



# Welcome to Pan-United Corporation Ltd

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Annual General Meeting  
26 April 2016

# Disclaimer

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# Pan-United Corporation Ltd

**Asian  
Infrastructure  
MNC**

**1,530 employees**

**Annual revenues  
over S\$800 million  
and operations in  
five countries**

**Listed on the  
SGX Mainboard**



# Our 3 Core Businesses



Basic Building Resources



Port



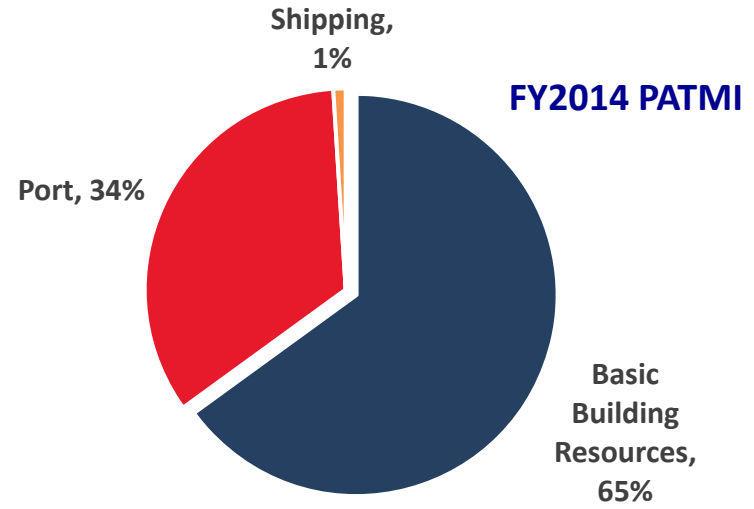
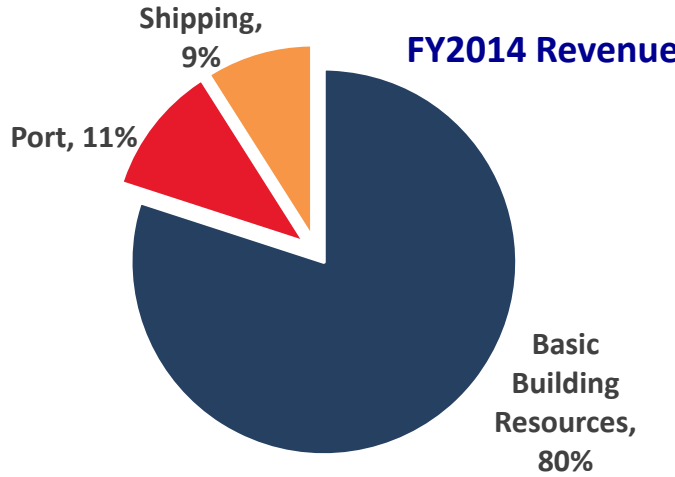
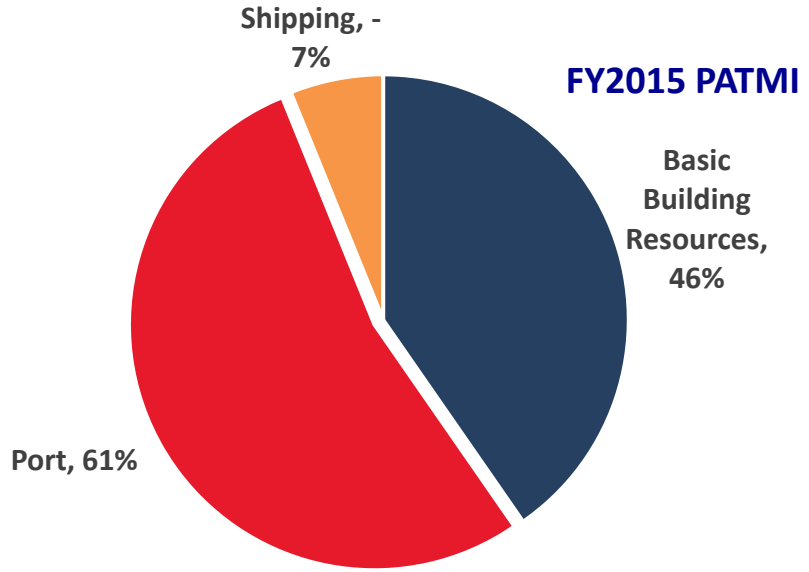
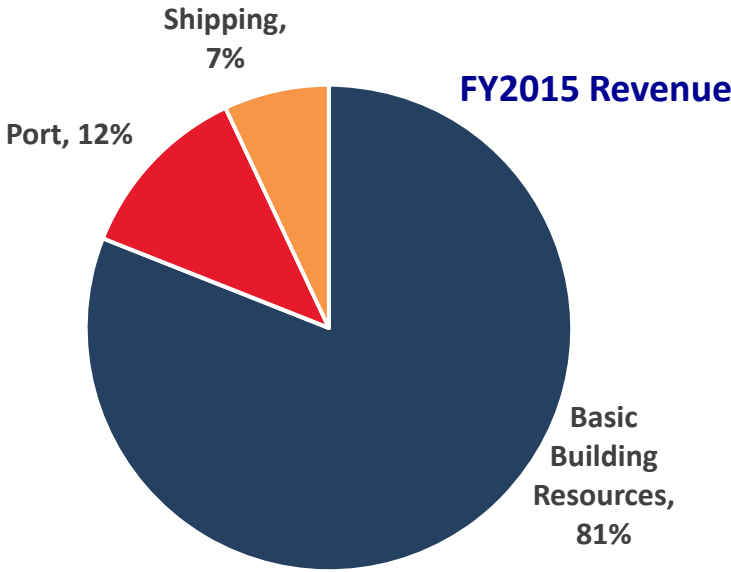
Shipping

# Financial Highlights

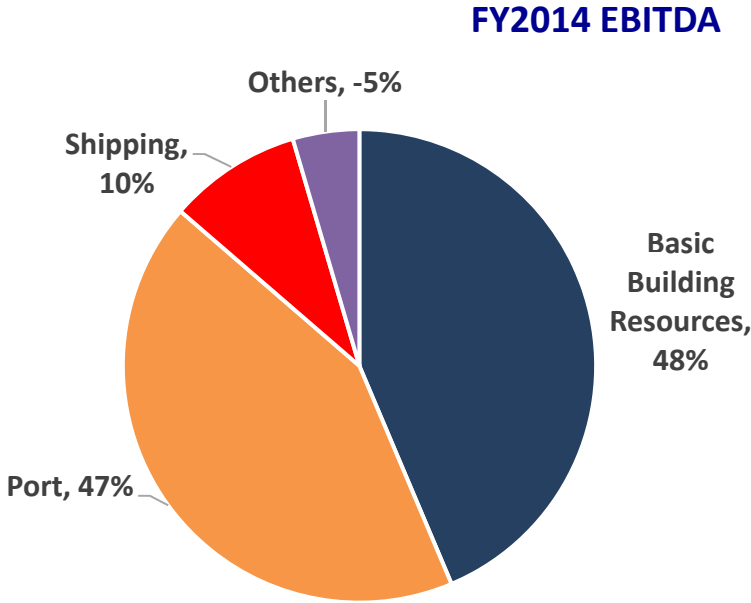
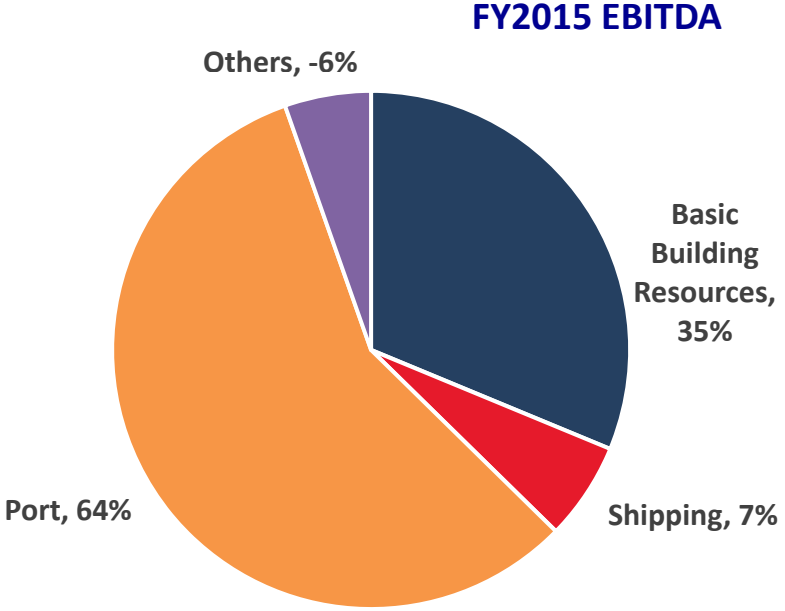
\$'m	4QFY15	4QFY14	% Δ	FY15	FY14	% Δ
Turnover	202.8	201.1	+1	826.9	763.2	+8
COGS	(163.2)	(159.5)	+2	(660.6)	(593.0)	+11
EBITDA	14.8	15.0	-1	72.2	78.9	-8
PAT	3.9	4.6	-16	24.9	35.8	-30
PATMI	2.5	3.6	-32	20.3	32.4	-37
EPS (Sç)	0.4	0.6	-33	3.6	5.8	-38

**Record BBR volume and higher Port contribution amidst tough market conditions**

# Division Breakdown (Revenue & PATMI)



# Division Breakdown (EBITDA)



# Turnover Boosted By Divisions

## **Basic Building Resources (BBR) division remained resilient in FY15**

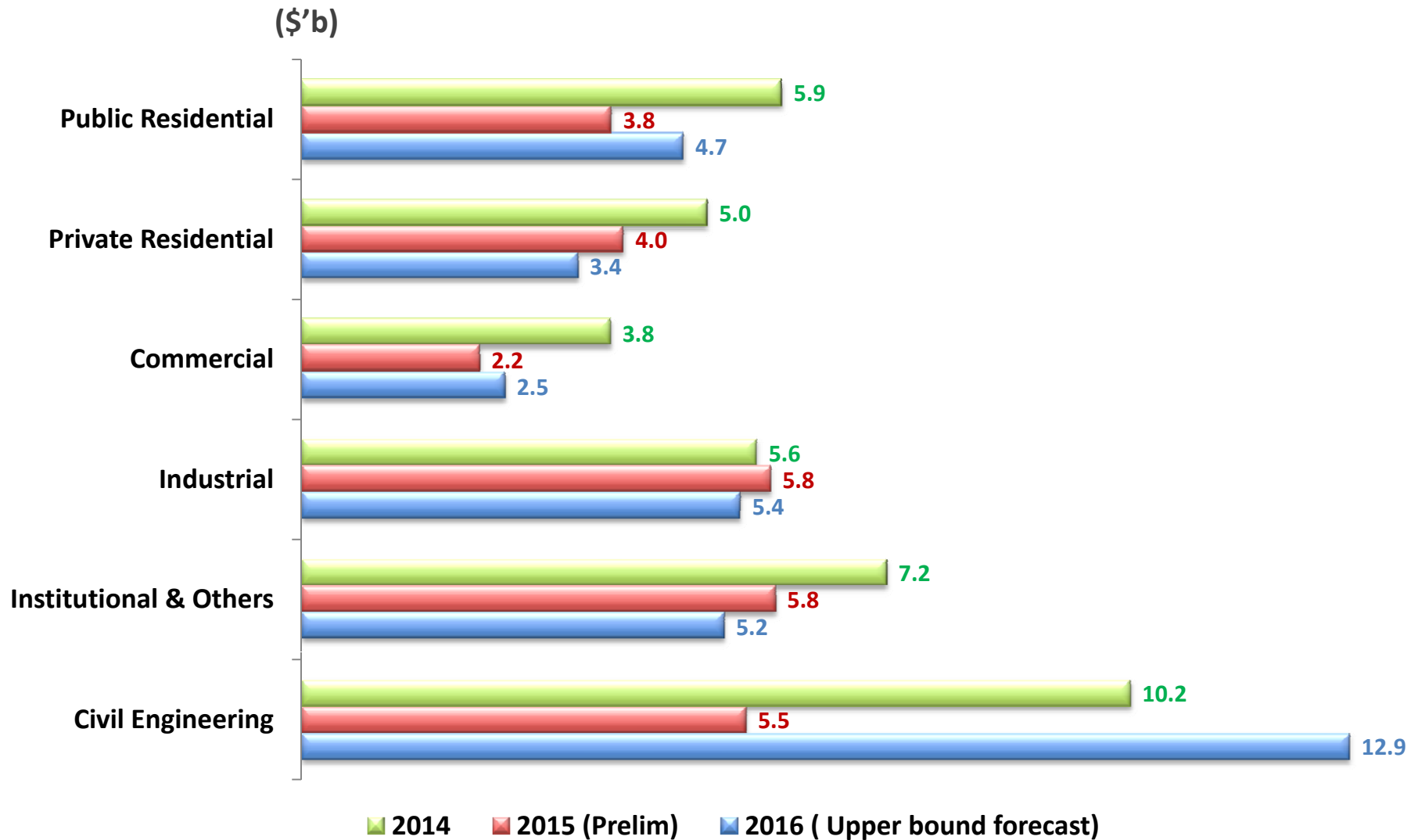
- Demand for RMC in Singapore grew 6.6% to 16.1 million m<sup>3</sup> in FY15 (FY14: 15.1 million m<sup>3</sup>)
- Demand for Cement in Singapore remained stable at 6.0 million tonnes in FY15 (FY14: 6.0 million tonnes)
- BBR division generated a total revenue of \$668.4 million in FY15, as compared to \$612.1 million in FY14

## **Higher cargo volume boosted port business**

- Cargo volume increased by 12.6% from 10.8 million tonnes to 12.1 million tonnes over FY14 to FY15
- Port division generated a total revenue of \$96.2 million in FY15, as compared to \$80.9 million in FY14



# 2014 – 2016 Construction Demand



# 2016 Construction Demand

**2016**

**S\$27-34 billion worth of construction contracts to be awarded**



**Civil Engineering**

**S\$10.7-12.9b**

Both public and private sector demand to increase, supported by major infrastructure projects



**Residential**

**S\$6.6-8.1b**

Increase in public housing demand due to ramp-up in Home Improvement Programme to offset slowdown in private residential demand



**Industrial**

**S\$4.0-5.4b**

Private sector demand to moderate due to uncertain economic outlook but supported by an increase in public industrial projects



**Institutional & Others**

**S\$3.9-5.2b**

Total demand to moderate, with the bulk of demand coming from the public sector



**Commercial**

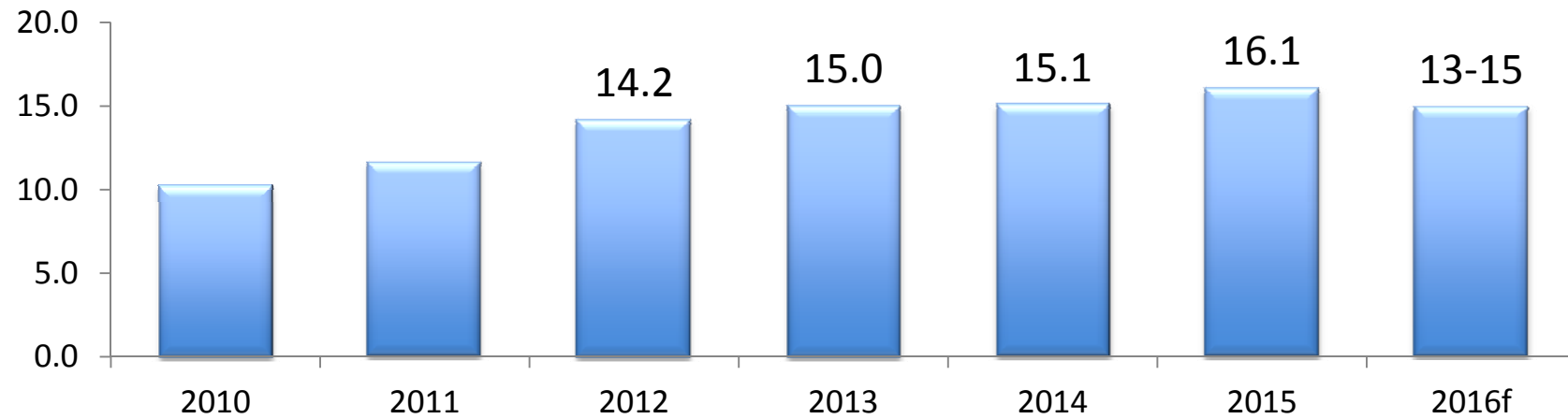
**S\$1.9-2.5b**

Remain subdued but supported by upcoming asset enhancement projects and construction of mixed developments

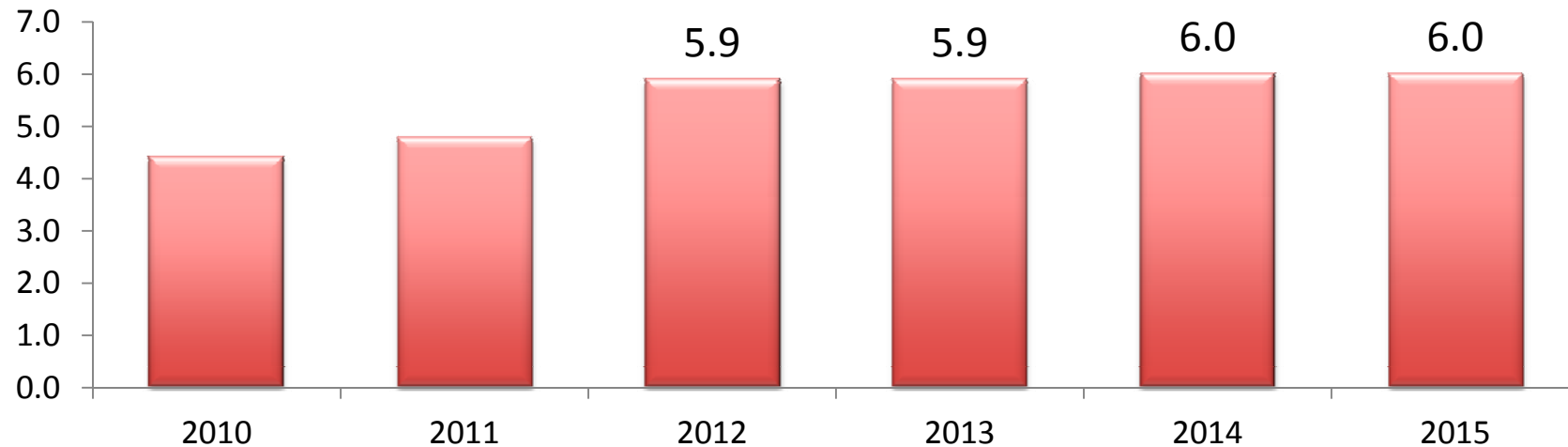
Source: Straits Times, 15 Jan 2016, "[Up to \\$34b worth of construction contracts expected in 2016, with highest share of demand from public sector in 14 years](#)"

# Demand in Singapore

For RMC (million m<sup>3</sup>)



For Cement (million tonnes)



f: forecast



# Some Recently Completed RMC Projects

The South Beach



Mediacorp's Mediapolis @ One-North



Ng Teng Fong General Hospital



# Some Recently Completed RMC Projects

Singapore University of Technology and Design



D'leedon



Downtown Line 2

# Some Current Projects

Duo



KingsFord  
WaterBay



Jewel at  
Changi  
Airport

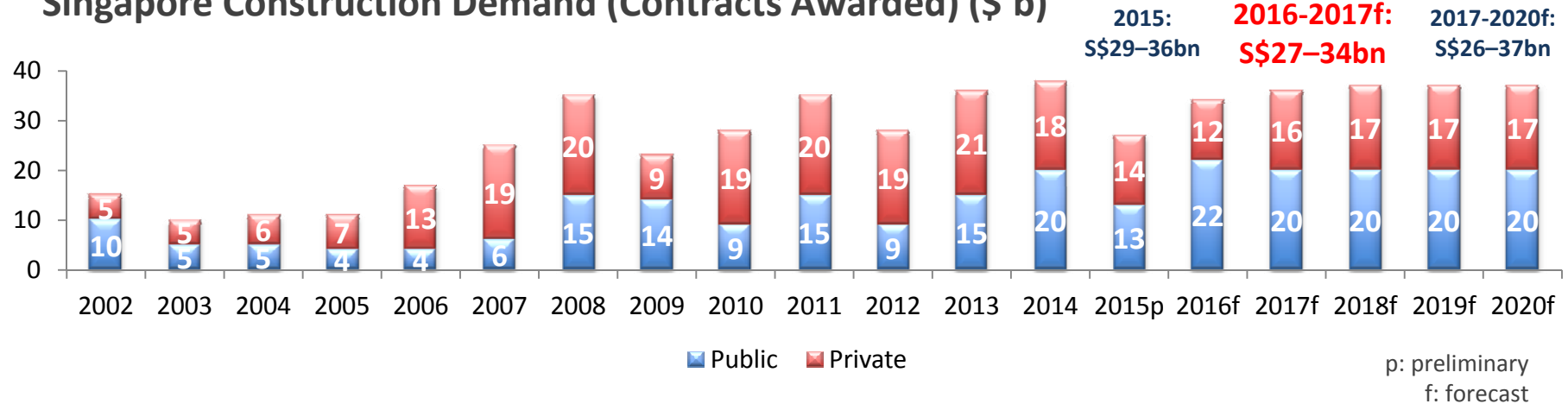


Tanjong Pagar Centre

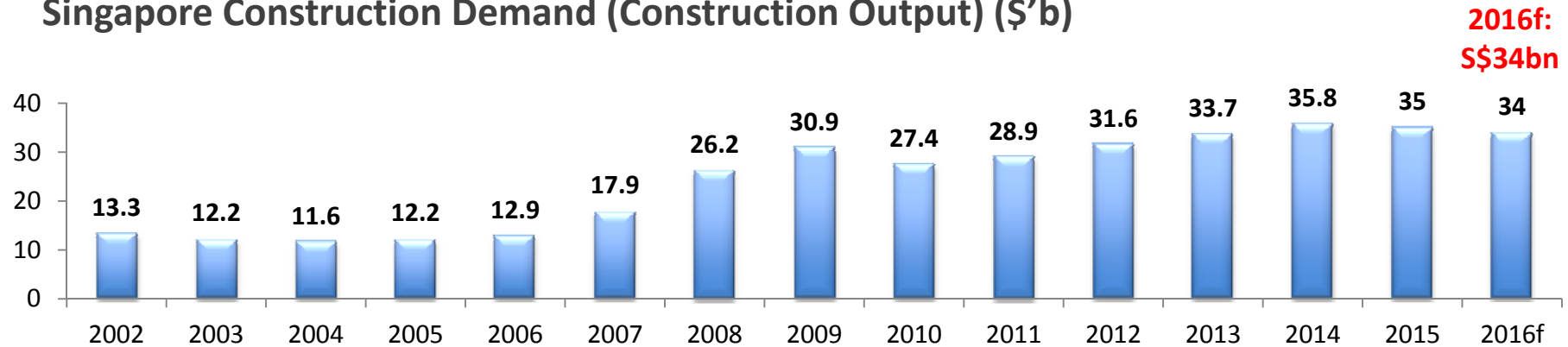


# Singapore Construction Industry Outlook

## Singapore Construction Demand (Contracts Awarded) (\$'b)



## Singapore Construction Demand (Construction Output) (\$'b)



## Two Adjacent Port Facilities: CXP and CCIP



Multi-purpose facilities for bulk and containerised cargoes

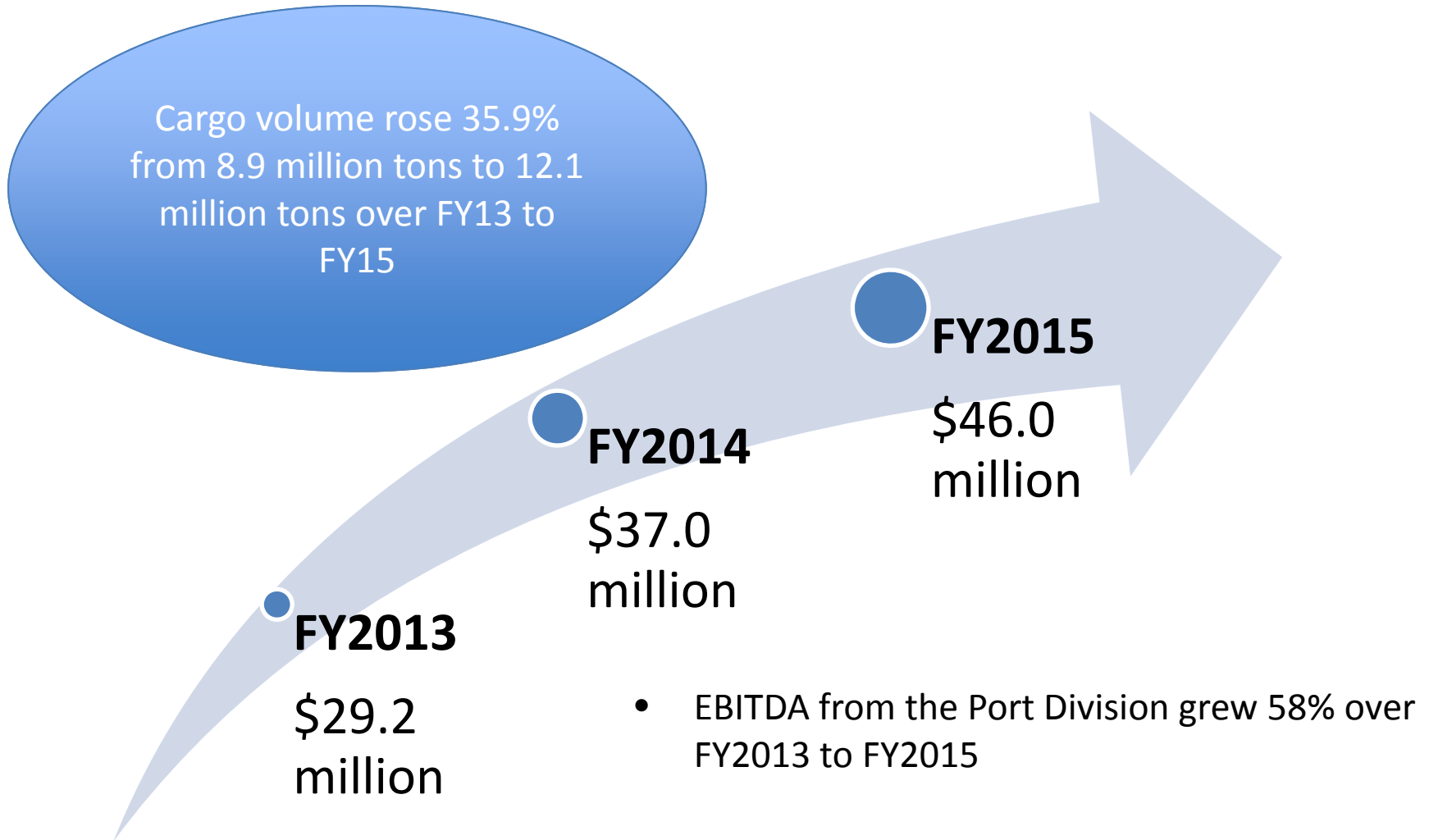
# Amongst China's Top Ten River Ports



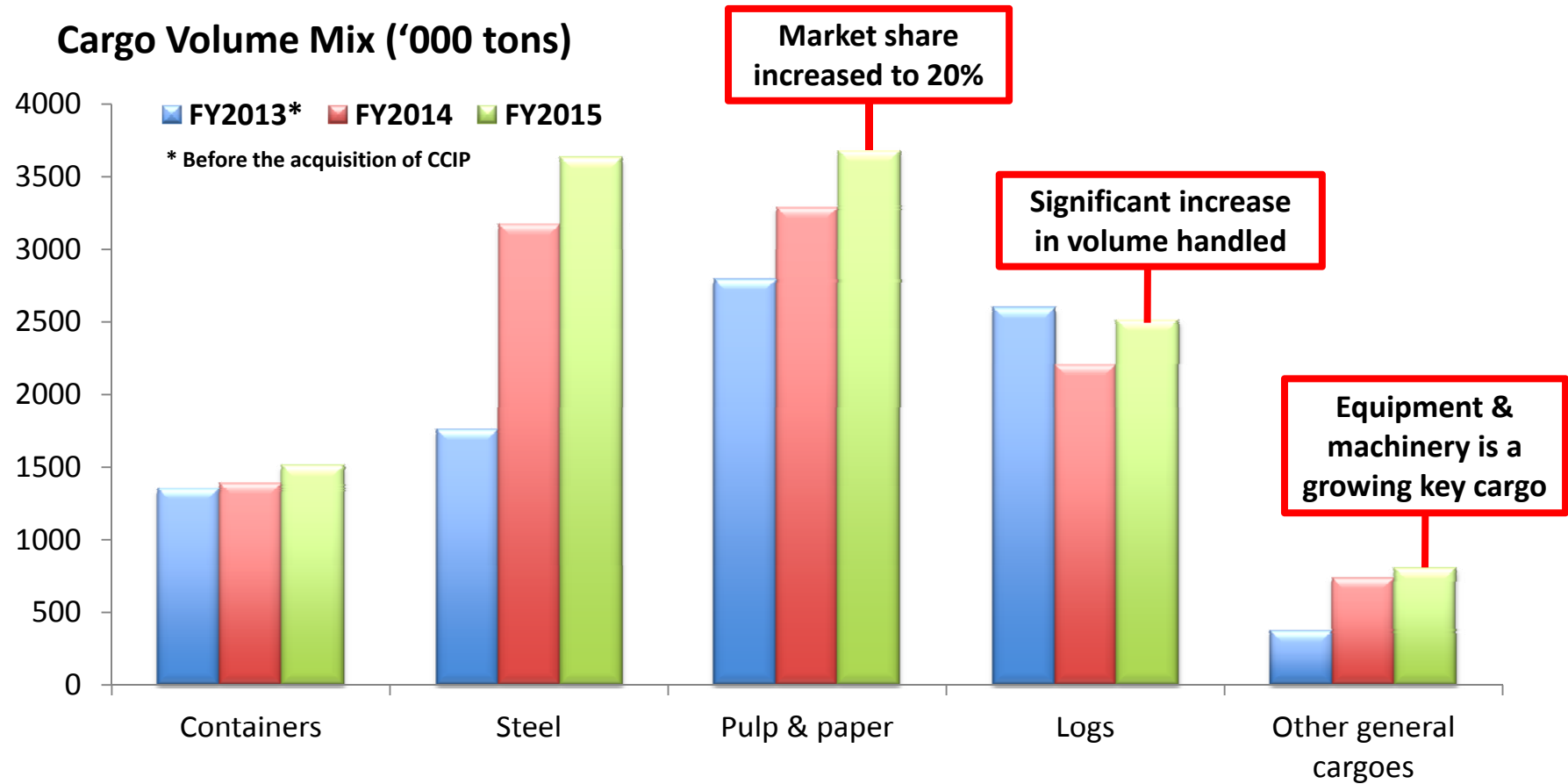
**From April 2014, through the acquisition of CCIP, the port expanded its berth length to a total of 2.8km and its handling capacity by 60%.**



# Port (Pre and post acquisition of CCIP)



# Port: Cargo Volume Breakdown



- Port added new customers and further diversified its cargo base
- With successful integration of CCIP, Port saw healthy cargo volume growth of 13% with utilisation >80%

# Port: Some Key Cargoes

Wood pulp for paper making

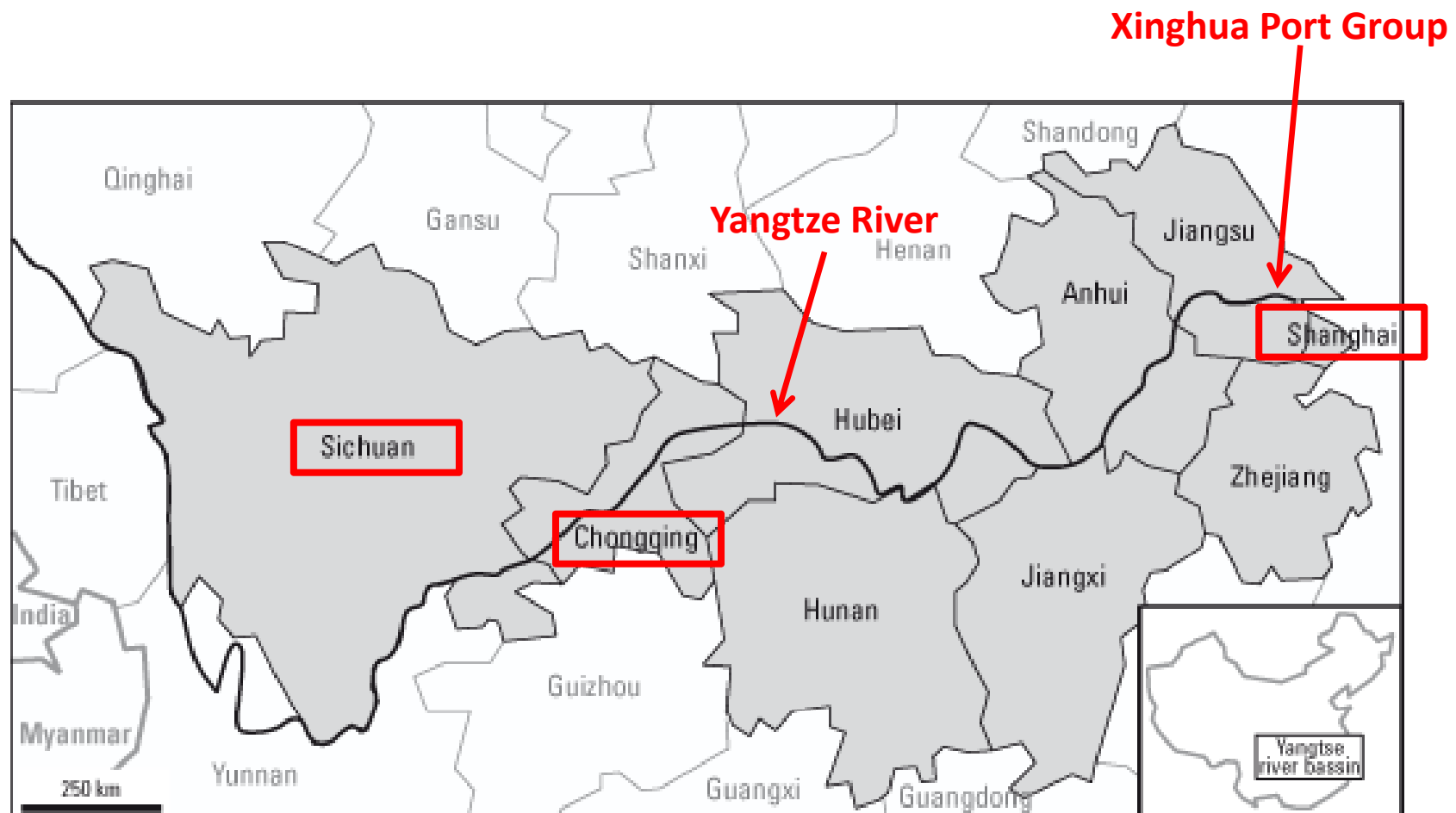


Steel

Logs



# Strategic Access to Western Region of China



**THANK YOU**