

# SENTORIA GROUP BERHAD

ANALYST BRIEFING

(Nov 30<sup>TH</sup>, 2015)

**(Private & Confidential)**

# **1.0 : Affordable Housing & Resort City Development**

## **1.1 - Need for Reasonable Land Entry Cost**

- **Affordable housing developer –**
  - **land cost must be reasonable**
  
- **Location –**
  - **less desirable & not matured**

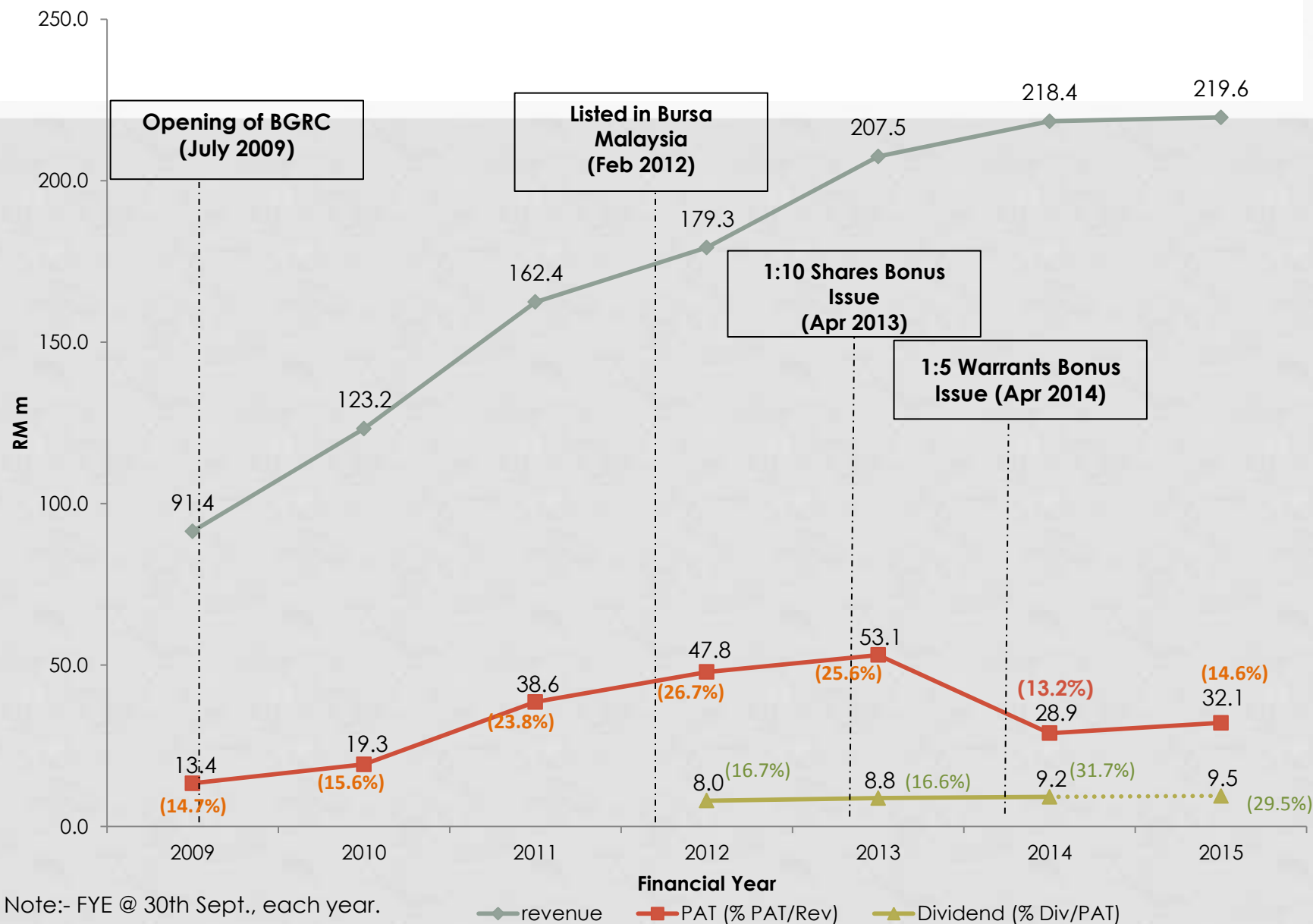
## **1.2 - Rationale for Resort City As Catalyst**

- **To convince land owners**
- **To attract “earlier bird” property buyers**
- **To quickly recoup capital investment**
- **To reap better property return at later stage**
- **To enjoy recurring income from leisure facilities**

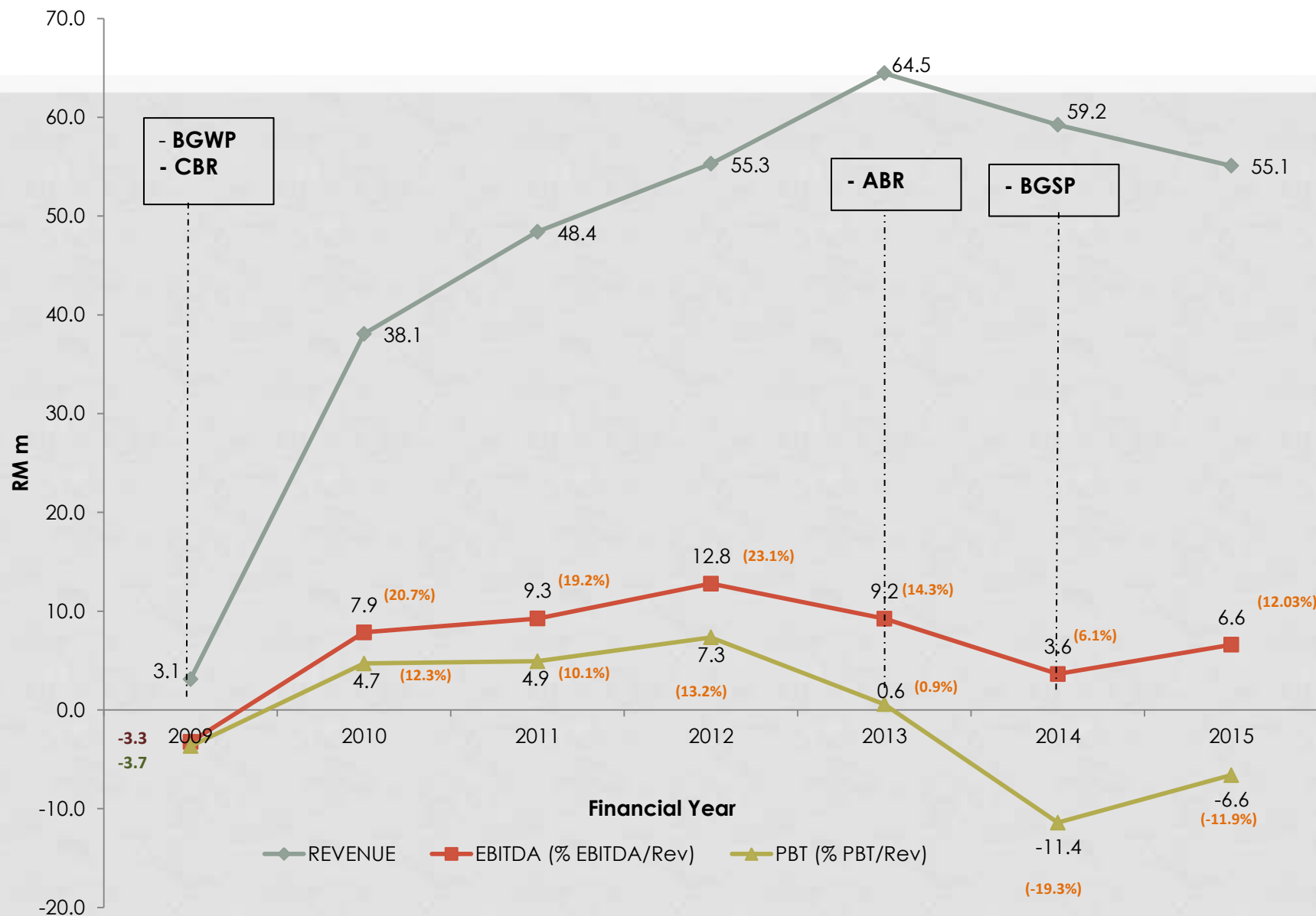
## **1.3 - Benefits for All**

- **Land Owners**
- **Property buyers**
- **Local community**
- **Sentoria's Shareholders**

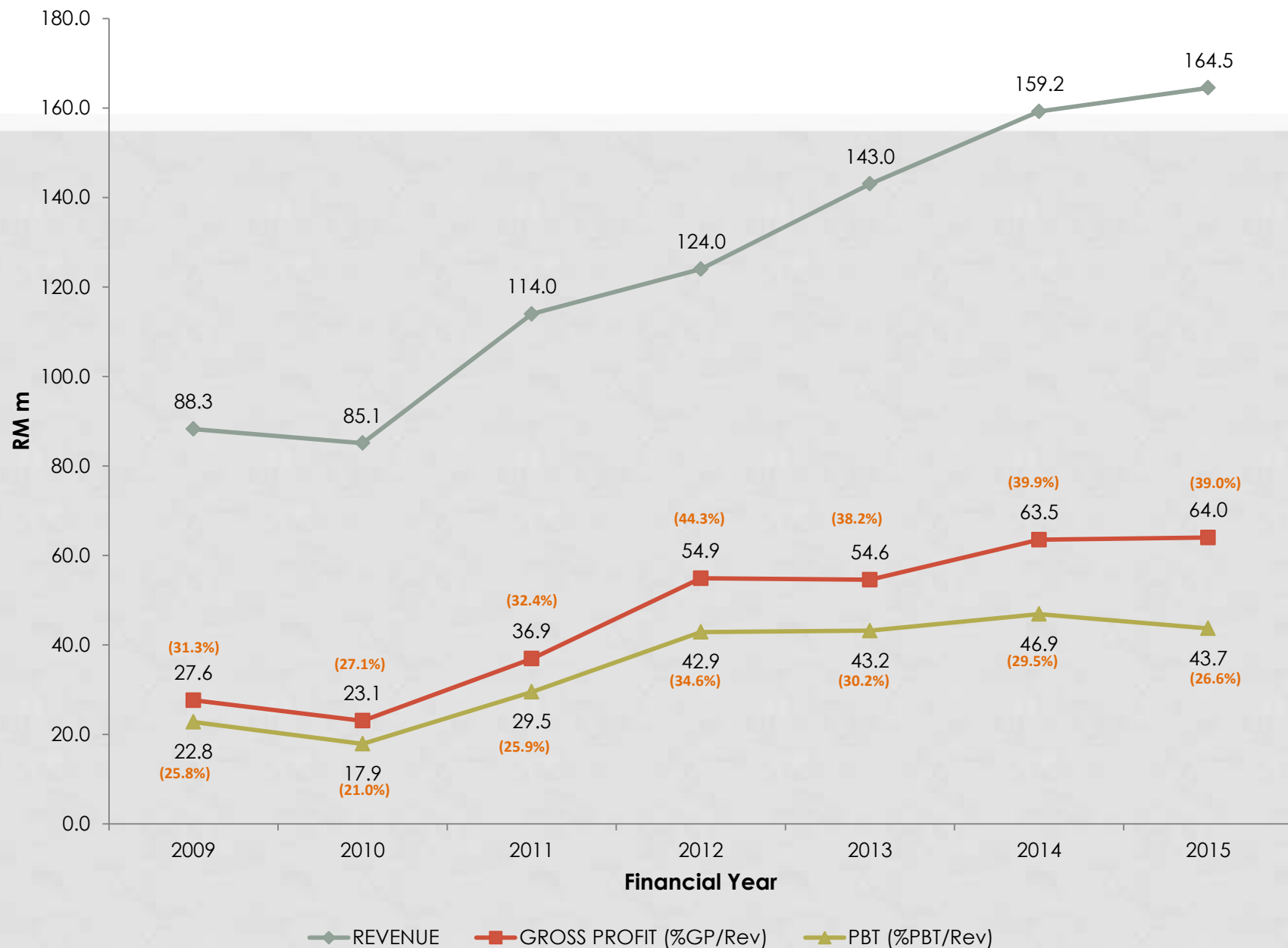
## 2.0: Financial Performance



### 3.0: Leisure & Hospitality - Revenue, EBITDA & PBT



## 4.0: Property & Construction - Revenue, GP & PBT



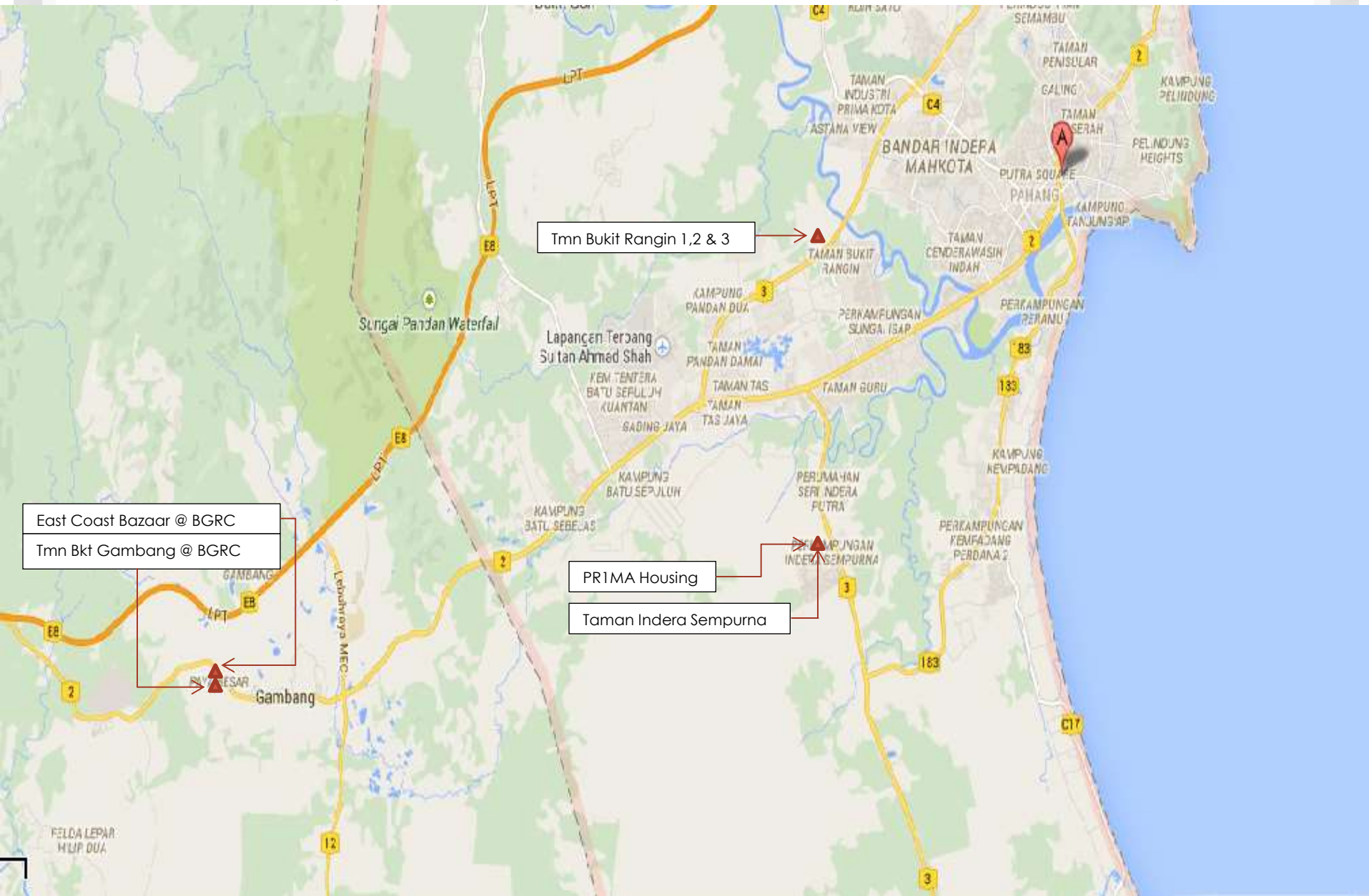
## 5.0: Geographical Diversification



	Period	Region ( Acres )					
		Kuantan	Klang Valley	Kuching	Sg Petani	Langkawi	Total
1	Pre Listing (2000 – 2011)	942	7	-	-	-	949
2	Post Listing (2012 – 2014)	470	354	500	305	120	1,749
	Total	1,412	361	500	305	120	<b>2,698</b>



## 5.1: Kuantan Project Sites Location



## 5.2 : Borneo Samariang Resort City Site Location



## 5.3 : Morib Bay Resort City Site Location





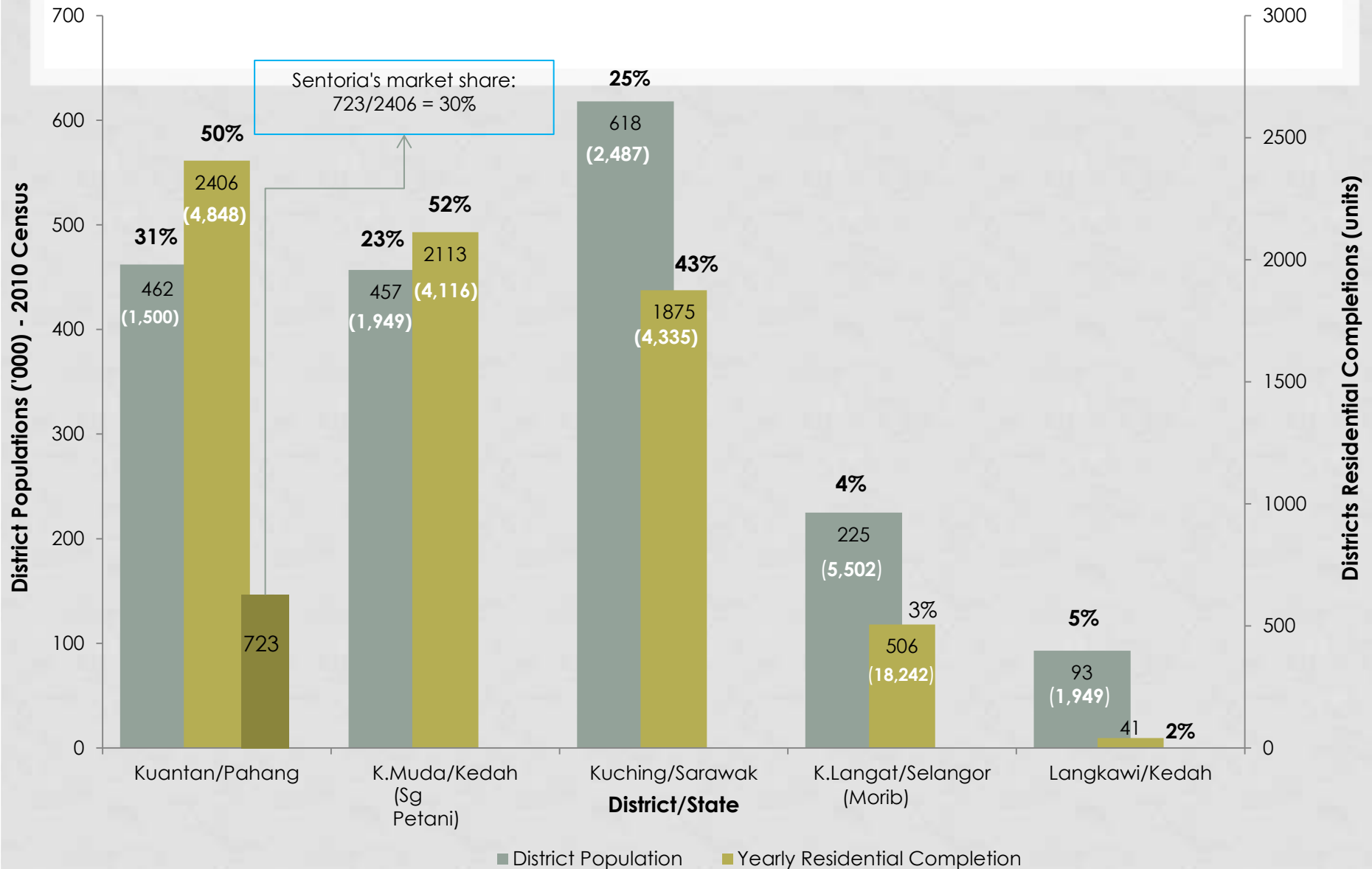
## 5.4: Sg Petani Site Location



## 5.5 : Langkawi Sites Location



## 6.0: Catchment Population & Residential Completion



## 6.1 : Location Highlights

- Kuantan, Sg Petani & Kuching
  - Most vibrant districts
  - Sentoria – becoming a dominant player
- Morib
  - Central location
  - Alternative to high priced properties
- Langkawi
  - International tourism
  - Tax free & No GST

# 7.0: Focus Expansion & Future GDV



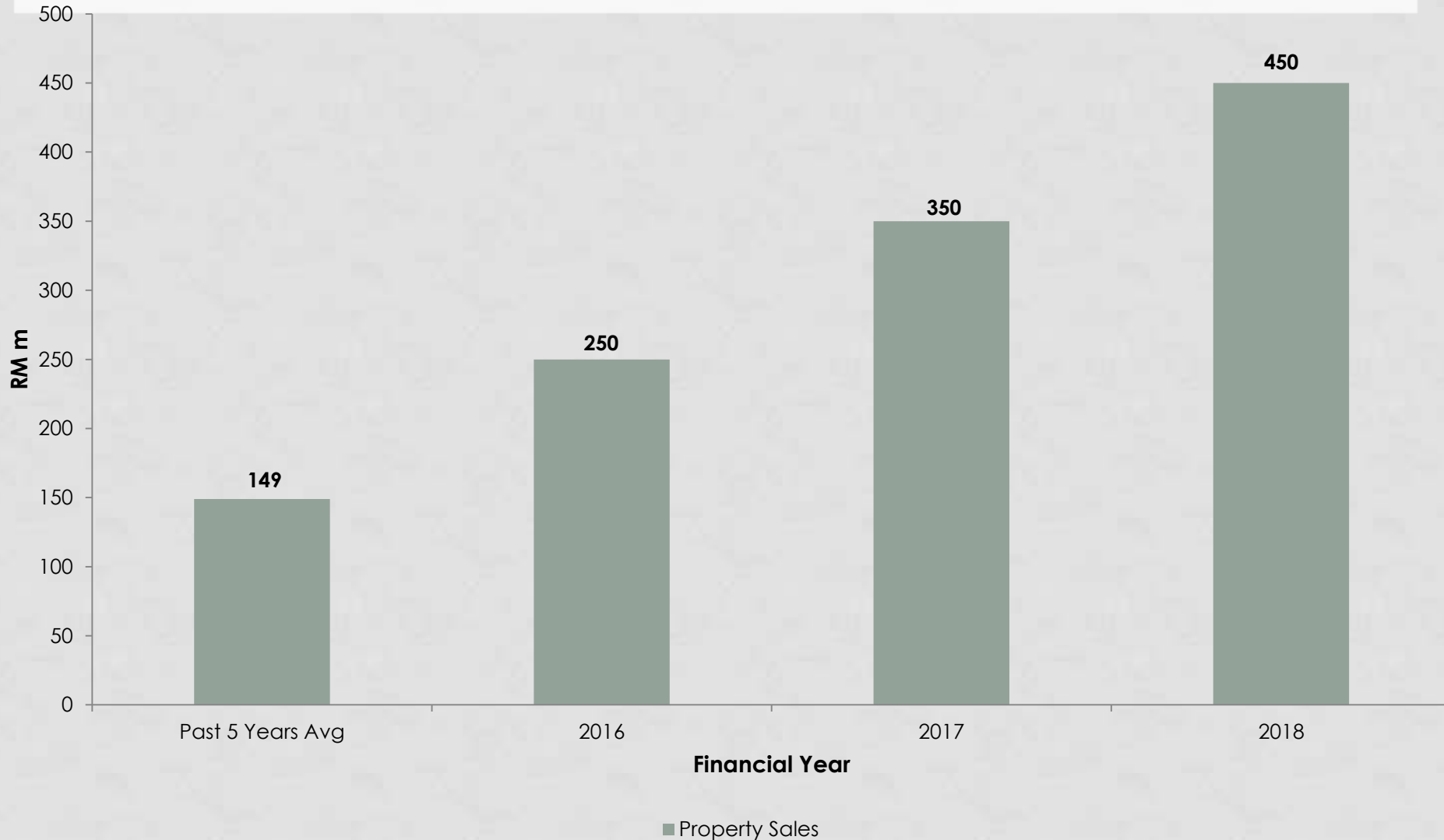


## 8.0: 3 Years Road Map

### 8.1 : New Leisure & Hospitality Facilities

- |      |                             |   |      |
|------|-----------------------------|---|------|
| i.   | Langkawi Nature Park        | - | 2016 |
| ii.  | Borneo Samariang Water Park | - | 2017 |
| iii. | Morib Bay Water Park        | - | 2018 |

## 8.2 : New Sales from Property Development



## **9.0: Takeaway On Sentoria**

- i. Ability to build competitively priced properties
- ii. Sufficient land bank at reasonable cost
- iii. Diversified catchment areas suitable for resort city development
- iv. High total GDV with undemanding GDV per acre
- v. Long development horizon in each locality

## **10.0 : Summary**

**To Grow in Trying Times**

# Questions & Answers