Newspaper : Utusan Malaysia

Date : 16th November 2017

Title : Bina Puri sasar RM1b nilai projek dalam tangan

Section : Utusanbiz Page : 15



Bina Puri Holdings Bhd

(207184-X)

## Bina Puri sasar RM1b nilai projek dalam tangan

KUALA LUMPUR 15 Nov. - Bina Puri Holdings Bhd. (Bina Puri) yakin mampu memperoleh projek kerja-kerja pembinaan dan infrastruktur bernilai RM1 bilion bagi tempoh enam atau sembilan bulan akan datang.

Pengarah Eksekutif
Kumpulan Bina Puri, Datuk
Matthew Tee berkata, sasaran
itu adalah sejajar dengan
usaha syarikat yang telah
melaksanakan beberapa
inisiatif bagi meningkatkan
nilai projek dalam tangan
secara berterusan dari semasa
ke semasa.

Katanya, setakat Oktober lalu Bina Puri mempunyai projek pembinaan sedia ada bernilai RM1.18 bilion yang akan memberi pendapatan kukuh dalam tempoh tiga hingga empat tahun.

Newspaper : Berita Harian

Date : 16th November 2017

Title : Bina Puri sasar raih kontrak RM1 bilion

Section : Bisnes Page : 62

Dogo · 6



Bina Puri Holdings Bhd

(207184-X)

## → BISNES

## Bina Puri sasar raih kontrak RM1 bilion

**Bina** Puri Holdings Bhd yakin dengan prospek jangka panjang dan menyasar memperoleh kontrak bernilai RM1 bilion dalam pembinaan dan infrastruktur dalam tempoh enam hingga sembilan bulan akan datang bagi menambah kontrak sedia adanya.

Pengarah Eksekutif kumpulan, Datuk Matthew Tee Kai Woon, berkata perolehan syarikat diraih terutamanya daripada segmen pembinaan, hartanah dan tenaga.

"Kontrak dalam tangan kumpulan kini berjumlah RM1.5 bilion dan kami yakin memperoleh antaranya projek-projek infrastruktur di Sabah dan Sarawak, projek Tun Razak Exchange dan banyak lagi.

## Terus dapatkan projek

"Buat masa ini, kontrak dalam tangan kumpulan sebanyak RM1.2 bilion dalam pembinaan dan RM2.8 bilion lagi bagi projek hartanah," katanya dalam taklimat media dan analisis di Kuala Lumpur, semalam.

Beliau berkata, kontrak pembinaan dalam tangan kumpulan sentiasa kekal dalam lingkungan RM1 bilion.

"Bina Puri akan terus mendapatkan projek dalam negara di samping di luar negara yang † antaranya di Indonesia dan Thailand," kata Tee.

Beliau berkata, sektor pembinaan adalah penyumbang perolehan yang tinggi bagi tahun kewangan 2016, sumbangan bahagian pembangunan hartanah dan bekalan tenaga diunjur meningkat pada tahun kewangan 2017 dan 2018.

Newspaper : The Star

Date : 16th November 2017 Bina Puri Holdings Bhd

Title : Bina Puri plans RM500mil property launches (207184-X)

Section : Starbiz Page : 4

## Bina Puri plans RM500mil property launches

KUALA LUMPUR: Property and construction outfit Bina Puri Holdings Bhd aims to launch projects worth about RM500mil next year.

According to group executive director Datuk Matthew Tee, the outlook for the property market remains positive.

"For the financial year ending Dec 31, 2018 (FY18), our total property launches could easily exceed RM500mil" he said

RM500mil," he said.

Tee said that currently, Bina
Puri has ongoing property projects worth RM3.16bil in gross
development value, which would
sustain the company's earnings

until 2020.
"Going forward, we have about RM2.8bil worth of future property projects," he said at a briefing for the media and analysts.

In the first quarter of FY17, Bina Puri's property business recorded sales of RM40mil.

The company expects its full-year property sales to exceed the RM100mil mark in FY17.

Matthew said Bina Puri hoped to achieve stronger top line contribution from its property development and power supply segments in FY17-FY18.

In FY16, the construction business was the largest contributor to its revenue, with a share of about 81%.



ila i ali ilolallig

Newspaper : New Straits Times

Date : 16th November 2017

Title : Bina Puri tarhets RM1bcontracts in 9 months

Section : Business Times Page : B2

BinaPuri SINCE 1975

Bina Puri Holdings Bhd

(207184-X)

## CONSTRUCTION, INPRASTRUCTURE SEGMENTS

## Bina Puri targets RM1b contracts in 9 months

**KUALA LUMPUR:** Bina Puri Holdings Bhd is confident of its longterm prospects and aims to secure RMI billion in construction and infrastructure jobs in the next six to nine months to replenish its order book.

Group executive director Datuk Matthew Tee Kai Woon said the company's revenue was mainly derived from the construction, property and power segments.

"The group's tender book currently stands at RML5 billion and we are optimistic of securing infrastructure projects in Sabah and Sarawak and also from Tun Razak Exchange.

"Currently, we have RMI.2 billion of construction order book, with another RM2.8 billion worth of future property projects," he said at a briefing, here, yesterday.

Tee said the group's construction order book had consistently remained in the RMI billion range. He also said the group



Bina Puri Holdings Bhd group executive director Datuk Matthew Tee Kai Woon (centre) says the company aims to launch about RM500 million worth of property development projects next year. PIC BY MUHD ZAABA ZAKERIA

aimed to launch about RM500 million worth of property development projects next year.

Tee said the company planned to add more mini-hydro power stations to its construction portfolio in the next three to five years, mainly in Indonesia.

He said the group would also acquire a controlling stake in Ideal Heights Properties Sdn Bhd, the developer of the RM15 billion Kuantan Waterfront Resort City.

Newspaper **China Press** 

Date 16th November 2017

Title Bina Puri confidents to secure RM1b projects

Page: F2 Section **Business** 



Bina Puri Holdings Bhd

(207184-X)

## 高峰控股探索各領域工程

(吉隆坡15日讯)高峰控 股 (BPURI, 5932, 主要板建 筑)积极竞标新合约,有信心 可在未来6至9个月内取得10亿 令吉的建筑和基建工程项目。

该公司执行董事拿督郑家恩称, 虽然今年获取的新合约让人失望, 但相信可在2018年首季看到更多合 约项目。

"我们的建筑订单维持在约10亿 令吉水平, 我们正在探索各领域, 如防洪项目、公共基础设施, 甚至 水坝。

郑家恩今日在媒体和分析师汇报 会上如是指出; 其他出席者包括高 峰控股总营运长李东良、总财务长 李德伟, 以及合约与行政总营运长 黄河清。

#### 競標逾15億項目

截至目前,高峰控股共有12亿令 吉建筑订单, 提供未来两三年盈利 可见度, 竞标中项目价值超过15亿



■李东良(左起)、郑家恩、黄河清以及李德伟在汇报会中分享公司 的各项业务进展。

令吉。该公司已取得砂拉越婆罗洲 高速公路 (Pan Borneo Highway) 工程项目, 因此具预先资格竞标该 高速公路沙巴区的工程。

另外, 高峰控股在印尼上市子公 司PT Megapower共有33兆瓦微型柴 油发电厂,以及4.2兆瓦迷你水力

郑家恩说: "我们希望在未来3 至5年内,增设更多水力发电站, 这是PT Megapower可摄取的庞大空 间。

采矿业务方面,基于高峰控股在 去年结束雪州的采矿营运, 因此涉 及大笔亏损数额, 但马六甲的采矿 业务仍在运作,每月产能介于8万 到10万公吨。

吉隆坡-瓜雪连贯大道(LATAR) 因去年调涨收费导致车流量减少, 郑家恩称目前已看到车流量回升, 估计可在2020年有更好的盈利贡 献。

对于房产市场经历一段低迷时期,发展 商各出奇招来吸引和协助 买家购房; 郑家恩认为房 市已从谷底反弹, 公司旗 下房产项目亦取得良好销 售表现, 因以国人为主要 买家, 再找好的代理推介 给海外买家。

"我要强调,国行执行 太多打房措施。我相信银 行有钱放贷,但国行设下

## 國行打房造成低迷

太多限制如第3间房屋只 能获70%融资、以净收入 申请贷款等,对我而言这 是自行造成的低迷。

他相信, 如果国行放宽 贷款条例,房产领域将复 苏, 因市场需求仍在。

不过, 劳工成本和原料

价格会持续攀升, 建筑成 本也只会不断往上攀升。

## 明年推5億房產項目

此外, 高峰控股将在 2018年推介总值5亿令吉 房产项目, 郑家恩希望, 房产发展业务的营业额可 在今年达2亿令吉目标, 相较2016财年为9000万令 吉。

该公司至今的未进账 销售为约4亿令吉,至于 价值150亿令吉的关丹滨 海度假岛, 高峰控股将 进一步收购子公司Idea1 Heights房地产私人有限 公司股权至51%, 估计可 在明年首季完成。

Newspaper : Sin Chew Daily

Date : 16th November 2017

Title : BinaPuri to secures more power plant projects

Section : Business Page : 3

BinaPuri SINCE 1975

Bina Puri Holdings Bhd

(207184-X)

## 12億建築合約支撐3年

## 高峰控股爭取更多發電廠業務

(吉隆坡15日讯) 高峰控股(BPURI,5932, 主板建筑组)手握12亿 令吉建筑合约,可支撑 未来3年业务,并放眼争 取海内外更多发电厂业 务。

## 竞标15亿合约

公司执行董事拿督 郑家恩在媒体汇报会上 表示,正参与竞标15亿 令吉合约,预期未来6至 9个月内,可攫取10亿令 吉建筑合约。

该公司也是沙巴泛 婆罗洲大道的合格承包 商。

郑家恩:正竞标15 亿令吉合约,预期未来6 至9个月内,可攫取10亿 令吉建筑合约。

## 印尼发电厂业务 市值大增

有关印尼发电厂业务方面,郑家恩说,发电厂业务在印尼上市后,市值从310万令吉走高26倍至8500万令吉。当地有不少业者有意洽谈合作。

## 沙巴物色地段 发展小型水力发电厂

此外,郑家恩透露,公司正在沙 巴物色合适地段,以发展小型水力发电 厂,目前属意地区约有15至20个。

询及增持Ideal Heights产业公司

(IHP)股权至51%一事时,郑家恩预期明年初可完成收购,届时高峰控股净资产可取得翻倍成长。

截至今年6月30日, 高峰控股每股净资产为 87.49仙。

IHP持有关丹滨海 度假城(KWRC)发展 计划,发展面积为500 英亩,包括水上主题公 园、码头、酒店等等, 发展总值达15亿令吉。

产业发展方面,郑 家恩透露,未入账销售 为4亿令吉,明年会推出 总值5亿令吉产业项目。

"尽管产业市场未 完全复苏,但业者不可

能什么都不做。目前市场上,不少同行皆以不同的方式促销产业,以提振销售。"

高峰控股持有瓜雪大道(LATAR) 50%股权,郑家恩说,2016年以前,该 大道每年车流量取得双位数成长,惟 2016年大道过路费调高后,车流量仅取 得个位数涨幅,不过,现阶段的车流量 逐步看到成长迹象。

"2016年,瓜雪大道每日车流量为 6万7617辆,预期2020年该业务开始贡献盈利。"

Newspaper **Oriental Daily** 

16th November 2017 Date

Title Bina Puri confidents to secure RM1b projects

**Business** : B2 Section Page



Bina Puri Holdings Bhd

(207184-X)

2017年

# 舌1.2亿建筑订单 峰放眼10亿目标

吉隆坡15日讯 | 高峰 控股 (BPURI, 5932, 主板 建筑股)在今年共囊括1亿 2000万令吉的建筑订单, 并放眼在未来6至9个月达 到10亿今吉的目标。

高峰控股执行董事拿督郑家 恩指出,依照过往记录,建筑业 务每年平均可录得10亿令吉的订 甾。

他表示,该集团尚未完成的 建筑订单则高达23亿令吉,同时 亦在竞标超过15亿令吉的建筑工 程,当中包括沙巴和砂拉越的泛婆 罗洲大道工程、吉隆坡敦拉萨路敦 拉萨国际贸易中心(TRX)和其他 基设工程等。

该集团分别在2015年和2016 年,取得11亿7600万及10亿3400 万令吉的建筑订单。

截至今年10月,该集团手 持总值11亿8000万令吉的建筑订 单,料能支撑未来2至3年的营收。

其中, 政府所颁发的工程项 目占69%,其余31%则来自私人领

他表示,建筑领域的人力资 源和材料成本日益高涨,加上容易 受外围因素干扰,使其前景愈加严 岭。

高峰控股的建筑业务目前 贡献8亿5200万令吉或81%的营业 额,但其盈利贡献却比房产和电力



供应业务逊色。

早前,拿督郑家恩表明有意 降低建筑业务对营业额的贡献比 重,但随著房产市场表现走软,难 以按照原订计划降低建筑业务对营 业额的贡献比重。

「我们原本希望建筑和房产 业务对营收贡献各占40%,其余 20%则来自于电力供应和采矿等其 他业务。」

他出席今日的汇报会后,召 开记者会如是表示。其他出席者 包括,首席营运员李东良、首席 营运员(合约和执行)黄河清, 以及首席财务员李德伟。

至于房产业务, 高峰控股则 计划在明年推出5亿令吉的各类型 房产项目。目前,其房产项目的发 展总值为31亿6000令吉,料能支 撑其盈利至2020年。

郑家恩表示,房产领域表现 疲缓,房产业务在去年贡献9010 万令吉的营收,占总营业额的9%。

他补充说,「我希望房产业 务在2017年的营业额贡献比重能 提高至双位数。」

目前,该集团房产业务的未 入账销售为4亿令吉,并放眼在今 年取得2亿令吉的销售目标。

## 电力业务进军沙巴

另一方面,高峰控股有意拓 展电力供应业务至沙巴州。对此, 他表示,该集团目前正积极和沙巴 政府接洽,以期能展开更多的绿色 能源项目。

瞄准印尼的电力供应不足, 他指出,该集团计划在未来3至5年 增设更多的迷你水力发电厂。

与此同时,高峰控股预计在 2018年首季完成收购Ideal Heights 产业有限公司,并预计在次季或 第3季开始兴建关丹河滨度假中心 (KWRC)的兴建工程。届时,该集 团会持有后者51%的股权。

Newspaper **Nanyang Siang Pau** 

16th November 2017 Date

Title Bina Puri will note solely depend on construction segment

: A6 Section **Business** Page



Bina Puri Holdings Bhd

(207184-X)

## 冀产业发电机大幅贡献营收 高峰减少依赖建筑业



郑家恩 (左) 与黄河清在汇报会上,与媒体和分析员分享公

(BPURI, 5932, 主板建筑股) 执 行董事郑家恩预测,建筑成本只 涨不跌, 冀望未来产业发展和发 电机业务贡献更多营收,而产业 发展业务料依然是今财年的主要 净利来源。

他指出,虽然建筑业务仍是 公司最大的营业额贡献者,但他 预见建材成本在未来依然高企, 加上建筑项目受各种外围因素如 天气等拖慢进度,因此,不会过 度依赖建筑领域。

"我们不会将所有的鸡蛋放 在一个篮子里。公司一直希望未 来公司营业额来源的组合可更均 衡,如产业发展和建筑业务各贡 献 40%营收,其余的 20%收入则 来自其他项目和投资。

他今天在企业汇报会上,对 媒体发表上述谈话。今日其他出 席者,还有营运总监(合约与行 政) 黄河清。

郑家恩续指出,高峰控股最 大净利来源,其实是产业发展业 务。根据 2016 年财报,产业发 展上财年贡献公司 2432 万令吉 净利,比其他业务合计的 1249 万 4000 令吉还要多

"今年,产业发展业务依然 会是主要的净利贡献。我们计划 在 2018 年再接再厉, 推出数个 产业项目,发展总值将达5亿令 吉,位置遍布东西马的主要城

其他业务方面,他透露,公 司计划在未来三至五年内,为印 尼发电厂业务组合引入更多小型 水力发电机,押注该国高居不下 的电力需求。

## 瞄准 11 亿合约

尽管如此,郑家恩 点出,高峰控股的建筑 业务前景依然不错。

他估计,在未来六 总值 11 亿令吉的合

"目前,我们手上 的未完成订单达 12 亿 令吉,可保证公司建筑 臂膀未来二至三年内的

另外,当被询及高 峰控股是否会投资在业 化建筑系统 (IBS), 至九个月内公司可锁定 郑家恩表示公司暂不考

> "如果采用 IBS,我 们的建筑成本起码要在 高 20%以上,公司目前 使用的人力成本相当廉

## 明年首季完成收购IHP 51%

另一方面,郑家恩透露,公司放 眼在明年首季,可完成收购 Ideal Heights Properties (IHP) 私人有限公 司的 51%股权,并指出完成并购后 公司的净资产值可倍增。

"IHP 为高峰控股的联号公司, 目前我们持有该公司的12%股权, 希望可在明年初完成收购计划。"

持有 IHP 过半股权,可使高峰控 股更加受益于关丹海滨度假城 (KWRC) 的发展。KWRC 的发展总 值达 150 亿令吉,总占地约 500 英 亩,希望可成为关丹首个综合式度假 城的雄心项目。

今年六月,郑家恩接受媒体访问 时曾指出,公司早在2015年就筹划 收购, 无奈进度一直缓慢, 当时他表 示收购有望在今年九月完成。

高峰控股今日闭市时收36仙, 升 0.5 令吉,成交量 82 万 5700 股。

Newspaper : The Sun Daily



Title : Bina Puri eyes RM1b infrastructure, construction jobs (207184-X)

Section : Online Page :

http://www.thesundaily.my/news/2017/05/30/mrcb-q1-net-profit-more-doubles

#### Bina Puri eyes RM1b infrastructure, construction jobs

Posted on 15 November 2017 - 09:09pm

KUALA LUMPUR: Bina Puri Holdings Bhd is confident of its long-term prospects and aims to secure RM1 billion in construction and infrastructure jobs in the next six to nine months to replenish its order book.

Group executive director Datuk Matthew Tee Kai Woon, said the company's revenue was mainly derived from the construction, property and power segments.

"The group's tender book currently stands at RM1.5 billion and we are optimistic of securing, among them, infrastructure projects in Sabah and Sarawak, Tun Razak Exchange projects, and more.

"Currently, we have RM1.2 billion in the group's construction order book, with another RM2.8 billion worth of future property projects," he said at a media and analysts' briefing today.

He said the group's construction order book had consistently remained in the RM1 billion range.

"Bina Puri would continue to source for projects locally alongside its overseas markets, which among others include Indonesia and Thailand," Tee said.

He said although the construction sector was the top revenue earner for the financial year 2016 (FY16), contributions from the property development and power supply divisions were expected to increase in FY17 and FY18.

On its construction projects, Tee said, the group had completed over RM18.7 billion of construction-related projects since 1975.

"Binapuri has secured about RM2.3 billion worth of projects in the current financial year, 69% of which are government-related while the remaining are privately-owned projects.

"The RM3.16 billion in gross development value from ongoing property development projects would sustain the company's earning until 2020," he said.

The group, he said, aimed to launch about RM500 million in property development projects next year.

Tee said the company, despite the slump in the property market, could not afford to slow down.

He said the company planned to add more mini-hydro power stations to its construction portfolio in the next three to five years, mainly in Indonesia, which currently has a deficit in generating electric power.

"The group's Indonesian unit, PT Megapower Makmur TBK, which was successfully listed in Indonesia in July 2017, would look into this opportunity," Tee said.

He said the group would proceed with its plan to acquire a controlling stake in Ideal Heights Properties Sdn Bhd, the developer of the RM15 billion Kuantan Waterfront Resort City (KWRC). – Bernama



Newspaper : The Edge Markets Online



Title : Bina Puri confident about bagging RM1b worth of jobs (207184-X)

Section : Online Page :

http://www.theedgemarkets.com/article/bina-puri-confident-about-bagging-rm1b-worth-jobs

#### Bina Puri confident about bagging RM1b worth of jobs

Sulhi Azman

The Edge Financial Daily

November 16, 2017 08:59 am +08

This article first appeared in The Edge Financial Daily, on November 16, 2017.

KUALA LUMPUR: Bina Puri Holdings Bhd is confident about securing RM1 billion worth of construction and infrastructure jobs in the next six to nine months, its group executive director Datuk Matthew Tee Kai Woon said. The group has been securing projects in excess of RM1 billion on a yearly basis.

Currently the group has ongoing projects worth RM2.3 billion and an outstanding order book of RM1.18 billion, which will give it earnings visibility over the next three to four years. Of the outstanding order book, 69% are government-related and the remaining 31% are privately owned projects.

Tee said Bina Puri's tender book stands at RM1.5 billion, which include potential jobs such as the Sabah portion of the 1,663km Pan-Borneo Highway, flood mitigation projects and upcoming developments within the Klang Valley like the Tun Razak Exchange and Menara Warisan Merdeka.

"The Sarawak portion of the Pan Borneo [Highway] has been dished out, but very little has been heard of the Sabah portion. We are positive about the upcoming development," he told a media briefing yesterday.

Tee said Bina Puri has also submitted bids to build large-scale solar power plant projects in Sabah and Melaka, with total capacity of around 10MW each.

"We are waiting for the results from the authorities, which are expected to be released in the next month or so," he added.

Still, Tee said Bina Puri prefers to be aggressive in power generation via mini-hydro projects as it is more predictable. "We are planning to add more hydropower projects to our stable. We have identified close to 15 suitable locations within Malaysia and Indonesia," he said, guiding that the cost to build a 4MW mini-hydro plant hovers at around US\$13 million (RM54.34 million).

Tee also said the group is unlikely to pay dividends for the financial year ending Dec 31, 2017 (FY17) as it reserves its capital to fund ongoing projects.

"Subject to our performance, we may start dishing out dividends, which is more likely to be in FY19 than in FY18," he added. Bina Puri last rewarded its shareholders in FY15.

Mindful of its debt levels which stood at RM619 million as at mid-October, Tee said "the road ahead for Bina Puri is to pare the gearing down as we no longer have a comfortable room to increase our leverage on bank borrowings".

"Our gearing is at around three times, and the optimal gearing level for construction firms typically hovers at around 1.5 times," he added.

Bina Puri had on Nov 13 proposed to raise up to RM9.34 million via a private placement to support its ongoing construction and property development projects.

On the property front, Tee said Bina Puri has an unbilled sales of RM400 million which will be progressively recognised from the next financial quarter.

Bina Puri group chief financial officer David Lee said it has booked property sales of some RM40 million and expects the full-year sales to surpass the RM100 million mark.

Currently, Bina Puri is developing four property projects worth RM3.16 billion in gross development value (GDV) across Kuala Lumpur and Sabah.

"Future developments and launches are slated to be worth RM2.8 billion in GDV, which will keep us busy over the next four years," said Tee.

Tee also said the group remains hopeful of securing the bus rapid transit (BRT) system projects in Kota Kinabalu, Sabah and the Klang Valley, which have been delayed since they were announced two years ago. "I am not in the position to say whether the projects have been approved or not. Clearly, the projects have rolled over year after year, but we are still confident about being the top contenders for the Sabah BRT project."

Bina Puri has reportedly submitted a proposal to build the BRT systems, each of which is said to cost around RM1 billion.

