BULLETIN

# BinaPuri SINCE 1975



Latar; Touch n' Go commemorative cards laman Vila preview **Sports Club Activities** 

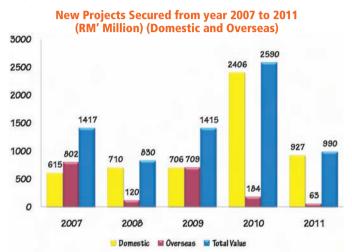
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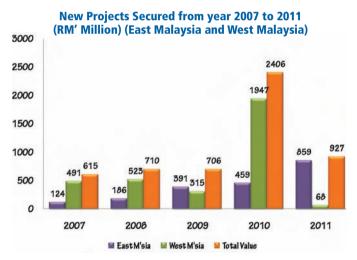


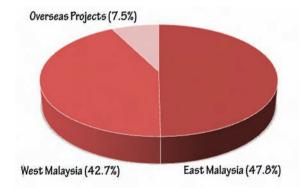
# Message

#### **REVIEW OF 2011**

2011 continued to be an excellent year for Bina Puri Group with more new projects secured totaling RM990 million overall. This contributes to the current ongoing projects worth more than RM3.9 billion a with balance of un-built portion of RM2.3 billion (59%). New high profile projects secured includes the Sabah Chief Minister's New Administrative Complex in Teluk Likas and the KK Times Square, both in Kota Kinabalu, Sabah. Along with the KLIA2 and the LRT Ampang Line Extension projects which are already in execution, these few high profile projects have managed to raise the profile of the Group tremendously. But as I have always stressed, execution and implementation on the ground is of utmost importance in making the procurement of new projects worthwhile. The project team must work diligently in ensuring that project milestones and targets are met.



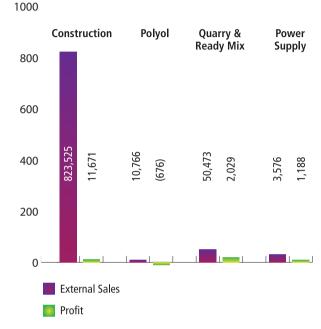




THE GROUP'S CURRENT ONGOING PROJECTS (Dec 2011)
Total Value: RM 3.9 Billion
Balance of Works: RM 2.3 Billion (59%)

Group financial results for the year will be flat against the previous year as certain external factors beyond our control had contributed towards the end result. We hope that with the impending contribution of the property division which had been redundant the last two years, 2012 will be a better year.





The Group has potential Gross Development Value in excess of RM1.3billion from its seven projects to be launched and is highly optimistic that it will have a positive impact on the Group's results even though there is a high degree of pessimism on 2012 in regards to the world economy outlook and the effect it would have on Malaysia.

Our Power Generation division in Indonesia is also performing within expectation as we look to expand this division within the region. The Management team is also continuously exploring recurring income models such as hydro electric, waste power generation, PFI models on Government Buildings and etc. The understanding that we cannot rely solely on the construction sector exists but the implementation and the route to diversification has taken longer that what the Management wished for.

The Hospitality division with the completion of Puni Residence at Ong Sum Ping, Bandar Seri Begawan Brunei has received encouraging feedback. We have managed to achieve 60% occupancy on the 72 units of service apartments. Together with the completion of the 2,000 affordable houses at Kuala Belait, this has raised the profile of the Group within Brunei, which the Management foresee as another growth area, in that the production of oil within the country is expected to double within the next few years, with the resolution of the dispute of oil field areas between Brunei and Malaysia.

The Polyol division has once again failed to contribute positively to the Group's results. Against a violatile climate in which they operate in, the Management within this division must re-position itself and take a long and hard look at this industry for it to excel. The belief is there that they can remodel themselves as an asset to the Group in that we allowed them to go ahead with the relocation of their factory in Beranang, Selangor and expansion of this sector.

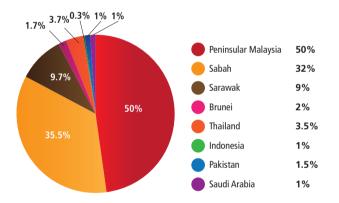
LATAR Expressway has managed to average 30,419 daily vehicles since it opened up in June 2011, with vehicles averaging 25,928 on weekdays and 38,181 on weekends. This means we have only managed to achieve 50% of the expected traffic from its first year of operations. The Management is working hard to create awareness and find avenues to increase the traffic.





#### GOOD AND BAD WORKING CULTURE WITHIN THE GROUP

First and foremost, I would like to discourage the use of "poison letters" within the Group. This is hugely discouraged. If anybody has any grievances or complaints within the organisation, the respective personnel should go through the proper channel to voice their dissatisfaction. Poison letters serves no purpose within the organisation and is a coward's nature to use it in the first place. With a staff force in excess of 700, spread across East and West Malaysia, Brunei, Indonesia, Thailand and Pakistan, we have to be conscious of putting the interest of the company first at all times. As the saying goes "Don't bite the hand that feeds you".



We also encourage ALL staff to be vocal at the right forum when given the opportunity. Many times, staff remain silent during meetings when issues are raised but immediately upon the adjournment of the meetings, those present who had been silent throughout will start giving their version of the issues raised in the meeting. These are back-door comments which could have been used constructively for collective knowledge and decision making during the meetings.

As I once stated, a lot of opportunities are given to staff to grow within the organisation. The opportunities once given, if not taken might never return again. The Management recognised those who are committed to their work. Sometimes, some staff surrender the chances given by informing that they cannot carry out their work commitments using sweeping reasons such as "family commitments", "outside personal commitments" and so on. Valid and justifiable reasons should be communicated if the work tasks falls within the job scope, otherwise the person should not be holding the post that comes with the job.

#### **SPORTS CLUB**

The Sports Club has done a good job over the past year with lots of activities and trips which received good response. The committee has taken up the challenge to spend wisely on its members and we hope for more good things in store in 2012. All members must lend their support to the committee who we nominated and voted and give them the mandate to carry out their task. It is very easy to be critical when you are not in the hot seat. Remember that they are volunteering their time and effort outside work into planning out programmes and activities for our enjoyment.

But senior management's participation on trips and programmes are still lacking. I hope for improvement on this as I believe it would allow for interaction which are normally not available during our day to day work. I also encourage more senior staff to participate in contributing to the sports club.

As we embark into a new year in 2012, I would like to wish everybody Happy New Year and to those celebrating Chinese New Year, I would like to wish that everybody have Good Health and Great Wealth in celebrating the occasion. Thank you.

> Tan Sri Datuk Tee Hock Seng **Group Managing Director**

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#### 回顾 2011年

2011年继续是高峰集团工程获标 的优秀年与获取共投获超越 RM990亿的工程。这比在进行中 的工程多出RM3.9亿与还未建筑的 工程部分平衡RM2.3亿(59%)。 目前获取的新工程,令人注目的 有两项工程同在Kota Kinabalu. Sabah, 他们是 Sabah Chief Minister New Administrative Complex位于Teluk Likas 和 KK Square,与KLIA2和LRT Times Ampang线延伸项目同时一起已经 在施行,在这几项工程也大大提升 了高峰集团在国内的知名度。但我 还是一直强调, 员工必须脚踏实地 认真地执行任务和严谨施工;这是 极为重要的, 因这将影响公司投标 新工程的胜算率。全体员工必须努 力以确保工程预期的目标能达致及 维护公司良好声誉。

高峰集团于本年度的财务业绩与去年相比只能持平,这是因为年终终绩受到某些不受控制的外界因素所影响。近这两年来房地产部门的贡献停滞不前,我们希望2012年将会是更好的一年。由于世界经济民望欠佳,所以一般上都认为2012年的经济表现将不乐观,这将影响整个马来西亚。但本集团还拥有可观的待进行的工程,这些工程共7项,总建筑额超越13亿令吉。

本集团在印尼的发电行业表现达致 预期的成绩,我们期待此发电部门 在该地继续发展。发电事业的管理 层也不断在探讨如何开发拥有周期 性收入的发电模式如水力发电,度 料循环发电以及政府建筑物的PFI 模式等。所理解的是我们不能只依 靠建筑部的收入,我们必须多元化, 但要涉及多元化领域的途径似乎 用了蛮长的一段时间。

多元醇部门的业绩欠佳,不能为本集团交出正面的贡献。虽然这部门面对不稳定的行情,管理层理应必须重新规划,寻求正确方向和机会,在此领域脱颖而出。我们坚信他们能重新塑造自己而成为本集团的资产,所以我们允许他们在雪兰莪州的Beranang扩建工厂。

LATAR新大道自2011年6月开始启用以来,平均每天有30,419,周日和周末的车辆川流量估计分别为25,928和38,181。这意味着我们只能在这第一年的运作中达致50%的预计车流量。管理层会竭尽所能寻找途径以提高车辆川流量。

#### 好与坏的工作文化

我们也鼓励员工在适当时候发表意见。好多次,员工在会议中当提及有争论性的课题时,员工选择保持沉默,但休会之后则滔滔不绝地发表己见。其实,如果他们肯在会议中畅言无忌,我们会乐意接纳其建设性的建议。

正如我曾经说过,公司会给员工许多发展的机会;若不懂得珍惜的话,也许会错失良机。当然,管理层向来赏识那些能在工作岗位努力付出的员工。有时,有些员工放弃了好机会,不肯接受差遣或新任务而以种种理由如"家庭负担","个人问题"等搪塞。如果情况真的不允许其接受这份品属于其工作

"个人问题"等搪塞。如果情况真的不允许其接受这份虽属于其工作领域的差事,员工必须坦诚向公司表明。否则,不愿接受挑战,推卸差遣,此员工难赋予重任。

#### 员工联谊俱乐部

员工联谊俱乐部在过去一年来办得 很棒,举办了无数的活动及旅游并 获得极好的反应。理事们负起极好的 就们我们会世花费会有更多 的挑战把钱明智地花费会有更多 员多与。俱乐部 是我们选出来的,我们授以已 事都是我们选出来的,我应给 时人大家应 是,所以大家。 是 他们执行任务,所以大家。 是 他们都是义务付出他(她)的时间 人。 们 的 时间、精力来安排户 的 记 大家开心参与。

但是,参与活动及旅游的高级管理 层仍然不多。我希望在这方面能有 所改进,我相信这种能暂时放下工 作让大家互动、交流的机会是日常 忙碌工作中所没有的。所以,我 呼吁更多的高级管理层能积极参与 ,让员工联谊俱乐部更加茁壮。

迈入2012年,我祝愿大家新年快 乐,华人的农历新年也接踵而来我 也预祝全体华裔员工身体健康、万 事如意。

谢谢。

董事经理的话

丹斯里拿督郑福成上议员局绅

# YET ANOTHER HIGHWAY CONCESSION SECURED BY BINA PURI!

By Editorial Board



The Signing Ceremony witnessed by Pakistan Federal Minister for Communication Dr Arbab Alamgir Khan; from left the Group Managing Director, Y.Bhg Tan Sri Datuk Tee Hock Seng, JP represented Bina Puri while NHA Chairman, Syed Muhammad Ali Gardezi represented NHA, Pakistan . Also in the picture, is Mr Matthew Tee, Executive Director, Bina Puri Holdings Bhd.



Soon to be upgraded, temporary 'rest and service' area at the Karachi-Hyderabad Highway

Bina Puri was awarded the contract for the construction and the concession of the Karachi-Hyderabad Motorway on 16 January 2012. This is the second such project undertaken by the company. With experience and expertise still fresh from the successful completion and fully operational highway between KL-Kuala Selangor (LATAR Highway), this new project is undertaken by the company with full confidence and knowledge that this will indeed be another feather in the cap of Bina Puri.

The Concession Agreement was signed between the National Highway Authority, Pakistan and our wholly owned subsidiary Bina Puri Pakistan (Private) Ltd. The

concession covers the upgrading of the existing 4-lane Superhighway into a 6-lane motorway that is 136Km long which connects Karachi and Hyderbad. This Motorway, once completed, will consist of 7 Interchanges, 2 Service Areas and 16 Toll Plazas. The total project cost is valued at RM864 million (PKR24.93 billion) and the construction period is for 30 months, whilst the concession period will run for 28 years.

A very delighted Tan Sri Datuk Tee Hock Seng, JP had this to say after the signing ceremony, "This shows that Malaysian Contractors are able to compete in international tender and go beyond Malaysian shores. We won based on the best technical and financial

proposal. It helps us to build a good relationship with the government of Pakistan and simultaneously brings the economic and geographical benefits to its people. This is also another achievement for Bina Puri to participate in its second Build-Operate-Transfer (BOT) expressway project after the first one in Malaysia, the Latar Expressway".

As a matter of fact, this is not the first project undertaken by Bina Puri in Pakistan. We have constructed 174 units of Villas at Defence Raya Golf & Country Club for the Defence Housing Authority in Lahore as well as fully completed the construction of the Nippon Paint Factory in Ferozefur Road, Lahore.



Current M9 Highway in Pakistan, with the transporters on the Highway



NHA Chairman Syed Muhammad Ali Gardezi paying Tan Sri a Courtesy Visit at the Hotel



At the National Highway Authority of Pakistan's office before the signing ceremony



Tan Sri Datuk Tee Hock Seng, JP, (2nd from left) presenting a momento to NHA Chairman, Syed Muhammad Ali Gardezi after the concession agreement signed. Also in the picture is Matthew Tee, ED, Bina Puri Holdings Bhd.

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# **REGALIA COMPLETION AND APPRECIATION DINNER**

The project owner, consultants, main contractor, subcontractors, suppliers and those behind the construction of the Regalia Service Apartment project gathered, with joy and satisfaction at the Penthouse Level 37 of the just completed apartment on 21st November 2011.

There was a sense of satisfaction as the project reached its completion and all present for this dinner enjoyed them self with a feeling of "well done lads". A dinner with variety of sumptuous food was served to about 130 guests. They even had the oppurtunity to view the sunset clearly from the rooftop of the luxury apartment admist Kuala Lumpur city centre in the background.

Regalia Service Apartment, which is located at Kuala Lumpur city centre, is developed by Mayland Group. Bina Puri Holdings Bhd is the main contractor of the project.

By Mohd Badrun Arshad, Editorial Board



Group Photo with the night scenery of metropolitan city of Kuala Lumpur, KLCC magnificently highlighted at night. The project team together with the Board Member; from (I-r) seated; Chow Chee Seng, Matthew Tee, our guest, Dato' Zaharil, Dato' Ir Wong Foon Meng, Tan Sri Datuk Tee Hock Seng, JP, Yu Kee Seng, Chong Meow Fong and Ir Hj Azhar Ali



Before the dinner, a tour visit was held for the Board of Directors and senior management to the Regalia apartments.



Garden in the Building, cooling and greeny view



The children's playground



The magnificent Regalia Apartment at Jalan Sultan Ismail,



Regalia Service Apartment within the skylight of Kuala Lumpur City Centre



Interior looks of the apartments



The dining area

# LATAR LAUNCH TOUCH N' GO-LATAR COMMEMORATIVE CARDS

By: Fakrurazi Zakaria, LATAR

The KL-Kuala Selangor Expressway (LATAR Expressway) users who collected 30 toll receipts and 60 toll receipts respectively had successfully redeemed their free Touch n' Go-LATAR Commemorative Cards worth of RM10 with preloaded value of RM5 and RM30 respectively, through a promotional scheme-the 'Collect and Redeem' activities organized by KL-Kuala Selangor Expressway Berhad from 13th September 2011 to 13th January 2012.

According to LATAR Chief Executive Officer, Amran Amir, "The Touch n' Go-LATAR Commemorative Cards is issued in conjunction with the opening of LATAR Expressway and to serve as a token of appreciation to the loyal users of LATAR Expressway. It has 4 (four) different designs featuring the unique features of KL-Kuala Selangor Expressway and can also be kept as a collective item. The rewarding of the cards to the users is aimed at promoting faster, safer, easier and more efficient electronic toll payment system usage on the LATAR Expressway. It was also aimed in migrating the manual users to use the electronic payment system."

On the same occasion, a Signing Ceremony between KL-Kuala Selangor Expressway Berhad and Touch n' Go Sdn Bhd was held for the implementation of Electronic Payment System on LATAR expressway at the LATAR Operations Complex, KM 12, Lebuhraya KL-Kuala Selangor, ljok, Selangor.



From left – right; KLESB CEO, En Amran Amir, TnG ED, Pn Hasni Zarina Mohamed Khan, CEO TnG, En Abdul Karim Md Lassim, KLSEB Chairman, Y.Bhg Ir Dato Razali Othman and GMD, Bina Puri, Y.Bhg Tan Sri Datuk Tee Hock Seng, JP posing with the cards









The unique LATAR TnG Commemorative

KL- Kuala Selangor Expressway Berhad was represented by its Chairman, Y. Bhg Dato Ir Mohamed Razali Othman and witnessed by its Executive Director, Y. Bhg Tan Sri Datuk Tee Hock Seng, JP, while signing for Touch n' Go Sdn Bhd was its Chief Executive Officer, Encik Abdul Karim Md. Lassim and witnessed by Puan Hasni Zarina Mohamed Khan, Executive Director.

LATAR Expressway was opened to the public on 23rd June 2011 and started toll collection on 1st September 2011. The expressway serves several townships such as Kuala Selangor, Assam Jawa, Ijok, Batang Berjuntai, Kota Puteri, Puncak Alam, Shah Alam, Bukit Jelutong, Sungai Buloh, Kundang, Rawang and Selayang as well as allow for a faster and safer choice to the cities of Petaling Jaya, Shah Alam and Kuala Lumpur and vice versa.

# **MOU FOR VIETNAM PROJECTS**

By Editorial Board

A Signing of Memorandum of Understanding (MOU) between Bina Puri Holdings Bhd, BREM Holdings Berhad, UYEN NHI Private Enterprise, Hill Tribes Marketing Sdn Bhd and Waste Conversation System Inc. was held on 16 June 2011 to Build, Operate and Own (B.O.O) two Water Treatment Projects, in Bac Ninh Province, Socialist Republic of Vietnam and Build, Operate and Own (B.O.O) the 400 tons of Waste to Energy Project in Bac Ninh Province, Socialist Republic of Vietnam

Y.Bhg Tan Sri Datuk Tee Hock Seng, JP, Group Managing Director, Bina Puri Holdings Bhd, Mr Low Yew Hwa, Executive Director, BREM Holdings Berhad, Mr Tan Kee Kooi, Senior Manager, Corporate & Finance, BREM Holdings Bhd, Ms Ha Thi Nga, Director, UYEN NHI Private Enterprise, Mr Gan Joon Zin, Director, Hill Tribes Marketing Sdn Bhd and Mr Wee Kuan Yew, Vice President, Operations, Waste Conversation System Incorporated attended the ceremony.



The exchange of documents between the parties



The Signing of MOU took place at the Exco Floor, Wisma Bina Puri



Bina Puri presented a souviner to their partner

# Corporate

# LAMAN VILA SPECIAL PREVIEW SESSION

By Mohd Badrun Arshad, Editorial Board

A special preview of Laman Vila development for invited guests was held on 21st December 2011 at Laman Vila Sales Gallery at Sri Hartamas, Kuala Lumpur.

The target market for Laman Vila is those who wish to upgrade their homes, those buying for their own use or for their children, as well as those who are currently living in the vicinity of Mont'Kiara who are looking to move from condos to landed property.

Laman Vila is being developed on a 3.34-acre (1.4ha) low density residential enclave with a gross development value (GDV) of RM102 million in Bukit Prima Pelangi, Segambut, Kuala Lumpur.

The low density development will feature 22 units of garden villas of three to four storey houses and a block of low-rise condo villas which will house eight units (two of which are duplex penthouses).

Laman Vila will be officially launched soon and the show unit will be ready in mid 2012. For enquiries, please contact 016-228 8660 or visit the website http://lamanvila.com.



Potential buyers being briefed during the day. Also serve as the marketer is Tan Sri Datuk Tee Hock Seng, JP, Group MD



Y.Bhg Dato' Ir Wong Foon Meng being briefed by Wilson Saw



Among the guests and potential buyers visiting our Sales Gallery at Plaza Damas 2, Sri Hartamas



The model house of 'Laman Vila~Mon't Kiara 30'



IDEAL HEIGHTS
PROPERTIES AT
MALAYSIA
PRODUCT AND
CULTURAL FAIR IN
BEIJING, CHINA

By Lee Tong Leong, IHPSB

Ideals Heights Properties Sdn Bhd (IHPSB), a property development arm of Bina Puri Group participated in the Malaysian Products and Cultural Fair in Beijing China from 15th to 19th October 2011.

Our involvement in the event was mainly to find potential buyers for our various property developments.

Among the VIP guests who visited our pavilion were Minister of International Trade & Industry Dato' Sri Mustapa Mohamed, Chairman of the Malaysia-China Business Council Tan Sri Ong Ka Ting and Malaysian Ambassador to China Datuk Iskandar Sarudin.

Interestingly, we found that China investors felt Malaysia properties price is far lower that in Beijing and many are keen to pick Malaysia as their retirement home.



**Enquiries by visitors** 





Dato' Sri Ong Ka Ting, Chairman of the Malaysia-China Business Council (MCBC)
was one of the many visitors to the Bina Puri booth

# **FUND MANAGERS AND ANALYST'S BRIEFING**

By: Editorial Board

On 14 July 2011, Bina Puri Holdings Bhd held its Annual Fund Managers and Analyst's Briefing at the Crown Plaza Mutiara Kuala Lumpur.

The briefing was conducted by Mr Matthew Tee, Executive Director, BPHB. Also present were Mr Tan Kwe Hee, Senior Group COO, Finance, Credit Control and Legal, BPHB, Mr David Lee, Group COO, Finance. BPHB, Mr We Her Ching, Executive Director, BPSB and Mrs Tam Yoke Oy, Senior General Manager, Group Accounts. Fifty (50) Fund Managers and Analysts attended the briefing.

The presentation was organized to update the fund managers and analysts on Bina Puri performance and its operational activities either locally and overseas; and also on the financial performance of Bina Puri Group of Companies and its Associates. This is part of our Investor Relations activities for the Bina Puri Group of Companies.







Among the Fund Managers and Analysts who attended the briefing

# PLANT & EQUIPMENT MANAGEMENT (PEM) DEPARTMENT OF **BINA PURI**

By: Goh Choon Yee, PEM Department

With immediate effect the name of Machineries & Equipment (M & E) Department was officially changed to Plant & Equipment Management (PEM) Department.

M & E Department was previously annexed to Sungai Long Industries' office. Hence, it was an auspicious day on 1st August 2011 when PEM Department shifted from Sungai Long Industries' Office to the new premise at the workshop area at Hulu Langat, Selangor Darul Ehsan.

The new premise has more parking area which is enough to store its increased number of machineries and vehicles presently at hand.

The new management of PEM Department is committed to uphold their important role in providing better service maintenance and repair for all machineries and vehicles at hand. Fast delivery and on time repair are always the values that the Department strives to deliver.

With the new re-structuring, the group will be able to work more effectively and with better efficiency. Major tasks at maintaining the machineries can be achieved within the targeted period.



The new 'look' of Plant and Machinery Department in Hulu Langat, Sg Long



The huge parking area at the new premises



The storage area and workshop

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# FLOOD AIDING 2011 AT THAILAND TELEVISION STATION. **CHANNEL 5**

**DATE: 9TH OCTOBER 2011** 

By Simaporn Sumklang, Bina Puri Thailand



Mr.Cheah Chee Hong & Ms. Simaporn were the representatives of Bina Puri (Thailand) Ltd. that donated 100,000 Thai Baht towards the Flood Aiding 2011 in Thailand.



The President of Senate Mr. Teradej Meepean with BPTL advisor Mr. Taveechai Charoenbundit and Mr. Sak Korsangreang



3rd from left; Tan Sri Datuk Tee Hock Seng, together with the MBAM Council Members attending the

### **38TH IFAWPCA**

By Editorial Board

From 15 ~ 20 November 2011, Both YBhg Tan Sri Datuk Tee Hock Seng, JP and Mr Matthew Tee participated in the 39th IFAWPCA in Hong Kong.

# **TECHNICAL VISIT TO HONG KONG**

By Suraya Mat Arif, Sg Long Industries Sdn Bhd

Malaysia Quarry Association (MQA) organised a Hong Kong Technical Visit from 27th to 30th October 2011. A total of 18 members from MQA and representatives from Minerals and Geoscience Department Malaysia (JMG) joined the trip.

Among them, three representatives were from Sungai Long Industries Sdn Bhd: Mr Ooi Tat Lean, Ms Jane Lee Poh Teng and Ms Low Yen Sher.

During the visit a briefing and presentation on Hong Kong's quarry rehabilitation policy and methods was presented by Ir David C.H Chang, Senior Geotechnical Engineer / Quarries from the Hong Kong Civil Engineering and Development Department. The delegation also had a technical visit to Kowloon Anderson Road quarry and Shek-O quarry.

