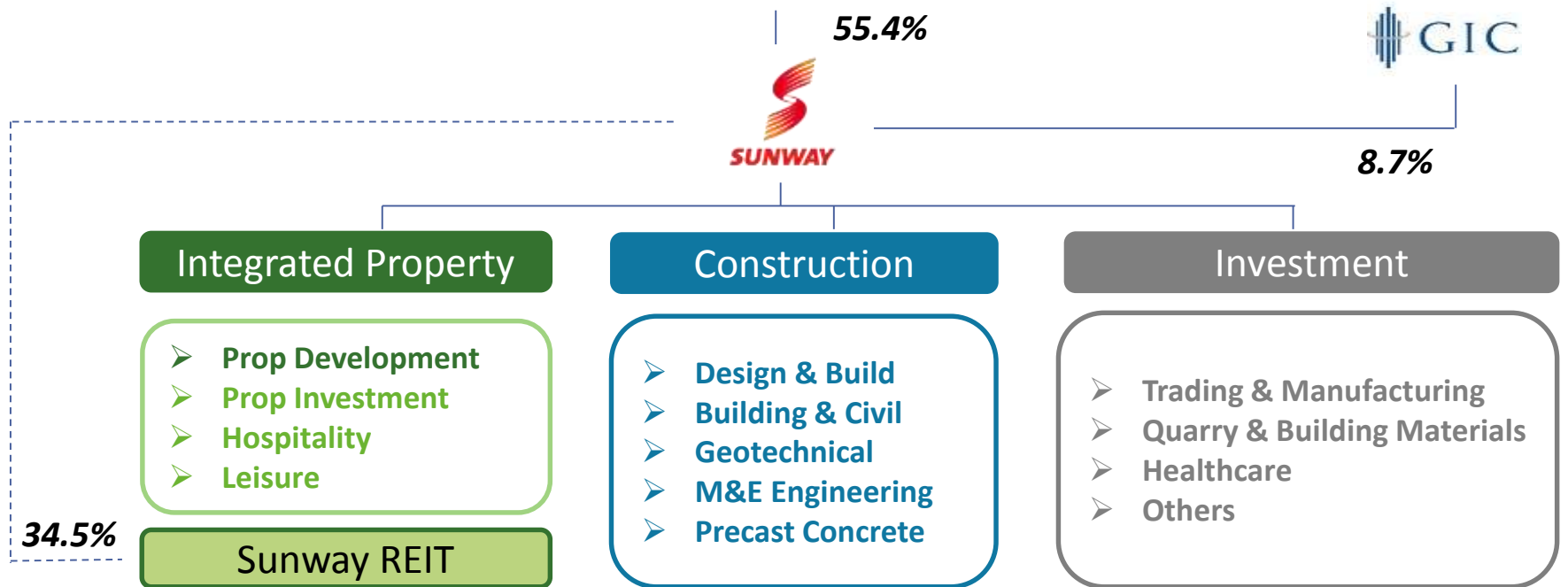


# Corporate Profile



- Sunway Bhd was listed under the property sector of the Main Market of Bursa Malaysia on 23 August 2011 following the merger between Sunway Holdings Bhd and Sunway City Bhd
- The enlarged Sunway Bhd currently has a market capitalization of approximately RM5.0 billion

**Tan Sri Dato Seri Dr Jeffrey Cheah**



\*REIT and Other Recurring Income

# Integrated Real Estate Business Model



## Prop Con Collaboration\*

Integrated Properties

Construction

Integrated Properties

REIT

Land bank acquisition

Design & Master-plan

Construction & Supply Chain Management

Marketing & Sales

Property Investment & Business Operators

REIT & REIT Management

**\*Prop Con Collaboration**  
Establishing new ways of working to harness group synergy and reduce the project delivery cost.

Sources of Value Creation

Build for Others

- Proven turnkey contractor.
- Strong technical expertise.
- Drive efficiencies, time, cost & quality.
- Highly specialized expertise for differentiation eg M&E, Geo-technics, Precast.

Build for Self

- Prop-con collaboration from planning stage to reduce delays and design inefficiencies.
- In house jobs provide bedrock orders to allow selective tendering and margin enhancement.

Build to Sell

- Max value of land from master planning & development.
- Close customer understanding & market monitoring.
- Land bank portfolio strategy to balance growth and cash flow.
- Inventory management.

Build to Operate

- Optimize yields of space.
- Creation of new space i.e. asset enhancement.
- Asset management.
- Incubation for REIT injection.
- Drive operational yield for hospitality, retail & leisure components.

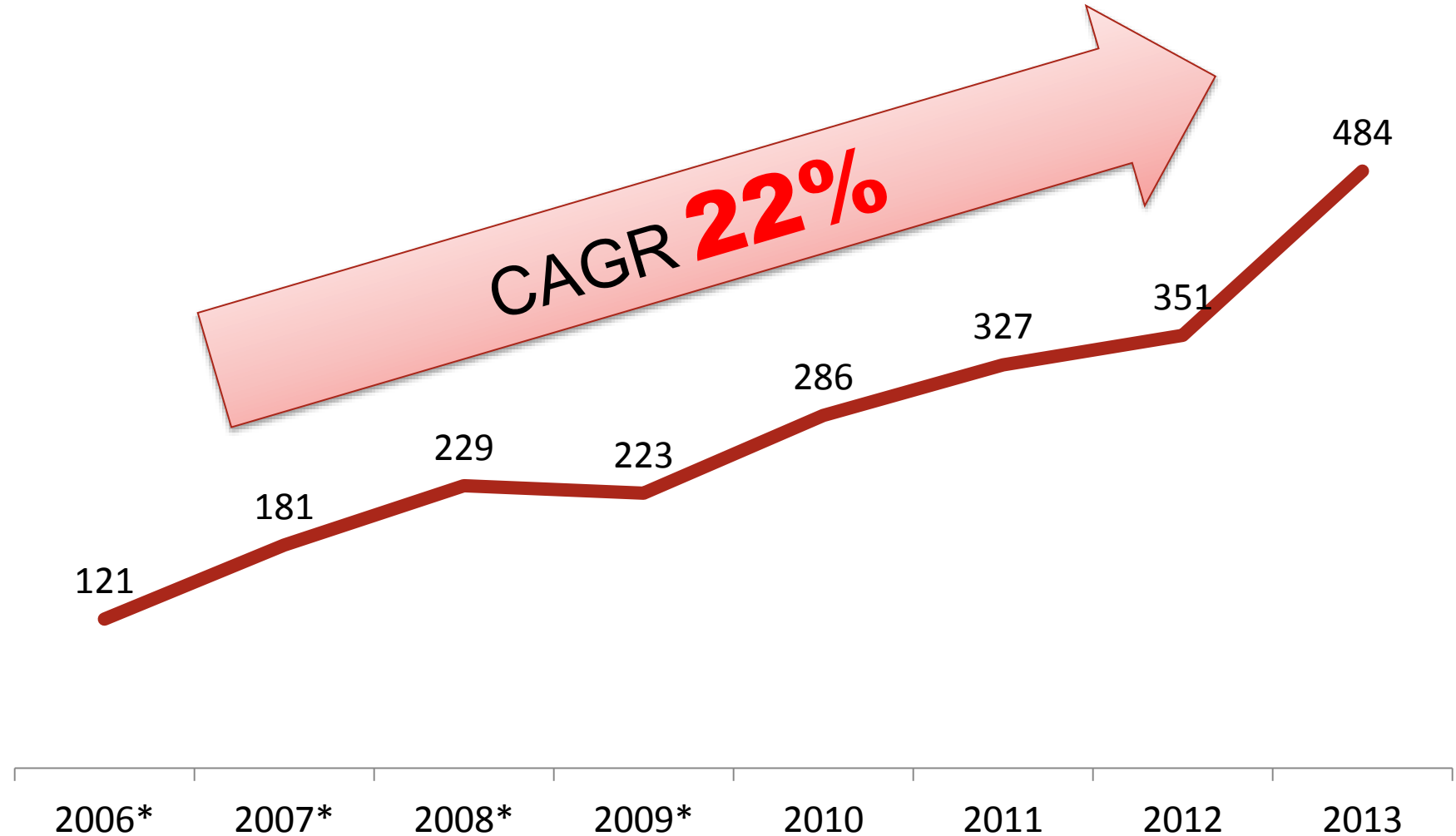
Held for Yield

- Acquisition growth opportunities.
- Capital Management.
- Yield Management.

# Proven Track Record



Core PATMI('mil)



\* SunCity & Sunway Holdings Combined

# Strong Financial Performance



|               | Sunway Berhad |           |           |           |
|---------------|---------------|-----------|-----------|-----------|
|               | 31-Dec-11     | 31-Dec-12 | 31-Dec-13 | 30-Jun-14 |
|               | Audited^      | Audited^  | Audited^  | Unaudited |
|               | RM mil        | RM mil    | RM mil    | RM mil    |
| Revenue       | 3,691.7       | 3,849.2   | 4,515.4   | 2,230.3   |
| EBITDA *      | 592.8         | 705.9     | 814.9     | 396.8     |
| PATMI         | 387.6         | 530.6     | 1,490.4   | 286.5     |
| PATMI (Core)* | 327.1         | 350.7     | 484.0     | 236.3     |
| ROE (%)**     | 11.9%         | 10.9%     | 9.1%      | N/A       |

\* Excludes one-off gains/expenses arising from asset revaluation, deferred tax reversal in relation to assets disposal and new accounting standards

\*\* ROE = PATMI\*/SHF

^ Core figures excluding FRS10 adjustments

# Sound Balance Sheet



|                                | Sunway Berhad        |                      |           |           |
|--------------------------------|----------------------|----------------------|-----------|-----------|
|                                | 31-Dec-11            | 31-Dec-12            | 31-Dec-13 | 30-Jun-14 |
|                                | Audited <sup>^</sup> | Audited <sup>^</sup> | Audited   | Unaudited |
|                                | RM mil               | RM mil               | RM mil    | RM mil    |
| Paid-up share capital          | 1,292.5              | 1,292.5              | 1,723.5   | 1,723.8   |
| Share premium & other reserves | 2,645.0              | 3,114.4              | 4,796.8   | 4,999.1   |
| Merger reserve                 | (1,192.0)            | (1,192.0)            | (1,192.0) | (1,192.0) |
| Shareholders' Funds            | 2,745.4              | 3,214.8              | 5,328.3   | 5,530.9   |
| Total assets                   | 10,921.9             | 12,363.7             | 11,101.6  | 11,543.6  |
| Net Debt                       | 2,992.6              | 3,445.9              | 1,346.6   | 1,732.3   |
| Gearing Ratio * (times)        | 1.09                 | 1.07                 | 0.25      | 0.31      |
| Net assets per share ** (RM)   | 2.12                 | 2.49                 | 3.09      | 3.21      |

\* Gearing ratio = Net debt / Shareholders' Funds

\*\* Net assets per share = Shareholders' Funds / No of shares

<sup>^</sup> Restated due to adjustments arising from FRS10.





Integrated Property  
A Complete Real Estate Conglomerate



# Proven Integrated Township Developer

## RM11 bil Sunway Resort City

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



BEFORE



AFTER

- Malaysia's 1st integrated township with 7 components.
- Attracts more than 40 million visitors p.a. through its shopping mall & theme park.
- Malaysia's First GBI Silver Award Township.





# Multiple Strategic Locations

## Remaining Landbank

Total  
Landbank

- 3,376 acres

Total GDV

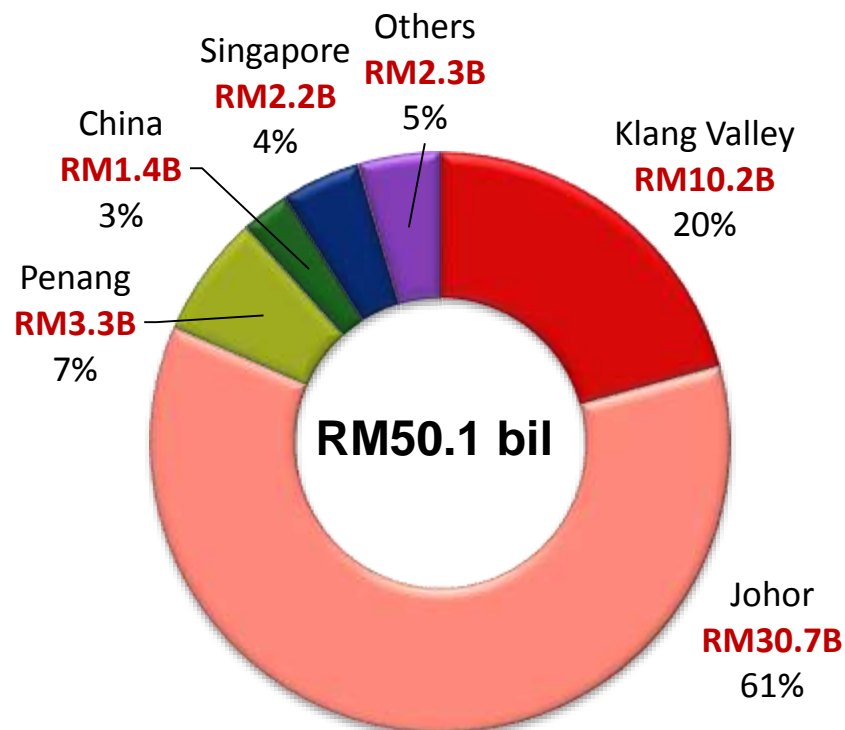
- RM50.1 billion

Effective GDV

- RM31.1 billion

Development  
Period

- Up to 15 years



### Klang Valley

787 acres (23%)  
RM 10.2 bil  
(20%)



### Johor

1,835 acres  
(54%)  
RM 30.7 bil  
(61%)



### Penang

193 acres (6%)  
RM 3.3 bil (7%)



### China

28 acres (1%)  
RM 1.4 bil (3%)



### Singapore

6.6 acres  
RM 2.2 bil (4%)



### Others

527 acres (16%)  
RM 2.3 bil (5%)

A wide-angle photograph of the Sunway South Quay waterfront at dusk. The scene features a calm body of water reflecting the sky and the city lights in the distance. On the left, a modern wooden walkway with a glass railing runs along the water's edge. On the right, a steep, rocky hillside is covered in lush greenery and illuminated by warm, golden lights. A paved path with a glass railing and modern light poles runs along the base of the hill. In the background, a city skyline is visible across the water, with a prominent tall building. The sky is a deep blue with scattered clouds.

# Sunway South Quay

GDV: RM4.0 billion

Area: 49 acres





## Residences



### Sunway Geo Residences – Condo

Take up: 82%

GDV: RM 400 mil

### Sunway Geo Residences 2 – Svc Apartment

Bookings: 70%

GDV: RM 210 mil



## Retail Shops



### Sunway Geo Retail Shops

Phase 1 Take up: 97%

Phase 2 Take up: 78% (inc bookings 90%)

GDV: RM 480 mil

## Flexi Suites



### Sunway Geo Flexi Suites

Phase 1 Take up: 85%

Phase 2 Take up: 89%

GDV: RM 200 mil



## Residences



**A' Marine –**  
GDV: RM 240m      Take up: 95%



**LaCosta – GDV: RM 403m      Take up: 89%**



**Nautica –**  
GDV: RM 171m      Take up: 100%



**Bayrocks –**  
GDV: RM 434m      Take up: 80%



# Elevated BRT – Sunway Line

- Contract Sum: RM453 mil from Prasarana
- Additional contribution by Sunway: RM99 mil



- 7 halts
- (3 in Sunway Resort City)
- PPP project between Prasarana & Sunway
- Estimated completion in 2015
- Eco-friendly buses





## Sunway Velocity

GDV: RM 3.0 billion

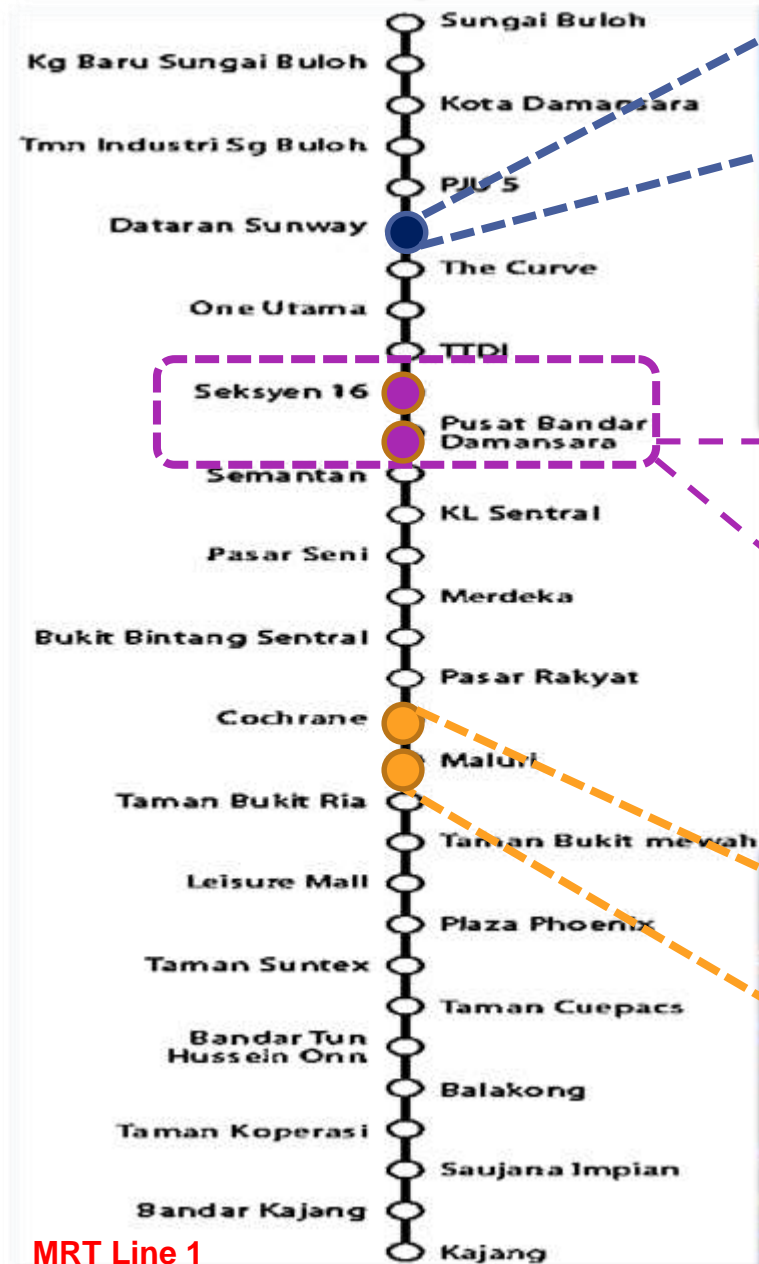
Area: 19 acres

|                   | GDV     | Take-up             |
|-------------------|---------|---------------------|
| V-Residences 2    | RM 270m | 62% (+16% bookings) |
| V-Designer Suites | RM 251m | 99%                 |
| V-Retail & Office | RM 175m | 100%                |
| V-Residences      | RM 245m | 99%                 |





# Other Integrated Developments – Klang Valley



## Sunway Damansara



## MRT Package V4 (Viaduct)

|              |             |
|--------------|-------------|
| Contract Sum | RM1.17 bil  |
| Length       | 6.6 km      |
| Period       | 2012 – 2016 |



## Sunway Velocity



|        | GDV     | Take-up |
|--------|---------|---------|
| Retail | RM 301m | 95%     |
| Office | RM 107m | 100%    |
| SOHO   | RM 119m | 82%     |

## Sunway Damansara

GDV: RM 1.7 billion

Area: 15 acres





# Sunway Iskandar

GDV: RM 30 billion

Area: 1,770 acres

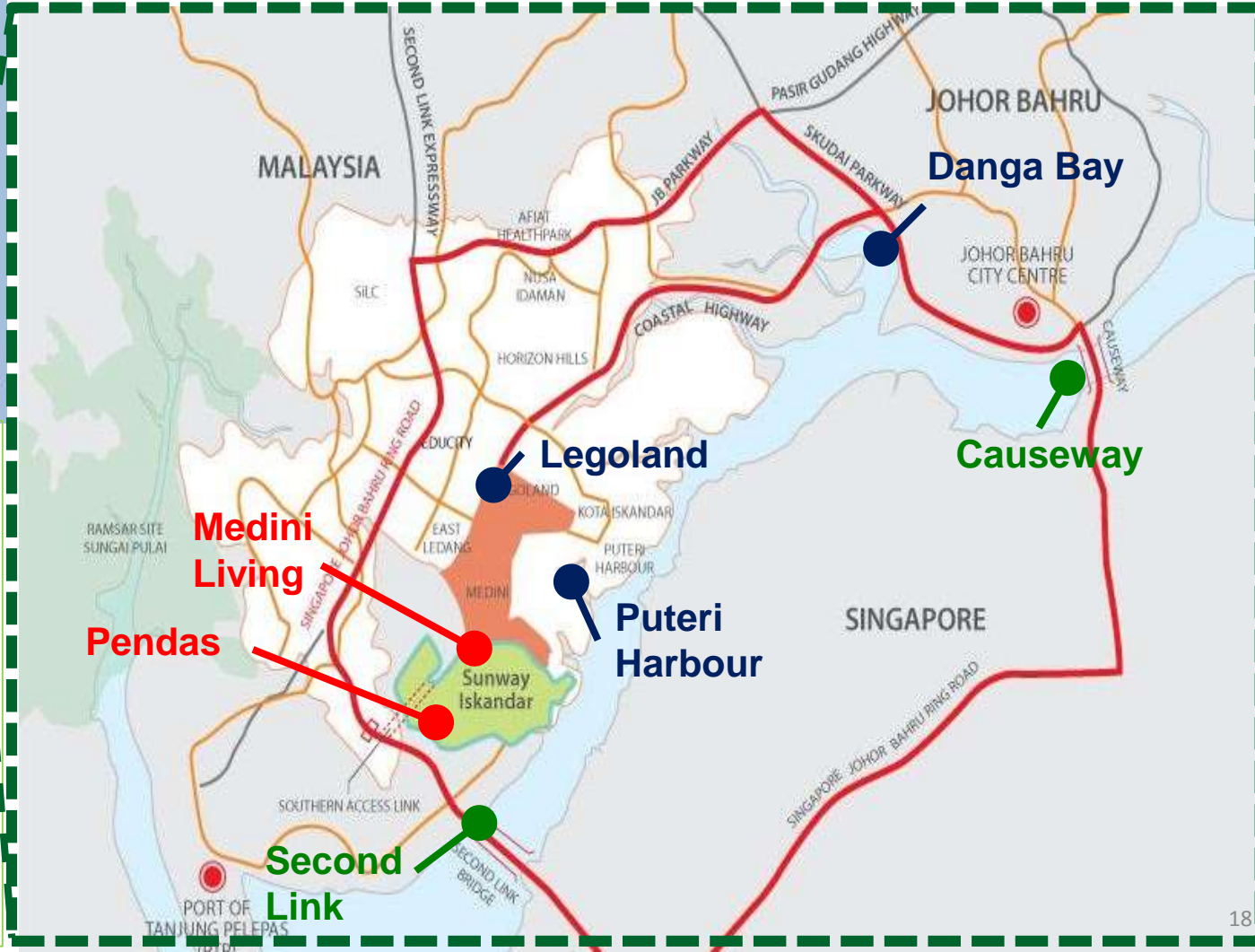




# Sunway's Next Growth Catalyst

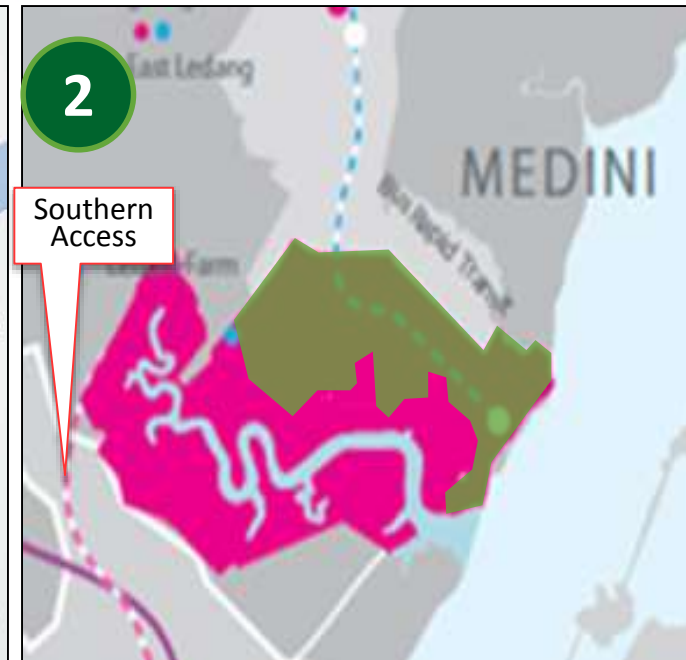
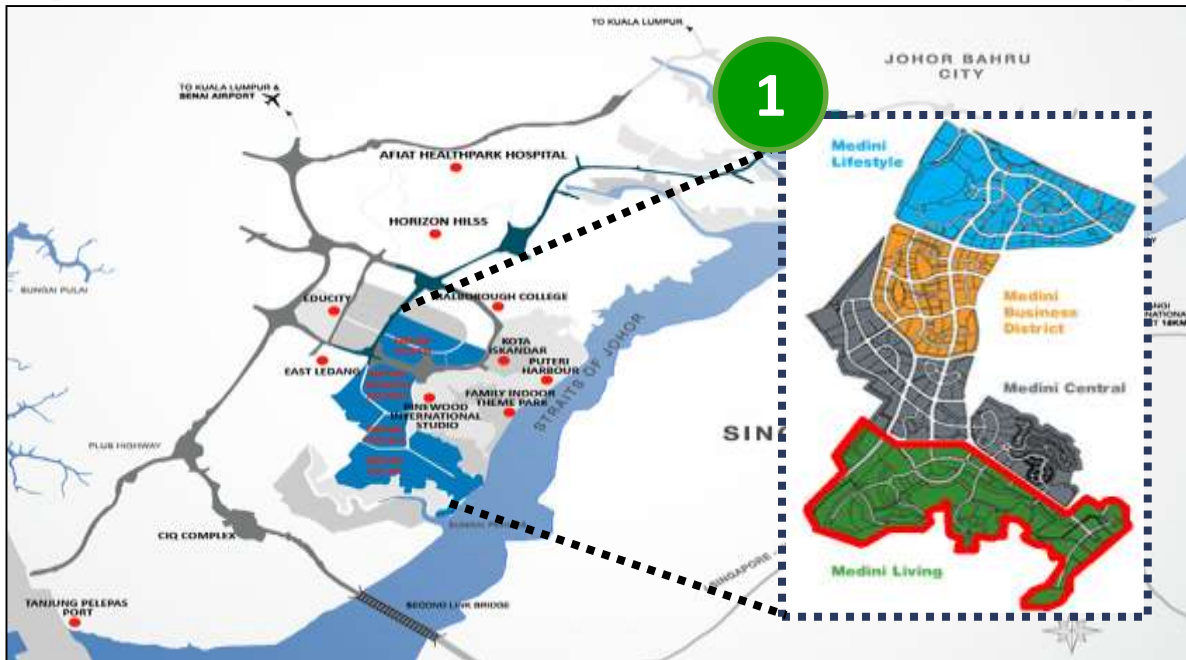


- Close proximity to Singapore
- Supported by world-class ports, 2 international airports in Senai and Changi, 2 causeways and a railway link into Singapore.



- Almost 3 times the size of Singapore, with vast land banks primed with ready transportation and telecommunications infrastructure.

# 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



# Sunway Iskandar Master Plan





# Close Proximity to Second Link





# Medini Living – Ready Infrastructure





# Citrine – Sunway Iskandar Phase I

|                            |                   |           |
|----------------------------|-------------------|-----------|
| <b>GDV</b>                 | RM 300 mil        |           |
| <b>Type of Devt</b>        | Office            | Svc Apt   |
| <b>No. of Units</b>        | 167 units         | 328 units |
| <b>Launch date</b>         | July 2014         | Q3 2014   |
| <b>Bookings</b>            | 100%              | N/A       |
| <b>Property Investment</b> | Retail (51 units) |           |



# New Land Bank Strengthens Penang Presence

## LOCATION

**ALONG JALAN PAYA TERUBONG**  
**5 MINUTES FROM KEK LOK SI TEMPLE**  
**15 MINUTES FROM PENANG AIRPORT &**  
**PENANG BRIDGE**

## TOTAL LAND SIZE

**24.458 ACRES (1,065,390 SQ. FT)**

## PURCHASE PRICE

**RM267.4 MILLION (RM251 PSF)**

## TENURE

**FREEHOLD**

## TOTAL GDV

**APPROXIMATELY RM1.5 BILLION**

## PROPOSED DEVELOPMENT

**COMMERCIAL SHOPS, SOHO AND HIGH-RISE RESIDENTIAL UNITS**

## DEVELOPMENT MIX

**50% RESIDENTIAL: 50% COMMERCIAL**





- Presence in Singapore since 2007 via 30% JV with Hoi Hup

## Completed Projects



### City View @ Boon Keng

|       |          |
|-------|----------|
| GDV   | SGD 421m |
| Units | 714      |
| Type  | DBSS     |



### The Peak @ Toa Payoh

|       |          |
|-------|----------|
| GDV   | SGD 680m |
| Units | 1,203    |
| Type  | DBSS     |



### Vacanza @ East, Jalan Senang

|         |                        |
|---------|------------------------|
| GDV     | SGD 493m               |
| Take up | 100%                   |
| Type    | Private Devt, Freehold |

## Projects Under Construction



### Miltonia Residences, Yishun

|         |                         |
|---------|-------------------------|
| GDV     | SGD 381m                |
| Take up | 100%                    |
| Type    | Private Devt, Leasehold |



### Arc @ Tampines

|         |            |
|---------|------------|
| GDV     | SGD 466m   |
| Take up | 100%       |
| Type    | Exec Condo |



### Lake Vista, Yuan Ching Road

|         |          |
|---------|----------|
| GDV     | SGD 366m |
| Take up | 100%     |
| Type    | DBSS     |

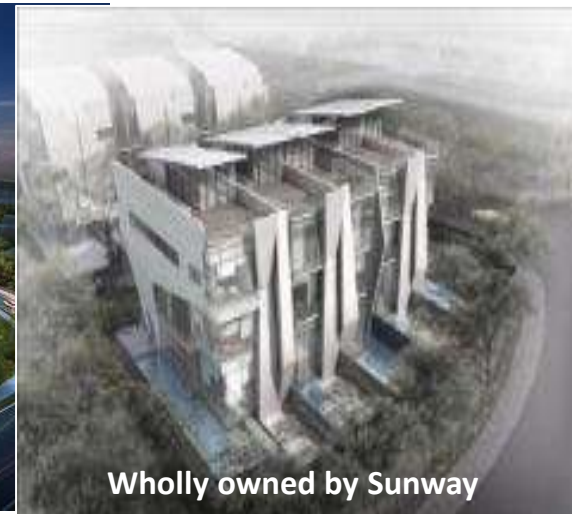


### Sea Esta, Pasir Ris

|         |                         |
|---------|-------------------------|
| GDV     | SGD 359m                |
| Take up | 100%                    |
| Type    | Private Devt, Leasehold |

# Singapore

## New Launches



Wholly owned by Sunway

### Royal Square @ Novena

### Mount Sophia

### Avant Parc, Sembawang

| Location           | Novena MRT  | Dhoby Ghaut MRT                                   | Sembawang   |
|--------------------|---|---|---|
| GDV                | SGD 776m (excl. hotel)                                  | SGD 822m  | SGD 35m   |
| Type               | Medical Suites, Hotel & Retail                          | Low Rise Condominium                              | 3-storey terrace  |
| Units              | Medical Suites – 171<br>Retail – 51                     | 487   | 15  |
| Launch             | Oct 2013  | Q3 2014   | Q3 2014   |
| Take-up            | Medical Suites (53%)<br>Hotel (en bloc)<br>Retail (55%) | -   | -   |
| Project Attraction | Novena is zoned as the medical hub of Singapore         | Located 10 minutes walk from Orchard & the Istana | One of few landed residential developments in Singapore |



# China - Tianjin

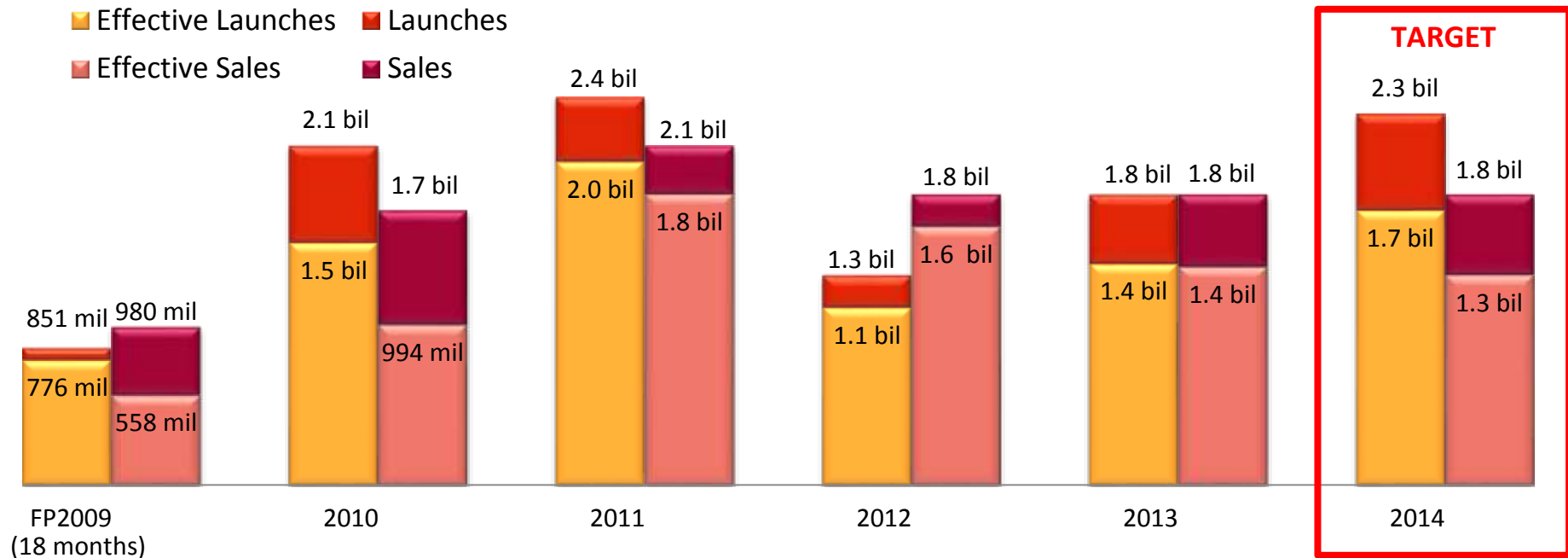
To develop a city that will be a “Model for Sustainable Development”.  
It is a strategic collaboration of the Chinese and Singaporean Consortium

## Sunway & SSTECH JV First Launch

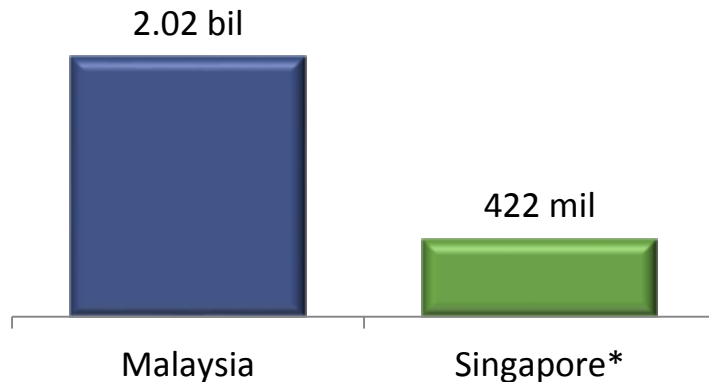
|        |               |
|--------|---------------|
| GDV    | RM 90 million |
| Units  | 168           |
| Type   | Condominium   |
| Launch | 2H 2014       |



# Launches and Sales Trend



## 2014 Q2 – Unbilled Sales



**Total Unbilled Sales:**  
**RM 2.4 bil**

\* Singapore sales will not be included in group revenue as it is a 30% owned jointly controlled entity



# Property Outlook for 2014

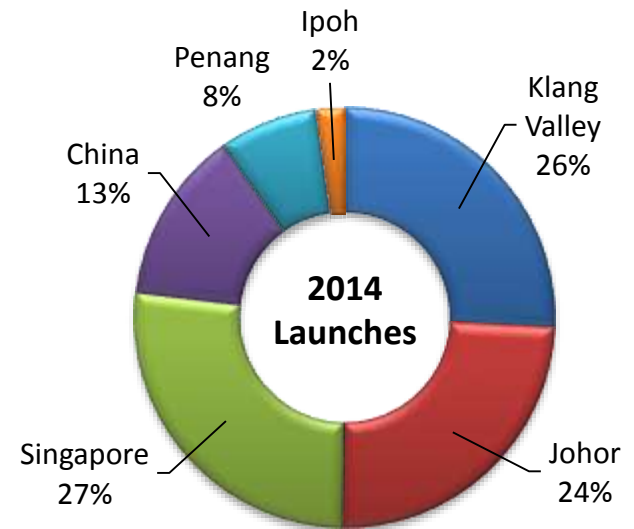
## Key Launches in 2014

|                                       | GDV (RM)       |
|---------------------------------------|----------------|
| • Sunway Velocity Residences          | 250 mil        |
| • Sunway South Quay Service Apartment | 200 mil        |
| • Citrine, Sunway Iskandar            | 300 mil        |
| • Sunway Wellesley, Penang            | 100 mil        |
| • Mount Sophia, Singapore (Effective) | 600 mil        |
| • Tianjin                             | <u>200 mil</u> |
|                                       | 1,900 mil      |

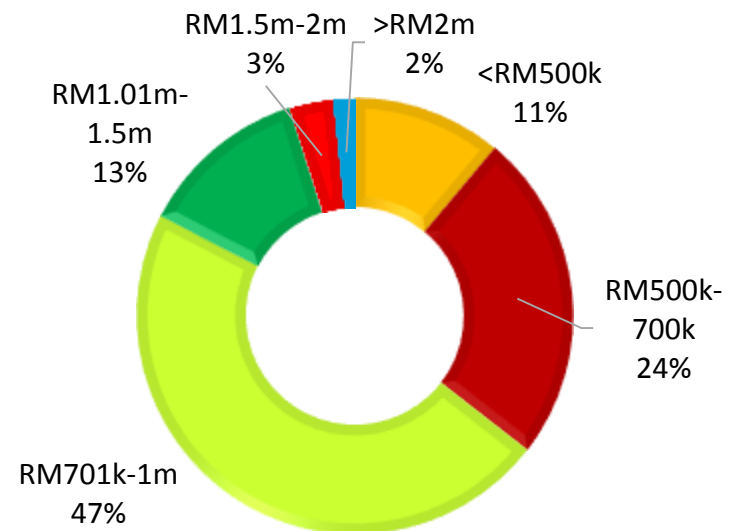


Artists'  
Impression of  
Sunway Geo  
Residences 2



## Distribution of Launches 2014



## Product Pricing Breakdown



# Investment Properties Under Development

| @ Bandar Sunway |   |  |   | @ Kuala Lumpur  |               |
|-----------------|---|--|---|---|---------------|
| Properties      |  |  |  |  |               |
|                 | The Pinnacle  | Sunway Pyramid 3   | Sunway University<br>New Academic Block   | Sunway Velocity<br>Shopping Mall  |               |
|                 | Type  | 25-storey Grade A Office   | Hotel & Mall Extension  | 12-storey Academic Block  | Shopping Mall |
|                 | GDV   | RM350 mil  | RM500 mil   | RM300 mil   | RM1.6 bil     |
|                 | GFA   | 600 k sq ft  | 440 rooms +<br>220 k sq ft GFA  | 670 k sq ft   | 1,000 k sq ft |
|                 | Car Parks   | 1,000  | 1,027   | 900   | 2,210         |
|                 | Expected<br>Comple't'n  | Completed  | Mid 2015  | Mid 2015  | End 2015      |

30



# Malaysian REIT with RM5.2B Asset Value



**Sunway Pyramid Shopping Mall**



**Sunway Carnival Shopping Mall**



**SunCity Ipoh Hypermarket**



**Sunway Resort Hotel & Spa**



**Pyramid Tower Hotel**



**Sunway Hotel Seberang Jaya**



**Menara Sunway**



**Sunway Tower**



**Sunway Putra Place**



**Sunway Medical Centre**

## Overall Snapshot

Market Cap\* RM 3.6 billion

GFA 11.6 million sf

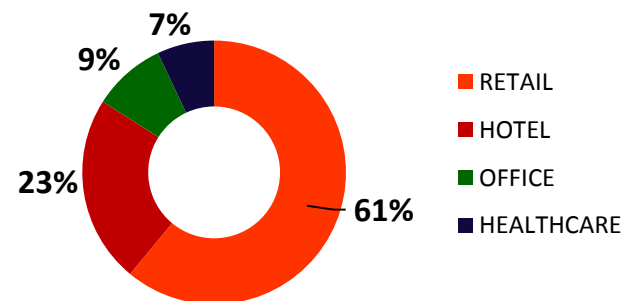
NLA 3.8 million sf

DPU (FY 2013) 8.3 sen

Yield \* 6.7%

Gearing 31%

\*Based on closing price of RM1.24 as at 31 Dec 2013



# Sunway Construction

## A Global Builder





# One Stop Construction Company

Rihan Heights



Offices in Putrajaya



Putrajaya GDC Plant



- Proven turnkey contractor providing holistic services which includes civil and building construction, geotechnical engineering, MEP engineering, precast concrete and machinery rental
- Design-and-build capabilities. First to employ VDC in Malaysia to increase competitive advantage
- Completed projects include Kuala Lumpur Convention Center, Impiana Hotel Extension, SILK highway, SKVE highway, Legoland, Sunway Pyramid, Sunway Medical and many more
- Accorded the Export Excellence Awards (Services) from the Ministry of International Trade and Industry (MITI) in 2011 and the International Achievement Award by CIDB in 2013 due to iconic Rihan Heights projects in Abu Dhabi
- Top 3 precast concrete producer in Singapore

# Construction Order Book – RM3.4 billion

|  | Contract Sum<br>RM'mil | O/S Order Book<br>RM'mil |     |
|--|------------------------|--------------------------|-----|
| Infrastructure                               |                        |                          |     |
| MRT Package V4 (Sec 17 to Semantan)          | 1,173                  | 673                      | 60% |
| LRT Kelana Jaya Line Extension (Package B)   | 569                    | 212                      |     |
| BRT Sunway Line                              | 452                    | 260                      |     |
| Johor  |                        |                          |     |
| Urban Wellness Centre                        | 283                    | 223                      | 27% |
| Others                                       |                        |                          |     |
| KLCC NEC                                     | 304                    | 236                      |     |
| KLCC Package 2 (Piling & Substructure)       | 222                    | 166                      |     |
| Others                                       | 772                    | 243                      | 13% |
| Internal                                     |                        |                          |     |
| Sunway Velocity Mall (Substructure)          | 291                    | 38                       |     |
| Sunway Velocity Phase 2 (Substructure)       | 179                    | 19                       |     |
| Sunway University New Academic Block         | 192                    | 86                       |     |
| Sunway Putra Place                           | 258                    | 81                       |     |
| Sunway Pyramid 3                             | 203                    | 167                      |     |
| Sunway Medical Centre Phase 3                | 178                    | 178                      |     |
| Sunway Geo Retail Shops & Flexi Suites       | 153                    | 153                      |     |
| Sunway Iskandar - Citrine Service Apartments | 200                    | 187                      |     |
| Singapore                                    |                        |                          |     |
| Precast                                      | 814                    | 446                      |     |
| 6,243  |                        | 3,368                    |     |


**MRT Package V4**

**KLCC NEC**

**Sunway Pyramid 3**



# In the pipeline



- Tender Rolling Order Book – RM1.5 billion per month
- Aim to maintain order book with replenishment of approximately **RM2.5 billion** for 2014 (including internal orders)
- To continue to ride on Economic Transformation Programme (ETP) and 10<sup>th</sup> Malaysia Plan projects
- Leverage on existing MRT, LRT & BRT contracts and proven delivery capabilities to secure further MRT contracts



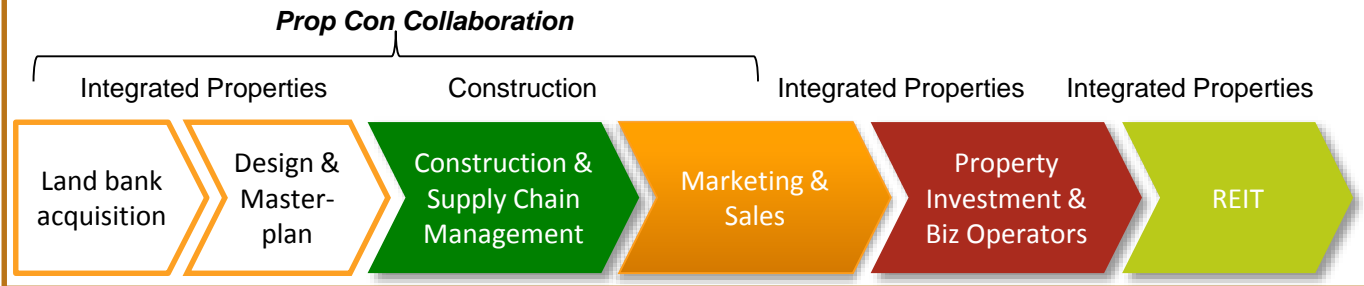
# Key Takeaways



## Leading Property & Construction Group in Malaysia

- Top 5 property group in Malaysia by market capitalization
- Reputable developer with multiple product offerings
- Successful track record as an integrated township developer with 7 components

## Integrated Real Estate Business Model



## Positioned for Growth

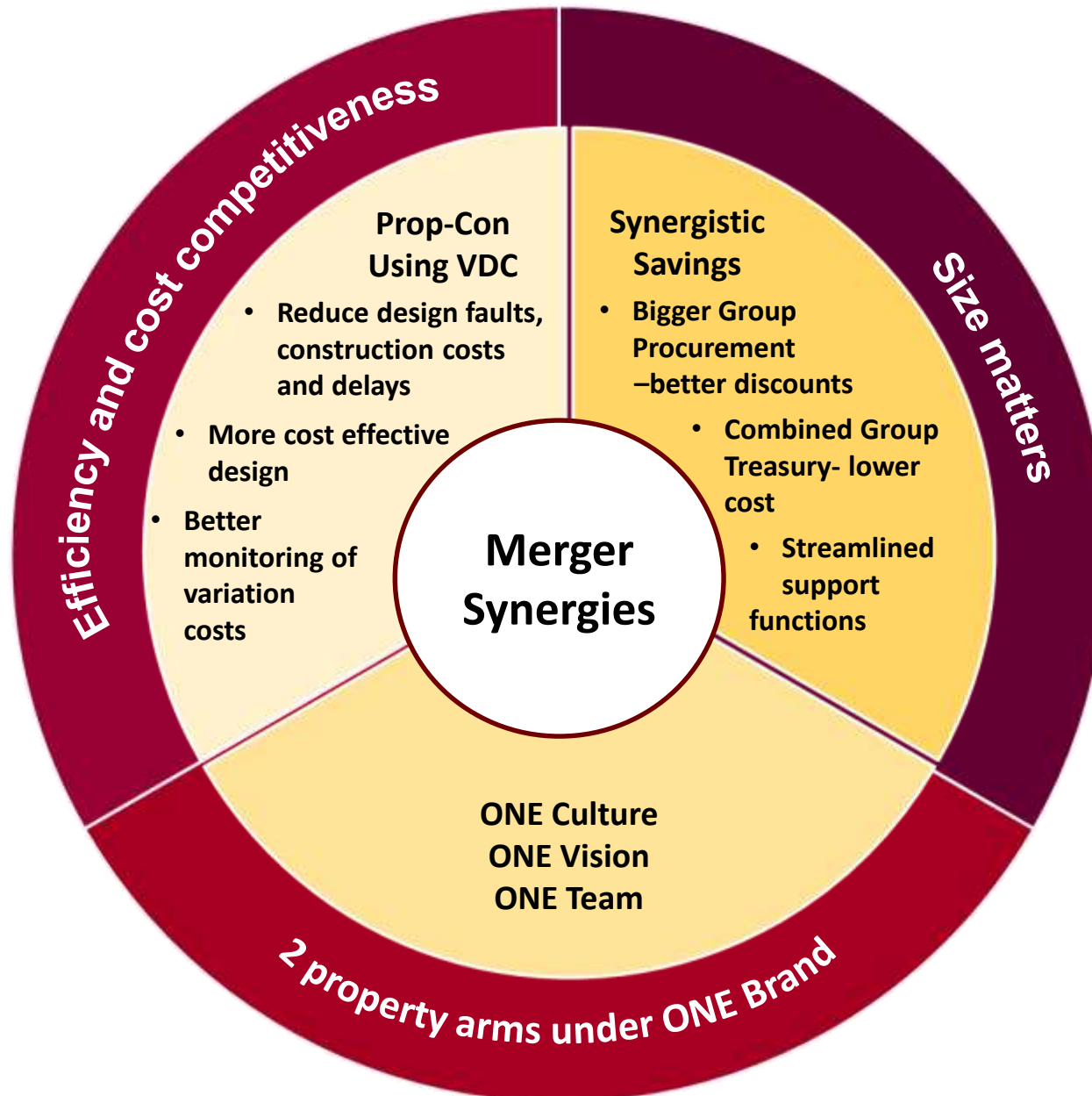
- Landbank of 3,376 acres located across multiple strategic locations
- High Potential: KVMRT-linked developments (GDV: RM5bil) & Iskandar (GDV: RM 31bil)
- Strong presence in high growth Johor-Singapore region
- Focused regional strategy, mainly in Malaysia, Singapore and China

## Resilient Earnings Base

- 2014 target launches worth RM 2.3 bil
- Unbilled Sales of RM 2.4 bil
- Construction order book of RM 3.4 bil
- Recurring income from Sunway REIT and Property Investment Division

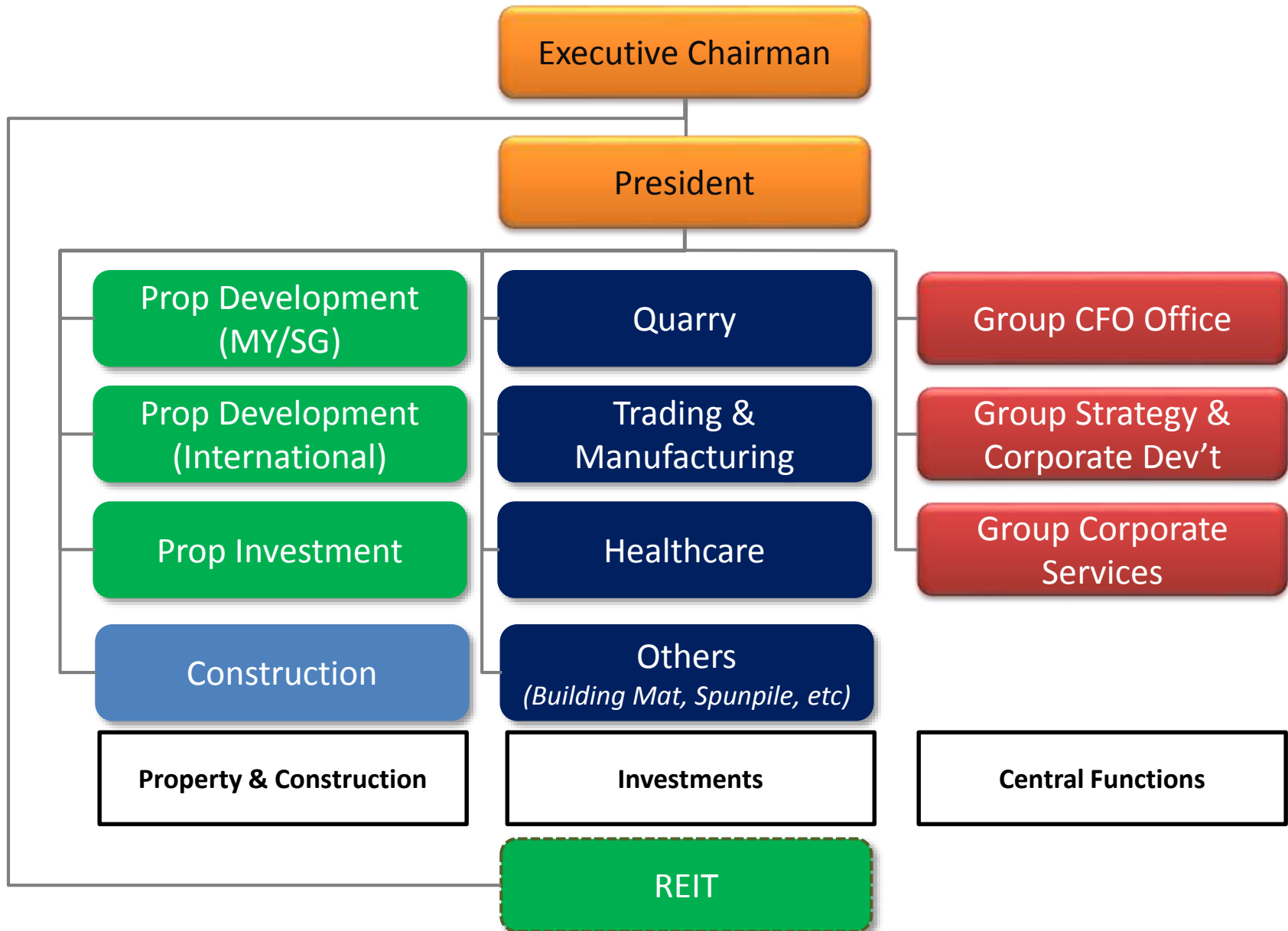


# Appendix





# New Organisation Structure



## 1 Shopping Mall



|           | Sunway Giza  |
|-----------|--|
| Location  | Sunway Damansara   |
| Descriptn | 3-storey neighbourhood mall which offers various lifestyles services |
| NLA*      | 100 k sq ft  |
| Occ Rate  | 100%   |
| Outlets   | 66   |
| Opened    | Dec 2009   |

\*NLA: Net Lettable Area

## 2 Education Buildings



|           | Sunway University College                                     | Monash University Sunway Campus |
|-----------|---|---------------------------------|
| Location  | Bandar Sunway   |                                 |
| Descriptn | Malaysia's only township with 2 tertiary education institutes |                                 |
| NLA       | 615 k sq ft   | 985 k sq ft                     |
| Occ Rate  | 100%  | 100%                            |
| Capacity  | 10,000 students   | 10,000 students                 |
| Opened    | Dec 1992  | Feb 2007                        |

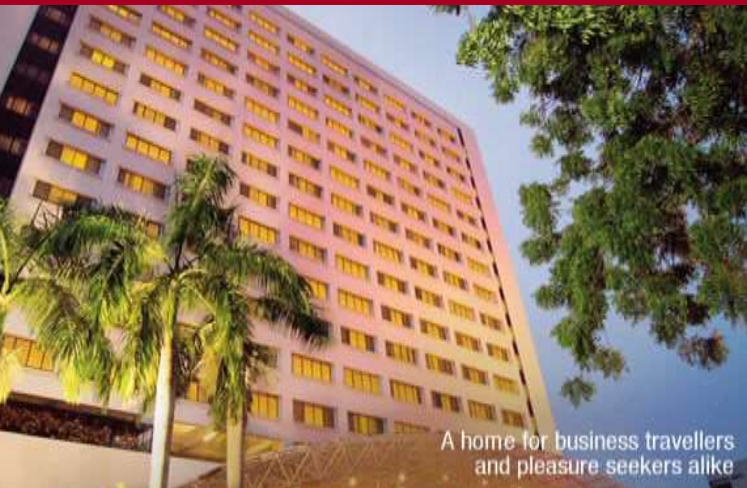


## Hotels Under Management



|              | Sunway Resort Hotel & Spa                   | Pyramid Tower Hotel     | Sunway Putra Hotel      | Sunway Hotel Seberang Jaya |
|--------------|---|-------------------------|-------------------------|----------------------------|
| Location     | Bandar Sunway                               | Bandar Sunway           | Kuala Lumpur            | Seberang Jaya              |
| Rooms        | 439 rooms, 5-star hotel                     | 549 rooms, 4-star hotel | 618 rooms, 5-star hotel | 202 rooms, 4-star hotel    |
| Lease Rental | 20% of revenue + 70% Gross Operating Profit |                         |                         |                            |
| Occ Rate     | 72%   | 78%                     | 46%                     | 60%                        |
| ARR          | RM 440                                      | RM 290                  | RM 180                  | RM 205                     |

## 2 Hotels & 1 Retreat



|          | Sunway Hotel Georgetown                                  | Sunway Lost World Hotel   | Banjaran Hot Springs Retreat       |
|----------|--|---|------------------------------------|
| Location | Georgetown, Penang                                       | Ipoh, Perak   | Ipoh, Perak                        |
| Rooms    | 250 rooms, 4-star hotel                                  | 174 rooms, 3-star hotel   | 25 rooms, 5-star retreat           |
| Intro    | Nearby centre of government activities and shopping mall | Located adjacent to Lost World of Tambun theme park amidst nature | Luxury wellness destination resort |
| Occ Rate | 70%  | 60%   | 50%                                |
| ARR      | RM 180   | RM 157  | RM 1,150                           |



## 2 Overseas Hotels



|          | Sunway Hotel Phnom Penh                             | Sunway Hotel Hanoi   |
|----------|---|--|
| Location | Phnom Penh, Cambodia                                | Hanoi, Vietnam   |
| Rooms    | 138 rooms, 4-star hotel                             | 145 rooms, 4-star hotel                                      |
| Intro    | Surrounded by famous Cambodian historical landmarks | Romantic Vietnamese ambience and ultra modern business hotel |
| Occ Rate | 68%   | 67%  |
| ARR      | USD 66  | USD 55   |

## 2 Theme Parks



### Sunway Lagoon

|             |  |
|-------------|--|
| Location    | Bandar Sunway  |
| Intro       | Malaysia's first and the largest Premier water theme park                          |
| Area        | 60 acres   |
| Awards      | Winner of Asia's Best Attraction Award for 5 consecutive years                     |
| Events      | World class location for International Events<br>✓MTV World Stage Live in Malaysia |
| Visitorship | Over 1.1 million per year  |

### Lost World of Tambun

|             |   |
|-------------|---|
| Location    | Tambun, Ipoh, Perak   |
| Intro       | First themed water park that provides hotsprings in Malaysia                      |
| Area        | 40 acres  |
| Awards      | Best Brand in Leisure & Hospitality 2013-BrandLaureate                            |
| Events      | Preferred location for local companies<br>✓Final Competition for DJ Mix Challenge |
| Visitorship | Over 500k per year  |



## 1 Medical Centre



|                                | Sunway Medical Centre  |
|--------------------------------|--|
| Location                       | Bandar Sunway  |
| Intro                          | One of Malaysia's most recognized Medical Centre which has won the Quality Excellence Management Award |
| Beds                           | 342  |
| Specialist Consultation Suites | 100  |
| Operating Theatres             | 12   |
| Lease Rental                   | RM 19 mil (2013) + 3.5% increment p.a.   |

# Trading and Manufacturing

- 45 branches over 7 countries
- 50% PBT - overseas market
- 116 agency lines for heavy equipment and industrial products
- Over 6,700 customers from >30 countries
- Providing the best value product through global sourcing
- Developing in-house brands like Totalrubber and Sunflex(hoses), Suntrak (tracks), Sunguard (oil filter)

- ✓ **Business growth**
- Proven business model, easily replicated in new countries
  - Regional expansion, 7 countries in Asia Pacific region
  - New agency lines, e.g. Lonking, Ammann
  - Focus on going upstream into manufacturing of related products

## Hoses & Fittings



- Strong own branding – “SunFlex”

Segment Contribution

50 %

## Heavy Equipment Parts



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

10 %

## Heavy Equipment



- Exclusive distribution agent for
  - **Furukawa** heavy equipments
  - **Airman** Compressor and Generator Set
  - **Sany** Concrete Pumps and Cranes
  - **Lonking** wheel-loaders

30 %

## Building Materials



10 %



## Quarry Operations

### Aggregates

- Re-entered Malaysian quarry business in 2005, with 3 quarries. Expanded to current 7 quarries
- Market share
  - Klang Valley - 10%
  - Nationwide – 6%
  - Avg selling price RM 17/ton



### Asphaltic Premix

- 8 asphalt plants locally
- Market share
  - Klang Valley 20%
  - Nationwide 9%
  - Avg selling price RM 165/ton



## Building Materials Operations

### Pavers

- Annual Production:
  - Current : 1.8 mil m<sup>2</sup>
- Another plant in Shanghai
- Major supplier for Shanghai Expo 2010 and Guangzhou Asian Games 2010



### Clay Pipes

- Annual Production
  - Current : 42,000 tons
- Produced under SK brand



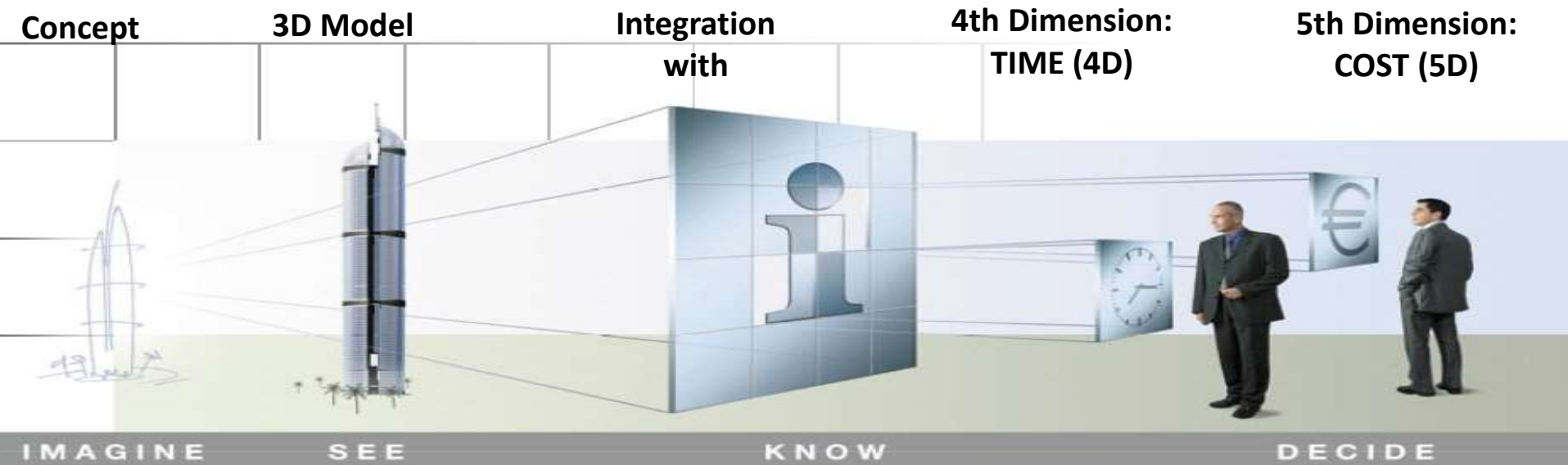
### Spunpile

- Plant located in Zhuhai, China
- Annual capacity of 200,000 tons p.a.
- Immediate projects include ports and shipyards



# What is VDC?

**Virtual Design & Construction**  
**= Building Information Modeling + Integrated Project Delivery**



## Definition :

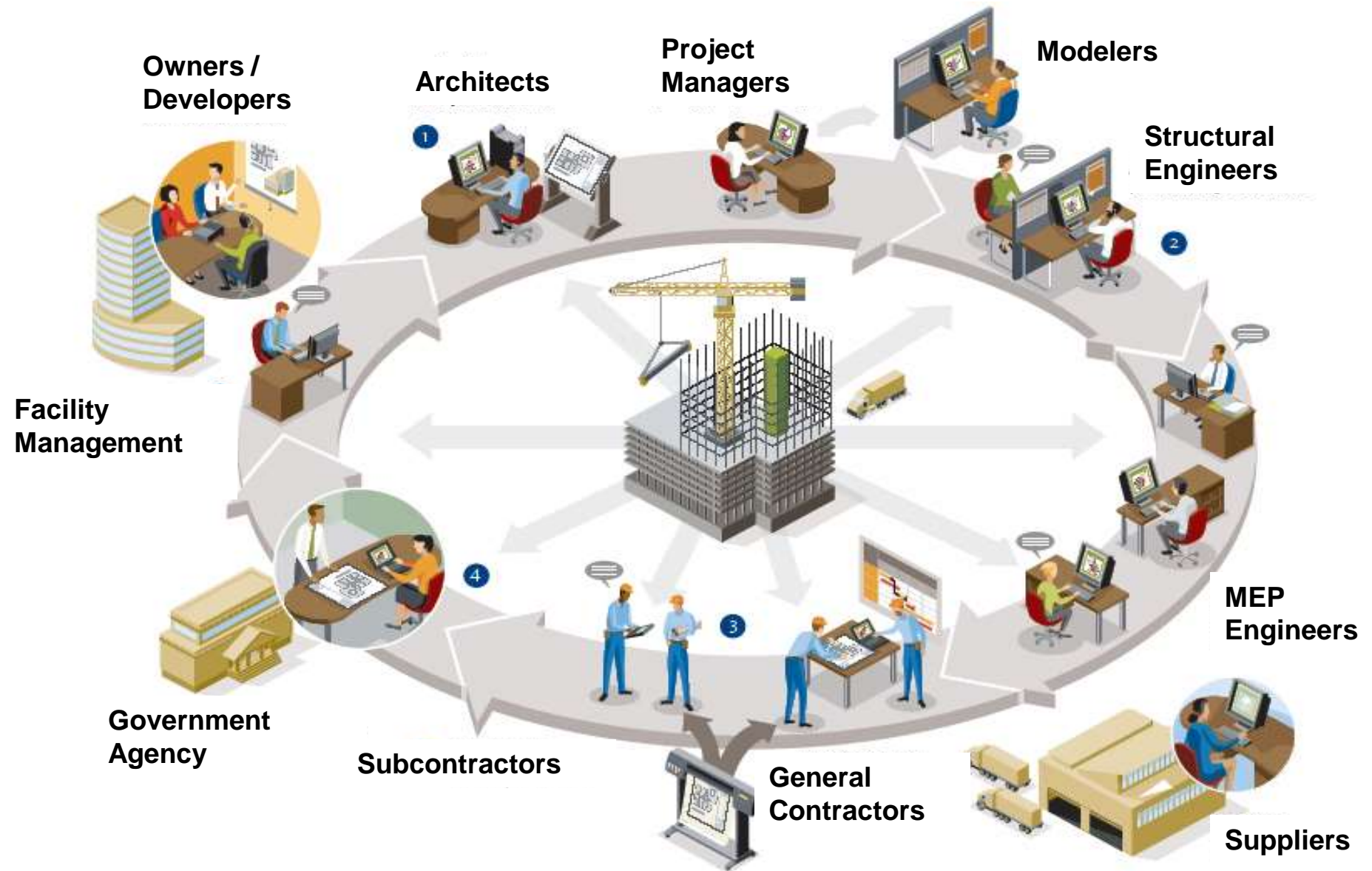
VDC is an integrated approach of managing design & construction using digital information models

## Objective

VDC strives to improve productivity through real-time information exchange & upfront collaboration among project stakeholders

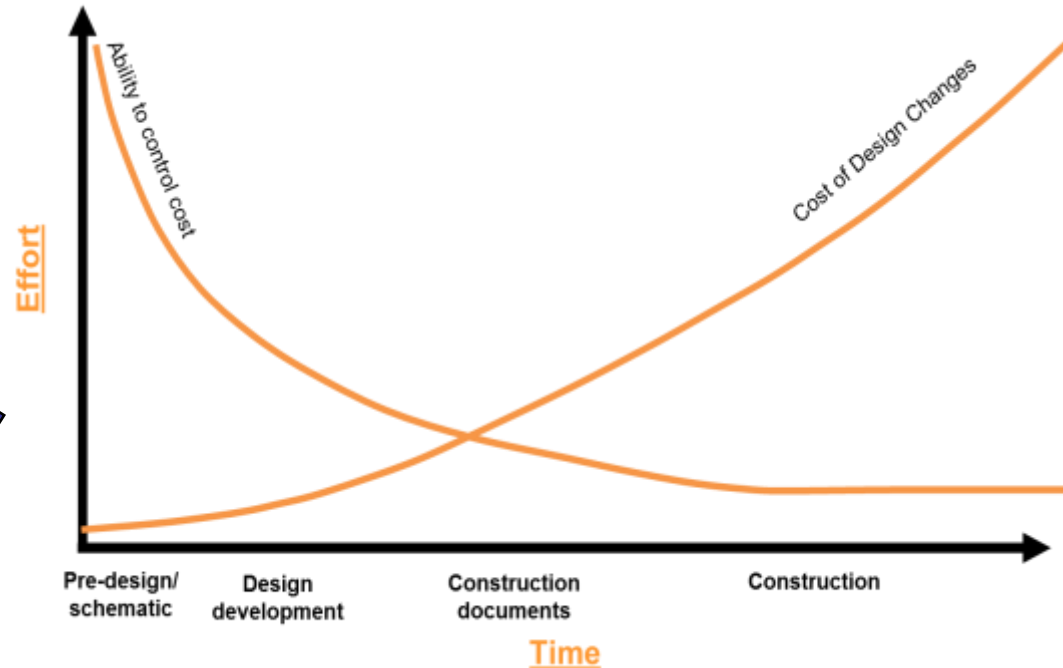
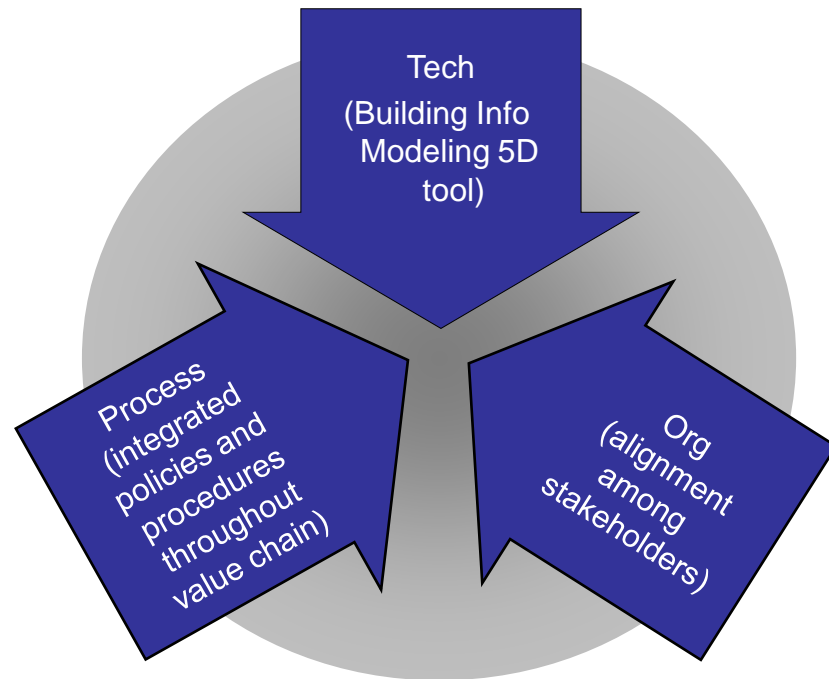


# How VDC works?



*\*IPD enabling Cost, Design & Schedule to flow freely and transparently across all parties in early stages*

## VDC = Technology + Processes + Organization



- The discrete software components can be acquired
- The integrated system, collaborative processes and aligned organization are much more difficult to replicate
- Early collaboration avoids unnecessary cost and delays



## Faster delivery

- **Automated** rather than manual processes
- **Shared platform** rather than duplication of data across formats
- **Real-time information sharing** rather than manual back-and-forth
- **Clash detection** to find and fix errors early
- Scenario simulation for **fast feedback loop**
- **Optimized scheduling** across multiple parties
- Design for **more efficient construction**

## Cost-effective procurement

- Use more **cost-effective materials** (design to build)
- **Consolidate procurement** (no one-off, last minute orders)
- **Reduce raw materials waste** (accurate forecasts on how much you need)
- **Reduce raw materials/equipment inventory** (JIT sourcing)

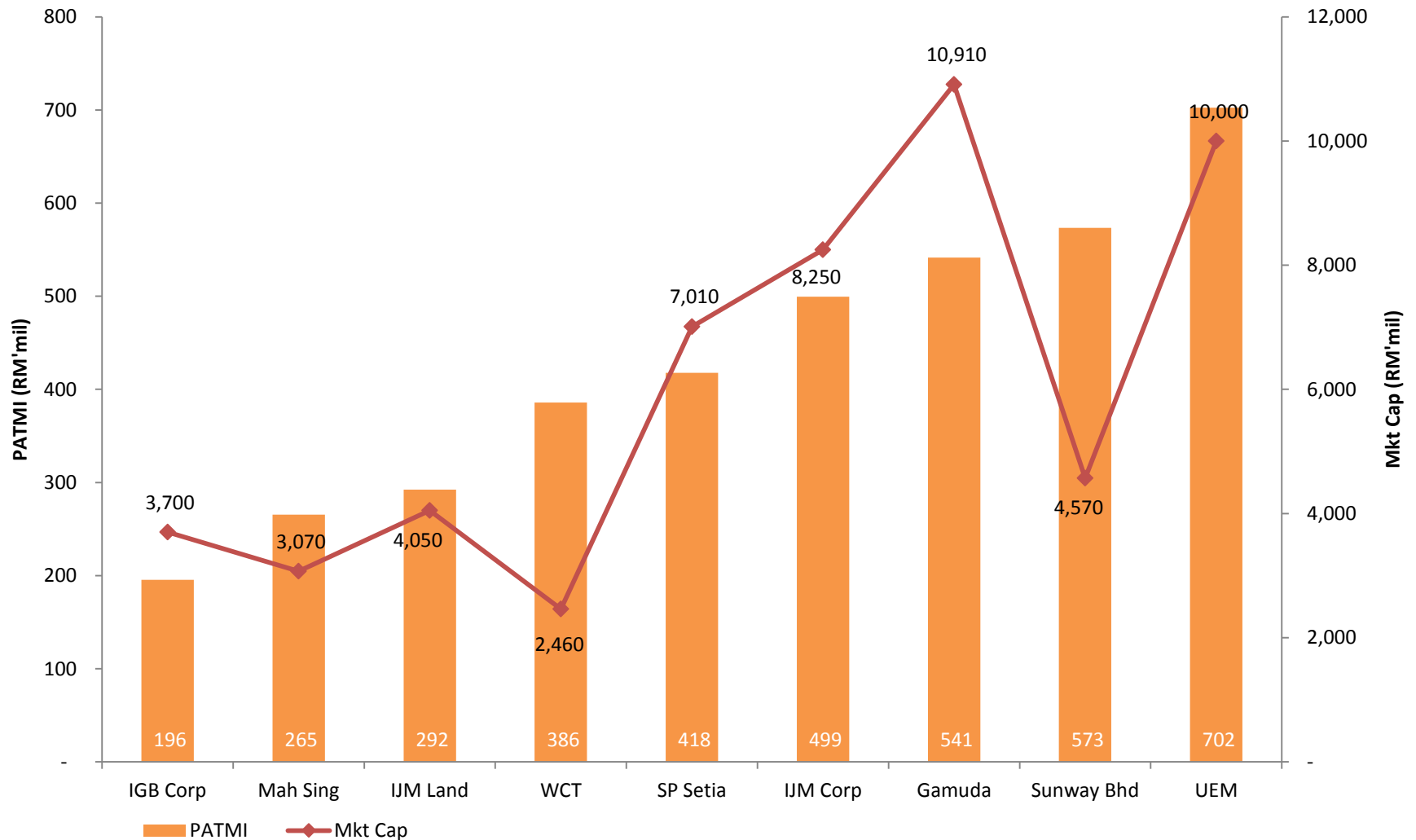
## Reduced project risk

- Greater **timing accuracy**
- Greater **cost accuracy**
- More **effective decision-making**

# Overall Competitor Analysis



## Comparison by Mkt Cap and PATMI

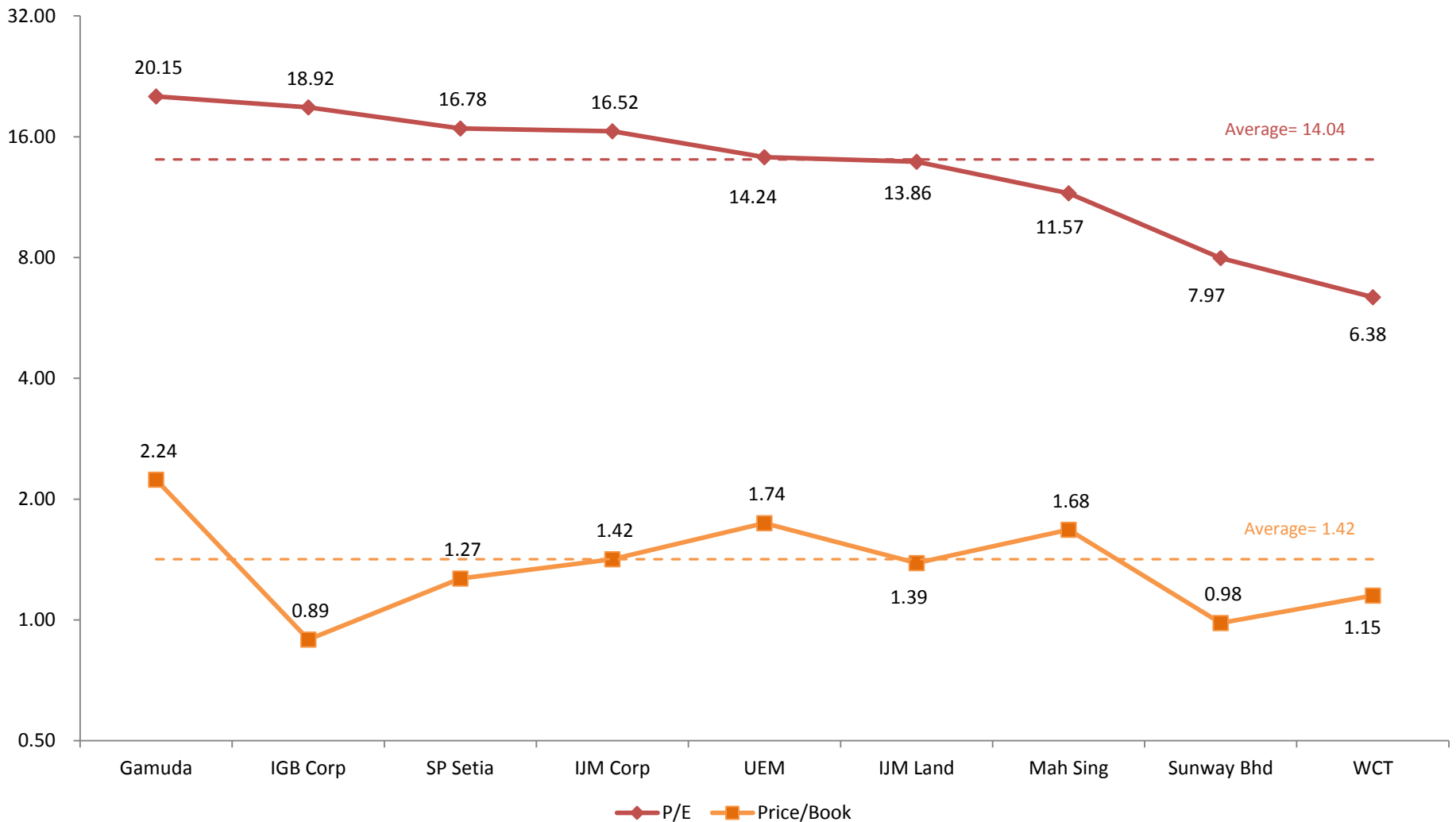




# Overall Competitor Analysis



## Comparison by P/E and P/B



Sources: Bloomberg as at 13/12/2013, Companies' Quarterly Report up to 30/9/2013

# Thank You

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