



# Financial Year 2012 Results

Investor Presentation

**PARAMOUNT**<sup>®</sup>  
CORPORATION BERHAD  
(8578-A)

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# Q4 FY2012 Results

## Q4 FY2012 Vs Q4 FY 2011 Financial Results

		Q4 FY2012 (Unaudited)	Q4 FY2011 (Audited)	+/-	%
Revenue	RM'Mil	114.9	139.1	-24.2	-17%
Profit Before Tax	RM'Mil	17.2	29.1	-11.9	-41%
EBITDA	RM'Mil	21.0	32.0	-11.0	-34%
Net Profit	RM'Mil	13.4	16.2	-2.8	-17%
Earnings Per Share	Sen	3.98	4.80	-0.82	-17%
Dividends	Sen	5.00	5.00	0.00	0%

Group Revenue decreased by 17% due to lower progressive billings registered by the property development division.

Group PBT decreased by 41% due to lower contribution from property and construction division, offset by higher contribution from international school.

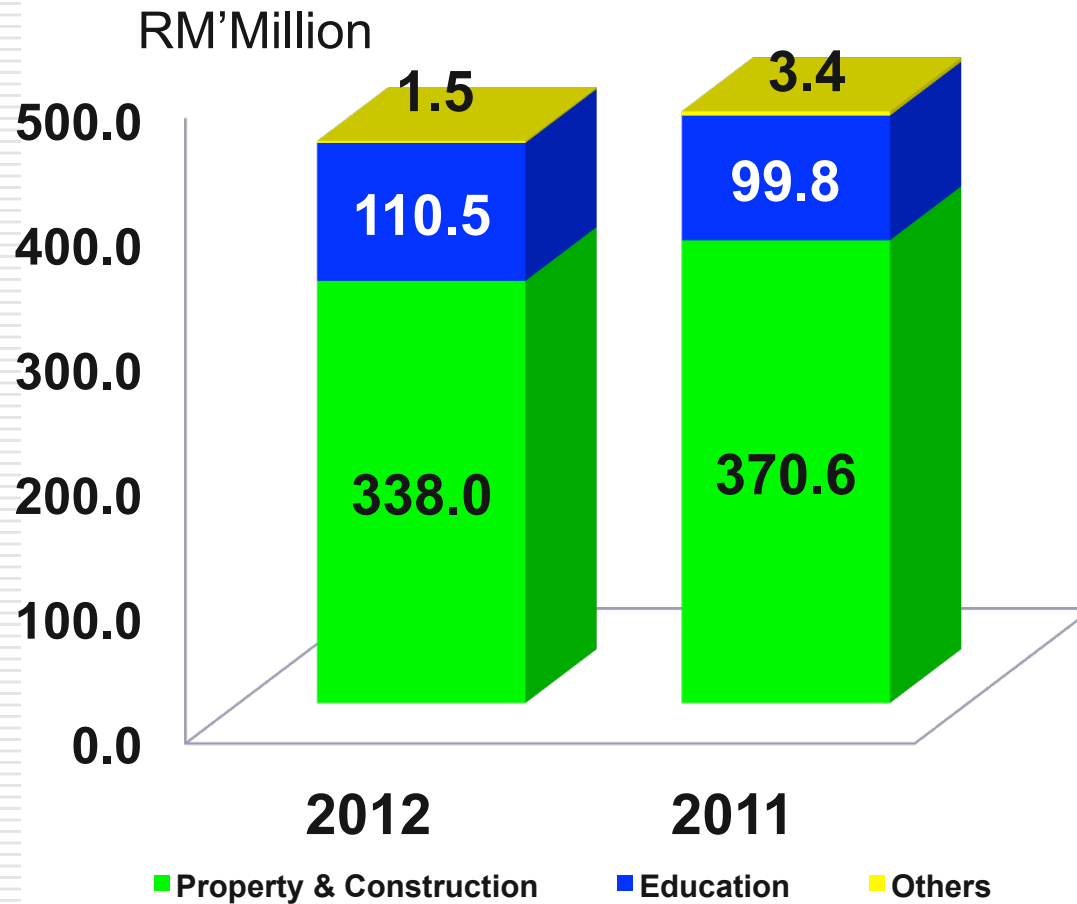
# FY2012 Results

# FY2012 Vs FY 2011 Financial Results

		<b>FY2012 (Unaudited)</b>	<b>FY2011 (Audited)</b>	<b>+/-</b>	<b>%</b>
<b>Revenue</b>	<b>RM'Mil</b>	<b>450.0</b>	<b>473.8</b>	<b>-23.8</b>	<b>-5%</b>
<b>Profit Before Tax</b>	<b>RM'Mil</b>	<b>76.2</b>	<b>110.4</b>	<b>-34.2</b>	<b>-31%</b>
<b>EBITDA</b>	<b>RM'Mil</b>	<b>90.7</b>	<b>123.0</b>	<b>-32.3</b>	<b>-26%</b>
<b>Net Profit</b>	<b>RM'Mil</b>	<b>56.5</b>	<b>71.8</b>	<b>-15.3</b>	<b>-21%</b>
<b>Earnings Per Share</b>	<b>Sen</b>	<b>16.71</b>	<b>21.24</b>	<b>-4.53</b>	<b>-21%</b>
<b>Dividends</b>	<b>Sen</b>	<b>8.0</b>	<b>10.0</b>	<b>-2.0</b>	<b>-20%</b>
<b>Net Asset Per Share</b>	<b>RM</b>	<b>2.07</b>	<b>1.99</b>	<b>+0.08</b>	<b>+4%</b>
<b>Shareholders' Funds</b>	<b>RM'Mil</b>	<b>699.9</b>	<b>672.0</b>	<b>+27.9</b>	<b>+4%</b>
<b>ROE</b>	<b>%</b>	<b>8.4%</b>	<b>11.3%</b>	<b>-2.9</b>	<b>-26%</b>
<b>Gearing Ratio</b>	<b>Times</b>	<b>0.36</b>	<b>0.20</b>	<b>+0.16</b>	<b>+80%</b>

# FY2012 Vs FY 2011 Financial Results

## Revenue By Division

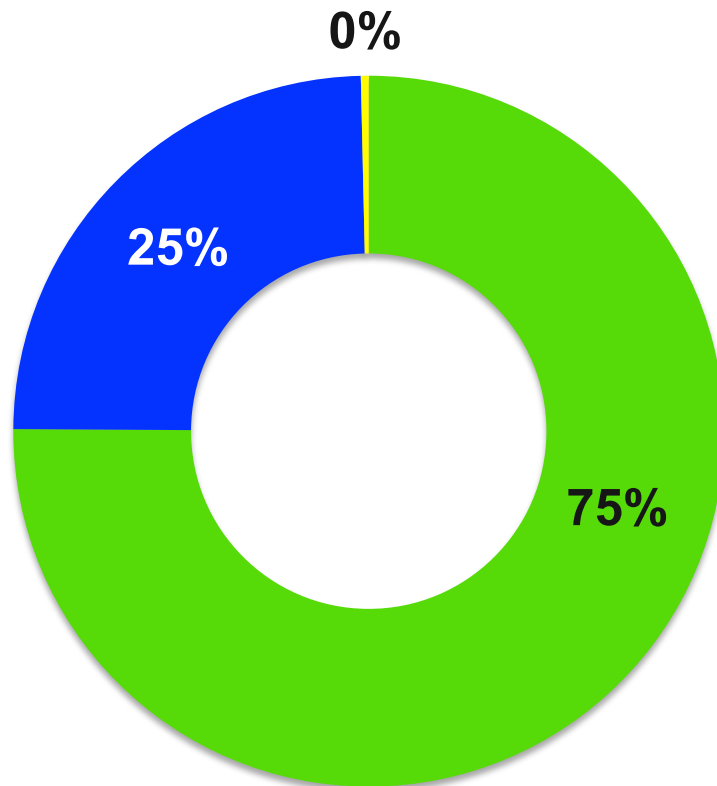


Property & Construction	Revenue decreased by 9% mainly due to lower progressive billings stemming from the near completion of the Kemuning Utama development and the completion of Surian Industrial Park in 2011.
Education	Revenue increased by 11% attributed to higher revenue from international school.

# FY2012 Vs FY 2011 Financial Results

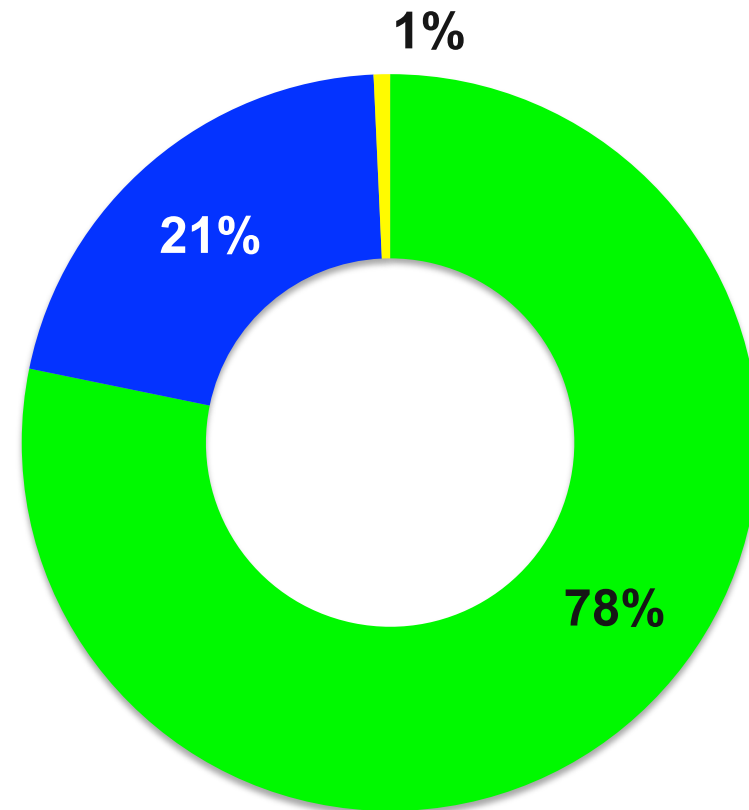
## Revenue By Division (%)

**FY2012 Revenue**



■ Property & Construction ■ Education ■ Others

**FY2011 Revenue**



■ Property & Construction ■ Education ■ Others



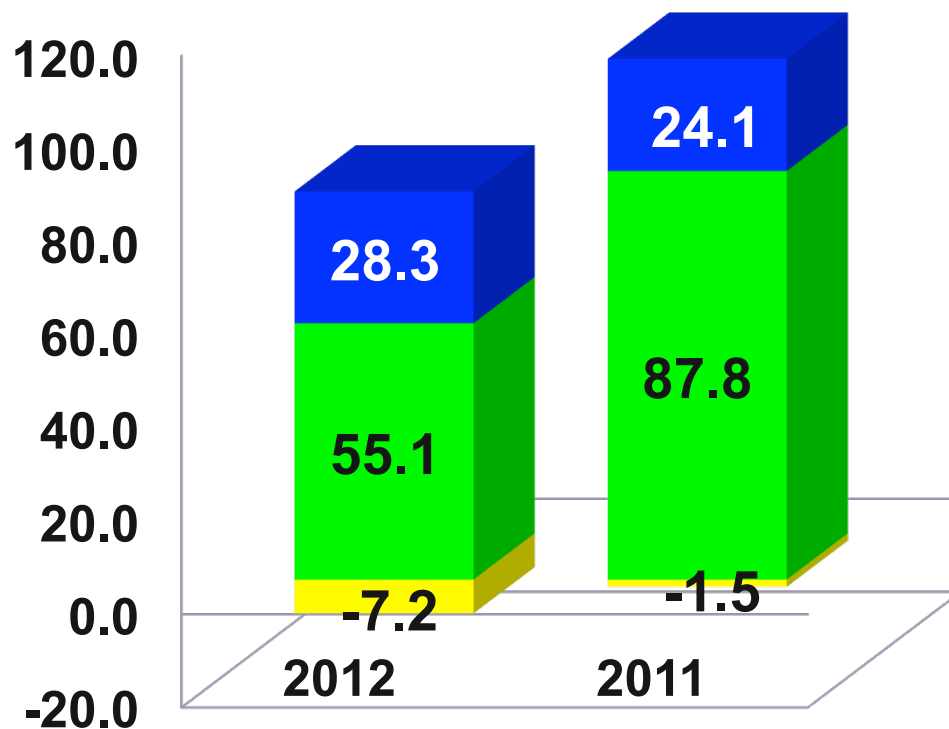
# Statement of Financial Position

RM'000	As at 31.12.2012	As at 31.12.2011
<b>Non-Current Assets</b>	<b>887,875</b>	<b>557,962</b>
<b>Current Assets</b>	<b>304,395</b>	<b>472,449</b>
<b>Total Assets</b>	<b>1,192,270</b>	<b>1,030,411</b>
<b>Current Liabilities</b>	<b>233,962</b>	<b>218,630</b>
<b>Net Current Assets</b>	<b>70,433</b>	<b>253,819</b>
<b>Non-Current Liabilities</b>	<b>258,371</b>	<b>139,793</b>
<b>Total Liabilities</b>	<b>492,333</b>	<b>358,423</b>
<b>Total Equities</b>	<b>699,937</b>	<b>671,988</b>
<b>Total Equities &amp; Liabilities</b>	<b>1,192,270</b>	<b>1,030,411</b>

# FY2012 Vs FY 2011 Financial Results

## PBT By Division

RM'Million



■ Property & Construction ■ Education ■ Others

Property & Construction	In FY2012, PBT decreased by 37% due to lower revenue and margins, the latter stemming from a high composition in sales of low-medium cost apartments.
Education	PBT increased by 17% attributed to higher revenue and better margins posted by international school.

# Group Debt/Equity (D/E) Ratio

	As at 31.12.2012	As at 31.12.2011
	RM'mil	RM'mil
<b>Borrowings</b>	<b>252.7</b>	<b>136.0</b>
<b>Cash &amp; Bank Balances</b>	<b>122.1</b>	<b>206.2</b>
<b>Total Equity</b>	<b>699.9</b>	<b>672.0</b>

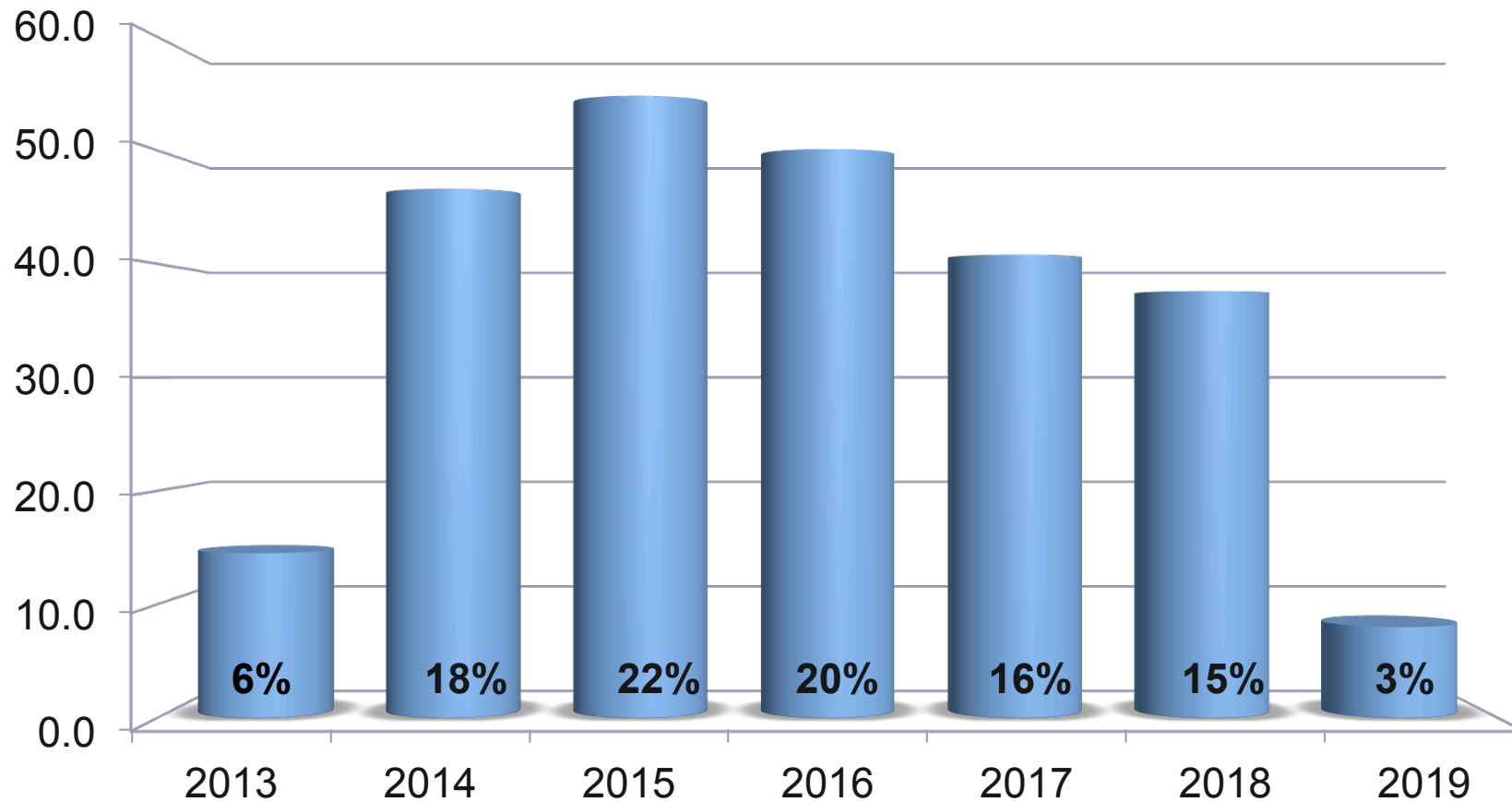
	As at 31.12.2012	As at 31.12.2011
<b>Gross D/E Ratio</b>	<b>0.36</b>	<b>0.20</b>
<b>Net D/E Ratio</b>	<b>0.19</b>	<b>n/a</b>

**Gross D/E Ratio = Total Borrowings/Total Equity**

**Net D/E Ratio = (Total Borrowings-Cash & Bank Balances)/Total Equity**

# Group Debt Maturity Profile

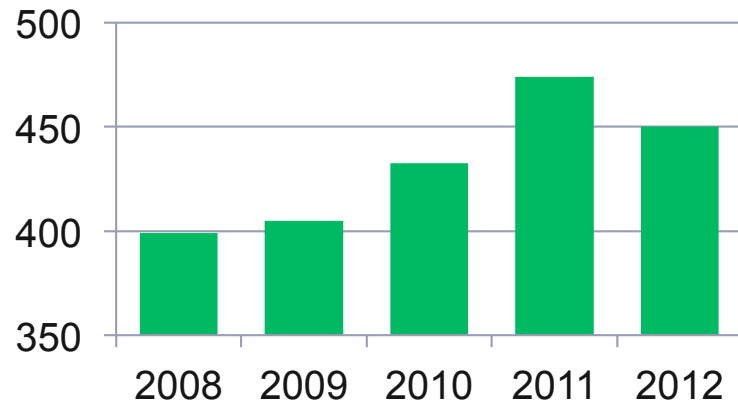
## Total Borrowings - RM252.7 MILLION



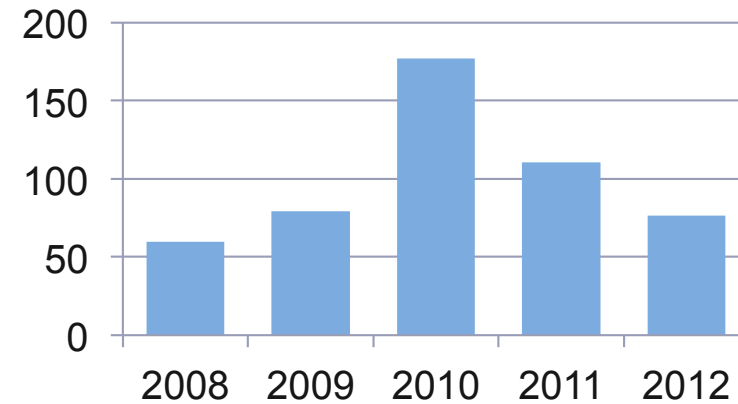
# 5-Year Financial Highlights

# 5-Year Financial Highlights

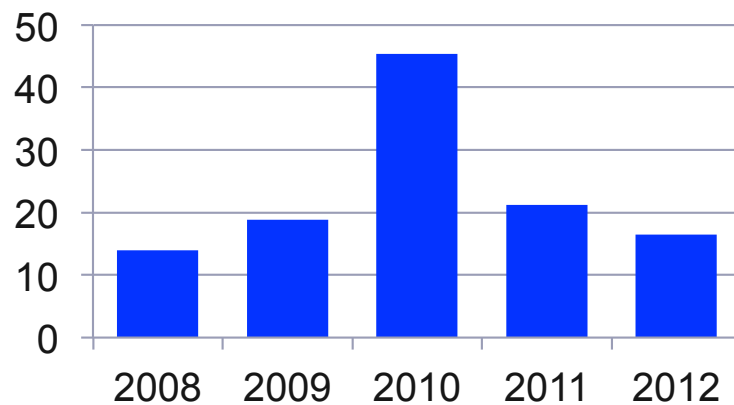
**Revenue (RM'Mil)**



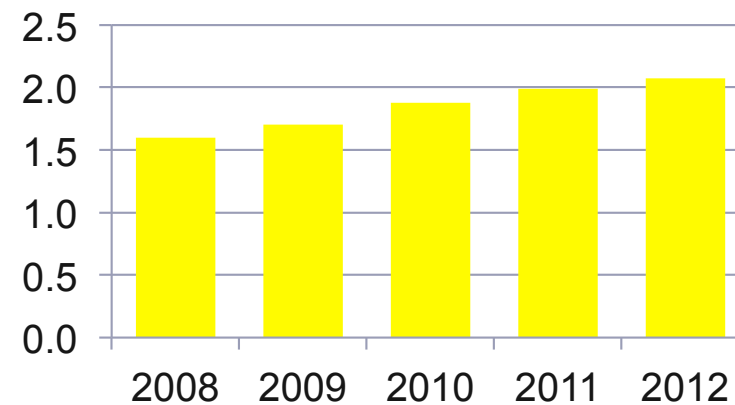
**PBT (RM'Mil)**



**Earnings Per Share (Sen)**



**Net Assets Per Share (RM)**



# FY2012 Operational Update

# 2012 Highlights

## **PROPERTY DIVISION**

- Completed acquisition of lands:-
  - 21.7 acres forming part of the land held under Geran 48178, Lot 1179, Mukim Damansara, Daerah Petaling, Selangor Darul Ehsan
  - 30 Acres held under H.S.(D) 236400, Lot P.T. 510 Pekan Hicom, District of Petaling, Selangor Darul Ehsan.
  - 50.1 acres identifies as Block 17 within Cyberjaya Flagship Zone.
  - Additional 3.96 acres at Mukim of Kapar, Klang, to complement our existing 29.16 acres land along Jalan Goh Hock Huat.
- Launched KU Suites in Kemuning Utama (238 units, GDV of RM100 Million), as at 31.12.2012, sold 221 units (93%), with sales value of RM92 Million.
- Launched double-storey and semi-detached terraces in Bukit Banyan, the new gated and guarded township in Sg. Petani (328 units, GDV of RM103 Million), as at 31.12.2012, sold 204 units (62%), with sales value of RM68 Million.
- Participated in The Edge PEPS Value Creation Award 2012. Shortlisted as the top 3 for the award.



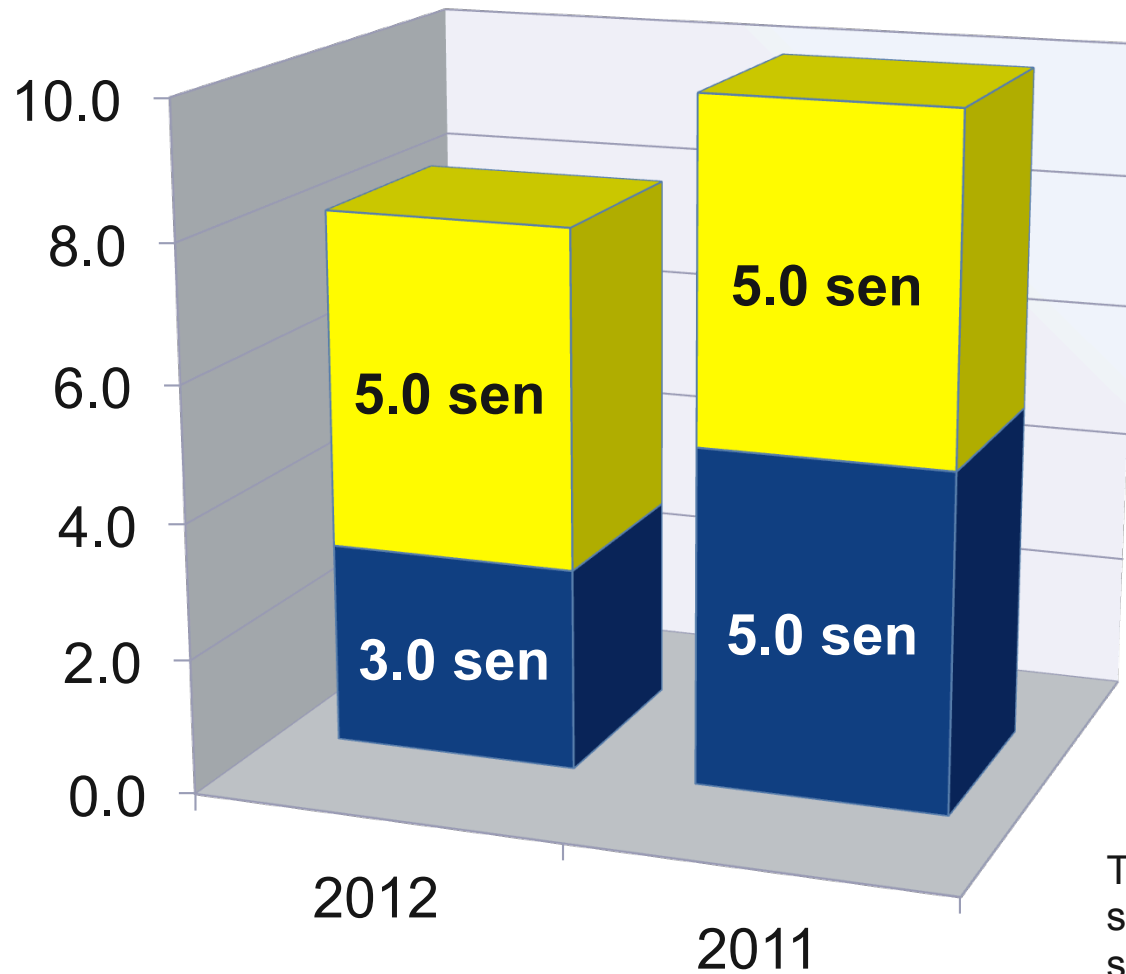
# 2012 Highlights

## EDUCATION DIVISION

- Private & International Schools
  - Commencement of primary international school in September 2012.
- Tertiary Sector
  - Commencement of piling works at the new KDU University Campus in Glenmarie.
  - KDU University College has been given the green light by PEMANDU's Education National Key Results Area (NKEA) Steering Committee for the establishment of MyGameDev2020.

# Proposed Final Dividend

# Proposed Final Dividend for FY2012



	2012	2011
Payout Ratio	48%	47%

- Final Dividend
- Interim Dividend

The proposed final dividend of 5.0 sen, single-tier for FY2012 is subject to shareholders' approval.

# Current Land Banks

# Land Held for Development

	Total (Acres)	Estimated GDV (RM'Million)	Development
30-acre land along Persiaran Kuala Selangor, near Hicom Shah Alam	30.0	RM7.0 Billion	Commercial & Industrial
Utropolis @ Glenmarie	11.7		Service Apartments & Commercial
Bandar Laguna Merbok, Sungai Petani	35.4		Residential & Commercial
Kemuning Utama, Shah Alam	71.8		Residential & Commercial
Bukit Banyan, Sungai Petani	498.0		Residential & Commercial
Sejati Residences@Cyberjaya	50.0		Residential Development
Lots 7&9, Kota Damansara	9.4		Commercial
Jalan Goh Hock Huat, Klang town	33.2		Residential & Commercial
Section 13, Petaling Jaya	5.2		Residential & Commercial
<b>Total</b>	<b>744.7</b>		

# FY2013 Activities

# 2013 Activities

## Property & Construction Division

Sales are expected from the following projects:

### Existing Developments

- Bandar Laguna Merbok, Sg. Petani, Kedah.
- Bukit Banyan, Sg. Petani, Kedah.
- Kemuning Utama, Shah Alam, Selangor.

### To be launched in 2013

- Sejati Residences, Cyberjaya.
- Utropolis Suites @ Glenmarie, Shah Alam.
- Business park along Persiaran Kuala Selangor, near Hicom Shah Alam.

## Education Division

- Key contribution would be from Private & International schools.
- KDU education group will be celebrating its 30<sup>th</sup> Anniversary of quality education.
- Competition in education sector will increase.

# 2013 Activities



## Establishment of 2 Private Debt Securities (PDS) programs:-

- ❖ RM200M PDS to issue perpetual bonds by the Company.
- ❖ RM350M Sukuk Program to issue Sukuk Ijarah by KDU University College Sdn Bhd.

These will provide the Group with access to capital as and when required for the next two years and position the Group for future growth.



# Disclaimer

## **Statement Regarding Unaudited Financial Information**

The unaudited financial information set forth above is preliminary and subject to adjustments and modifications. The audited financial statements for the financial year ended 31.12.2012 and related documents are to be included in our annual report.

## **Disclaimer on Forward-Looking Statements**

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. All of these forward-looking statements are subject to risks and uncertainties that may change at any time, and, therefore, our actual results may differ materially from those we expected. We therefore caution against placing undue reliance on the forward-looking statements contained in this presentation, which are based on current view of management on future events.



# Thank You

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