

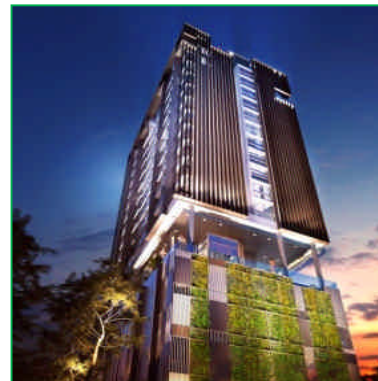


# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

Presentation of 2Q2012 Results

3 August 2012



## Agenda



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

Financial Performance

Business Review

Group Borrowings

Outlook



**Roxy-Pacific Holdings Limited**

Established Specialty Property and Hospitality Group

**Financial  
Performance**

# Presentation of 2Q2012 Results

3 August 2012



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## ***Financial Highlights – 2Q2012***

- ▶ Revenue rises 13% to S\$52.7 million
- ▶ 18% surge in revenue from Property Development segment
- ▶ Gross profit margin grows 6.0 percentage points to 39%
- ▶ Excluding fair value gains, pre-tax profit surges 74% to S\$13.3 million
- ▶ 8% increase in net profit to S\$17.7 million
- ▶ Strong progress billings of S\$817.2 million, the profits of which will be recognised from 3Q2012 to FY2016
- ▶ Replenishes landbank, comprising freehold sites, with approximate gross floor area of 272,026 sq ft for development
- ▶ Healthy balance sheet with cash and cash equivalents of S\$224.7 million
- ▶ Declares its first interim dividend since IPO in 2008 of 0.67 cents per share



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Financial Results – 2Q2012

	2Q2012	2Q2011 *(restated)	% change
Revenue (S\$'m)	52.7	46.7	13%
Gross Profit (S\$'m)	20.5	15.5	33%
Gross Margin (%)	39%	33%	6ppt
Pre-tax profit (excluding fair value gain)	13.3	7.6	74%
Pre-tax profit (S\$'m)	17.7	17.2	3%
PAT (S\$'m)	17.7	16.5	8%
EPS (cts)	1.86	1.73	8%

\* The comparatives of 2011 were restated. EPS has been adjusted for the bonus issue in 2012.



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Financial Results – 1H2012

	1H2012	1H2011 *(restated)	% change
Revenue (S\$'m)	90.8	97.1	-6%
Gross Profit (S\$'m)	37.2	31.7	17%
Gross Margin (%)	41%	33%	8ppt
Pre-tax profit (excluding fair value gain)	24.4	18.9	29%
Pre-tax profit (S\$'m)	28.8	28.5	1%
PAT (S\$'m)	26.8	26.5	1%
EPS (cts)	2.80	2.78	1%

\* The comparatives of 2011 were restated. EPS has been adjusted for the bonus issue in 2012.

# Financial Performance



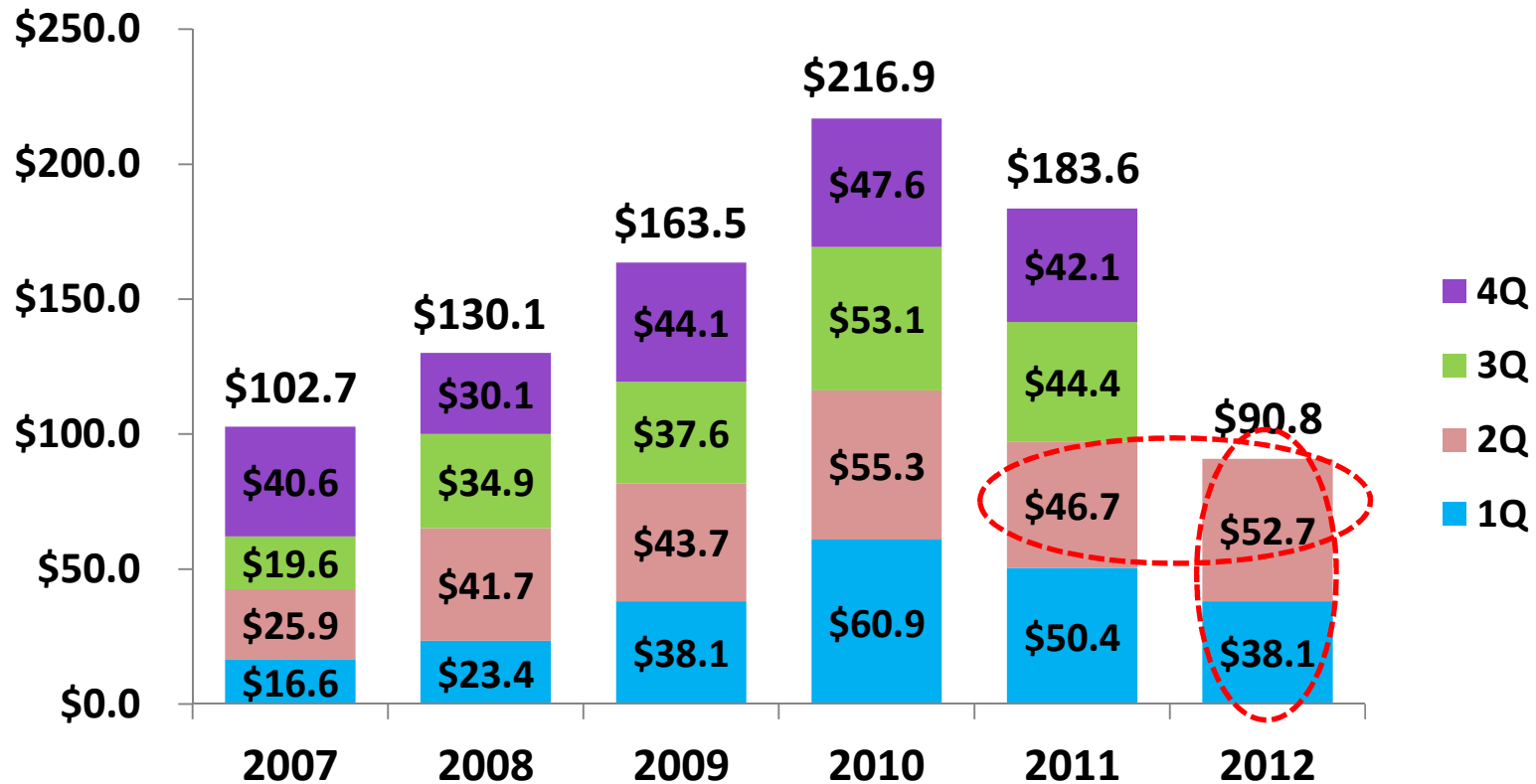
# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Turnover Trend (\$S' million)

2Q12 revenue increased by 13% y-o-y from 2Q11

2Q12 revenue increased by 38% q-o-q from 1Q12



# Financial Performance

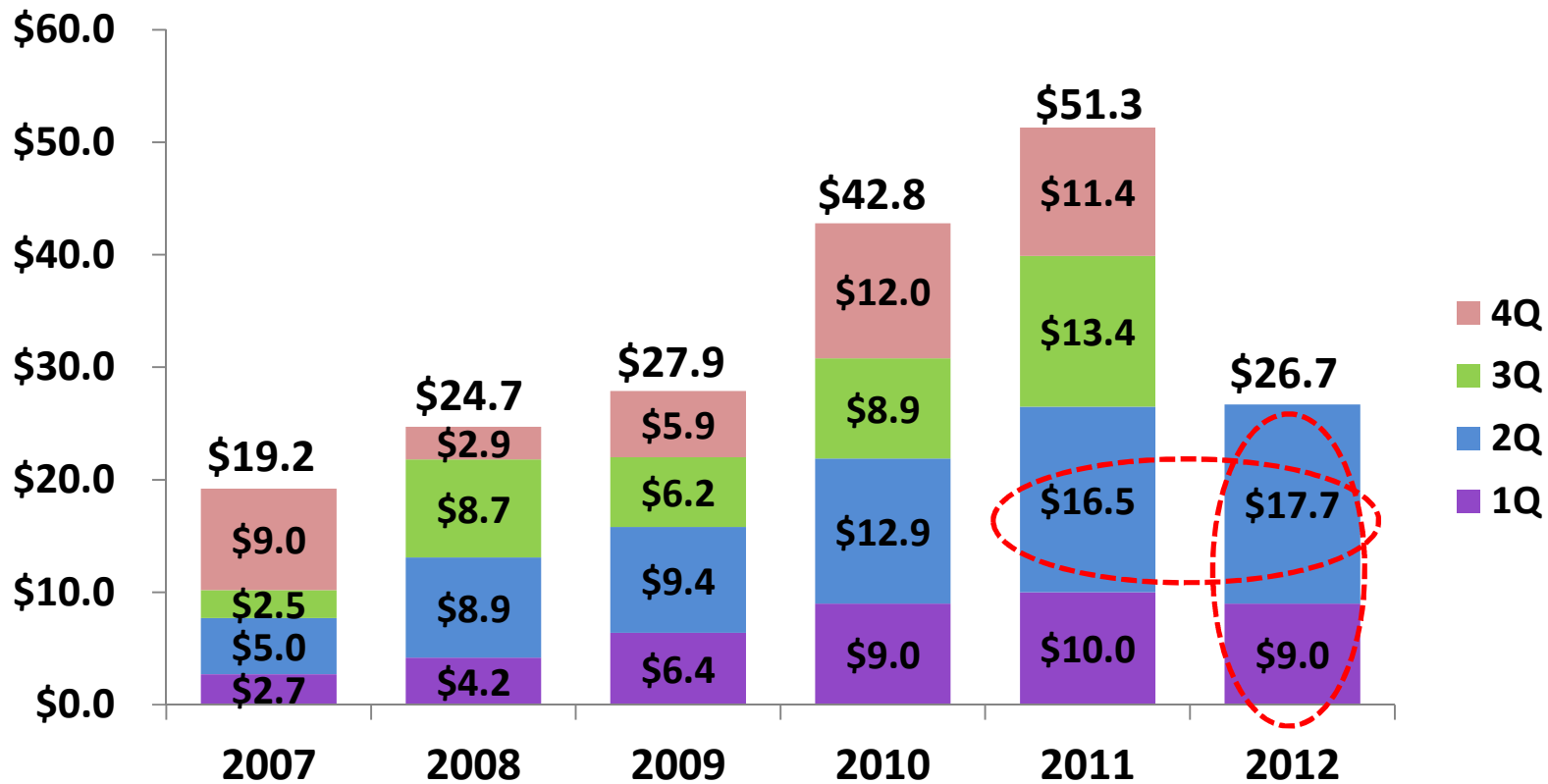


# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Profit Trend (\$\$' million)

- ▶ 2Q12 net profit increased by 8% y-o-y
- ▶ 2Q12 net profit increased by 97% q-o-q



\* The comparatives of 2Q2011 and 1H2011 were restated.



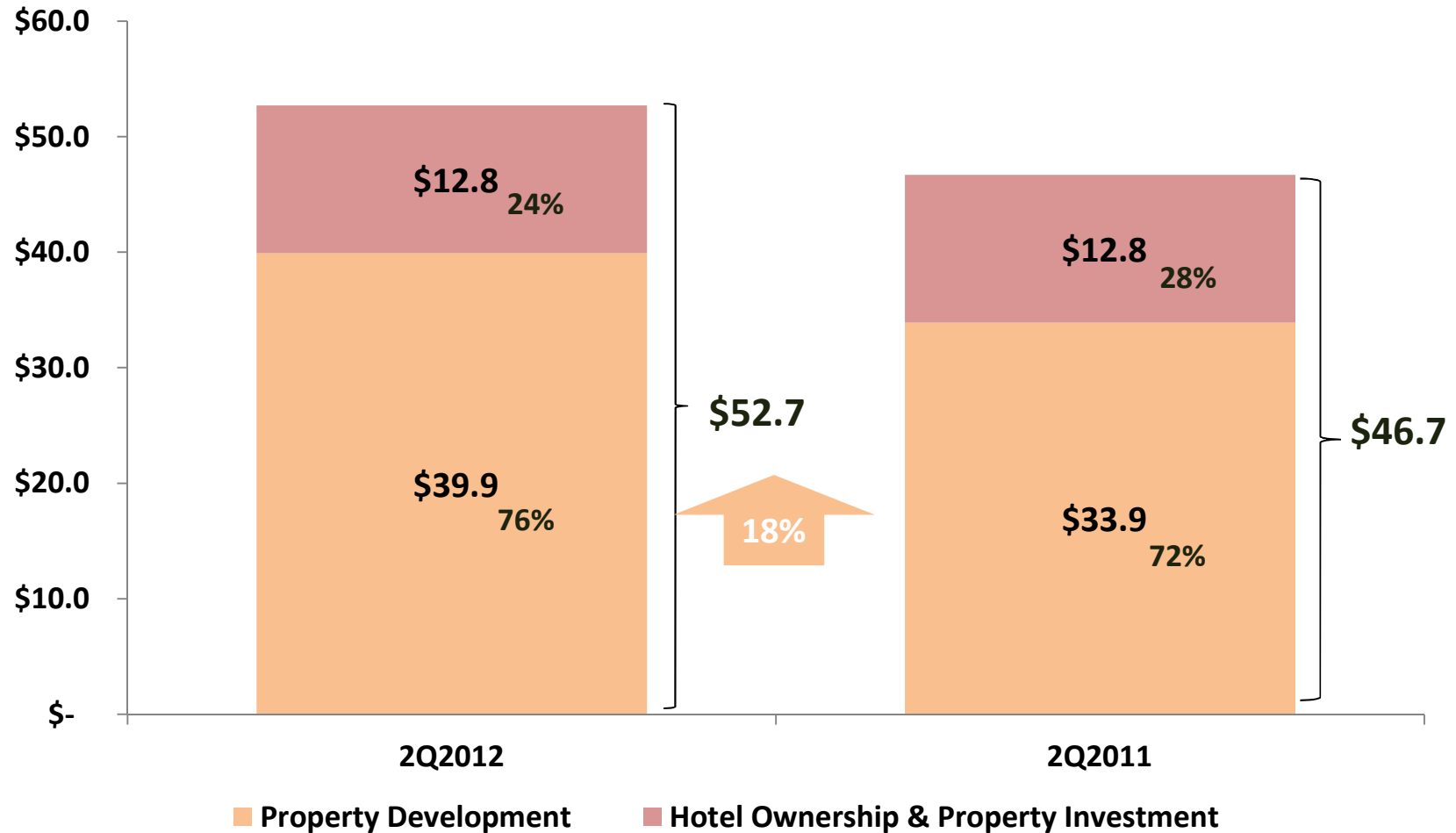
# Segment Results – 2Q2012



## Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

### Revenue (S\$' million)



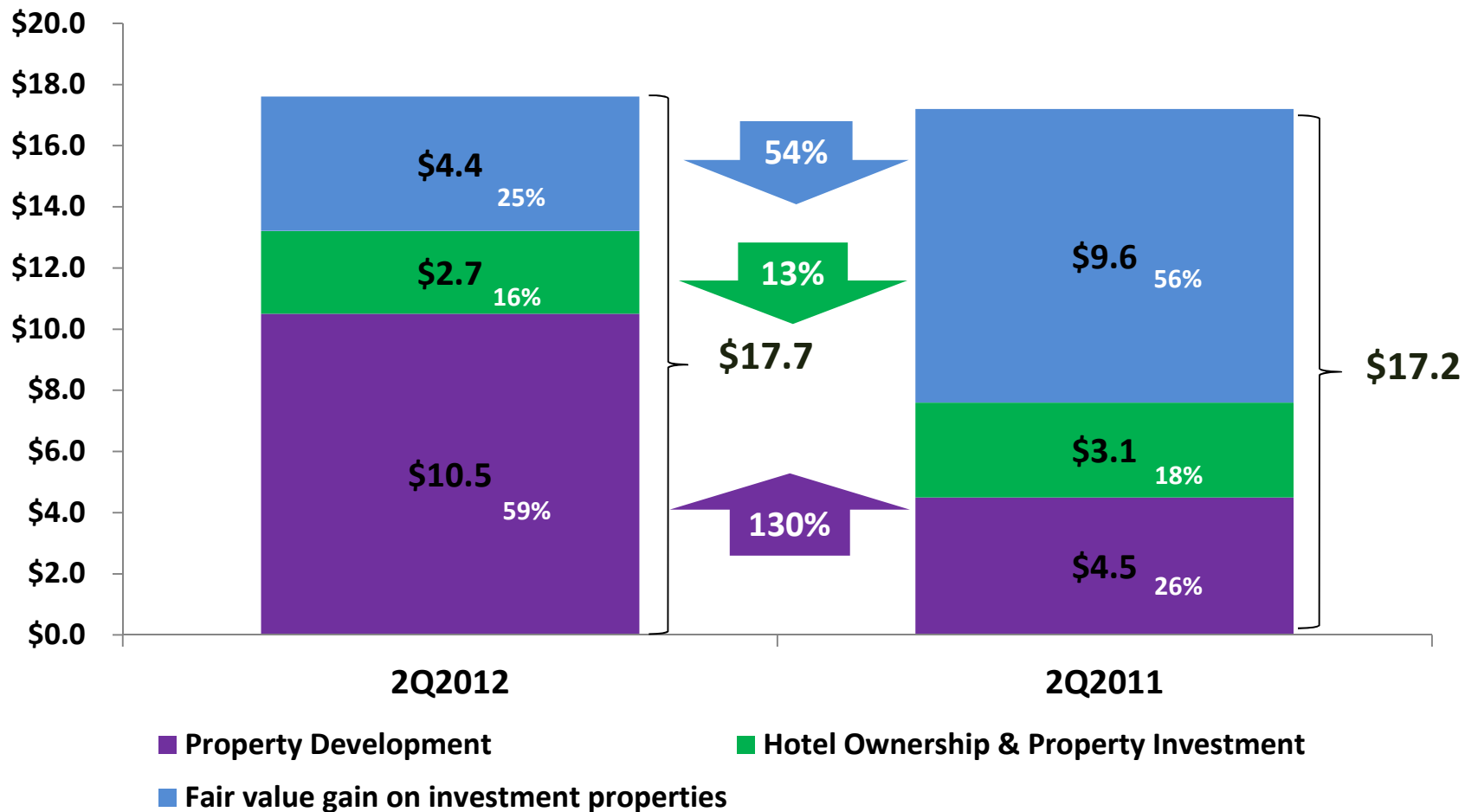
# Segment Results – 2Q2012



## Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

### Pre-tax Profits (\$S' million)



Note: The comparatives of 2011 were restated.

## Key Financials



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

	30 Jun 12	31 Dec 11 *(restated)	Increase / (Decrease)
Total assets (S\$m)	684.2	748.6	(8.6%)
Total debts (S\$m)	408.3	481.7	(15.2%)
Cash & cash equivalents (S\$m) <sup>(1)</sup>	224.7	228.2	(1.5%)
Net Assets Value ("NAV") (S\$m)	228.3	214.3	6.5%
Adjusted Net Assets Value ("ANAV") (S\$m) <sup>(2)</sup>	574.4	558.5	2.8%
<hr/>			
NAV per share (cents)	23.91	22.44	6.6%
ANAV per share (cents) <sup>(2)</sup>	60.18	58.49	2.9%
Cash holdings per share (cents) <sup>(1)</sup>	23.54	23.90	(1.5%)
Net Debt to ANAV (times)	0.32	0.45	(28.9%)
Return on Equity (%) <sup>(3)</sup>	23.6	23.9	(1.3%)

\* The comparatives of 2011 were restated and adjusted for the bonus issue in 2012.

(1) Cash holdings include project account monies amounting to S\$137.4 million as at 30 June 2012 (31 December 2011: S\$137.5 million)

(2) The fair value of Grand Mercure Roxy Hotel was estimated to be S\$401.5 million as at 30 June 2012 (31 December 2011 : S\$401.5 million)

(3) Represents annualised return on equity



**Roxy-Pacific Holdings Limited**

Established Specialty Property and Hospitality Group

**Business  
Review**

**1H2012**

**Property  
Development**

# Presentation of 2Q2012 Results

3 August 2012



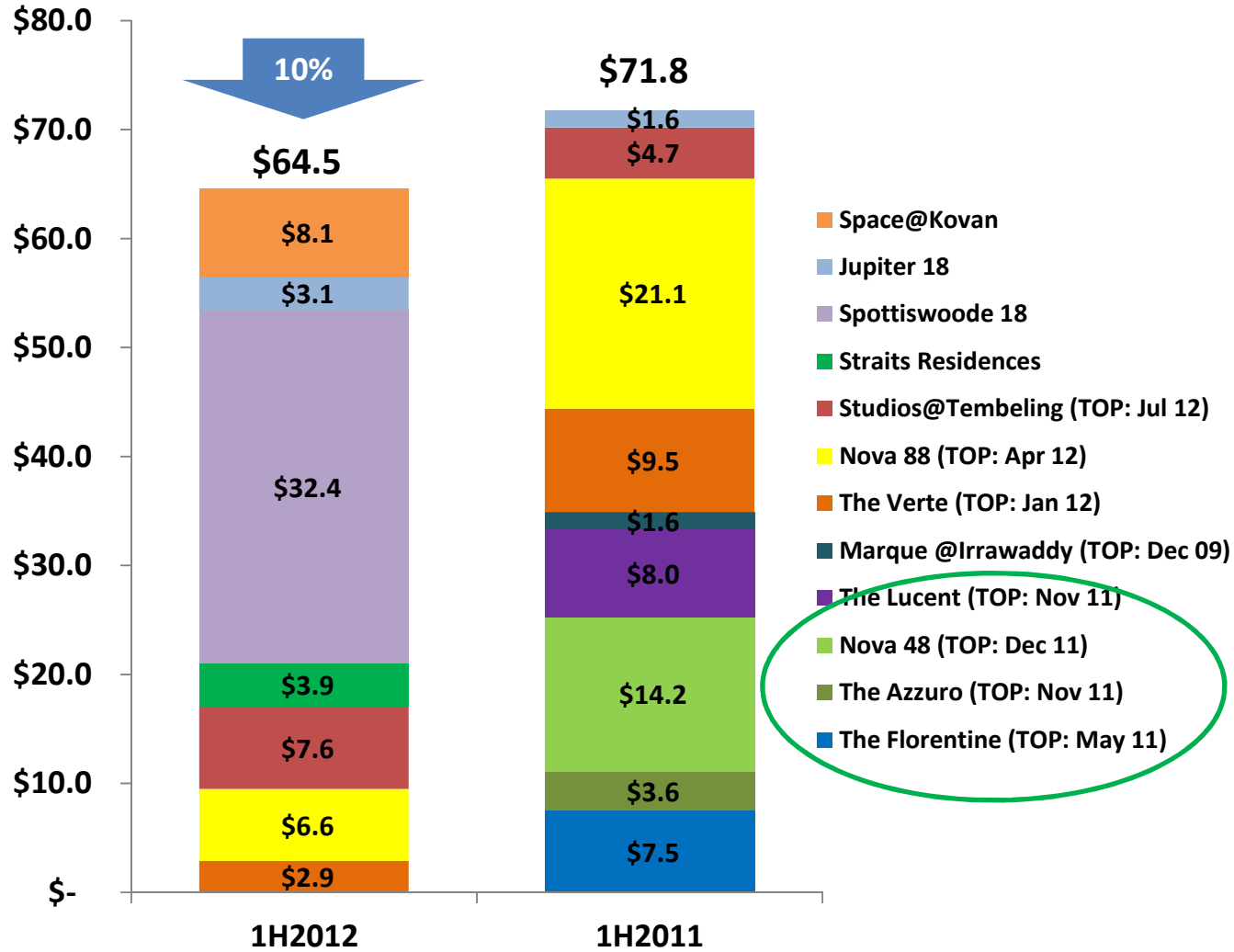
**Business Review**  
Property Development



**Roxy-Pacific Holdings Limited**

Established Specialty Property and Hospitality Group

**Revenue from Property Development (\$\$'million)**

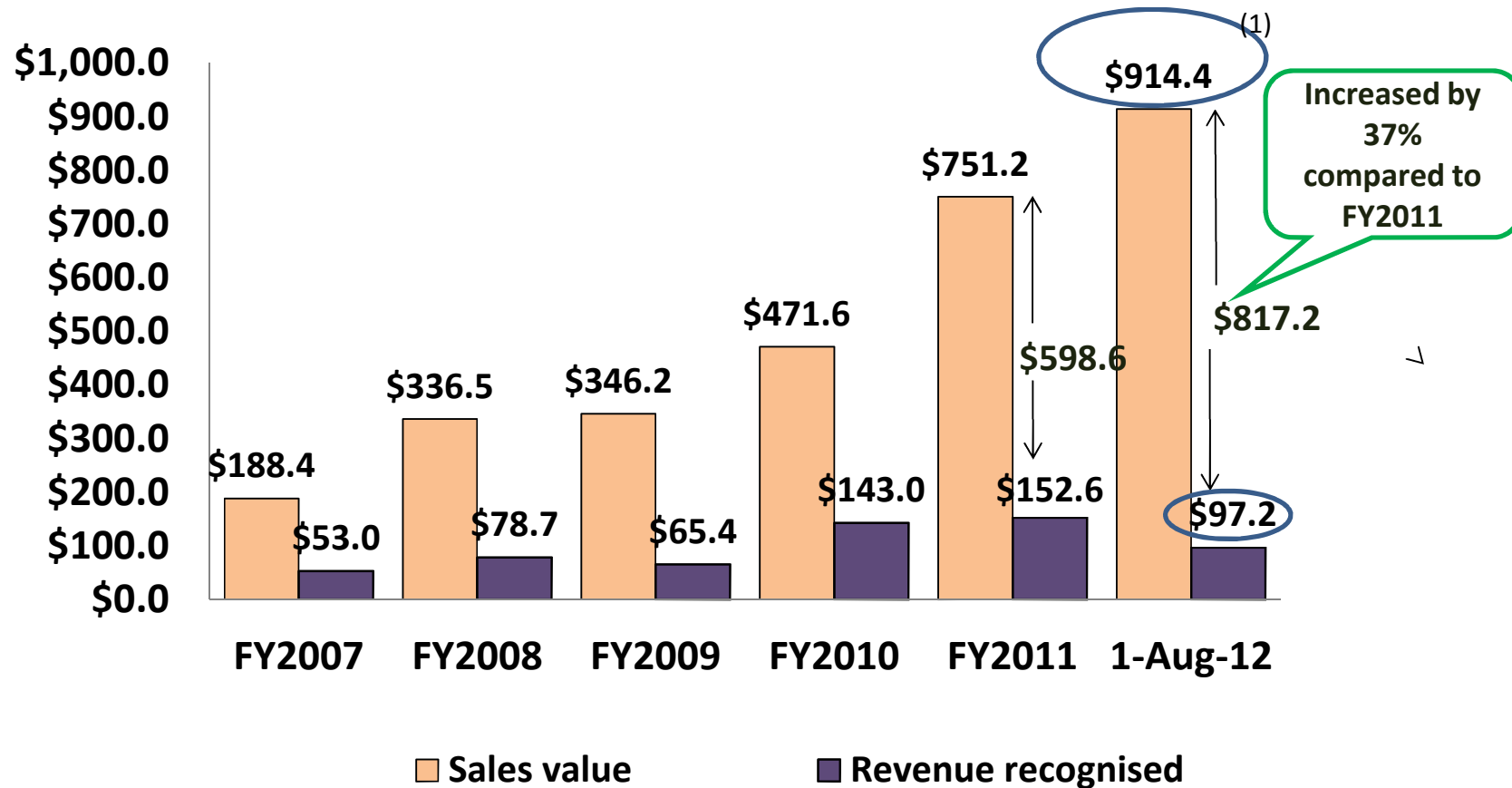


◆ Decrease in revenue by 10% from \$71.8 million in 1H2011 to \$64.5 million in 1H2012

- ◆ Mainly due to
- completion of 4 development projects (namely The Florentine, The Azzuro, Nova 48 and The Lucent) in 2011; and
  - the gap in revenue recognition until the commencement of construction of newer projects.



**Strong attributable progress billings to be recognised (S\$'million)**



(1) Based on Option to Purchase granted up to 1 August 2012



**Strong attributable progress billings to be recognised – By Projects (\$'million)**

	Project name	Type of development	Group's stake	No. of units in the project	% sold	Attributable total sale value <sup>(1)</sup> (\$'m)	Attributable Revenue recognised @ 30 Jun 2012 (\$'m)	Balance attributable progress billings to be recognised from 3Q2012 (\$'m)
1	Haig 162	Residential	45%	99	100%	26.3	12.4	13.9
2	Straits Residences	Residential	100%	30	100%	20.1	6.2	13.9
3	Studios@Tembeling	Residential	100%	25	100%	18.5	18	0.5
4	Jupiter 18	Residential	100%	53	100%	35.8	8.5	27.3
5	Spottiswoode 18	Residential	100%	251	99%	248.2	44.0	204.2
6	Space@Kovan	56 shops, 140 residential	100%	196	100%	159.8	8.1	151.7
7	Nottinghill Suites	Residential	45%	124	83%	33.6	-	33.6
8	Wis@Changi	7 shops, 16 restaurants, 60 offices	100%	83	39%	23.9	-	23.9
9	Centropod@Changi	108 shops, 9 restaurants, 75 offices	100%	192	85%	105.2	-	105.2
10	Treescape <sup>(2)</sup>	Residential	100%	30	100%	29.2	-	29.2
11	Millage <sup>(3)</sup>	86 shops, 70 residential	48%	156	100%	52.2	-	52.2
12	Narura@Hillview <sup>(3)</sup>	Residential	49%	193	81%	58.8	-	58.8
13	Eon Shenton <sup>(4)</sup>	23 shops, 98 Offices, 132 Residential	20%	253	76%	70.1	-	70.1
14	The MKZ <sup>(5)</sup>	Residential	100%	42	71%	32.7	-	32.7
	<b>Total</b>			<b>1,727</b>		<b>914.4</b>	<b>97.2</b>	<b>817.2</b>

(1) Based on Option to Purchase granted up to 1 August 2012  
(2) Launched in February 2012  
(3) Launched in March 2012

(4) Launched in April 2012  
(5) Launched in July 2012

## Business Review

Property Development



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Landbanks

	Location / Description	Approximate Land Area	Approximate Gross Floor Area	Group's stake	Approximate Attributable Gross Floor Area	Approximate Attributable Land Cost
		(sq ft)	(sq ft)	%	(sq ft)	\$'m
1	2 & 4 Lew Lian Vale <sup>(1)</sup> (currently known as Jade Towers)	92,412	131,702	100%	131,702	106.27
2	334 Pasir Panjang Singapore <sup>(1)</sup> (currently known as Westvale Condominium)	62,710	87,794	100%	87,794	77.50
3	14 Adis Road <sup>(1)</sup> (currently known as Sophia Mansions)	17,545	36,845	90% <sup>(2)</sup>	33,161	38.97
4	211 – 223A Pasir Panjang Road, Singapore <sup>(1)</sup> (currently known as Harbour View Gardens)	30,745	43,043	45%	19,369	14.85
		<b>203,412</b>	<b>299,384</b>		<b>272,026</b>	<b>237.59</b>

<sup>(1)</sup> the acquisition is subject to and conditional upon the obtaining of an Order for Sale from the Strata Titles Board or the High Court (as case may be) approving this sale and purchases, if necessary.

<sup>(2)</sup> the Group will hold 90% stake upon entering a joint venture agreement with a third party.





**Roxy-Pacific Holdings Limited**

Established Specialty Property and Hospitality Group

**Business  
Review**

**1H2012**

**Hotel Ownership**

# Presentation of 2Q2012 Results

3 August 2012

# Business Review

Hotel Ownership

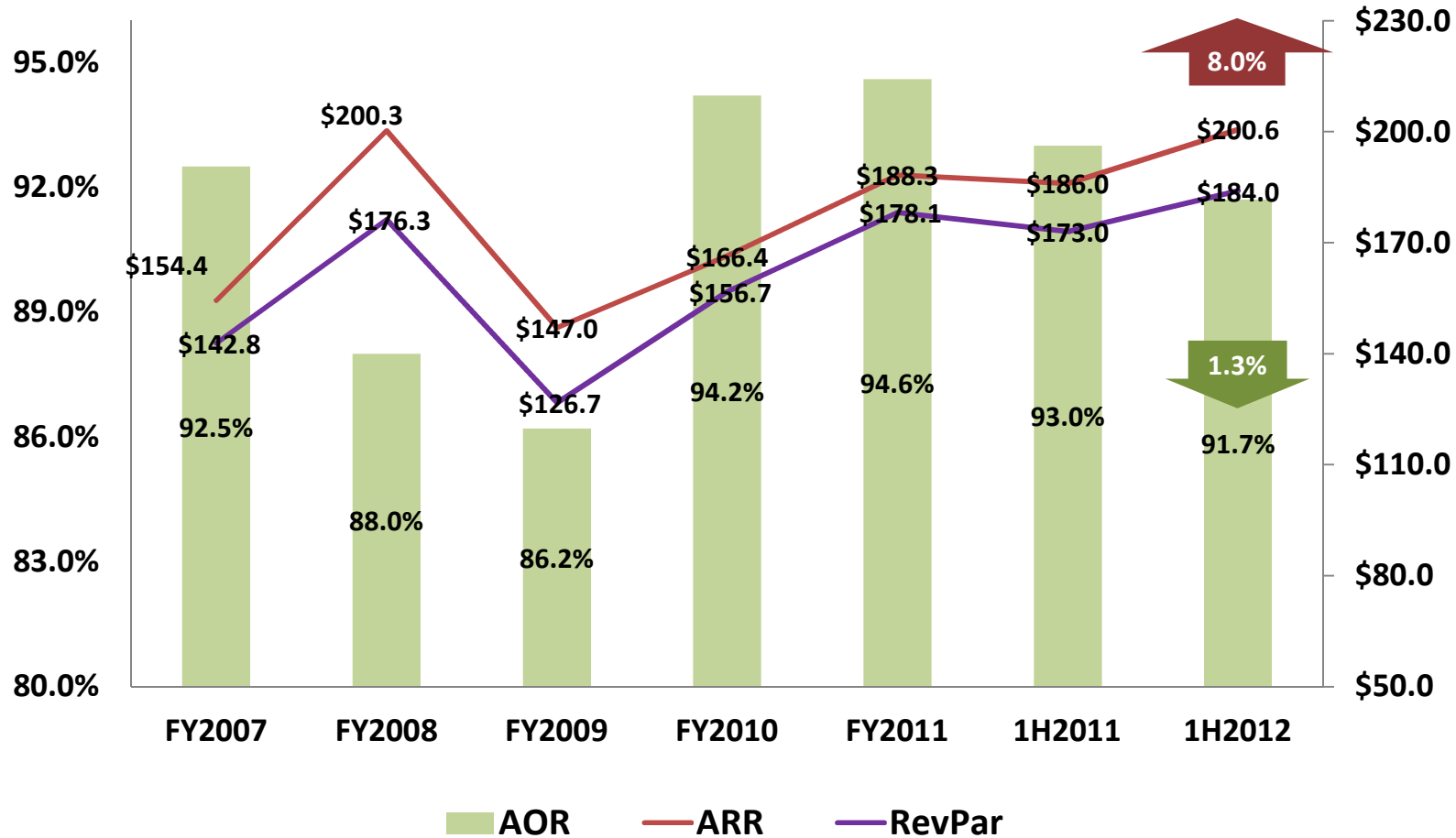


# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## AOR , ARR & RevPar in 1H2012

➤ RevPar increased by 6% to \$184.0 in 1H2012



# Business Review

Hotel Ownership

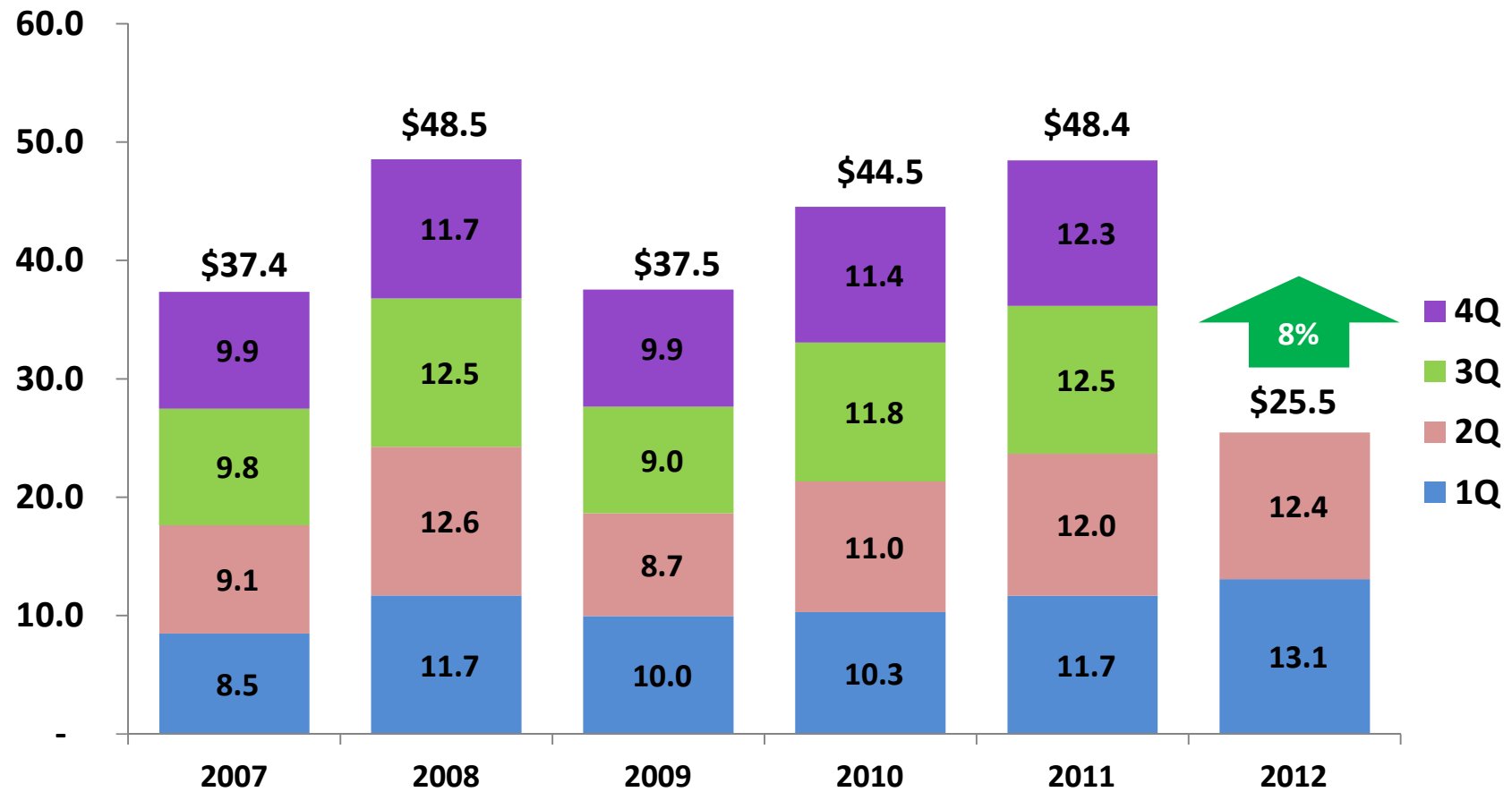


# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Hotel Revenue (S\$'million)

Hotel revenue improved by 8% in 1H2012



## Business Review

Hotel Ownership

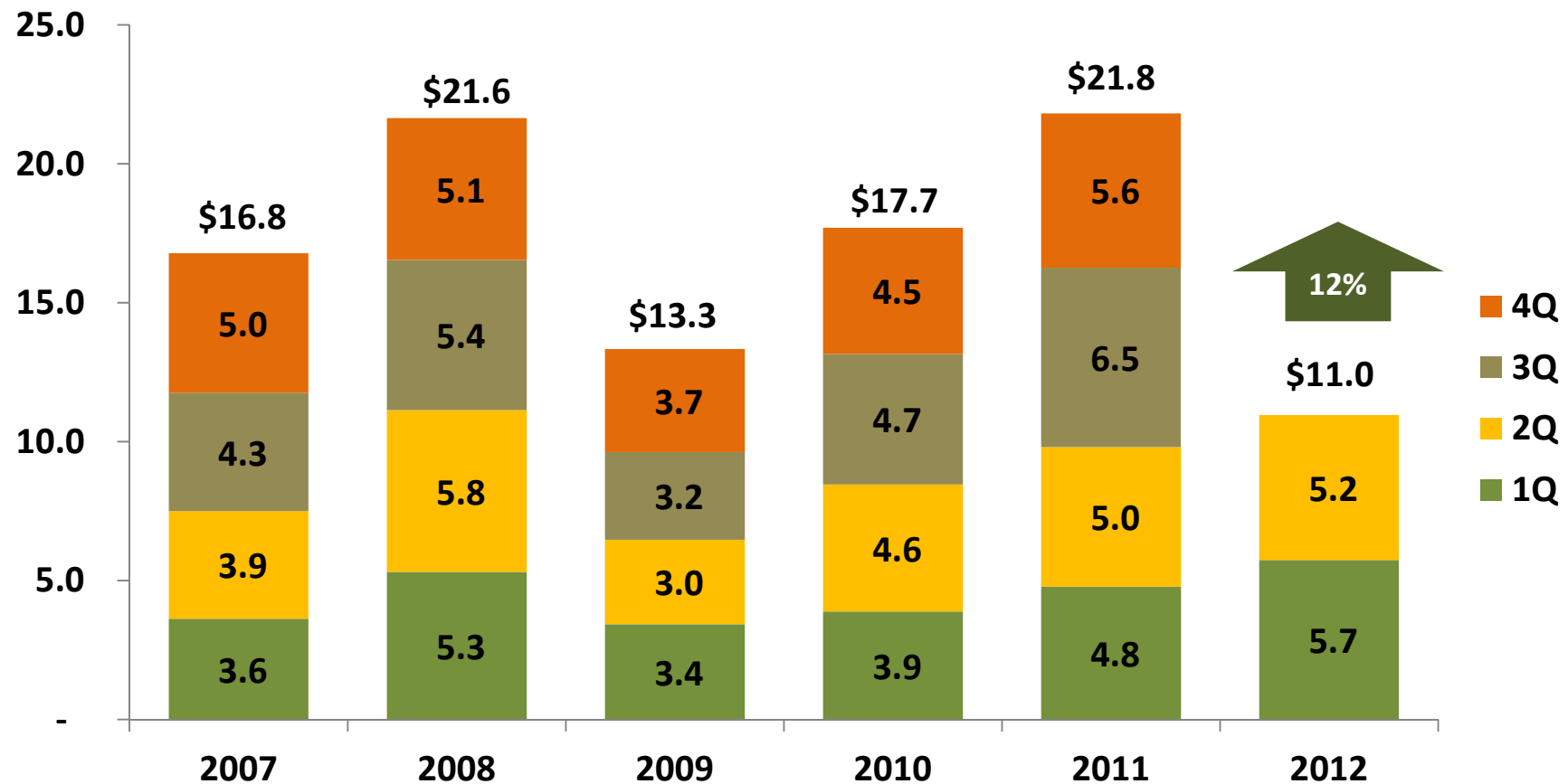


# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Hotel Net Operating Profits ("NOP") (\$million)

Hotel NOP increased by 12% in 1H2012





**Roxy-Pacific Holdings Limited**

Established Specialty Property and Hospitality Group

**Business  
Review**

**1H2012**

**Property  
Investment**

## Presentation of 2Q2012 Results

3 August 2012

## Business Review

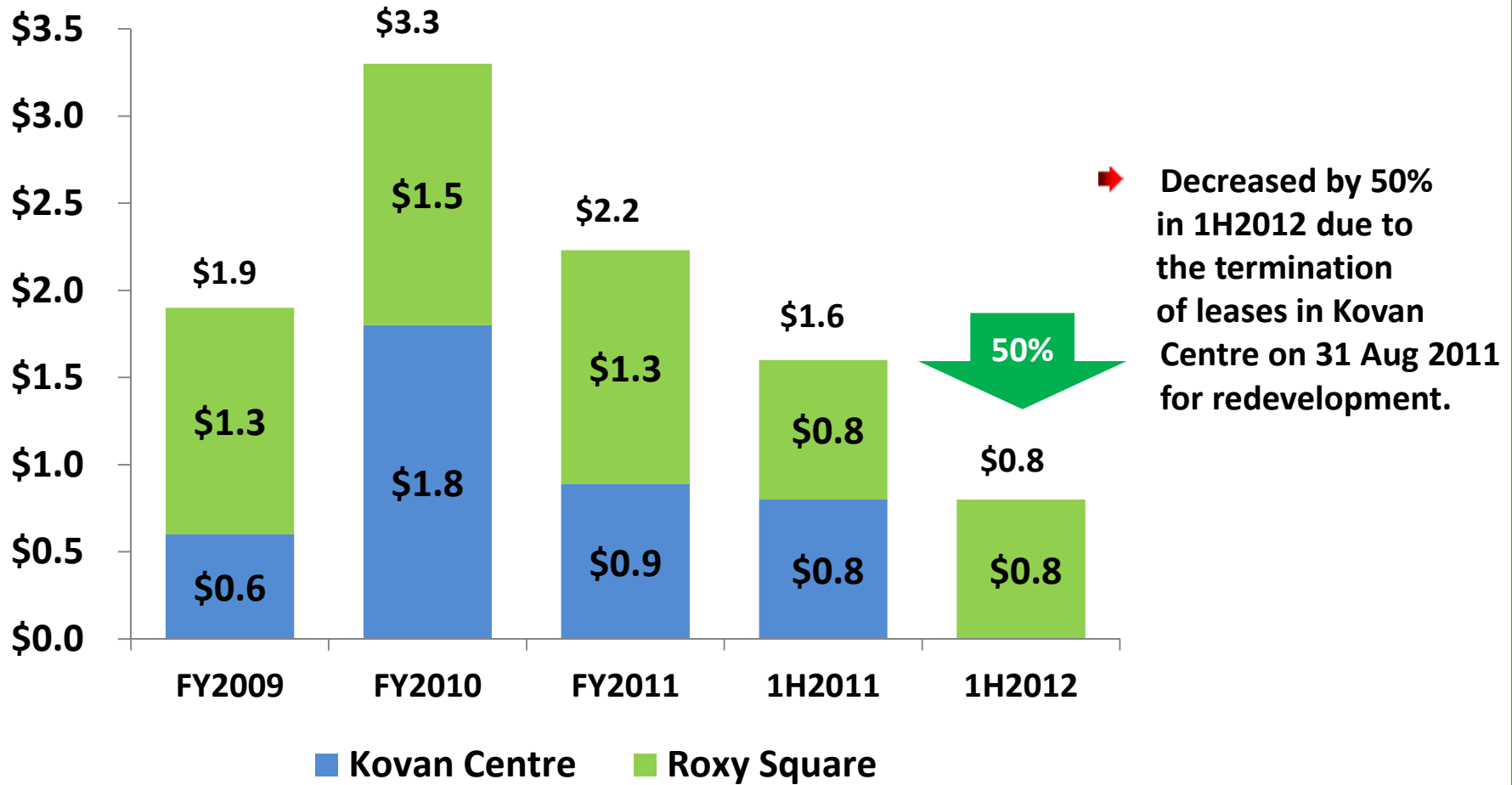
Property Investment



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Revenue (S\$' million)





**Roxy-Pacific Holdings Limited**

Established Specialty Property and Hospitality Group

**Group  
Borrowings**

# Presentation of 2Q2012 Results

3 August 2012

## Group Borrowings

### Debt Profile



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

	30 Jun 12	31 Dec 11
Total borrowings	\$408.3m	\$481.7m
Fixed rate loans	\$140.2 m	\$140.4 m
Fixed rate loans as % of total loans <sup>(1)</sup>	34%	29%
Weighted average term for fixed rates loans	10 months	16 months
Weighted average interest rate (fixed rates loans)	2.78%	2.78%
Weighted average interest rate (floating rates loans)	1.88%	1.86%
Interest cover ratio (times)	15.1	13.6

<sup>(1)</sup> Includes \$32.4 m loans under interest rate swap contracts to swap floating interest rates for fixed interest rates



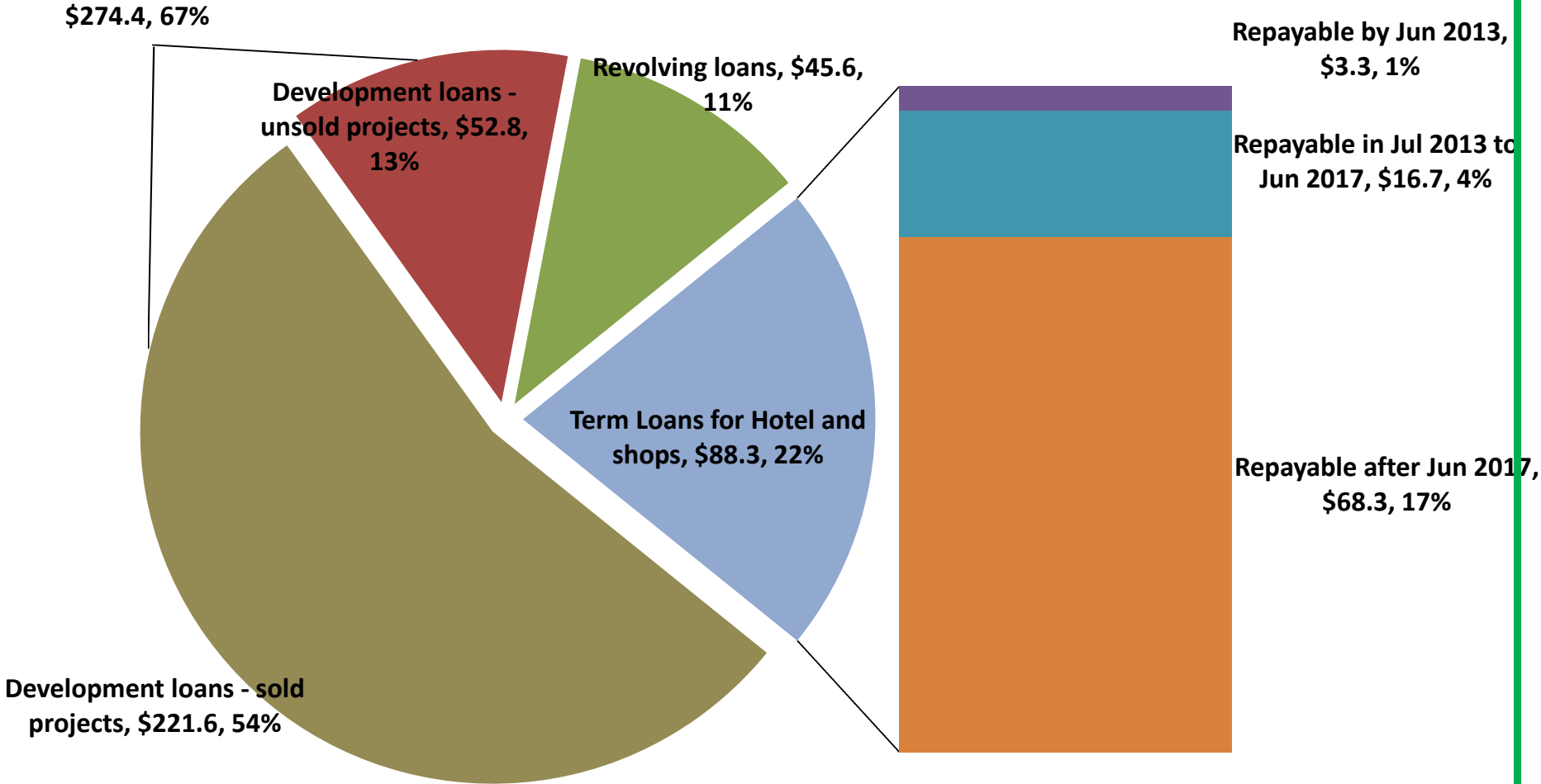


# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Group Borrowings

### Debt Profile as at 30 June 2012



Total outstanding debts of S\$408.3 million as at 30 June 2012



**Roxy-Pacific Holdings Limited**

Established Specialty Property and Hospitality Group

**Outlook**

# Presentation of 2Q2012 Results

3 August 2012

## Outlook



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

### 1. General

- The economic outlook remains challenging. According to advance estimates by Ministry of Trade and Industry Singapore (“MTI”), the Singapore economy contracted by 1.1% in 2Q2012 on a quarter-on-quarter seasonally-adjusted annualised basis, compared to the 9.4% expansion in the preceding quarter. On a year-on-year basis, the economy continued to grow at a modest pace of 1.9%, following the 1.4% growth in 1Q2012.

### 2. Property Development

- Based on latest real estate statistics released by URA:
  - the overall prices of private residential property increase by 0.4% in 2Q2012, compared to the 0.1% decrease in the previous quarter.

### 3. Hotel Ownership

- Based on STB statistics:
  - latest forecast shows a \$23 to \$24 billion in tourism receipts and 13.5 to 14.5 million visitor arrivals for 2012.
  - Gazetted hotel room revenue for 1Q2012 continues to grow, hitting \$0.6 billion, which represents a growth of 6% year on year
- The Group believes that demand for the hotel rooms should continue to be strong in the coming quarters . With our hotel located in close proximity to the Integrated Resort and business district, the Group will continue to ride on this positive tourism momentum.

### 4. Progress billings of S\$817.2 million, the profits of which will be recognised from 3Q2012 to FY2016

### 5. Barring any unforeseen circumstances, the directors expect the Group to be profitable in 2012.



**Roxy-Pacific Holdings Limited**

Established Specialty Property and Hospitality Group

**Thank You**

## Presentation of 2Q2012 Results

3 August 2012