

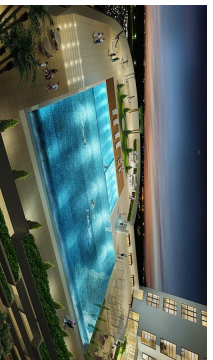


TAMBUN INDAH LAND BERHAD

(Company No. 810446-U)

1H14 Results and Corporate Update

Aug 2014



- 1H14 Operations Review
- 1H14 Financial Highlights
- Recent Developments
- Growth Roadmap
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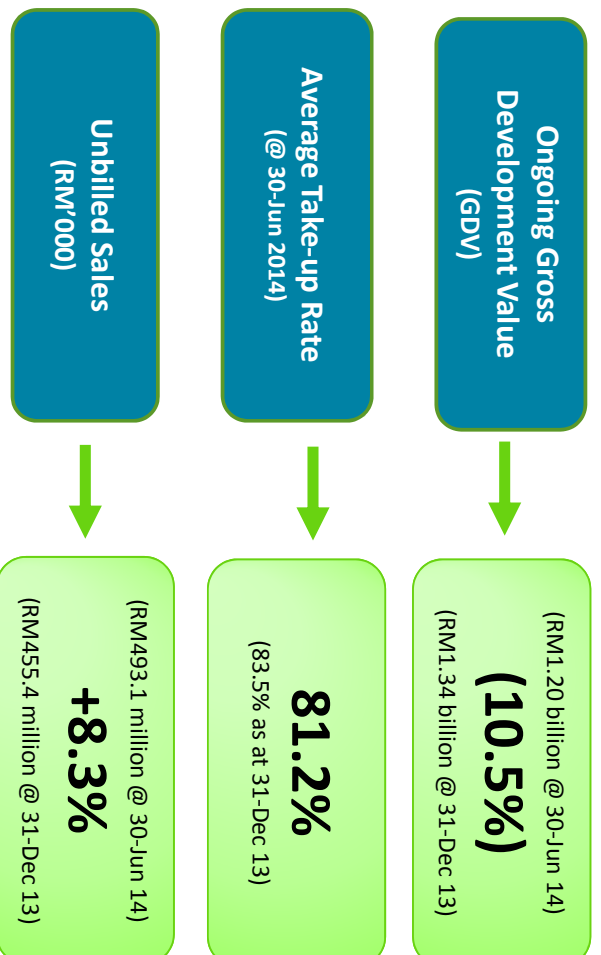
1H14 OPERATIONS REVIEW

Keeping the momentum...



Delivered sizable number of projects in 1H14... average take-up maintained above 80% on ongoing projects of RM1.2 billion GDV

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1H14 OPERATIONS REVIEW

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Selective launches in 1H14 led to lower y-o-y sales...

| Project Name | Launch Date | Total No. of Units sold in 1H14 | Total property sales in 1H14 (RM' mil) | Total No. of Units sold in 1H13 | Total property sales in 1H13 (RM' mil) | Total No. of Units sold in FY13 | Total property sales in FY13 (RM' mil) |
|--|-------------|---------------------------------|--|---------------------------------|--|---------------------------------|--|
| Past Completed Projects | | 32 | 20.8 | 34 | 18.2 | 62 | 30.6 |
| Capri Park | Jun-11 | 5 | 1.9 | 3 | 1.0 | 5 | 1.7 |
| Kelisa Residence | Nov-11 | 3 | 1.1 | 10 | 3.8 | 16 | 7.1 |
| Pearl Indah 3 (@ Pearl City) | Apr-12 | 21 | 12.2 | 39 | 21.5 | 59 | 32.7 |
| Carissa Villas | Apr/Oct-12 | 12 | 10.3 | 10 | 6.8 | 15 | 10.6 |
| BM Residence | Aug-12 | 3 | 1.2 | 31 | 12.6 | 46 | 18.4 |
| Straits Garden – Suites, Condominiums & Apartments | Oct/Nov-12 | 10 | 6.6 | 110 | 66.7 | 175 | 101.6 |
| Pearl Residence (@ Pearl City) | Dec-12 | 83 | 44.5 | 278 | 114.6 | 363 | 156.3 |
| Pearl Impian I (@ Pearl City) | Dec-12 | 22 | 7.8 | 161 | 48.6 | 241 | 75.2 |
| Pearl Avenue – Phase 1 (@ Pearl City) | Apr-13 | 14 | 11.3 | 60 | 48.1 | 76 | 61.5 |
| Camellia Park | Mar-14 | 106 | 38.1 | - | - | - | - |
| Pernai Residence | Mar-14 | 26 | (22.1%) 11.7 | - | - | - | - |
| Pearl Harmoni (@ Pearl City) | Apr-14 | 173 | 70.4 | - | - | - | - |
| Bukit Residence | May-14 | 63 | 36.2 | - | - | - | - |
| TOTAL | | 573 | 274.1 | 736 | 341.9 | 1,058 | 495.7 |

(19.8%)

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1H14 SALES OVERVIEW

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Unbilled sales of RM493.1 million to be recognized in two to three years...Pearl City and Straits Garden the major contributors

| Projects Launched (2011-2013) | Type | No. of Units | Est. GDV (RM' mil) | Take-Up Rate | Progress | Unbilled Sales (RM' mil) |
|-------------------------------|---------------------------|--------------|--------------------|--------------|----------|--------------------------|
| Capri Park | Apartments | 148 | 52.1 | 93.8% | 85.4% | 7.8 |
| Pearl Indah 3 | 2-storey Shop Offices | 7 | | | | |
| | 2-storey Semi-D | 192 | 99.4 | 95.3% | 86.2% | 13.0 |
| Carissa Villas | 3-storey Terraces | 48 | | | | |
| | 2-storey Shop offices | 24 | 54.7 | 89.1% | 91.5% | 4.2 |
| BM Residence | Condominiums | 108 | | | | |
| | Landed Houses | 39 | 57.5 | 84.2% | 78.0% | 12.0 |
| | Business Suites | 230 | | | | |
| Straits Garden | Condominiums | 183 | | | | |
| | Apartments | 36 | 238.2 | 89.1% | 25.6% | 158.0 |
| | Low-medium cost | 83 | | | | |
| | 2-storey Bungalows | 12 | | | | |
| Pearl Residence | 2-storey Semi-D | 112 | 224.5 | 89.5% | 64.1% | 72.1 |
| | 2-storey Terraces | 361 | | | | |
| Pearl Impian | 2-storey Terraces | 285 | 91.2 | 91.0% | 61.0% | 32.3 |
| Pearl Avenue –Phase 1 | 2 & 3-Storey Shop Offices | 100 | 82.8 | 88.0% | 54.9% | 32.9 |
| Completing projects | Various | | | | | 16.4 |

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ONGOING PROJECTS (@ 30-Jun 2014)

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Unabated demand for 1H14 new launches a good sign amidst challenging property market...

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| Projects Launched (2014) | Type | No. of Units | Est. GDV (RM'mil) | Take-Up Rate | Progress | Unbilled Sales (RM'mil) |
|--------------------------|------------------------------|--------------|-------------------|--------------|----------|-------------------------|
| Camellia Park | Apartments & Shops | 125 | 44.9 | 84.8% | 8.5% | 34.8 |
| Pernai Residence | 2-Storey Homes | 51 | 24.9 | 46.9% | 26.8% | 8.6 |
| Pearl Harmoni | 2-Storey Homes | 362 | 148.6 | 47.4% | 4.5% | 67.2 |
| Bukit Residence | Gated & Non-gated Link-Homes | 122 | 71.4 | 50.7% | 6.7% | 33.8 |
| TOTAL | | 2,628 | 1,190.1 | 81.2% | | 493.1 |

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1H14 FINANCIAL HIGHLIGHTS

Strong start to the year...



Strong profitability and margins in 1H14... benefiting fully from Pearl City

| Comments | 2Q14 | 2Q13 | Change | RM'000 | 1H14 | 1H13 | Change | Comments |
|--|---------|--------|----------|------------------------------|---------|---------|---------|---|
| Due to higher progress billings, also higher sales (RM147.7 mil in 2Q14) | 127,962 | 82,602 | 54.9% | Revenue | 239,981 | 160,926 | 49.1% | Strong topline growth indicating resilient demand for properties |
| Margins impacted by provision for supplemental development costs on low-cost housing | 38,071 | 30,541 | 24.7% | Gross Profit | 77,952 | 59,734 | 30.5% | Double-digit GP growth; margins to be mitigated by year-end |
| | 29.8% | 37.0% | (7.2 pt) | Gross Margin | 32.5% | 37.1% | (4.6pt) | |
| In line with above | 33,071 | 26,294 | 25.8% | PBT | 68,354 | 50,271 | 36.0% | In line with above |
| Includes full contribution from Palmington S/B and Tambun Indah Development S/B | 25.8% | 31.8% | (6.0 pt) | PBT margin | 28.5% | 31.2% | (2.7pt) | |
| | 25,440 | 13,984 | 81.9% | PATMI | 50,728 | 25,710 | 97.3% | |
| | 19.9% | 16.9% | 3.0 pt | Net margin | 21.1% | 16.0% | 5.1pt | Leveraging on Pearl City's growing prominence; enjoying healthy net margins |
| | 6.34 | 4.46 | 42.2% | Basic EPS ¹ (sen) | 12.75 | 8.23 | 54.9% | |

¹Based on weighted average no. of ordinary shares of RM0.50 each during each period

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1H14 INCOME STATEMENT

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Pearl City remains the top contributor to group revenue... newer developments playing complementary role

| | 1H14 | | 1H13 | |
|--|---------------|-----------------|---------------|-----------------|
| | RM' mil | % Group Revenue | RM' mil | % Group Revenue |
| Property Development | | | | |
| Pearl Villas (@Pearl City) | 17.94 | 7.5% | 14.54 | 9.0% |
| Pearl Indah 1, 2 & 3 (@Pearl City) | 23.85 | 9.9% | 42.47 | 26.4% |
| Pearl Square 1 & 2 (@Pearl City) | 9.25 | 3.9% | 16.12 | 10.0% |
| Pearl Residence (@Pearl City) | 55.95 | 23.3% | 23.14 | 14.4% |
| Pearl Impian (@Pearl City) | 27.61 | 11.5% | 1.72 | 1.1% |
| Pearl Avenue (@Pearl City) – Phase 1 | 25.79 | 10.7% | 1.20 | 0.7% |
| Pearl Harmoni (@Pearl City) | 3.17 | 1.3% | - | - |
| Tanjung Heights | 3.42 | 1.4% | 3.40 | 2.1% |
| Dahlia Park | 3.26 | 1.4% | 6.13 | 3.8% |
| Juru Industrial Park | 5.20 | 2.2% | 4.08 | 2.5% |
| Capri Park | 3.02 | 1.3% | 11.32 | 7.0% |
| Carissa Villas | 13.12 | 5.5% | 13.00 | 8.1% |
| BM Residence | 12.81 | 5.3% | 5.26 | 3.3% |
| Straits Garden | 20.90 | 8.7% | 12.71 | 7.9% |
| Completed projects | - | - | 1.68 | 1.0% |
| Camellia Park | 3.24 | 1.3% | - | - |
| Permai Residence | 3.13 | 1.3% | - | - |
| Bukit Residence | 2.41 | 1.0% | - | - |
| Sales of land | 2.45 | 1.0% | - | - |
| Sub Total | 236.52 | 98.6% | 156.77 | 97.43% |
| Other Revenue | | | | |
| Construction, Property Management, Rental, Carparks, etc | 3.46 | 1.4% | 4.15 | 2.57% |
| Total | 239.98 | 100.00% | 160.92 | 100.00% |

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REVENUE ANALYSIS BY PROJECT

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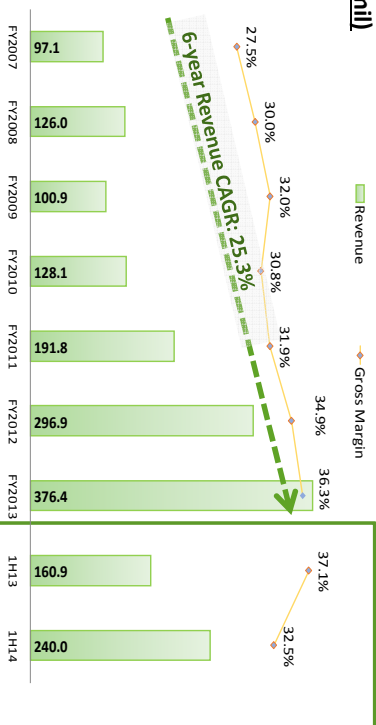
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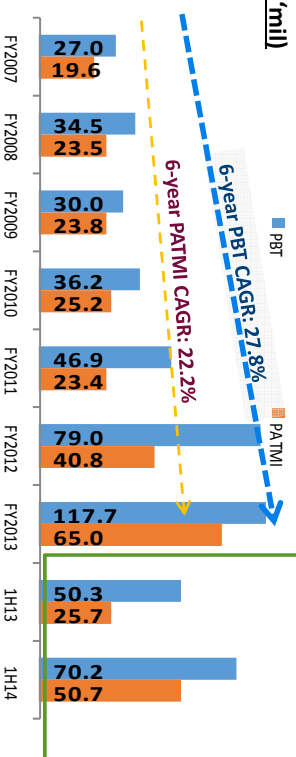
Strong financial performance over the years...



Group Revenue (RM 'mil)



PBT & PATMI (RM 'mil)



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REVENUE & PROFIT TRENDS

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Healthy balance sheet provides headroom to fund ongoing projects, land bank expansion and working capital needs...

| (RM'000) | As at 30 Jun 2014 | As at 31 Dec 2013 (Audited) | Comments |
|---|----------------------|-----------------------------------|---|
| Non-Current Assets | 307,179 | 157,130 | Expansion from higher investment properties and land costs |
| Current Assets | 368,937 | 339,779 | Increased cash and bank balances and receivables |
| Current Liabilities | 155,563 | 109,508 | Trade payables and short-term borrowings in line with larger revenue base; tax liabilities increased in line with profit before tax |
| Non-Current liabilities | 167,416 | 73,819 | Higher long-term borrowings due to acquisition of development land |
| Shareholders' Equity | 351,037 | 310,067 | Larger share capital from ESOS and warrants exercises |
| Minority Interest | 2,100 | 3,515 | |
| Borrowings (ST + LT) | 203,017 | 98,168 | In line with financing of pipeline projects |
| Cash & Bank Balances | 202,657 | 125,939 | - |
| Net Gearing Ratio (x) | 0.01 x | Net Cash | |
| Net Tangible Assets / Share (RM) ⁽¹⁾ | 0.86 | 0.79 | - |
| Return On Shareholders Equity | 30.7% ⁽²⁾ | 24.4% | Higher returns in line with increase in net profits |
| Return on Assets | 17.3% ⁽²⁾ | 13.8% | |

⁽¹⁾ Based on 409.3 mil ordinary shares of RM0.50 each

⁽²⁾ Annualised

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BALANCE SHEET

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GROWTH ROADMAP

Pipeline of Projects to Maintain Momentum...



Developments strategically located near developed infrastructure

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| Projects | Timeline to completion | Land size (acres) | Est. GDV (RM/mil) |
|---------------------|------------------------|-------------------|-------------------|
| Ongoing (launched) | Current to 2015 | 122.48 | 1,195.6 |
| Future Projects | 2013-2020 | 465.71 | 2,673.3 |
| Investment purposes | 2013-2020 | 91.16 | - |
| TOTAL | | 679.35 | 3,868.9 |

Note: Excludes pending acquisition of 209.54-acre land adjacent to Pearl City for RM150 million (pending completion)



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PROJECT PROFILE BY LOCATION

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Pipeline exceeding RM2.2 billion GDV to sustain growth momentum...

| Project | Type | Acres | Expected commencement | Est. GDV (RM' mil) |
|---------------------------------------|----------------------------|--------------|-----------------------|--------------------|
| Pearl Avenue (Phase 2) @ Pearl City | 2- & 3-Storey Shop Offices | 4.1 | 3Q 2014 | 38.1 |
| Pearl Tropika @ Pearl City | 2-Storey Homes | 20.2 | 2014/2015 | 115.0 |
| Rain Tree Park 1 @ Pearl City | Gated Homes | 29.2 | 2014/2015 | 161.0 |
| Rain Tree Park 2 @ Pearl City | Gated Homes | 30.2 | 2014/2015 | 196.1 |
| Alma (acquisition pending completion) | Residential units | 5.5 | 2015 | 90.0 |
| Pearl City – Other phases | Residential units | 376.5 | 2015 – 2020 | 2,073.1 |
| | TOTAL | 465.7 | | 2,673.2 |

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PIPELINE PROJECTS

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To sustain growth through selective landbanking... also looking to build up recurring income stream through investment properties

GROWTH STRATEGIES

To identify and expand strategic landbank in and outside Penang to sustain growth

- To leverage on township development experience and duplicate success in potential landbanks
- To fully utilize the group's balance sheet when opportunities arise for landbanking

To establish recurring income stream through investment properties

- First significant recurring income from Pearl City Business Park in FY2015/16
- To further develop and promote Pearl City Business Park to enhance recurring income stream

Continue to innovate in product offerings to enhance profitability

- To further establish the brand name of Tambun Indah as a quality developer with innovative products at affordable prices
- To fully capitalize on the group's existing landbank

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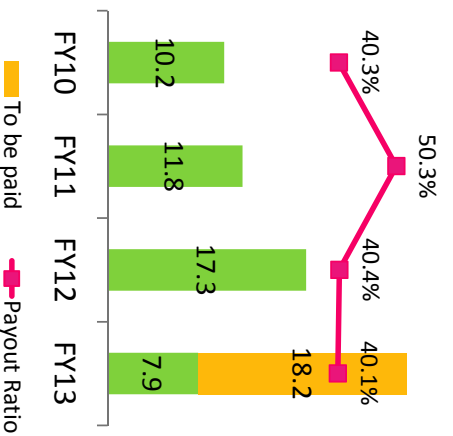
Proxy to the Burgeoning Mainland Penang Property Market...



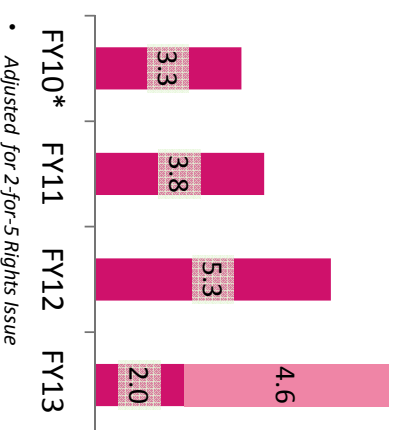
Final dividend of 4.6 sen to be paid on 19-Sep 2014... adhering to progressive dividend policy that pays 40% to 60% of net profit

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Dividend Payout (RM' mil)



Dividend Per Share (sen)



DIVIDEND HISTORY

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Gaining traction with growing appreciation of incremental profits from Pearl City...



Share price @ 25 Aug 2014
Market Cap @ 25 Aug 2014¹
Trailing PE ratio
Price to book ratio²
Historical Dividend yield³

RM2.45
RM1,004.8 mil
11.1x
2.8x
2.7%

¹ Based on 410.12 mil shares

² Based on NTA per share of RM0.86

³ Based on FY13 Dividend of 6.6 sen per share

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Attractive proxy to the fast-growing Mainland Penang property market...



- ▶ Respected brand name in the Penang property market with an established track record as an innovative and quality developer
- ▶ Strong growth catalysts in Penang that will continue to spur property demand, boosted by foreign direct investment and infrastructure projects
 - ❑ Tambun Indah is a good proxy to the Penang Second Bridge's economic impact, with its iconic Pearl City township development
- ▶ Earnings growth to be sustained by existing and pipeline projects of about RM3.8 billion until year 2020 supported by aggressive landbanking to diversify outside of Penang if the opportunity arises
- ▶ Committed to creating shareholders' value by constantly seeking market re-rating
 - ❑ Dividend policy of 40% to 60% of net profit

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THANK YOU

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