



SUNWAY BERHAD
Q4 2014 RESULTS REVIEW BRIEFING PACK

25 FEBRUARY 2015

1) All Round Strong Performance

- Q4 Core PATMI up an astounding 30.0%
- Full Year Core PBT up 20.4%
- Full Year Core PATMI up 22.3% to RM 591.7 million
- Full Year Core PATMI margin improves to 12.2% from 10.2%
- Improved performance due to stronger results particularly from the construction and property segments

2) Dividend to Shareholders

- First interim dividend of 5 sen paid in October 2014
- Second interim of 6 sen payable in April 2015
- Full year dividend of 11 sen implying yield of approximately 3.3%
- Represents dividend payout of 32% of Core PATMI

3) Key Indicators Remain Strong

- Property Sales : **RM 1.7 billion** (2013: RM 1.8 billion)
- Property Unbilled Sales : **RM 2.5 billion** (2013: RM2.4 billion)
- Order Book Replenished : **RM 1.1 billion** (2013: RM2.2 billion)
- Construction Outstanding Order Book : **RM 3.0 billion** (2013: RM3.9 billion)

Overview of Key Performance Highlights

RM mil	Q4 FY 2014 Oct - Dec 2014		Q4 FY 2013 Oct - Dec 2013		Q3 FY 2014 Jul - Sep 2014		YTD 2014 Jan - Dec 2014		YTD 2013 Jan - Dec 2013 Audited	
Revenue	1,477.5		1,329.9		1,134.0		4,841.9		4,721.4	
PBT	407.8		1,254.2		185.2		968.8		1,900.4	
Core PBT	281.2		227.7		190.8		797.6		662.2	
Core PBT Margin	19.0%		17.1%		16.8%		16.5%		14.0%	
PATMI	313.0		1,128.6		143.7		743.2		1,490.4	
Core PATMI	206.1		158.5		149.3		591.7		484.0	
Core PATMI Margin	13.9%		11.9%		13.2%		12.2%		10.3%	
EPS (sen) *	18.1		65.5		8.3		43.1		94.5	
Core EPS (sen) *	11.9		9.2		8.7		34.3		30.7	
One off adjustments (RM mil)	Q4 2014		Q4 2013		Q3 2014		YTD 2014		YTD 2013	
	PBT	PATMI	PBT	PATMI	PBT	PATMI	PBT	PATMI	PBT	PATMI
(Gain)/Loss on derivatives	2.8	2.8	(0.4)	(0.4)	0.1	0.1	2.7	2.7	(0.7)	(0.7)
FV gain (I.Properties)	(140.1)	(120.4)	(188.4)	(181.9)	-	-	(140.1)	(120.4)	(188.4)	(181.9)
Gain on consolidation of REIT	-	-	(39.5)	10.4	-	-	-	-	(230.9)	(5.7)
FV gain-remeasuremt (JCE)	-	-	(108.4)	(108.4)	-	-	-	-	(108.4)	(108.4)
FV gain-remeasuremt (Assoc)	-	-	(661.3)	(661.3)	-	-	-	-	(661.3)	(661.3)
Share fair value gain (Assoc)	-	-	-	-	-	-	(61.9)	(61.9)	(59.7)	(59.7)
Fair value of ESOS option	10.7	10.7	(1.4)	(1.4)	5.5	5.5	28.1	28.1	38.3	38.3
Gain on disposal of subs	-	-	(27.1)	(27.1)	-	-	-	-	(27.1)	(27.1)
One Off (Profits)/Loss	(126.6)	(106.9)	(1,026.5)	(970.1)	5.6	5.6	(171.2)	(151.5)	(1,238.2)	(1,006.5)

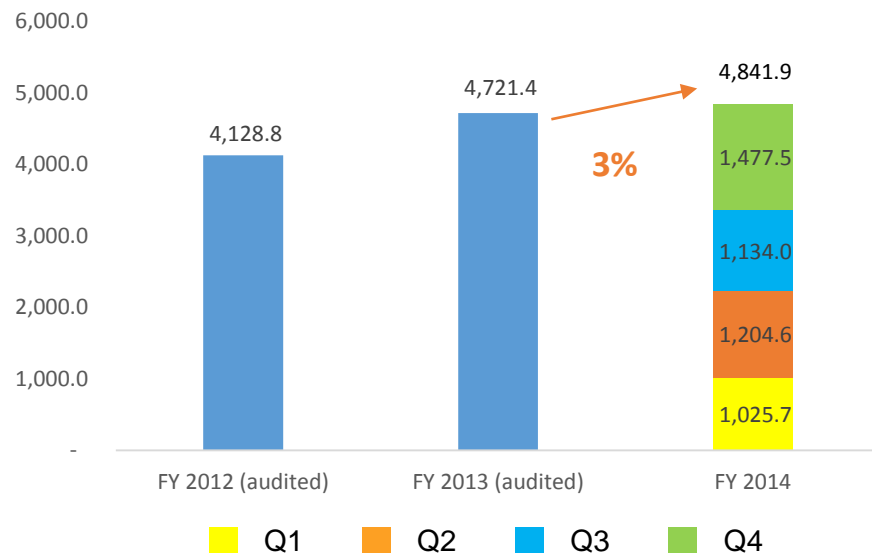
* Based on weighted average number of shares on respective dates

Balance Sheet and Gearing

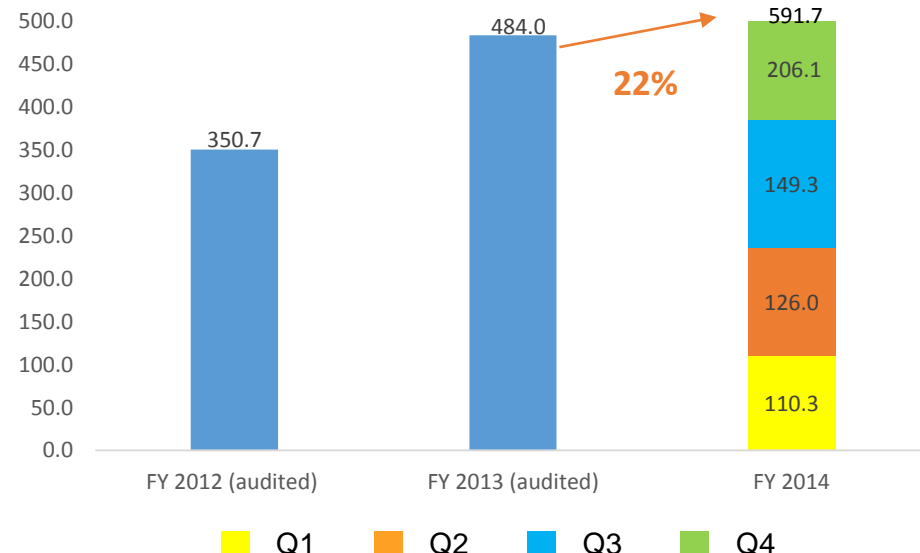
	FYE 31/12/2014	FYE 31/12/2013 Audited
	RM'mil	RM'mil
Non-current Assets	6,737.4	6,253.3
Current Assets	6,179.0	4,839.6
Assets Held for sale	-	8.7
Total Assets	12,916.4	11,101.6
Current Liabilities	4,475.6	4,074.0
Non-current Liabilities	2,107.0	1,317.5
Liabilities Held for sale	-	64.8
Total Liabilities	6,582.6	5,456.4
Shareholders' Funds	5,945.2	5,328.3
Non-Controlling Interests	388.7	316.9
Total Equity	6,333.9	5,645.2
Total Equity & Liabilities	12,916.4	11,101.6
Total Borrowings	3,784.4	2,795.5
Cash and Cash Equivalent	1,978.2	1,448.8
Net Gearing Ratio	0.30	0.25
Share Capital	1,730.6	1,723.5
Net Assets Per Share	3.44	3.09

2014 Financial Highlights

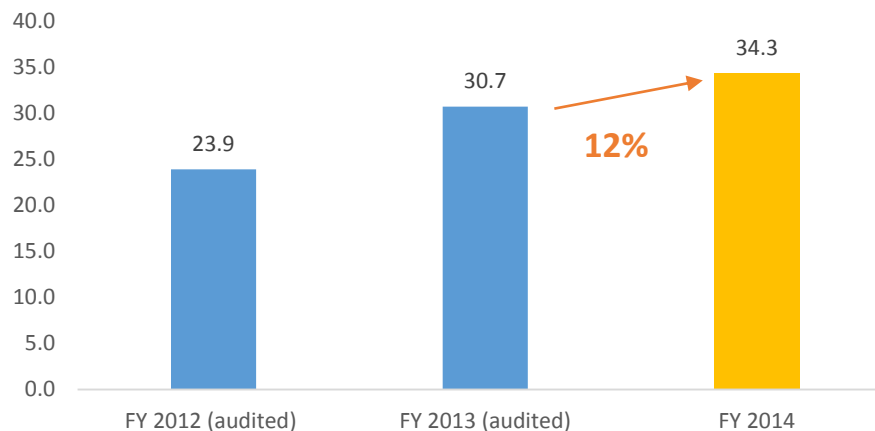
Revenue (RM'mil)



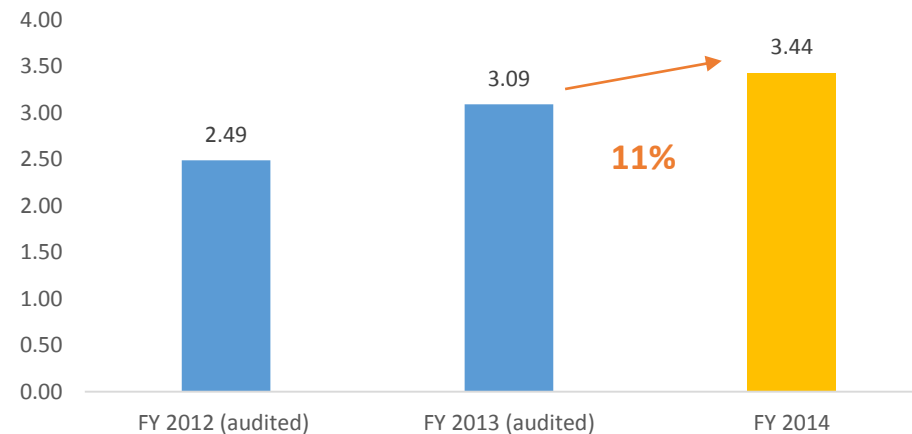
Core PATMI (RM'mil)



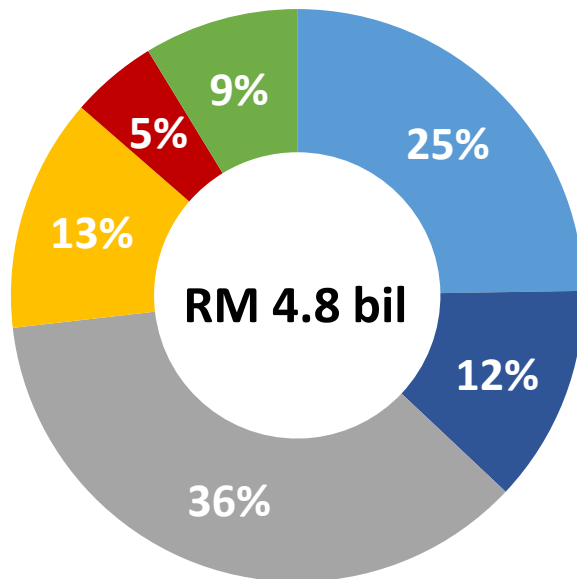
Core Earnings Per Share (sen)



Net Asset Per Share (RM)



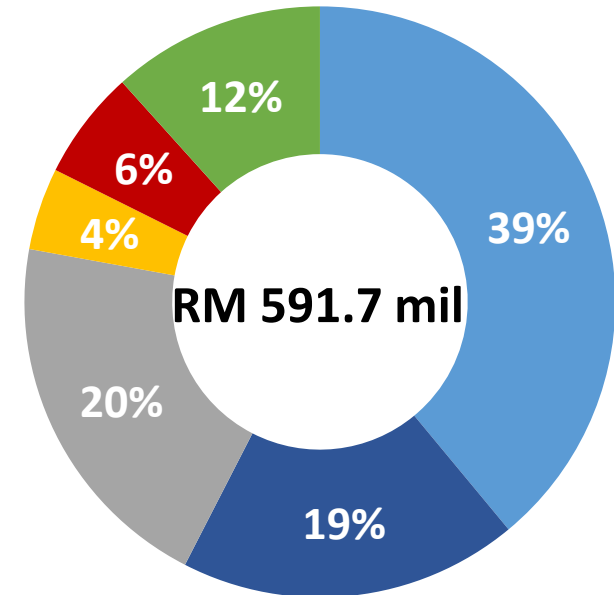
REVENUE



■ Property Development
■ Trading & Manufacturing

■ Property Investment Division
■ Quarry

CORE PATMI



■ Construction
■ Others

Property Development Segmental Review

	<u>Q4 2014</u>	<u>Q4 2013^</u>	<u>Q3 2014</u>	<u>YTD 2014</u>	<u>YTD 2013^</u>
Revenue (RM'mil)	496.3	417.2	178.0	1,198.3	1,167.1
Operating Profit (RM'mil)	98.1	97.1	79.1	287.3	229.0
Op. Profit Margin	19.8%	23.3%	44.4%	24.0%	19.6%
EBIT (RM'mil) (incl. share of assc. & JCE)	116.8	134.3	96.1	359.7	354.1
EBIT Margin (incl. share of assc. & JCE)	23.5%	32.2%	54.0%	30.0%	30.3%

^ Based on audited figures

Review of Performance

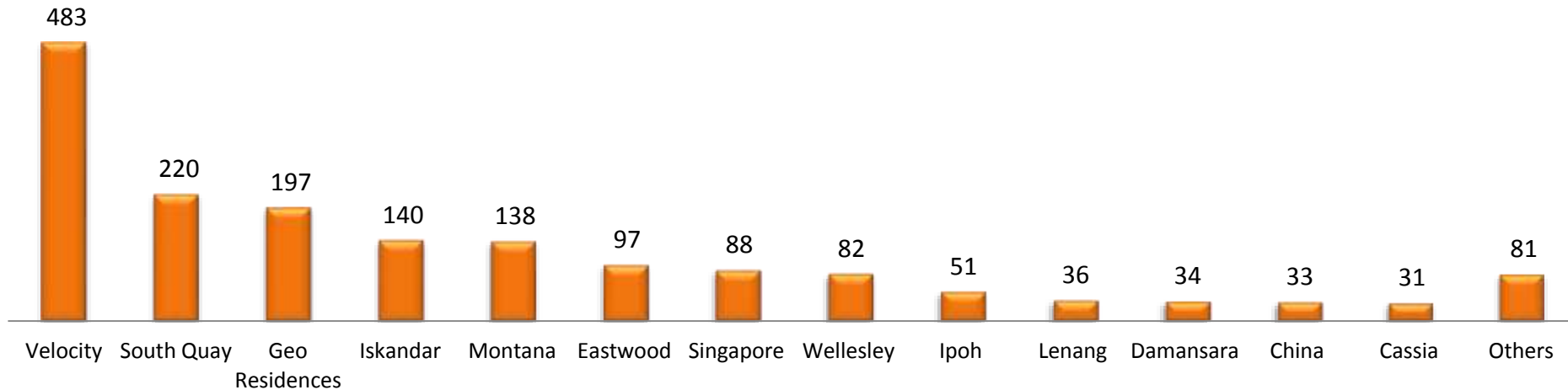
- QoQ, higher revenue was recorded due to higher billings, mainly from Sunway Velocity, Sunway Damansara and Sunway South Quay
- YoY, higher revenue was recorded due to higher billings, mainly from Sunway Velocity and Sunway Damansara
- QoQ, operating profit normalized after one off margin adjustment in Q3
- Yoy, operating profit was in line but EBIT was lower due to lower contribution from the Singapore property projects



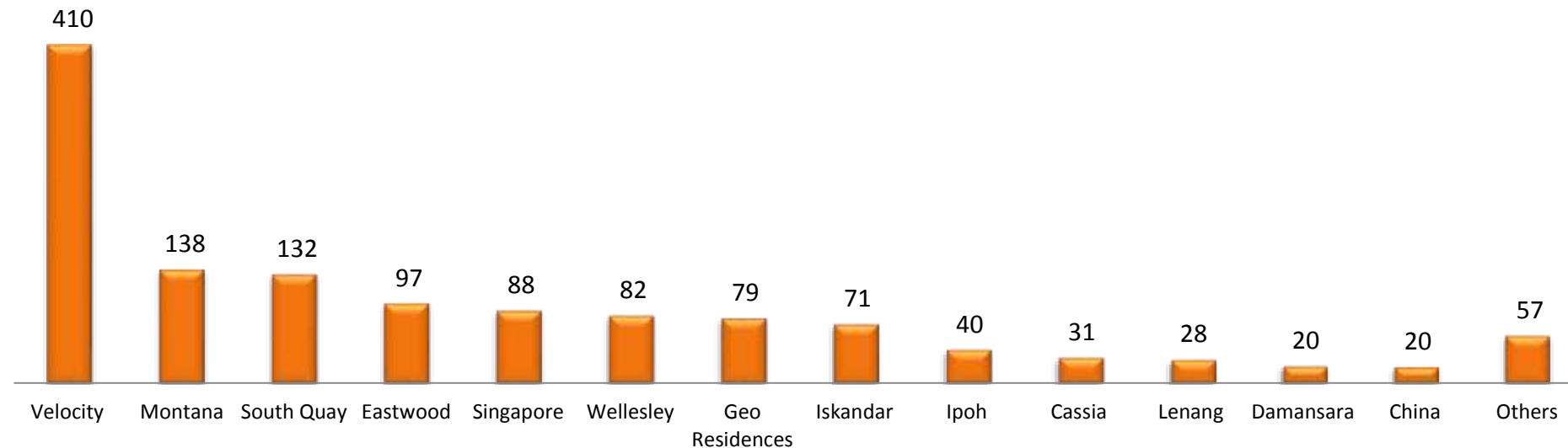
Sunway Geo Residences

Sales as at 31 December 2014

Sales as at December 2014 is RM1.7 billion

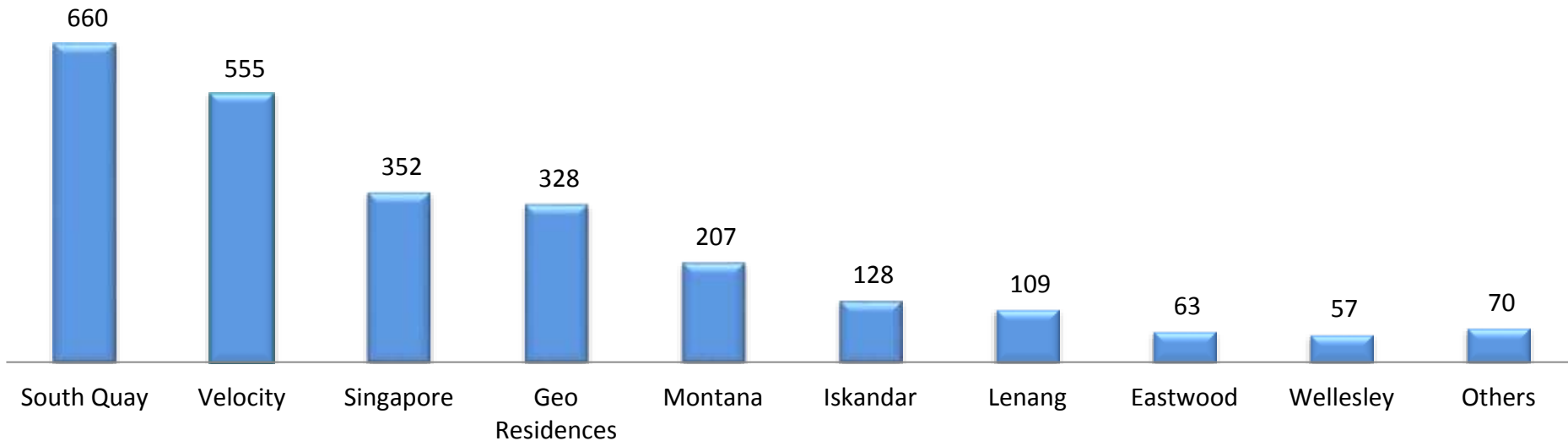


Effective Sales as at December 2014 is RM1.3 billion

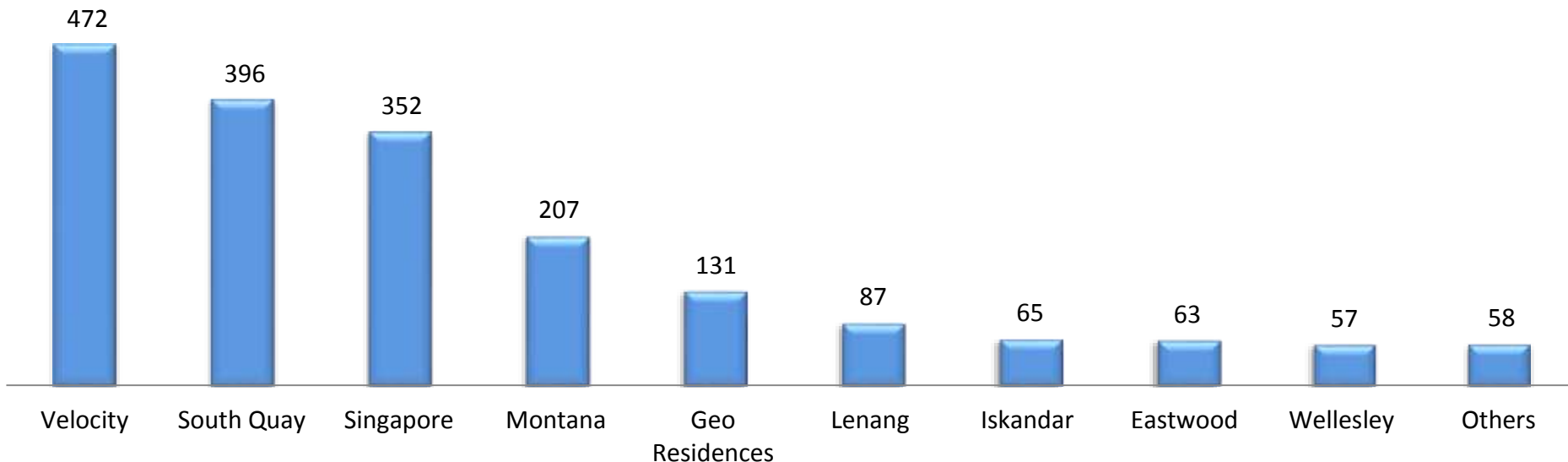


Unbilled Sales as at 31 December 2014

Unbilled Sales as at December 2014 is RM2.5 billion



Effective Unbilled Sales as at December 2014 is RM1.9 billion



Property Investment Segmental Review

	<u>Q4 2014</u>	<u>Q4 2013[^]</u>	<u>Q3 2014</u>	<u>YTD 2014</u>	<u>YTD 2013[^]</u>
Revenue (RM'mil)	160.4	165.8	151.8	594.5	578.3
Operating Profit* (RM'mil)	49.9	37.3	31.2	128.3	109.9
Op. Profit Margin	31.1%	22.5%	20.5%	21.6%	19.0%
EBIT* (RM'mil) (incl. share of assc. & JCE)	75.4	60.4	55.9	223.3	190.1
EBIT Margin (incl. share of assc. & JCE)	47.0%	36.4%	36.8%	37.6%	32.9%

*Excludes fair value gains and share of fair value gain from Sunway REIT

[^] Based on audited figures

Review of Performance

- Yoy and QoQ, revenue continues to be steady with the slightly higher revenue in Q4 2014 from Q3 2014 due to higher leisure and hospitality revenue during the year end holidays
- Full year revenue slightly higher due to additional revenue from Sunway Pinnacle and Monash University Malaysia extension
- For the full year, EBIT grew strongly due to improved performance by hospitality division and rental income from Monash University Malaysia campus extension



Sunway Pinnacle

Construction Segmental Review

	<u>Q4 2014</u>	<u>Q4 2013[^]</u>	<u>Q3 2014</u>	<u>YTD 2014</u>	<u>YTD 2013[^]</u>
Revenue (RM'mil)	478.0	443.0	488.2	1,751.0	1,621.7
Operating Profit (RM'mil)	60.2	-27.6	21.8	138.7	30.9
Op. Profit Margin	12.6%	-6.2%	4.5%	7.9%	1.9%
EBIT (RM'mil) (incl. share of assc. & JCE)	60.5	21.4	17.7	141.4	81.2
EBIT Margin (incl. share of assc. & JCE)	12.7%	4.8%	3.6%	8.1%	5.0%

Review of Performance

[^] Based on audited figures

- Yoy and QoQ, revenue improved due to higher progress billings for BRT and building projects such as Sunway Velocity Shopping Mall and Afiniti Medini
- YoY and QoQ, operating profit and EBIT improved due to higher profit contribution from the BRT, Afiniti Medini and Sunway University New Academic Block projects
- Full year profit improved due to high contribution from precast division which completed multiple projects and had finalization of accounts during the year. Previous year results were negatively affected by provision of doubtful debts made in respect of a project in Abu Dhabi totaling RM 24.0mil

Construction Order Book – RM3.0 billion

	Contract Sum RM'mil	O/S Order Book RM'mil
Infrastructure		
MRT Package V4 (Sec 17 to Semantan)	1,173	557
LRT Kelana Jaya Line Extension (Package B)	569	165
BRT Sunway Line	453	125
Johor		
Urban Wellness Centre	283	164
Coastal Highway Southern Link	170	170
Others		
KLCC NEC	304	224
KLCC Package 2 (Piling & Substructure)	222	143
Others	71	61
Internal		
Sunway Velocity 2 Mall	350	262
Sunway University New Academic Block	204	28
Sunway Putra Place	258	16
Sunway Pyramid 3	193	125
Sunway Geo Retail Shops & Flexi Suites	153	143
Sunway Medical Centre Phase 3 (Sub & Superstructure)	167	163
Sunway Iskandar - Citrine Svc Apt (Superstructure)	180	180
Others	903	218
Singapore		
Precast	494	317
	6,145	3,059



MRT Package V4



KLCC NEC



Sunway Pyramid 3

53%

37%

10%

Construction Order Book Replenishment:

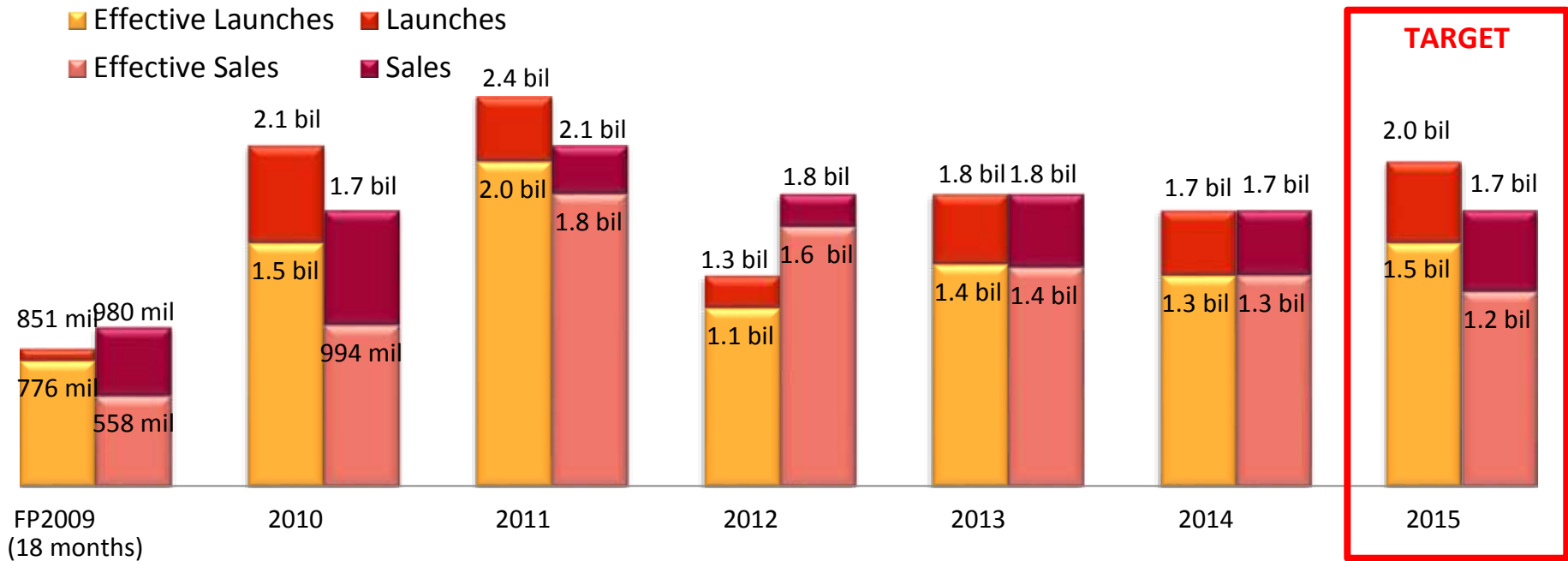
- Sunway Medical Centre Phase 3 – RM178 million
- Sunway Geo Retail Shops & Flexi Suites – RM153 million
- Sunway Iskandar – Citrine Service Apartments – RM200 million
- Sunway Velocity 2 Mall – RM350 million
- Coastal Highway Southern Link – RM170 million
- Others – RM61 million

Total Replenishment @ 31 December 2014 – RM1.1 billion

Property Launches YTD 2014

Project	Type	Stake	Total GDV	Take up / Bookings
Sunway Wellesley	Townhouses & Semi-D	100%	RM120 mil	60% (+7% bookings)
Sunway Eastwood	Superlink	100%	RM85 mil	71% (+14% bookings)
Sunway V-Residences 2	Service Apartments	85%	RM271 mil	88% (+2% bookings)
Sunway Geo Residences 2	Service Apartments	60%	RM210 mil	75% (+1% bookings)
Citrine	Offices	51%	RM73 mil	81% (+19% bookings)
Signature Retail & Offices, Sunway Velocity	Retail Shops & Offices	85%	RM200 mil	99%
Sunway V-Residences Suites	Service Apartment	85%	RM280 mil	47% (+2% bookings)
Sunway Gardens	Condominium	60%	RM90 mil	40%
Avant Parc, Singapore	Terrace Homes	100%	RM100 mil	15%
Citrine	Service Apartments	51%	RM220 mil	33% (+6% bookings)
Total Launches @ 31 December 2014			RM1.65 bil	

Launches & Sales Trend



Upcoming launches for 2015:

- Serene Villas, Sunway City Ipoh RM50 mil
- Sunway Wellesley Condo & Townhouses RM100 mil
- Sunway Damansara Retail RM250 mil
- Sunway Velocity Shops & Offices RM150 mil
- Sunway South Quay Condominium RM300 mil
- Sunway Iskandar Landed RM300 mil
- Sophia Hills, Singapore RM600 mil (Effective)
- Others RM200 mil

Total Upcoming Launches

RM2.0 billion

Thank You

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Next quarter announcement on 28 May 2015

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