



SUNWAY™

SUNWAY BERHAD

Q3 2015 RESULTS BRIEFING PACK

26 NOVEMBER 2015



1) Highlights of the Quarter

- Sunway Construction successfully listed on 28 July 2015
- Sunway's stake in Sunway Construction reduced to 54.4%

2) Year on Year

- PBT margin improves to 18.0% from 16.3%
- PATMI margin improves to 14.0% from 12.7%
- Total dividend to date of 43 sen per share (including special dividend of 26 sen and dividend-in-specie of 12 sen)

3) Quarter on Quarter

- All divisions are generally performing in line except for the Property Development division which is affected by the weak market sentiment, and the Trading & Manufacturing division which is affected by GST and the drop in oil and commodity prices.

4) Key Indicators Remain Resilient

- Property Sales : **RM 734 million** (Effective: RM 564 mil)
- Property Unbilled Sales : **RM 2.3 billion** (Effective: RM 1.7 bil)
- Construction Outstanding Order Book : **RM 4.3 billion**

Overview of Key Performance Highlights

RM mil	Q3 FY 2015	Q3 FY 2014	Q2 FY 2015	YTD 2015	YTD 2014
	Jul - Sept 2015	Jul - Sept 2014	Apr - Jun 2015	Jan - Sept 2015	Jan - Sept 2014
Revenue	951.0	1,134.0	1,041.5	3,052.6	3,364.4
EBIT	155.2	190.4	290.2	650.3	584.2
EBIT Margin	16.3%	16.8%	27.9%	21.3%	17.4%
PBT	171.0	185.2	280.9	645.4	561.0
PBT Margin	18.0%	16.3%	27.0%	21.1%	16.7%
PATMI	133.3	143.7	237.9	517.8	430.2
PATMI Margin	14.0%	12.7%	22.8%	17.0%	12.8%
EPS (sen) *	7.54	8.34	13.54	29.54	24.96

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

(RM mil)	Q3 2015		Q3 2014		Q2 2015		YTD 2015		YTD 2014	
	PBT	PATMI	PBT	PATMI	PBT	PATMI	PBT	PATMI	PBT	PATMI
Fair value gain (associate)	-	-	-	-	(110.8)	(110.8)	(110.8)	(110.8)	(61.9)	(61.9)
(Gain)/Loss on derivatives	(4.9)	(4.9)	0.1	0.1	(0.5)	(0.5)	(2.3)	(2.3)	(0.1)	(0.1)
Fair value of ESOS	3.9	3.9	5.5	5.5	8.9	8.9	16.7	16.7	17.4	17.4
Gain on disposal	(0.2)	(0.2)	-	-	-	-	(23.2)	(23.2)	-	-
Listing Expenses	14.9	14.9	-	-	1.2	1.2	16.1	16.1	-	-
	13.7	13.7	5.6	5.6	(101.2)	(101.2)	(103.3)	(103.3)	(44.6)	(44.6)

* Based on weighted average share capital on respective dates

Balance Sheet and Gearing

	Quarter ended 30/9/2015 (Unaudited) RM'mil	Quarter ended 30/9/2014 (Unaudited) RM'mil	Quarter ended 30/6/2015 (Unaudited) RM'mil
Non-current Assets	8,031.2	6,404.7	7,557.0
Current Assets	7,546.3	5,293.8	6,231.2
Assets Held for sale	-	8.7	-
Total Assets	15,577.6	11,707.1	13,788.2
Current Liabilities	5,086.9	4,148.0	4,744.9
Non-current Liabilities	3,010.7	1,487.3	2,347.3
Liabilities Held for sale	-	64.8	-
Total Liabilities	8,097.6	5,700.1	7,092.2
Shareholders' Funds	6,865.4	5,653.5	6,268.4
Non-Controlling Interests	614.5	353.5	427.7
Total Equity	7,479.9	6,007.0	6,696.0
Total Equity & Liabilities	15,577.6	11,707.1	13,788.2
Total Borrowings	5,332.9	3,152.4	4,384.3
Cash and bank balances and short-term investments	2,745.7	1,390.3	2,163.4
Net Gearing Ratio	0.38	0.31	0.35
Share Capital	1,799.1	1,724.3	1,764.3
Net Assets Per Share	3.82	3.28	3.55

Property Development Segmental Review

	<u>Q3 2015</u>	<u>Q3 2014</u>	<u>Q2 2015</u>	<u>YTD 2015</u>	<u>YTD 2014</u>
Revenue (RM'mil)	270.9	178.0	324.2	775.7	702.0
Operating Profit (RM'mil)	34.5	79.1	36.7	111.3	189.2
Op. Profit Margin	12.7%	44.5%	11.3%	14.3%	27.0%
EBIT (RM'mil) (incl. share of assc. & JCE)	38.5	96.1	53.3	147.0	243.0
EBIT Margin (incl. share of assc. & JCE)	14.2%	54.0%	16.5%	18.9%	34.6%

Review of Performance

- Yoy, revenue is higher due to higher contribution from local projects including Sunway South Quay, Sunway Montana, Sunway Wellesley and our Singapore project, Avant Parc @ Sembawang.
- Qoq, revenue is lower due lower contribution from local projects.
- Yoy, operating profit and EBIT are lower due to the completion of Sunway Nexis and Sunway Alam Suria in Q32014.
- Qoq, EBIT is lower due to lower contribution from Singapore property projects where only Royal Square @ Novena was contributing this quarter.

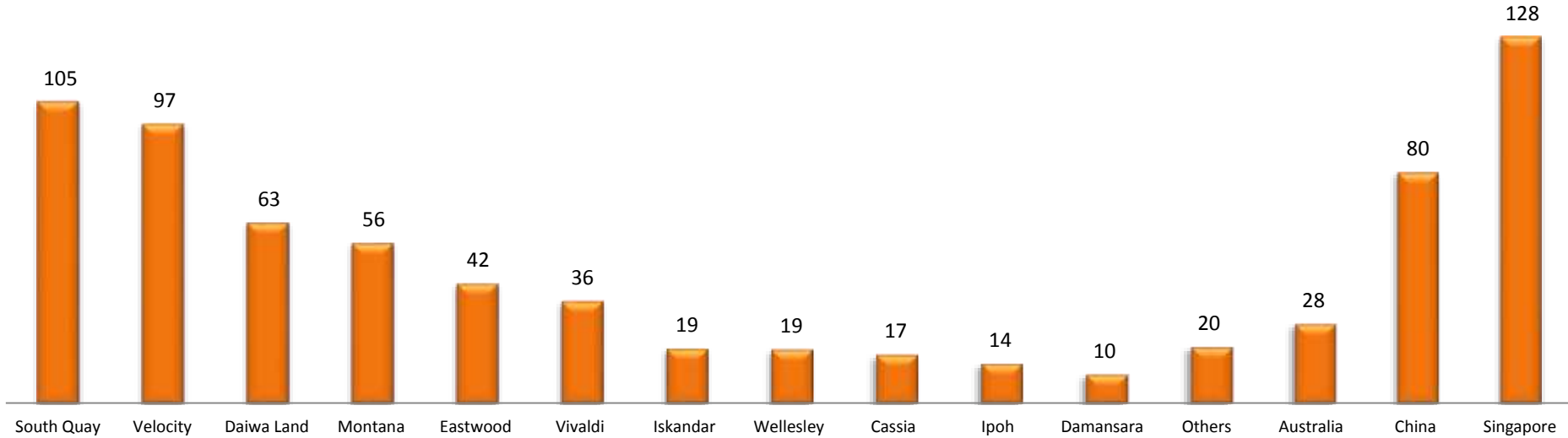


Sunway Geo Residences

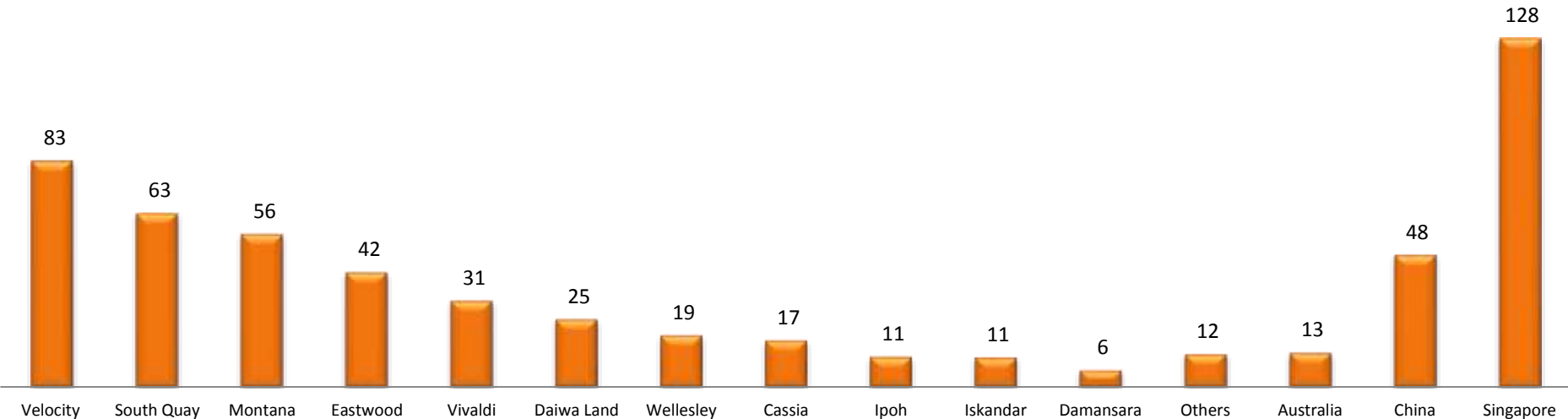
Sales as at 30 September 2015



Sales as at Sept 2015 is RM734 million

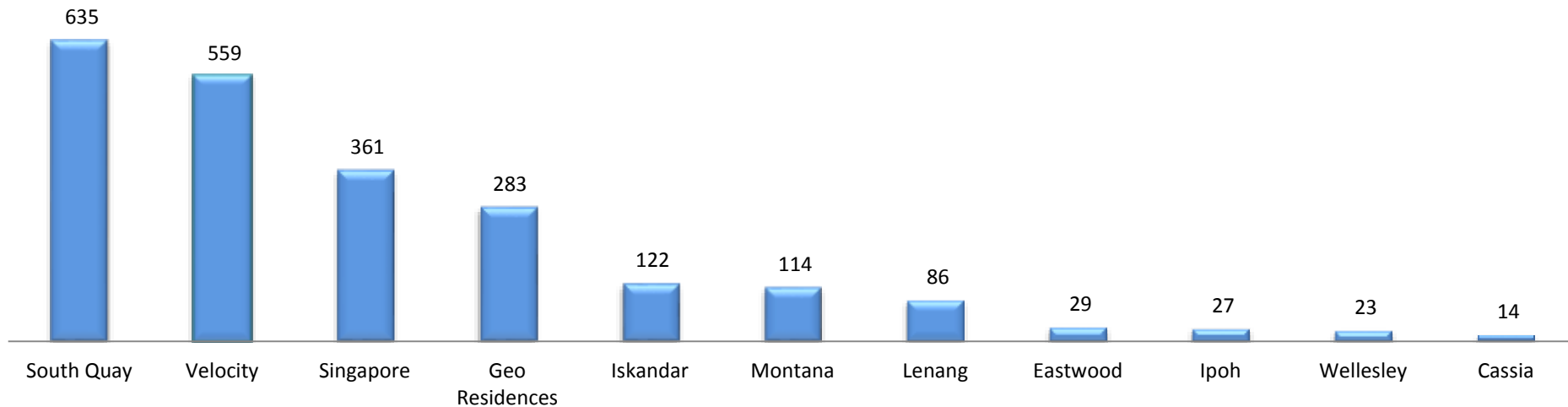


Effective Sales as at Sept 2015 is RM564 million

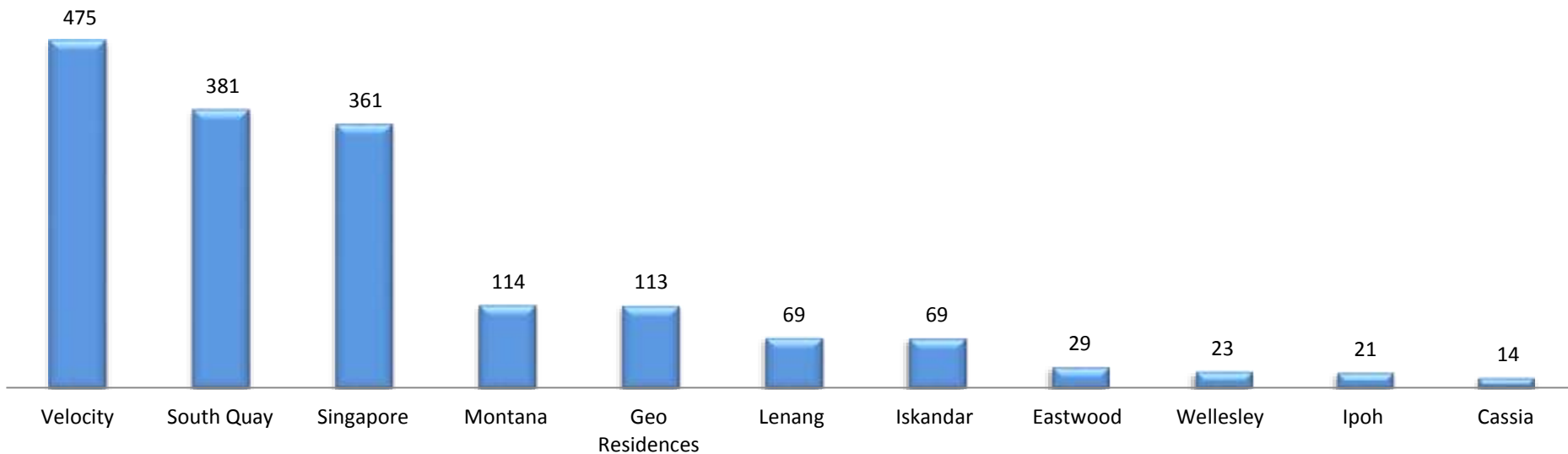


Unbilled Sales as at 30 September 2015

Unbilled Sales as at Sept 2015 is RM2.3 billion



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



Property Investment Segmental Review

	<u>Q3 2015</u>	<u>Q3 2014</u>	<u>Q2 2015</u>	<u>YTD 2015</u>	<u>YTD 2014</u>
Revenue (RM'mil)	172.2	151.8	144.8	456.3	434.0
Operating Profit (RM'mil)	39.6	31.2	28.5	112.5	77.9
Op. Profit Margin	23.0%	20.5%	19.7%	24.7%	17.9%
EBIT* (RM'mil) (incl. share of assc. & JCE)	67.0	55.9	161.3	296.7	209.3
EBIT Margin (incl. share of assc. & JCE)	38.9%	36.8%	111.4%	65.0%	48.2%

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

Review of Performance

- Yoy, revenue is higher due to higher occupancy at Sunway Pinnacle, new rental income from the Sunway University New Academic Block (which opened in June 2015) and higher visitorship to our theme parks.
- Qoq, revenue is higher due to the rental income from Sunway University New Academic Block, and higher revenue from the leisure and hospitality divisions.
- Qoq and yoy, operating profit is higher in line with higher revenue.
- Qoq, Q2 2015 EBIT is higher due to the share of fair value gain from Sunway REIT properties of RM110.8 mil.



Sunway Pinnacle

Construction Segmental Review

	<u>Q3 2015</u>	<u>Q3 2014</u>	<u>Q2 2015</u>	<u>YTD 2015</u>	<u>YTD 2014</u>
Revenue (RM'mil)	196.8	488.2	244.1	816.2	1,273.0
Operating Profit (RM'mil)	23.4	21.8	56.0	132.3	78.5
Op. Profit Margin	11.9%	4.5%	22.9%	16.2%	6.2%
EBIT (RM'mil) (incl. share of assc. & JCE)	23.4	17.7	55.9	131.1	80.9
EBIT Margin (incl. share of assc. & JCE)	11.9%	3.6%	22.9%	16.1%	6.4%

Review of Performance

- Yoy, revenue is lower due to the high intragroup elimination in the current quarter as a result of higher proportion of internal jobs.
- Yoy, operating profit and EBIT are in line.
- Qoq, operating profit and EBIT is lower due to the reversal of over-elimination of intragroup profits in Q2 2015.
- Note: PATMI contribution from construction segment reduced to 54.4% due to the listing of Sunway Construction Group on 28 July.



Precast Yard in Singapore

Construction Order Book – RM4.3 billion

	Contract Sum RM'mil	O/S Order Book RM'mil
Infrastructure		
MRT Package V4 (Sec 17 to Semantan)	1,173	373
LRT Kelana Jaya Line Extension (Package B)	569	66
Johor		
Urban Wellness Centre	283	39
Coastal Highway Southern Link	170	133
Others		
Putrajaya Parcel F	1,610	1,610
KLCC NEC	304	206
KLCC Package 2 (Piling & Substructure)	222	134
KLCC Package 2A (Substructure)	120	120
Others	74	30
Internal		
Sunway Velocity 2 Mall	350	136
Sunway Pyramid 3	193	43
Sunway Geo Retail Shops & Flexi Suites	153	112
Sunway Medical Centre Phase 3 (Sub & Superstructure)	167	134
Sunway Iskandar - Citrine Svc Apt (Sub & Superstructure)	213	146
Sunway Geo Retail Shops & Flexi Suites Phase 2	244	244
Sunway Lenang Phase 1A	96	68
Sunway Iskandar - Emerald Residences	175	141
Others	622	98
Singapore		
Precast	873	466
	7,610	4,298

63%



MRT Package V4



BRT – Sunway Line

26%



Sunway Iskandar – Citrine Svc Apt

11%

Project	Product Type	Location	GDV RM'mil
Mount Sophia	Low rise condominium	Singapore	600
Emerald Residences (Landed homes) & Emerald Boulevard (Shops)	Landed residential & Retail shops	Sunway Iskandar	430
Cassia	Semi-D & Terrace House	Batu Maung, Penang	80
Velocity	Office & Retail	Jalan Peel	130
			1,240

Projects	Contract Sum (RM mil)
Sunway Geo Retail Shops & Flexi Suites Phase 2	244
Sunway Lenang Phase 1A	96
Sunway Iskandar -Emerald Residence	175
Putrajaya Parcel F	1,610
KLCC Package 2A (Substructure)	120
Precast	316
Others	48
Total	2,608

Thank You

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Next quarter announcement on 26 February 2016

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