



SUNWAY ISKANDAR.

NATURE'S CAPITAL CITY.

Where the city meets nature.

SUNWAY BERHAD
INVEST MALAYSIA 2014
10 JUNE 2014

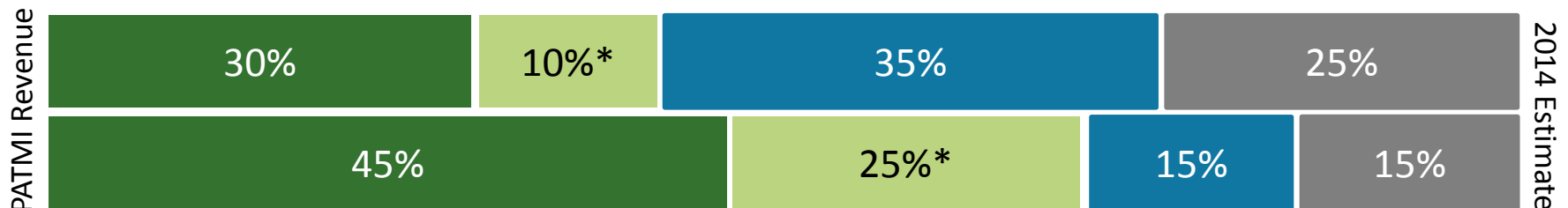
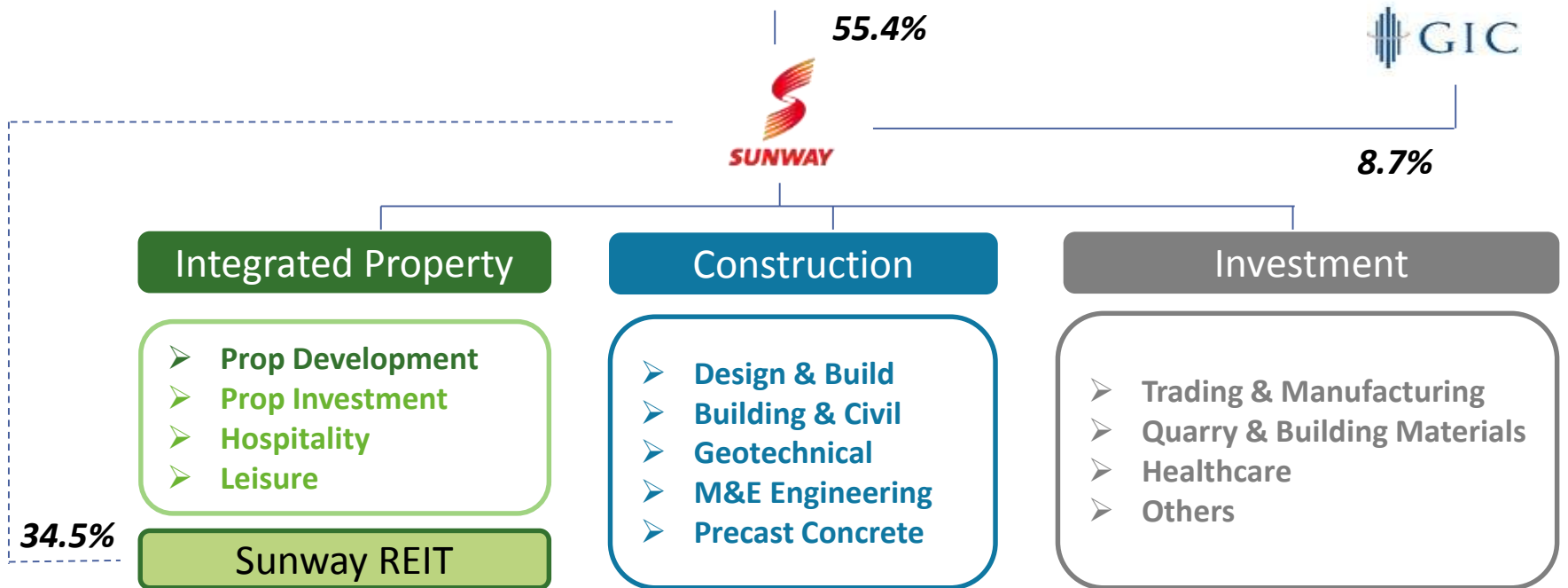


Corporate Profile



- 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

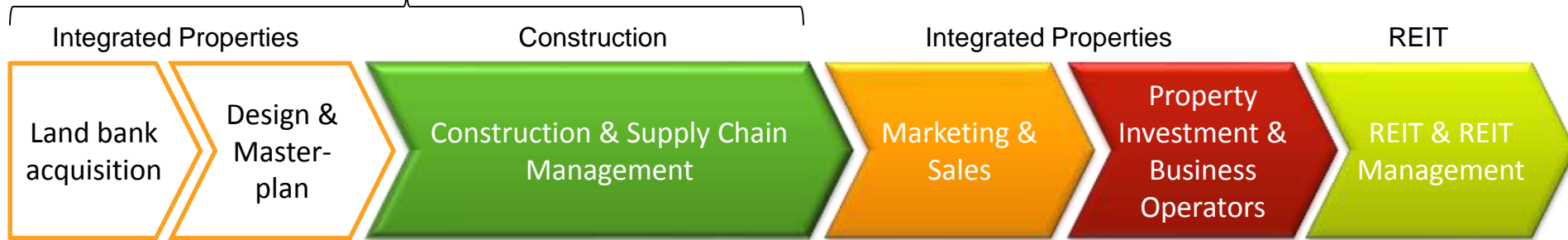


*REIT and Other Recurring Income

Integrated Real Estate Business Model



Prop Con Collaboration*



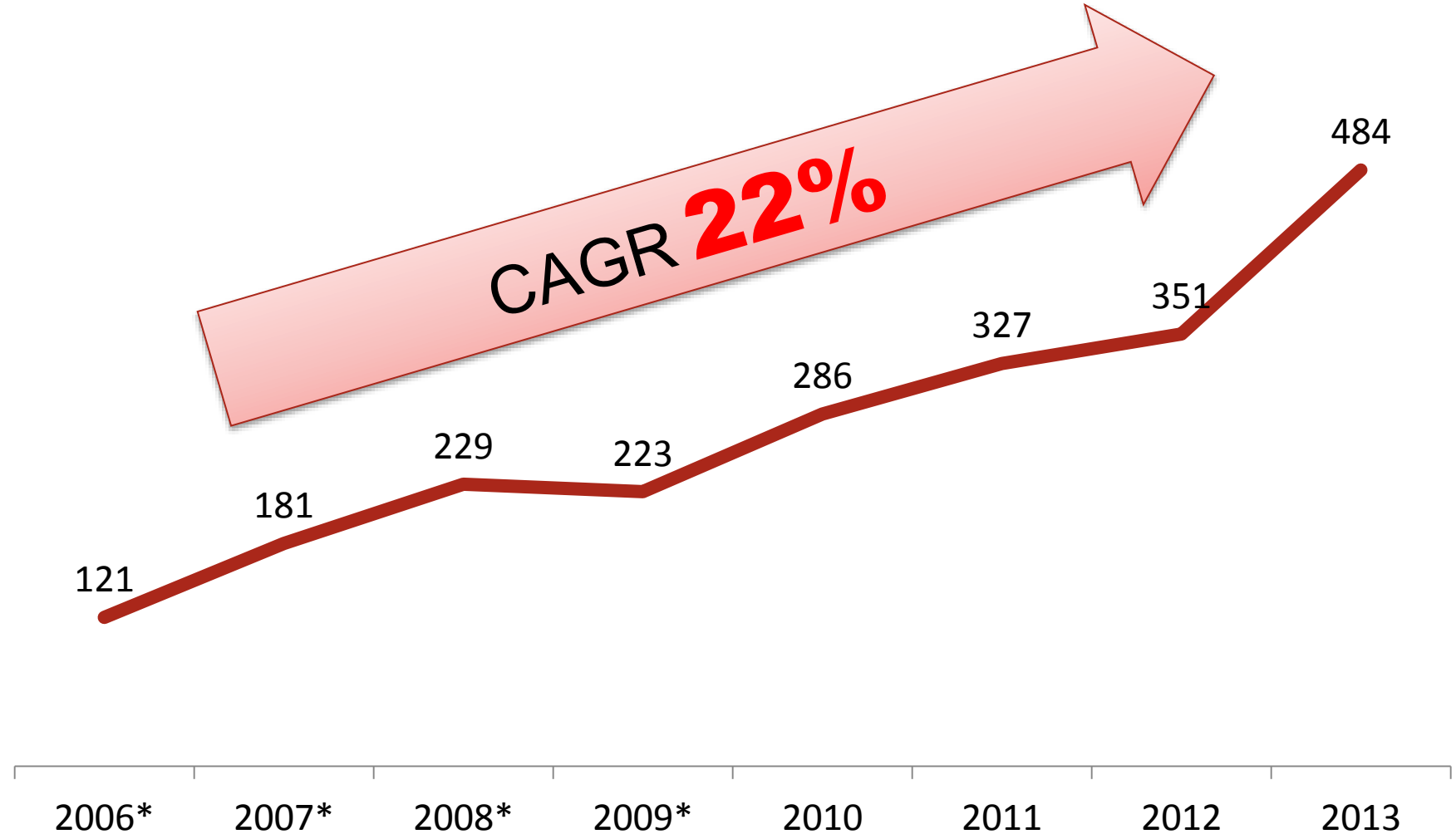
***Prop Con Collaboration**
Establishing new ways of working to harness group synergy and reduce the project delivery cost.

	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.

Proven Track Record



Core PATMI('mil)



* SunCity & Sunway Holdings Combined

Strong Financial Performance



	Sunway Berhad			
	31-Dec-11	31-Dec-12	31-Dec-13	31-Mar-14
	Audited [^]	Audited [^]	Audited [^]	Unaudited
	RM mil	RM mil	RM mil	RM mil
Revenue	3,691.7	3,849.2	4,515.4	1,025.7
EBITDA *	592.8	705.9	814.9	181.3
PATMI	387.6	530.6	1,490.4	104.0
PATMI (Core)*	327.1	350.7	484.0	110.3
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	31-Mar-14
	Audited [^]	Audited [^]	Audited	Unaudited
	RM mil	RM mil	RM mil	RM mil
Paid-up share capital	1,292.5	1,292.5	1,723.5	1,723.5
Share premium & other reserves	2,645.0	3,114.4	4,796.8	4,898.2
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	5,429.7
Total assets	10,921.9	12,363.7	11,101.6	11,158.8
Net Debt	2,992.6	3,445.9	1,346.6	1,562.4
Gearing Ratio * (times)	1.09	1.07	0.25	0.29
Net assets per share ** (RM)	2.12	2.49	3.09	3.15

* Gearing ratio = Net debt / Shareholders' Funds

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

[^] 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

- 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.



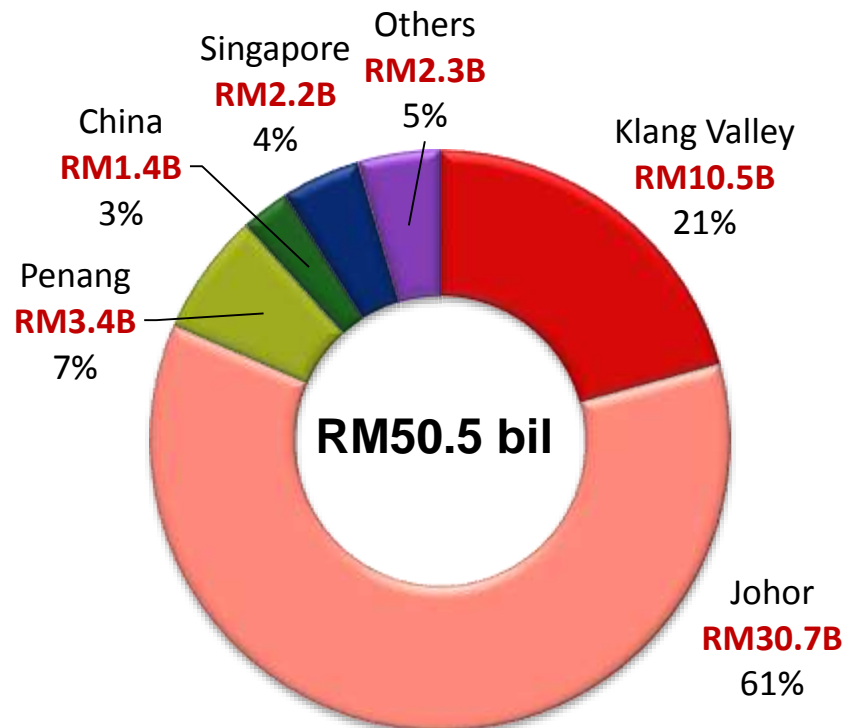
AFTER



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



<u>Klang Valley</u>	<u>Johor</u>	<u>Penang</u>	<u>China</u>	<u>Singapore</u>	<u>Others</u>
788 acres (23%) RM 10.5 bil (21%)	1,835 acres (54%) RM 30.7 bil (61%)	204 acres (6%) RM 3.4 bil (7%)	28 acres (1%) RM 1.4 bil (3%)	6.6 acres RM 2.2 bil (4%)	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 from buildings and the promenade. 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

Sunway Geo @ Sunway South Quay



Sunway Geo Residences

GDV: RM 400 mil

Residences



Sunway Geo Retail Shops

GDV: RM 480 mil

Retail Shops



Sunway Geo Flexi Suites

GDV: RM 200 mil

Flexi Suites

Residences



**A'Marine –
GDV: RM 240m**



LaCosta – GDV: RM 403m



**Nautica –
GDV: RM 171m**



**Bayrocks –
GDV: RM 434m**

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

V-Designer Suites

RM 251m

V-Retail & Office

RM 175m

V-Residences

RM 245m



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





Sunway Damansara

GDV: RM 1.7 billion

Area: 15 acres

	GDV
Retail	RM 301m
Office	RM 107m
SOHO	RM 119m



An aerial rendering of the Sunway Iskandar development. The image shows a large, modern high-rise building on the left, surrounded by lush greenery and a large lake in the center. The sky is a mix of blue and green, with a flock of birds flying in the upper right. The overall scene is a vibrant, planned urban environment.

Sunway Iskandar

GDV: RM 30 billion

Area: 1,770 acres

Sunway's Next Growth Catalyst

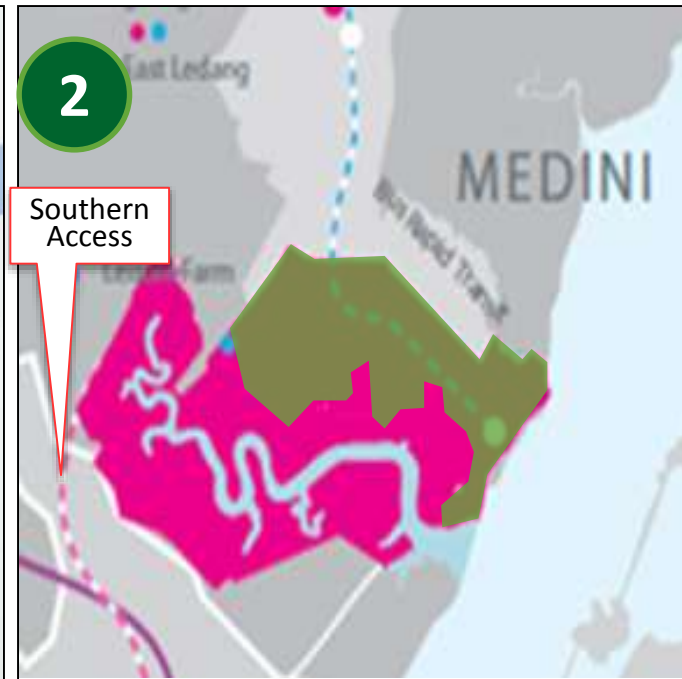
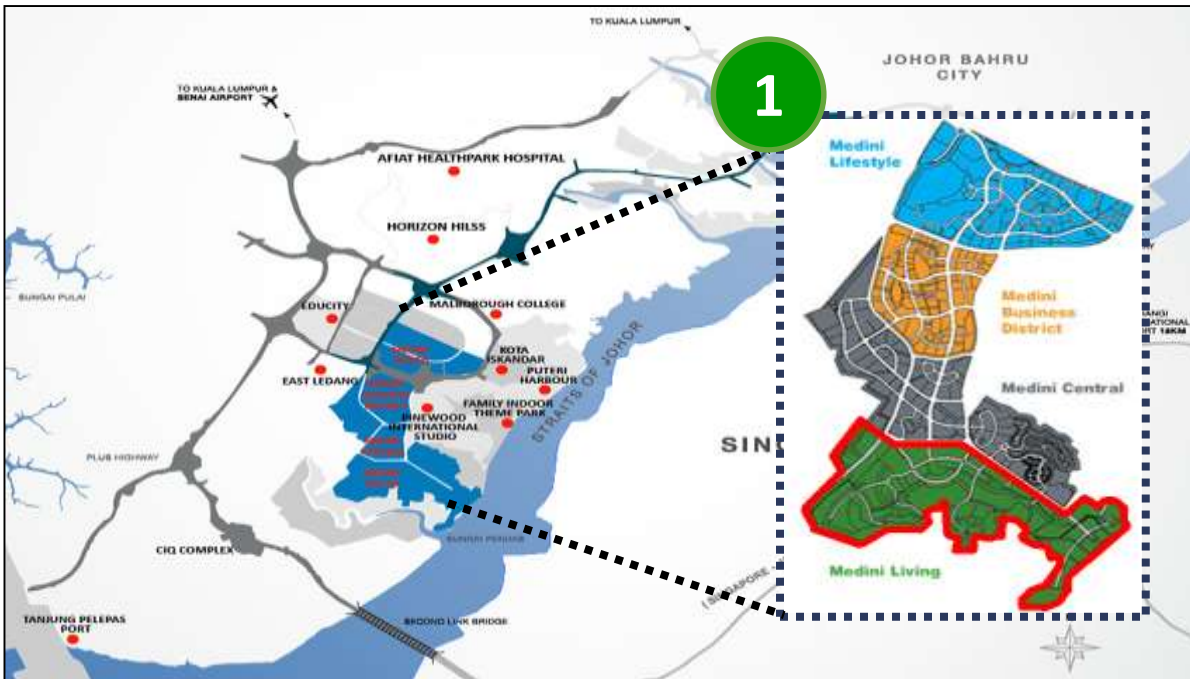


- Close proximity to Singapore
- Supported by world-class ports, 2 international airports in Senai and Changi, 2 causeways and a railway link into Singapore.



- 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)

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



Highlights of the Lakeview Precinct

- Self-sustainable environment within a micro setting
- Fronting a scenic 8 acres lake with sustainable landscape and recreational facilities
- 360° degree view of lake, park, mangrove, river and straits of Singapore.
- Good connectivity through existing infrastructure and future integrated transport lines – Rapid Transit System (RTS)
- 46% of designer office suites are corner units
- Sustainable design promotes natural lighting and ventilation



The Lakeview Precinct

Citrine – 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	July 2014
Property Investment	Retail (51 units)



Highlights of Citrine



Product Composition



Serviced Apartment

Total units : 328
No. Storey : 36
Units/floor : 8 - 10
No. Lifts : 4

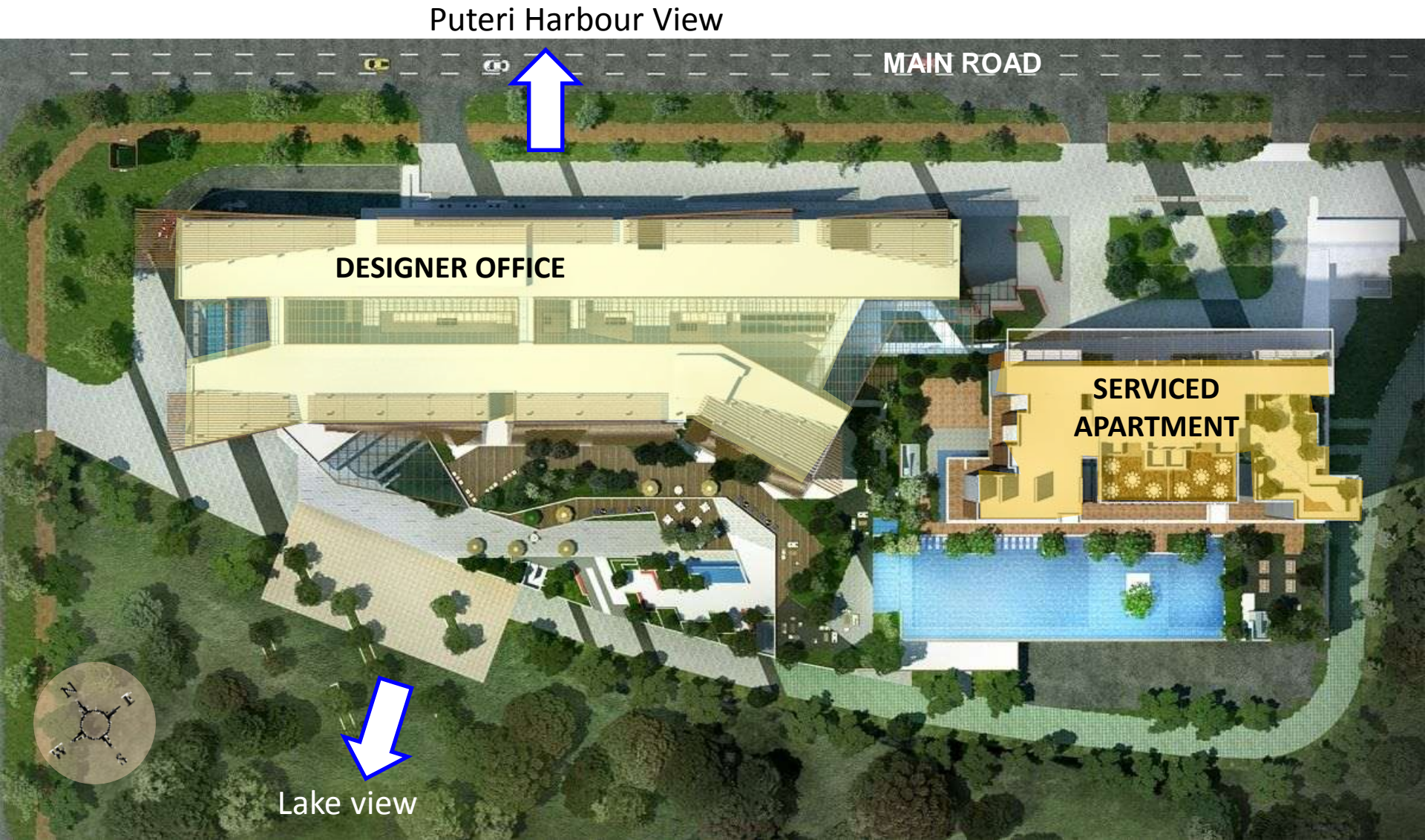
Designer Office

Total units : 167
No. Storey : 6
Units/floor : 26 - 29
No. Lifts : 5

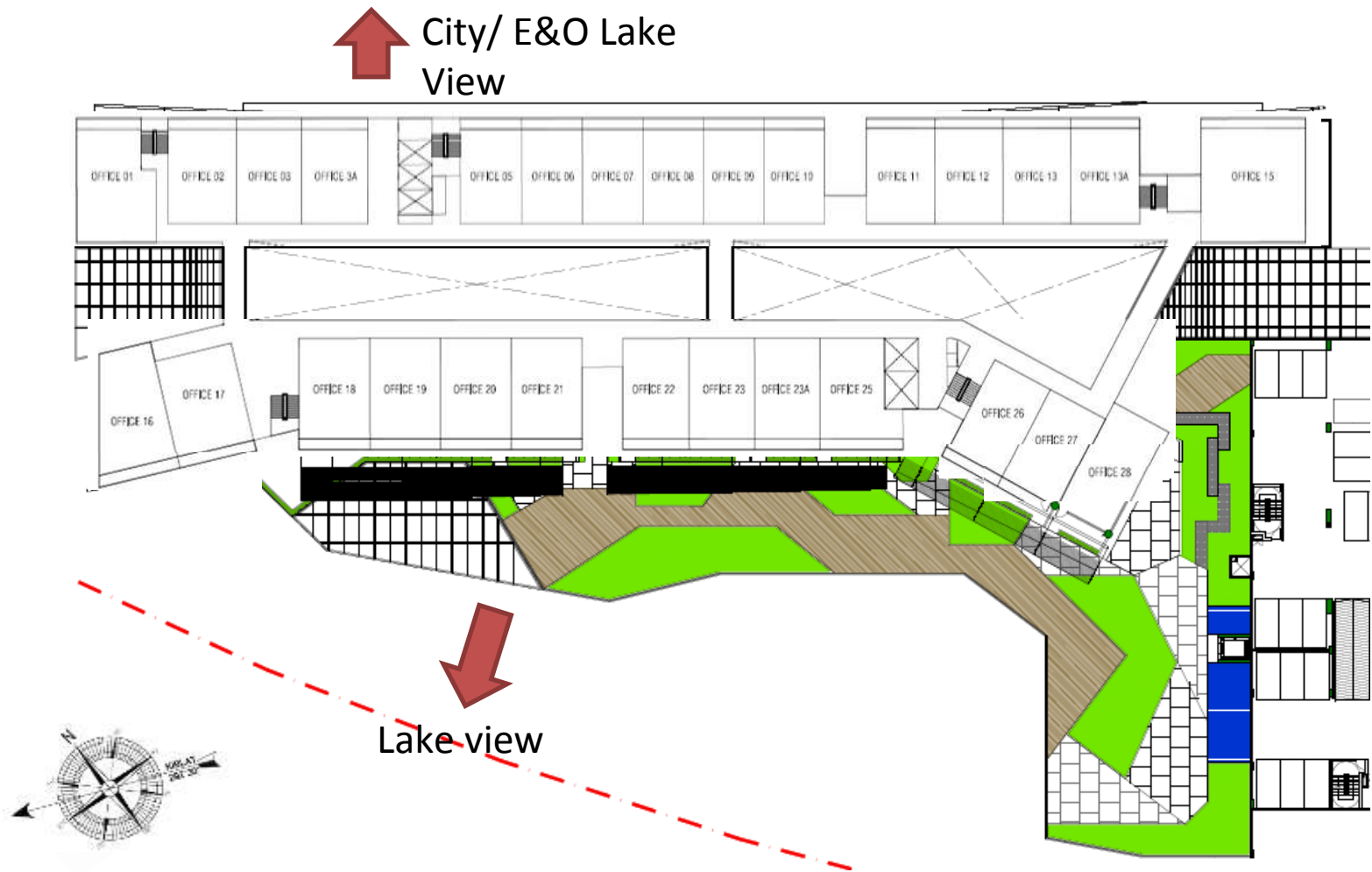
Boutique Retail

Total units : 51
No. Storey: 2

Citrine Office Layout



Citrine Office Floor Plan



Total unit : 167 units
Unit/ floor : 26-29 units
Size : 746 – 1671 sq ft

Storey : 6 Storeys
Lift : 5 lifts

Citrine Product Composition

Product	Type	Built up (sq.ft)	No of units	%	Launch Date
Designer Office	Type A	746-796	60	36%	July 2014
	Type B	806-885	96	58%	
	Type C	983	6	3%	
	Type D	1,298-1,671	5	3%	
Serviced Apartment	Type A	618	66	20%	August 2014
	Type B	994-1,035	64	20%	
	Type C	969-973	66	20%	
	Type D	1,120	66	20%	
	Type E	1,379	33	10%	
	Type F	1,571	33	10%	
Retail	-	NA	51	-	Lease only

Artist Impression – Office Lobby



Artist Impression – Office Interior



Artist Impression – Citrine Interior



Sunway International School, Sunway Iskandar



Integrated Property Back to Nature

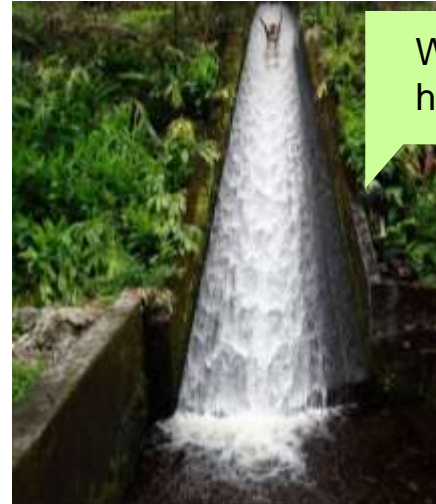


Images from Internet, for illustration purposes only

Integrated Property Eco Water Theme Park



Shaded & Sheltered



Water Amusement in harmony with Nature



Images from Internet, for illustration purposes only

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



Singapore

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

Completed Projects



City View @ Boon Keng

GDV SGD 421m
Type DBSS



The Peak @ Toa Payoh

GDV SGD 680m
Type DBSS



Vacanza @ East, Jalan Senang

GDV SGD 493m
Type Private Devt, Freehold

Projects Under Construction



Miltonia Residences, Yishun

GDV SGD 381m
Type Private Devt, Leasehold



Arc @ Tampines

GDV SGD 466m
Type Exec Condo



Lake Vista, Yuan Ching Road

GDV SGD 366m
Type DBSS

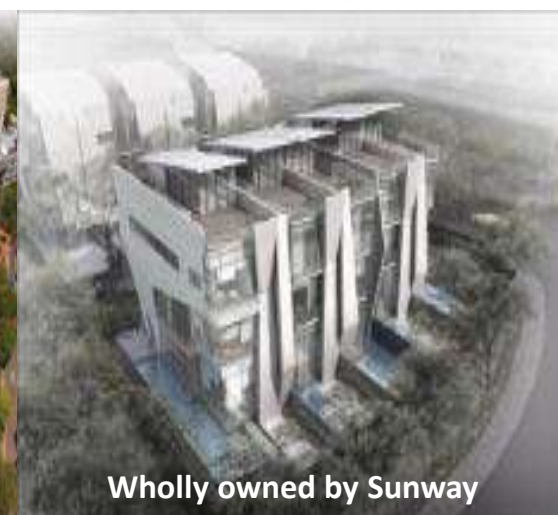


Sea Esta, Pasir Ris

GDV SGD 359m
Type Private Devt, Leasehold

Singapore

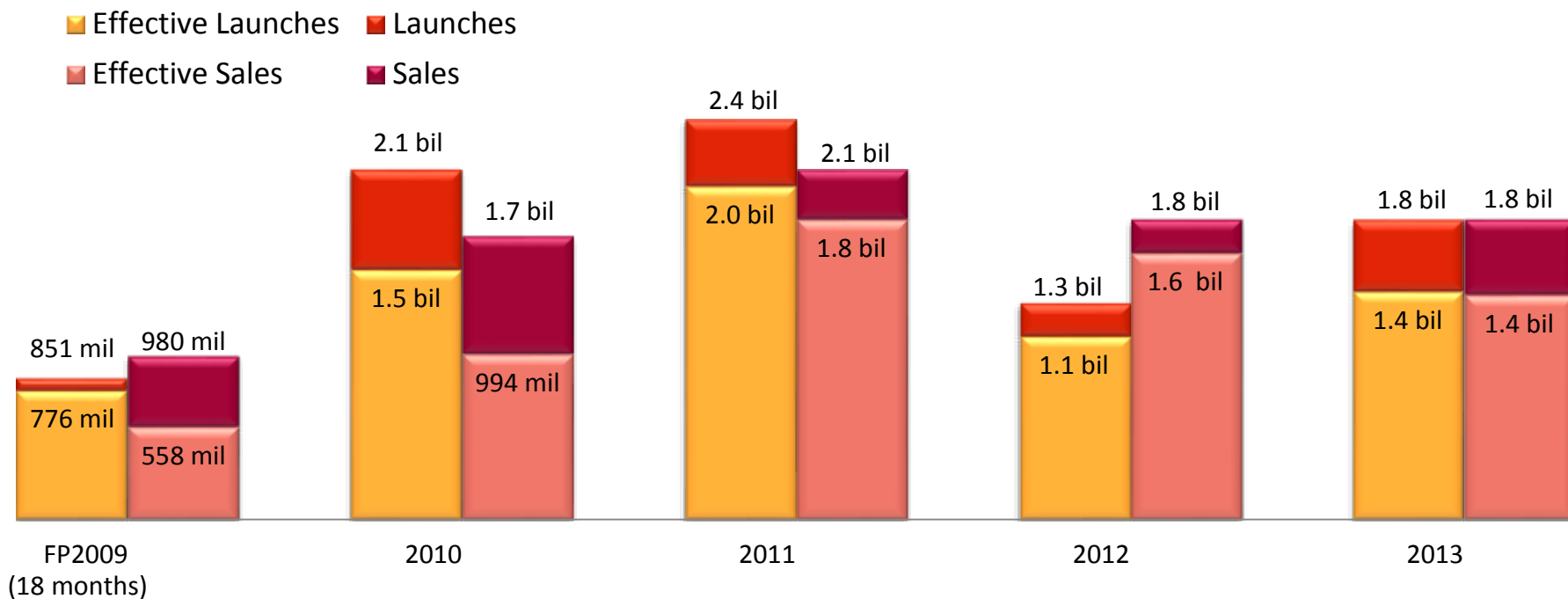
New Launches



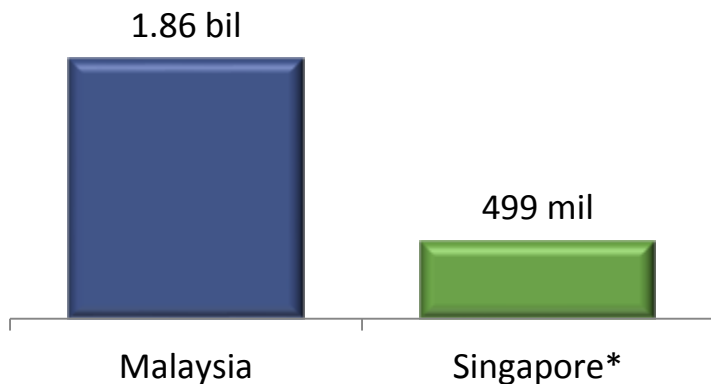
Wholly owned by Sunway

	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 Retail – 51	487	15
Launch	Oct 2013	Q3 2014	1H 2014
Take-up	Medical Suites Hotel (en bloc) Retail	-	-
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 ³⁷

Launches and Sales Trend



2014 Q1 – 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

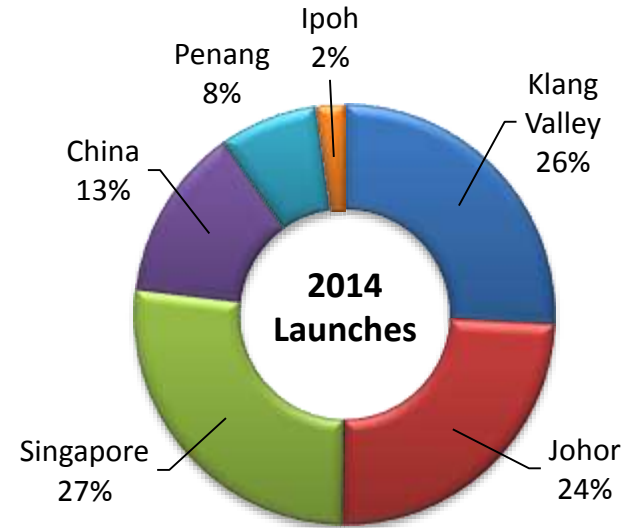
- Sunway Velocity Residences
- Sunway South Quay Service Apartment
- Citrine, Sunway Iskandar
- Sunway Wellesley, Penang
- Mount Sophia, Singapore (Effective)
- Tianjin

Project	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>
Total	1,900 mil

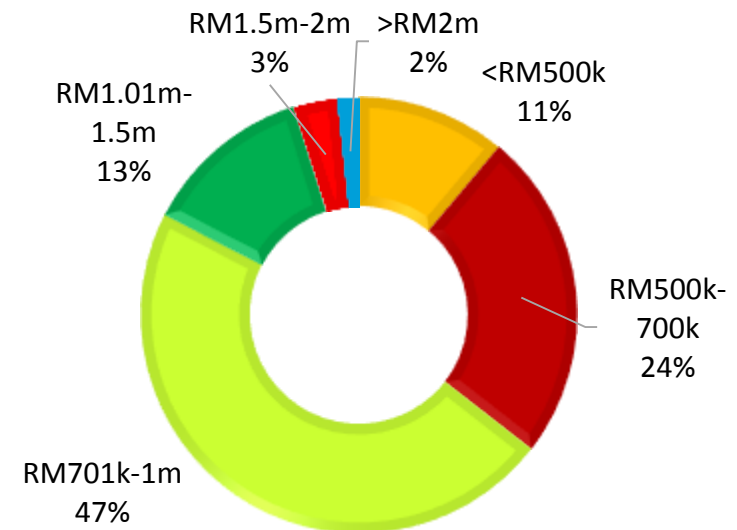


Artists' Impression of Sunway Geo Residences 2

Distribution of Launches 2014



Product Pricing Breakdown



Investment Properties Under Development



@ Bandar Sunway

Properties



	The Pinnacle	Sunway Pyramid 3	Sunway University New Academic Block	Sunway Velocity Shopping Mall
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Type	25-storey Grade A Office	Hotel & Mall Extension	12-storey Academic Block	Shopping Mall
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GDV	RM350 mil	RM500 mil	RM300 mil	RM1.6 bil
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GFA	600 k sq ft	440 rooms + 220 k sq ft GFA	670 k sq ft	1,000 k sq ft
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Car Parks	1,000	1,027	900	2,210
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Expected Comple't'n	Early 2014	Mid 2015	Mid 2015	End 2015
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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

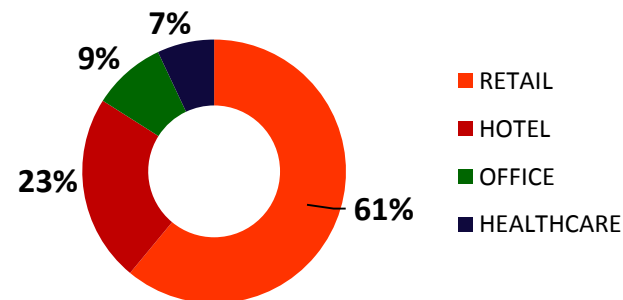


Sunway Medical Centre

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 – RM3.6 billion

	Contract Sum RM'mil	O/S Order Book RM'mil
Infrastructure	2,194	1,257
MRT Package V4 (Sec 17 to Semantan)		
LRT Kelana Jaya Line Extension (Package B)		
BRT Sunway Line		
Johor	283	243
Urban Wellness Centre		
Others	1,075	728
KLCC NEC		
KLCC Package 2 (Piling & Substructure)		
Others		
Internal	1,684	845
Sunway Velocity Mall (Substructure)		
Sunway Velocity Phase 2 (Substructure)		
Sunway Velocity (Shop Offices & Apartment)		
Sunway University New Academic Block		
Sunway Putra Place		
Sunway Pyramid 3		
Sunway Medical Centre Phase 3		
Sunway Geo Retail Shops & Flexi Suites (Phase 2)		
Singapore	826	516
Precast		
	6,062	3,589



BRT – Sunway Line

62%



Pinewood Studios

24%



LRT – KJ Line Extension

14%

In the pipeline

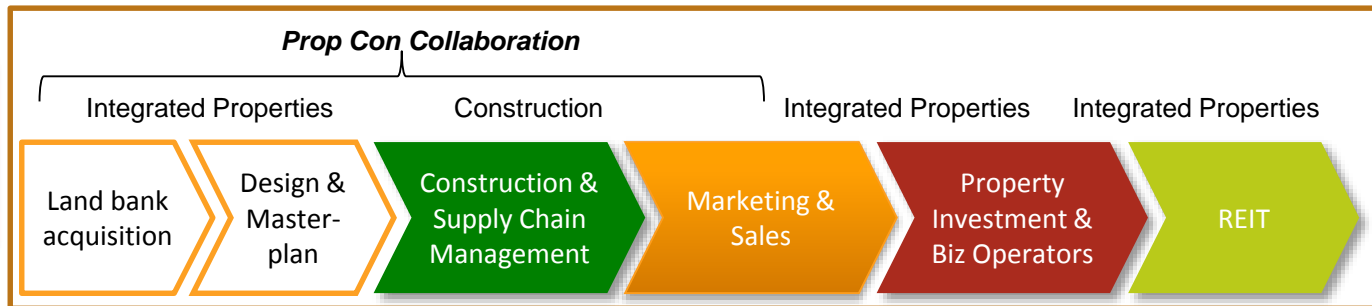
- Tender Rolling Order Book – RM1.5 billion per month
- Aim to maintain order book with replenishment of approximately **RM2.5 billion** for 2014 (including internal orders)
- To continue to ride on Economic Transformation Programme (ETP) and 10th Malaysia Plan projects
- Leverage on existing MRT, LRT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

- Unbilled Sales of RM 2.4 bil
- Construction order book of RM 3.6 bil
- Recurring income from Sunway REIT and Property Investment Division

Thank You

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