



# Centurion Corporation Limited Presentation

January 2015



# Disclaimer

- **This presentation should be read in conjunction with the Company's 3Q 2014 Unaudited Financial Statement Announcement for the period ended 30 September 2014.**
- This presentation and the accompanying presentation materials (if any) ("Presentation") are made for informational purposes, without regard to the objectives, financial situation nor needs of any specific persons.
- The Presentation does not constitute, or form any part of any offer for sale of or subscription of, or solicitation of any offer to buy or subscribe for, any securities nor shall it, or any part of it form the basis of, or be relied on in connection with, any contract or commitment whatsoever.
- The Presentation was prepared exclusively for the parties presently being invited for the purposes of discussion. Neither the Presentation nor any of its content be distributed, reproduced or used without the prior written consent of Centurion Corporation Limited ("Company"). The Company does not make any representation or warranty, express or implied, as to the accuracy of the information contained herein, and expressly disclaim any and all liability based, in whole or in part, on such information, errors therein or omissions therefrom.
- The Presentation includes forward-looking statements provided with respect to the anticipated future performance of the Company. Such forward-looking statements reflect various assumption of the management concerning the future performance of the Company. Accordingly, there can be no assurance that such projections and forward-looking statements will be realised. The actual results may vary from the anticipated results and such variation may be material. No representations or warranties are made as to the accuracy or reasonableness of such assumptions or the forward-looking statements based thereon.

# Contents

- Overview
- Financial Performance
- Going Forward

# Investment Highlights

- Unique exposure to resilient accommodation asset classes
- Strong pipeline of new projects to support continued growth
- Reputable and recognized **WESTLITE** brand
- Proven track record of delivering results
- Expanded earning base in student accommodation
- Diversified geographical coverage
- Experienced and prudent management

# About Centurion Corporation

- One of Asia's leading accommodation providers
- Own, develop and manage quality workers accommodation and student accommodation assets
- Strong portfolio of **13** operational accommodation assets totalling **40,362** beds
- Presence in Singapore, Malaysia, Australia and United Kingdom.



## ***Our Vision:***

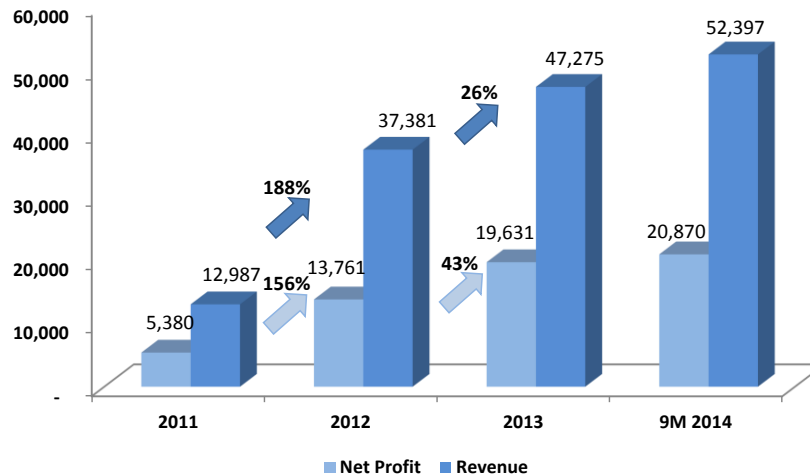
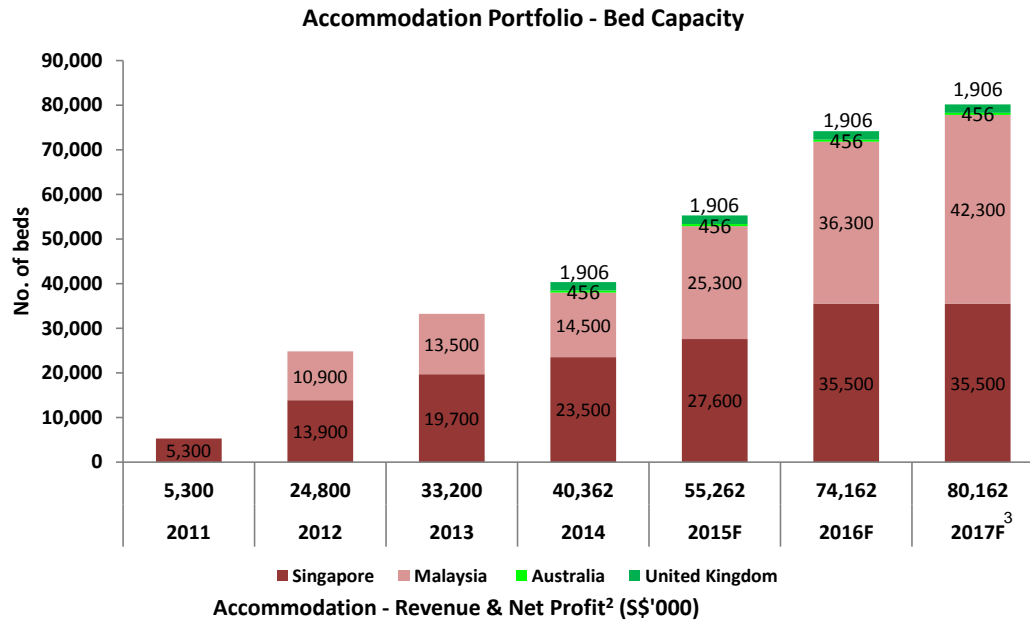
*To be Asia's leading provider of quality accommodation and related professional management services.*



# Acquisitions in 2014

February	June	September	November	December
Completion of acquisition of RMIT Village, Melbourne, Australia	Signed SPA for proposed acquisition of a plot of land at Nusajaya, Johor, Malaysia	Completion of acquisition of UK student accommodation portfolio	Won an open tender for a plot of land at Juru, Penang, Malaysia	<ul style="list-style-type: none"><li>- Joint venture with Lian Beng to develop a workers accommodation and ASPRI training centre at Jalan Papan, Singapore</li><li>- Completion of acquisition of a plot of land near Bukit Minyak, Penang, Malaysia</li></ul>

# Accommodation Growth Profile<sup>1</sup>



Note:

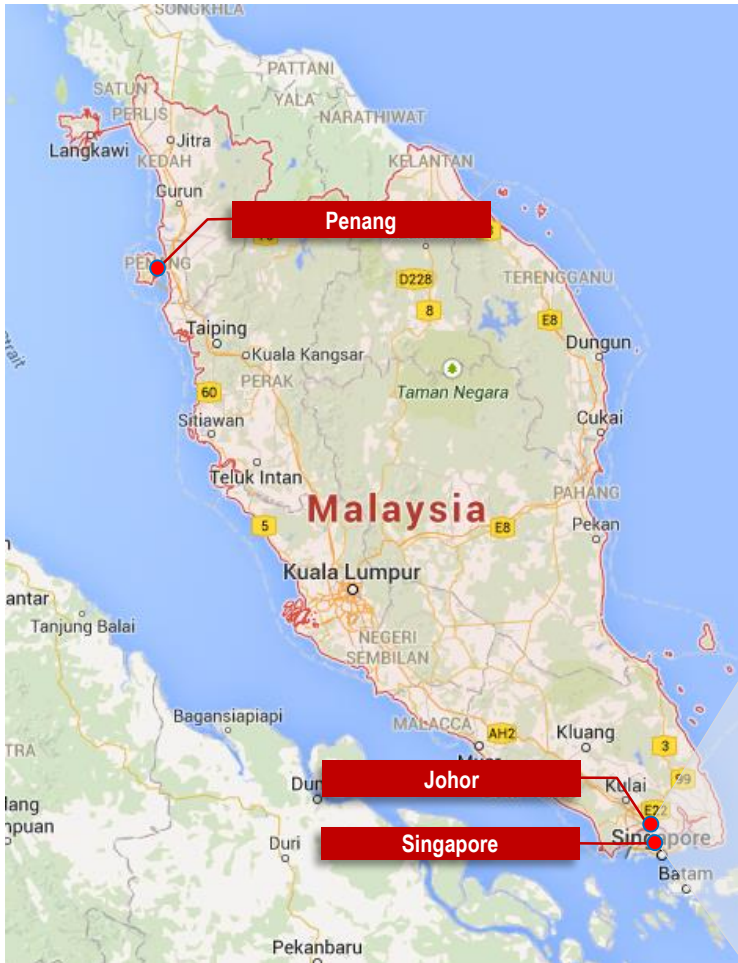
1. Based on developments at existing facilities that are already owned by Centurion Corp
2. Exclude fair value gains
3. Includes Westlite Tuas. The land lease of Westlite Tuas will expire in Apr 2017 if there are no further extension by the authorities.



## Workers Accommodation



# Our Presence – Workers Accommodation



- - operational assets
- - projects under development/planning

## About Westlite

- One of the **largest** providers of workers accommodation in **Singapore** and **Malaysia**
  - **8** operational workers accommodation assets
    - Current capacity **38,000** beds
- Professionally managed under our **WESTLITE** brand
  - *Shaped and inspired by roofs and the Chinese character for people “人”*
  - *It is a symbol of affordable home living in a conducive environment designed for workers*



# 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)

# 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 Jalan Papan (51% owned)

- Partnership with Association of Process Industry (ASPRI) to develop **7,900** beds purpose built workers accommodation and ASPRI training centre
- Joint venture between Lian Beng
- 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
- Gaining traction and acceptance with MNCs and large local corporates
- On a portfolio basis, the Malaysian assets have achieved >90% occupancy
- Improving occupancy and rental rates

## Operating Dormitories

**Westlite Tebrau**



Opened in: Apr 2012  
Capacity: 2,500 beds

**Westlite Johor Tech Park**



Opened in: Jul 2012  
Capacity: 5,800 beds

**Westlite Cemerlang**



Opened in: Jun 2012  
Capacity: 1,600 beds

**Westlite Pasir Gudang**



Opened in: Dec 2012  
Capacity: 2,000 beds

**Westlite Senai**



Opened in: Sep 2013  
Capacity: 2,600 beds

# Projects Under Development



## Westlite Tampoi

- Under construction
- Estimated capacity: **5,300** beds
- Estimated completion in 1Q 2015



## Westlite Senai II

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

# Projects Under Planning



## Westlite Minyak, Penang

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



## Westlite Juru, Penang

- Under planning
- Estimated capacity: **12,000** beds  
(Phase 1: 6,000 beds, Phase 2: 6,000 beds)
- Estimated completion: Phase 1 in 2016

# Some of Our Valued Customers

## Singapore



## Malaysia





# Our Holistic Approach





## **Student Accommodation**

# Our Presence – Student Accommodation



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
- Total purchase consideration of A\$60 million
- High quality development strategically located near RMIT University and the University of Melbourne
- Current capacity of approximately 456 beds
- Evaluating asset enhancement and redevelopment potential
- Close to full occupancy rate



# UK Student Accommodation Portfolio

- Acquired a portfolio of 4 student accommodation assets comprising 1,906 beds for £77 mil 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

# Residential Life



Orientation Week – Mathletes & Athletes Courtyard Party



Orientation Week – Traffic Light Party



The Village Ball – A Red Carpet Affair



Gender Bender Speed Dating

# Financial Performance

# Key Financials

Group Net Profit increased by 49% to \$7.9 m in 3Q 2014

S\$'000	3Q 2014	3Q 2013 <sup>1</sup>	Change	9M 2014	9M 2013 <sup>1</sup>	Change
Revenue	20,899	14,333	+ 46%	58,338	42,076	+ 39%
Profit from Continuing Operations	7,917	5,327	+ 49%	38,292	65,785	- 42%
Profit from Core Business Operations	7,917	5,327	+ 49%	20,992	13,321	+ 58%
Net Profit <sup>2</sup> Margin	38%	37%	+ 1pp	36%	32%	+ 4pp

Note:

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



# Segment Breakdown

## Strong Accommodation Business Results in 3Q 2014

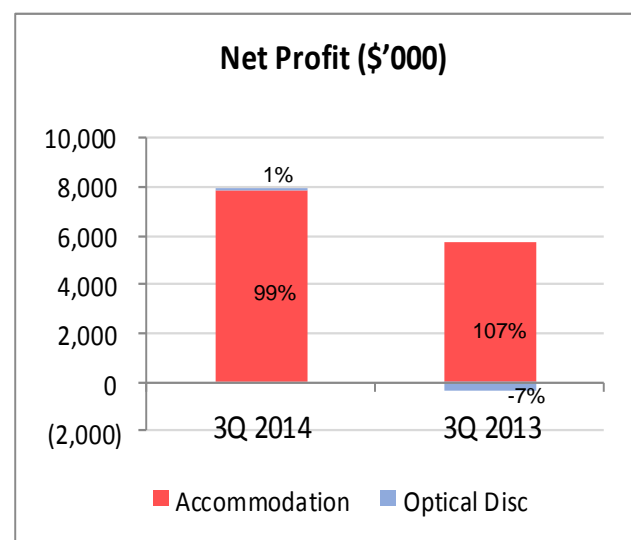
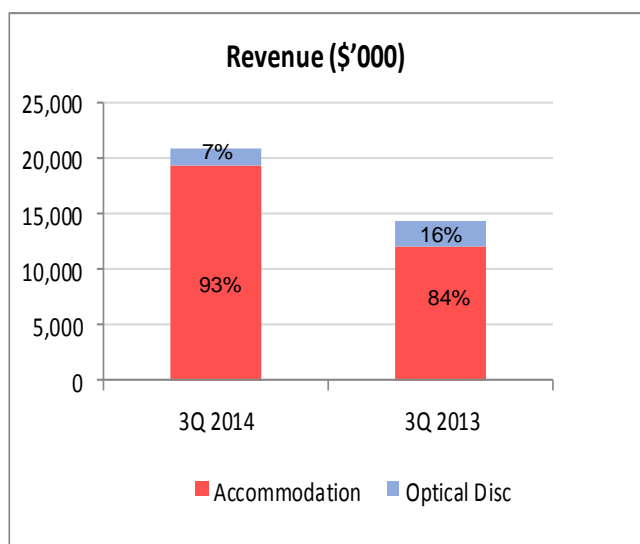
(Recurring - Exclude one off Items & profit / (loss) from discontinued operations)

S\$'000

**Accommodation**

**Optical Disc**

	3Q 2014	3Q 2013	Change	3Q 2014	3Q 2013	Change
Revenue	19,363	12,029	+ 61%	1,536	2,304	- 33%
Net Profit *	7,837	5,713	+ 37%	80	(386)	n/m
Net Profit Margin	40%	47%	- 7pp	5%	-17%	22pp



\* Net Profit = Profit from core business operations.

# Segment Breakdown

## Strong Accommodation Business Results in 9M 2014

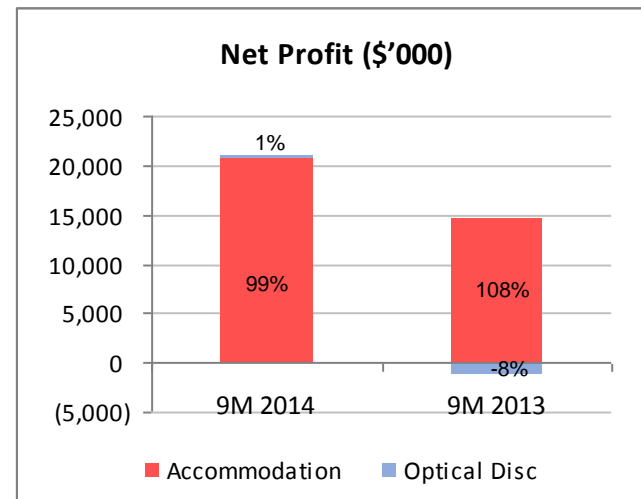
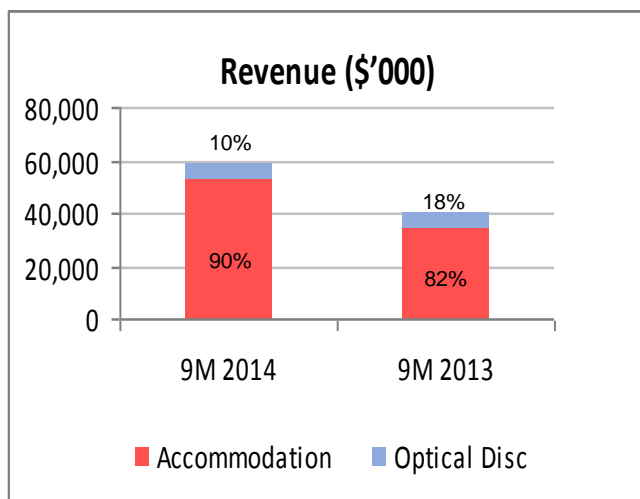
(Recurring – Exclude one off Items & profit / (loss) from discontinued operations)

S\$'000

**Accommodation**

**Optical Disc**

	9M 2014	9M 2013	Change	9M 2014	9M 2013	Change
Revenue	52,397	34,585	+ 52%	5,941	7,491	- 21%
Net Profit *	20,870	14,452	+ 44%	122	(1,131)	n/m
Net Profit Margin	40%	42%	- 2pp	2%	- 15%	+ 17pp



\* Net Profit = Profit from core business operations.

# Balance Sheet Highlights

S\$'000	30 Sep 2014	31 Dec 2013	Change %
Cash & Cash Equivalents	63,781	44,374	+ 44%
Current Assets	76,675	67,646	+ 13%
Non Current Assets	716,238	448,198	+ 60%
Current Liabilities	67,194	50,115	+ 34%
Non Current Liabilities	405,195	172,808	+ 134%
Net Assets	320,524	292,921	+ 9%
Gearing Ratio <sup>1</sup>	57%	39%	+ 18pp

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

	9M 2014	FY 2013
Earnings Per Share	5.05c	12.19c
Price	52.50c <sup>1</sup>	54.00c <sup>2</sup>
Dividend	0.5c	0.6c <sup>3</sup>
NAV per share	42.35c	38.7c
Market Capitalisation	S\$397m	S\$408m

Note:

1. As at 30 September 2014

2. As at 31 December 2013

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

# Going Forward

# Strategic Focus

- **Active management** of existing asset portfolio to further drive revenue and profit growth
- Continue to **seek 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

# Workers Accommodation

## ➤ Singapore

- Home base
- Selective on new acquisition opportunities
- Deliver development projects

## ➤ Malaysia

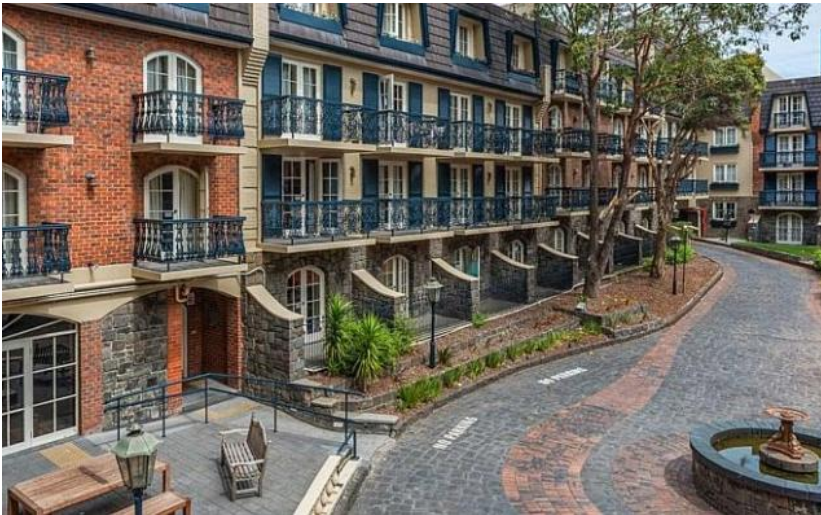
- Improve occupancy and rental rates through active marketing
- Leverage on existing platform to grow
- Seek further growth opportunity in key manufacturing hubs

## ➤ Other Markets

- Seeking growth opportunities in new markets in Asia and Middle East
  - Management services
  - Acquisitions

# Student Accommodation

- Continue to seek and evaluate any acquisition opportunities to expand student accommodation business in UK, Australia and other markets
- Develop and build operational capability
- Build and establish Centurion Student Living Brand
- Evaluate asset enhancement and refurbishment opportunities for current assets







# Thank You

For any enquiries, please contact:  
Mr. David Oh, Investor Relations Manager  
Tel: +65 6745 3288 Email: david.oh@centurioncorp.com.sg  
Centurion Corporation Limited (<http://www.centurioncorp.com.sg>)