



Centurion Corporation Limited
(Incorporated in the Republic of Singapore with limited liability)
(Co. Reg. No.: 198401088W)

AGM 2024 presentation
**Record Performance in FY 2023,
Positive Prospects Ahead**
26 April 2024

Presented by
Mr Kong Chee Min
CEO, Centurion Corporation Ltd



DISCLAIMER

This Presentation should be read in conjunction with the Annual Report 2023 and the audited Financial Statement for the financial year ended 31 December 2023.

This presentation and the accompanying presentation materials (if any) ("Presentation") are made for informational purposes, without regard to the objectives, financial situation nor needs of any specific persons.

This Presentation does not constitute or form any part of any offer for sale of or subscription of, or solicitation of any offer to buy or subscribe for, any securities nor shall it, or any part of it form the basis of, or be relied on in connection with, any contract or commitment whatsoever.

This Presentation was prepared exclusively for the parties presently being invited for the purposes of discussion. Neither the Presentation nor any of its content may be distributed, reproduced or used without the prior written consent of Centurion Corporation Limited ("Centurion" or "Company"). The Company does not make any representation or warranty, express or implied, as to the accuracy of the information contained herein, and expressly disclaim any and all liability based, in whole or in part, on such information, errors therein or omissions therefrom.

This Presentation includes forward-looking statements provided with respect to the anticipated future performance of the Company. Such forward-looking statements reflect various assumptions of the management concerning the future performance of the Company. Accordingly, there can be no assurance that such projections and forward-looking statements will be realised. The actual results may vary from the anticipated results and such variation may be material. No representations or warranties are made as to the accuracy or reasonableness of such assumptions or the forward-looking statements based thereon.

CONTENTS

01

Corporate overview

02

Financial Highlights

03

Business Outlook

04

Growth Strategy

An Established Global Business in Specialized Accommodation

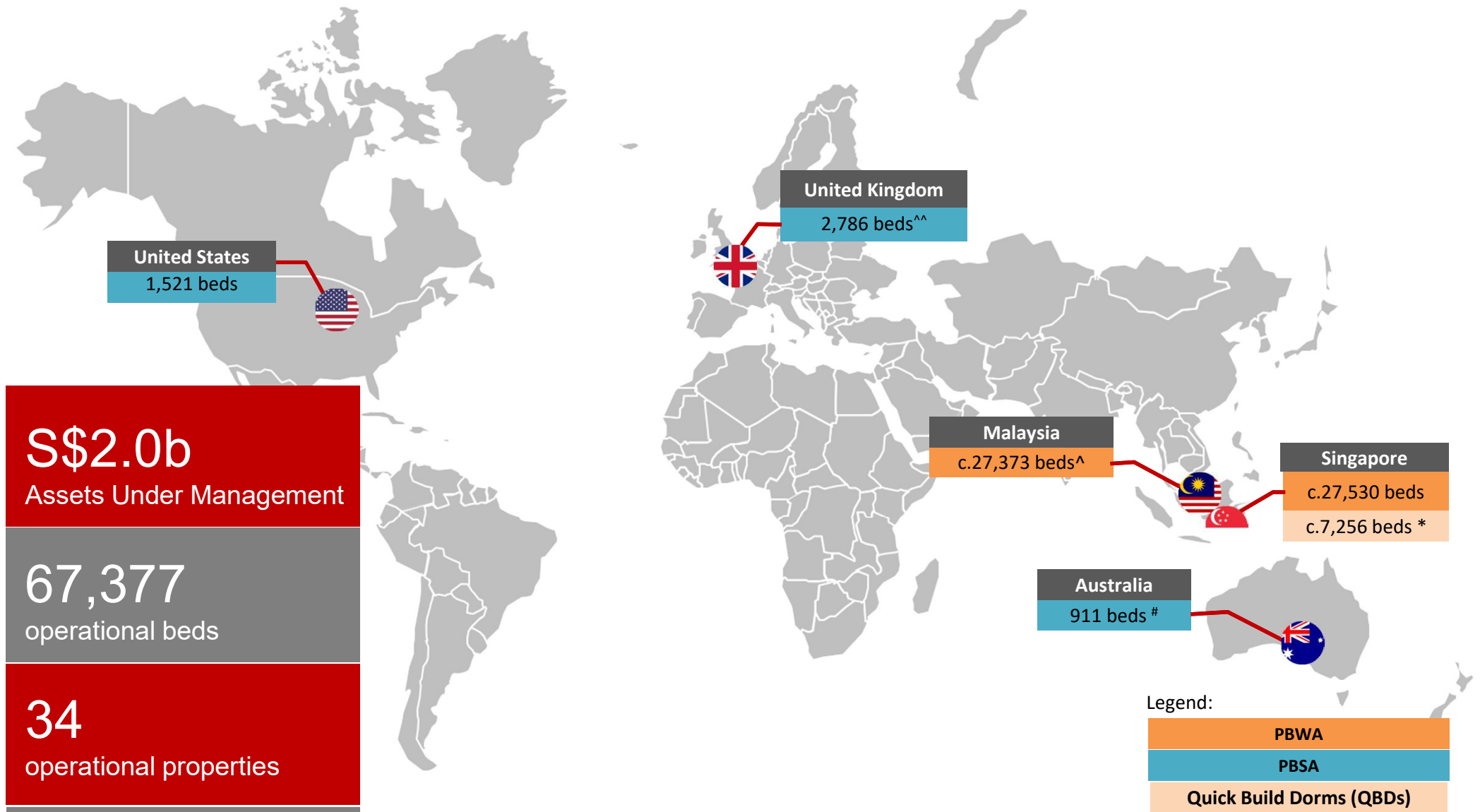
Centurion owns, develops and operates quality Specialized Accommodation properties worldwide

- The largest **Purpose Built Workers Accommodation** (“PBWA”) provider with **17** operating assets in Singapore and Malaysia*
 - supported by consistently high occupancy rates and stable bed rates
- A thriving **Purpose Built Student Accommodation** (“PBSA”) business with **17** operating assets in Australia, the UK and US
 - high occupancy rates on the back of strong and stable demand
- Operating two **established brand and management platforms**
 - enables portfolio growth of Assets Under Management by asset light means
 - established investment management platform to manage US student accommodation assets for third party investors
- **Stable and resilient property asset classes**, with positive demand and supply dynamics
 - proven ability to consistently generate quality earnings and steady cashflow
- **Stable, experienced leadership** with an average of 20+ years in the industry



Note: * Euromonitor report, 2017

Diversified Business Portfolio across Geography and Asset Type



S\$2.0b
Assets Under Management

67,377
operational beds

34
operational properties

15 cities in **5** countries

^ Westlite Tampoi received JTKSM permit allowing an increase of 290 beds in 1Q 2023 and 770 beds added in 4Q 2023 following completion of AEI at Westlite Senai.
 * Increase of 684 beds in Westlite Jalan Tukang and 204 beds in Westlite Tuas Ave 2 respectively in 2Q 2023 following approval received from JTC for bed capacity uplifts.
 # Reduction of 9 beds in Jan 2023 following reconfiguration of selected apartments into single occupancy room formats in Melbourne and Adelaide.
 ## Reduction of 21 beds in 2H 2023 following conversion of selected apartments into ensuite formats at dwell Cathedral Campus and single/studio formats in dwell MSV.



Financial Highlights



FY 2023 Key Performance Highlights

Revenue

S\$207.3m

▲ 15% from S\$180.5m in FY 2022

- Strong occupancies and improved rental rates across all the PBWAs and PBSAs
- Partly offset by cessation of management contract of two Onboard Centres in Singapore

NPAT

S\$175.9m

▲ 131% from S\$76.3m in FY 2022

- Higher revenues with increased occupancy and positive rental rate revision
- Higher net fair value gain on the Group's investment properties in FY 2023
- Higher share of profit from associated companies largely due to higher fair value gain on investment property
- Partly offset by higher finance expenses

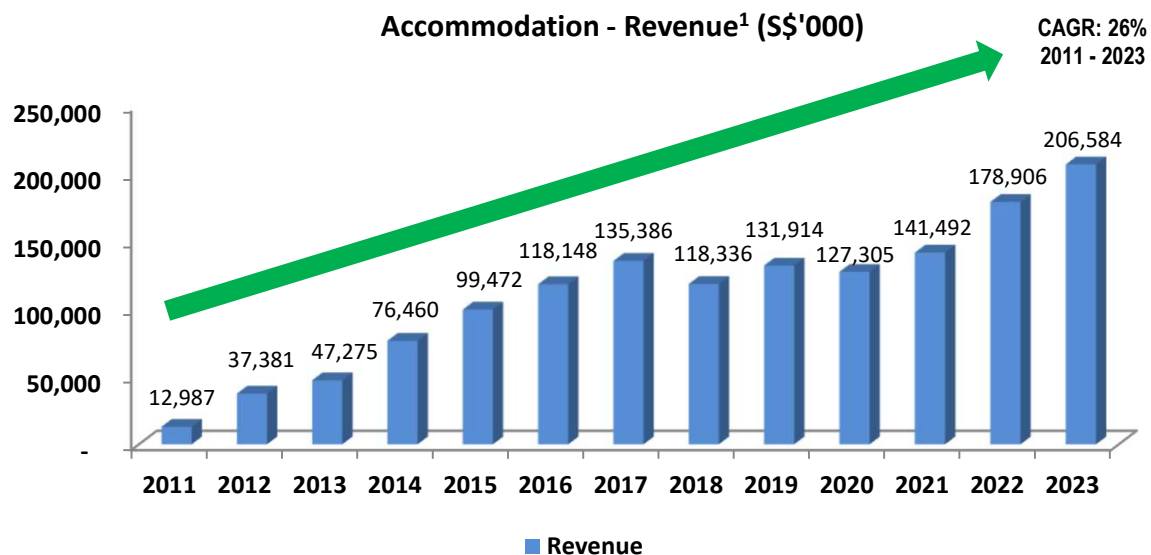
Excluding Fair Value Adjustments

Net Profit from Core Business

S\$76.3m

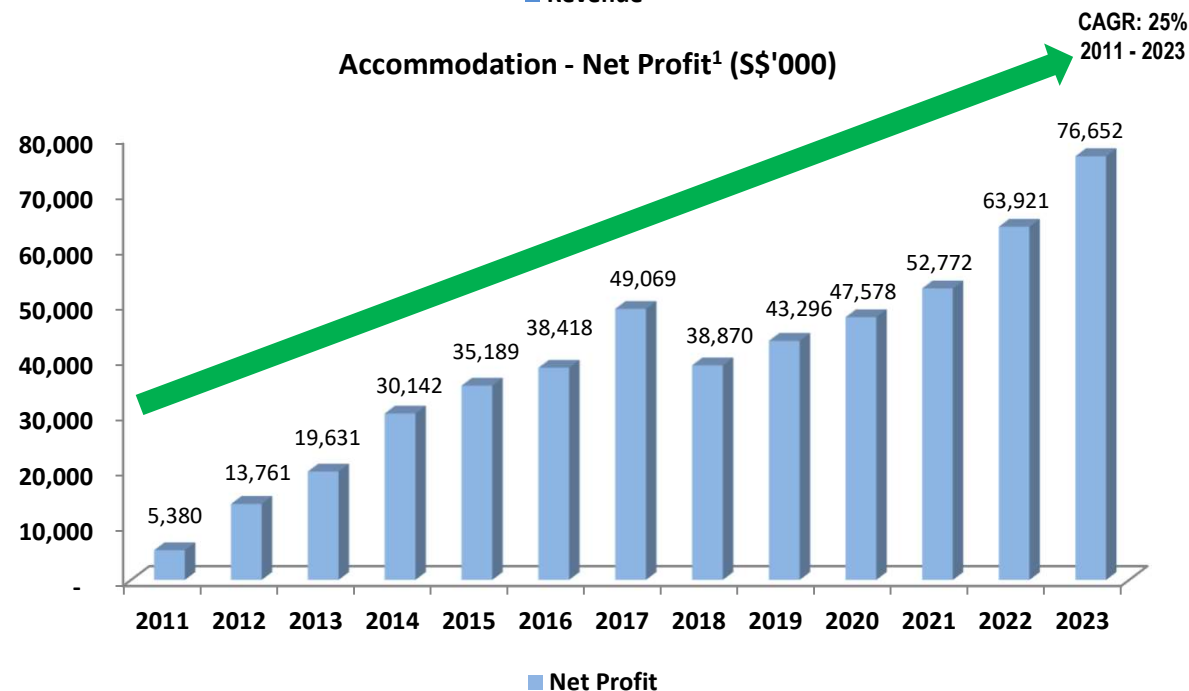
▲ 20% from S\$63.5m in FY 2022

Sustained Financial Growth of Accommodation Business



Proven and reliable ability to generate **quality earnings** from specialized accommodation assets, despite macroeconomic challenges.

26% CAGR in Revenue from Core Business Operations between 2011 to 2023



25% CAGR in Net Profit from Core Business Operations between 2011 to 2023

Note:
1. From core business operations

Key Ratios

| S\$'000 | 31 Dec 2023 | 31 Dec 2022 |
|--|----------------------|----------------------|
| Earnings Per Share | 18.21¢ | 8.50¢ |
| Earnings Per Share From core business operations ¹ | 8.23¢ | 6.79¢ |
| NAV Per Share | 98.21¢ | 81.70¢ |
| Share Price | 40.5¢ ² | 33.5¢ ³ |
| Dividend | 2.5¢ ⁴ | 1.0¢ |
| Market Capitalisation | S\$341m ² | S\$282m ² |

Notes:

1. Excluding fair value adjustments and one-off item
2. As at 31 December 2023
3. As at 31 December 2022
4. An interim dividend of 1.0 Singapore cent per ordinary share for 1H 2023 has been paid on 29 September 2023 and a proposed final dividend of 1.5 Singapore cents per ordinary share for FY2023.



Business Outlook



Purpose Built Workers Accommodation



Workers Accommodation Portfolio



17 Purpose Built Workers Accommodation (PBWA), comprising 62,159 beds across Singapore and Malaysia

| SINGAPORE | | | | MALAYSIA | | | |
|--|---|--|---|---|---|--|--|
| 9 PBWA (5 Purpose Built Dormitories + 4 Quick Build Dormitories) | | | | 8 PBWA (aka CLQ) in 3 cities | | | |
| Total capacity of 34,786 beds | | | | Total capacity of 27,373 beds | | | |
| <p>ASPRI-Westlite Papan (51% owned)</p> <p>7,900 beds</p> <p>23 yrs wef 2015</p> | <p>Westlite Toh Guan^</p> <p>7,330 beds</p> <p>60 yrs wef 1997</p> | <p>Westlite Mandai (45% owned)</p> <p>6,300 beds</p> <p>Freehold</p> | <p>Westlite Tampoi</p> <p>5,790 beds</p> <p>Freehold</p> | <p>Westlite Johor Tech Park^</p> <p>3,480 beds</p> <p>99 yrs wef 2013</p> | | | |
| <p>Westlite Woodlands</p> <p>4,100 beds</p> <p>30 yrs wef 2013</p> | <p>Westlite Juniper</p> <p>1,900 beds</p> <p>10+5 yrs wef 2019</p> | <p>Westlite Kranji Way</p> <p>1,300 beds</p> <p>3+1 yrs wef 2020</p> | <p>Westlite Senai II ^^</p> <p>3,020 beds</p> <p>Freehold</p> | <p>Westlite Pasir Gudang</p> <p>1,776 beds + 176 beds</p> <p>99 yrs wef 1986 + 6+3 yrs wef 2019</p> | | | |
| <p>Westlite Tuas Ave 2**</p> <p>1,224 beds</p> <p>3+1 yrs wef 2020</p> | <p>Westlite Jln Tukang***</p> <p>4,104 beds</p> <p>3+1 yrs wef 2021</p> | <p>Westlite Tuas South Boulevard</p> <p>628 beds</p> <p>3+1 yrs wef 2021</p> | <p>Westlite Tebrau</p> <p>1,786 beds</p> <p>60 yrs wef 2000</p> | <p>Westlite Senai</p> <p>1,980 beds</p> <p>Freehold</p> | | | |
| <p>Singapore</p> <p>* Available bed capacity reduced from 7,800 due to redevelopment of 1 block</p> <p>** Bed Capacity increased by 204 beds from 1,020 beds in Apr 2023</p> <p>*** Bed capacity increased by 684 beds from 3,420 beds in Apr 2023</p> | | <p>Malaysia</p> <p>^ AEI in progress, expected completion in 4Q 2024, to add approx 1,740 beds</p> <p>^^ AEI in progress, expected completion in 4Q 2024, to add approx 920 beds</p> | | <p>Westlite Bukit Minyak</p> <p>3,321 beds</p> <p>Freehold</p> | <p>Westlite - PKNS Petaling Jaya</p> <p>6,044 beds</p> <p>21+9 yrs wef 2020</p> | | |

PBWA : FY 2023 Performance and Market Outlook



- **Strong financial occupancy** in FY 2023, with **positive rental rate revisions**
 - FY 2023 average financial occupancy was 98% in SG PBWA, 93% in MY PBWA
 - driven by positive demand-supply dynamics in Singapore, and by increasing regulatory pressures (Act 446) in Malaysia
- **Demand** is expected **to remain robust**
 - migrant worker numbers remain high, as employers catch up on projects
 - Singapore's BCA announced up to \$38 billion in contracts by 2028¹
- **Active pipeline and plans for portfolio growth** in 2024 and beyond
 - c.4,376 beds to be added in FY 2024 with new Westlite Ubi development in Singapore, AEs at Westlite Johor Tech Park and Westlite Senai II in Malaysia
 - plans in place for additional 6,410 beds by 2026
 - **strategy to recycle and redeploy capital**, to grow portfolio by asset light means
 - in Dec 2023, the Group entered Sale and Leaseback agreements with KWAP, for Westlite Bukit Minyak and Westlite Tampoi



1. [Between-32-billion-to-38-billion-in-construction-contracts-to-be-awarded-in-2024-bca](#) The Straits Times 15 Jan 2024



Business Outlook



**Purpose Built
Student Accommodation**






Student Accommodation Portfolio



17 Purpose-Built Student Accommodation (PBSA), comprising 5,218 beds across the UK, Australia and US


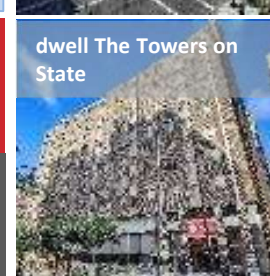
| | |
|--|--|
| <p><u>United Kingdom</u> 10 PBSA in 5 cities Total capacity of 2,786 beds</p> | <p><u>Australia</u> 2 PBSA in 2 cities Total capacity of 911 beds</p> |
|--|--|


| | | | | |
|---|---|--|---|---|
|  <p>dwell MSV* 982 beds Freehold</p> |  <p>dwell MSV South 362 beds Freehold</p> |  <p>dwell The Grafton 145 beds Freehold</p> |  <p>dwell Village Melbourne City^ 611 beds Freehold</p> |  <p>dwell East End Adelaide ^ 300 beds Freehold</p> |
|---|---|--|---|---|


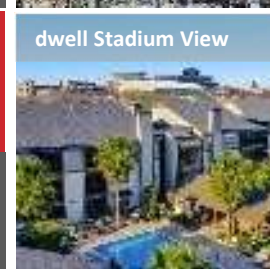
| | | |
|---|---|--|
|  <p>dwell Weston Court 140 beds 125 yrs wef 2008</p> |  <p>dwell Princess Street 126 beds Freehold</p> |  <p>dwell Cathedral Campus* 383 beds 250 yrs wef 2007</p> |
|---|---|--|

| | |
|--|---|
| <p><u>United States</u> 5 PBSA in 4 cities^^ Total capacity of 1,521 beds</p> |  <p>dwell College & Crown 206 beds Freehold</p> |
|--|---|

| | | |
|---|---|--|
|  <p>dwell Garth Heads 181 beds 125 yrs wef 1995</p> |  <p>dwell Castle Gate Haus** 133 beds Freehold</p> |  <p>dwell Archer House 177 beds Freehold</p> |
|---|---|--|

| | |
|---|--|
|  <p>dwell The Statesider 226 beds Freehold</p> |  <p>dwell The Towers on State 231 beds Freehold</p> |
|---|--|

| | | |
|---|--|--|
|  <p>dwell Hotwells House 157 beds 125 yrs wef 2009</p> | <p>UK * AEIs completed, converting selected cluster apartments to ensuite apartments ** Centurion owns approx. 14.29% of the Centurion Student Accommodation Fund, which acquired dwell Castle Gate House</p> | <p>AU ^ Minor reconfiguration done, to convert selected twin occupancy rooms to single occupancy formats US ^^ Centurion holds approx. 28.74% in the Centurion US Student Housing Fund, which owns the US properties</p> |
|---|--|--|

| | |
|--|--|
|  <p>dwell Logan Square 642 beds Freehold</p> |  <p>dwell Stadium View 216 beds Freehold</p> |
|--|--|

PBSA : FY 2023 Performance and Market Outlook



- **Stable occupancy** in FY 2023, with **healthy rental rate revisions**
 - FY 2023 average financial occupancy was 98% in UK¹, 88% in Australia
 - driven by robust student demand and short supply of PBSA beds
- **Demand** for Higher Education and PBSA **continues to grow**
 - UK higher education providers exceeding target international student numbers ahead of 2030 commitment²
 - international student arrivals in Australia hit new record numbers³
- **Asset light strategies enable growth** of portfolio and fee-based investment, asset and property management services
 - 5 assets in US are held by Centurion US Student Housing Fund (CUSSHF) since Nov 2017, in which the Group holds 28.74% of the units
 - CUSSHF will come to term in Nov 2024, and the fund is in the process of disposing the assets
 - 1 asset in Nottingham, UK is owned by Centurion Student Accommodation Fund, in which the Group holds 14.29% of the units



1. Excluding beds unavailable during FY 2023, due to AEI at dwell Cathedral Campus, Liverpool
2. [International student recruitment data](#), Universities UK, 3 March 2023
3. [International students arriving in 'record numbers', putting more pressure on housing](#), News.com.au, 12 Sep 2023



Looking Ahead



Portfolio Growth Pipeline



PBWA

Singapore

- Westlite Ubi expected to complete in Dec 2024, **adding c. 1,650 beds**
 - among the first PBD to meet New Dormitory Standards announced by MOM
- plans for redevelopment of Westlite Toh Guan and Westlite Mandai
 - redevelopment of Block 14, Westlite Toh Guan has commenced, targeted to complete in 2026, **adding c. 1,764 beds**
 - plan to redevelop outdoor courts at Westlite Mandai into a **new block of c. 3,696 beds**, expected to complete in 2026

Malaysia

- AElS have commenced at Westlite Johor Tech Park and Westlite Senai II
 - **to add c. 1,740 beds and c. 920 beds respectively** on expected completion in Q4 2024
- additional enhancements planned at Westlite Pasir Gudang, to **add c. 950 beds** on expected completion in 1Q 2025
- in Dec 2023, the Group acquired remaining shares in associated company Oriental Amber Sdn Bhd, which holds a plot of land in Nusajaya, Iskandar, Johor
 - evaluating development of **new PBWA of c. 7,000 beds**

PBSA

Australia

- Pending finalization of Development Approval, the Group plans to redevelop an existing carpark at dwell Village Melbourne City, to **add c. 600 beds**
 - also evaluating redevelopment of existing accommodation blocks to further enhance asset

Hong Kong

- Entry to new Asia market, with Master Lease of 5+3+2 years for **c. 66 beds** dwell Prince Edward West, commencing Apr 2024

Continued Growth of Accommodation Portfolio

Approximately 4,376 beds* in portfolio growth pipeline in FY 2024



* Westlite Ubi expected completion in Dec 2024, adding 1,650 beds

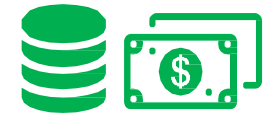
* Master lease secured in Apr 2024, for 66-bed PBSA dwell Prince Edward West

* AEs in progress at Westlite Johor Tech Park and Westlite Senai II, to add 1,740 and 920 beds respectively on expected completion 4Q 2024

Looking Ahead



Managing Operating Performance



Positive demand and supply dynamics drive healthy financial occupancy and rental rate revisions, across the markets where the Group operates.

The Group remains mindful of persisting high interest rates and inflationary pressures in the year ahead but remains confident that its portfolio assets will continue to do well.

The Group will continue to practice prudent financial management, to mitigate economic uncertainties from inflationary pressures and rising interest rates.

Enhancing Portfolio Value and Performance



Centurion continually explores opportunities to enhance its existing portfolio assets, to meet regulatory changes and market shifts, enhance asset values, improve operational efficiency and pandemic resilience, and ensure the well-being of its residents.

Seeking Synergistic Growth



The Group will also continue its strategic review of its specialised accommodation portfolio, aligned with efforts to execute capital recycling and reallocation towards higher yielding markets and assets, to deliver sustainable value to shareholders.