

SUNWAY®



**TODAY,
TOMORROW
& BEYOND**

SUNWAY BERHAD
INVEST MALAYSIA 2018
23-24 JANUARY 2018

Corporate Profile

- Sunway Bhd was listed under 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 RM9.1 billion
- Sunway Construction Group Bhd was listed under the construction sector on 28 July 2015 and has a market capitalization of approximately RM3.0 billion
- Including Sunway REIT, Sunway Group has a combined market capitalization of RM17.1 billion

	FYE 2011	FYE 2016	As at 29 Sept 2017
Sunway Berhad Share Price (RM)	2.55	3.03	1.84
No. of Shares ('000)	1,292,505	2,063,067	4,918,111
Market Capitalisation	RM3.3 bil	RM6.3 bil	RM9.1 bil
Revenue (RM'000)	3,691,712	4,655,592	3,651,936
Core PATMI (RM'000)	327,070	555,897	398,924

RM (sen)	FYE 2011	FYE 2012	FYE 2013	FYE 2014	FYE 2015	FYE 2016	Total 5 Year Returns
Normal Dividend	-	6.00	10.00	11.00	11.00	9.00	47.00
Special Dividend	-	-	-	-	38.00	3.14	41.14
Total Dividend	-	6.00	10.00	11.00	49.00	12.14	88.14

Strong Financial Performance



	Sunway Berhad					
	31-Dec-12	31-Dec-13	31-Dec-14	31-Dec-15	31-Dec-16	30-Sep-17
	Audited [^]	Audited	Audited	Audited	Audited	Unaudited
	RM mil	RM mil	RM mil	RM mil	RM mil	RM mil
Revenue	4,128.8	4,721.4	4,558.1	4,448.4	4,655.6	3,651.9
PBT	839.6	1,900.4	960.2	930.4	859.0	621.3
EBITDA	1,125.5	1,937.0	1,108.4	1,074.3	1,044.1	756.9
PATMI [#]	438.8	1,490.4	734.0	732.4	585.9	455.7
CORE PATMI [#]	350.7	484.0	583.9	564.2	555.9	398.9
ROE (%)	13.6%	28.0%	12.4%	11.2%	7.8%	N/A

Reduction in PATMI contribution from the construction division to 54.4% from 100% following the listing of Sunway Construction Group Berhad in July 2015.

* ROE = PATMI/Shareholders' Funds

[^] Restated

	Sunway Berhad					
	31-Dec-12	31-Dec-13	31-Dec-14	31-Dec-15	31-Dec-16	30-Sep-17
	Audited^	Audited^	Audited	Audited	Audited	Unaudited
	RM mil	RM mil	RM mil	RM mil	RM mil	RM mil
Paid-up share capital	1,292.5	1,723.5	1,730.6	1,799.8	2,063.1	2,250.9
Share premium & other reserves	3,114.4	4,796.8	5,397.8	5,955.0	6,598.7	6,925.5
Merger reserve	(1,192.0)	(1,192.0)	(1,192.0)	(1,192.0)	(1,192.0)	(1,192.0)
Shareholders' Funds	3,214.8	5,328.3	5,936.4	6,562.7	7,469.7	7,984.4
Total assets	12,363.7	11,101.6	12,857.1	16,000.9	18,752.0	20,264.5
Net Debt	3,445.9	1,276.6	1,806.2	3,258.2	3,333.1	2,983.8
Gearing Ratio * (times)	0.64	0.23	0.29	0.45	0.40	0.34
Net assets per share ** (RM)	2.49	3.09	3.43	3.65	3.62	3.77

* Gearing ratio = Net debt / Total equity

The Group's borrowings in foreign currencies are always hedged using cross currency swaps. However, the translated borrowing amount in Ringgit is required to be marked-to-market at the prevailing exchange rate during the tenure of the loan. If based on the hedged borrowing amount, the net gearing ratio as at 30 September 2017 would be lower at 0.32 times.

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

^ Restated

Trading/Services Reclassification

- Sunway Bhd was reclassified from Properties to the Trading/Services sector in Bursa Securities on 16 June 2017 to reflect Sunway's strategic ambition to grow its non-property related businesses.

Tan Sri Dato Seri Dr Jeffrey Cheah

60.3%

SUNWAY™

Integrated Property

- Prop Development
- Prop Investment
- Hospitality
- Leisure

Construction

- Design & Build
- Building & Civil
- Geotechnical
- M&E Engineering
- Precast Concrete

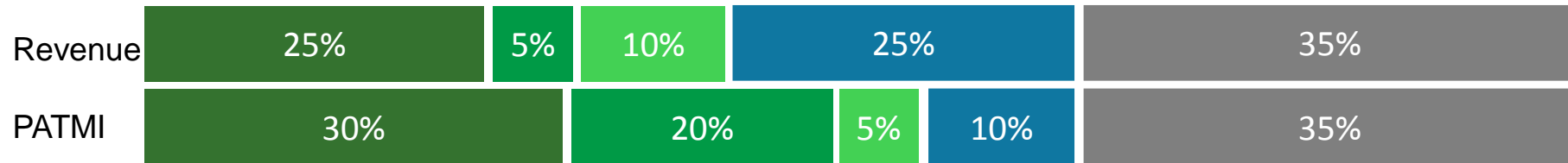
Investment

- Trading & Manufacturing
- Quarry & Building Materials
- Healthcare
- Others

37.3%

Sunway REIT

Present



FY2012





	Sunway Medical Centre	Sunway Medical Centre 3
Introduction	<ul style="list-style-type: none"> • One of Malaysia's most recognised Medical Centre and first Australian Council on Healthcare Standards (ACHS) accredited hospital in South East Asia • Collaboration with Harvard Medical School to train healthcare professionals and help advance healthcare standards • Future collaboration with Cambridge University 	
Beds	373	245
Specialist Consultation Suites	130	70
Features	12 Operating Theatres 23 Centres of Excellence	Cancer & Radiosurgery, Nuclear Medicine and Oncology Centres
Completion	Phase 1: 2001, Phase 2: 2009	End 2017

New Medical Centres in the Pipeline

SUNWAY®



240 Beds

Exp. Completion: Q1 2019

Sunway Medical Centre Velocity, KL



180 Beds

Exp. Completion: 2020

Sunway Medical Centre Seberang Jaya, Penang



250 Beds

Exp. Completion: 2022

Sunway Medical Centre Damansara, Selangor



200 Beds

Exp. Completion: 2023

Sunway Medical Centre Ipoh, Perak

2017:

Global Health and Travel GHT-Bernstein 2017 APAC Healthcare & Medical Tourism Awards

- Medical Tourism Hospital of the Year in Asia Pacific 2017 - Runner-up
- Orthopaedics Service Provider of the Year 2017

The GHT Awards, is an international platform organised in partnership with AB Bernstein. Globally considered as the leading investment management firm that offers high-quality research and diversified investment services, AB Bernstein worked in collaboration with Global & Health Travel to recognise and award healthcare providers that have maintained consistently high-customer care standards.

Three hospitals were nominated for the Medical Tourism Hospital of the Year in Asia Pacific:

- Bumrungrad International Hospital, Bangkok – Winner
- Mount Elizabeth Hospital, Singapore & **Sunway Medical Centre, KL – Joint Runner Up**



2017:

International Medical Travel Journal (IMTJ) Medical Travel Awards 2017

- International Hospital of the Year
- Best Marketing Initiative
- Best Quality Initiative (Highly Commended)



2016:

2016 Global Health & Travel Consumer Choice Awards

- Hospital of the Year (Malaysia)
- Cosmetic Surgery & Aesthetics Service Provider of the Year



International Medical Travel Journal (IMTJ) Medical Travel Awards 2016

- International Hospital of the Year

2016 Frost & Sullivan Asia Pacific Healthcare and Tourism Awards

- Growth Excellence Leadership in Hospital Services



Landbank Acquired In 2017

Date	Location	Tenure	Land size (acres)	Purchase Consideration (RM'mil)	Price psf (RM)	GDV (RM'mil)	Proposed development
10 Feb	Jalan Peel, KL	Leasehold, expiring 2114	8.45	228.0 (Max)	886	Approx. 2,000	Serviced apartments, office towers and retail shops
13 July	Jalan Belfield, KL	Freehold	4.53	165.0	836	Approx. 1,100	Primarily serviced apartments with some lifestyle retail units
1 Aug	Kajang	Freehold	5.28	63.0	274	Approx. 460	Retail podium/ commercial lots and serviced apartments/ SOHO
1 Aug	USJ 1, Subang Jaya	Freehold	14.8	167.6	260	Approx. 1,400	Mixed use development
16 Aug	Wangsa Maju	Freehold	4.34	51.1	270	Approx. 500	Mixed development comprising serviced apartments and lifestyle retail units
TOTAL			37.4	674.7		5,460	

1

JALAN PEEL, KUALA LUMPUR



FEATURES

- PROPOSED LINK WAYS TO SUNWAY VELOCITY
- 500M TO COCHRANE AND 400M TO MALURI MRT STATION
- IN THE VICINITY OF BANDAR MALAYSIA AND KLCC

2

JALAN BELFIELD, KUALA LUMPUR



FEATURES

- 400M FROM MAHARAJALELA MONORAIL STATION
- VIEWS OF OLD ISTANA NEGARA AND WARISAN MERDEKA
- EASY ACCESS TO FEDERAL HIGHWAY & NSE

3

KAJANG LAND



4

USJ 1, SUBANG JAYA

FEATURES

- <2KM FROM KAJANG TOWN
- NEXT TO SG JERNIH MRT STATION
- <200M FROM KPJ KAJANG SPECIALIST HOSPITAL
- EASY CONNECTIVITY TO KL CITY CENTRE VIA LEBUHRAYA CHERAS-KAJANG

FEATURES

- 500M FROM DA MEN MALL, SUMMIT USJ, GIANT AND MYDIN HYPERMARKET
- 600M FROM SOUTH QUAY BRT STATION
- <1KM FROM USJ 7 LRT STATION
- EASY ACCESS VIA KESAS, NPE & NKVE

5

WANGSA MAJU LAND



FEATURES

- <8KM FROM KL CITY CENTRE
- 850M TO SRI RAMPAI LRT STATION
- EASY ACCESS VIA DUKE, AKLEH AND MRR2 HIGHWAYS
- IN THE VICINITY OF MELAWATI MALL, SETAPAK CENTRAL, GLENEAGLES MEDICAL CENTRE, COLUMBIA ASIA SETAPAK HOSPITAL AND TAR UNIVERSITY COLLEGE

Multiple Strategic Locations

Remaining Landbank

Total Landbank

- 3,305 acres

Total GDV

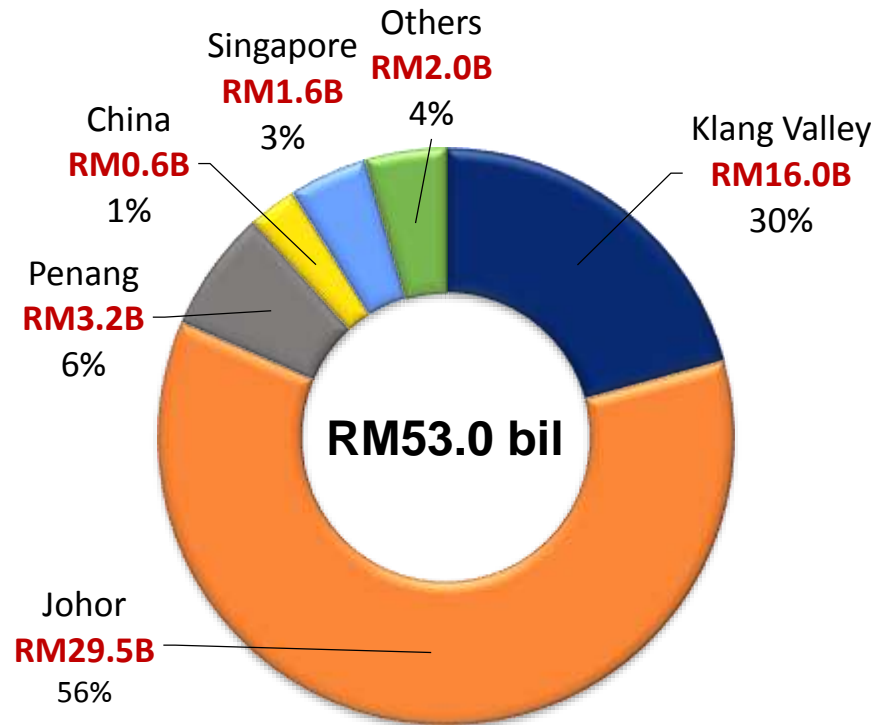
- RM53.0 billion

Effective GDV

- RM36.6 billion

Development Period

- Up to 15 years



Klang Valley

826 acres (25%)
RM 16.0 bil (30%)



Johor

1,787 acres (54%)
RM 29.5 bil (56%)



Penang

186 acres (6%)
RM 3.2 bil (6%)



China

10 acres
RM 0.6 bil (1%)



Singapore

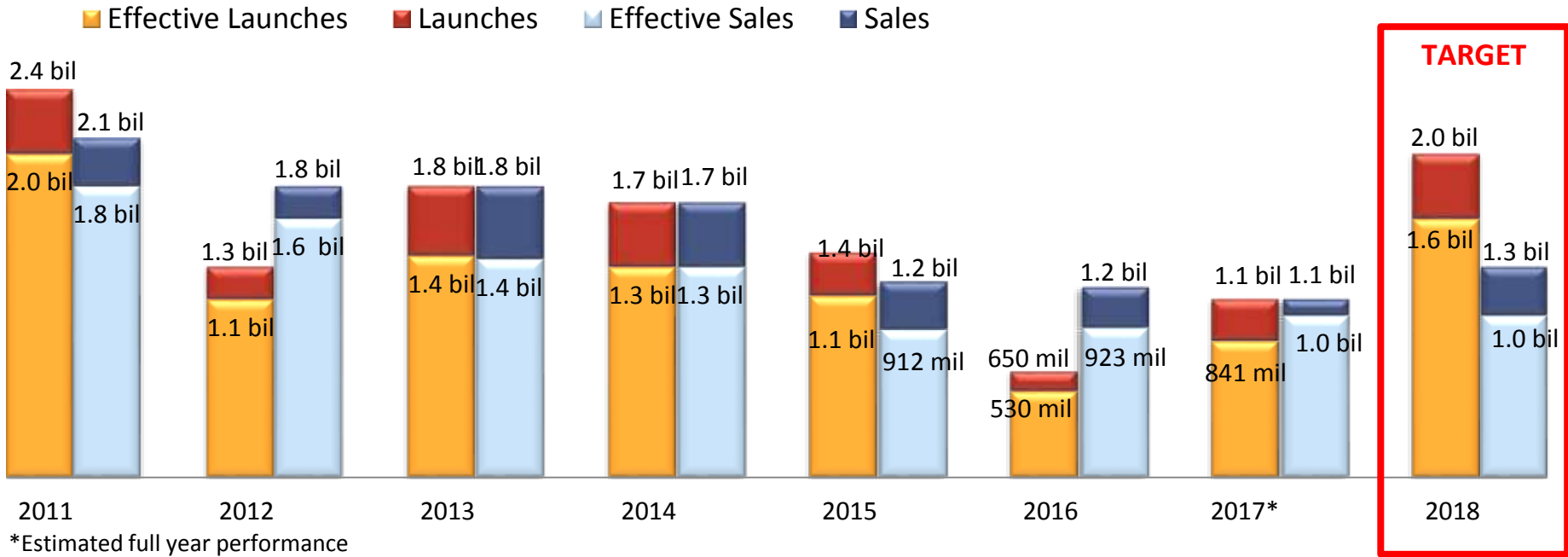
5.2 acres
RM 1.6 bil (3%)



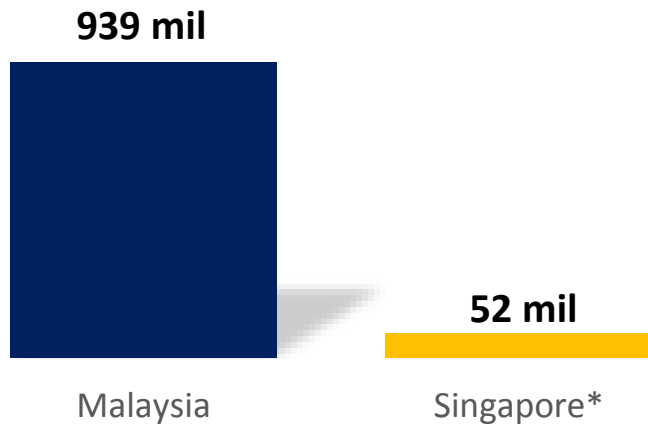
Others

491 acres (15%)
RM 2.0 bil (4%)

Launches and Sales Trend



2017 Q3 – Unbilled Sales



Total Unbilled Sales:
RM 991 mil

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

Property Launches Target

- Indicative 2018 Launches – RM2.0 bil

Project	Product Type	Location	GDV (RM'mil)
Sunway Bayou (fka Geo Residences 3)	Condominium	South Quay	550
Sunway Velocity 2	Service Apartments	Jalan Peel, KL	320
Sunway Wangsa Maju	Service Apartments	Wangsa Maju	220
Sunway Iskandar	Townhouse & Cluster	Iskandar, Johor	80
Sunway City Ipoh	Townhouse	Ipoh	90
Sunway Wellesley	Shops	Bkt Mertajam, Penang	25
Rivercove Residences	Executive Condominium	Sengkang, Singapore	485
Tianjin Eco City	Condominium	Tianjin, China	200
Others			30
Total			2,000

- 2017 Launches – RM1.1 bil

Project	Product Type	Location	GDV (RM'mil)
Sunway Serene	Condominium	Kelana Jaya	450
The Grid, Sunway Iskandar	Apartments, Retail & Offices	Sunway Iskandar	360
Sunway Industrial Park	Industrial	Kg Subang	125
Sunway Iskandar	Townhouse and Cluster	Sunway Iskandar	100
Sunway Wellesley	Shops	Bkt Mertajam, Penang	15
Total			1,050

2017 Launches



Development	The GRID	Sunway Serene	Sunway Industrial Park	Sunway Citrine Lakehomes
Location	Sunway Iskandar, Johor	Kelana Jaya	Kampung Subang	Sunway Iskandar
Total Units	Apartment – 501 units Designer Offices – 74 units Retail Lots – 41 units	Serviced Residences – 452 units	45 units of 2.5-storey Terraced Factories	127 units of Linked Homes & Townhouses
Built-Up Range	Apartment – 584 - 772 sqft Office – 791 - 2,243 sqft Retail – 879 - 2,240 sqft	892 - 1,788 sqft	5,813 - 6,635 sqft	1,959 – 2,299 sqft
Launch	Q3 2017	Q3 2017	Q3 2017	Q4 2017

APPENDIX

Proven Integrated Township Developer

RM11 bil Sunway City

• Retail • Commercial • Education • Healthcare • Hospitality • Theme Park • Residential • Industrial •



BEFORE



AFTER

- Malaysia's 1st integrated township with 8 components.
- Attracts more than 42 million visitations p.a. through its shopping mall & theme park.
- Malaysia's First GBI Silver Award Township.





Residences



Sunway Geo Residences – Condo

Take-up: 100%

GDV: RM 400 mil

Sunway Geo Residences 2 – Svc Apartment

Take-up: 100%

GDV: RM 210 mil



Retail Shops



Sunway Geo Retail Shops

Phase 1 Take-up: 97%

Phase 2 Take-up: 100%

GDV: RM 480 mil

Flexi Suites



Sunway Geo Flexi Suites

Phase 1 Take-up: 98%

Phase 2 Take-up: 98%

GDV: RM 200 mil

Elevated BRT – Sunway Line

- Contract Sum: RM511 mil from Prasarana
- Additional contribution by Sunway: RM123 mil



- 7 halts
- (3 in Sunway City)
- PPP project between Prasarana & Sunway
- Launched in June 2015
- Eco-friendly buses

Sunway Velocity

Remaining GDV: RM2.0 bil

Remaining Area: 8 acres

	GDV	Take-up
V- Signature Shops & Offices	RM 130m	100%
V-Residences Suites	RM 300m	84%
V-Residences 2	RM 270m	98%
V-Retail & Office 2	RM 200m	100%



Latest Landbank in Jalan Peel

Proposed Development:

LOCATION

ALONG JALAN PEEL (DIRECTLY OPPOSITE SUNWAY VELOCITY)

PROPOSED DEVELOPMENT

SERVICED APARTMENTS, OFFICE TOWERS & RETAIL SHOPS

TOTAL GDV

APPROX. RM2.0 BILLION

JOINT VENTURE

SUNWAY (50%+1), LOW PENG KIAT (40%) & CRSC PROPERTY (10%)

FEATURES

- PROPOSED LINK WAYS TO SUNWAY VELOCITY
- MAINLY RESIDENTIAL COMPONENTS, PROVIDING EXISTING PROPERTIES WITH BIGGER CATCHMENT
- IN CLOSE PROXIMITY TO COCHRANE AND MALURI MRT STATION AND IN THE VICINITY OF BANDAR MALAYSIA AND KLCC



Land:

TOTAL LAND SIZE

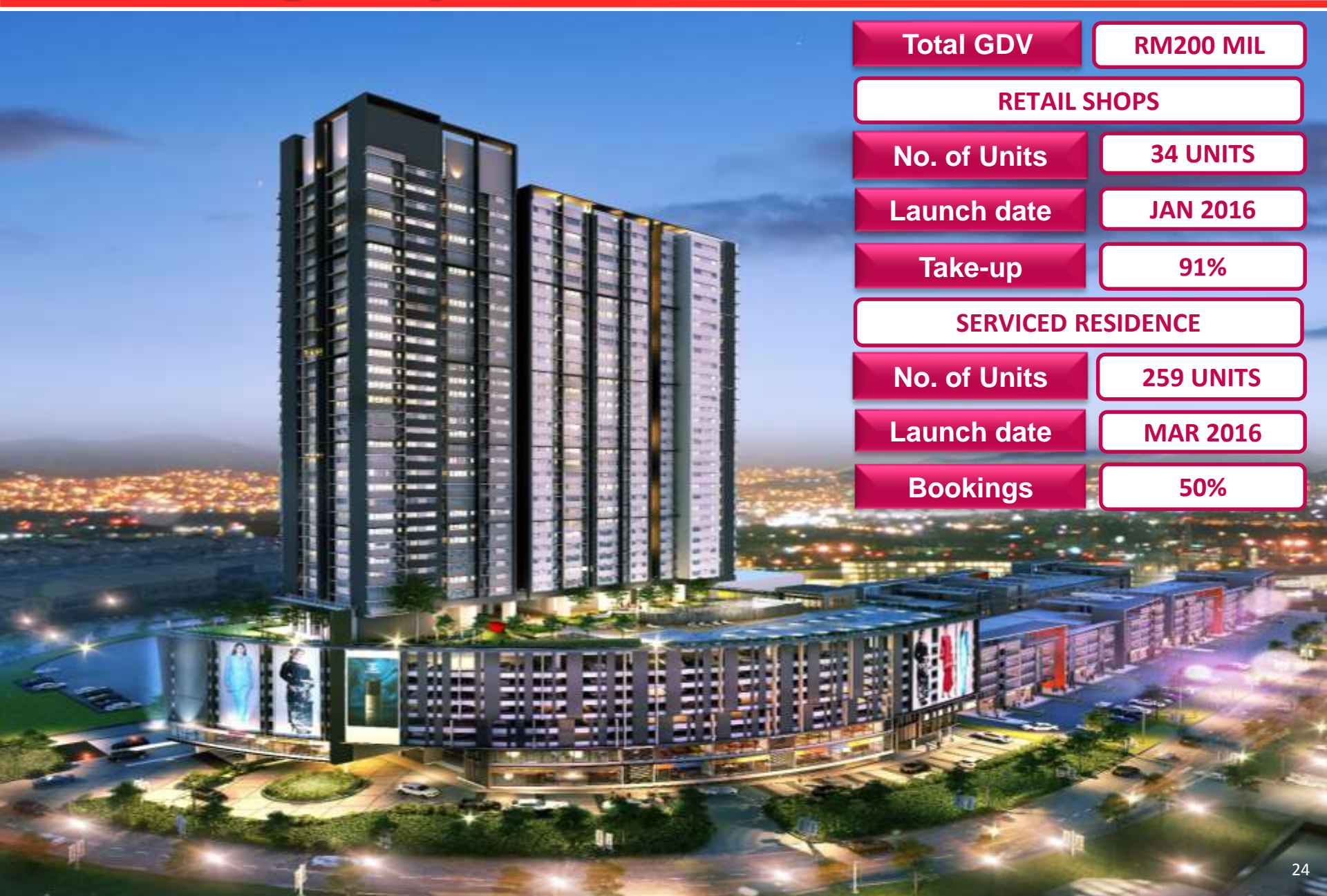
8.446 ACRES (367,908 SQ. FT)

IMPLIED VALUATION

RM228 MIL (RM886 PSF)

TENURE

LEASEHOLD EXPIRING APRIL 2114



Total GDV	RM200 MIL
RETAIL SHOPS	
No. of Units	34 UNITS
Launch date	JAN 2016
Take-up	91%
SERVICED RESIDENCE	
No. of Units	259 UNITS
Launch date	MAR 2016
Bookings	50%

Sunway Mont Residences @ Mont' Kiara

Total GDV

RM300 MIL

CONDOMINIUM

No. of Units

288 UNITS

Launch date

MAY 2016

Take-up

90%



Landbank in Kelana Jaya



LOCATION

ADJACENT TO KGNS GOLF COURSE & WESTERN DIGITAL

TOTAL LAND SIZE

17 ACRES (740,342 SQ. FT)

PURCHASE PRICE

RM286 MIL (RM386.31 PSF)

TENURE

99 YEARS LEASE

TOTAL GDV

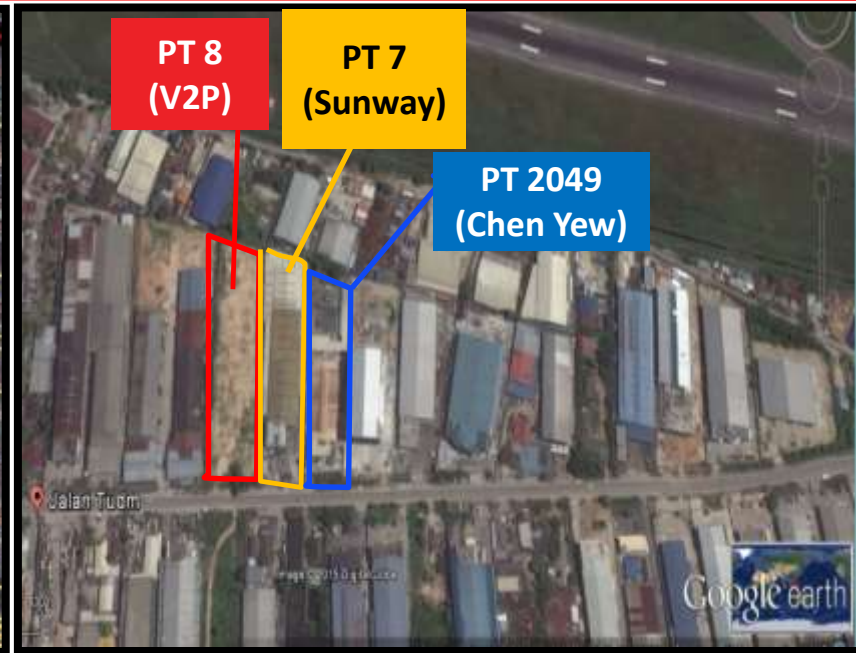
APPROX. RM1.8 BILLION

PROPOSED DEVELOPMENT

RESIDENTIAL

FEATURES

- EASY ACCESS VIA LDP, FEDERAL HIGHWAY AND NKVE
- SURROUNDS 15-ACRE LAKE
- UNOBSTRUCTED VIEWS OF KGNS
- 10 MINS TO BANDAR SUNWAY

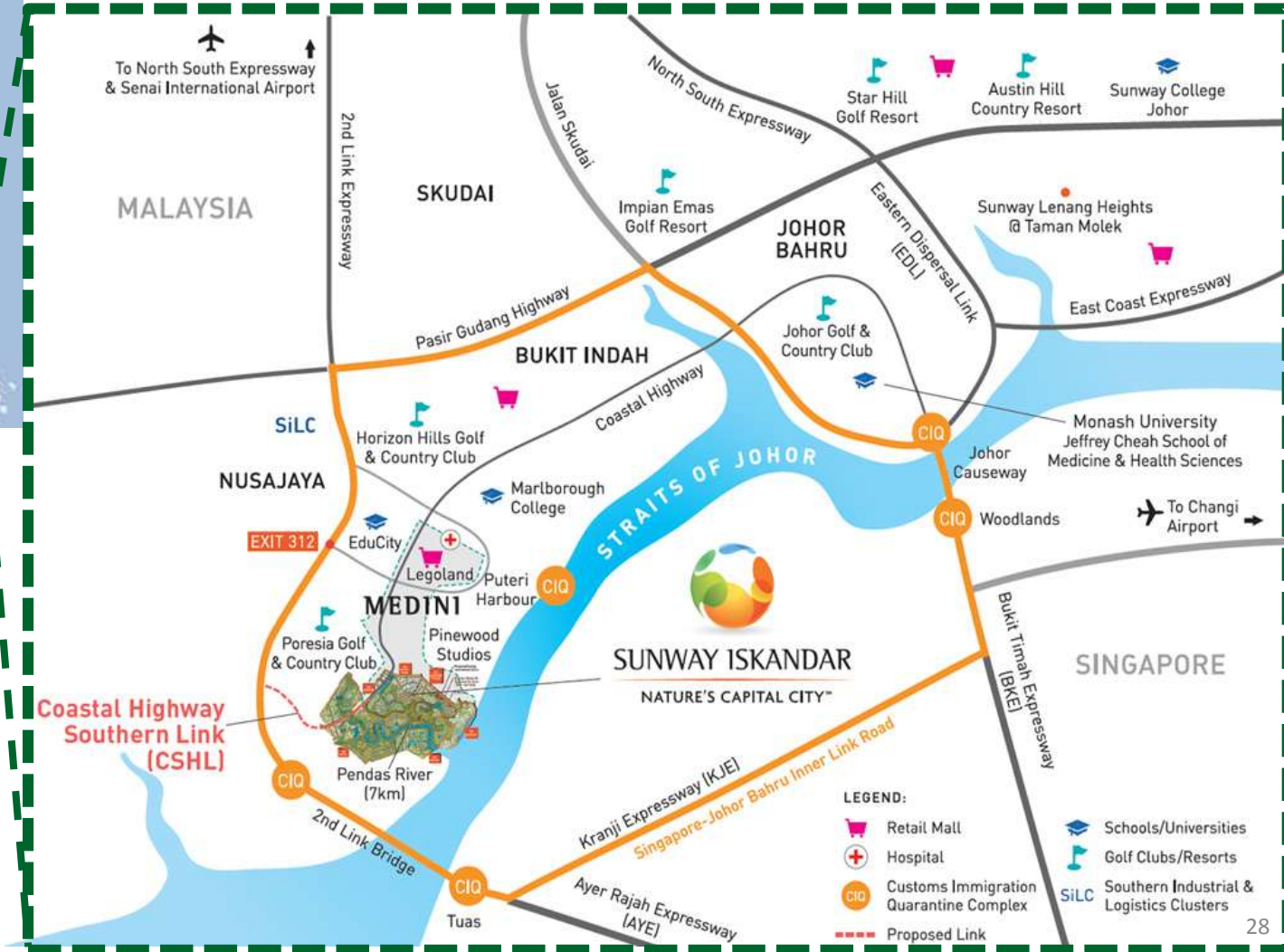


Location	Kelana Jaya (Sungei Way Free Industrial Zone)	Kampung Baru Subang
Area	4.8 acres (210,790 sq.ft)	6.4 acres (276,606 sq.ft)
Purchase Consideration	RM35.8 mil (RM169.95 psf)	<ul style="list-style-type: none"> • Total – RM32.7 mil (RM118.31 psf) • PT 7 – RM12.5 mil (RM136.65 psf) • PT 8 – RM9.0 mil (RM91.83 psf) • PT 2049 – RM11.2 mil (RM128.85 psf)
Tenure	Freehold	Leasehold
Potential GDV	RM100 mil	RM110 mil

Sunway's Next Growth Catalyst

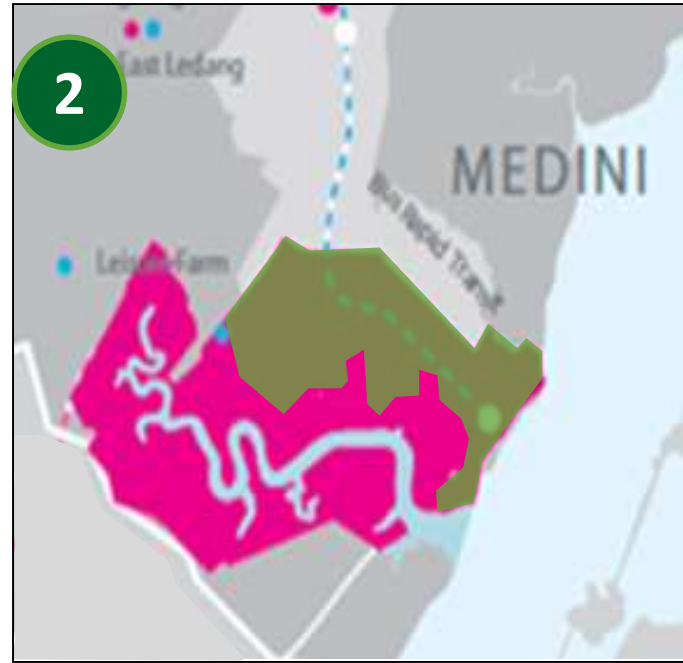
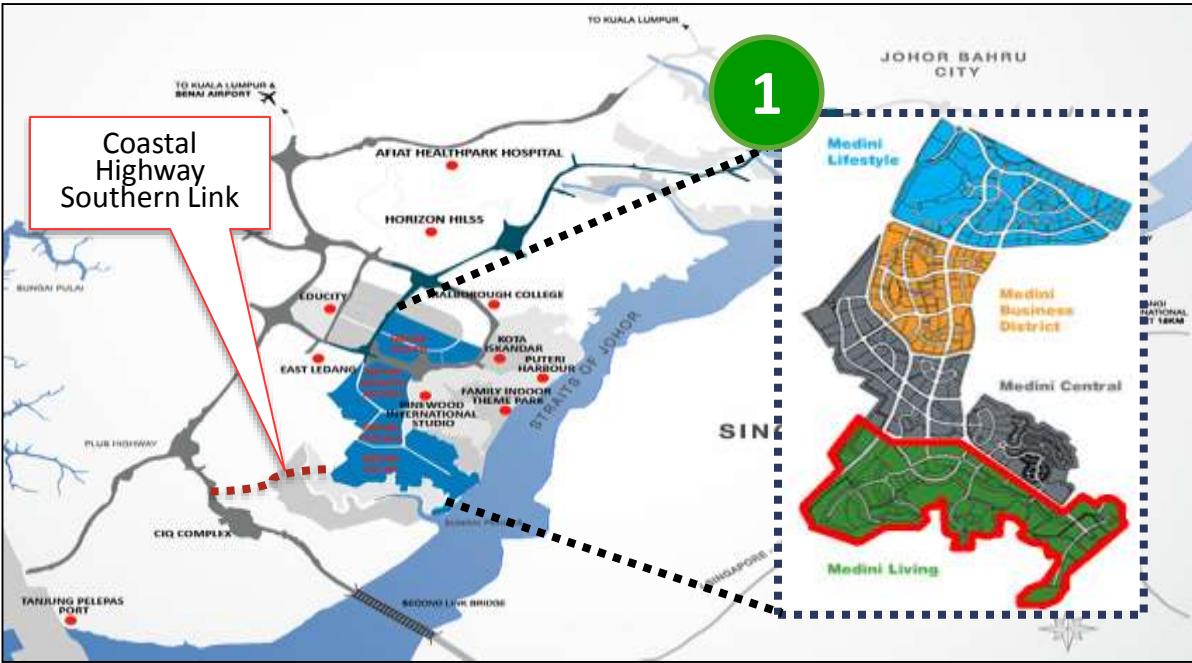


- Close proximity to Singapore
- Supported by world-class ports, 2 international airports in Senai and Changi, 2 causeways and a railway link into Singapore.



- 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 RM503.4 million
 - RM10.71 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

Sunway Iskandar Master Plan



Sunway Iskandar

GDV: RM 30 billion

Area: 1,770 acres

Close Proximity to Second Link



Medini Living – Ready Infrastructure



Citrine – Sunway Iskandar Phase 1



GDV	RM 300 mil	
Type of Devt	Office	Svc Apt
No. of Units	167 units	328 units
Launch date	July 2014	Q4 2014
Take-up	100%	60%
Property Investment	Retail (51 units)	

Emerald Residences & Boulevard

GDV	RM 490 million		Launch date	Q4 2015	
Type of Devt	Landed Homes	Retail Shops	Bookings	60%	60%
No. of Units	222 units	88 units	Property Investment	Retail (20 units)	



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



Sunway in Penang – 5 Landbanks



1	REMAINING LAND AREA	TENURE	2	REMAINING LAND AREA	TENURE
	60 ACRES	FREEHOLD		24 ACRES	FREEHOLD
REMAINING GDV			REMAINING GDV		
APPROXIMATELY RM850 MILLION			APPROXIMATELY RM1.5 BILLION		
PROPOSED DEVELOPMENT			PROPOSED DEVELOPMENT		
RESIDENTIAL, RETAIL & COMMERCIAL			COMMERCIAL SHOPS, SOHO AND HIGH-RISE RESIDENTIAL UNITS		



	Royal Square @ Novena	Mount Sophia	Anchorvale Lane Land
Location	Novena MRT	Dhoby Ghaut MRT	Anchorvale Lane, Sengkang
GDV	SGD 776m (excl. hotel)	SGD 822m	SGD 520m
Type	Medical Suites, Hotel & Retail	Low Rise Condominium	Executive Condominiums (EC)
Units	Medical Suites – 171 Retail – 51	493	Approx. 640
Launch	Oct 2013	Sept 2015	2018
Take-up	Medical Suites & Retail (65%) Hotel (en bloc)	95%	NA
Project Attraction	Novena is zoned as the medical hub of Singapore	Located 10 minutes walk from Orchard & the Istana	Scenic view of the Sengkang Riverside Park & Riverfront

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 Launch

GDV	RM 390 million
Units	528
Type	Condominium
Take-up	99%



@ Bandar Sunway

@ Kuala Lumpur



	SunMed Phase 3	Geo Tower @ SSQ	Sunway Velocity		
Type	10-storey medical building	17-storey office tower	Shopping Mall	Hospital	Hotel
GDV	RM200 mil	RM120 mil	RM1.6 bil	RM260 mil	RM140 mil
GFA	245 beds + oncology center + 70 medical suites	240 k sq ft	1,000 k sq ft	240 beds + 66 out-patient specialist clinics	350 rooms
Expected Complet'n	2H 2017	1H 2017	End 2016	End 2018	2H 2017

Retail, Hotel & Commercial



Education Buildings



	Sunway Pyramid 3	Sunway Giza	Sunway Pinnacle
Location	Bandar Sunway	Sunway Damansara	Bandar Sunway
Descriptn	401-room Hotel & Mall Extension	3-storey Mall	27-storey Grade A Office
NBV	RM300 mil	RM60 mil	RM350 mil
NLA*	90k sq ft	100k sq ft	580k sq ft
Occ Rate	N/A	90%	99%
Opened	Q1 2016	Dec 2009	Dec 2013

	Sunway University	Monash Uni. Sunway Campus
Location	Bandar Sunway	
Descriptn	Tertiary education institutes	
NBV	RM480 mil	RM310 mil
NLA	1.25 mil sq ft	1.05 mil sq ft
Occ Rate	100%	100%
Capacity	15,000 students	10,000 students
Opened	Dec 1992	Feb 2007

*NLA: Net Lettable Area

Malaysian REIT with RM6.7B Asset Value



Sunway Pyramid Shopping Mall



Sunway Carnival Shopping Mall



SunCity Ipoh Hypermarket



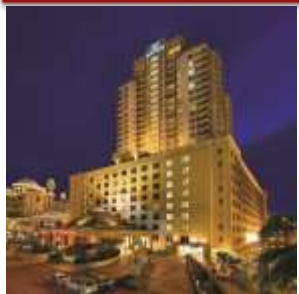
Sunway Putra Place



Sunway Resort Hotel & Spa



Sunway Pyramid Hotel East



Sunway Hotel Seberang Jaya



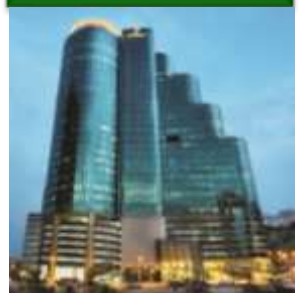
Sunway Hotel Georgetown



Menara Sunway



Sunway Tower



Wisma Sunway



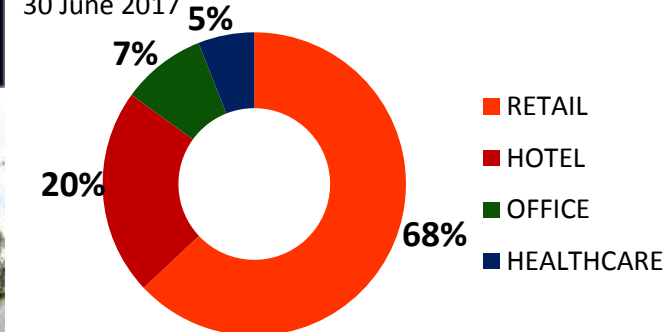
Sunway Medical Centre



Overall Snapshot

Market Cap*	RM 5.2 billion
GFA	12.8 million sf
NLA	4.0 million sf
DPU (FY 2017)	9.19 sen
Yield *	5.2%
Gearing	34.3%

*Based on closing price of RM1.78 as at 30 June 2017



One Stop Construction Company

Building Construction Services



- Design and construction service provider in the residential, commercial, institutional and specialty projects
- International portfolio includes several large building construction services projects in Singapore, UAE and Trinidad and Tobago
- Special Purpose Building Projects include Kuala Lumpur Convention Centre, Pinewood Studio, Sunway Medical Centre, Monash University Campus Malaysia; Sunway Shopping Mall
- First to deploy VDC in Malaysia

Civil/Infrastructure Construction Services



- Major provider of civil/infrastructure construction services and have participated in various roads, highways, airports, bridges and rail transportation infrastructure projects over the last 30 years
- Local Projects include Ipoh Airport, SILK, Maju Expressway, SKVE and special rail transportation infrastructure like MRT, LRT and BRT
- Overseas Projects include 7 highways and bridges in India

Foundation and Geotechnical Engineering Services



- Core services include piling solutions and earth retaining systems
- Services cover all types of buildings such as residential, commercial, institutional, purpose-built or specialty buildings, and civil/infrastructure construction projects.

Mechanical, Electrical and Plumbing Services



- Main services are categorised into mechanical, electrical, plumbing and specialised engineering solutions
- Services offered to both internal and external clients as part of integrated services and on stand alone basis

Manufacturing and Sale of Precast Concrete Products



- Develops, designs, manufactures and supplies precast concrete products with manufacturing plants located in Senai, Johor, Malaysia and Tampines, Singapore, respectively.
- Precast concrete products manufactured, include Industrialised Building System (“IBS”) components, for residential, commercial and infrastructure development projects.
- Top 3 precast concrete producers in Singapore

Construction Order Book – RM 6.8 billion

	Contract Sum RM'mil	O/S Order Book RM'mil
Infrastructure/Piling		
LRT 3: Package GS07-08	2,178	2,178
MRT Package V201 & S201 (Sungai Buloh - Persiaran Dagang)	1,213	926
BBCC - Bore Piling	108	95
MRT Package V201 - Advance Works	53	26
SUKE & DASH - Bore Piling	34	27
Mega Capital - Bore Piling	9	3
Building		
Putrajaya Parcel F	1,610	901
KLCC (NEC, Package 2 and Package 2A)	646	139
Hospital Universiti Kebangsaan Malaysia (MEP Works)	66	55
International School of Kuala Lumpur	268	172
Gas District Cooling Plant 1 Putrajaya	152	136
PPA1M Project Kota Bharu	582	582
Shah Alam Warehouse	70	70
Others	196	6
Internal		
Sunway Velocity Hotel and Offices	101	12
Sunway Velocity Medical Centre	185	138
Sunway Medical Centre 4	428	389
Sunway Iskandar - Citrine Svc Apt	213	8
Sunway Geo Retail Shops & Flexi Suites Phase 2	244	45
Sunway Iskandar - Emerald Residences	175	69
Sunway Iskandar - 88 units Shoplots	57	25
Sunway Iskandar - Retail Complex	100	78
Sunway Serene - Serviced Residences	449	438
Others	50	6
Singapore		
Precast	821	260
	10,007	6,785

78%



Putrajaya Parcel F



ISKL

18%

KLCC North East Car Park,
Package 2 & 2A

4%

Trading and Manufacturing

- 41 branches over 6 countries
- 154 agency lines for heavy equipment and industrial products
- Over 13,000 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)
- Acquired Winstar Trading Sdn Bhd, a hardware and household product trader in 2015

✓ Business growth

- Proven business model, easily replicated in new countries
- Regional expansion, 6 countries in Asia Pacific region
- New agency lines, e.g. CASE, Araldite
- Focus on going upstream into manufacturing of related products

Hoses & Fittings



- Strong own branding – “SunFlex”

Heavy Equipment Parts



- Good agency lines – DCF Trek, FP Diesel
- Set up undercarriage plant in China with Daechang Forging Korea

Heavy Equipment



- Exclusive distribution agent for
 - Furukawa Heavy equipment
 - Airman Compressor and Generator Set
 - Sany Concrete Pumps and Cranes
 - Lonking Wheel-loaders
 - CASE Heavy equipment

Building Materials



Industrial Hardware



Interlocking Concrete Pavers

- Malaysia's largest producer of interlocking concrete pavers
- Annual Production:
 - Current : 2.7 mil m²
- Complete coverage of Peninsular Malaysia with plants in Batang Kali, Nibong Tebal, Senai and Marang
- Market share of more than 70%

Vitrified Clay Pipes

Annual Production

- Current : 55,000 tons
- ISO14001:2004 certified on Environmental Management Systems
- Service close to 80% of domestic market demand

Spunpile

- Annual combined capacity of 400,000 tons p.a.
- Plants located in Batang Kali, Malaysia and Zhuhai, China
- Immediate projects include piling construction, ports and shipyards



Wood Series Pavers



Neupave



Vitrified Clay Pipes

Quarry

Aggregates

- Re-entered Malaysian quarry business in 2005, with 3 quarries.
- Expanded to current 8 quarries located in Sungai Ara, Kajang, Rawang, Paka, Cheras, Kuala Kangsar, Semenyih and Melaka
- Market share
 - Klang Valley - 10%
 - Nationwide – 6%



Quarry

Asphalt

- Operates a total of 12 asphalt plants strategically position in close proximity to major artery highways
- Market share
 - Klang Valley 20%
 - Nationwide 9%



Asphalt Plant

Hotels Under Management (Klang Valley)



	Sunway Resort Hotel & Spa	Sunway Pyramid Hotel	Sunway Clio Hotel	Sunway Putra Hotel
Location	Bandar Sunway	Bandar Sunway	Bandar Sunway	Kuala Lumpur
Rooms	439 rooms, 5-star hotel	564 rooms, 4.5-star hotel	401 rooms, 4-star hotel	650 rooms, 5-star hotel
Occ Rate	85%	85%	80%	70%
ARR	RM 470	RM 295	RM280	RM 220

Hotels Under Management (Penang)



	Sunway Hotel Seberang Jaya	Sunway Hotel Georgetown
Location	Seberang Jaya	Georgetown, Penang
Rooms	202 rooms, 4-star hotel	250 rooms, 4-star hotel
Occ Rate	75%	90%
ARR	RM 170	RM 190

Hotels Owned & Managed by Sunway Berhad



	Sunway Lost World Hotel	Banjaran Hot Springs Retreat	Sunway Hotel Phnom Penh	Sunway Hotel Hanoi
Location	Ipoh, Perak	Ipoh, Perak	Phnom Penh, Cambodia	Hanoi, Vietnam
Rooms	174 rooms, 3-star hotel	25 rooms, 5-star retreat	138 rooms, 4-star hotel	140 rooms, 4-star hotel
Intro	Located adjacent to Lost World of Tambun theme park amidst nature	Luxury wellness destination resort	Surrounded by famous Cambodian historical landmarks	Romantic Vietnamese ambience and ultra modern business hotel
Occ Rate	65%	75%	60%	65%
ARR	RM 190	RM 1,200	USD 65	USD 50

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	88 acres	40 acres
Awards	Winner of Asia's Best Attraction Award for 5 consecutive years	FIABCI World Prix d'Excellence Awards 2015 – World Gold Winner (Resort Category)
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 1.2 million per year	Over 900k per year

Leading Conglomerate

- Leading conglomerate with multiple diversified and synergistic businesses in Malaysia
- Market leader in respective segments with a proven track record
- Reputable property developer with expanding profit contribution from other business segments under its umbrella
- Strong brand heritage

Positioned for Growth

- Organic growth in Healthcare, enhanced by collaboration with Harvard, Oxford and Cambridge Universities
- Expansion of Building Materials, now the largest paver and VCP manufacturer in Malaysia
- Landbank of 3,305 acres located across multiple strategic locations
- Strong presence in high growth Johor-Singapore region; long term beneficiary of the High Speed Rail

Resilient Earnings Base

- 2018 target property launches worth RM 2.0 bil
- Unbilled Sales of RM 991 mil
- Outstanding construction order book of RM 6.8 bil
- Recurring income from Sunway REIT and Property Investment Division

Robust Balance Sheet

- Hedged net gearing ratio of 0.32 times as at 30 September 2017
- Minimum dividend payout policy of 20% of core net profit

Thank You

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