



Sentoria Group Berhad

FY2016 Results & Corporate Update

December 1st, 2016

Sentoria's pretax profit up 21.7% with new property sales increased 1.4x to RM228million

Kuala Lumpur, Malaysia, 29th November, 2016 - The pre-tax profit of Sentoria Group Berhad (Sentoria; 建乐集团, Bloomberg: SNT:MK, Reuters: SNT0.KL) expanded by 21.7% to **RM45.2 million** for the current financial year FY2016 from **RM37.1 million** in the preceding financial year. This profit was achieved on the back of Group's revenue of RM224.2 million for FY2016, an increase of 2.1% over that of RM219.6 million for the preceding financial year.

The Property Development Division delivered consistent profits for both financial years while the Leisure and Hospitality Division turned around from an operating loss of RM6.6 million in the preceding financial year to a marginal loss of **RM89,000** for FY2016.

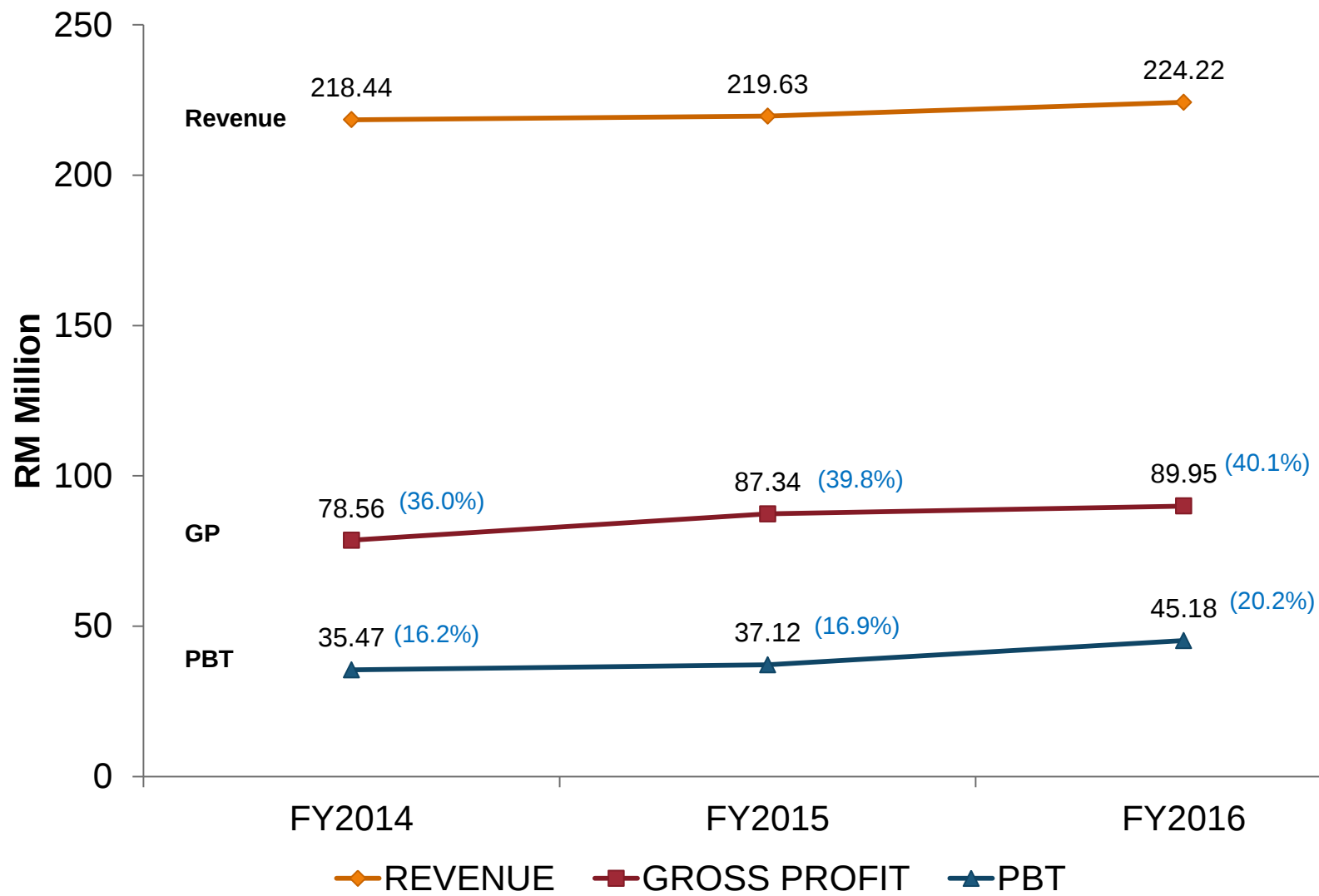
Sentoria Group Berhad's FY2016 results:

Financial Summary (Unaudited Consolidated Results)	Full Financial Year	
RM Million	2016	2015
Revenue	224.2	219.6
Gross Profit	89.9	87.3
Profit Before Tax	45.2	37.1
Profit After Tax	33.1	32.1

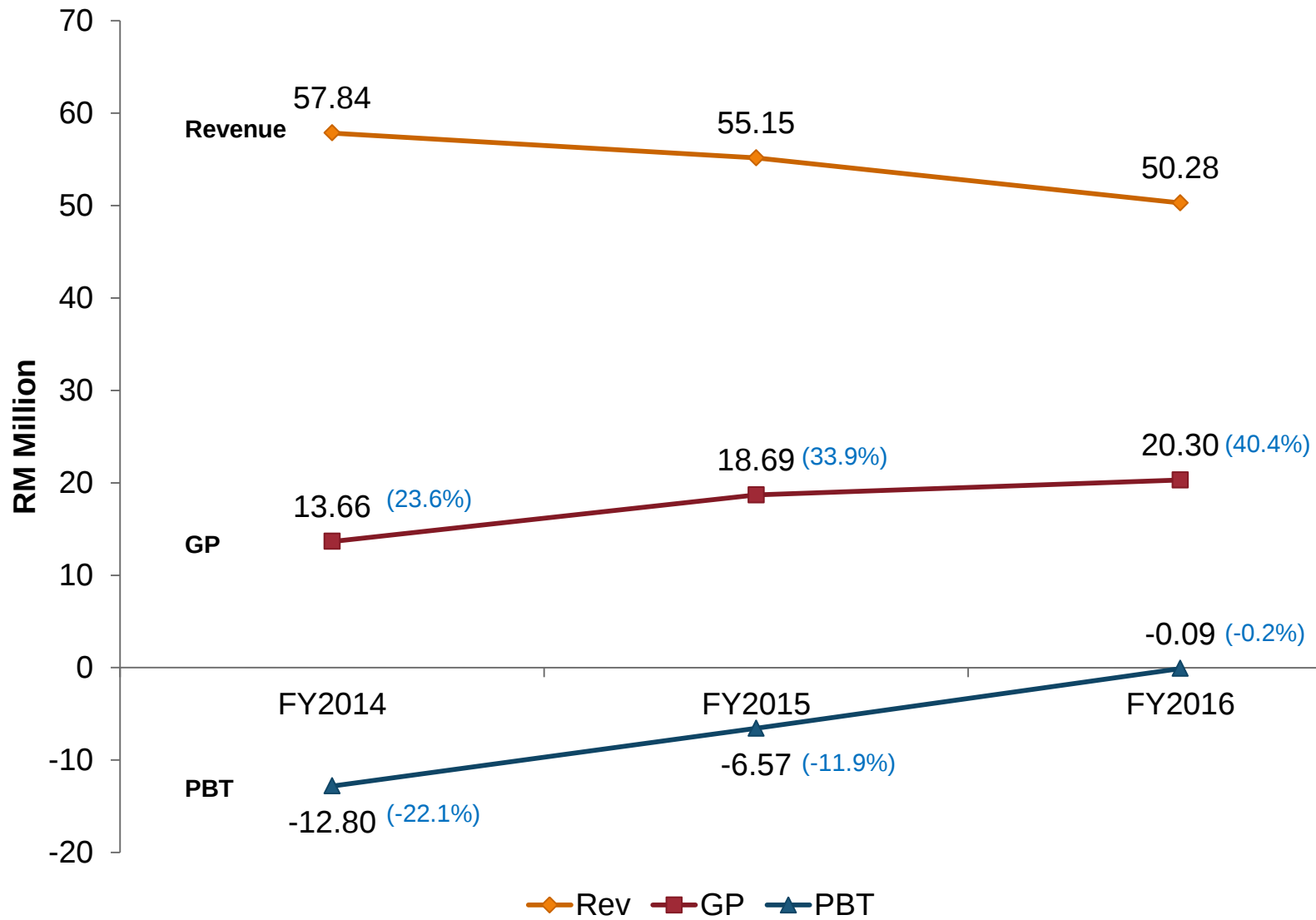
New property sales increased to **RM228.6 million** in FY2016 from **RM93.6 million** for FY2015. The increase was attributed to its expansion to Morib and Kuching. The Group's forte in building affordable homes in Kuantan, Pahang is now complemented with its development projects in Morib and Kuching.

The Group's unbilled sales as of 30 September 2016 was **RM293.4 million** as compared to that of **RM101.4 million** as of the end of the previous financial year. The on-going projects together with the planned new launches (estimated GDV of RM400 million) in the coming financial year should augur well for Sentoria.

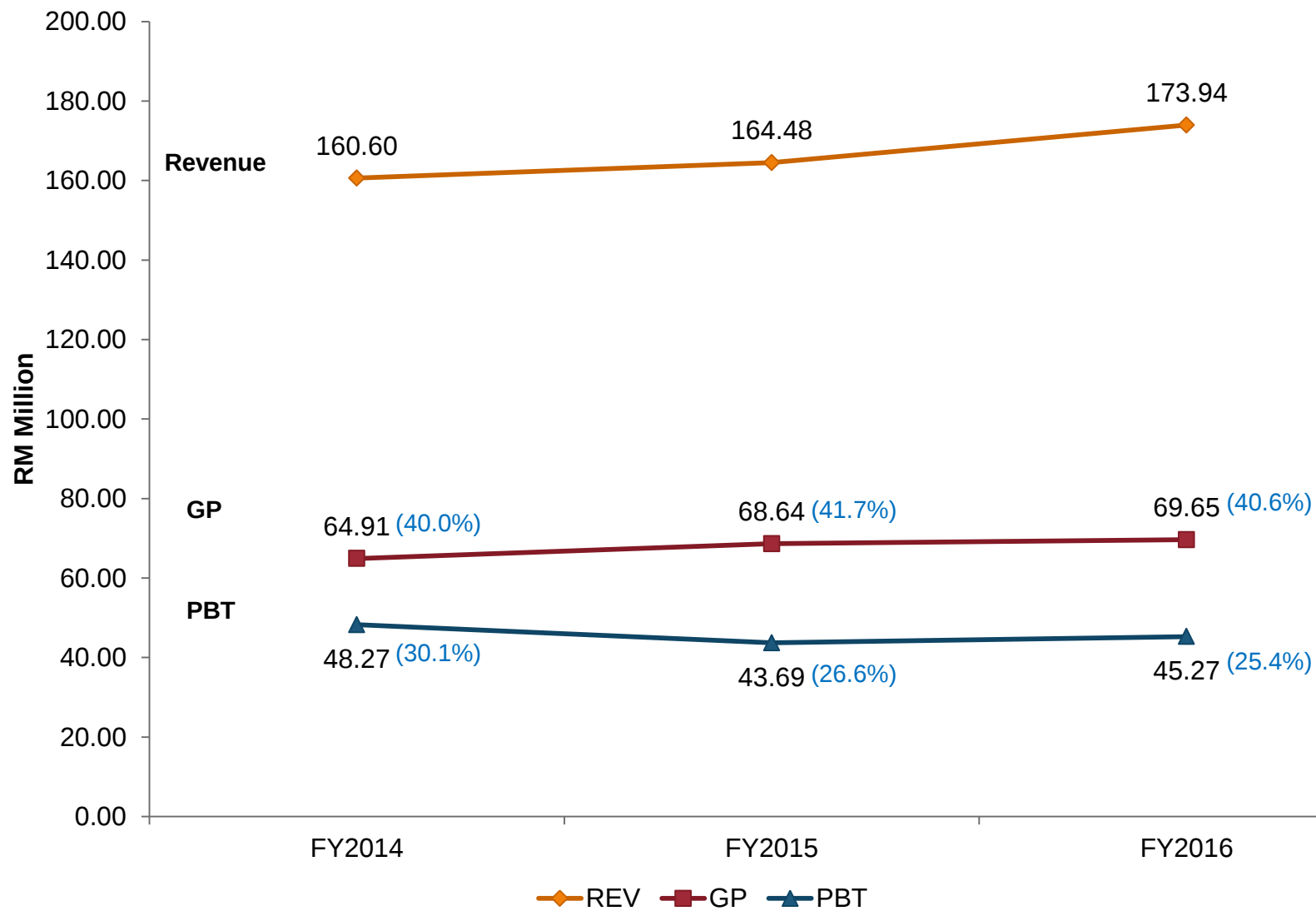
1.1 - Group Financial Performance



1.2 - Leisure & Hospitality Financial Performance



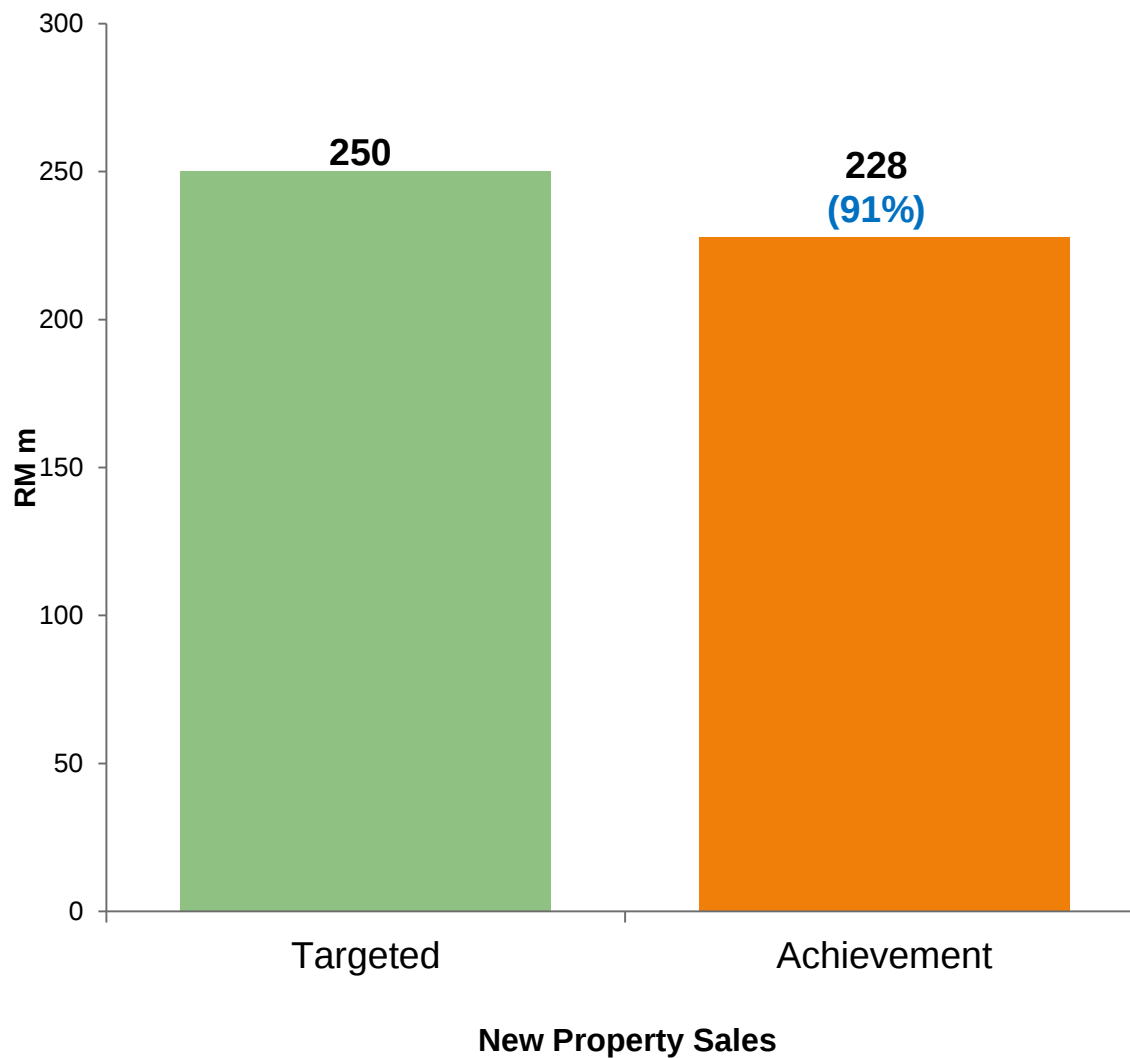
1.3 - Property Division Financial Performance



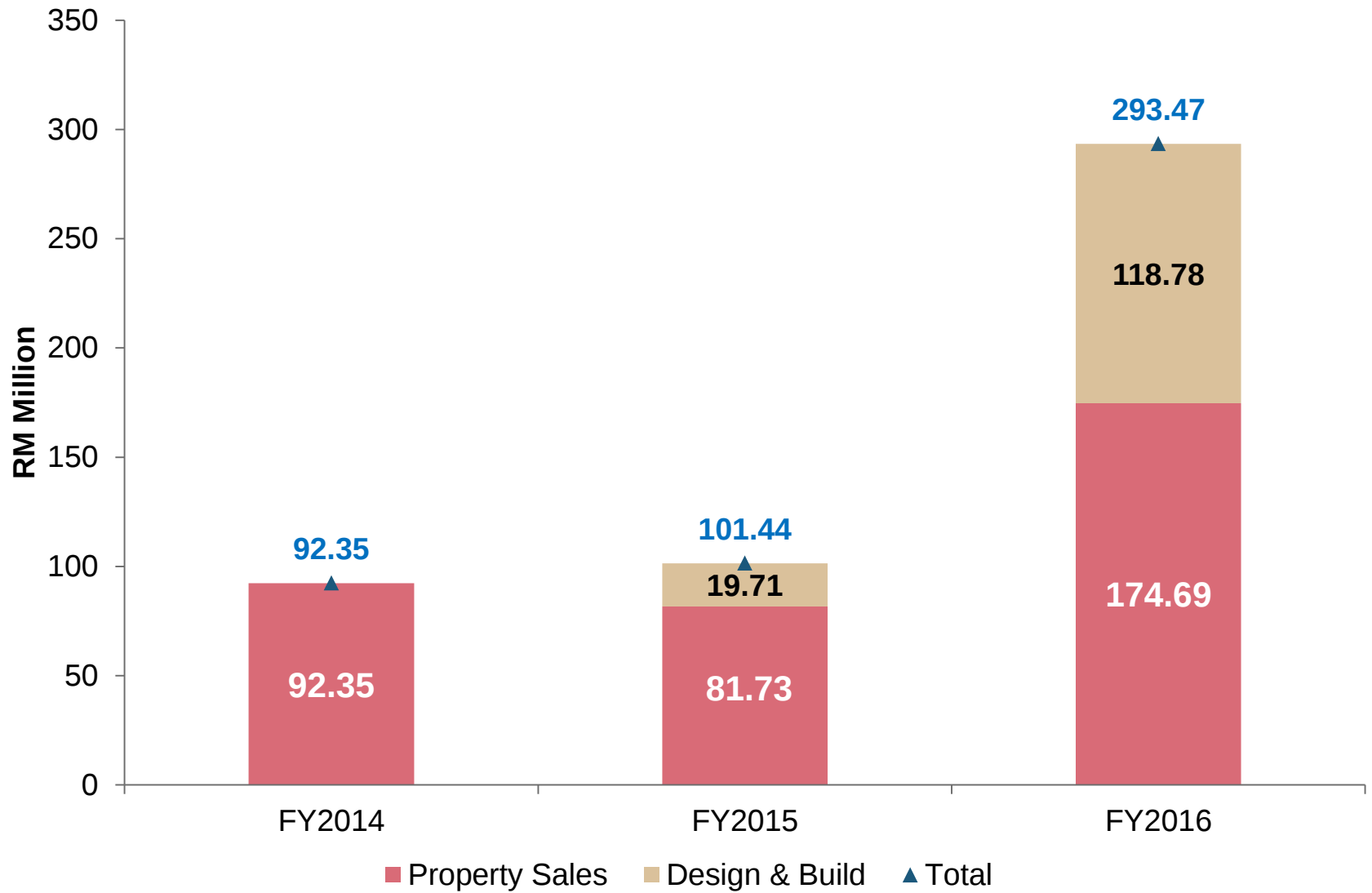
1.4 Operating Cash Flow

		CURRENT YEAR	CURRENT YEAR	PRECEDING YEAR
		30/09/2016	31/3/2016	30/09/2015
		RM'000	RM'000	RM'000
Operating Activities				
Profit before taxation		45,182	16,746	37,123
Adjustments for :				
	Amortisation and depreciation	12,387	6,324	11,980
	Biological assets written off	338		311
	Interest and commission expense	4,842	3,725	9,427
	Property, plant and equipment written off	-		7
	Gain on disposal of property, plant and equipment	-		(161)
	Interest income	(534)	(198)	(683)
	Fair value gain on revaluation of investment properties	(5,752)		(3,301)
Operating profit before changes in working capital		56,463	26,597	54,703
	Land held for property development	(63,948)	(53,078)	(4,730)
	Property development costs	202	(26,738)	(6,053)
	Inventories	407	(25)	1,059
	Amount due from customers	(18,643)	-	(139)
	Receivables	(35,729)	7,759	(7,125)
	Payables	5,144	(25,024)	(15,370)
Cash (used in)/generated from operations		(56,104)	(70,509)	22,345
	Interest and commission expense paid	(4,842)	(3,725)	(9,427)
	Interest income received	534	198	683
	Net tax paid	(12,127)	(4,846)	(13,398)
Net cash (used in)/generated from operating activities		(72,539)	(78,882)	203

2.1 – FY2016 New Sales from Property Development



2.2(a) - Unbilled Sales



2.2(b) - Property sales and unbilled sales

		FY 2014			FY 2015			FY2016 *(Unaudited)		
		Property	Design & Build	Total	Property	Design & Build	Total	Property	Design & Build	Total
1	As at 1st Oct	164.2	-	164.2	92.4	-	92.4	81.8	19.7	101.5
2	Sales	88.8	-	88.8	93.6	80.0	173.6	228.5	137.4	365.9
3	Revenue Recognised	160.6	-	160.6	104.2	60.3	164.5	135.6	38.4	174.0
4	As at 30th Sept	92.4	-	92.4	81.8	19.7	101.5	174.7	118.7	293.4

3.0 – Situational Analysis

3.1 – Leisure & Hospitality Division

- Declining disposable income
- Weak consumer sentiment

3.2 – Property & Development Division

- Challenging property market
- Government emphasis on affordable housing:
 - 100% waiver on Stamp Duty for Transfer of Title & Loan documentations as compared to only 50% waiver currently Limited to house value of up to RM300,000
 - Housing Loan qualification increased from RM120,000 to RM200,000 (up to RM750,000)

3.2 – Property & Development Division

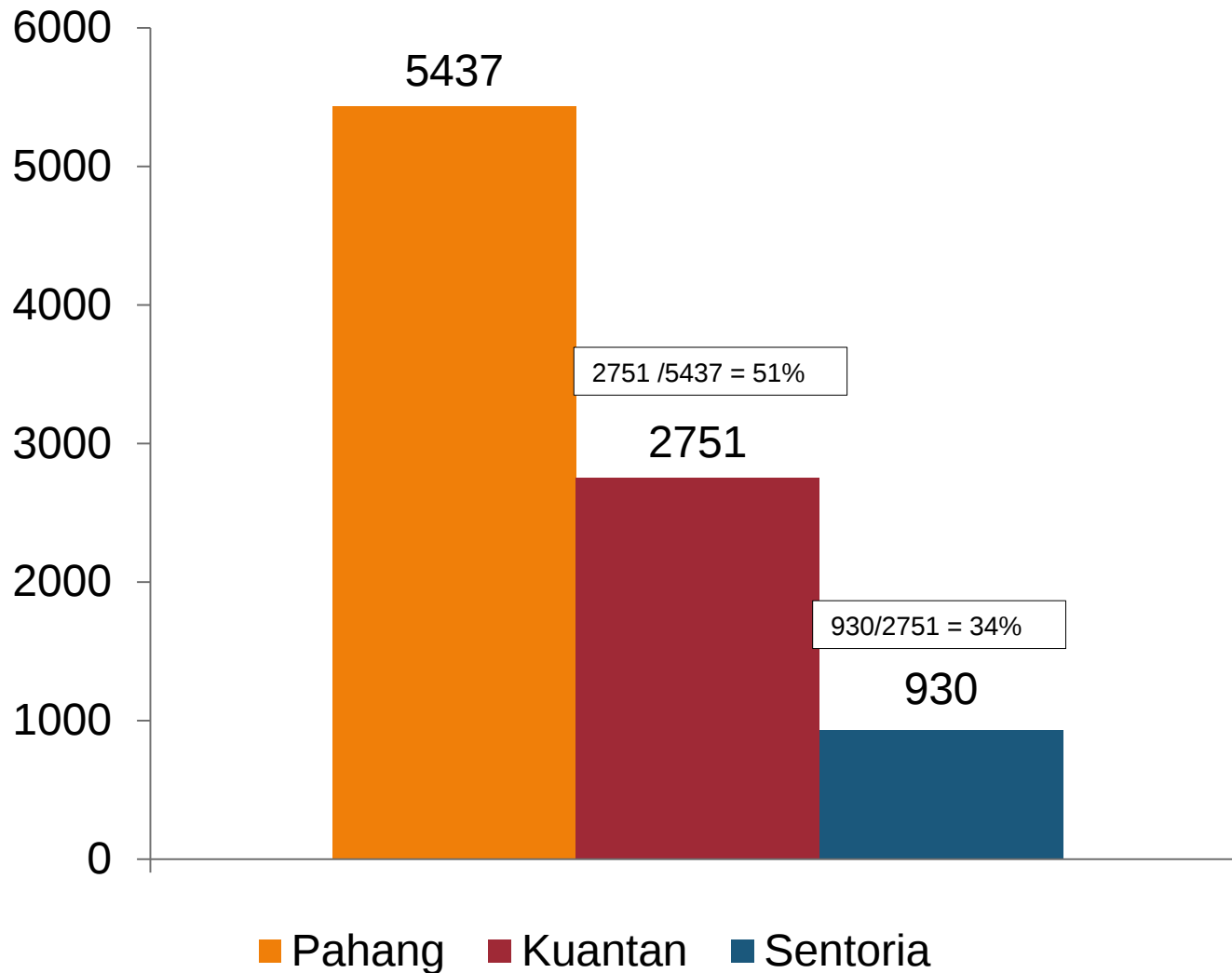
- Affordable housing developer

3.2(a) - Sentoria's Property Products Composition

	Completed	On-Going	Total
Units ≤ RM300K	7,275 (98%)	3,316 (92%)	10,591 (96%)
Units > RM300K	104 (2%)	285 (8%)	389 (4%)
Total Residential Units	7,379	3,601	10,980

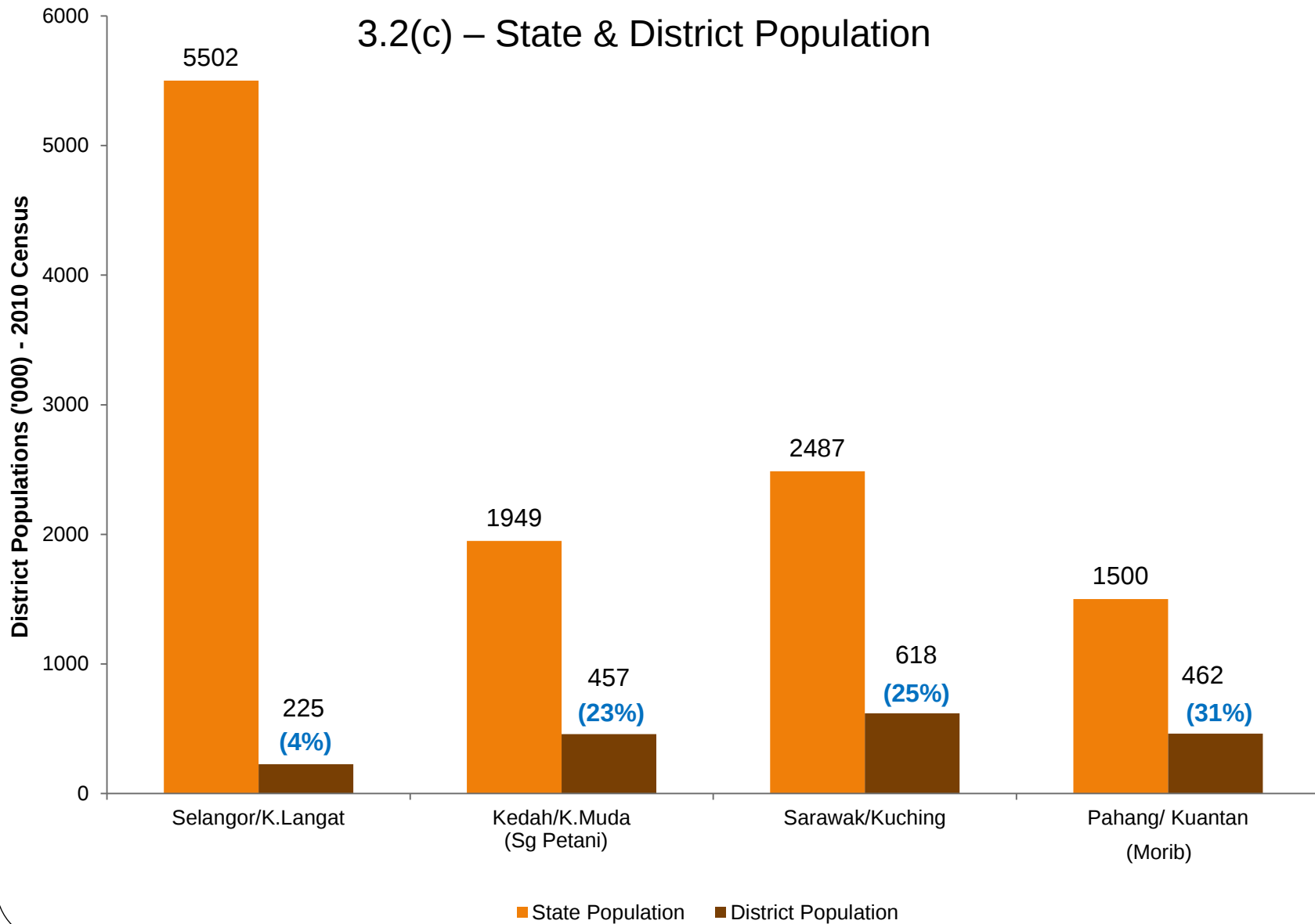
- Dominant Market Share

**3.2(b) - Residential Properties Completion
(2012 – 2015 Yearly Average)**



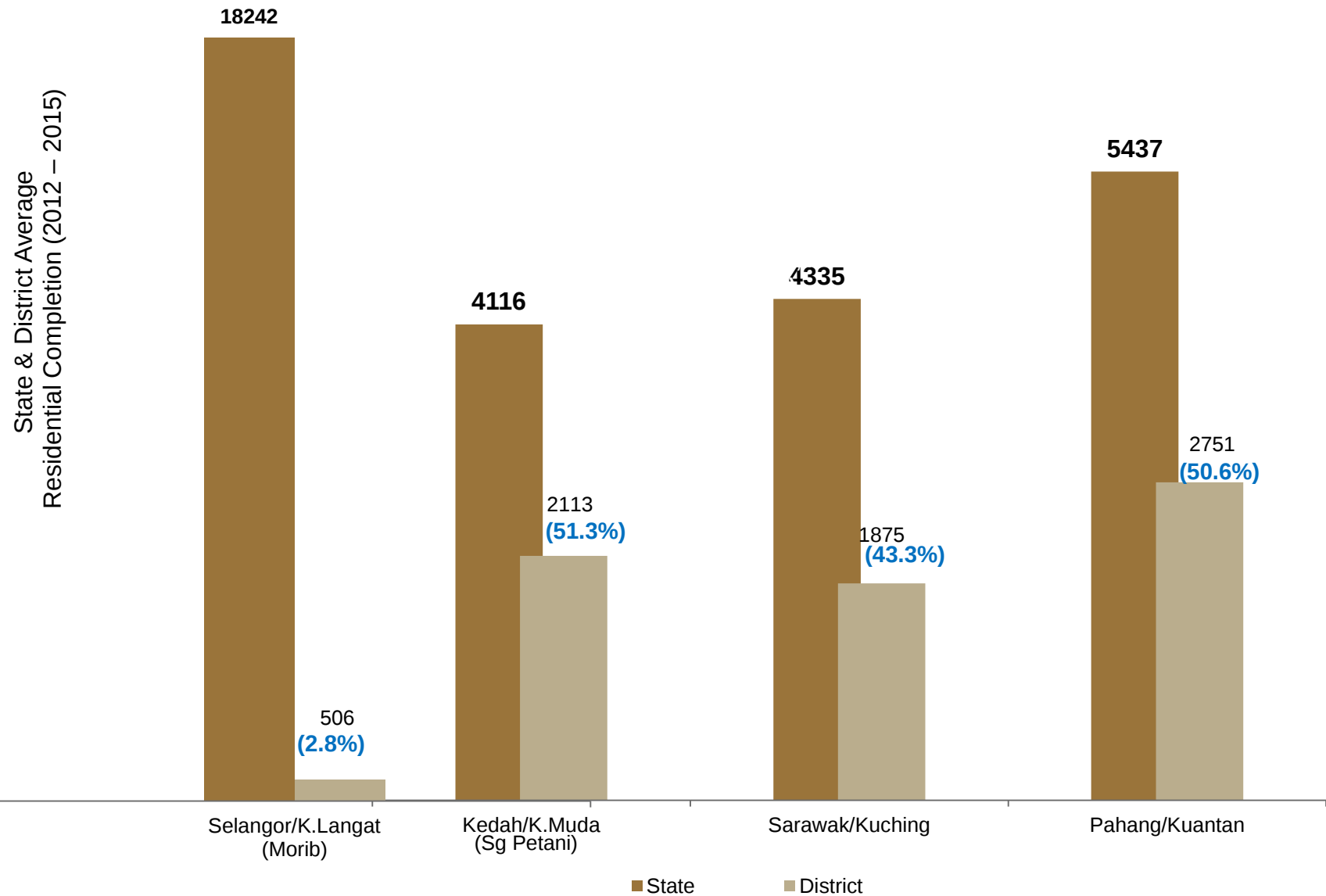
- Market Potential

3.2(c) – State & District Population



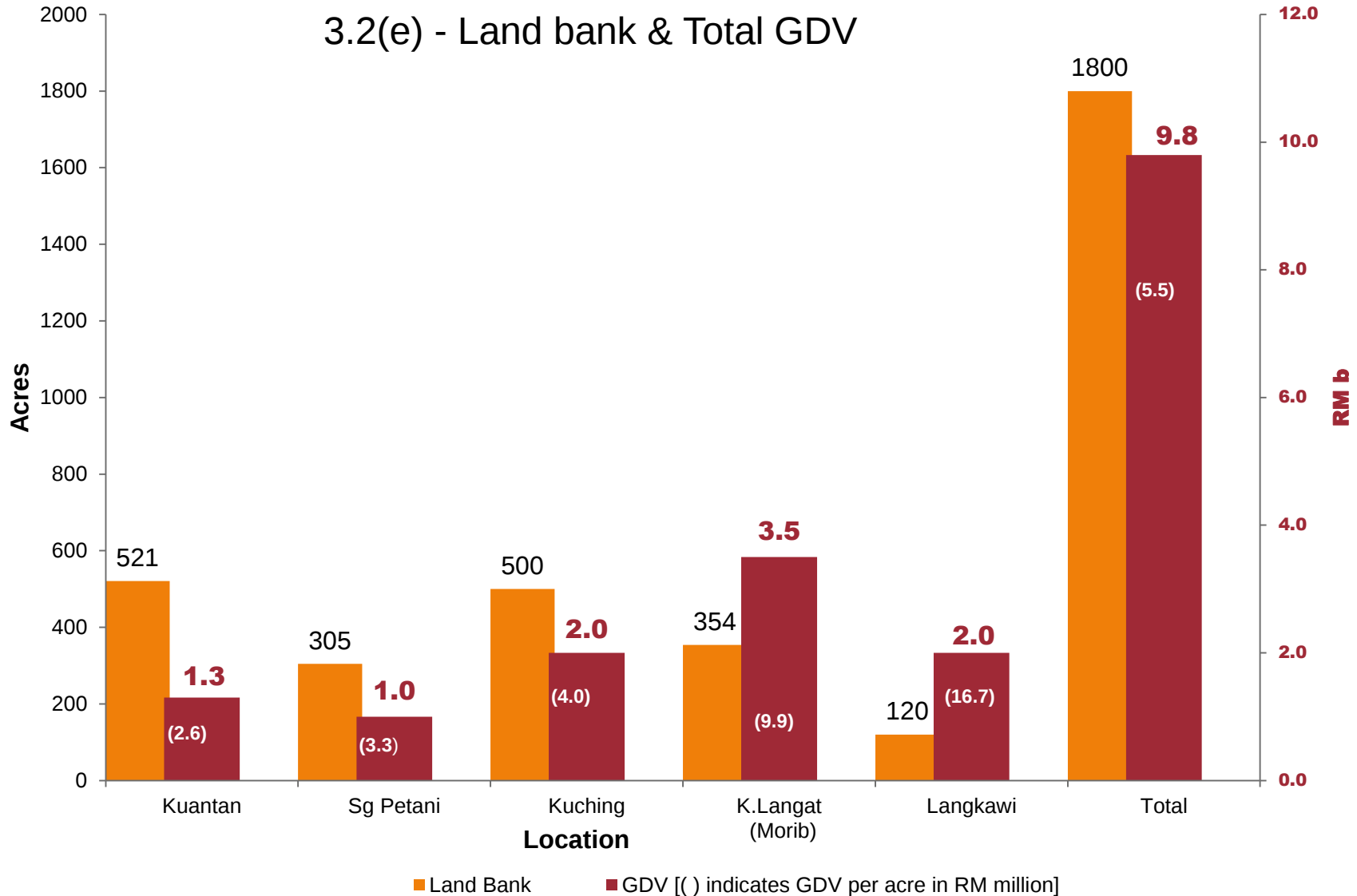
- Dynamic Catchment Area

3.2(d) - Residential Unit Completion (4 years average)



- Sufficient land bank

3.2(e) - Land bank & Total GDV



4.0 – Moving Forward

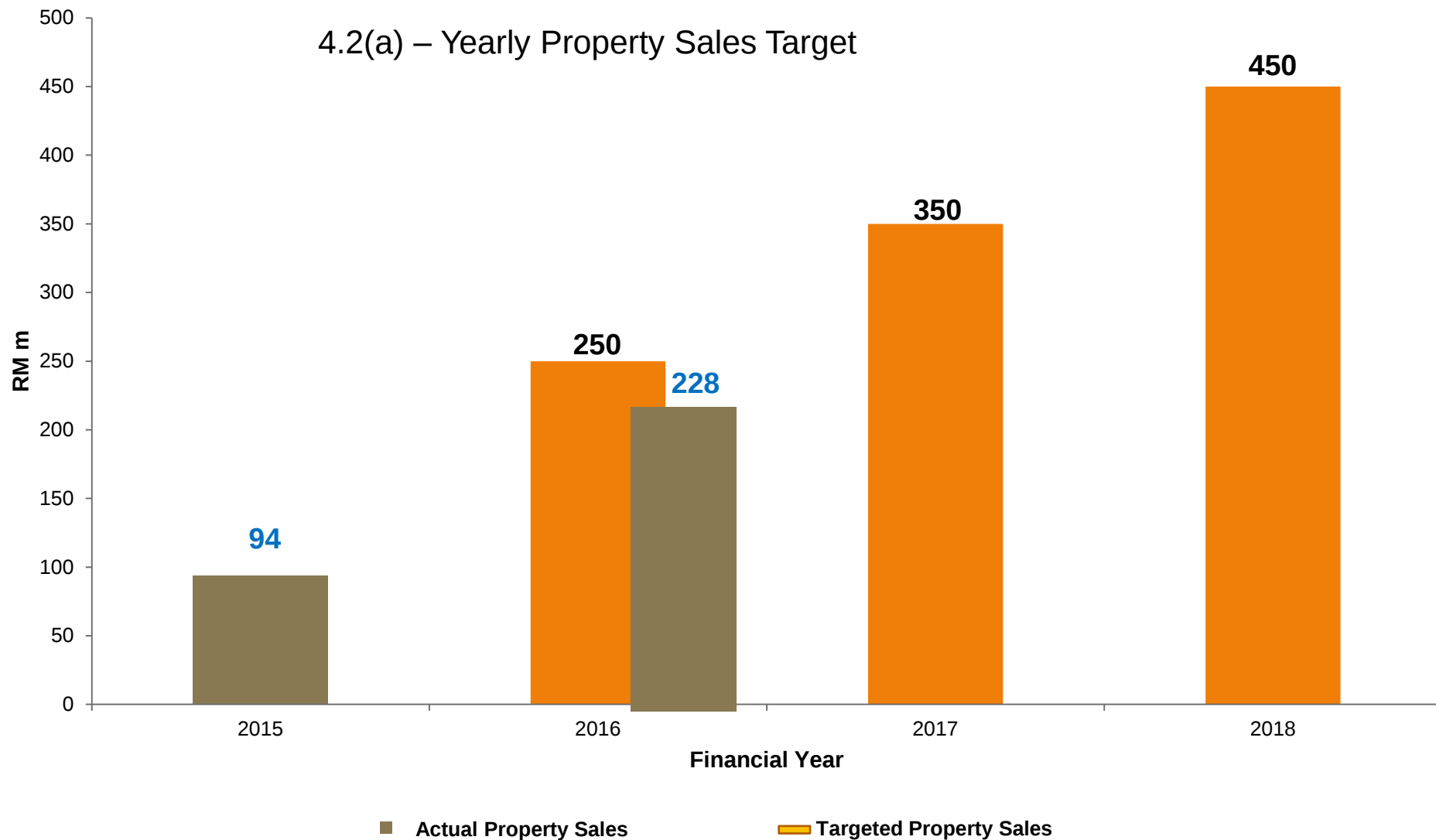
4.1 - Leisure & Hospitality Division

- ✓ Improve Guests Experience

4.2 – Property Development Division

✓ Intensify Property Launches

4.2(a) – Yearly Property Sales Target

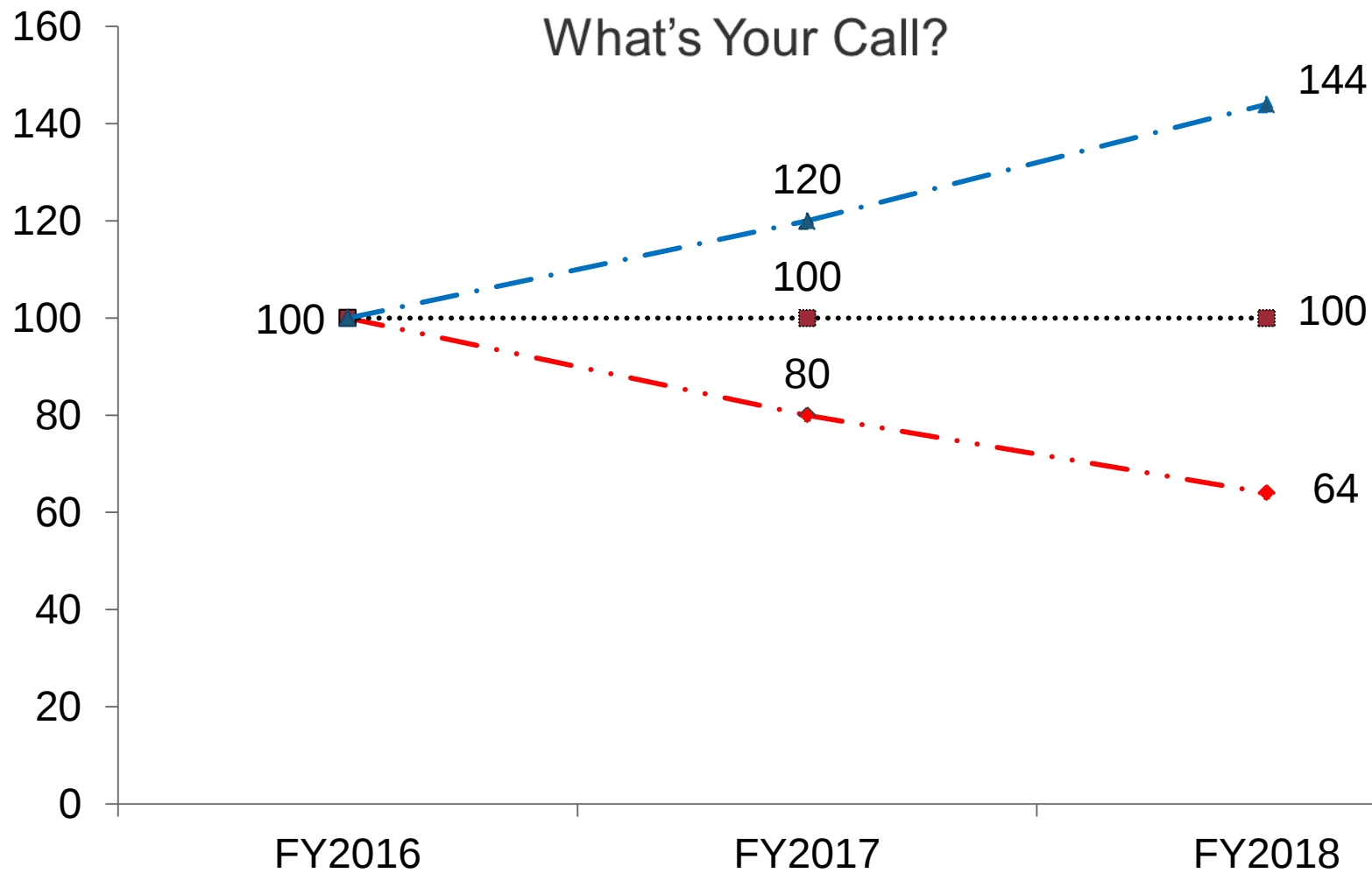


4.2(b) - Upcoming Launches (FY2017)

Regions	On-Going Projects (RM Mill)			FY2017 New Launches (RM Mill) (d)	Total Available (RM Mill) (e)=(c)+(d)
	GDV (a)	SOLD (b)	BALANCE (c)=(a)-(b)		
Kuantan	141.6	87.7	53.9	129.7	183.6
Kuching	215.3	131.1	84.2	131.9	216.1
Morib	95.4	73.3	22.1	138.6	160.7
Total	452.3	292.1	160.2	400.2	560.4

5.0 – Question & Answer

Appendix 1 – 3 Scenarios.....



Thank You



Progress – Borneo Samariang Garden



Progress - Ataria



Progress – Riviera Morib



Progress – Riviera Morib



Progress – Riviera Morib



Progress – Riviera Morib



PEMBELIAN RUMAH PERTAMA

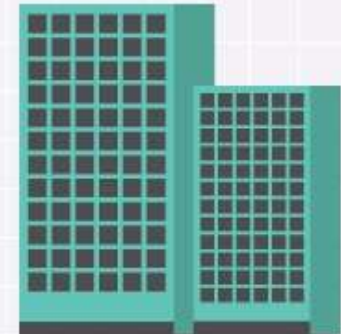


MEMBINA LEBIH 30,000
UNIT RUMAH & DIJUAL
ANTARA

**RM150,000-
RM300,000**



MEMBINA 10,000 UNIT
RUMAH DI BANDAR
UNTUK DISEWA DENGAN
TEMPOH MAKSIMA LIMA
TAHUN



RM200J

UNTUK SYARIKAT PERUMAHAN
NEGARA BAGI MEMBINA LEBIH 5,000
UNIT RUMAH MESRA RAKYAT
DENGAN SUBSIDI
KERAJAAN SEHINGGA

RM20,000
SEUNIT



PENGECUALIAN DUTI SETEM KEPADA 100% SURAT CARA
PINDAH MILIK & SURAT CARA PINJAMAN PERUMAHAN,
BERBANDING 50% PADA MASA INI

TERHAD KEPADA NILAI RUMAH SEHINGGA **RM300,000**





PENJAWAT AWAM



BIASISWA DIPANJANGKAN KEPADA KUMPULAN PELAKSANA



CUTI KUARANTIN 5 HARI TANPA REKOD UTK PENJAWAT AWAM YANG ANAKNYA SAKIT & PERLU DIKUARANTIN



MELUASKAN KEMUDAHAN PEMBIAYAAN KOMPUTER MELIPUTI *SMARTPHONE* DENGAN HAD PINJAMAN SEHINGGA **RM5,000** UNTUK 3 TAHUN



MENAIKKAN HAD KEMUDAHAN PEMBIAYAAN MOTOSIKAL KEPADA **RM10,000**



KELAYAKAN PINJAMAN PERUMAHAN DINAIKKAN KEPADA **RM200,000** HINGGA **RM750,000**



30,000 UNIT PERUMAHAN PENJAWAT AWAM 1 MALAYSIA AKAN DISIAPKAN & DIJUAL 20% DIBAWAH HARGA PASARAN



LANJUTAN *CONTRACT OF SERVICES* DAN *CONTRACT FOR SERVICES* SELAMA SETAHUN



MEWUJUDKAN GRED 56 BAGI PEGAWAI PERUBATAN PAKAR DAN PEGAWAI PERGIGIAN PAKAR



MELANTIK SCARA KONTRAK GRADUAN PERUBATAN, PERGIGIAN DAN FARMASI SELEWAT-SELEWATNYA PADA DISEMBER 2016