



Unaudited 1H Financial Year 2014 Results



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# **2Q14 Results**



#### 2Q14 vs 2Q13 Financial Results

|                    |        | 2Q14  | 2Q13  | +/-   | %   |
|--------------------|--------|-------|-------|-------|-----|
| Revenue            | RM'Mil | 133.2 | 142.5 | (9.3) | -7% |
| Profit before tax  | RM'Mil | 24.8  | 15.9  | 8.9   | 56% |
| EBITDA             | RM'Mil | 27.9  | 19.2  | 8.7   | 45% |
| Net profit         | RM'Mil | 18.2  | 10.7  | 7.5   | 70% |
| Earnings per share | Sen    | 5.38  | 3.16  | 2.22  | 70% |
| Dividend per share | Sen    | 2.50  | 2.50  | 0.00  | 0%  |

Group revenue decreased by 7% due to lower revenue registered by Property Division's construction segment.

Group PBT increased by 56% due to higher PBT registered by the Property and Education divisions.



## **1H14 Results**



#### 1H14 vs 1H13 Financial Results

|                     |        | 1H14  | 1H13  | +/-    | %   |
|---------------------|--------|-------|-------|--------|-----|
| Revenue             | RM'Mil | 232.0 | 253.0 | (21.0) | -8% |
| Profit before tax   | RM'Mil | 48.6  | 36.3  | 12.3   | 34% |
| EBITDA              | RM'Mil | 55.0  | 43.2  | 11.8   | 27% |
| Net profit          | RM'Mil | 37.7  | 25.4  | 12.3   | 48% |
| Earnings per share  | Sen    | 11.17 | 7.53  | 3.64   | 48% |
| Dividend per share  | Sen    | 2.50  | 2.50  | 0.00   | 0%  |
| Net asset per share | RM     | 2.21  | 2.09  | 0.12   | 6%  |
| Shareholders' funds | RM'Mil | 746.7 | 707.5 | 39.2   | 6%  |
| ROE                 | %      | 5.2   | 3.6   | 1.6    | 44% |
| Gearing ratio       | Times  | 0.45  | 0.43  | 0.02   | 5%  |



#### 1H14 vs 1H13 Financial Results

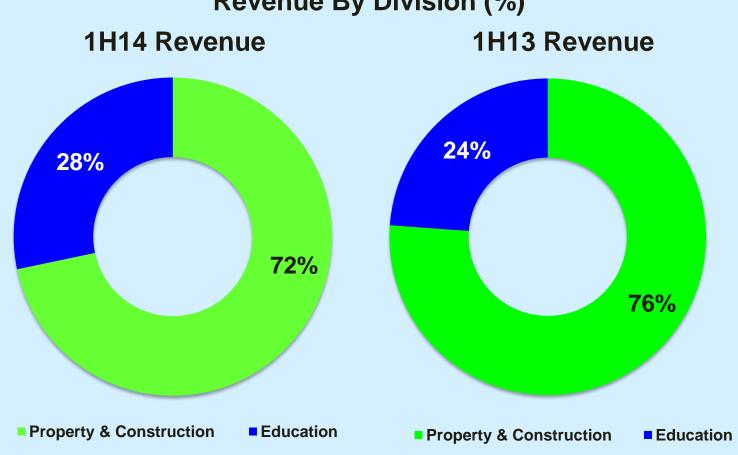
#### Revenue By Division (RM'Million)



| Property<br>Division | Revenue decreased by 14% due to:  Lower contribution from the construction segment as it winds down its external construction projects, mitigated by:  Higher contribution on new launches from Sejati Residences in Cyberjaya, Utropolis in Glenmarie and Sekitar26 Business in Shah Alam development projects. |
|----------------------|--|
| Education            | Revenue increased by 9% due to higher revenue from the Sri KDU primary and secondary schools.  |



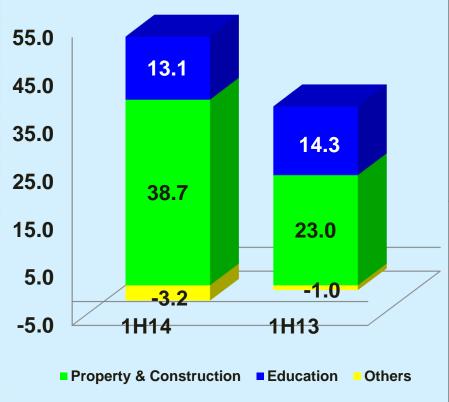
# 1H14 vs 1H13 Financial Results Revenue By Division (%)





#### 1H14 Vs 1H13 Financial Results

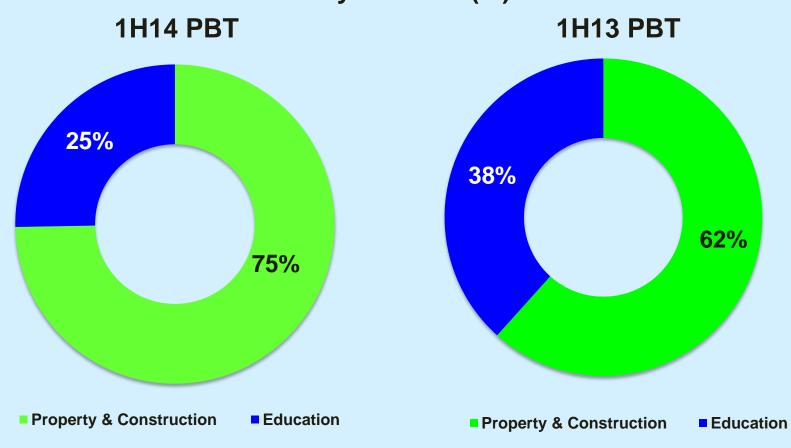
#### PBT By Division (RM'Million)



| Property<br>Division | PBT increased by 68% due to gains of RM13.1 million arising from the disposal of lands.  |
|----------------------|--|
|                      | Operating profit increased by 29% due to higher progressive billings on new launches from ongoing development projects and construction activities on these multiple development.  |
| Education            | PBT decreased by 8% due to:     Higher loss incurred by KDU University College, ameliorated by:     Higher profit from Sri KDU primary and secondary schools; and     Gain of RM1.3 million from the termination agreement with UEM Land Bhd |



# 1H14 vs 1H13 Financial Results PBT By Division (%)





### Statement of Financial Position

| RM'000                       | 30/6/2014 | 31/12/2013 |
|------------------------------|-----------|------------|
| Non-current assets           | 935,636   | 870,637    |
| Current assets               | 504,703   | 431,692    |
| Total assets                 | 1,440,339 | 1,302,329  |
| Current liabilities          | 345,658   | 280,810    |
| Net current assets           | 159,045   | 150,882    |
| Non-current liabilities      | 298,242   | 294,421    |
| Total liabilities            | 643,900   | 575,231    |
| Total equity                 | 796,439   | 727,098    |
| Total equity and liabilities | 1,440,339 | 1,302,329  |



## Group Debt/Equity (D/E) Ratio

|                      | 30/6/2014 | 31/12/2013 |
|----------------------|-----------|------------|
|                      | RM'Mil    | RM'Mil     |
| Borrowings           | 356.7     | 317.7      |
| Cash & bank balances | 164.7     | 110.5      |
| Total equity         | 796.4     | 727.1      |
|                      | 30/6/2014 | 31/12/2013 |
| Gross D/E ratio      | 0.45      | 0.44       |
| Net D/E ratio        | 0.24      | 0.28       |

On 6 February 2014, the Group issued private debt securities (PDS) of RM50 million and this PDS is treated as equity.

Gross D/E Ratio = Total Borrowings/Total Equity

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



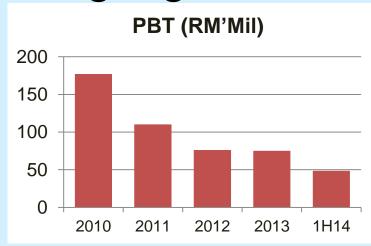
# 5-Year Financial Highlights

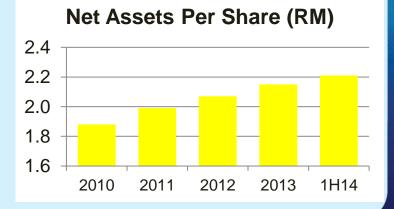


### 5-Year Financial Highlights





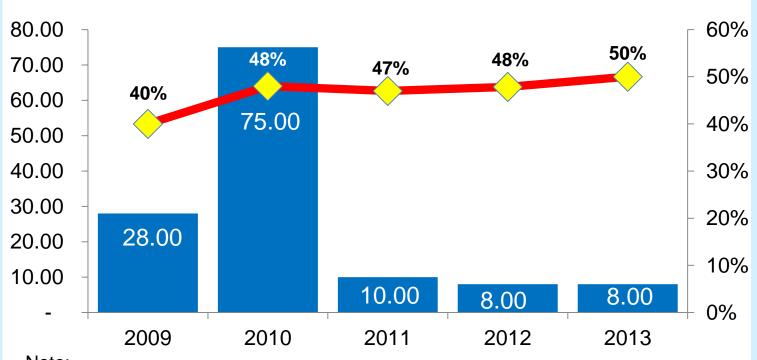






### 5-Year Financial Highlights

**Gross Dividends Per Share (sen) and Payout Ratio (%)** 



#### Note:

- FY2008 to FY2010 based on RM1.00 par value
- FY2011 & FY2012 based on RM0.50 par value



# 2014 Highlights



### 2014 Highlights

#### **Property & Construction Division**

New launches with offerings of a wide array of products from affordable to premium residential properties and semi-detached industrial properties:

- Bandar Laguna Merbok Zero lot bungalows
- Bukit Banyan Terraces & Semi Ds
- Sejati Residences Zero lot bungalows
- Paramount Utropolis SOHO's
- Sekitar26 Business Semi-Detached Industrial Units

#### Other key contributors:

· Sizeable lock-in sales brought forward

#### **Education Division**

#### Major initiatives:

- Completion of the new KDU University College flagship campus at Glenmarie
- Development of a strong suite of new programmes including a Bachelor in Accounting that offers an accelerated pathway into the ACCA qualification.
- Intensive promotional activities ahead of move to new campus in Glenmarie
- Upgrade of facilities and resources at KDU College Penang in line with elevation to University College status
- Reputation building for Sri KDU Primary & Secondary schools on the back of strong enrollment
- Adding facilities at Sri KDU Schools to increase capacity to meet overwhelming demand



## **Current Land Bank**



## **Current Landbank**

|   | Total<br>(Acres) | Estimated<br>Total GDV<br>(RM'Million) | Development              |
|---|------------------|--|--------------------------|
| Sekitar26, Persiaran Kuala<br>Selangor, Shah Alam | 30.0             |  | Integrated Development   |
| Paramount Utropolis, Glenmarie                    | 11.7             |  | Integrated Development   |
| Bandar Laguna Merbok, Sungai<br>Petani            | 22.6             |  | Residential & Commercial |
| Kemuning Utama, Shah Alam                         | 50.9             |  | Residential & Commercial |
| Bukit Banyan, Sungai Petani                       | 498.0            | RM7.0 Billion                          | Residential & Commercial |
| Sejati Residences, Cyberjaya                      | 50.0             |  | Residential Development  |
| Lots 7&9, Kota Damansara                          | 9.4              |  | Commercial               |
| Jalan Goh Hock Huat, Klang                        | 33.2             |  | Integrated Development   |
| Section 13 , Petaling Jaya                        | 5.2              |  | Integrated Development   |
| Machang Bubuk , Penang                            | 39.6             |  | Residential & Commercial |
| Total   | 750.6            |  |                          |



### Prospects For The Remaining Year

- 1. With a sizeable carried forward lock-in sales and the scheduled launches from Bukit Banyan, Sejati Residences, Paramount Utropolis and Sekitar26 Business development projects of primarily affordable products in the remaining part of year, the property development segment should continue to perform well. Increased activities from these new developments will also benefit the construction segment, which has switched its focus to internal construction projects.
- 2. The education division continues to operate in a challenging environment. While issues arising from the implementation of the Education Malaysia Global Services (EMGS) abates, aggressive promotions and scholarships continue to prevail in the tertiary education market as competitors switch its focus to enrolling local students to mitigate the shortfall in international students. Meanwhile the primary & secondary schools sector continues to face the challenge of new players, excess capacity issues and aggressive offers of discounts on tuition fees.
- 3. Despite the headwinds, the primary & secondary schools with their strong value proposition and brand name will continue to perform well and drive the performance of the education division. On the tertiary education side, the several initiatives implemented over the past few months to establish a clear value proposition and differentiation has started to bear fruits allowing the University College to improve its competitiveness and expand enrolment in the first quarter of the year. Much more, will be done, and with the impending move to the new campus, this will increase operating costs and dent margins over the short term but will improve the sustainability of the University College over the long term. The education division is expected to perform satisfactorily for the rest of the year.
- 4. Overall, barring any unforeseen circumstances, the Group will continue to perform well for the year.



### Disclaimer

#### **Statement Regarding Unaudited Financial Information**

The unaudited financial information set forth above is preliminary and subject to adjustments and modifications.

#### **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