



# Unaudited Financial Year 2013 Results

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# 4Q13 Results

## 4Q13 vs 4Q12 Financial Results

		4Q13	4Q12	+/-	%
Revenue	RM'Mil	135.4	114.9	+20.5	+18%
Profit Before Tax	RM'Mil	21.3	17.2	+4.1	+24%
EBITDA	RM'Mil	23.7	21.0	+2.7	+13%
Net Profit	RM'Mil	14.4	13.4	+1.0	+7%
Earnings Per Share	Sen	4.25	3.98	+0.27	+7%
Dividends	Sen	5.50	5.00	+0.50	+10%

Group revenue increased by 18% while PBT increased by 24% on the back of an improved performance by both the Property and Education divisions.

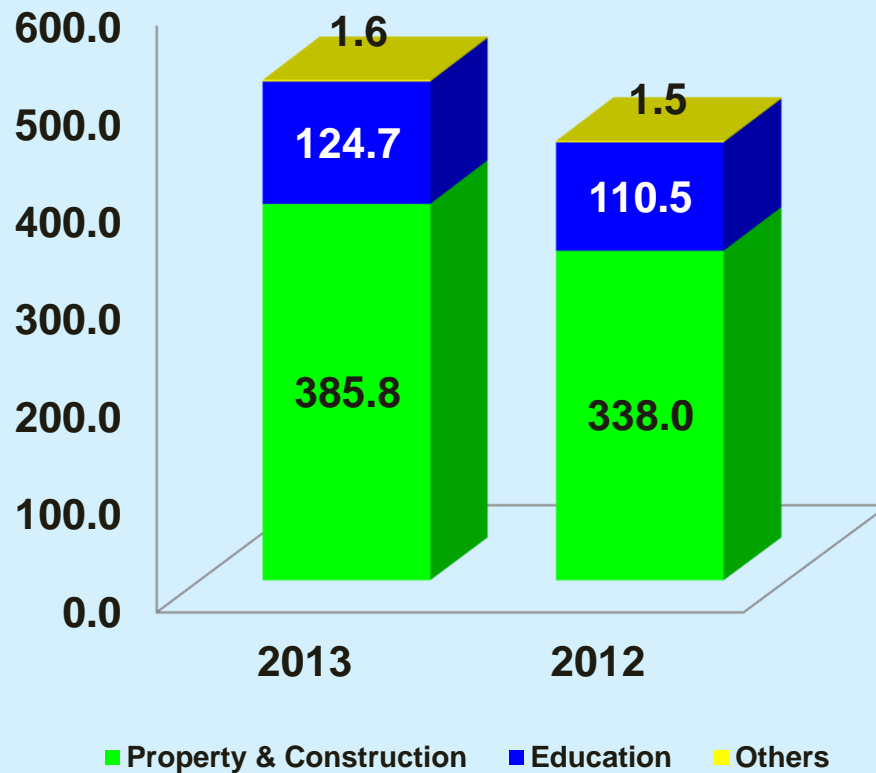
# 2013 Results

## 2013 vs 2012 Financial Results

		2013	2012	+/-	%
Revenue	RM'Mil	512.1	450.0	+62.1	+14%
Profit Before Tax	RM'Mil	75.1	76.2	-1.1	-1%
EBITDA	RM'Mil	87.7	90.7	-3.0	-3%
Net Profit	RM'Mil	53.5	56.5	-3.0	-5%
Earnings Per Share	Sen	15.84	16.71	-0.87	-5%
Dividends	Sen	8.0	8.0	0.0	0%
Net Asset Per Share	RM	2.15	2.07	+0.08	+4%
Shareholders' Funds	RM'Mil	727.1	699.9	+27.2	+4%
ROE	%	7.6%	8.4%	-0.8	-10%
Gearing Ratio	Times	0.44	0.36	+0.08	+22%

## 2013 vs 2012 Financial Results

### Revenue By Division (RM'Million)



#### Property & Construction

Revenue increased by 14% due to:

- Higher contribution from the construction segment;
- New property developments, namely Sejati Residences in Cyberjaya and Utropolis in Glenmarie, Shah Alam; and
- Higher progressive billings from Bukit Banyan in Sungai Petani.

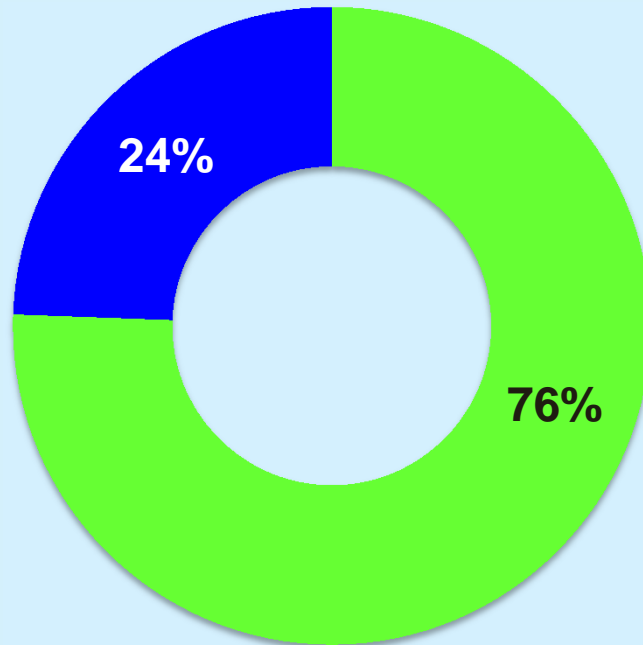
#### Education

Revenue increased by 13% due to higher revenue from the Sri KDU primary and secondary schools.

## 2013 vs 2012 Financial Results

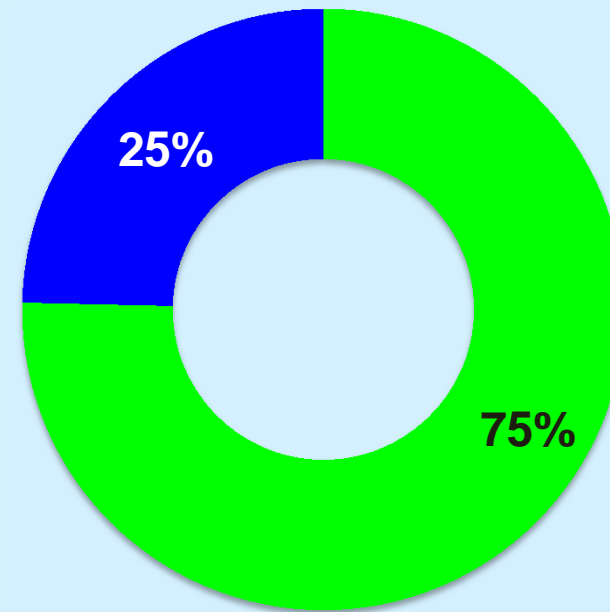
### Revenue By Division (%)

2013 Revenue



■ Property & Construction   ■ Education

2012 Revenue

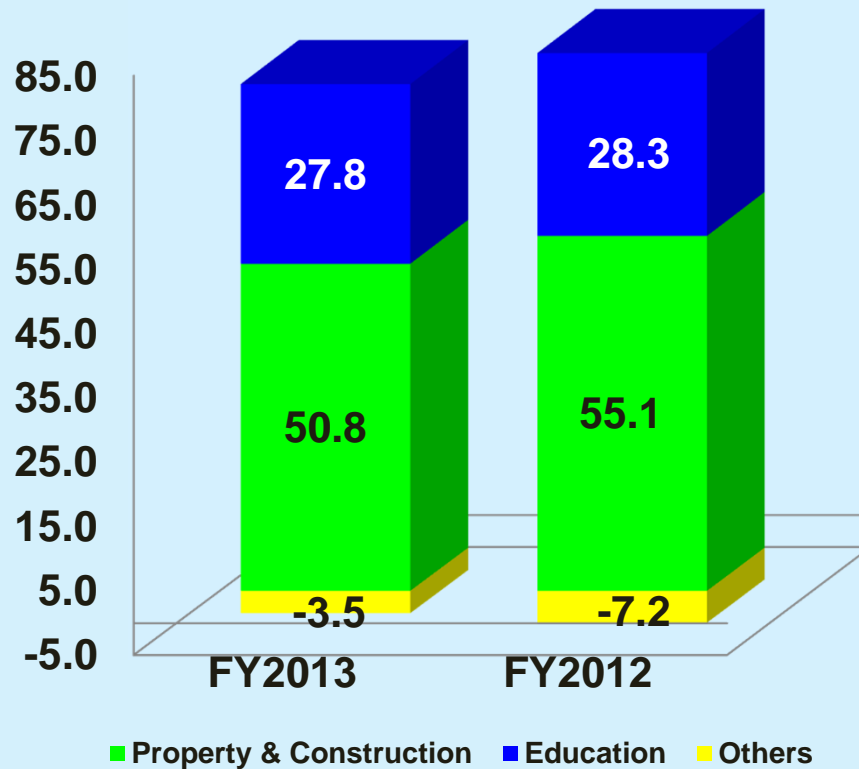


■ Property & Construction   ■ Education



## 2013 Vs 2012 Financial Results

### PBT By Division (RM'Million)



#### Property & Construction

PBT decreased by 8% due to:  
 High composition of low margin products from the Kemuning Utama development;  
 Lower margins from start-up of new development projects; and  
 Higher staff costs due to new hires required following the move to integrated development.

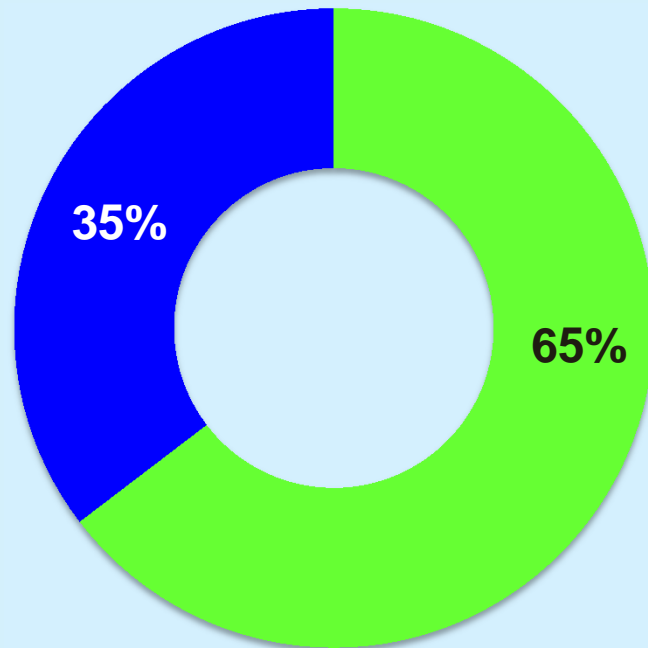
#### Education

PBT decreased marginally by 2% due to:  
 Lower revenue and higher operating costs from KDU University College; and  
 Mitigated by higher profit from KDU College Penang and Sri KDU primary and secondary schools

## 2013 vs 2012 Financial Results

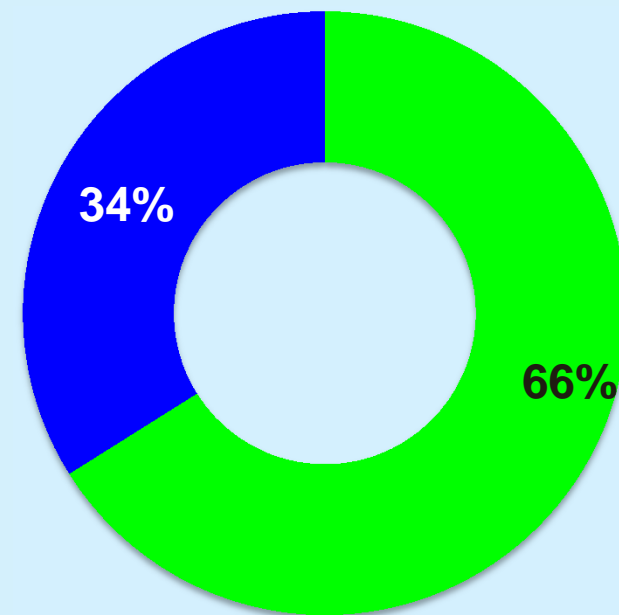
### PBT By Division (%)

2013 PBT



■ Property & Construction   ■ Education

2012 PBT



■ Property & Construction   ■ Education

## Statement of Financial Position

<b>RM'000</b>	<b>As at 31.12.2013</b>	<b>As at 31.12.2012</b>
<b>Non-Current Assets</b>	<b>870,637</b>	<b>887,875</b>
<b>Current Assets</b>	<b>431,692</b>	<b>304,395</b>
<b>Total Assets</b>	<b>1,302,329</b>	<b>1,192,270</b>
<b>Current Liabilities</b>	<b>280,810</b>	<b>233,962</b>
<b>Net Current Assets</b>	<b>150,882</b>	<b>70,433</b>
<b>Non-Current Liabilities</b>	<b>294,421</b>	<b>258,371</b>
<b>Total Liabilities</b>	<b>575,231</b>	<b>492,333</b>
<b>Total Equities</b>	<b>727,098</b>	<b>699,937</b>
<b>Total Equities &amp; Liabilities</b>	<b>1,302,329</b>	<b>1,192,270</b>

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

	As at 31.12.2013	As at 31.12.2012
	RM'mil	RM'mil
Borrowings	317.7	252.7
Cash & Bank Balances	112.1	122.1
Total Equity	727.1	699.9

	As at 30.9.2013	As at 31.12.2012
Gross D/E Ratio	0.44	0.36
Net D/E Ratio	0.28	0.19

**Higher Gross D/E Ratio due to the partial issuance of Sukuk to finance the construction of the new KDU University College campus at Utropolis.**

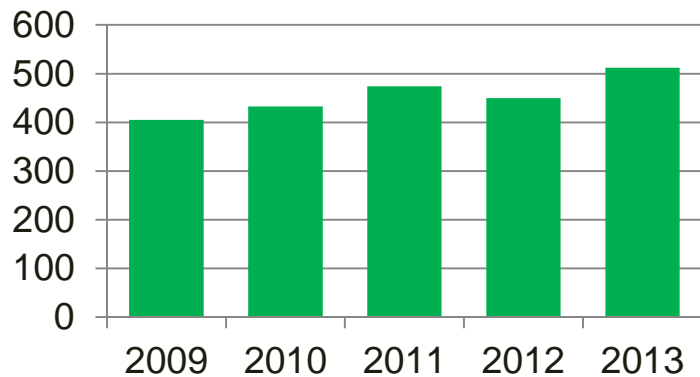
*Gross D/E Ratio = Total Borrowings/Total Equity*

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

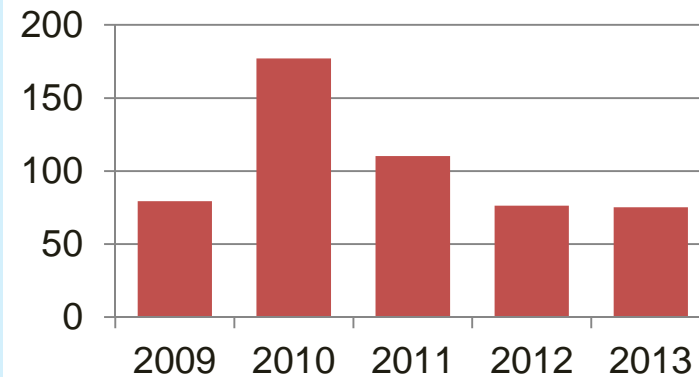
# 5-Year Financial Highlights

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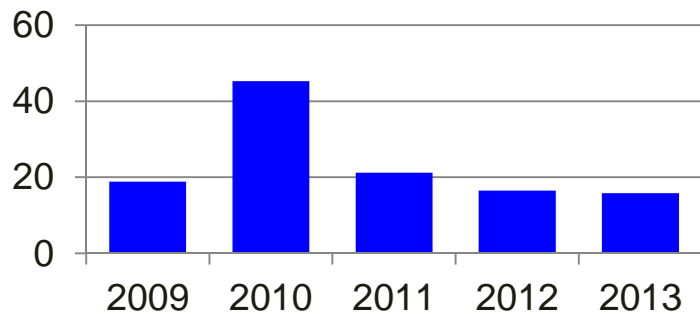
**Revenue (RM'Mil)**



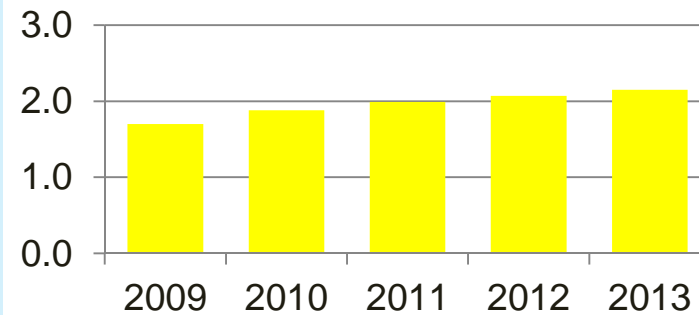
**PBT (RM'Mil)**



**Earnings Per Share (Sen)**

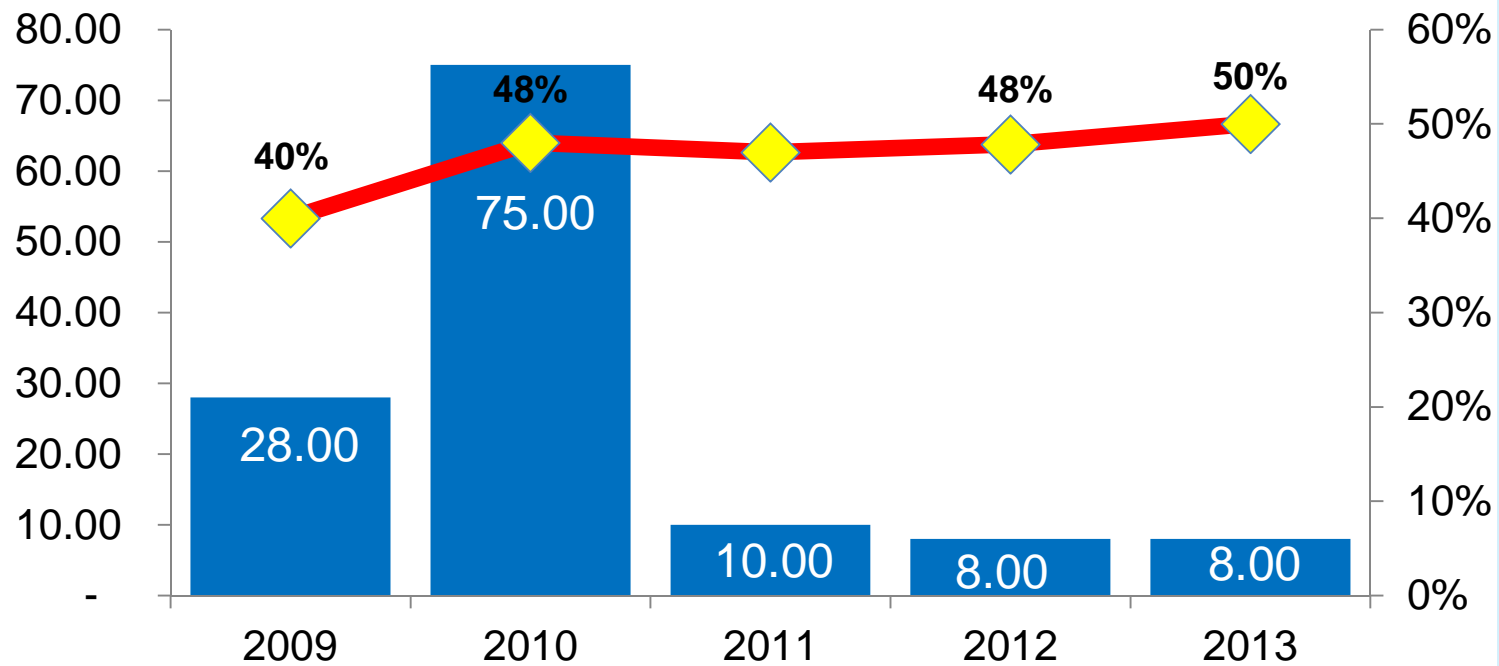


**Net Assets Per Share (RM)**



# 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

# 2013 Highlights



## 2013 Highlights

- 100% sales of serviced apartments and positive response to the soft-launching of SOHO's at Utropolis, a 21-acre integrated township in Glenmarie, Shah Alam. This development, anchored by the new 10-acre purpose built KDU University College campus, will, upon completion, comprise 1,500 units of serviced apartments and SOHO's and 120,000 sq ft of retail space complete with 4,600 parking bays. This development marks the first time that Paramount's two businesses have come together within one location thus cementing a synergy of strengths that are the cornerstones of the Group's growth and success.
- Steady sales of Sejati Residences Phase 1, a 50-acre freehold residential development in Cyberjaya. Paramount's first high end residential development, this gated and guarded address features extensively landscaped grounds and a 11,000 sq ft clubhouse built using recycled chengal wood. Sejati Residences comprises 249 units of bungalows, semi-detached homes as well as super-link terraces.
- Steady sales of semi-detached industrial units at Sekitar26 Business. It features a boutique concept façade with excellent opportunities for signature businesses.
- Strong sales of properties at Bukit Banyan, Sungai Petani's first and only hilltop gated and guarded development, spread across 498 acres of undulating hills. The development comprises a total of 4,853 units of bungalows, semi-detached and terrace houses, condominium units and low-cost apartments.

# 2013 Highlights

- Outstanding performance from Sri KDU Primary & Secondary Schools, with full enrolment across the National & International curriculum.
- Launch of the E3 (English proficiency, EQ development and Entrepreneurship) value proposition and marketing campaign to strengthen KDU UC's competitive advantage.
- Successfully enrolled MARA students and thus grew KDU UC's Bumiputra enrollment.
- Signed MOU's with Szechuan International Studies University and Chong Qing University to secure a steady recruitment pipeline of international students.
- Launched 3 new programmes at KDU UC, which were very well-received - Foundation of Arts & Technology, Bachelor in Mechanical Engineering and Diploma in Entrepreneurial Design.
- KDU College Penang received conditional approval from the Ministry of Education for the upgrade to a university college.
- Improved performance from KDU College Penang.
- KDU College Penang awarded the MPSP Green Industry Award in the SME Education & Awareness Category.

# Current Land Bank

# Current Landbank

	Total (Acres)	Estimated Total GDV (RM'Million)	Development
Sekitar26, Persiaran Kuala Selangor, Shah Alam	30.0	RM7.0 Billion	Integrated Development
Paramount Utropolis, Glenmarie	11.7		Integrated Development
Bandar Laguna Merbok, Sungai Petani	22.6		Residential & Commercial
Kemuning Utama, Shah Alam	50.9		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	33.2		Integrated Development
Section 13 , Petaling Jaya	5.2		Integrated Development
Machang Bubuk , Penang	39.6		Residential & Commercial
<b>Total</b>	<b>750.6</b>		

# 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:

- Strong 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

# 2014 Prospects

1. With a strong carried forward lock-in sales that were boosted by the coming onstream of the new developments in 2012 and 2013, namely Bukit Banyan, Sejati Residences, Paramount Utropolis and Sekitar26 Business and its offerings of a wide array of products from affordable to premium residential properties and semi detached industrial properties, the property development segment is confident of weathering the perennial challenges associated with this moderated market environment and will continue to perform well in 2014.
2. The construction segment, after completing the balance two external projects in 2014, will switch its focus to internal projects. With the increased activities on the new developments, the construction segment is expected to record higher progressive billings in 2014.
3. The Property Division will continue to source for strategically located development land while exploring joint venture opportunities to enhance its performance and provide sustainable growth in an increasingly competitive landscape.
4. Despite the challenges faced by the Education Division, the primary and secondary school, with its strong value proposition and brand name, will continue to perform well and drive the performance of the Education Division. The tertiary education segment is presently working on several initiatives that would provide the value proposition and differentiation to remain competitive.
5. Overall, barring any unforeseen circumstances, the Group will continue to perform well in 2014.

# 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**