

*BRINGING
A VISION TO
REALITY*



CREST BUILDER HOLDINGS BERHAD

CORPORATE PRESENTATION

October 2018

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COMPANY OVERVIEW

COMPANY OVERVIEW

About Us

BUILDING THE NATION

Crest Builder Holdings Berhad (“CBHB” or the “Group”) group of companies was first founded in 1983 by the late Mr. Yong Soon Chow. What started out as a small contractor business of less than 10 employees has now expanded to a strong public listed corporation with over 400 employees. Over three decades, CBHB has carved a strong foothold in the local construction and property development industry. Armed with in depth industry experience, CBHB has a proven track record – especially in commercial, residential and institutional building construction. CBHB counts top branded developers and international property players amongst its list of premier clientele. CBHB has also established itself in property development complimented by its in-house team of construction expertise. Since being established, CBHB has a total property development portfolio bearing a gross development value of approximately RM4.8 billion.

CBHB is principally an investment holding company and had undertaken a Corporate and Debt Restructuring Scheme which involved the take over of the listing status of MGR Corporation Berhad. CBHB was then transferred on the Main Board of Bursa Malaysia on 12 June 2003.

COMPANY OVERVIEW

Corporate Milestones



1983

Yong Soon Chow established Crest Builder Sdn Bhd

Transferred on to the Main Market of Bursa Malaysia

Diversified into Property Development



2003



RM285 million

2011

Secured a RM292 million PFI Project for UiTM Tapah

Awarded Dang Wangi Redevelopment Project with a GDV of RM1.2 billion

Awarded LOA by LGM for a Redevelopment Project with a GDV of RM1.33 billion

2012



2013

Awarded a LOA for a Proposed JV development project of Kelana Jaya LRT Station, with a GDV of RM1.0 billion

Secured a RM63.9 million construction contract for TTDI Ascencia

2014



2015

Secured a RM198 million construction contract from UDA Holdings Bhd

Mr. Yong Shang Ming appointed as the Group's MD

Awarded a RM438.3 million construction contract by Sime Darby Melawati Development Sdn Bhd

Entered into a JV agreement with LGM in respect of the RM1.33 million redevelopment project

2016



2017

The Greens awarded with the "Best Residential Development" by the Property Insight Prestigious Developer Awards ("PIPDA")

Awarded a RM149.5 million construction contract by Mega Capital Development Sdn Bhd

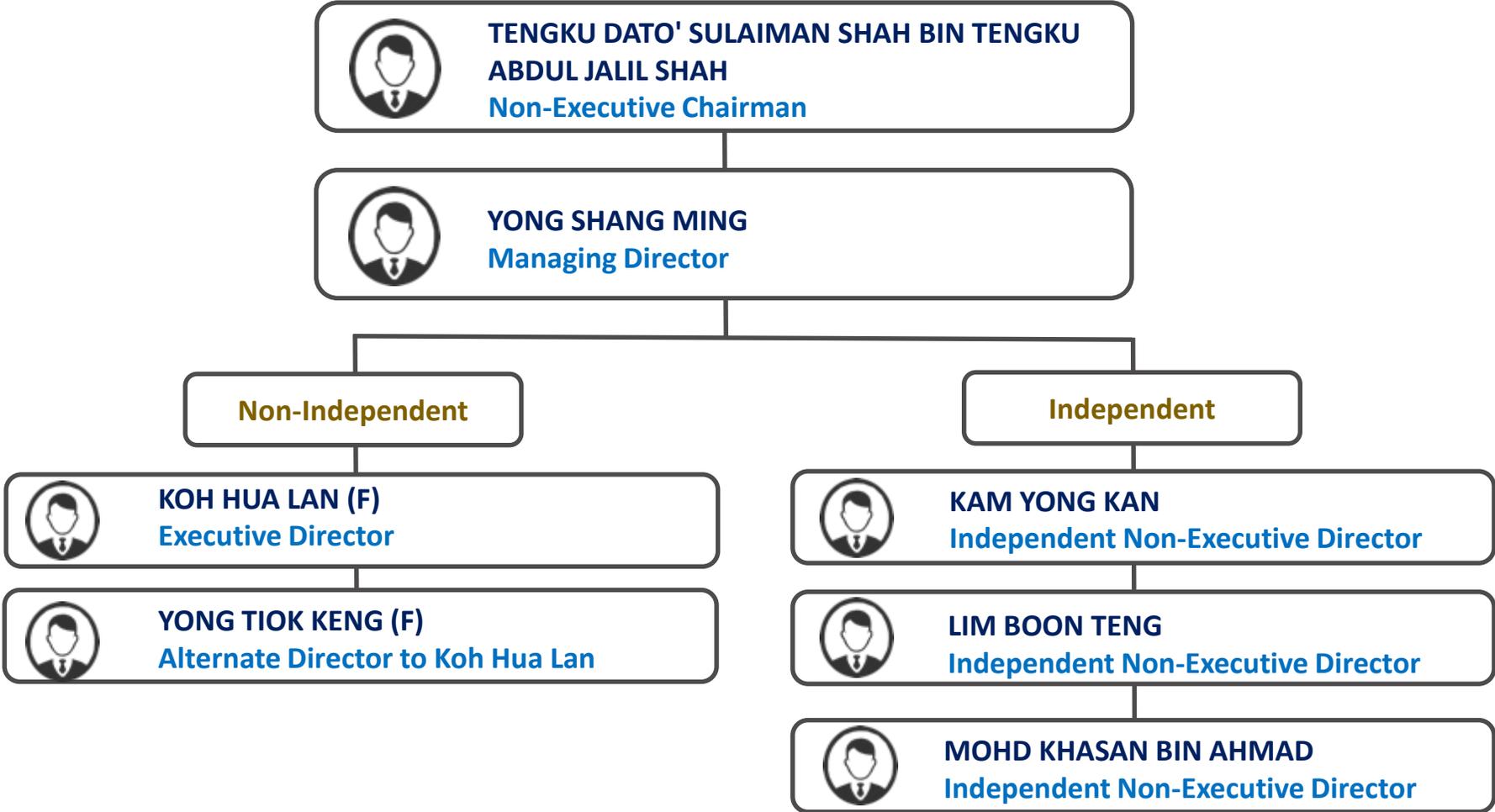
Awarded a RM328.8 million construction contract by Perdana ParkCity Sdn Bhd

2018

Awarded a RM117.8 million construction contract by Toyoma Aluminium Foil Packaging Sdn Bhd

COMPANY OVERVIEW

Board of Directors





BUSINESS OVERVIEW

BUSINESS OVERVIEW

Core Revenue Pillars



The Group construction sector is the primary business stable which was established in 1983 under its wholly-owned subsidiary Crest Builder S/B.

CBHB construction business focuses on:

- Design, construction, completion and maintenance work for various infrastructure construction
- Construction work for educational facilities and/or institutions
- Construction work for hospitals
- Infrastructure and construction work for hotels, commercial and residential buildings



CBHB diversified into property development in 2003 with its first commercial development project, 3 Two Square.

Today, the Group remains focused on all fronts choosing to bring its experience and expertise from its highly successful construction division into property development and add synergistic value.

The Group has a property development portfolio worth approximately RM4.8 billion in gross development value.



CBHB holds a small portfolio of properties under its investment portfolio – namely, The Crest Office Officer Tower and Tierra Crest which are generating a favourable recurring income stream for the Group.

CBHB also is engaged in carpark management where CBHB has the capability to provide a comprehensive service from detailed technical support, design, construction and operation of the site.



In 2010, CBHB entered into a 23 year concession arrangement with the Ministry of Education and Universiti Teknologi Mara (UiTM) to build and maintain a campus in Perak.

Crest Builder Sdn Bhd holds a 51% stake while Detik Utuh Sdn Bhd holds a 49% stake.

BUSINESS OVERVIEW

1. Construction: Completed Portfolio Highlights (1/3)



KLIA Apron Tower



**Northshore Gardens
Kuala Lumpur**



**The Meritz
Kuala Lumpur**



**Verticas Residensi
Kuala Lumpur**



**Setia Sky Residences
Kuala Lumpur**

BUSINESS OVERVIEW

1. Construction: Completed Portfolio Highlights (2/3)



**Gateway Kiaramas
Kuala Lumpur**



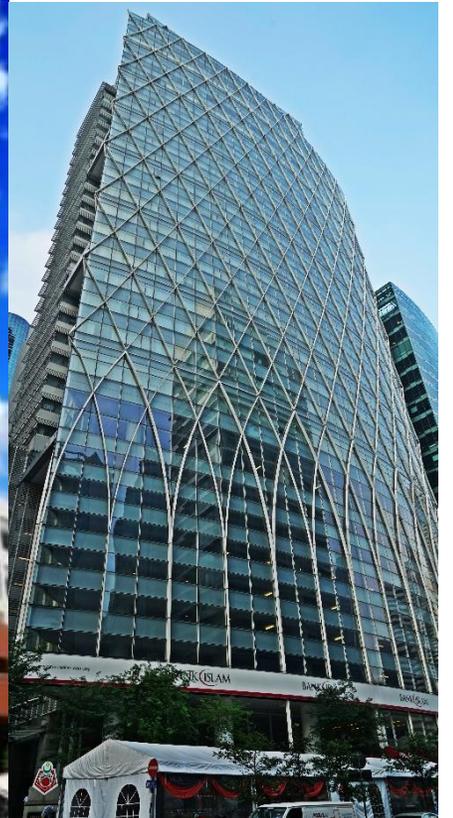
**The Residence
Kuala Lumpur**



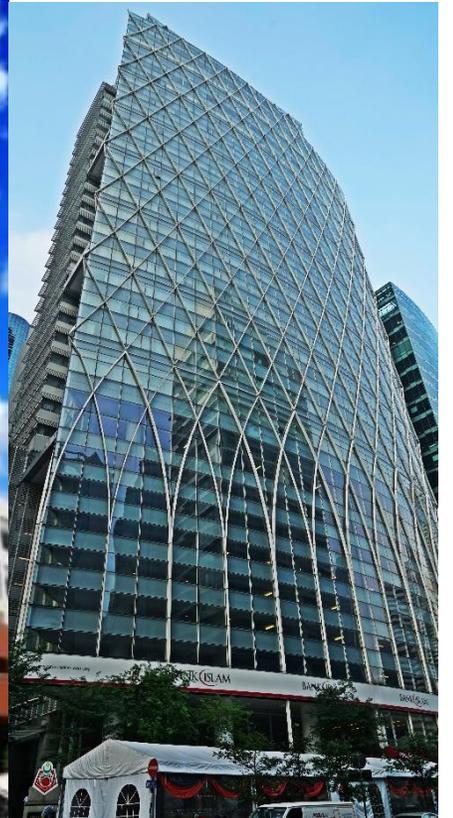
**TWINS
Kuala Lumpur**



**Ampang Puteri
Specialist Hospital
Kuala Lumpur**



**Damansara
Specialist Hospital
Selangor**



**Menara Bank Islam
Kuala Lumpur**

BUSINESS OVERVIEW

1. Construction: Completed Portfolio Highlights (3/3)



**TTDI Ascensia
Residence**

**Amcorp Service Suites
Petaling Jaya**

Menara Binjal

**Menara Worldwide
Kuala Lumpur**

Celcom Tower

**Anggun Service
Apartment**

BUSINESS OVERVIEW

1. Construction : Current On-Going & Future Projects

Client	Location	Projects	2016	2017	2018	2019	2020	Commencement Date	Completion Date	Contract Value (RM)	Outstanding Balance Value (RM)
Sime Darby Melawati Development Sdn Bhd	Setapak	Quarza Mall						July 2016	Q2 2019	438.3 million	178.7 million
UDA Holdings Berhad	Kuala Lumpur	Anggun Service Apartment						March 2015	January 2018	197.8 million	3.7 million
CB Land Sdn Bhd	Shah Alam, Selangor	Residensi Hijauan						August 2016	June 2018	140.1 million	15.1 million
Intan Sekitar Sdn Bhd	Kuala Lumpur	Latitud 8, Dang Wangi						December 2016	December 2022	350.0 million	342.1 million
Asianmax Corporation Sdn Bhd	Kuala Lumpur	DBKL Carpark						November 2016	July 2018	101.5 million	14.4 million
Mega Capital Development Sdn Bhd	Kuala Lumpur	Boutique Luxury Hotel						January 2018	April 2021	149.5 million	145.2 million
Perdana ParkCity Sdn Bhd	Kuala Lumpur	Residential Building						February 2018	November 2020	328.8 million	316.0 million
Toyoma Aluminium Foil Packaging Sdn Bhd	Petaling Jaya	Factory						April 2018	September 2019	117.8 million	115.0 million
TOTAL										1,824 million	1,130.2 million

BUSINESS OVERVIEW

1. Construction: Progress of Quarza Mall



Quarza Mall

- Construction of a mixed development project located at PT9344, Seksyen 1, KL East, Sub District of Setapak, Kuala Lumpur
- 2 towers of 37-storey serviced apartments, a 6-storey carpark podium, recreational floor, 4 storeys of commercial and 1 level of basement parking

BUSINESS OVERVIEW

1. Construction: Progress of DBKL Carpark



DBKL Carpark

- 5 multi-storey carparks located at Perumahan Awam Seri Kota, Perumahan Awam Seri Sabah, Program Perumahan Rakyat Desa Tun Razak, Program Perumahan Rakyat Taman Mulia and Program Perumahan Rakyat Desa Petaling



BUSINESS OVERVIEW

1. Construction: Progress of South Brooks



South Brooks

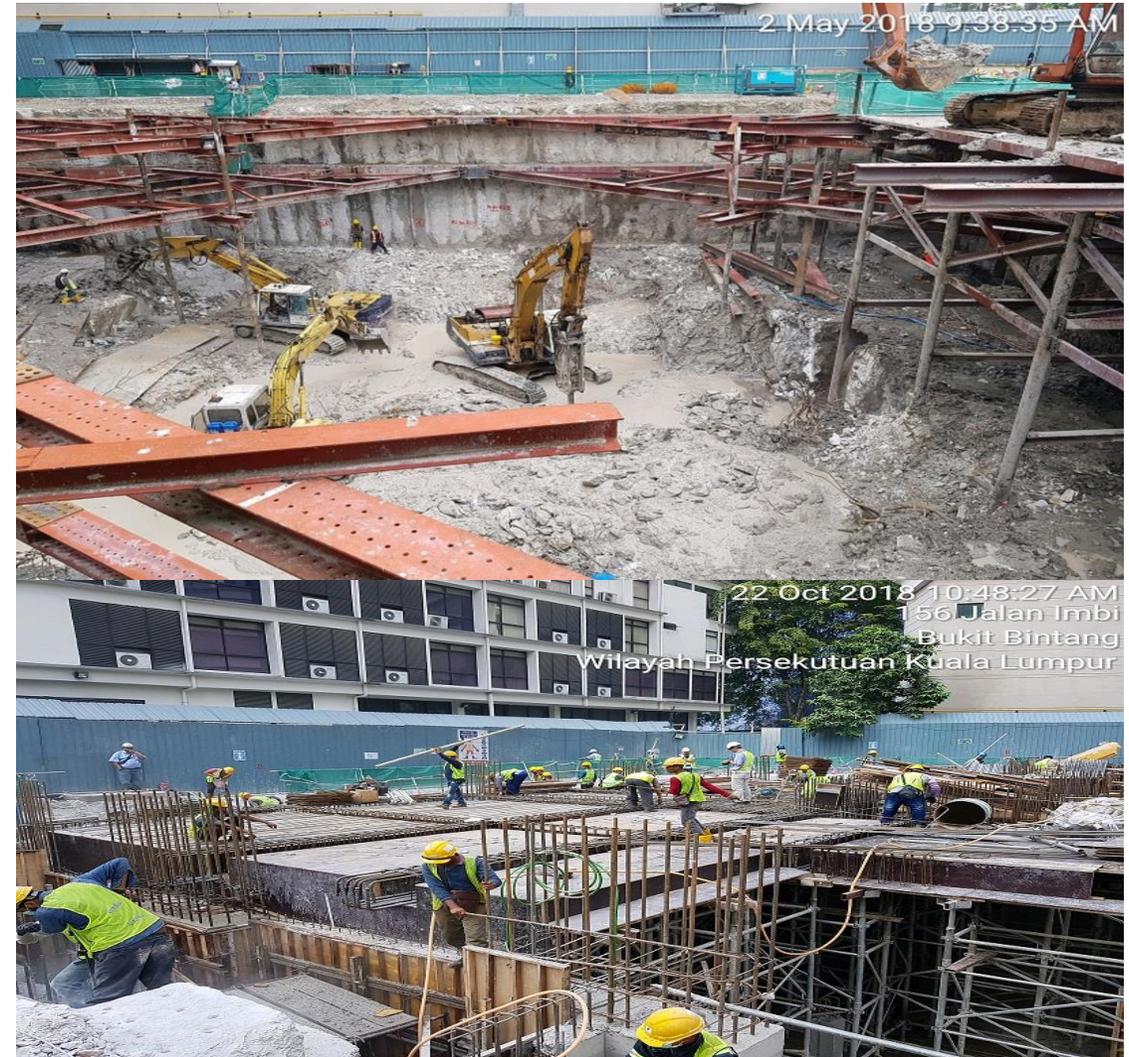
- The Project is located on lot 64577, Jalan Daun Inai 20, Desa ParkCity, which consist of two (2) blocks of residential apartments which are forty (40) storeys tall with a total of 920 units, block A with 460 units and Block B with 460 units, together with one block of car park of 8 storeys with facilities.

BUSINESS OVERVIEW

1. Construction: Progress of Capri Hotel

Capri Hotel

- The Project is located on Lot 790, 791, 792 & 793, Jalan Imbi Seksyen 67, Kuala Lumpur which consists of:
 - A total of forty-four (44) storeys with two (2) storeys of basement
 - Three hundred and seventy-one (371) rooms
 - Two (2) storeys of lobby and service areas
 - Four (4) storeys of mechanical and worker areas
 - Thirty-four (34) storeys of hotel rooms
 - Six (6) storeys of recreation areas including a mezzanine floor
 - One (1) storey of mechanical lift area
 - Mechanical multi-level car park area



BUSINESS OVERVIEW

1. Construction: Progress of Toyoma



Toyoma

- Factory that consists of an office on level 6 with a car park on the roof top of lot 8 (PN 3923) and lot 9 (PN 3924) which is located at No. 15 and No. 17, Jalan 19/1, Seksyen 19, Mukim Bandar Petaling, Daerah Petaling, Selangor Darul Ehsan.

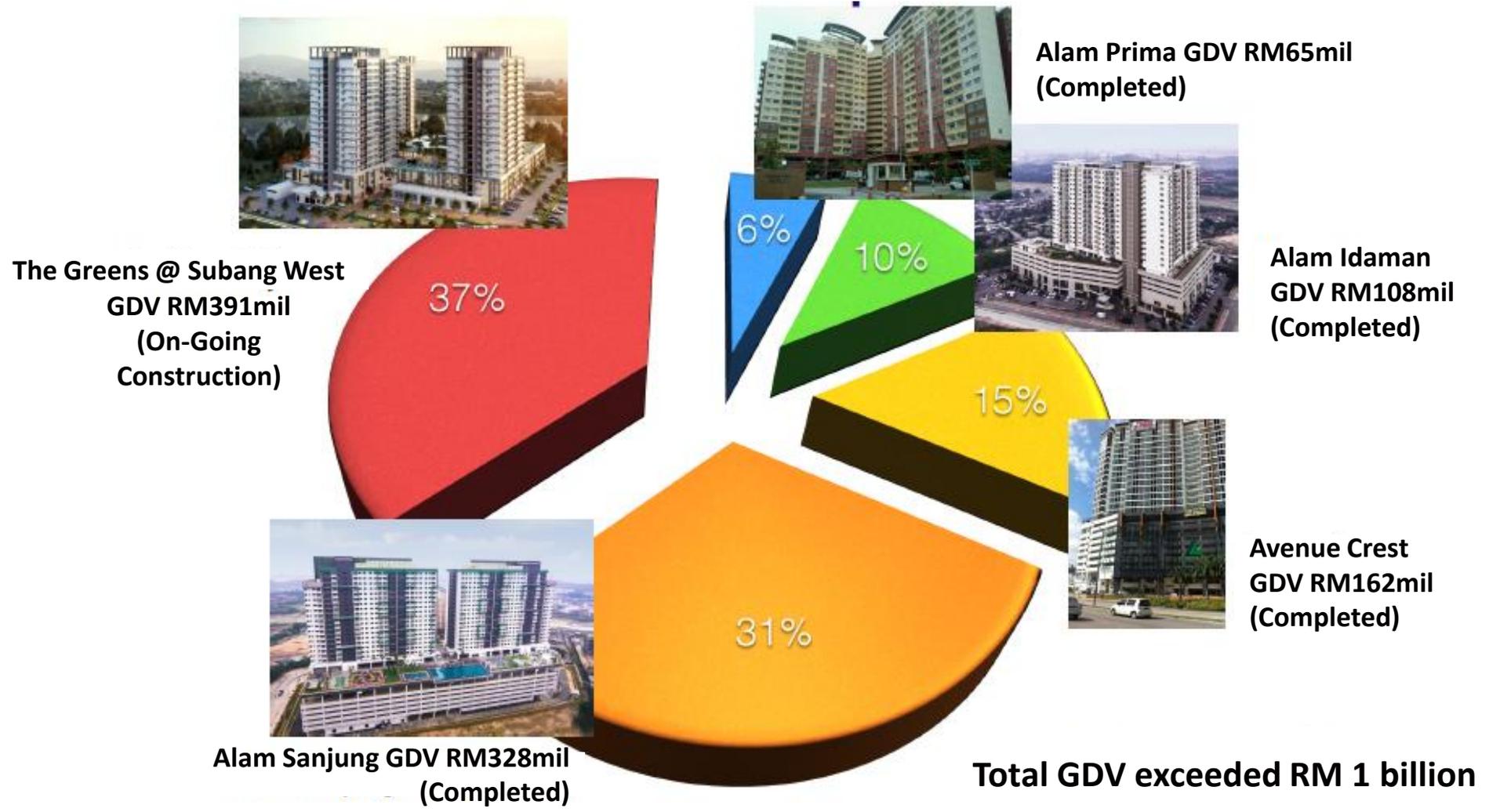
BUSINESS OVERVIEW

2. Property Development: Shah Alam Development Location



BUSINESS OVERVIEW

2. Property Development: Shah Alam Project GDV breakdown



BUSINESS OVERVIEW

2. Property Development: Alam Sanjung Shah Alam



- Residential developmental project comprise of 600 units of serviced apartments, SOHO units and retail units
- Total GDV of RM328 million is made up of the following:
 - ✓ Launched 600 units of serviced apartments with a GDV of RM260 million
 - ✓ On-going launches of SOHO units and retail units with GDV of RM68 million
- Selling price average at RM620 p.s.f



BUSINESS OVERVIEW

2. Property Development : The Green @ Subang West

- Residential Development comprising of 2 towers of medium cost apartments totalling 646 units. This project phase has the biggest land size of the 7 acres compared to the other Shah Alam projects
- Gross Development Value of RM 391 million
- Selling price at RM 600 p.s.f
- Targeted completion date : 2018



BUSINESS OVERVIEW

2. Property Development: *Latitud8 @ Jalan Ampang*



- Mixed Commercial development on top of the Dang Wangi LRT Station; featuring a lifestyle retail podium with business centre and convention facilities on its highest floor, open office spaces, SOFO suites, SOHO residences, SOHO duplexes as well as a rooftop lounge and bar
- GDV of approximately RM1.2 billion
- JV partner PRASARANA will receive payment of 21.2% of the total GDV by way of a combination of cash payment and payment in kind (completed units)
- Physical works commenced in September 2014 and superstructure works commenced in 2016
- Targeted to launch by early 2018
- Target completion by end 2022
- The Project has been soft launched in Hong Kong and China with booking rate of 30%

BUSINESS OVERVIEW

2. Property Development : *The Galleria @ Jalan Ampang*



- Mixed development project of the MRB 4.8 acres site / approximately 19,247.34 sq. m)
- Comprising of a 28 storey Corporate Tower, 3 blocks of 45 storey residential towers above a double storey shophouse
- GDV of approximately RM 1.33 billion
- Targeted Construction Start Date : Mid 2018
- Targeted Completion Date: End 2023
- Targeted Launch : End 2018
- Total planned gross floor area is approximately 1.6 million sq. ft
- JV partner MRB will receive a total payout of 22.5% of the total GDV by way of a combination of cash payment and payment in kind (completed units)
- The development order was obtained in July 2017 and the building plan is currently being evaluated

BUSINESS OVERVIEW

2. Property Development : Kelana Jaya LRT



- Proposed JV mixed development project of the Kelana Jaya LRT Station on 4.95 acres of land
- Comprise of a 6 level podium will comprise of retail units, serviced residential suites and offices
- GDV of approximately RM1.0 billion
- Under the Salient Terms of the LOA - Prasarana shall be entitled to 24.8% of the total GDV
- Land rezoning is currently in progress

BUSINESS OVERVIEW

2. Property Development : On-Going & Future Projects

Project	Location	Development	Target Launch Date	GDV (RM)
Alam Sanjung	Shah Alam	600 units of serviced apts.	2015	328 million
The Greens @ Subang West	Shah Alam	646 units of medium cost apts	2016	391 million
Latitud 8, Dang Wangi	Jalan Ampang	Retail, SOFO Suites and office suites	2017	1.10 billion
MRB Project	Jalan Ampang	Retail, SOFO Suites, office suites and serviced apts.	2019	1.33 billion
Kelana Jaya LRT	Kelana Jaya	Retail, office suites and residential	2021	1.0 billion
TOTAL				4.13 billion

BUSINESS OVERVIEW

3. Property Investment: The Crest



THE CREST

- Commercial development with 16 storey Corporate Tower and 1,500 car parks
- Corporate HQ of CBHB
- Anchor Tenant - Celcom Axiata Bhd

Value (RM)	Occupancy Rate	NLA (Sq. Ft.)	Rental Rate (RM p.s.f)	Rental Yield	FY16 rental rate
RM 127 mil	75%	144,835*	4.10**	6.3%	RM8.0 mil

*NLA excluding car park lots

**Indicates current average rental rate

BUSINESS OVERVIEW

3. Property Investment: Tierra Crest



TIERRA CREST

- UNITAR is the main anchor tenant taking up approximately 85% of the total lettable area
- Tenancy agreement is for (3 + 3 + 3) years
- Located in Kelana Jaya with access to and from all major highways such as the NKVE, LDP and the Federal Highway
- The 17-storey multi-commercial building consists of 2 office towers and 3-level retail podium

Value (RM)	Occupancy Rate	NLA (Sq. Ft.)	Rental Rate (RM p.s.f)	Rental Yield	FY16 rental rate
RM 158 mil	85%	285,000	2.80*	5.7%	RM9.0 mil

*Rental rate is applicable to office units only

BUSINESS OVERVIEW

4. Concession Arrangement : UiTM Tapah 2 Branch Campus



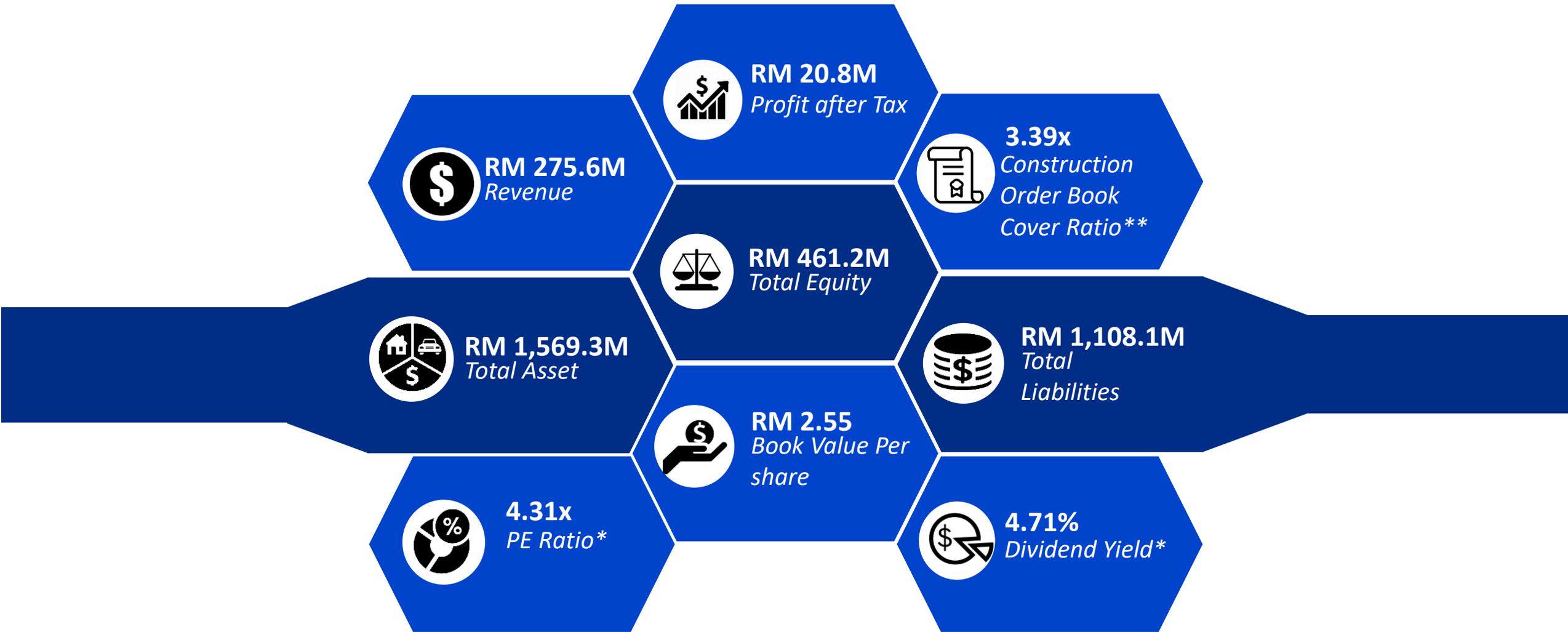
- 23 year concession agreement with the Ministry of Education and Universti Teknologi Mara (UiTM).
- UniTapah is a 51: 49 equity company between Crest Builder S/B and Detik Utuh S/B, formed to undertake this project.
- Concessionaire : UniTapah Sdn Bhd
- Contract Date : 19 January 2011
- Completion Date : 18 January 2014
- End of Concession : 18 January 2034
- Contract Sum : RM292 million
- Annual Concession Income : RM 43.5 million



FINANCIAL HIGHLIGHTS

FINANCIAL HIGHLIGHTS

Key Financial Ratios For 1HFY2018



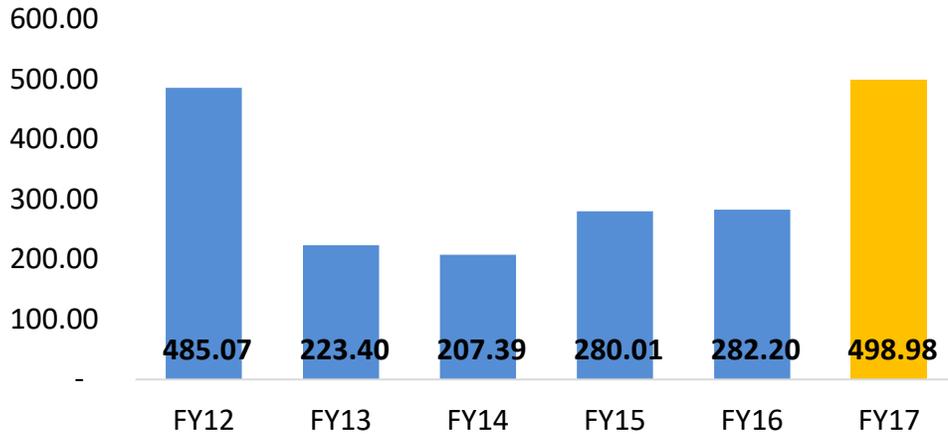
*Based on share price as at October 30, 2018 of RM 0.85

**Based on TTM Construction revenue of RM332.93 million

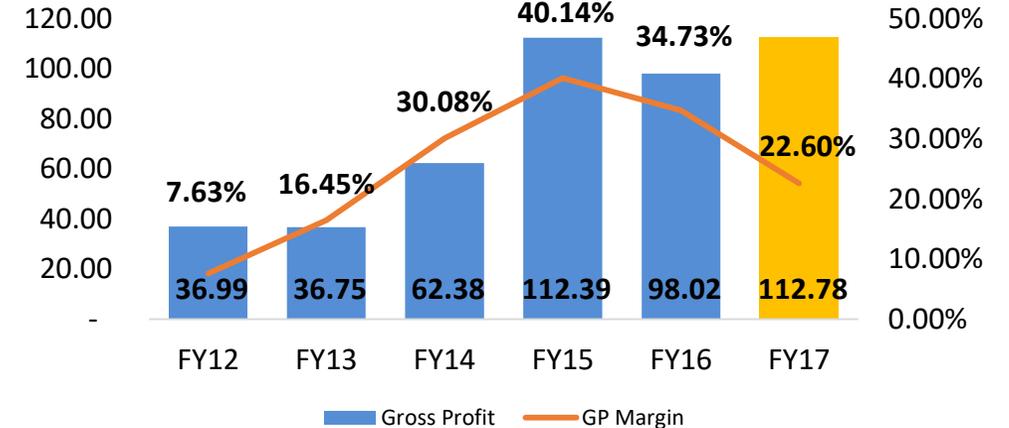
FINANCIAL HIGHLIGHTS

Financial Performance (Annual)

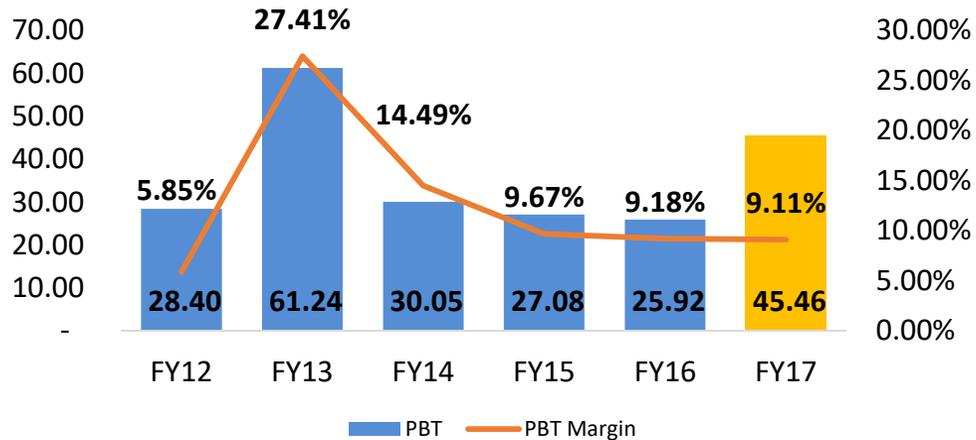
Revenue (RM'mil)



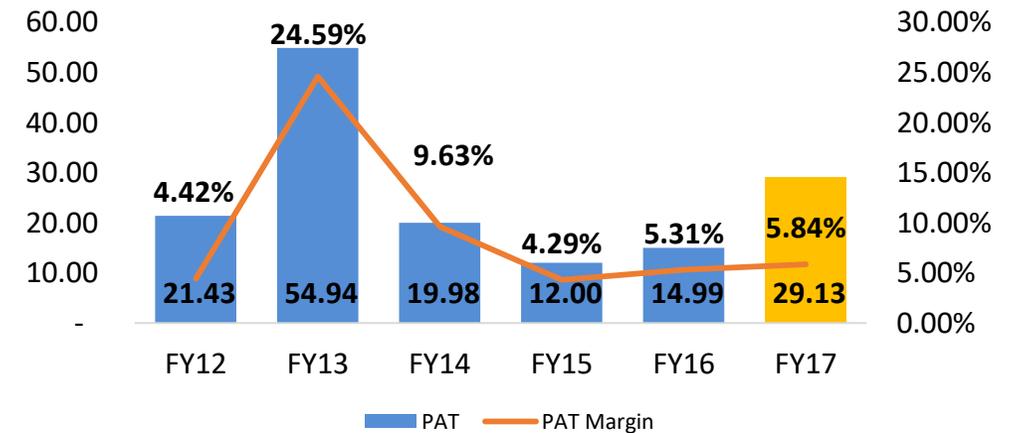
Gross Profit (RM'mil)



Profit Before Tax (RM'mil)



Profit After Tax (RM'mil)



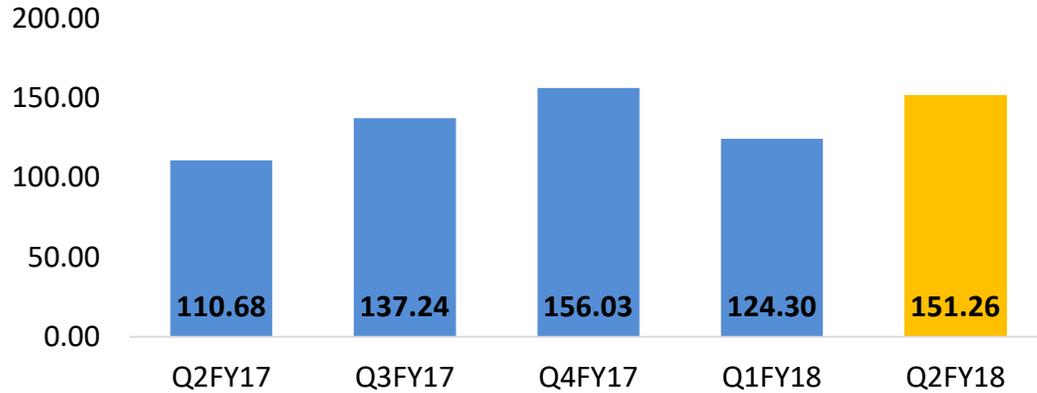
Note: PBT for FYE2013 includes investment property fair value gain

Note: PAT for FYE2013 includes investment property fair value gain

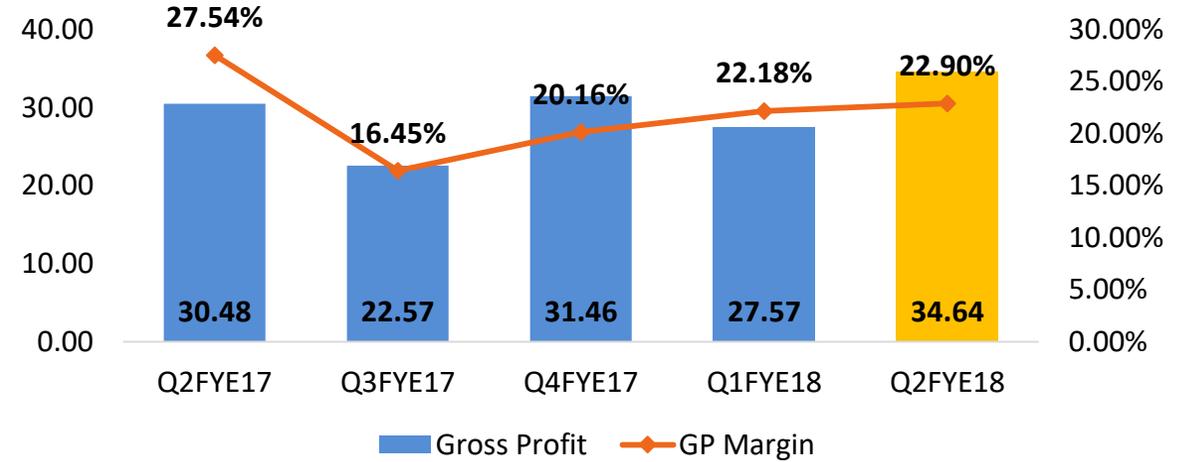
FINANCIAL HIGHLIGHTS

Financial Performance (Quarterly)

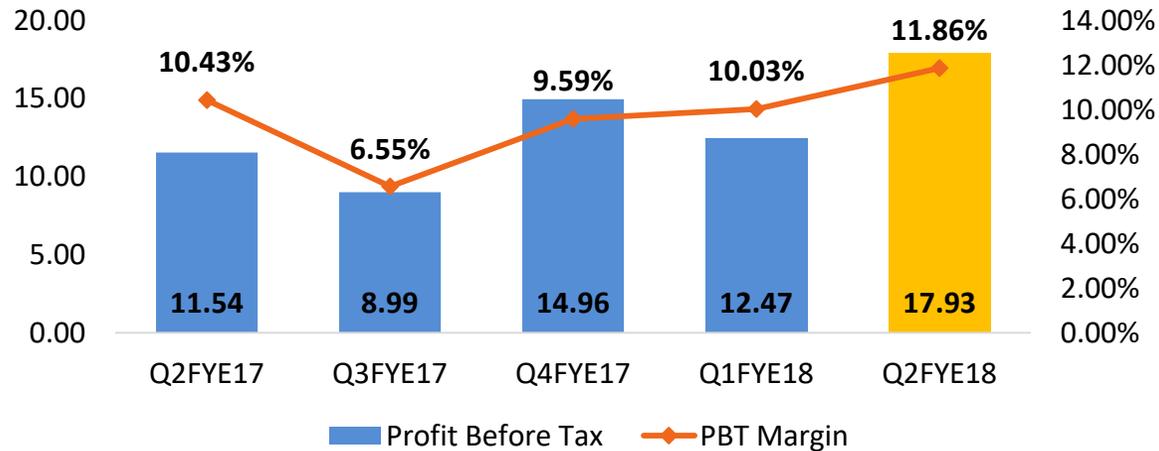
Revenue (RM'mil)



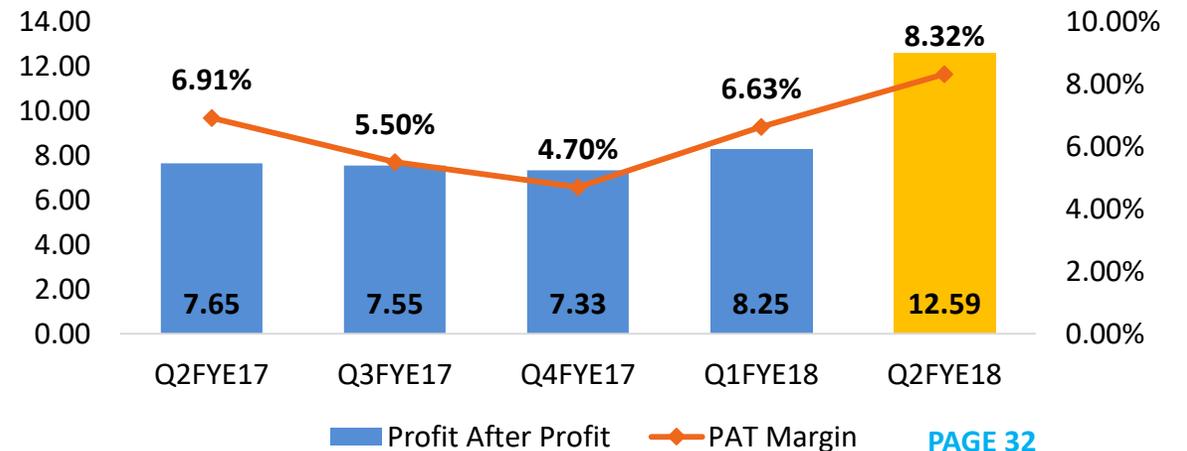
Gross Profit (RM'mil)



Profit Before Tax (RM'mil)



Profit After Tax (RM'mil)



FINANCIAL HIGHLIGHTS

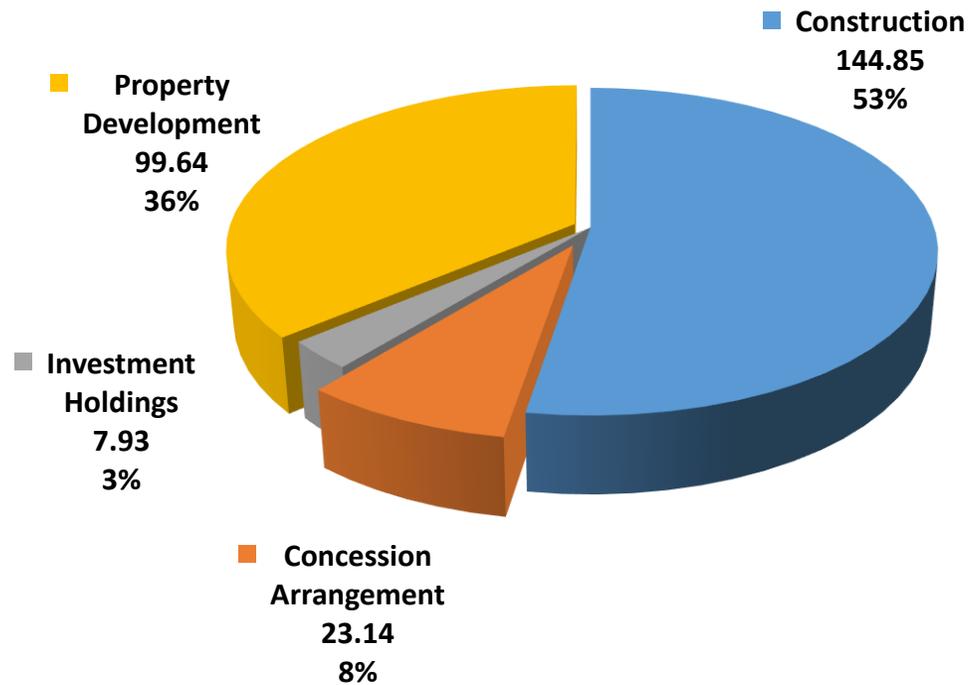
Balance Sheet

RM' 000	As at 31 Mar 2018	As at 30 June 2018
Non-current assets: Investment properties	320,800	320,800
Operating Financial Asset	305,447	300,104
Other non-current assets	112,798	117,441
Total non-current assets	739,045	738,345
Current assets: Property Development cost	339,642	322,900
Trade and other receivables	251,811	278,736
Inventories	29,670	27,010
Fixed deposits placed with licensed banks	82,896	66,315
Cash and bank balances	27,671	23,800
Other current assets	96,507	112,212
Total current assets	828,197	830,973
Total Assets	1,567,242	1,569,318
Total Equity	448,598	461,188
Non-current liabilities : Borrowings	424,119	409,584
Other non-current liabilities	51,710	52,712
Total non-current liabilities	475,829	462,296
Current Liabilities: Borrowings	230,452	210,582
Trade payable	405,433	423,778
Other current liabilities	6,930	11,474
Total current liabilities	642,815	645,834
Total Liabilities	1,118,644	1,108,130
Net Assets Per Share (sen)	2.53	2.60
Net Gearing (times)	1.21	1.15

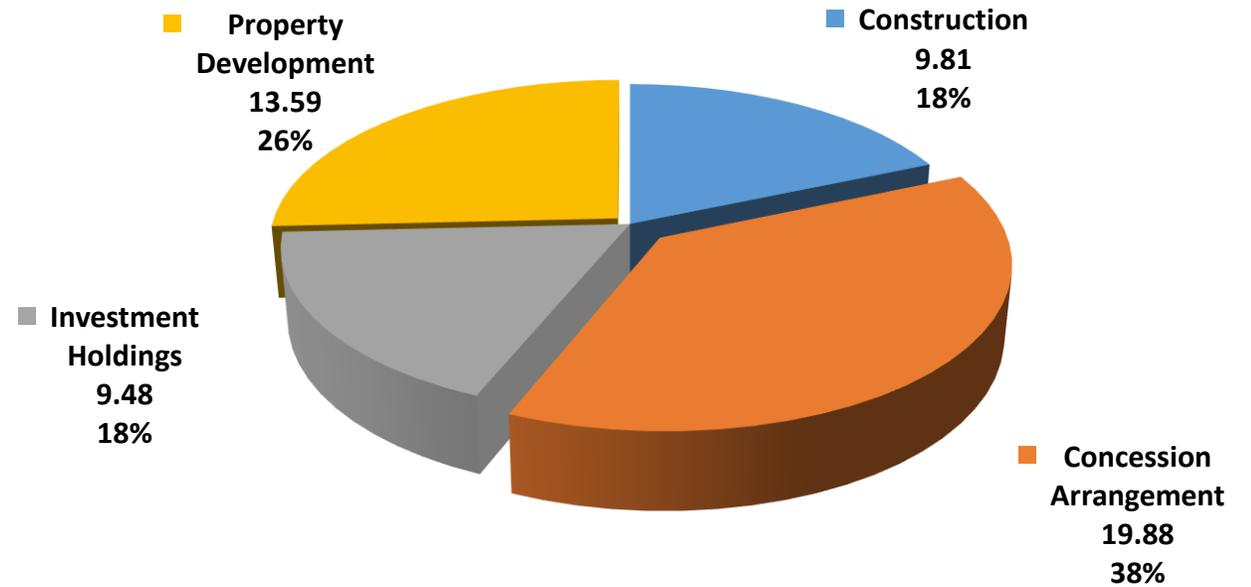
FINANCIAL HIGHLIGHTS

Segmental Breakdown

1HFY2018 Revenue (RM' mil)



1HFY2018 EBIT (RM' mil)

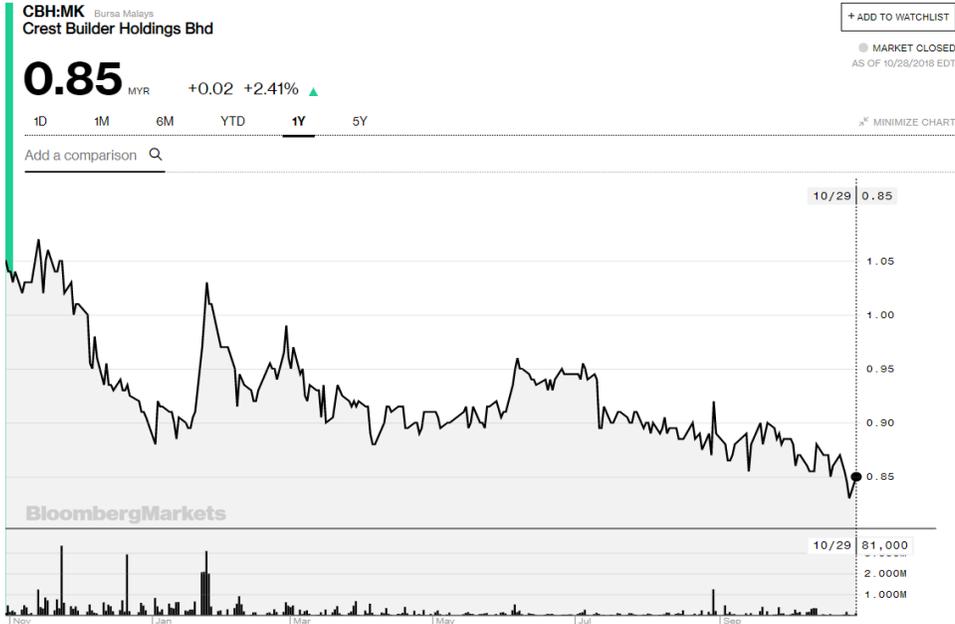




STOCK INFORMATION

STOCK INFORMATION

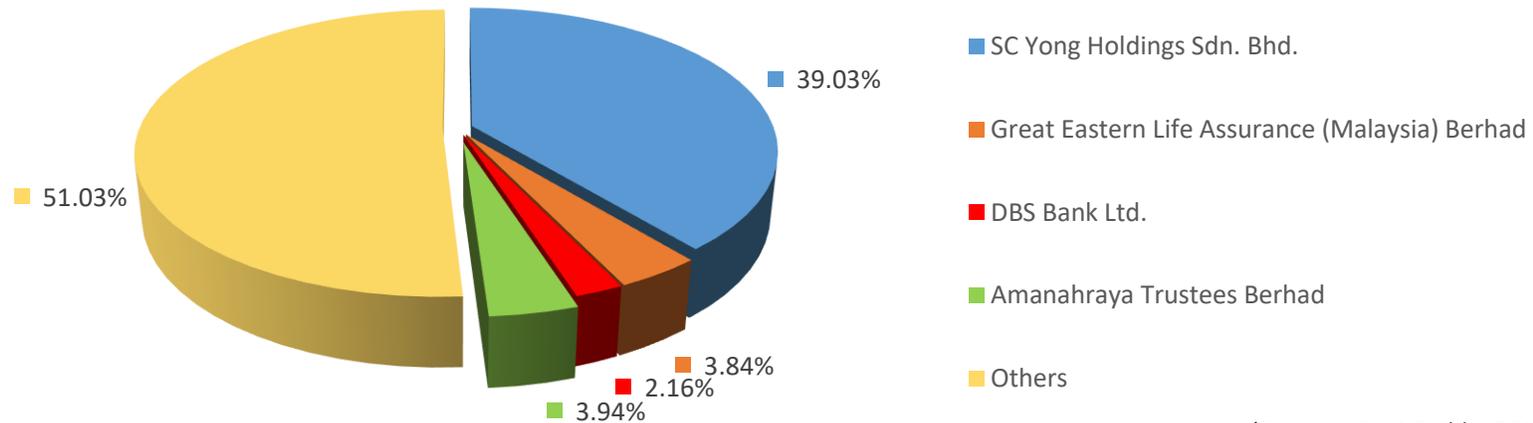
CBH:MK Bursa Malaysia



Source: Bloomberg as at 30 October 2018

Stock Quote	CRESBLD
52 Week Range	0.83 - 1.10
30 Day Average Volume	117,646
Market Cap (MYR) (mil)	145.088
Issued Shares (mil)	170.690

MAJOR SHAREHOLDERS



(Sources: Crest Builder 2017 Annual Report)



INVESTMENT HIGHLIGHTS

INVESTMENT HIGHLIGHTS

Future Prospects

<p><i>SUSTAINABLE ORDERBOOK</i></p>	<ul style="list-style-type: none"> ✓ Track record have achieved success rates of tender conferment of 15-20% ✓ Strategic partnerships with Bumiputra contractors accords easier access to Government-linked jobs ✓ Proven track record for high quality product and enables the group to secure more projects from the retaining clients
<p><i>PROFITABLE PROPERTY DEVELOPMENTS</i></p>	<ul style="list-style-type: none"> ✓ Proven & successful business model of identifying land in matured neighbourhoods /pocket land for developments with quick turn-around time ✓ Strong project portfolio and good take up rates ✓ Strong and healthy project pipeline ✓ Focus on land government privatisation, strong advocate and land swap scheme with government
<p><i>HIGH MARGIN PRIVATE PROJECTS/ TOD DEVELOPER</i></p>	<ul style="list-style-type: none"> ✓ Privatisation and infrastructure projects ✓ Dang Wangi LRT Redevelopment Project – the Company’s first billion-ringgit project ✓ MRB Revelopment Project ✓ Kelana LRT Redevelopment Project



APPENDIX

APPENDIX

Board of Directors Profile

TENGGU DATO' SULAIMAN SHAH BIN TENGGU ABDUL JALIL SHAH

Non-Executive Chairman

- 21 years experience in construction and various industries
- Awarded titles such as “Dato Di Raja Selangor”, “Orang Besar Istana”, Tengku Setia, “Dato Sultan Sharafuddin Idris Shah”

KOH HUA LAN

Executive Director

- Co Founder of Crest Builder Sdn Bhd
- 21 years experience in financial and administration management
- Responsible for administration, human resource, and management support services

YONG SHANG MING

Managing Director

- Graduated from City University , London with a Honours Degree in Civil Engineering
- Responsible for project procurement and implementation, business development ventures, project planning, development and marketing operations

LIM BOON TENG

Independent Non-Executive Director

- was an audit partner of Deloitte Malaysia and EY China
- A member of Malaysian Institute of Accountants and member of Malaysian Institute of Certified Public Accountants
- Graduated from Universiti Malaya with a Degree in Accounting in 1996

YONG TIOK KENG

Executive Director

- Graduate from London School of Economics with a B.Sc in Accounting & Finance
- 14 years of experience in accounting and finance
- Responsible for corporate affairs and financial policies

KAM YONG KAN

Independent Non-Executive Director

- 26 years experience in audit, finance, corporate finance, tax and treasury functions in property related industries

MOHD KHASAN BIN AHMAD

Independent Non-Executive Director

- Member of Malaysian Institute of Accountants
- Experience in the Capital Markets

APPENDIX

Awards / Recognition

YEAR	AWARDS & CERTIFICATION
2006	The Malaysia Construction Industry Excellence Award Project Award
2007	DOSH 100% Accident Free Award
2008	<ul style="list-style-type: none">World Quality Commitment International Gold Star AwardThe Malaysia Construction Industry Excellence Award Project Award
2012	Menara Binjai - Cityscape Awards for Emerging Markets 2012 for the Best Sustainable Development Award (Built)
2017	The Greens awarded with the “Best Residential Development” by the Property Insight Prestigious Developer Awards (“PIPDA”)



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Information contained in our presentation is intended solely for your personal reference and is strictly confidential, it is not intended to form the basis of any investment decision or any decision to purchase any securities or any decision to participate in the process. It does not constitute an offer or an invitation or solicitation for or advice of an offer; to subscribe or to purchase any securities.

Such information is subject to change from time to time without notice and it may not contain all material information concerning Crest Builder Holdings Berhad (“CBHB” or the “Group”).

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In addition, the information contains projections and forward-looking statements that reflect the Group’s current views with respect of future events and financial performance. These views are based on current assumptions which are subject to various risks and which may change over time. No assurance can be given that future events will occur, that projections will be achieved, or that the Group’s assumptions are correct. Actual results may differ materially from those projected.

Accordingly, interested parties are advised to carry out their own due diligence, investigations, analysis of any information contained or referred to herein or made available at any stage in this process.

That the information contained in Presentation is true and accurate in all material respects and is not misleading as at the date hereof, that the opinions and the intentions of the Group expressed herein are honestly held, and that there are no other facts the omission of which would make this Presentation as a whole or any information herein or expression of any such opinions or intentions misleading.



CREST BUILDER HOLDINGS BERHAD

THANK YOU

For more information please log on to :

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