

SUNWAY ISKANDAR.

NATURE'S CAPITAL CITY.

Where the city meets nature.

SUNWAY BERHAD

CIMB 6TH ANNUAL MALAYSIA CORPORATE DAY

8 JANUARY 2014

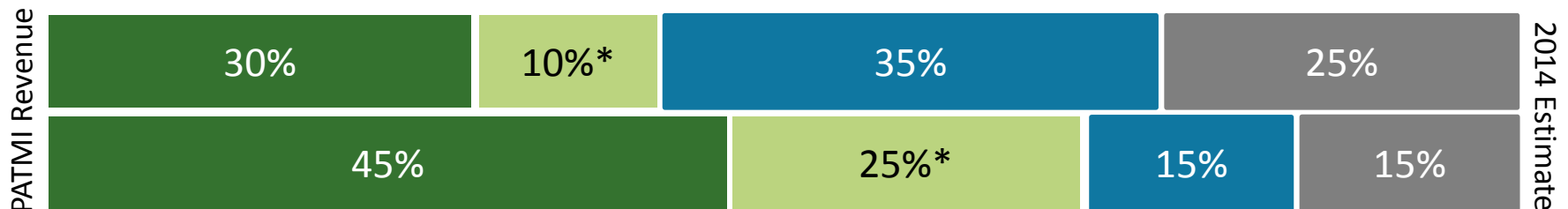
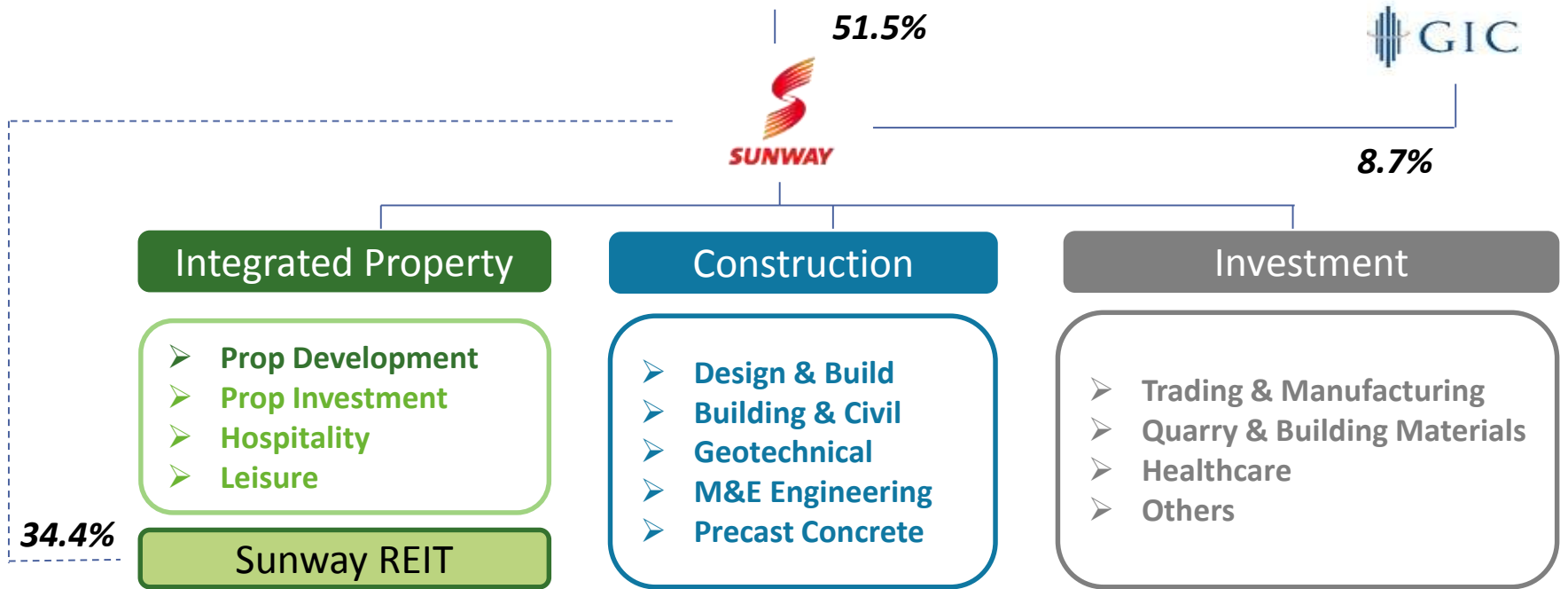


Corporate Profile



- 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

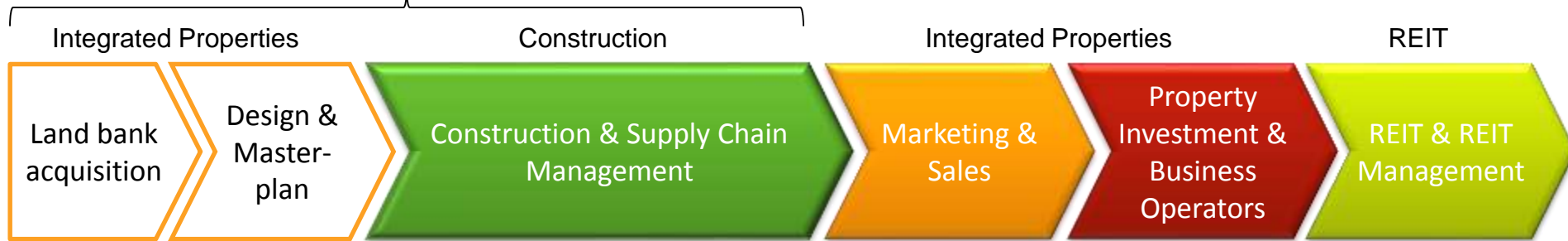


*REIT and Other Recurring Income

Integrated Real Estate Business Model



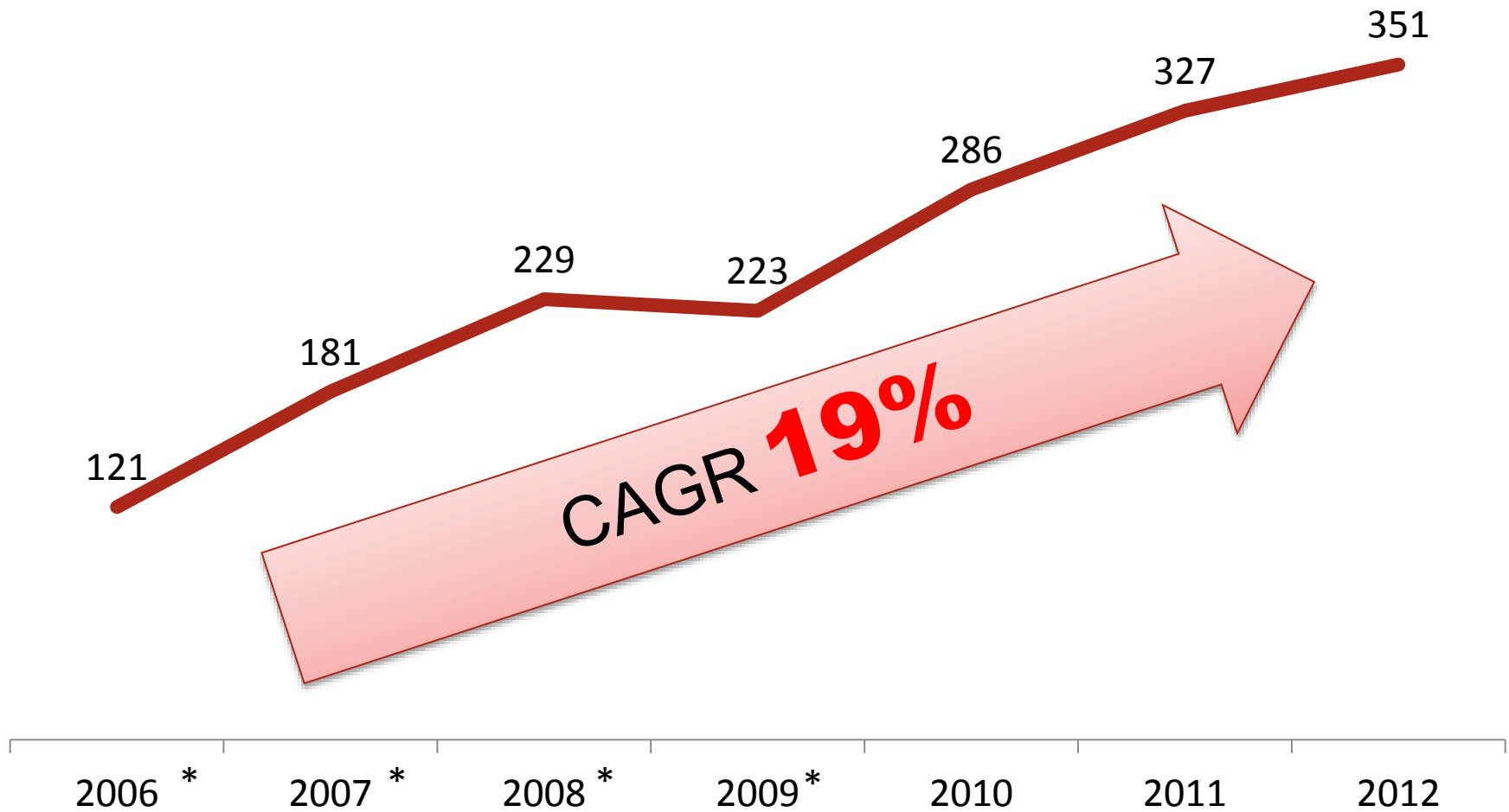
Prop Con Collaboration*



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

	Build for Others	Build for Self	Build to Sell	Build to Operate	Held for Yield
Sources of Value Creation	<ul style="list-style-type: none"> • Proven turnkey contractor. • Strong technical expertise. • Drive efficiencies, time, cost & quality. • Highly specialized expertise for differentiation eg M&E, Geo-technics, Precast. 	<ul style="list-style-type: none"> • 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. 	<ul style="list-style-type: none"> • 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. 	<ul style="list-style-type: none"> • 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. 	<ul style="list-style-type: none"> • Acquisition growth opportunities. • Capital Management. • Yield Management.

Core PATMI('mil)



* SunCity & Sunway Holdings Combined

Strong Financial Performance



	Sunway Berhad				
	31-Dec-10 Audited RM mil	31-Dec-11 Audited RM mil	31-Dec-12 Audited RM mil	30-Sep-12 Unaudited RM mil	30-Sep-13 Unaudited RM mil
Revenue	3,102.1	3,691.7	3,849.2	2,677.8	3,205.2
EBITDA *	621.8	592.8	705.9	466.3	544.2
PATMI	684.4	387.6	530.6	313.1	354.0
PATMI (Core)*	286.2	327.1	350.7	236.5	325.4
ROE (%)**	8.1%	10.8%	9.8%	9.5%	9.3%

* Excludes gains arising from asset revaluation and deferred tax reversal in relation to assets disposal, but includes one-off merger costs.

** ROE = PATMI*/SHF

Sound Balance Sheet



	Sunway Berhad			
	31-Dec-10 Audited RM mil	31-Dec-11 Audited RM mil	31-Dec-12 Audited RM mil	30-Sep-13 Unaudited RM mil
Paid-up share capital	#	1,292.5	1,292.5	1,723.5
Share premium & other reserves	1,865.3	2,916.5	3,476.2	4,117.9
Merger reserve	1,652.6	(1,192.0)	(1,192.0)	(1,192.0)
Shareholders' Funds	3,517.9	3,016.9	3,576.6	4,649.3
Total assets	6,980.5	7,843.6	8,983.5	9,814.9
Net Debt	537.3	1,477.0	1,597.5	1,287.1
Gearing Ratio * (times)	0.15	0.49	0.45	0.28
Net assets per share ** (RM)	2.72#	2.33	2.77	2.70

* Gearing ratio = Net debt / Shareholders' Funds

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

No. of shares as at 31 Dec 2010 is 2 ordinary shares of RM1.00 each. For meaningful analysis, net assets per share for FYE 2010 is based on no. of shares of Sunway Bhd as at listing date, 23 August 2011.



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

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



AFTER

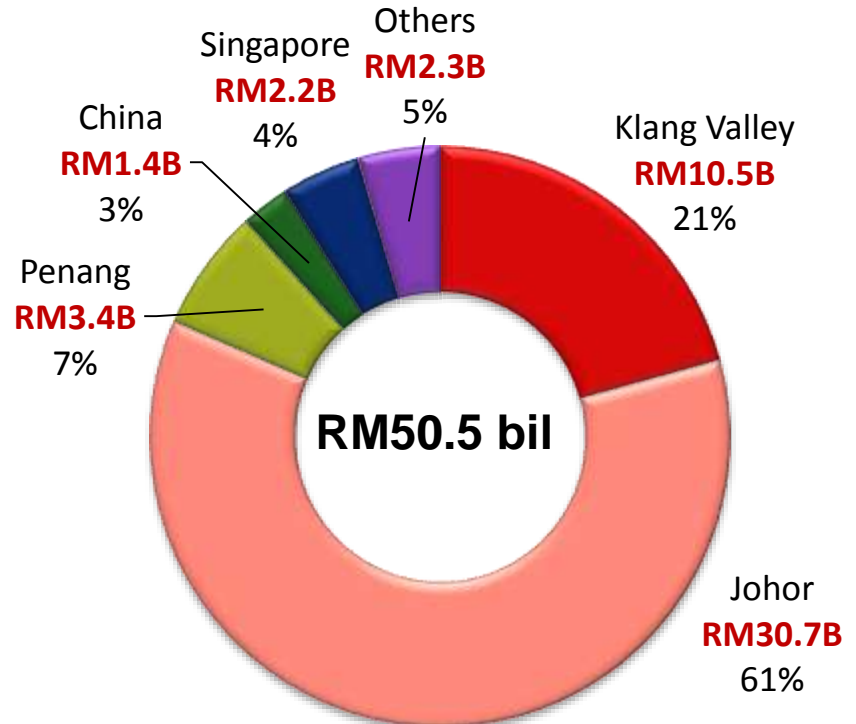
- Malaysia's First GBI Silver Award Township.



Multiple Strategic Locations

Remaining Landbank

- Total Landbank** • 3,388 acres
- Total GDV** • RM50.5 billion
- Effective GDV** • RM30.8 billion
- Development Period** • Up to 15 years



Klang Valley
 788 acres (23%)
 RM 10.5 bil (21%)



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



Penang
 204 acres (6%)
 RM 3.4 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 a waterfront promenade at dusk. The scene is dominated by a calm body of water that reflects the sky and the lights of the surrounding area. On the left, a modern wooden walkway with a glass railing runs along the water's edge. On the right, a paved path with a metal railing follows the curve of the water. In the background, a city skyline is visible under a twilight sky with scattered clouds. The overall atmosphere is serene and modern.

Sunway South Quay

GDV: RM4.0 billion

Area: 49 acres



Residences



Sunway Geo Residences-Condo
Take up: 60% (inc bookings 90%)
GDV: RM 400 mil

Retail Shops



Sunway Geo Retail Shops
Phase 1 Take up: 97%
Phase 2 Take up: 76% (inc bookings 90%)
GDV: RM 480 mil

Flexi Suites



Sunway Geo Flexi Suites
Phase 1 Take up: 85%
Phase 2 Take up: 69% (inc bookings 85%)
GDV: RM 200 mil

Residences



A'Marine –
GDV: RM 240m Take up: 95%



LaCosta – GDV: RM 403m **Take up: 85%**



Nautica –
GDV: RM 171m Take up: 100%

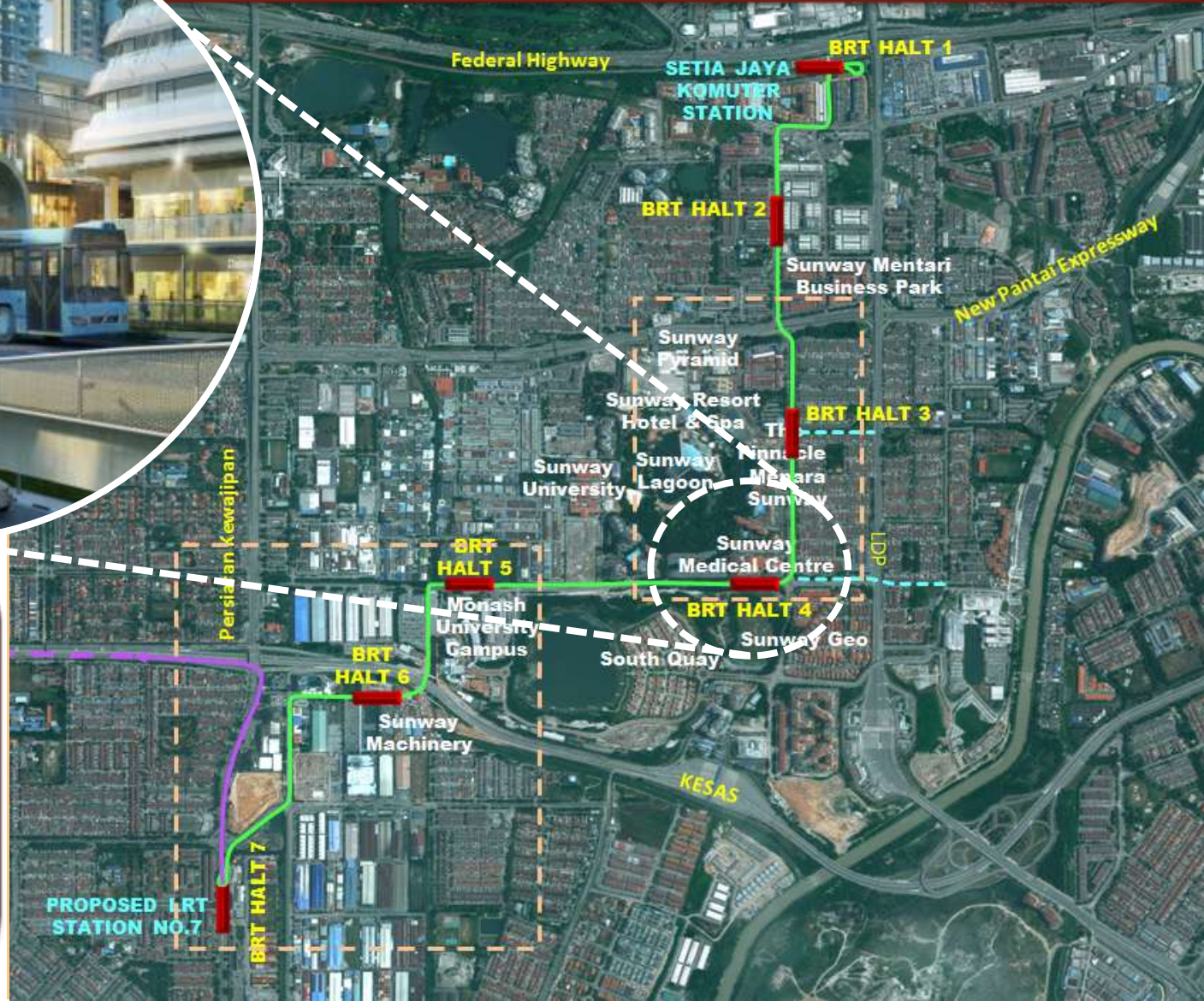


Bayrocks –
GDV: RM 434m Take up: 80%

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-Designer Suites	RM 251m	99%
V-Retail & Office	RM 175m	97%
V-Residences	RM 245m	98%



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



Nexis @ Sunway Damansara



	GDV	Take-up
Retail	RM 301m	95%
Office	RM 107m	100%
SOHO	RM 119m	80%

Sunway Damansara

GDV: RM 1.7 billion

Area: 15 acres



A rendering of the Sunway Iskandar development. The top half shows a tall, modern skyscraper with a green facade against a blue sky with birds. The bottom half shows a lush, green residential area with a large lake, modern houses, and a city skyline in the background.

Sunway Iskandar

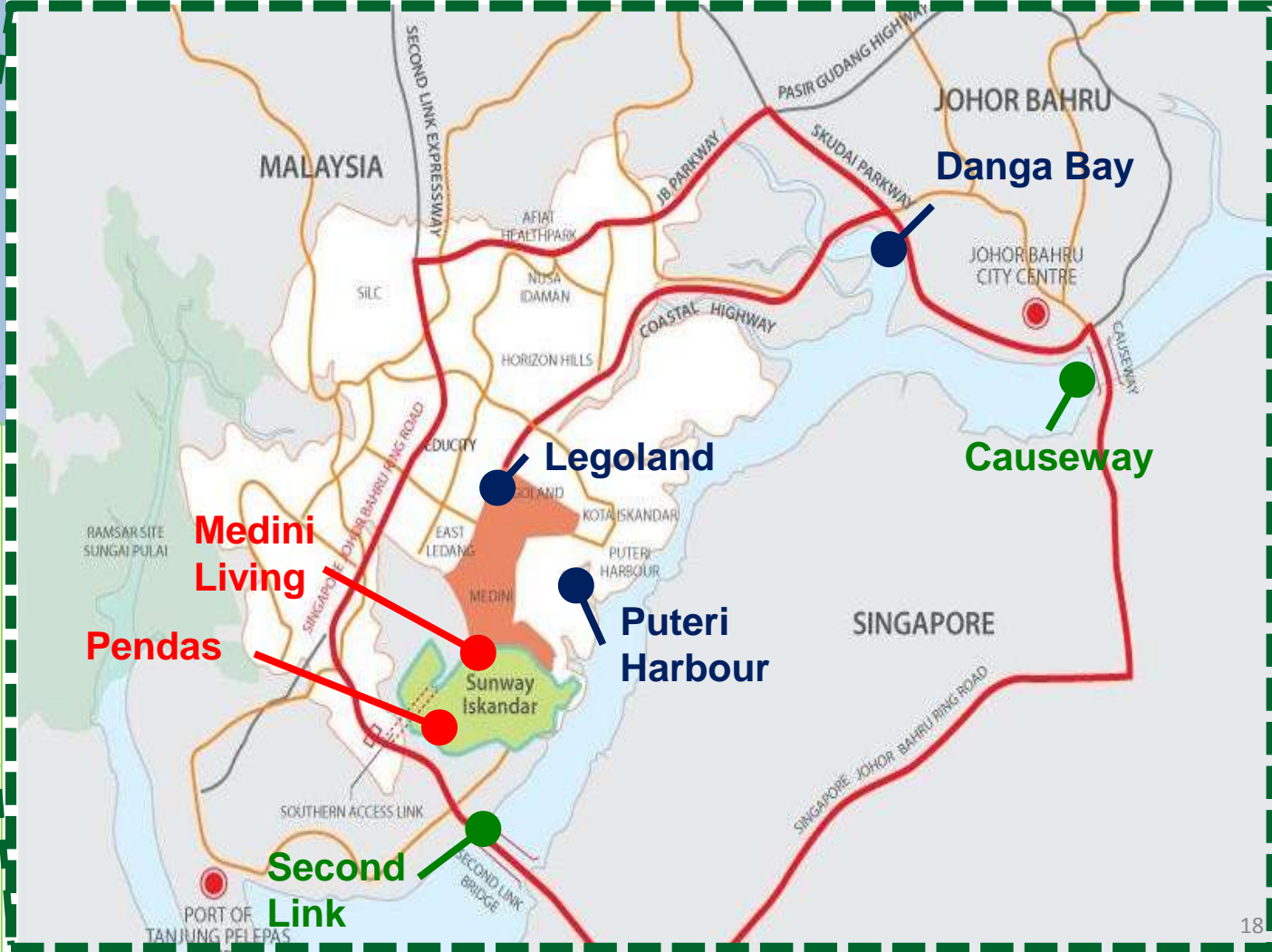
GDV: RM 30 billion

Area: 1,770 acres

Sunway's Next Growth Catalyst

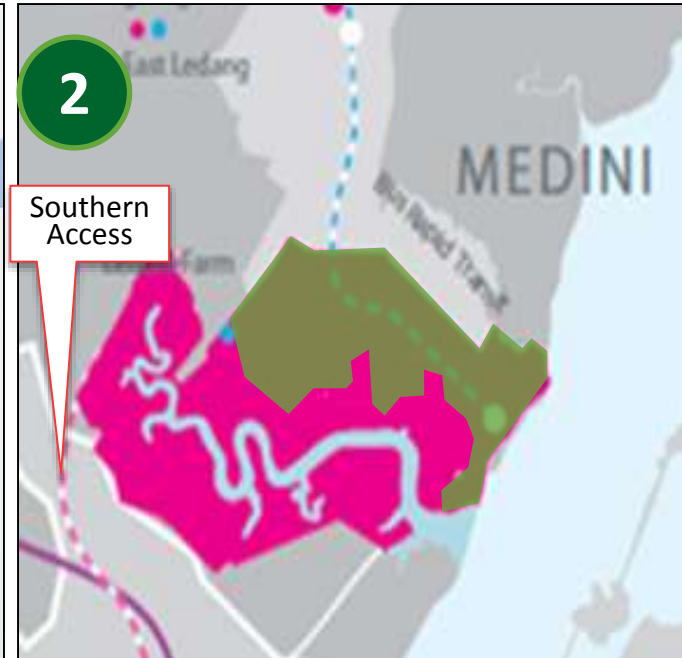
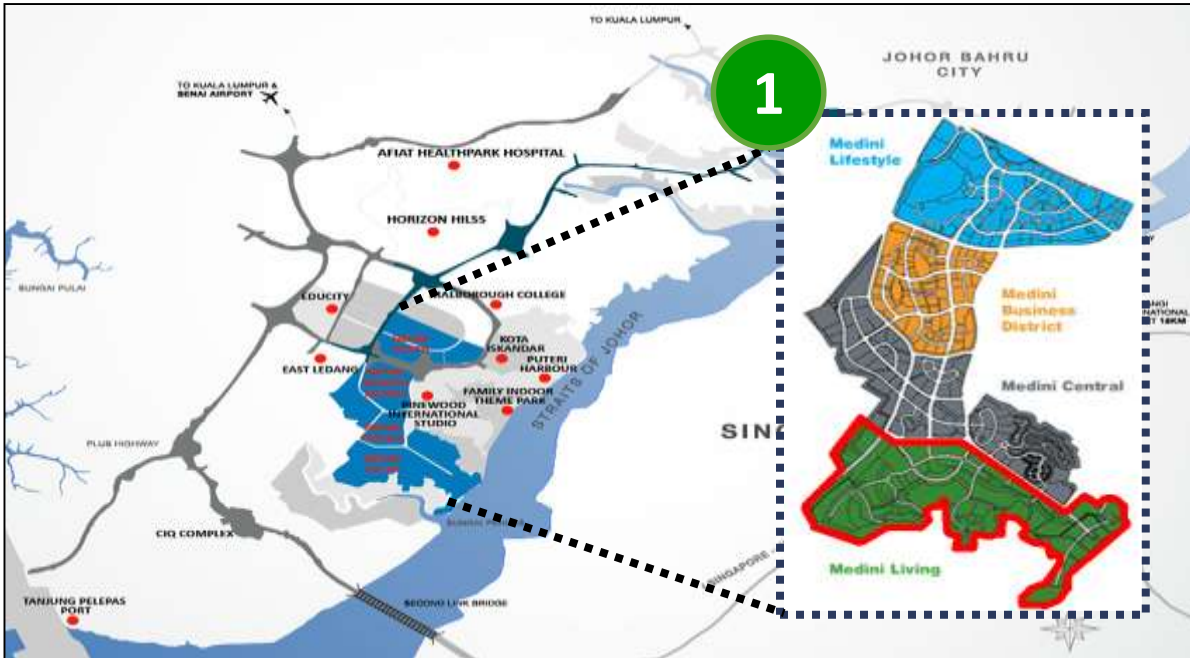


- Close proximity to Singapore
- Supported by world-class ports, 2 international airports in Senai and Changi, 2 causeways and a railway link into Singapore.



- 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 RM596.6 million
 - RM12.69 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

Introducing Sunway Iskandar



Close Proximity to Second Link



Medini Living – Ready Infrastructure



Sunway Iskandar Phase I

GDV

RM 300 mil

Type of dev

Office & Service Apartments

No. of units

Office (167 units); Service
Apartments (328 units)

Launch date

Office (Feb 2014); Service
Apartments (Mac 2014)



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)

TENURE

FREEHOLD

TOTAL GDV

APPROXIMATELY RM1.5 BILLION

PROPOSED DEVELOPMENT

COMMERCIAL SHOPS, SOHO AND HIGH-RISE RESIDENTIAL UNITS

DEVELOPMENT MIX

70% RESIDENTIAL: 30% 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



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



Wholly owned by Sunway

	Royal Square @ Novena	Mount Sophia	Avant Parc, Sembawang
Location	Novena MRT	Dhoby Ghaut MRT	Sembawang
GDV	SGD 493m	SGD 822m	SGD 35m
Type	Medical Suites, Hotel & Retail	Low Rise Condominium	3-storey terrace
Units	Medical Suites – 171 Retail – 51	487	15
Launch	Oct 2013	Q3 2014	Q1 2014
Take-up	Medical Suites (42%) Hotel (en bloc) Retail (53%)	-	-
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

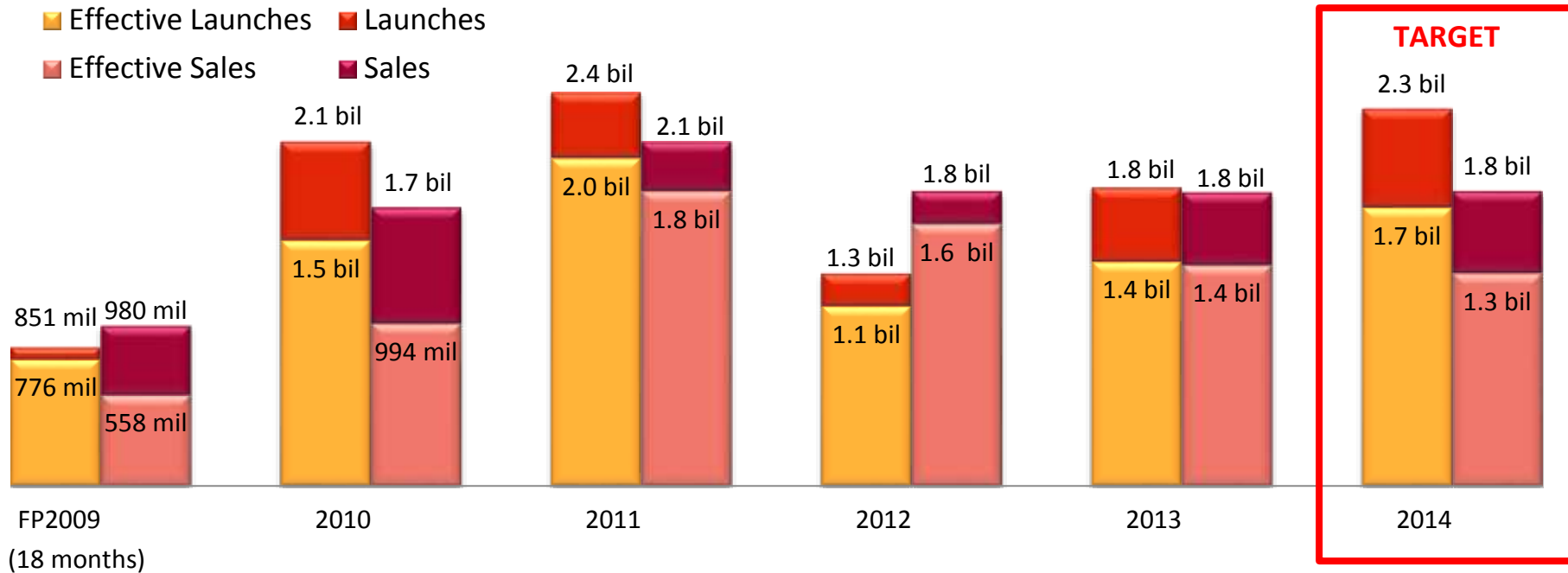
To develop a city that will be a “Model for Sustainable Development”.
It is a strategic collaboration of the Chinese and Singaporean Consortium

Sunway & SSTECH JV First Launch

GDV	RM 90 million
Units	168
Type	Condominium
Expected Launch	March / April 2014

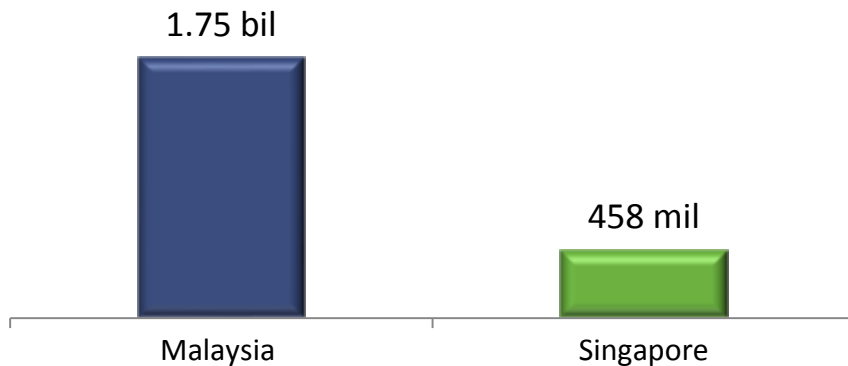


Launches and Sales Trend



2013 Q3 – Unbilled Sales

RM'mil



**Total Unbilled Sales:
RM 2.2 bil**

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

Investment Properties Under Development



@ Bandar Sunway

@ Kuala Lumpur

Properties



The Pinnacle

Sunway Pyramid 3

**Sunway University
New Academic Block**

**Sunway Velocity
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+ 220 k sq ft GFA	670 k sq ft	1,000 k sq ft
Car Parks	1,000	1,027	900	2,210
Expected Comple't'n	Early 2014	Mid 2015	Mid 2015	End 2015

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

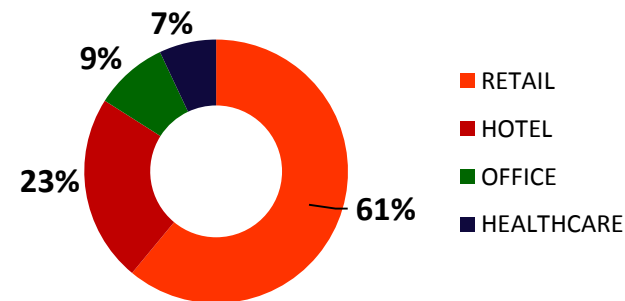


Sunway Medical Centre

Overall Snapshot

Market Cap*	RM 4.5 billion
GFA	11.6 million sf
NLA	3.8 million sf
DPU (FY 2012)	8.3 sen
Yield	5.4%
Gearing	31%

*Based on closing price of RM1.54 as at 30 June 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 – RM3.5 billion

	Contract Sum RM'mil	O/S Order Book RM'mil
Infrastructure		
MRT Package V4 (Sec 17 to Semantan)	1,173	801
LRT Kelana Jaya Line Extension (Package B)	569	273
BRT Sunway Line	452	361
Johor		
Urban Wellness Centre	283	270
Pinewood Iskandar Malaysia Studios Sdn Bhd	324	12
Others		
UiTM campus expansion	200	14
KLCC NEC	304	286
KLCC Package 2 (Piling & Substructure)	222	177
Others	791	323
Internal		
Sunway Velocity Mall (Substructure)	291	146
Sunway Velocity Phase 2 (Substructure)	179	53
Sunway Velocity (Shop Offices & Apartment)	230	46
The Pinnacle (Superstructure)	175	32
Sunway University New Academic Block	192	177
Sunway Putra Place	258	190
Singapore		
Precast	559	327
	6,202	3,488



BRT – Sunway Line



Pinewood Studios



The Pinnacle

72%

18%

9%

In the pipeline

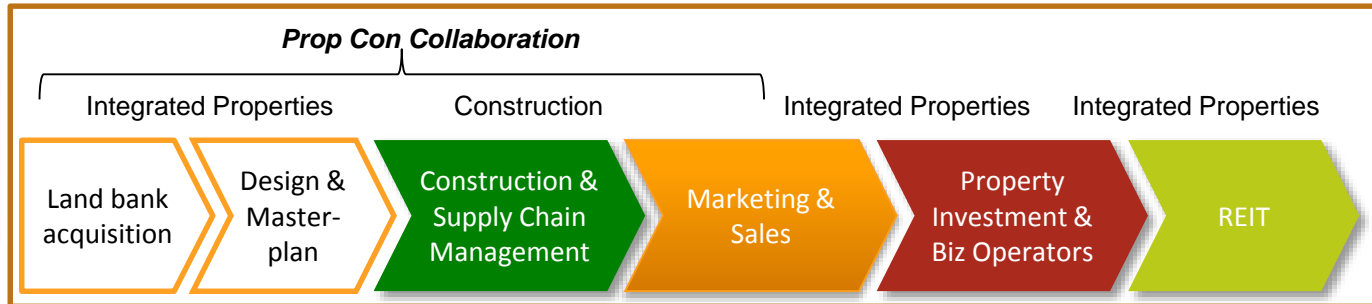
- Tender Rolling Order Book – RM1.5 billion per month
- Aim to maintain order book with replenishment of approximately **RM2.5 billion** for 2014 (including internal orders)
- To continue to ride on Economic Transformation Programme (ETP) and 10th Malaysia Plan projects
- Leverage on existing MRT, LRT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



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



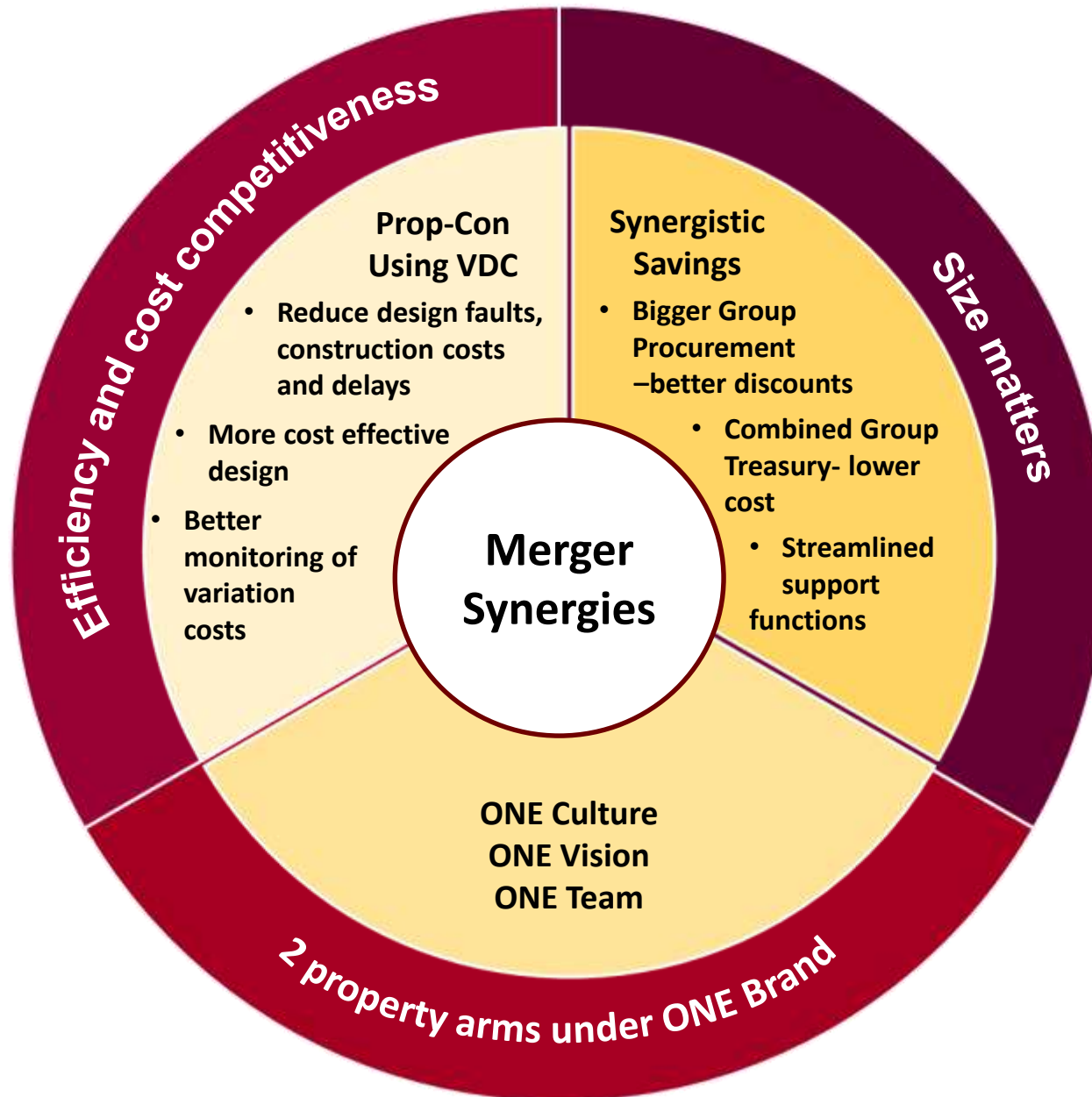
Positioned for Growth

- Landbank of 3,388 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

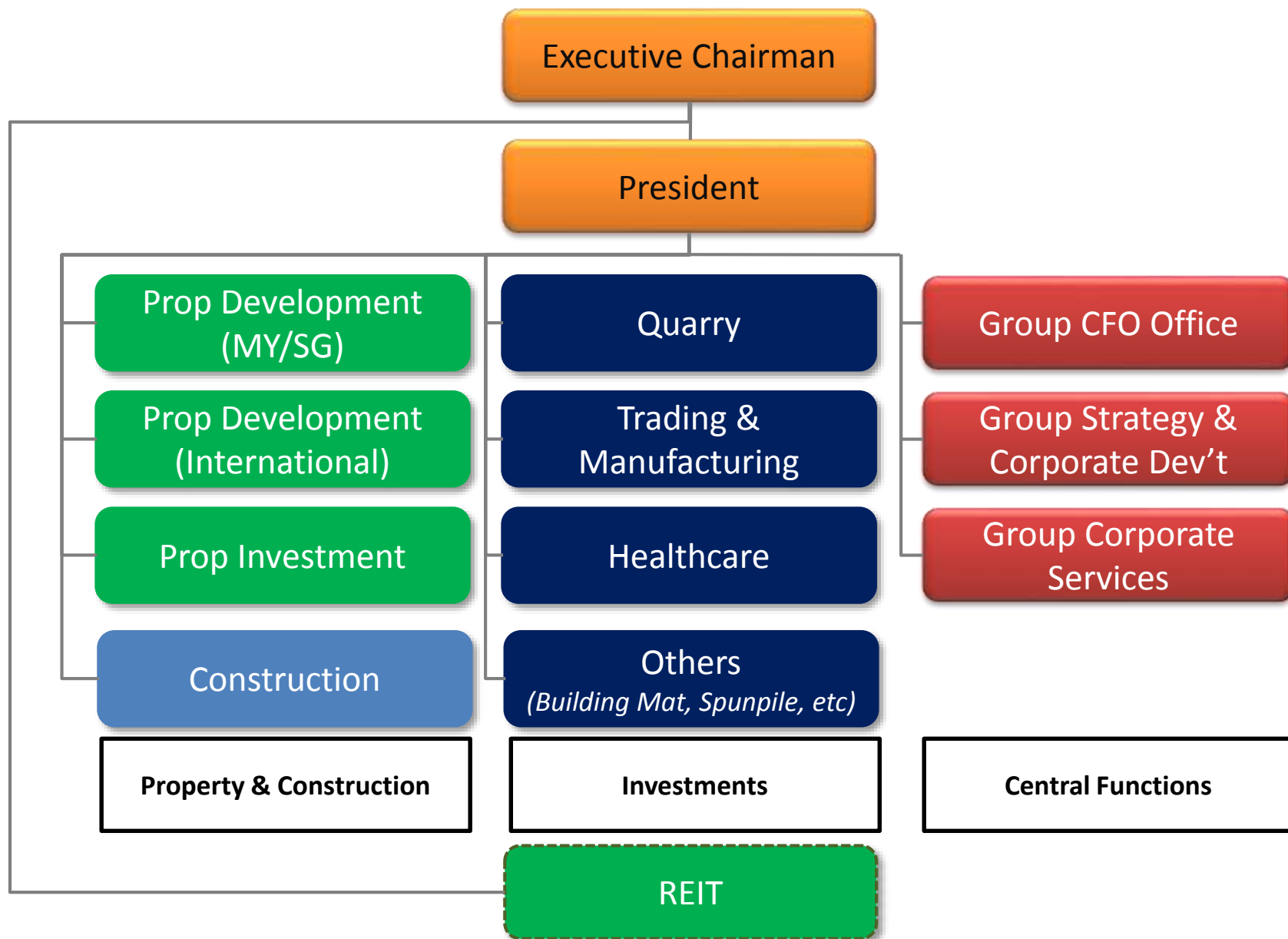
Resilient Earnings Base

- 2014 target launches worth RM 2.3 bil
- Unbilled Sales of RM 2.2 bil
- Construction order book of RM 3.5 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

2 Education Buildings



Sunway University College

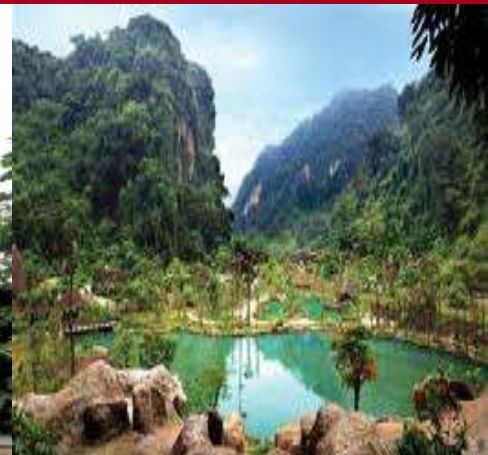


Monash University Sunway Campus

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

*NLA: Net Lettable Area

3 Hotels & 1 Retreat



	Sunway Hotel Georgetown	Sunway Hotel Phnom Penh	Sunway Hotel Hanoi	Banjaran Hot Springs Retreat
Location	Georgetown, Penang	Phnom Penh, Cambodia	Hanoi, Vietnam	Ipoh, Perak
Rooms	250 rooms, 4-star hotel	138 rooms, 4-star hotel	145 rooms, 4-star hotel	25 rooms, 5-star retreat
Intro	Nearby centre of government activities and shopping mall	Surrounded by famous Cambodian historical landmarks	Romantic Vietnamese ambience and ultra modern business hotel	Luxury wellness destination resort
Occ Rate	69%	68%	67%	46%
ARR	RM 123	USD 60	USD 55	RM 1,150

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 Theme Parks



Sunway Lagoon

Lost World of Tambun

Location

Bandar Sunway

Tambun, Ipoh, Perak

Intro

Malaysia's first and the largest Premier water theme park

First themed water park that provides hotsprings in Malaysia

Area

60 acres

40 acres

Awards

Winner of Asia's Best Attraction Award for 5 consecutive years

Best Brand in Leisure & Hospitality 2013-BrandLaureate

Events

World class location for International Events
✓MTV World Stage Live in Malaysia

Preferred location for local companies
✓Final Competition for DJ Mix Challenge

Visitorship

Over 1.1 million per year

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
- 114 agency lines for heavy equipment and industrial products
- Over 7,000 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 m²
- Another plant in Shanghai
- Major supplier for Shanghai Expo 2010 and Guangzhou Asian Games 2010



Clay Pipes

- Annual Production
 - Current : 40,000 tons
- Produced under SK brand



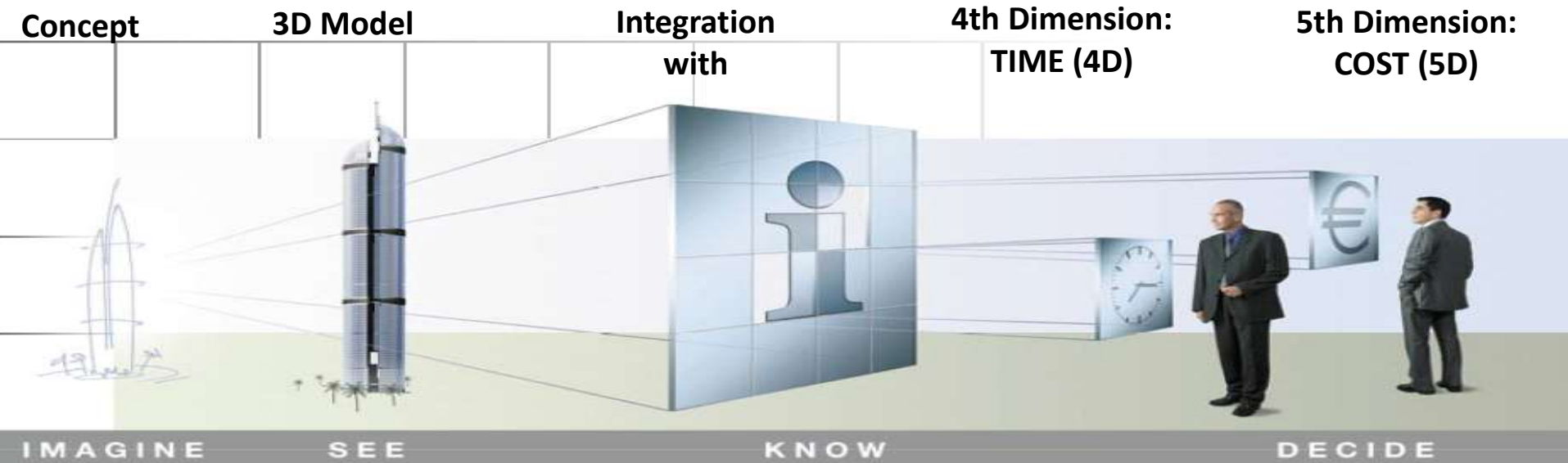
Spunpile

- Plant located in Zhuhai, China
- Annual capacity of 400,000 tons p.a.
- Immediate projects include ports and shipyards



What is VDC?

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



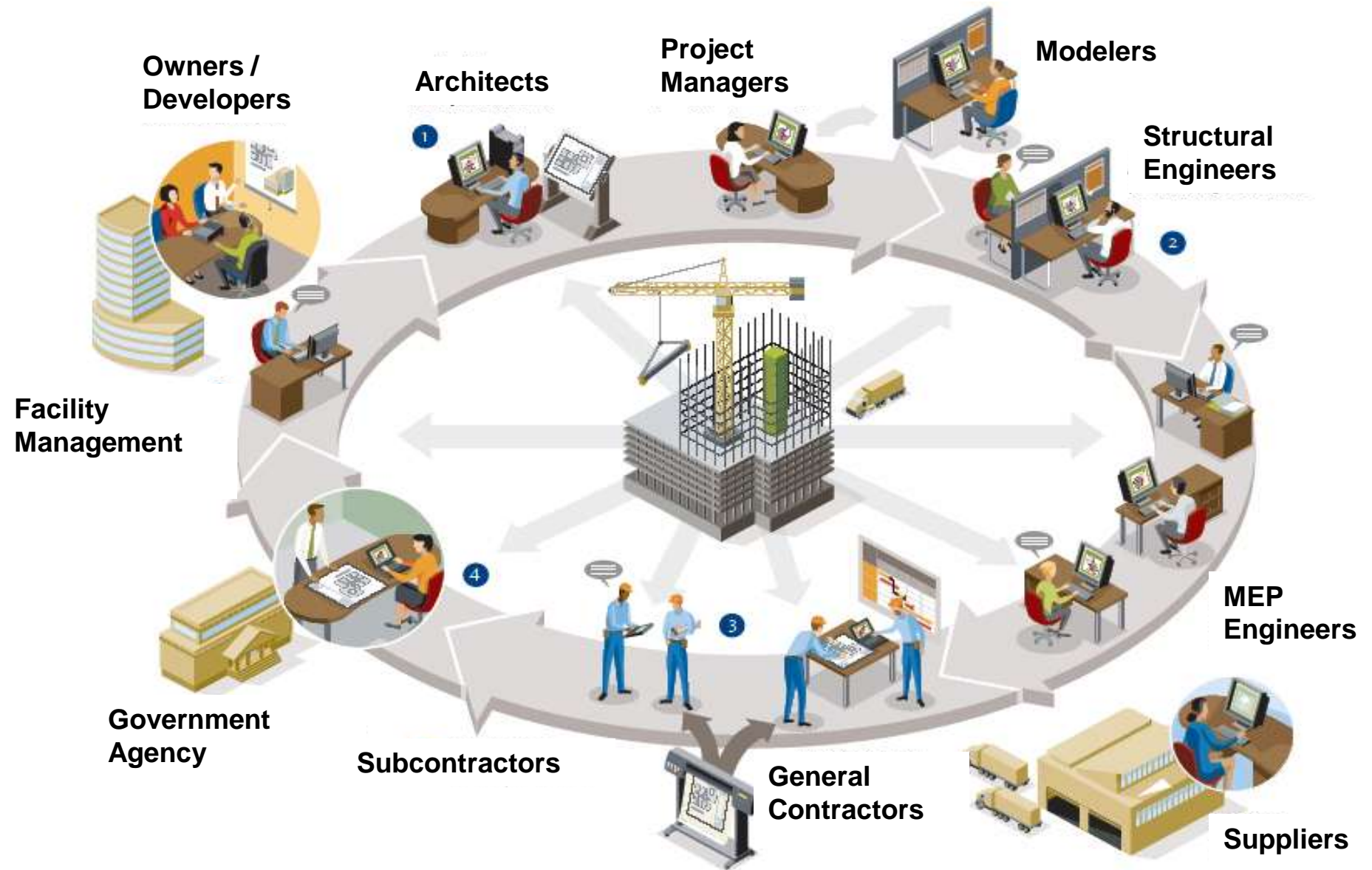
Definition :

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

Objective

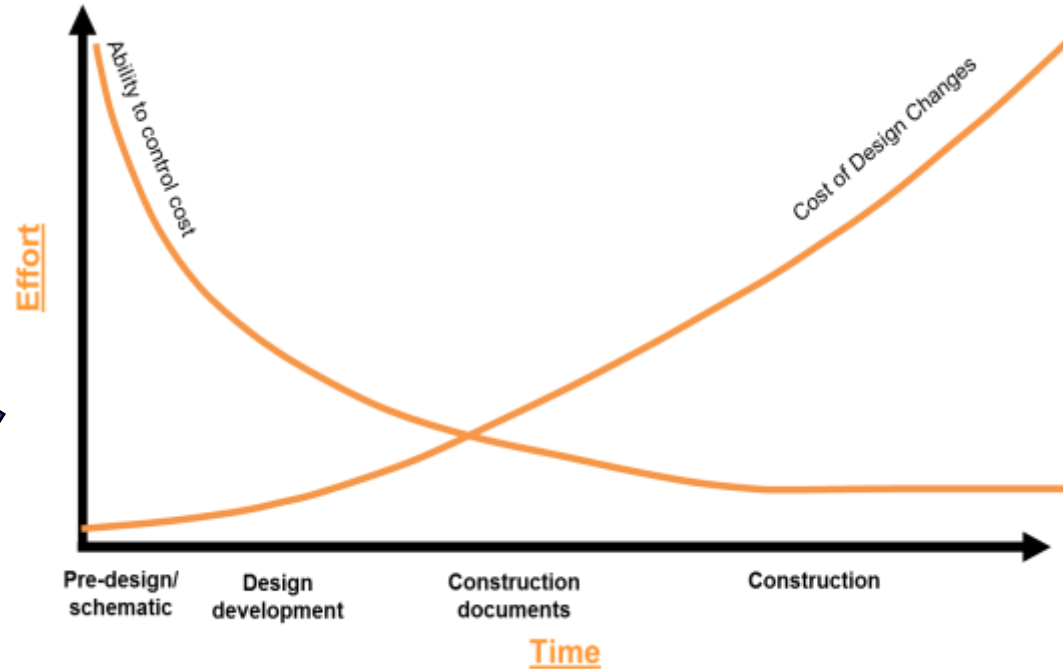
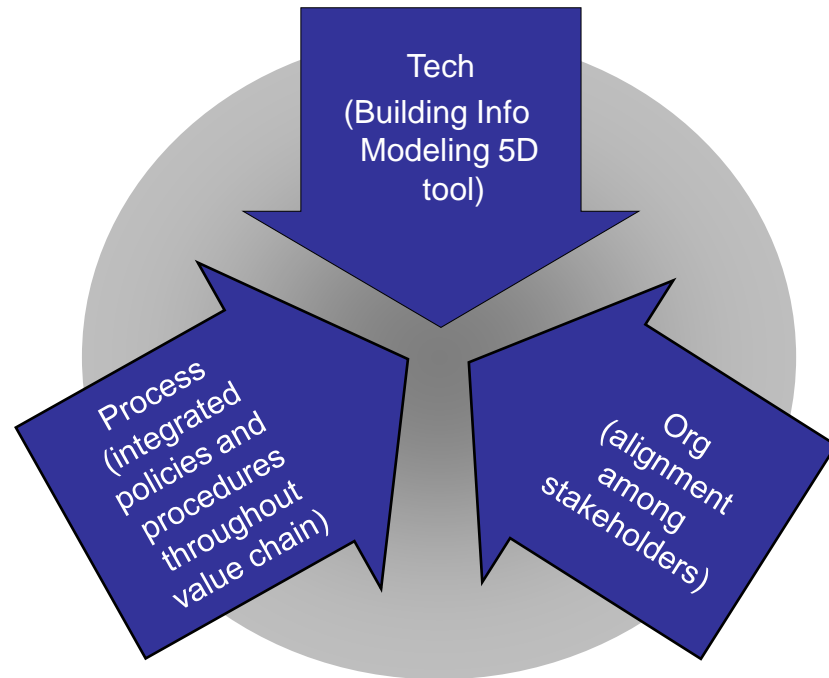
VDC strives to improve productivity through real-time information exchange & upfront collaboration among project stakeholders

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)

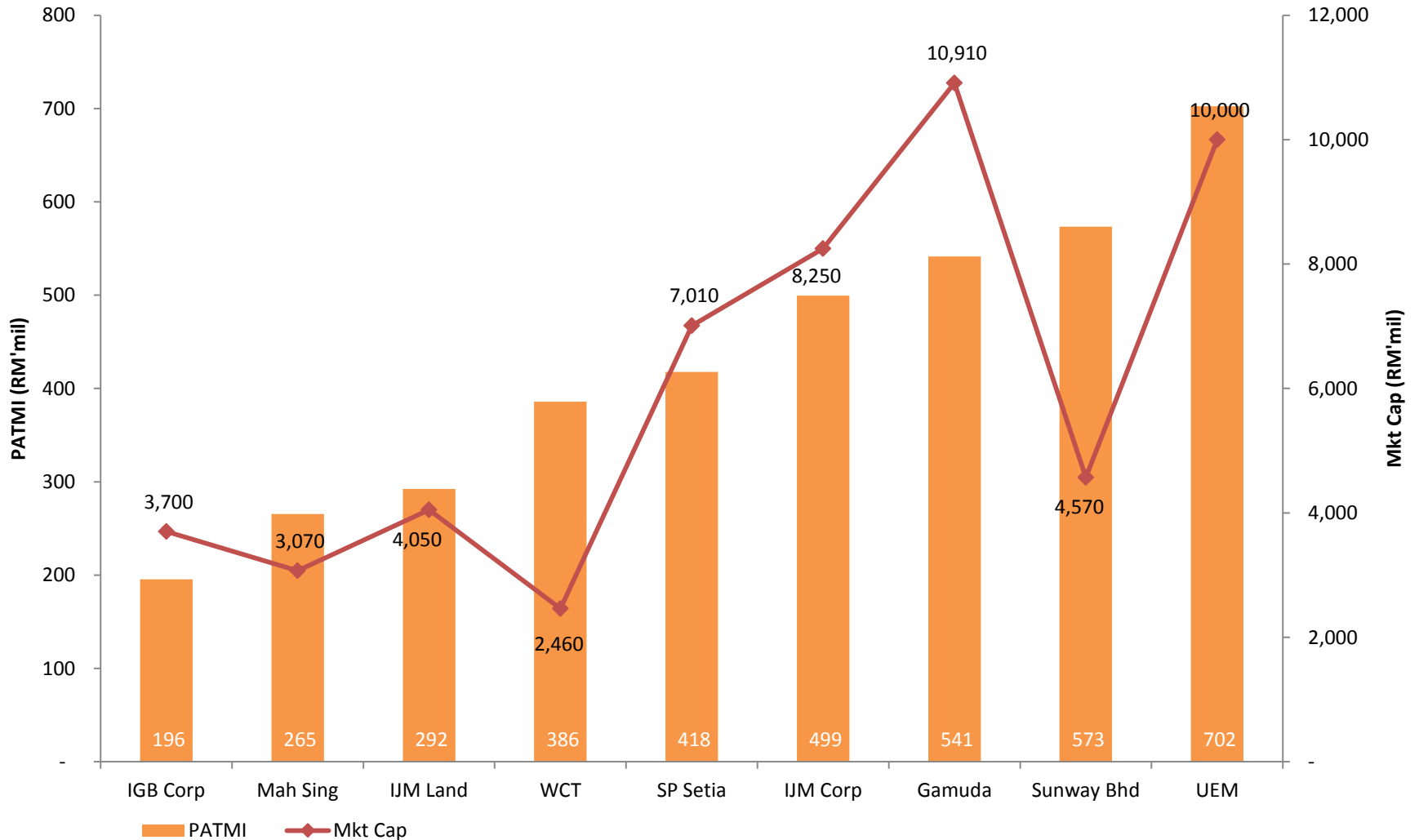
Reduced project risk

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

Overall Competitor Analysis



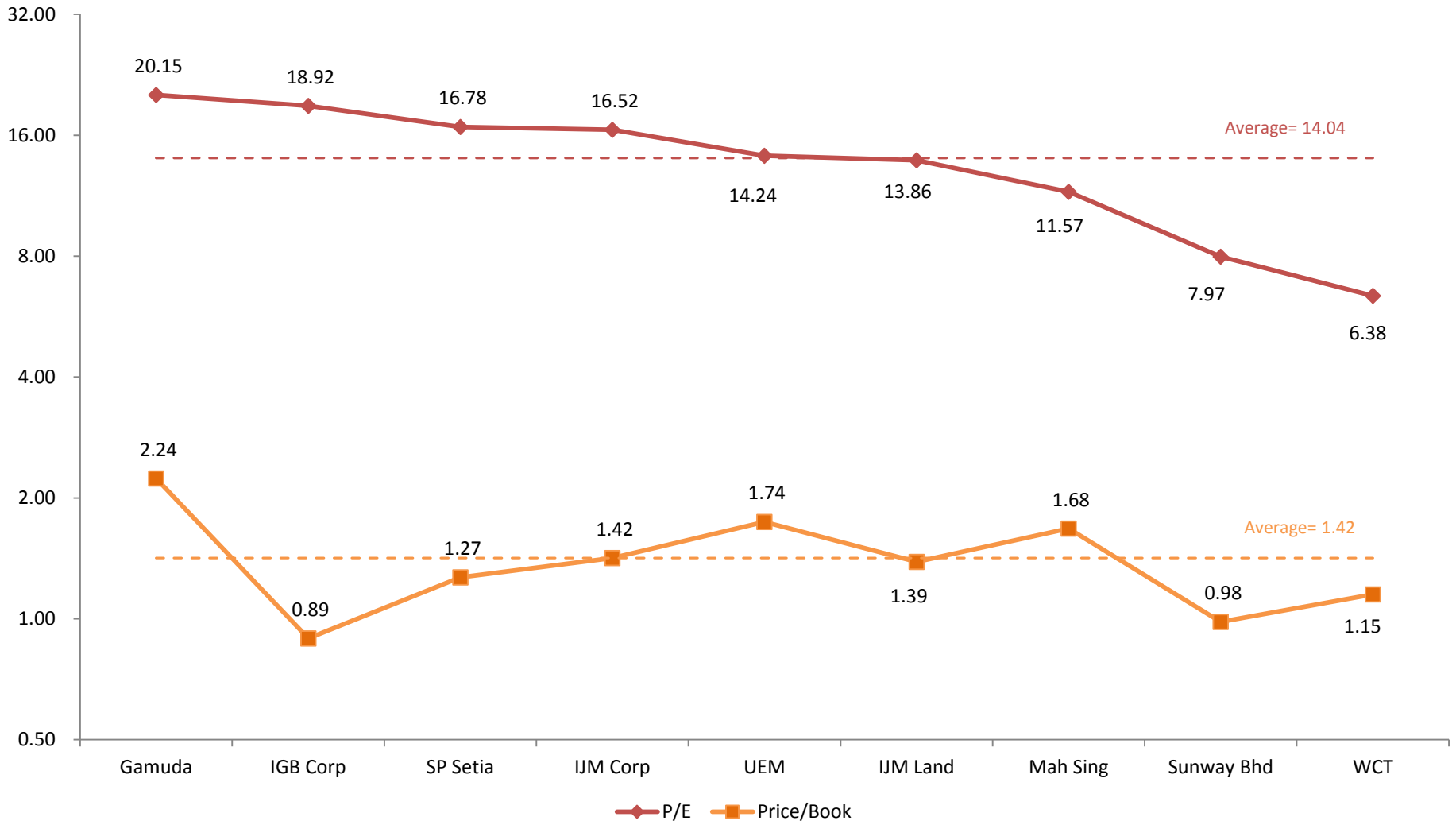
Comparison by Mkt Cap and PATMI



Overall Competitor Analysis



Comparison by P/E and P/B



Thank You

Email : irsunwayberhad@sunway.com.my

Website : www.sunway.com.my

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.

