



'Deep Seated Value...'

TAMBUN INDAH LAND BERHAD (810446-U)

12-01, Penthouse, Wisma Pantai, Jalan Wisma Pantai, Kampung Gajah, 12200 Butterworth, Penang
Tel: +604-3240 088 Fax: + 604-3240 090 Website: www.tambunindah.com

Bloomberg: TILB MK
Reuters: TAMB.KL

Corporate Factsheet

BUSINESS OVERVIEW

Tambun Indah is a premier property developer based in Mainland Penang (Seberang Perai or SP). Founded in 1994, **Tambun Indah** has been instrumental in introducing innovative property concepts to SP, including the 1st guarded & gated community and the 1st landed strata scheme property. **Tambun Indah** aims to provide luxury lifestyle at affordable prices, with community-centric features. **Tambun Indah** is reputed to deliver ahead of schedule, and typically enjoys full take-up rates for projects. To date, **Tambun Indah** has launched >5,000 units of residential property with total Gross Development Value (GDV) of >RM1.6bil.

PROJECT PORTFOLIO

Ongoing Projects (Launch date)	Type	Take-Up Rate	Est GDV	Unbilled Sales
			RM 'mil	
Carissa Park (Nov '09)	- Apartments	99%	28.75	1.2
Pearl Garden (Nov '09)	- Bungalows, Semi-Ds & terraces	96%	137.75	4.5
Dahlia Park (Nov '10)	- Condominiums & shop offices	86% 77%	45.99	19.3
Impian Residence (Nov '10)	- Semi-Ds and terraces	87%	44.84	5.3
Tanjung Heights (Feb '11)	- Condominiums and shop offices	87% 72%	56.93	20.3
Pearl Villas (Jan '11)	- Bungalows, semi-Ds & terraces	74%	144.13	49.8
Juru Industrial Park (May '11)	- Industrial factory	83%	36.90	18.4
Capri Park (Jun '11)	- Apartments and shop offices	74% 81%	50.74	29.4
Pearl Square (Sep '11)	- Shop offices	71%	73.07	33.1
Pearl Indah (Feb '12)	- Terraces and semi-Ds	49%	171.28	66.2
Carissa Villa (Apr '12)	- Shop offices	66%	22.59	15.2
Total		77%	812.97	262.7

Planned Projects in 2H12	Type	Est GDV (RM 'mil)	Expected commencement
Pearl Impian (@ Pearl City)	2-storey terraces	73.53	Q3 2012
BM Residence	Condominium and landed houses	51.09	Q3 2012
Pearl Residence 1 (@ Pearl City)	Bungalows, Semi-Ds and terraces	204.33	Q4 2012
Carissa Villas - Residential	3-Storey Terraces	32.55	Q3 2012
Straits Garden	Commercial Suites, Condominium	236.08	Q3 2012
Total		597.58	

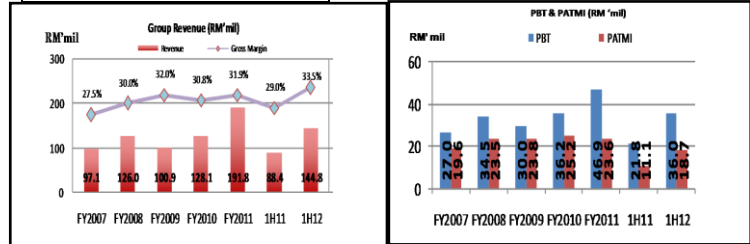
GROSS DEVELOPMENT VALUE & LANDBANK

At present, **Tambun Indah** has a total undeveloped land bank size of 750.14 acres across Penang, which translates into a potential GDV of more than RM3.75 billion that will last until 2020.

Location	Total Area (acre)	Developed (acre)	On-going (acre)	Planned Projects (acre)	Future Projects (acre)
Seberang Perai Selatan	819.66	132.62	87.35	55.25	544.44
Seberang Perai Tengah	117.06	81.25	18.77	5.15	11.89
Seberang Perai Utara	46.30	23.20	15.42	4.42	3.26
Daerah Timur Laut	6.49	2.30	-	4.19	-
Total	989.51	239.37	121.54	69.01	559.59
GDV (RM 'mil)	4,399.31	644.92	812.97	597.58	2,343.84

RM3.75 bil GDV

FINANCIAL PERFORMANCE



FY 31 Dec, RM'mil	2Q12	2Q11	Change	1H12	1H11	Change
Revenue	78.8	52.4	50.3%	144.8	88.4	63.8%
Gross Profit	26.0	13.8	88.9%	48.6	25.7	89.2%
PBT	17.9	11.3	57.8%	36.0	21.8	65.6%
PATMI	9.5	4.7	100.5%	18.7	11.1	67.7%
Net EPS (sen)#	3.78	2.14	76.6%	7.90	5.11	54.6%
Gross Margin	33.0%	26.3%	6.7pts	33.5%	29.0%	4.5pts
PBT Margin	22.7%	21.6%	1.1pts	24.9%	24.6%	0.3pts
Net Margin	12.0%	9.0%	3.0pts	12.9%	12.6%	0.3pts

Based on weighted average number of ordinary share of RM0.50 each during each period

1H12 revenue rose 63.8% to RM144.8mil (1H11: 88.4mil), resulting from higher revenue recognition from ongoing projects especially Pearl City projects, and new launches in the year. Slower PBT growth was recorded during 1H12, impacted by higher OPEX incurred from higher sales and marketing expenses, and one-off RM1.18 mil Right issue expense. EPS for 1H12 stood at 7.90 sen versus 5.11 sen in 1H11.

CORE COMPETENCIES

- Established track record for high-quality luxury and lifestyle-focused properties at affordable prices; reputed for delivery ahead of schedule
- Diverse product portfolio with innovative concepts
- Strong balance sheet, i.e. high flexibility to undertake new projects

INDUSTRY GROWTH TRENDS

- Return of high-profile FDI to Penang, especially with expansion of Penang Science Park**
 - In 2011, Penang attracted RM14.0 bil in capital investments (43% of total M'sia FDI and the highest record in Penang and M'sia for 30 years)
- Increased Gov infrastructure spending**, e.g. Penang 2nd bridge, double-tracking rail project
- Influx of foreign property investors**: MM2H, World Heritage Status
- Rising affluence and low interest rates, coupled with higher potential for price appreciation on Mainland Penang properties**
 - Evident trend in population shift from Penang Island to Mainland; e.g. Penang Islanders constitute 41% of buyers of Pearl Garden and Pearl City in 2011 – an increase from 28% of buyers in 2009.
 - Steady uptrend in selling prices for Mainland Penang properties

INVESTMENT MERITS

- Exposure to the growing Penang property market
- Sustainable catalysts driving state's property prices upward
- Reputation for quality homes proven by well-supported secondary market prices
- Unbilled sales of RM262.7mil as of 30 June 2012
- Future GDV of approximately RM3.4bil till 2020
- FY2012/13 growth catalysts from new launches in 2H12 worth GDV of RM597.6mil, as well as ongoing projects with flagship Pearl City development project
- Attractive valuation of 8.4x FY11 PE, and dividend policy of paying 40%-60% of net profit, with FY11 dividend yield of 6.0%

INVESTMENT VALUATION

Based on price (30.8.12): 63.5 sen, No. of shares: 309.4mil shares

Market Capitalization (RM' mil)	RM196.5 mil
PE Ratio (FY11)	8.4x
P/NTA (NTA per share of 66 sen)	1.0x
Historical Dividend Yield	6.0%

For more information, please contact:

Mr. Steve Neoh, Tambun Indah Land Bhd, T: +604-3240088 E: steveneh@tambunindah.com

Mr. Terence Loo, Aquilas Advisory (Malaysia) Sdn Bhd, T: +6012-6295618 E: terence@aquilas.com.my

IR Adviser



5 September 2012

Bursa Malaysia Main Market

TAMBUN INDAH LAND BERHAD

AQUILAS ADVISORY