



SUNWAY™

SUNWAY BERHAD
Q2 2015 RESULTS BRIEFING PACK

27 AUGUST 2015



1) Year on Year

- PBT up 20%
- PATMI up 30%
- PATMI Margin improves to 22.8% from 15.2%
- Interim dividend of 5 sen per share

2) Quarter on Quarter

- All divisions are generally performing in line except the trading and manufacturing segment which is affected by post GST slowdown and reduced demand overseas following a drop in oil and commodity prices.

3) Key Indicators Remain Strong

- Property Sales : **RM 478 million** (Effective: RM 353 mil)
- Property Unbilled Sales : **RM 2.3 billion** (Effective: RM 1.7 bil)
- Construction Outstanding Order Book : **RM 2.7 billion**

Overview of Key Performance Highlights

RM mil	Q2 FY 2015	Q2 FY 2014	Q1 FY 2015	YTD 2015	YTD 2014
	Apr - Jun 2015	Apr - Jun 2014	Jan - Mar 2015	Jan - Jun 2015	Jan - Jun 2014
Revenue	1,041.5	1,204.6	1,060.0	2,101.5	2,230.3
EBIT	290.2	243.8	204.9	495.1	393.8
EBIT Margin	27.9%	20.2%	19.3%	23.6%	17.7%
PBT	280.9	233.6	193.5	474.4	375.8
PBT Margin	27.0%	19.4%	18.3%	22.6%	16.8%
PATMI	237.9	182.5	146.5	384.4	286.5
PATMI Margin	22.8%	15.2%	13.8%	18.3%	12.8%
EPS (sen) *	13.54	10.59	8.45	22.03	16.62

The following items were included in the calculation of the profit of the Group:

(RM mil)	Q2 2015		Q2 2014		Q1 2015		YTD 2015		YTD 2014	
	PBT	PATMI	PBT	PATMI	PBT	PATMI	PBT	PATMI	PBT	PATMI
Fair value gain (associate)	(110.8)	(110.8)	(61.9)	(61.9)	-	-	(110.8)	(110.8)	(61.9)	(61.9)
(Gain)/Loss on derivatives	(0.5)	(0.5)	(0.2)	(0.2)	3.2	3.2	2.7	2.7	(0.1)	(0.1)
Fair value of ESOS	8.9	8.9	5.6	5.6	3.9	3.9	12.8	12.8	11.8	11.8
Gain on disposal	0.0	0.0	-	-	(22.9)	(22.9)	(22.9)	(22.9)	-	-
Listing Expenses	1.2	1.2	-	-	-	-	1.2	1.2	-	-
	(101.2)	(101.2)	(56.5)	(56.5)	(15.8)	(15.8)	(117.0)	(117.0)	(50.2)	(50.2)

* Based on weighted average share capital on respective dates

Balance Sheet and Gearing

	Quarter ended 30/6/2015 (Unaudited) RM'mil	Quarter ended 30/6/2014 (Unaudited) RM'mil	Quarter ended 31/3/2015 (Unaudited) RM'mil
Non-current Assets	7,557.0	6,582.4	7,135.7
Current Assets	6,231.2	4,952.6	6,147.6
Assets Held for sale	-	8.7	-
Total Assets	13,788.2	11,543.6	13,283.3
Current Liabilities	4,744.9	3,958.9	4,480.3
Non-current Liabilities	2,347.3	1,656.3	2,319.6
Liabilities Held for sale	-	64.8	-
Total Liabilities	7,092.2	5,680.0	6,799.9
Shareholders' Funds	6,268.4	5,530.9	6,122.8
Non-Controlling Interests	427.7	332.7	360.6
Total Equity	6,696.0	5,863.7	6,483.4
Total Equity & Liabilities	13,788.2	11,543.6	13,283.3
Total Borrowings	4,384.3	3,211.8	3,999.8
Cash and bank balances and short-term investments	2,163.4	1,479.5	2,024.7
Net Gearing Ratio	0.35	0.31	0.32
Share Capital	1,764.3	1,723.8	1,739.9
Net Assets Per Share	3.55	3.21	3.52

Property Development Segmental Review

	<u>Q2 2015</u>	<u>Q2 2014</u>	<u>Q1 2015</u>	<u>YTD 2015</u>	<u>YTD 2014</u>
Revenue (RM'mil)	324.2	301.7	180.7	504.9	524.0
Operating Profit (RM'mil)	36.7	58.0	40.0	76.8	110.1
Op. Profit Margin	11.3%	19.2%	22.2%	15.2%	21.0%
EBIT (RM'mil) (incl. share of assc. & JCE)	53.3	77.0	55.2	108.5	146.8
EBIT Margin (incl. share of assc. & JCE)	16.5%	25.5%	30.5%	21.5%	28.0%

Review of Performance

- Yoy, revenue is higher due to higher progress billings from Sunway Montana and Sunway Lenang Heights in 2015. Qoq, revenue is higher due to higher contributions from Sunway Montana, Sunway Lenang Heights and Sunway Eastwood.
- Yoy, operating profit and EBIT is lower due to completion of Sunway Nexis in Sunway Damansara.
- Qoq, operating profit and EBIT is lower due to lower contribution from Sunway Velocity.

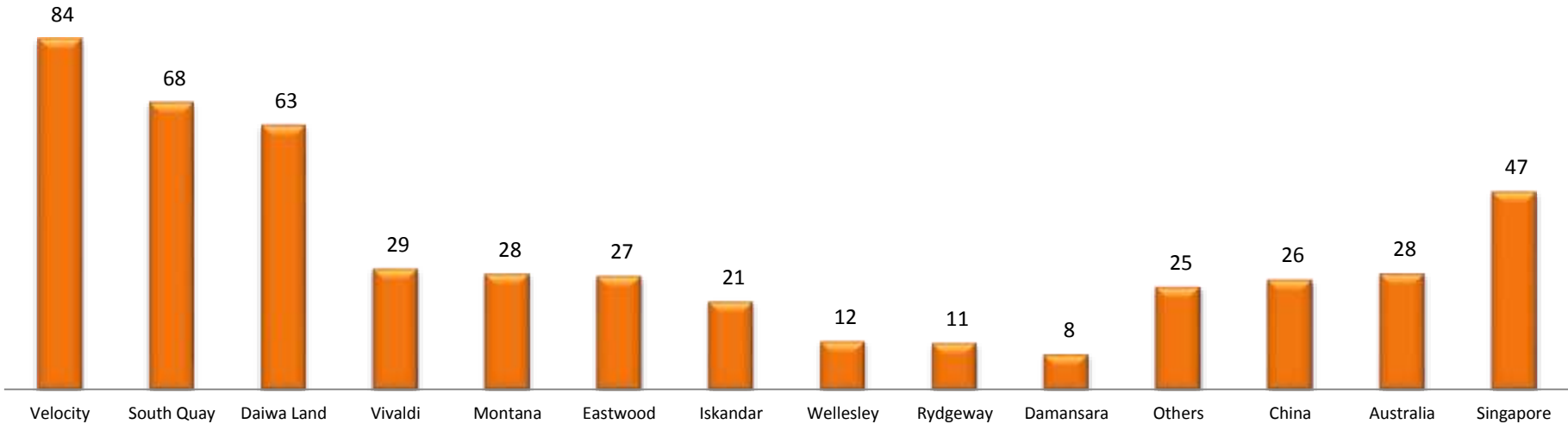


Sunway Geo Residences

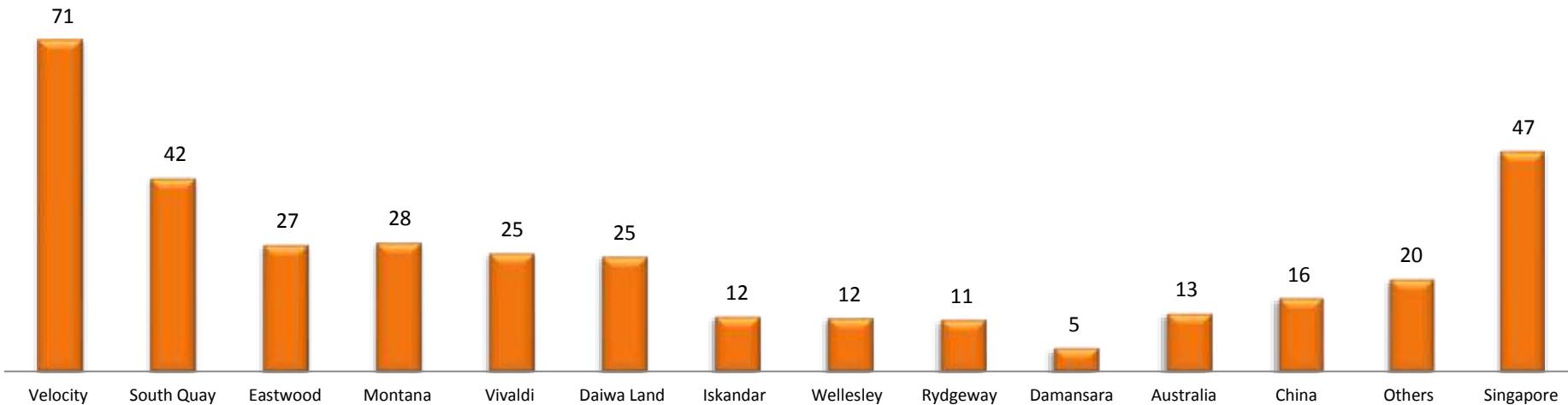
Sales as at 30 June 2015



Sales as at June 2015 is RM478 million

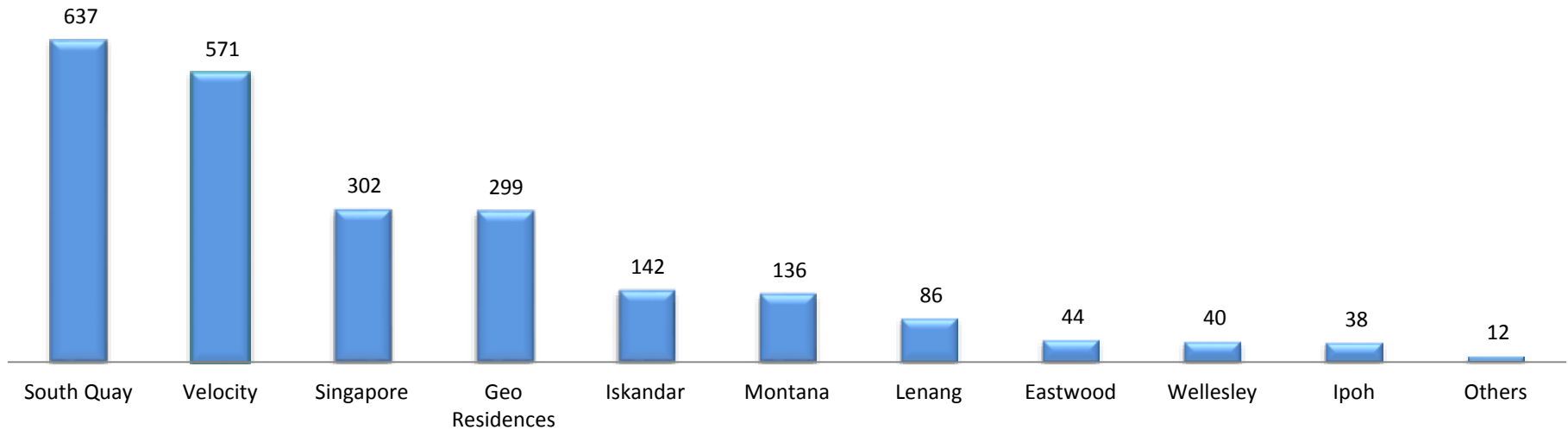


Effective Sales as at June 2015 is RM353 million

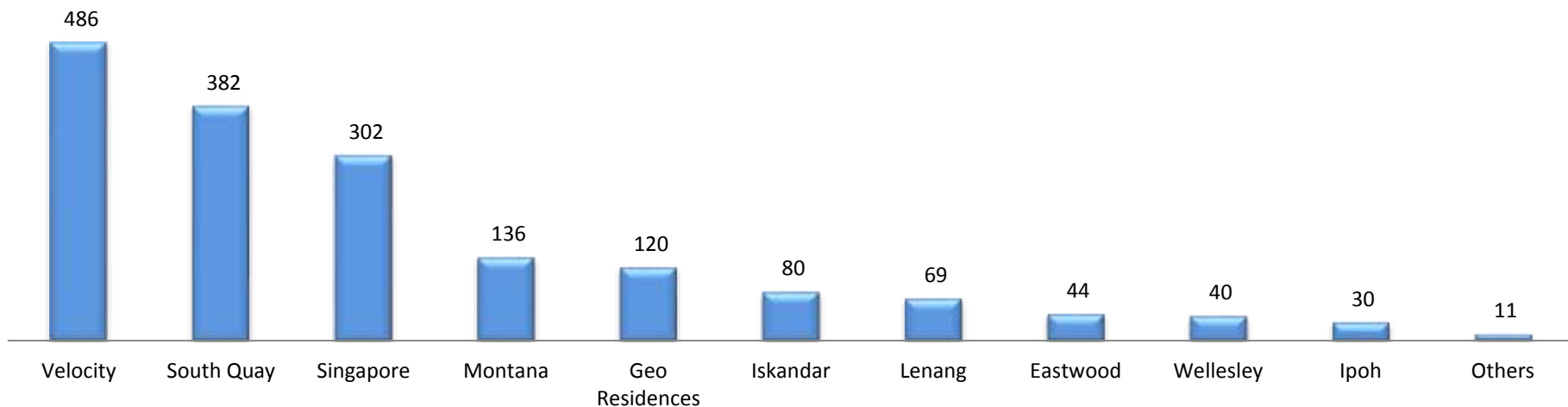


Unbilled Sales as at 30 June 2015

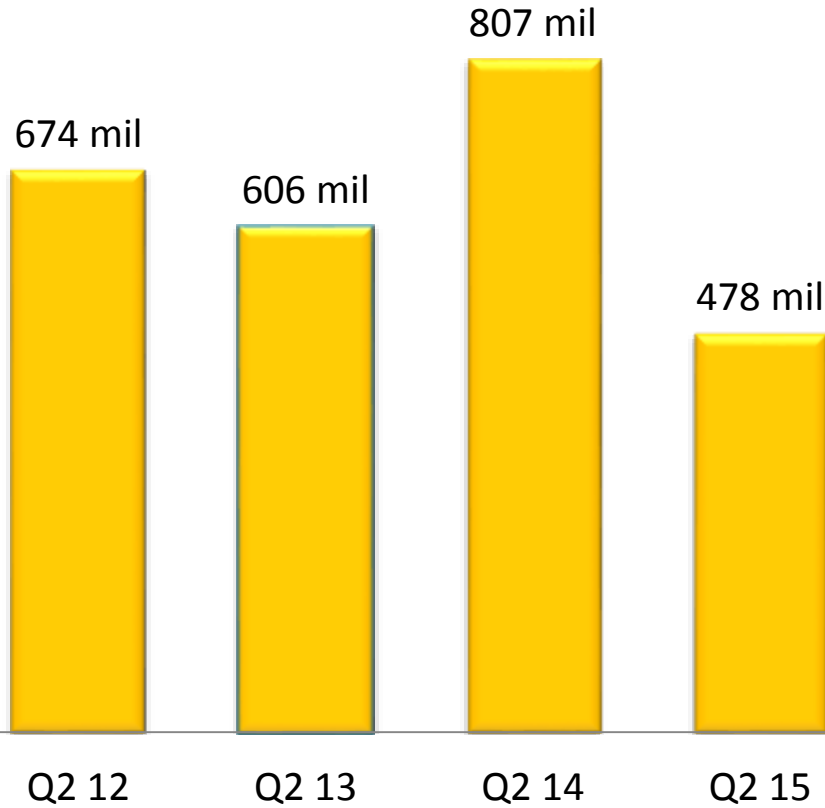
Unbilled Sales as at June 2015 is RM2.3 billion



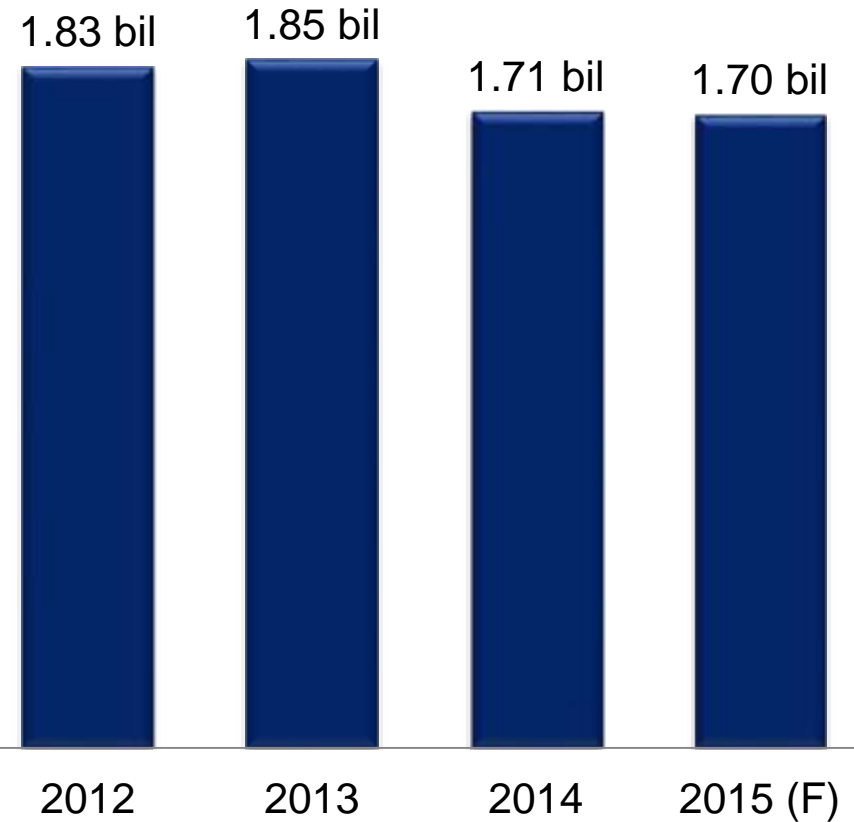
Effective Unbilled Sales as at June 2015 is RM1.7 billion



YTD Quarter 2 Sales Trend



Yearly Sales Trend



Property Investment Segmental Review

	<u>Q2 2015</u>	<u>Q2 2014</u>	<u>Q1 2015</u>	<u>YTD 2015</u>	<u>YTD 2014</u>
Revenue (RM'mil)	144.8	146.0	139.3	284.1	282.2
Operating Profit (RM'mil)	28.5	26.7	44.4**	72.9	46.7
Op. Profit Margin	19.7%	18.3%	31.9%	25.7%	16.6%
EBIT* (RM'mil) (incl. share of assc. & JCE)	161.3*	110.6*	68.3**	229.7*	153.4*
EBIT Margin (incl. share of assc. & JCE)	111.4%	75.8%	49.1%	80.8%	54.3%

*Includes fair value gain of investment properties of Sunway Berhad.

**Includes gain on disposal of properties to Sunway REIT of RM22.9 mil.

Review of Performance

- Qoq and yoy revenue is in line.
- Qoq, operating profit is higher in Q1 mainly due gains on disposal of Sunway Hotel Georgetown and Wisma Sunway of RM22.9 mil.
- Yoy and qoq, EBIT is higher due to the share of fair value gain from the annual revaluation of Sunway REIT properties of RM110.8 mil in Q2 2015 (Q2 2014: RM61.9 mil).



Sunway Pinnacle

Construction Segmental Review

	<u>Q2 2015</u>	<u>Q2 2014</u>	<u>Q1 2015</u>	<u>YTD 2015</u>	<u>YTD 2014</u>
Revenue (RM'mil)	244.1	426.1	375.3	619.4	784.8
Operating Profit (RM'mil)	56.0	25.7	52.9	108.9	56.7
Op. Profit Margin	22.9%	6.0%	14.1%	17.6%	7.2%
EBIT (RM'mil) (incl. share of assc. & JCE)	55.9	32.3	51.8	107.7	63.2
EBIT Margin (incl. share of assc. & JCE)	22.9%	7.6%	13.8%	17.4%	8.1%

Review of Performance

- Qoq and yoy, revenue is lower due to high intragroup elimination in the current quarter. Operating profit and EBIT was higher mainly due reversal of over-elimination of intragroup profit in previous quarters.



Precast Yard in Singapore

Construction Order Book – RM2.7 billion

	Contract Sum RM'mil	O/S Order Book RM'mil
Infrastructure		
MRT Package V4 (Sec 17 to Semantan)	1,173	431
LRT Kelana Jaya Line Extension (Package B)	569	78
Johor		
Urban Wellness Centre	283	73
Coastal Highway Southern Link	170	155
Others		
KLCC NEC	304	203
KLCC Package 2 (Piling & Substructure)	222	96
Others	100	73
Internal		
Sunway Velocity 2 Mall	350	179
Sunway Pyramid 3	193	90
Sunway Geo Retail Shops & Flexi Suites	153	122
Sunway Medical Centre Phase 3 (Sub & Superstructure)	167	143
Sunway Iskandar - Citrine Svc Apt (Superstructure)	180	161
Sunway Geo Retail Shops & Flexi Suites Phase 2	244	244
Sunway Lenang Phase 1A	96	86
Others	618	251
Singapore		
Precast	620	306
	5,441	2,690

41%

47%

11%



MRT Package V4



BRT – Sunway Line



Sunway Iskandar – Citrine Svc Apt

Upcoming Launches in 2015

Project	Product Type	Location	GDV RM'mil
Gandaria	Service Apartment & Retail	Bangi	200
Velocity	Office & Retail	Jalan Peel	150
Sunway Geo	Condominium & Townhouses	South Quay	450
Casa Kiara 3	Condominium	Mont Kiara	300
Cassia	Semi-D	Batu Maung, Penang	90
Emerald Residences	Landed residential	Sunway Iskandar	300
Mount Sophia	Low rise condominium	Singapore	600
Total			2,090

Projects	Contract Sum (RM mil)
Sunway Geo Retail Shops & Flexi Suites Phase 2	244
Sunway Lenang Phase 1A	96
Precast	119
Others	61
Total	520

Thank You

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Next quarter announcement on 26 November 2015

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