



Sentoria Group Berhad

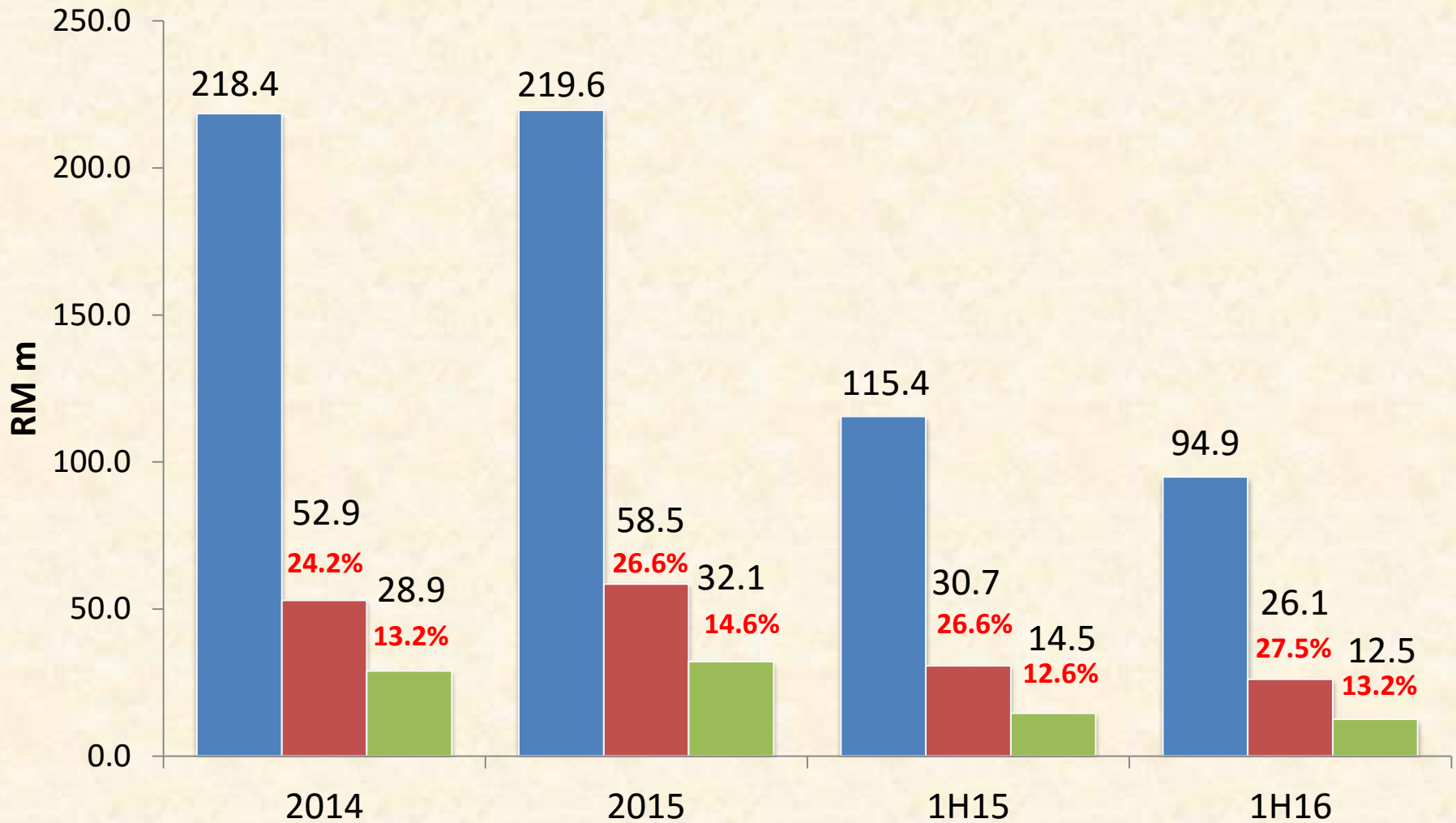
Financial Highlights
&
Business Outlooks

May 30th, 2016

Sentoria 2016

Foundation for growth ?

1.1 Group Financial Highlights



Note:- FYE @ 30th Sept., each year.

■ Revenue ■ Ebitda ■ PAT

1.2 Group Quarterly Review

Items (RM Mil)	Q2			Q1			1H		
	FY16	FY15	$\triangle\%$	FY16	FY15	$\triangle\%$	FY16	FY15	$\triangle\%$
	a1	a2	$a3 = (a1-a2)/a2$	b1	b2	$b3 = (b1-b2)/b2$	c1	c2	$c3 = (c1-c2)/c2$
Revenue	47.93	51.42	-6.8%	47.01	64.02	-26.6%	94.94	115.44	-17.8%
EBITDA (%)	11.35 (23.7%)	11.30 (21.9%)	0.4%	15.45 (32.8%)	19.43 (30.3%)	-20.5%	26.80 (28.2%)	30.73 (26.6%)	-12.8%
PAT (%)	4.04 (8.4%)	3.27 (6.4%)	23.5%	8.41 (17.9%)	11.24 (17.6%)	-25.2%	12.45 (13.1%)	14.51 (12.6%)	-14.2%

1.3 Leisure & Hospitality Quarterly Review

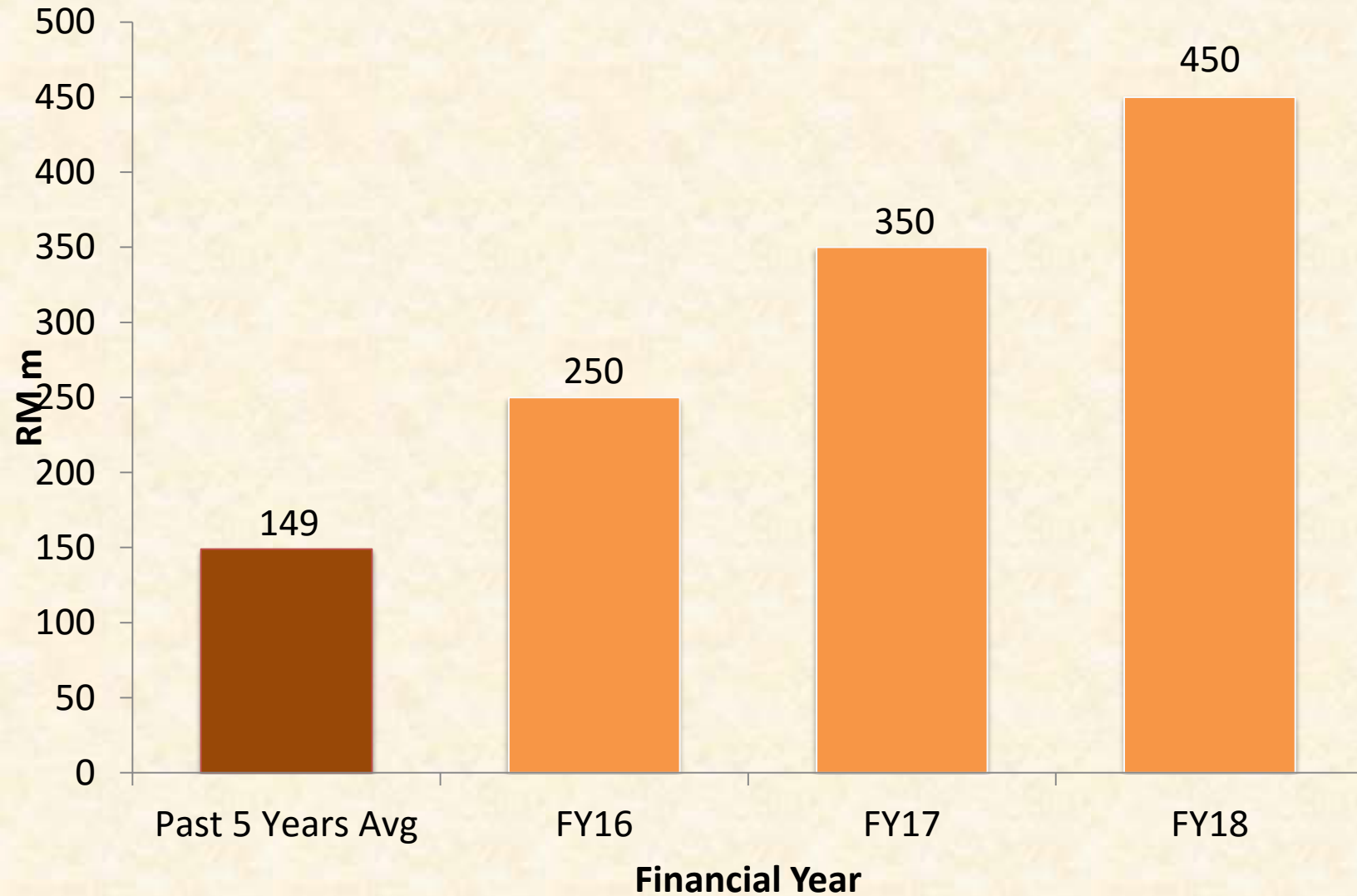
RM Mil	Q2			Q1			1H		
	FY16	FY15	\triangle %	FY16	FY15	\triangle %	FY16	FY15	\triangle %
	a1	a2	$a3 = (a1-a2)/a2$	b1	b2	$b3 = (b1-b2)/b2$	c1	c2	$c3 = (c1-c2)/c2$
Revenue	11.61	11.67	0.5%	18.68	19.67	-5.0%	30.29	31.34	-3.4%
EBITDA	1.20 (10.3%)	-0.02 (-0.2%)	+ve	7.06 (37.8%)	4.68 (23.8%)	50.9%	8.26 (27.3%)	4.67 (14.9%)	76.9%
PAT	-2.19 (-18.8%)	-2.99 (-25.6%)	26.8%	3.82 (20.4%)	0.93 (4.7%)	310%	1.63 (5.4%)	-2.06 (-6.6%)	179.1%

1.4 Property Development Quarterly Review

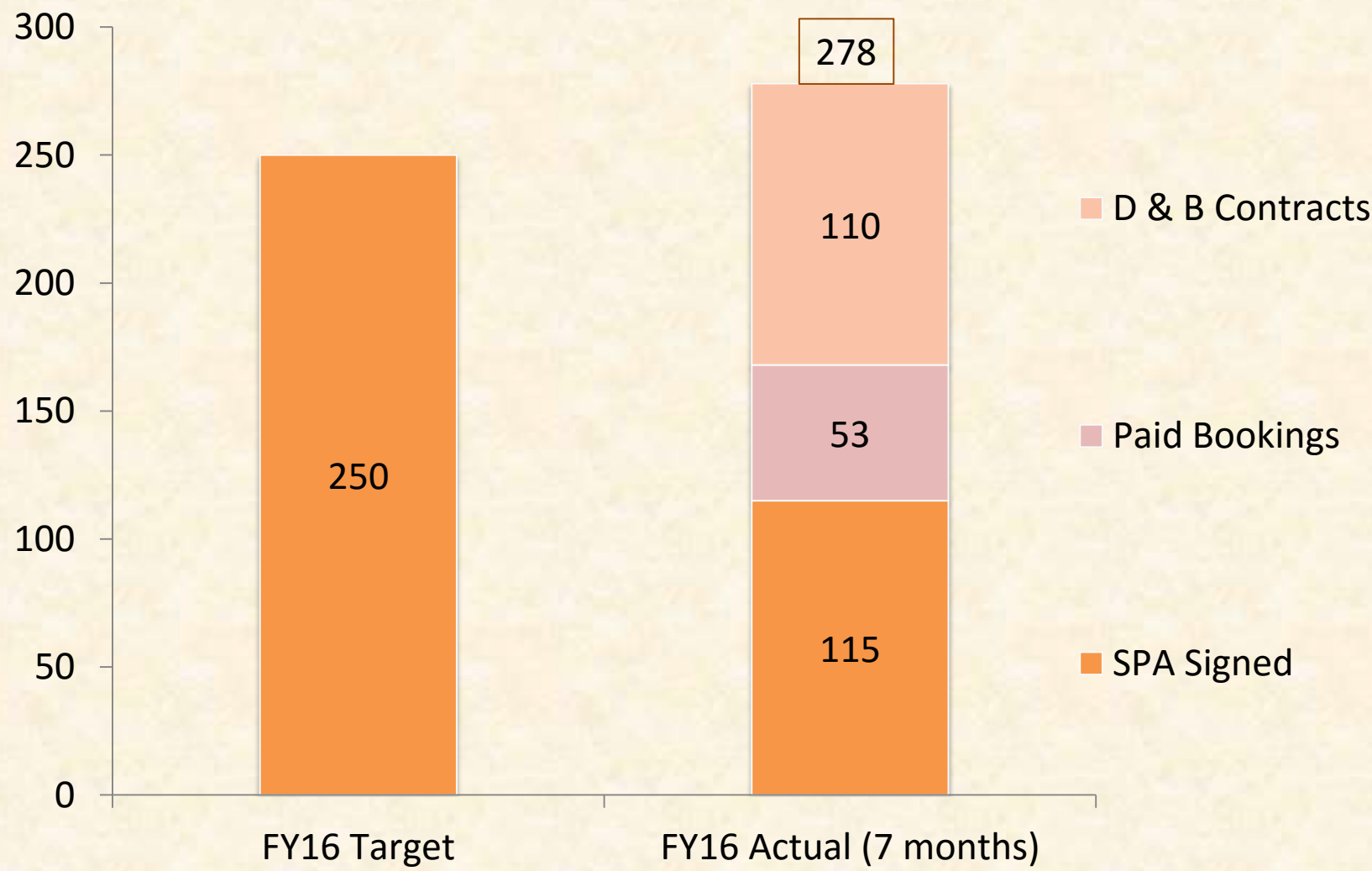
RM Mil	Q2			Q1			1H		
	FY16	FY15	\triangle %	FY16	FY15	\triangle %	FY16	FY15	\triangle %
	a1	a2	$a3 = (a1-a2)/a2$	b1	b2	$b3 = (b1-b2)/b2$	c1	c2	$c3 = (c1-c2)/c2$
Revenue	36.32	39.75	-8.6%	28.34	44.35	-36.1%	64.66	84.10	-23.1%
EBITDA	10.15 (27.9%)	11.31 (28.5%)	-10.2%	8.39 (29.6%)	14.75 (33.3%)	-43.1%	18.54 (28.7%)	26.06 (30.9%)	-28.9%
PAT	6.23 (17.2%)	6.26 (15.7%)	-0.5%	4.59 (16.2%)	10.31 (23.2%)	-55.5%	10.82 (16.7%)	16.57 (19.7%)	-34.7%

1.5 Operating Cash Flow		CURRENT YEAR	PRECEDING YEAR
		TO DATE	TO DATE
		31/03/2016	31/03/2015
		RM'000	RM'000
Operating Activities			
Profit before taxation		16,746	20,274
Adjustments for :			
Amortisation and depreciation		6,324	5,835
Interest expenses		3,725	3,380
Gain on disposal of property, plant and equipment		-	(161)
Interest income		(198)	(295)
Operating profit before changes in working capital		26,597	29,033
Land held for property development		(53,078)	-
Property development costs		(26,738)	(7,326)
Inventories		(25)	47
Receivables		7,759	(20,500)
Payables		(25,024)	(925)
Cash (used in)/generated from operations		(70,509)	329
Interest paid		(3,725)	(3,380)
Interest received		198	295
Net tax paid		(4,846)	(4,536)
Net cash used in operating activities		(78,882)	(7,292)

2.1 FY16 – FY18 Property Sales Target



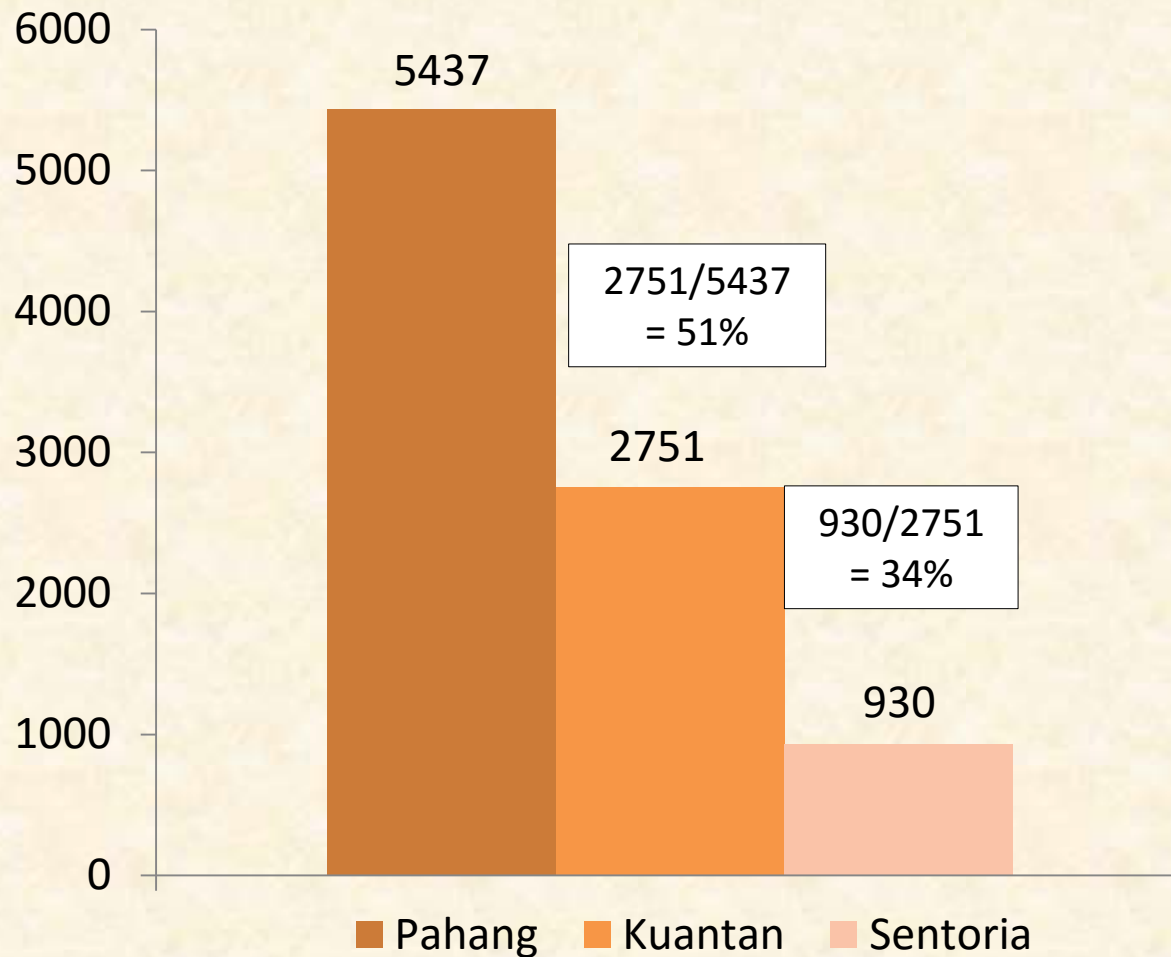
2.2 Sales Achievement @ April 2016 (RM Million)



2.3 Regional Property Sales Performance (RM Million)

Region	Prior FY16 (a)	FY16 (until Apr 30 th)			Total (C = a + b3)
		Signed SPA (b1)	Paid Bookings (b2)	Total (b3)	
1 – Kuantan	991.00	27.07	1.12	28.19	1,019.19
2 – Kuching	46.90	35.40	23.40	58.80	105.70
3 – Klang Valley	37.70	55.37	28.77	84.14	121.84
Total	1,075.60	117.84	53.29	171.13	1,246.73

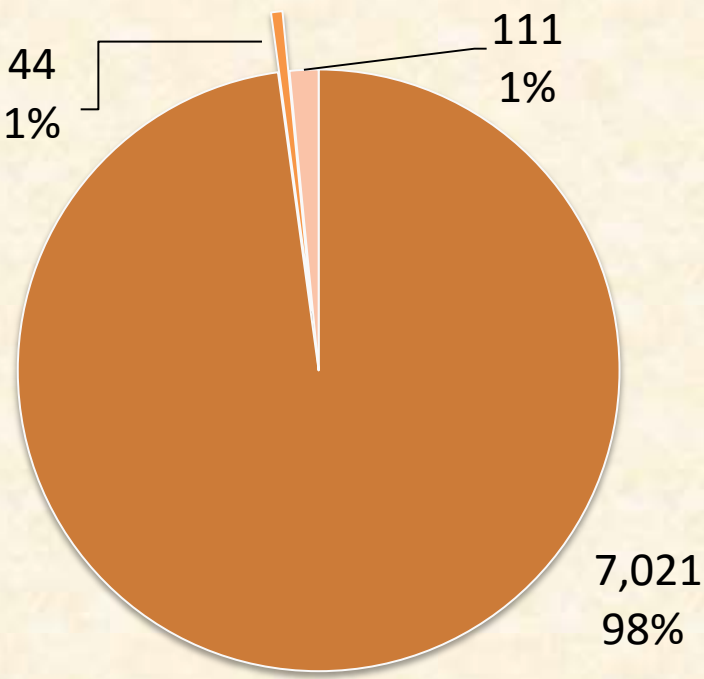
2.4 Kuantan Achievement



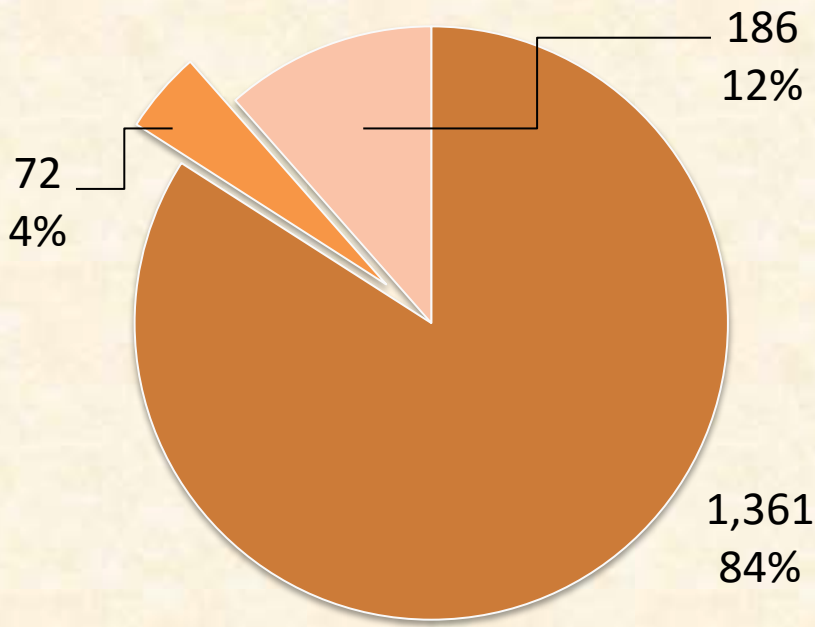
**Residential Properties Completion
(2012 – 2015 Yearly Average)**

2.5 Affordable Housing Track Record

(i)- Completed Development

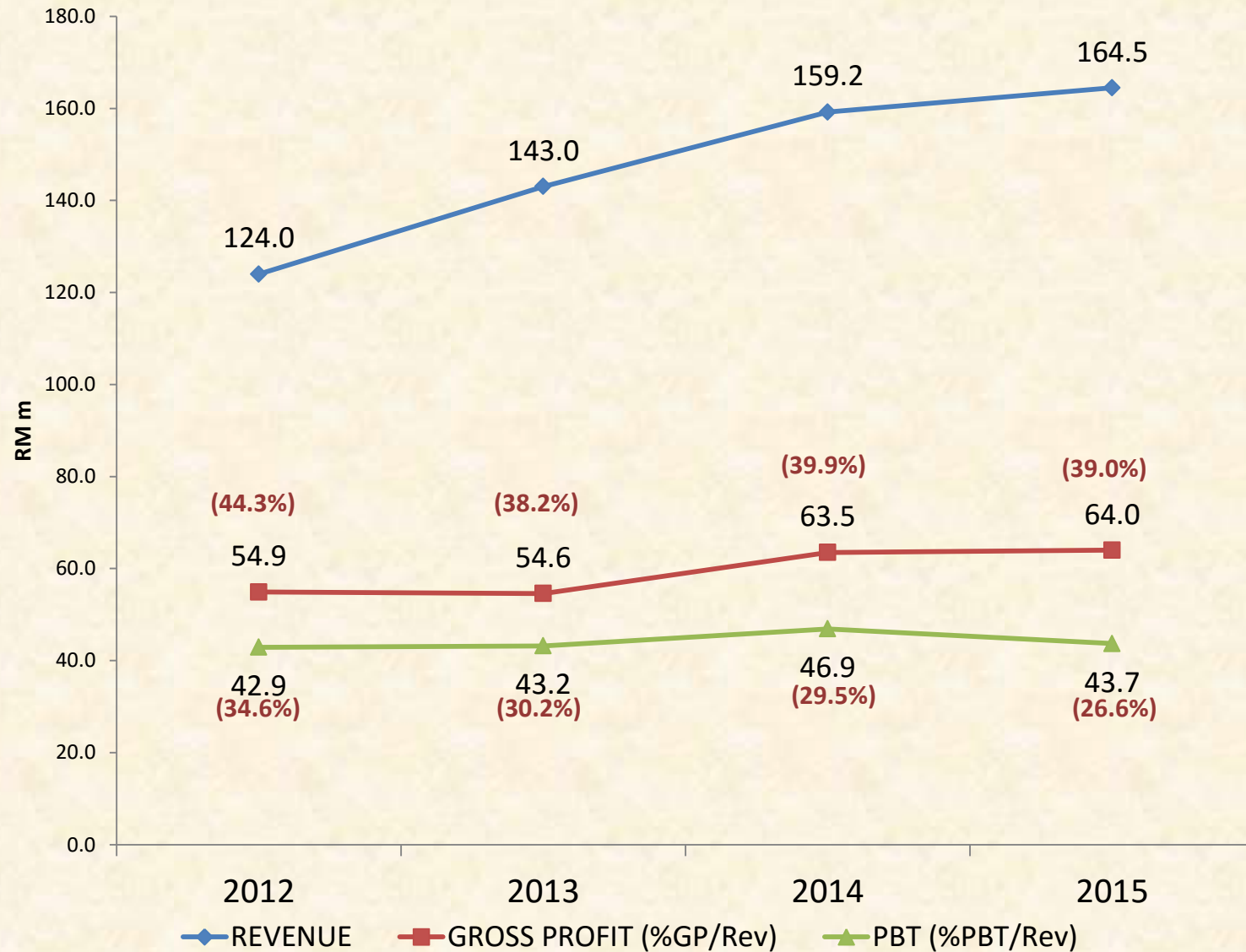


(ii)- On-Going Development



■ < \$300K ■ \$300K - \$500K ■ > \$500K

2.6 Property Margin Track Record

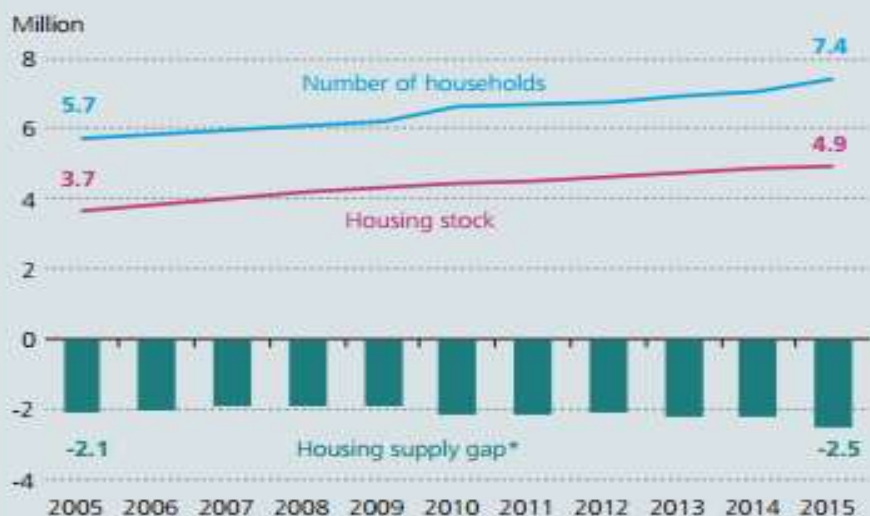


Shortage of supply in the affordable housing market

Since 2005, Malaysia's housing stock has increased by 35%. Despite this substantial growth, the shortage of housing supply at the national level has persisted. The gap between the housing stock and the number of households widened to 2.5 million units in 2015 from 2.1 million units in 2005² (Chart 1). The worsening shortfall in housing supply reflected the mismatch between the pace of growth in the supply of new houses and the net increase in the number of households³, particularly in the past five years. Between 2005 and 2008, the number of new houses completed averaged 166,876 units annually, while the number of households increased by about 117,250, implying a surplus supply of housing units of about 49,626 units per year. Over the past five years, however, the annual completion of houses has declined considerably to 80,089 units, far below the 166,000 average net increase in the number of households annually⁴. This suggests an average shortage of 85,911 housing units per year between 2011 and 2015 (Chart 2).

Chart 1

Widening Housing Supply Shortfall over the past Decade...



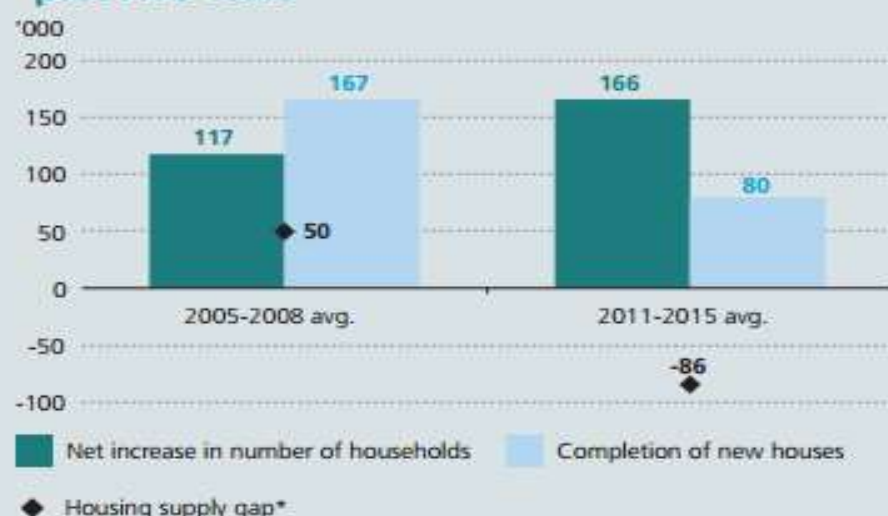
*Housing supply gap = Housing stock – Outstanding number of households OR Completion of new houses – Net increase in number of households

A negative figure suggests a shortfall in housing supply

Source: National Property Information Centre, CEIC and Bank Negara Malaysia estimates

Chart 2

...as New Housing Supply was Unable to Match Increase in Number of Households over the past Five Years



■ Net increase in number of households ■ Completion of new houses
◆ Housing supply gap*

Questions & Answers

1. Completed Projects

	Project Name	Location	Dev. Type	Units (a)	Land Area (acres) (b)	GDV (RM Mill) (c)	Avg. Selling Price (RM'000) (d=c/a)
i	Taman Sentoria	Kuantan	S/S terrace, D/S shops	230	16.1	12.7	55.2
ii	Tmn Indera Sempurna 1	Kuantan	S/S terrace, semi-D & S/S shops	953	100.0	78.1	81.9
iii	Tmn Indera Sempurna 2	Kuantan	S/S terrace, semi-D & S/S shops	2,108	240.0	286.0	135.7
iv	Tmn Bukit Rangin 1	Kuantan	S/S terrace, semi-D & S/S shops	472	39	59.5	126.0
v	Tmn Bukit Rangin 2	Kuantan	Single storey terrace, semi-D & Single storey shops	1,321	115.3	196.2	148.4
vi	Fasa Bunga Raya	Pajam	Double storey terrace houses	135	3.1	19.5	144.4
vii	Taman Salak MAju	Salak Tinggi	2 storey & 2 ½ Storey Semi- D & Bungalows	31	4.0	18.2	587.1
	Subtotal			5,250	517.2	670.2	127.7

2. BGRC's Completed Projects

	Project Name	Location	Dev. Type	Units (a)	Land Area (acres) (b)	GDV (RM Mill) (c)	Avg. Selling Price (RM'000) (d=c/a)
	Bukit Gambang Resort City						
vi	Caribbean Bay Resort	Gambang	Studio, Family & Deluxe apartments	578	15.0	87.7	151.7
Vii	Desa Hijauan	Gambang	S/S terrace, semi-D & D/S shops	892	100.0	102.5	114.9
Viii	Arabian Bay Resort	Gambang	Studio, Family, Deluxe aptmnts & Corporate Center	546	12.0	90	164.8
ix	Global Heritage	Gambang	Resort Villa (San Fran , Amsterdam & Venice)	114	14	68.2	598
x	Tmn Bkt Gambang	Gambang	S/S terrace	498	33	69.49	140
	BGRC Subtotal			2,628	174	417.9	159
	TOTAL COMPLETED PROJECTS (BGRC & Others)			7,878	691.2	1,088.1	138.1

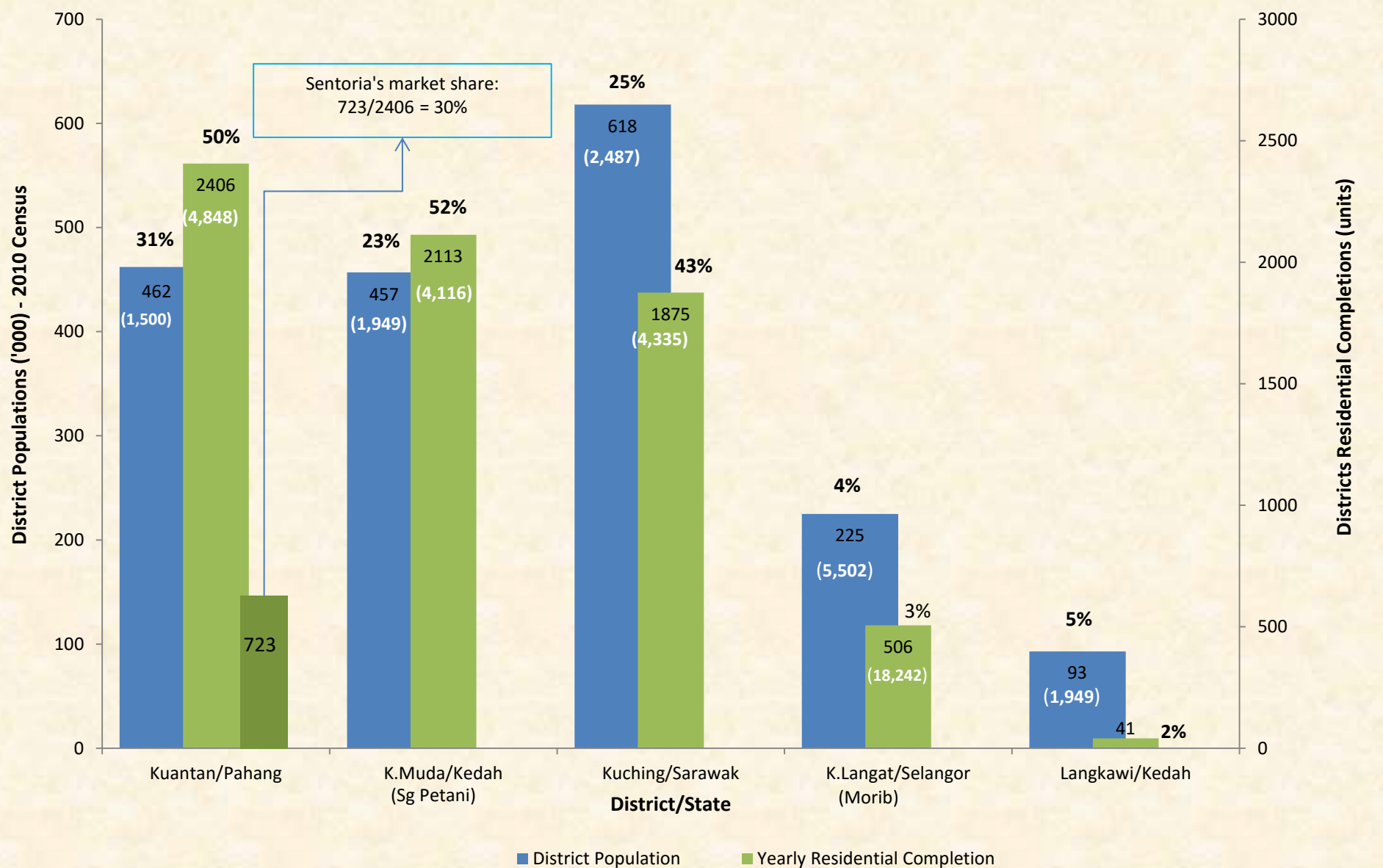
3. On-Going Projects - Kuantan

	Project Name	Location	Dev. Type	Units (a)	Land Area (acres) (b)	GDV (RM Mill) (c)	Avg. Selling Price (RM '000) (d=c/a)
i	Tmn Sempurna Shops	Kuantan	S/S Shops	29	2.5	6.8	234.5
ii	PR1MA Housing	Kuantan	Semi-D & S/S Shops (Turnkey contractor)	628	79.2	80.0	127.4
iii	Tmn Bukit Gambang 2A	BGRC	Single storey semi-D	112	15.0	28.6	235.3
iv	Tmn Bukit Gambang 2B	BGRC	Single storey terrace	68	6.0	9.2	135.3
v	East Coast Bazaar 1A	BGRC	1 & 2 storey shops	90	12.0	43.4	482.2
	TOTAL			927	114.7	168.0	181.2

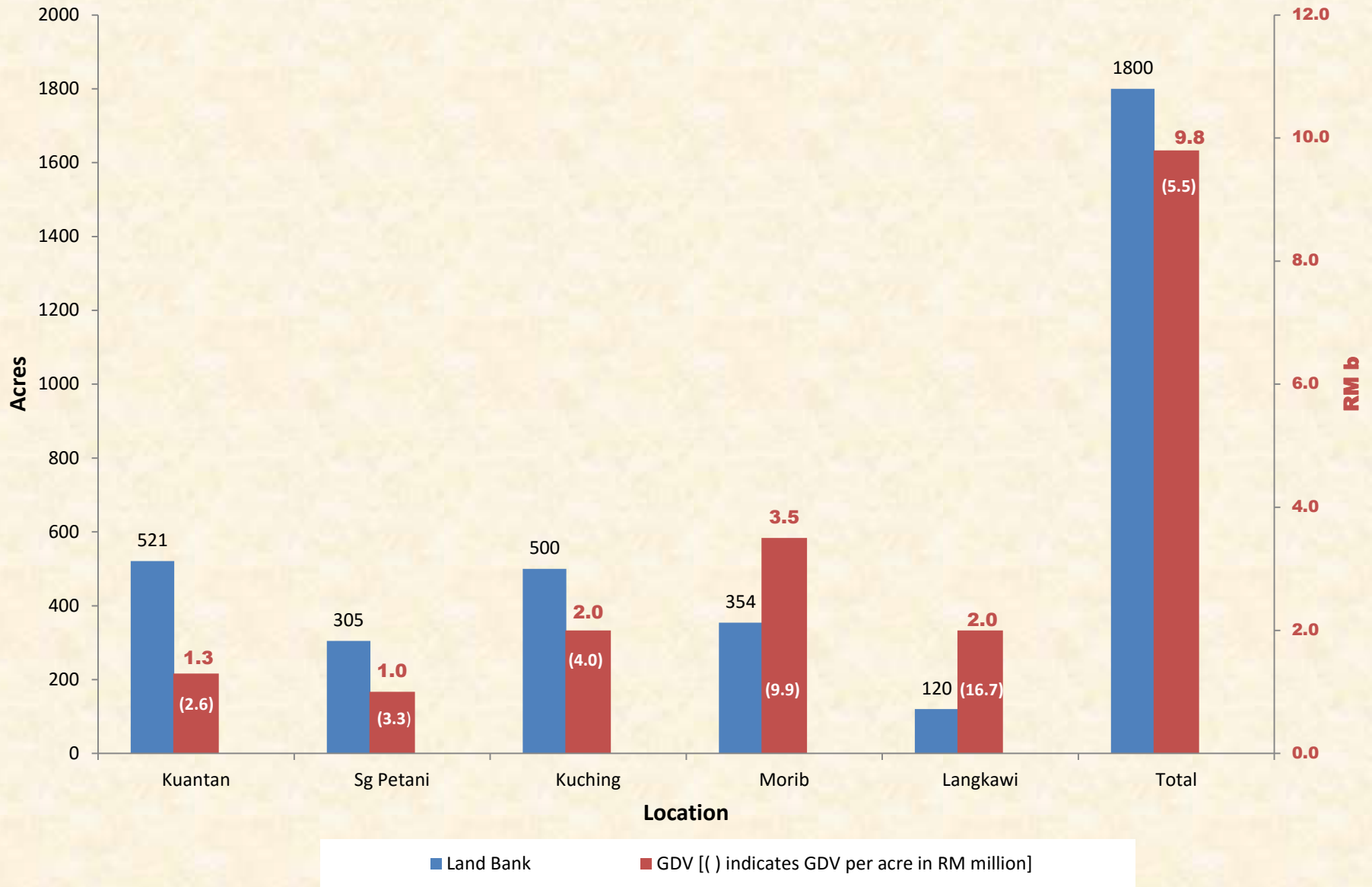
4. On-Going Projects – Morib & Kuching

	Project Name	Location	Dev. Type	Units (a)	Land Area (acres) (b)	GDV (RM Mill) (c)	Avg. Selling Price (RM '000) (d=c/a)
i	Global Heritage - Riviera	MBRC	Twin Resort Villas	156	10.0	101	647.4
ii	Ataria	BSRC	Studio & 2 Bedroom Apartments	420	5.9	98.8	235.2
iii	BSG1		SSTH1	67	15.5	14.4	215.0
iv			Semi-D	72		26.3	365.3
v			SSTH2	104	15.3	22.5	216.3
Vi			SSTH3	94		20.4	217.0
			TOTAL			913	46.7

6.0: Catchment Population & Residential Completion



7.0: Focus Expansion & Future GDV



B5- Bukit Rengin 3 – Property Types & Pricing

Property Types	TOTAL GDV (Estimated)			TARGET SALE LAUNCHING	
	UNIT	STD PRICE	RM		
TERRACE A- 20' X 60'	263	148,000.00	38,924,000	Jul-16	
TERRACE B- 20' X 63'	262	158,000.00	41,396,000		
TERRACE C- 20' X 65'	410	168,000.00	68,880,000		
SINGLE STOREY SHOP 20' X 70'	20	198,000.00	3,960,000		
Subtotal	955	-	153,160,000		
*LOW COST 20' X 50'	132	60,000.00	7,920,000		
TOTAL	1,087	-	161,080,000		
Gross Development Cost			107,212,000	(70%)	(Excluding Low Cost Units)
Gross Profit			45,948,000	(30%)	

* Low Cost Units are to be handed over to State Gov't as premium payment

Morib- Rumah SelangorKu & Pricing

Property Type	Units	Price Per Unit	GDV	GDC	GP
Rumah Selangor Ku Apartment	636	\$220,000	RM140M	RM97.6M	RM42.4M

Unbilled Sales @ 31/03/2016

No	Projects	Type	GDV (RM Mil)	Total Sales (RM Mil)	Rev Recognised (RM Mil)	Unbilled Sales (RM Mil)
1	Taman Indera Sempurna II @ Kuantan	SS Shop	7.31	7.31	6.65	0.66
2	Global Heritage @ BGRC	Venice	19.82	12.14	8.43	3.71
3	Desa Hijauan @ BGRC	Sepanyol & Belanda	18.14	14.80	13.04	1.76
4	Taman Bukit Gambang	SSTH	69.49	69.00	67.19	1.81
5	Taman Bukit Gambang 2	Semi Detached	28.69	15.64	8.70	6.94
6	Taman Bukit Gambang 2	SSTH	10.65	8.79	2.01	6.78
7	East Coast Bazaar	SS & DS shops	41.12	16.82	6.87	9.95
8	Ataria Service suites	Studio & family	100.80	46.67	10.78	35.90
9	Borneo Samariang Garden 1	SSTH	14.38	10.00	1.38	8.62
10	Borneo Samariang Garden 1	SMD	26.29	4.42	0.42	4.00
11	Borneo Samariang Garden 2	SSTH	42.94	14.29	1.90	12.39
12	1 prima	Design & Build Contract	82.00	82.00	70.66	11.34
13	TIS 3		90.00	90.00	4.29	85.72
14	Salak Maju		20.00	20.00	0.76	19.24
	Total		571.63	411.88	203.08	208.80