



Centurion Corporation Limited 4Q and FY 2014 Financial Results

26 February 2015



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Key Highlights

4Q 2014

- Total Revenue **+74% to S\$26.1 mil** y-o-y
- Net Profit **+166% to S\$72.9 mil** y-o-y
- Net Profit (from core business ops) **+68% to S\$10.1 mil** y-o-y

FY 2014

- Total Revenue **+48% to S\$84.4 mil** y-o-y
- Net Profit **+19% to S\$111.2 mil** y-o-y
- Net Profit (from core business ops) **+63% to S\$31.1 mil** y-o-y

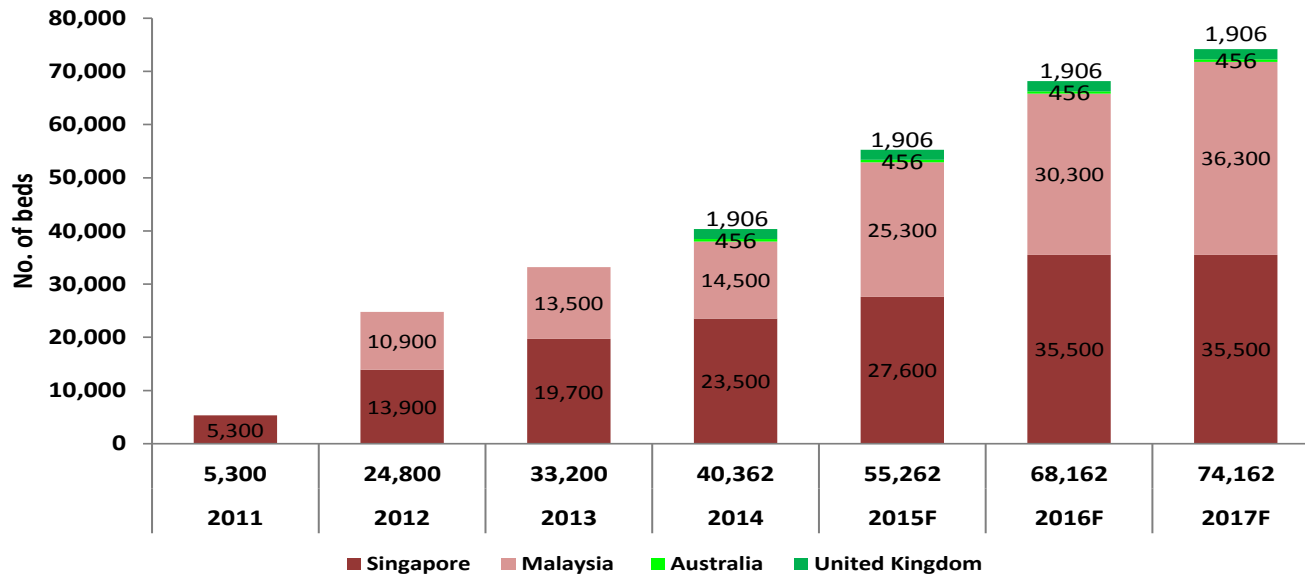
- Improved earnings mainly due to continued revenue growth arising from the expansion of the Accommodation Business
- Increased bed capacity at Westlite Toh Guan, improved occupancy rates of Malaysia portfolio, contribution of maiden revenue from student accommodation assets in Australia and the United Kingdom (UK)

Key Highlights

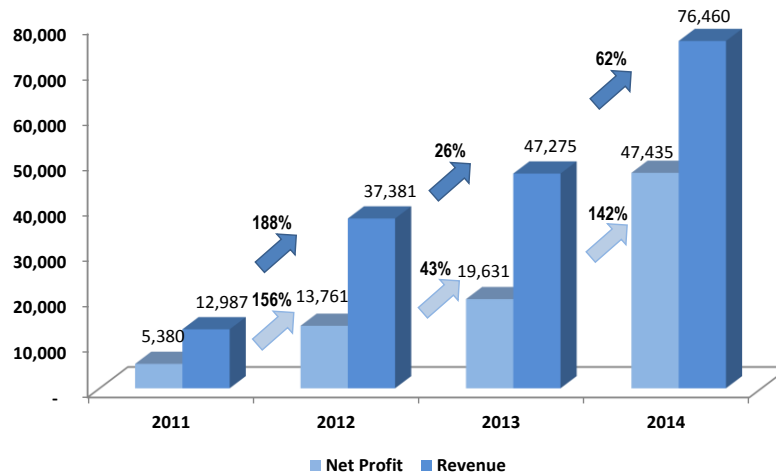
- Expanded the Group's S\$300 million Multicurrency Medium Term Note Programme to S\$500 million on 29 Oct 2014
- Diversified our earnings with expansion of students accommodation business
- Won tender from the Penang government to develop a 12,000 bed workers village in Juru, Penang
- Centurion exploring establishment of a workers accommodation REIT
- Continue to build strong pipeline to maintain growth

Accommodation Growth Profile¹

Accommodation Portfolio - Bed Capacity



Accommodation - Revenue & Net Profit² (\$'000)



Note:

1. Based on developments at existing facilities that are already owned by Centurion Corp
2. Exclude fair value gains
3. Includes Westlite Tuas. The land lease of Westlite Tuas will expire in Apr 2017 if there are no further extension by the authorities.

Financial Review

Key Financials

Group Net Profit¹ increased by 68% to \$10.1m in 4Q 2014

(Recurring - Exclude one off items & loss from discontinued operations)

S\$'000	4Q 2014	4Q 2013 ²	Change	FY 2014	FY 2013 ²	Change
Revenue	26,105	14,977	+ 74%	84,443	57,053	+ 48%
Profit from Continuing Operations	72,928	27,382	+ 166%	111,220	93,158	+ 19%
Profit from Core Business Operations	10,120	6,028	+ 68%	31,119	19,058	+ 63%
Net Profit Margin (Based on profit from core business operations)	39%	40%	- 1pp	37%	33%	+ 4pp

Note:

1. Net Profit = Profit from core business operations (exclude FV gains of \$62.8m and sales of MSpace of \$17.3m).

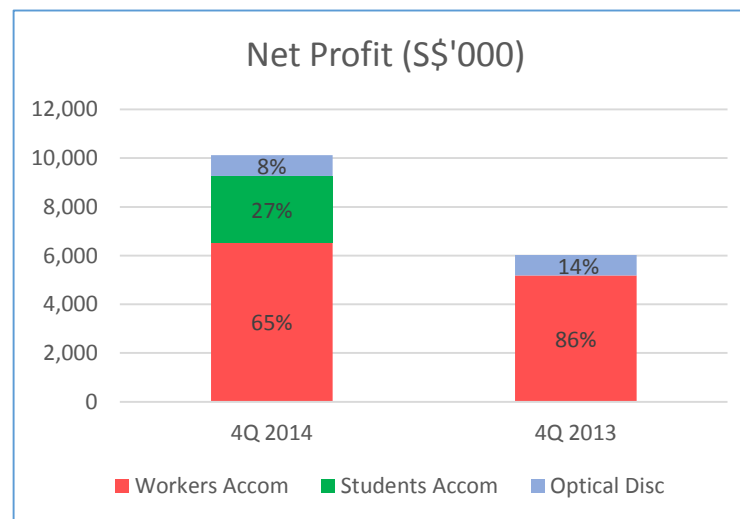
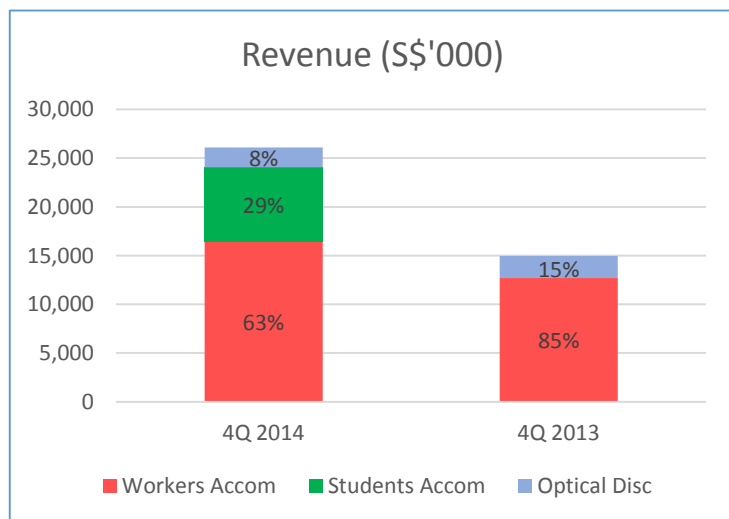
2. Comparative figures 2013 are re-presented due to discontinued operations of the Group's Australian optical disc business which was sold during 2Q 2014.

Segment Breakdown

Strong Accommodation Business Results in 4Q 2014

(Recurring - Exclude one off Items & loss from discontinued operations)

S\$'000	Accommodation						Optical Disc		
	Workers			Students			4Q 2014	4Q 2013	Change
	4Q 2014	4Q 2013	Change	4Q 2014	4Q 2013	Change			
Revenue	16,443	12,690	30%	7,620	0	n/m	2,042	2,287	-11%
Net Profit *	6,545	5,179	26%	2,720	0	n/m	855	849	1%
Net Profit Margin	40%	41%	- 1pp	36%	0%	n/m	42%	37%	+ 5pp



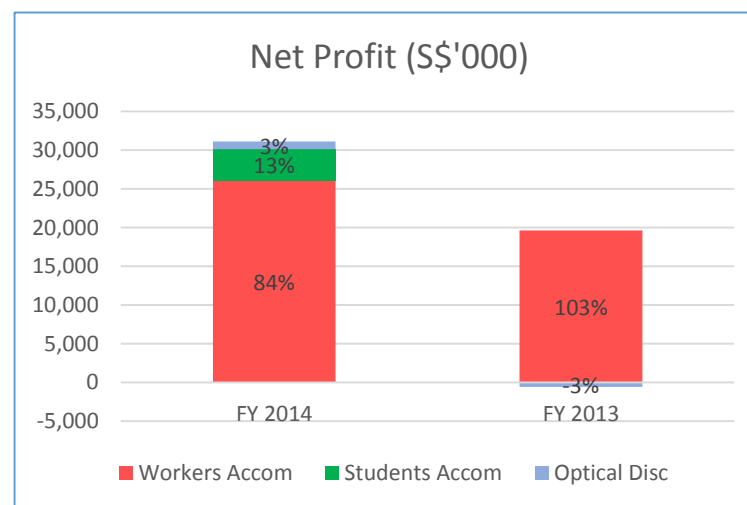
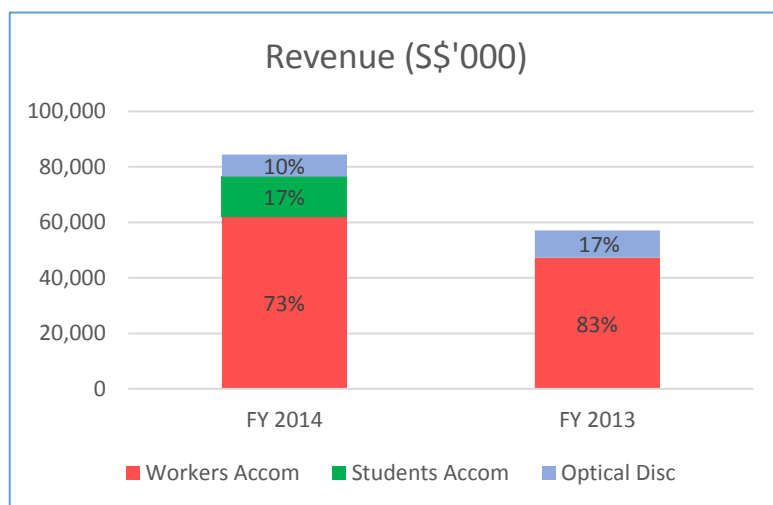
* Net Profit = Profit from core business operations.

Segment Breakdown

Strong Accommodation Business Results in FY 2014

(Recurring – Exclude one off Items & loss from discontinued operations)

S\$'000	Accommodation						Optical Disc		
	Workers			Students			FY 2014	FY 2013	Change
	FY 2014	FY 2013	Change	FY 2014	FY 2013	Change			
Revenue	61,909	47,275	31%	14,551	0	n/m	7,983	9,778	-18%
Net Profit *	26,065	19,631	33%	4,077	0	n/m	977	-573	-271%
Net Profit Margin	42%	42%	n/m	28%	0%	n/m	12%	-6%	+ 18pp



* Net Profit = Profit from core business operations.

Balance Sheet Highlights

S\$'000	31 Dec 2014	31 Dec 2013	Change %
Cash & Cash Equivalents	63,144	44,374	+ 42%
Current Assets	82,446	67,646	+ 22%
Non Current Assets	791,587	448,198	+ 77%
Current Liabilities	70,988	50,115	+ 42%
Non Current Liabilities	411,485	172,808	+ 138%
Net Assets	391,560	292,921	+ 34%
Gearing Ratio ¹	52%	39%	+ 13pp

Note:

1. The gearing ratio is computed as borrowings divided by total capital. Total capital is calculated as borrowings plus net assets of the Group.

Key Ratios

	FY 2014	FY 2013
Core Earnings Per Share	14.70c	12.19c
Price	50.50c ¹	54.00c ²
Dividend	1.5c ³	0.6c ⁴
NAV per share	51.61c	38.74c
Market Capitalisation	S\$382m	S\$408m

Note:

1. As at 31 December 2014

2. As at 31 December 2013

3. Comprising a one-off interim dividend of 0.5 cents and a final dividend of 1.0 cent for FY2014

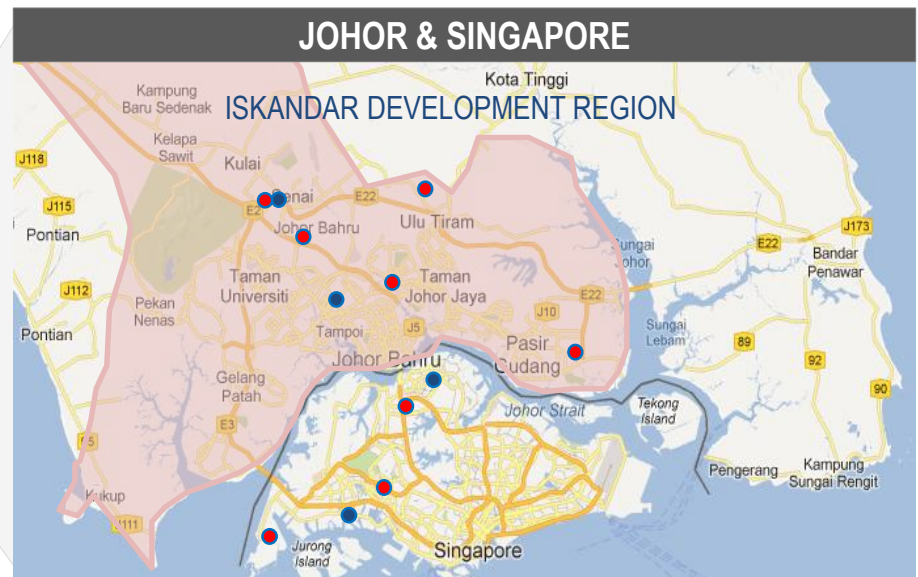
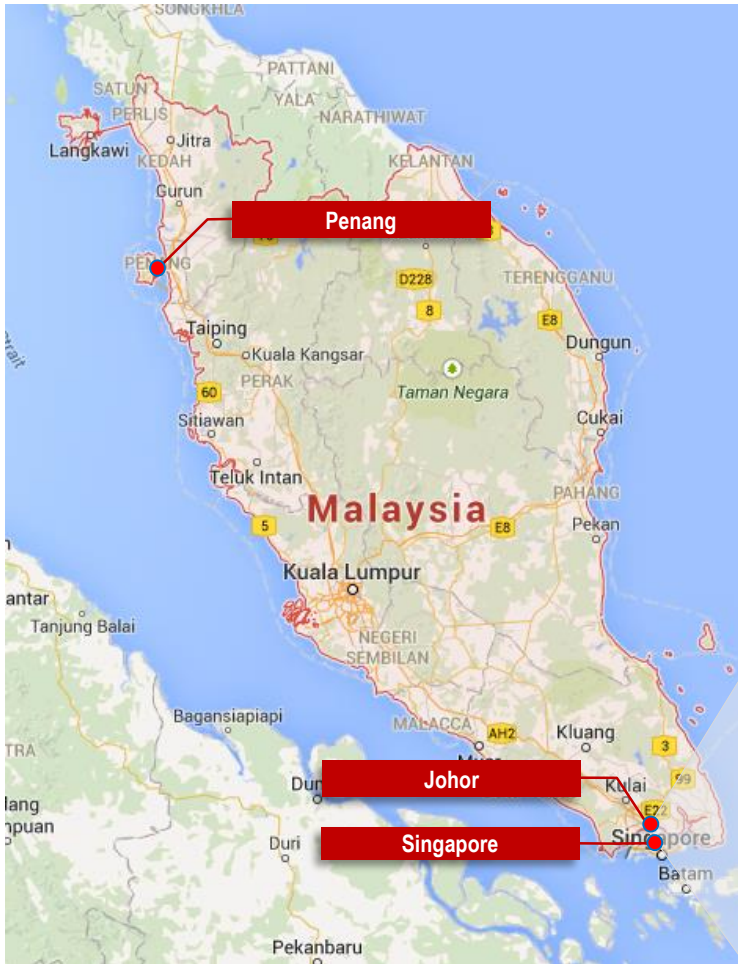
4. Comprising a full year final dividend of 0.6 cents for FY2013

Business Review



Workers Accommodation

Workers Accommodation Portfolio



- - operational assets
- - projects under development/planning

Workers Accommodation - Singapore

- **3** operating assets and **2** under development
- Current capacity of **23,500** beds; **12,000** beds under development
- On a portfolio basis, assets are achieving high occupancy rates

Westlite Toh Guan



- Purpose built accommodation
- Capacity of **8,600** beds on leasehold land (45 years remaining)
- Upgrading completed in January 2014
- Caters to workers in all industries

Westlite Mandai (45% owned)



- Purpose built accommodation
- Capacity of **6,300** beds on freehold land
- Officially opened in April 2014
- Caters to workers in all industries

Westlite Tuas



- Purpose built accommodation
- Temporary prefabricated steel structure
- Capacity of **8,600** beds on short term BCA lease (2 ¼ years remaining)
- Mainly for construction workers (25% for workers in other industries)

Pipeline Projects Under Development



Westlite Woodlands

- Tender awarded by Jurong Town Corporation in Sep 2013
- Land tenure of 30 years
- **4,100** beds purpose-built workers accommodation
- Caters to process, marine and manufacturing industries
- Estimated completion in 3Q 2015



Westlite Papan (51% owned)

- Partnership with Association of Process Industry (ASPRI) to develop **7,900** beds purpose built workers accommodation and ASPRI training centre
- Strategically located with convenient access to Jurong Island
- Tapping on future mega trend of the fast growing chemical industry
- Land tenure of 23 years
- Estimated completion by Mid-2016

Workers Accommodation – Malaysia

- **5** operating assets and **4** under development*/planning
- Current capacity of **14,500** beds; **10,800** beds* under development; **17,000** beds under planning
- On a portfolio basis, the Malaysian assets have achieved >90% occupancy

Operating Accommodation

Westlite Tebrau



Opened in: Apr 2012
Capacity: 2,500 beds
Land: 60 yrs wef 2000

Westlite Cemerlang



Opened in: Jun 2012
Capacity: 1,600 beds
Land: Freehold

Westlite Johor Tech Park



Opened in: Jul 2012
Capacity: 5,800 beds
Land: 99 yrs wef 2011

Westlite Pasir Gudang



Opened in: Dec 2012
Capacity: 2,000 beds
Land: 99 yrs wef 1986

Westlite Senai



Opened in: Sep 2013
Capacity: 2,600 beds
Land: Freehold

Westlite Tampoi



Opened in: Jan 2015
Capacity: 5,300 beds
Land: Freehold

*Note: Includes Westlite Tampoi which became operational in Jan 2015

Pipeline Projects Under Development / Planning



Westlite Senai II

- Under construction
- Freehold land
- Estimated capacity: **5,500** beds
- Estimated completion in 4Q 2015



Westlite Minyak

- Under planning
- Freehold land
- Estimated capacity: **5,000** beds
- Estimated completion in 2016



Westlite Juru

- Under planning
- Land tenure of 99 yrs
- Estimated capacity: **12,000** beds (Phase 1: 6,000 beds, Phase 2: 6,000 beds)
- Estimated completion: Phase 1 in 2017



Student Accommodation

Student Accommodation Portfolio



United Kingdom



Australia

Liverpool

Manchester

RMIT Village, Melbourne



Student Accommodation in Melbourne, Australia

- Acquired RMIT Village and an adjoining car park building in Feb 2014
- High quality development strategically located near RMIT University and the University of Melbourne
- Current capacity of 456 beds
- Evaluating asset enhancement and redevelopment potential
- Completed rooms refurbishment in Jan 2015
- Close to full occupancy rate



UK Student Accommodation Portfolio

- Acquired a portfolio of 4 student accommodation assets comprising 1,906 beds in Sep 2014
- 3 properties located in Manchester and 1 located in Liverpool, all strategically located to access university campuses and the city centre
 - Manchester - University of Manchester, Manchester Metropolitan University
 - Liverpool - Liverpool John Moores University, Liverpool Institute of Performing Arts
- Asset enhancement potential to add more beds
- Close to full occupancy rate



Manchester Student Village



Manchester Student Village South



The Grafton



Cathedral Campus

2015

Strategic Focus

- **Active management** of existing asset portfolio to deliver revenue and profit growth
- Strengthen **operational capability**
- Deliver **development** projects
- Continue to **seek selective opportunities to grow** its accommodation assets via acquisitions, joint ventures and providing management services
- **Enhance project returns** through asset enhancement initiatives
- **Capital management** to enhance shareholder value

Awards

SIAS 15th Investors' Choice Award 2014
Most Transparent Company Runner Up



Awards

DP Info 28th Annual Singapore 1000 Award 2015
Profit Growth Excellence (Services) Award Winner





Thank You

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