



Gamuda Berhad

A Significantly Clearer & Brighter Future

Q3 2013 INVESTORS' BRIEFING

27 June 2013



INCOME STATEMENT SUMMARY

(RMmil)	9 mths to Apr 2013	9 mths to Apr 2012	Change (%)
Revenue	2,552.1	2,117.2	+21
Profit from operations (EBIT)	481.7	432.5	+11
<i>Less: Provision for Tribunal Awards</i>	<i>(113.0)</i>	-	<i>n.m.</i>
Finance Costs	(52.1)	(47.9)	+9
Share of associates (net of tax)	174.9	166.9	+5
Profit before tax	491.5	551.5	-11
<i>Profit before tax (before Tribunal Awards)</i>	<i>604.5</i>	<i>551.5</i>	<i>+10</i>
Tax	(110.7)	(126.2)	-12
Minority Interests	(7.1)	(18.5)	-61
Net profit attributable to equity holders	373.7	406.8	-8
<i>Net profit (before Tribunal Awards)</i>	<i>464.7</i>	<i>406.8</i>	<i>+14</i>
Fully diluted EPS (sen)	17.3	19.0	
Dividend per share (sen)	12.0	12.0	
EBIT margins (%)	18.9	20.4	



BALANCE SHEET SUMMARY

(RMmil)	As at 30 Apr '13	As at 31 Jan '13
Current Assets	5,811.5	5,080.7
Current Liabilities	2,623.7	2,870.6
Current Ratio	2.2x	1.8x
Total borrowings	2,615.3	2,117.7
Cash and marketable securities	1,853.8	1,148.4
Net cash	(761.5)	(969.3)
Share capital	2,155.4	2,090.1
Reserves	2,327.5	2,148.0
Equity attributable to equity holders	4,482.8	4,238.1
Net gearing (overall)	17%	23%
Net assets per share (RM)	2.08	2.03



QUARTERLY SEGMENTAL PROFITS

(RMmil)	Q312	Q412	Q113	Q213	Q3 `13	Q3 `12	+/-
Construction & Eng	58.8	61.2	55.1	65.4	85.6*	58.8	+46
Properties	79.6	76.0	64.5	68.1	64.7	79.6	-19
Concessions	57.6	39.5	62.6	68.9	69.7	57.6	+21
Group Pretax Profit	196.0	176.7	182.2	202.4	220.0*	196.0	+12
Group Net Profit	138.0	140.5	145.4	156.9	162.4*	138.0	+34

* before impact of Tribunal Awards totalling RM113.0m

YTD Segmentals

(RMmil)	9M `13	9M `12	+/-
Construction	206.0*	160.8	+28
Properties	197.4	210.2	-6
Concessions	201.1	180.5	+11
Group PBT	604.5*	551.5	+10

Pretax Margins (YTD)

%	9M `13	9M `12
Construction	12.1*	13.1
Properties	26.2	26.3
Concessions	n.m.	n.m.
Group PBT	23.7*	26.0



KEY HIGHLIGHTS

- **Significantly brighter future post-elections** – policy continuity, ETP roadmap intact, substantial rail-based investments in pipeline
- **KVMRT Line 2 approval expected in Q3 2013** – initial contract awards expected around mid-2015
- **Targeting dual-role involvement in KVMRT 2** – as main turnkey contractor for underground package, PDP for elevated works
- **Tunneling works have commenced** – 1 tunnel drive underway, another to start next month, 4 more TBMs being assembled
- **Acquired 813 acres of new landbank in Klang Valley** – Serai, Kundang projects to generate >RM5bn GDV over next 10 years
- **Core earnings headed for third consecutive record year** – strong finishing Q4 expected



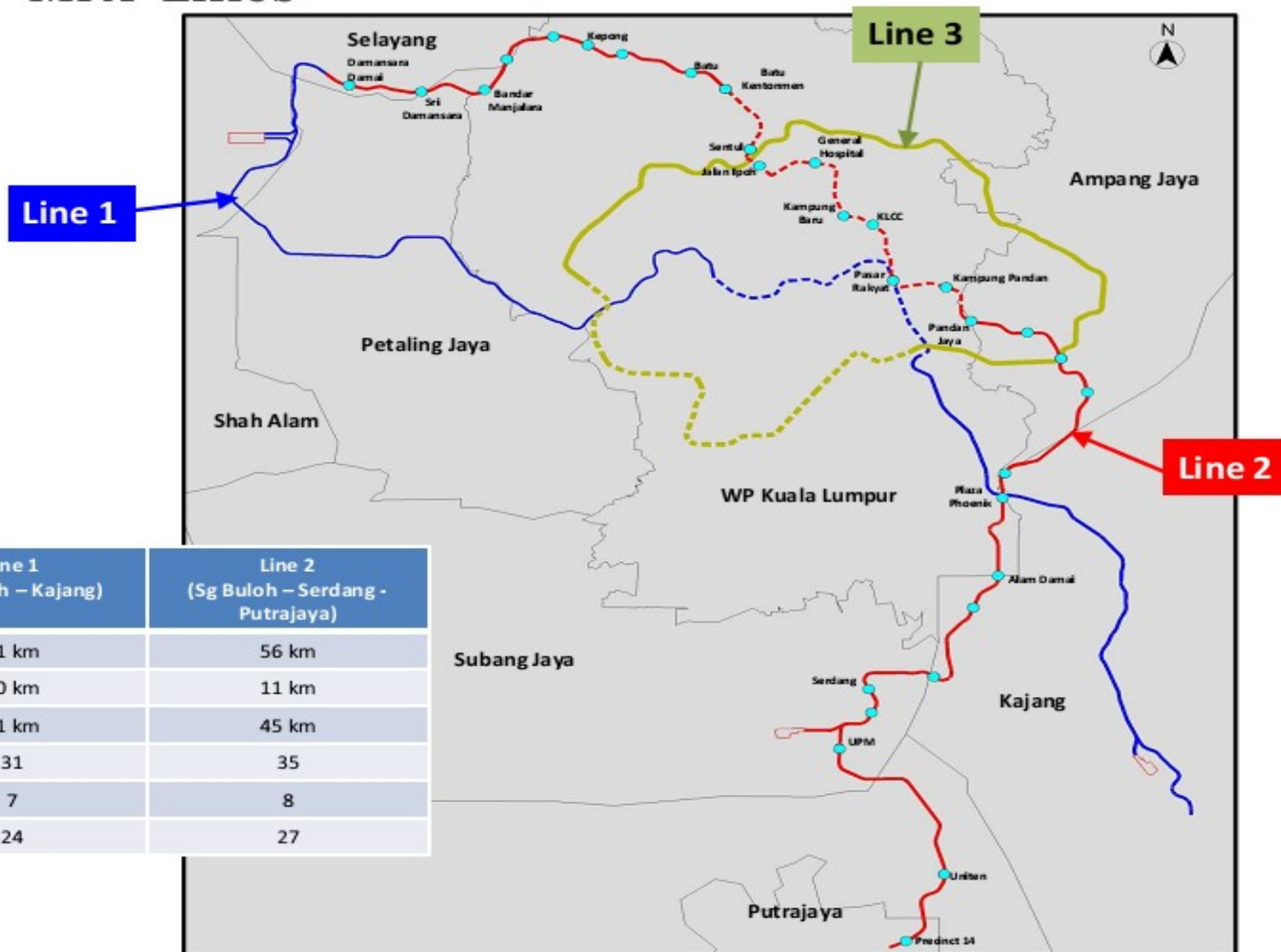
KEY CORPORATE UPDATES

- Cumulative progress on PDP scope and underground works at 8% and 14% respectively at end Q3
- 6 TBMs have been delivered; 1 TBM has commenced tunneling; 2 more TBMs to commence tunneling in next 2 months
- 2 new landbank acquisitions - Serai (724 acres, RM620m cost – RM18.49psf, RM4.8bn GDV) and Kundang (89 acres, RM47m cost – RM12psf, RM0.5bn GDV); both sited in Northern Klang Valley with easy access to MRT, rail, several highway networks
- New property sales projections for FY13 revised 15% upwards to RM1.6bn; RM1bn new property sales achieved in 9 months to Apr 2013; RM1.2bn unbilled sales
- All outstanding litigation cases settled; verdicts result in negative one-off earnings impact of RM113m in Q3



KLANG VALLEY MRT LINES

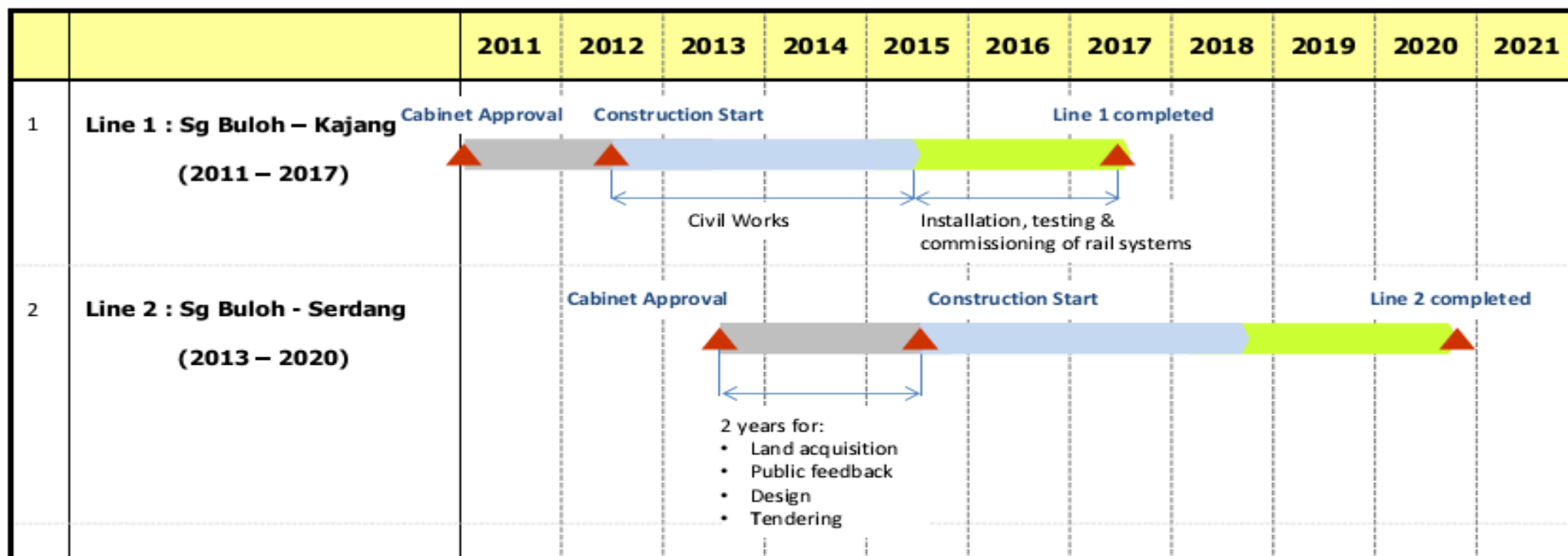
Klang Valley MRT Lines





KVMRT 1, 2 – PROJECT TIMELINES

Optimum staggering of MRT Lines – no overlap

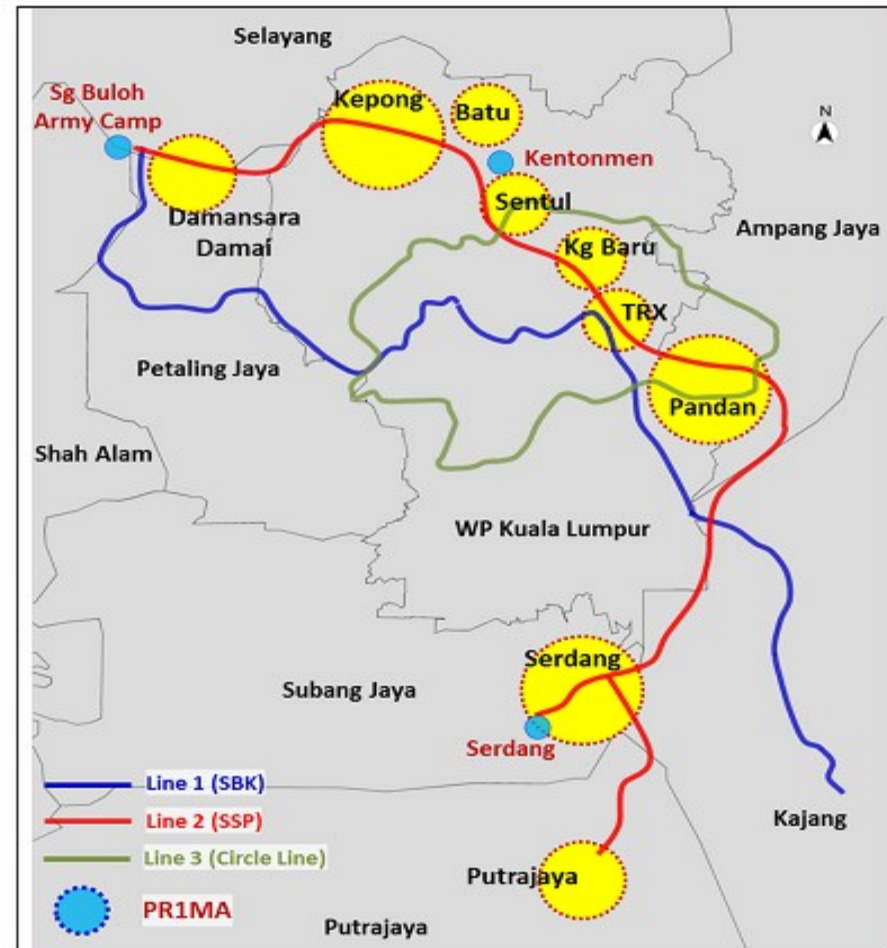


- Two years to get “shovel-ready” from Cabinet approval
- No overlap between Line 1 & Line 2 construction works
- Continuity of work is vital, otherwise construction equipment will be idle or sold; trained staff will go elsewhere or abroad

KVMRT 2 – CATALYST FOR DEVELOPMENT

Line 2 – Catalyst for Development

- Kg Baru – TRX – Serdang – Putrajaya
- PR1MA





CONSTRUCTION ORDER BOOK

- Current unbilled order book about **RM3.9 billion** (end Q3 FY13)

Major Projects	Balance works (RMbn)	Completion Status		Comments
		% now	completion date	
<u>Major Ongoing</u> KVMRT Line 1 (SBK Line) Tunneling (50% share)	3.6	14	2017	1 TBM tunneling, 2 TBMs to commence soon, work ongoing at all 7 underground stations
<u>Nearing Completion</u> Northern Double Tracking Railway (50% share)	0.3	95	2014	Systems, electrification and signaling works ongoing
<u>Recently Completed</u> Yenso Park STP NDIA – Ph 1, 2}	- -	100 100	2012 2012	Completed Completed

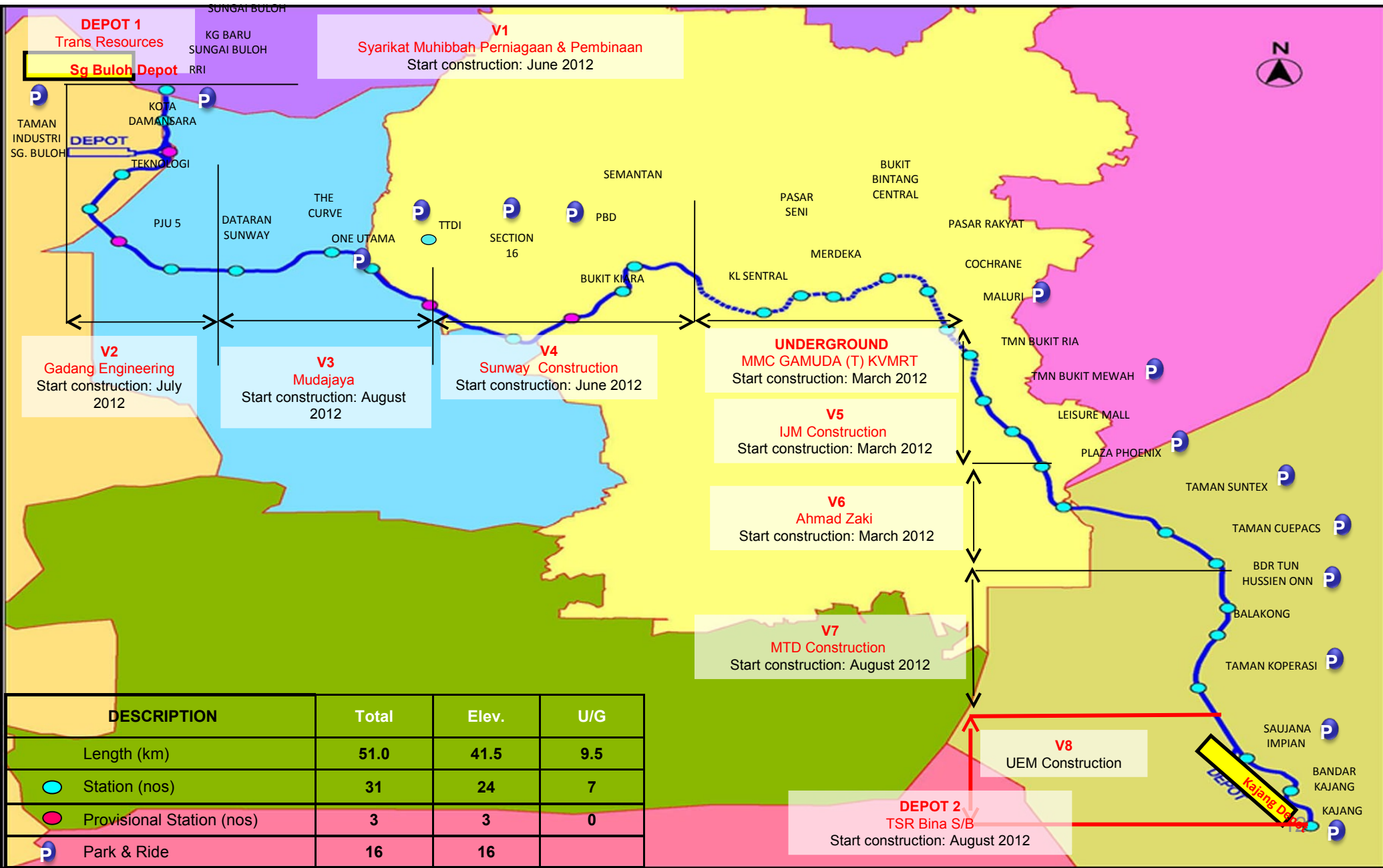


CONSTRUCTION - OUTLOOK

- Strong underlying ytd growth with revenues (+39%) and profits (+28%) driven by accelerating work progress on KVMRT (Underground and Elevated); order book stands at RM3.9bn
- Underlying Q3 PBT up (+46% y-o-y, +31% q-o-q) to RM85.6m; Q3 margin at 13.5% from 11.2% in Q2; ytd margin at 12.1%
- Good progress achieved on underground works; 6 TBMs have been delivered; Cochrane - Pasar Raykat tunnel drive underway, Semantan - KL Sentral to start next month
- Elevated works progress slightly behind schedule; progress hampered by utilities relocation issues; no major/critical delays encountered; close monitoring of several WPCs
- Awaiting Cabinet approval and PDP appointment for KVMRT Line 2; expecting initial contract awards to roll out by mid-2015



SBK Line – Summary of Civil Packages





PROPERTIES - OUTLOOK

- Slight earnings decline due to impact of land sale gain in Celadon City last year; PBT ytd up 26% y-o-y if land sale gain impact stripped out; ytd margins stable at 26%
- Achieved new sales of RM1bn ytd to Apr 2013; unbilled sales at RM1.2bn; new sales were entirely domestic
- Raising FY13 new sales projections 15% to RM1.6bn from RM1.4bn, reversing an expected 8% decline to 6% growth y-o-y
- Klang Valley market appears to have bottomed out; Vietnam still weak, but well compensated by highly buoyant Iskandar market
- Celadon's residential tower blocks, Aeon retail mall completing mid-year, year-end respectively; may boost sales;
- Acquired 2 new parcels of landbank for RM667m; allocating RM1bn/year for landbank acquisitions over next 2 years



CONCESSIONS - OUTLOOK

- Steady predictable concession earnings; 9 months PBT up 11% to RM201m
- Strong recommitment from Federal and State governments towards resolving water restructuring deadlock post elections; strong likelihood of concluding Splash disposal in coming months