

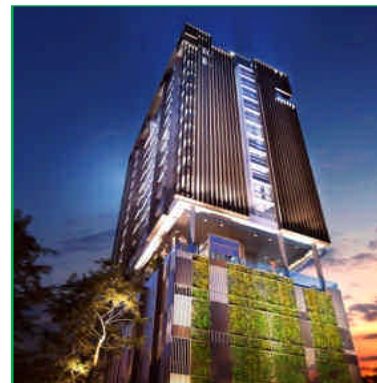


# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Presentation of 3Q2012 Results

2 November 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 3Q2012 Results

2 November 2012



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## ***Financial Highlights – 3Q2012***

- **Revenue holds steady at S\$43.6 million**
- **Profit after tax, excluding fair value gains rises 116% to S\$8.2 million**
- **Earnings growth across all business segments, with earnings from Property development, Hotel ownership and Property investment segments rise 70%, 50% and 87% respectively**
- **Progress billings of S\$844.7 million as of 28 October 2012, to be recognised from 4Q2012 to FY2016, bring strong earnings visibility**
- **Sizeable landbank with total attributable gross floor area of approximately 296,991 square foot for development**
- **Strong financial flexibility with cash and cash equivalents amounting to S\$240.8 million as at September 30, 2012**



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Financial Results – 3Q2012

	3Q2012	3Q2011 <sup>(1)</sup> (restated)	% change
Revenue (S\$'m)	43.6	44.4	-2%
Gross Profit (S\$'m)	17.3	15.8	9%
Gross Margin (%)	40%	36%	4ppt
Adjusted Pre-tax Profit <sup>(2)</sup>	10.7	6.6	63%
Fair value gains	-	9.6	-100%
Pre-tax Profit (S\$'m)	10.7	16.1	-34%
Net Profit (S\$'m)	8.2	13.4	-39%
Adjusted Net Profit <sup>(2)</sup>	8.2	3.8	116%
EPS (cts)	0.86	1.40	-39%

<sup>(1)</sup> The comparatives of 2011 were restated. EPS has been adjusted for the bonus issue in 2012.

<sup>(2)</sup> Excluding the fair value gains



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Financial Results – 9M2012

	9M2012	9M2011 <sup>(1)</sup> (restated)	% change
Revenue (S\$'m)	134.4	141.5	-5%
Gross Profit (S\$'m)	54.4	47.4	15%
Gross Margin (%)	41%	33%	8ppt
Adjusted Pre-tax Profit <sup>(2)</sup>	35.1	25.5	38%
Fair value gains	4.4	19.2	-77%
Pre-tax profit (S\$'m)	39.5	44.6	-11%
Net Profit (S\$'m)	35.0	39.9	-12%
Adjusted Net Profit <sup>(2)</sup>	30.6	20.8	47%
EPS (cts)	3.66	4.18	-12%

<sup>(1)</sup> The comparatives of 2011 were restated. EPS has been adjusted for the bonus issue in 2012.

<sup>(2)</sup> Excluding the fair value gains

# Financial Performance

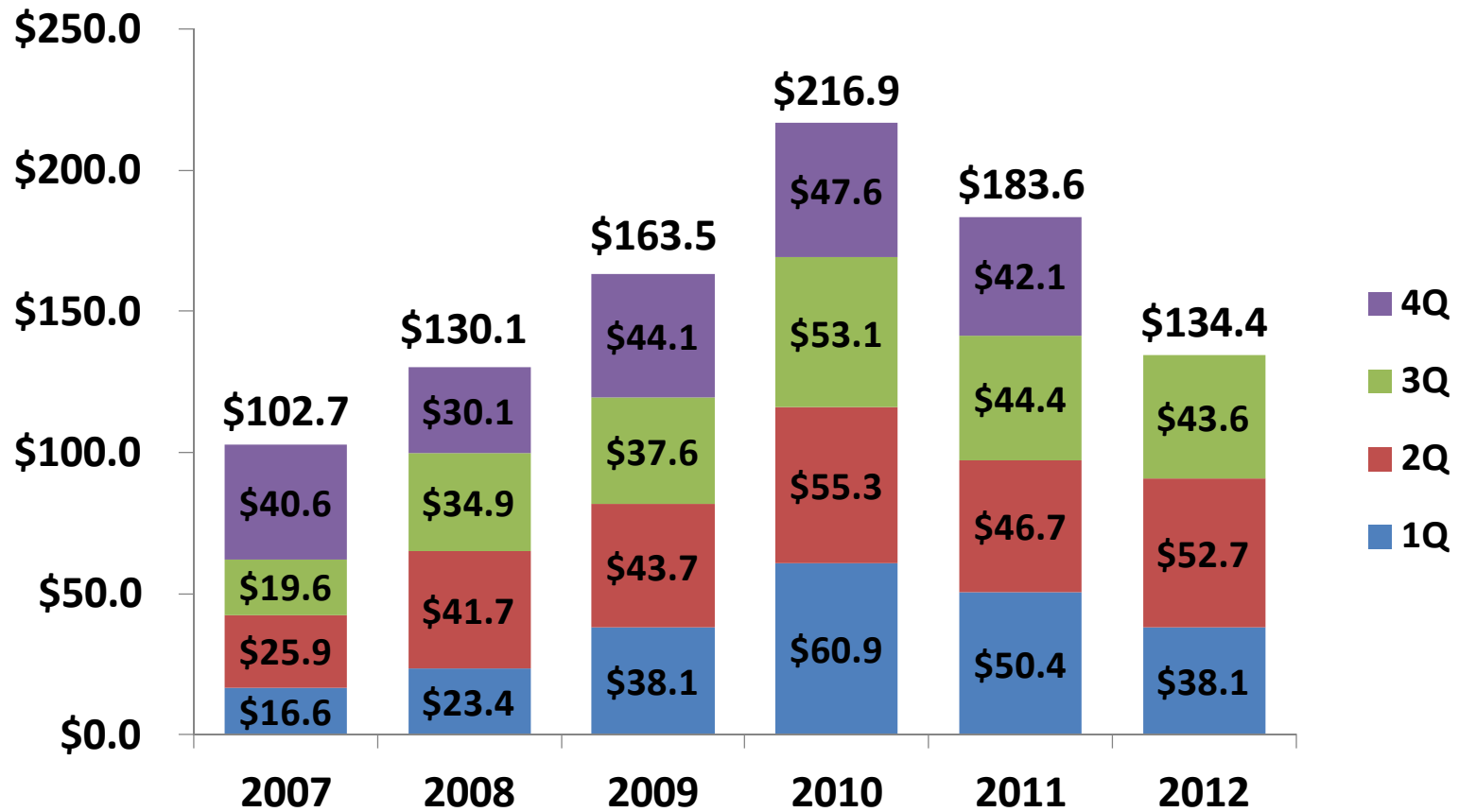
## Turnover Trend (S\$' million)



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

Revenue decreased by 2% from S\$44.4 million in 3Q2011 to S\$43.6 million in 3Q2012



## Financial Performance

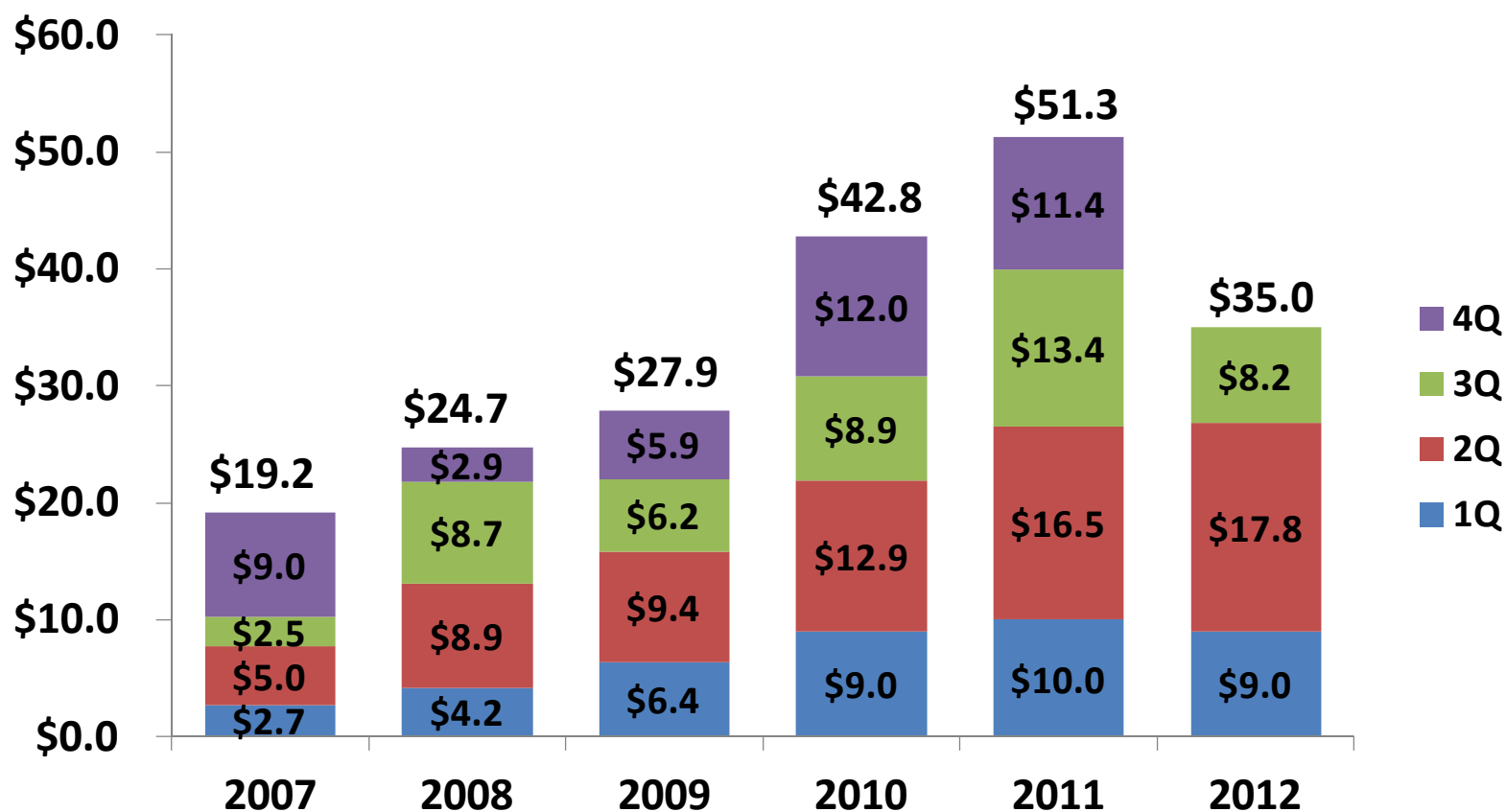
### Profit Trend (S\$' million)



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

➡ Net profit decreased 39% from S\$13.4 million in 3Q2011 to S\$8.2 million in 3Q2012



\* The comparatives of 3Q2011 and 9M2011 were restated.



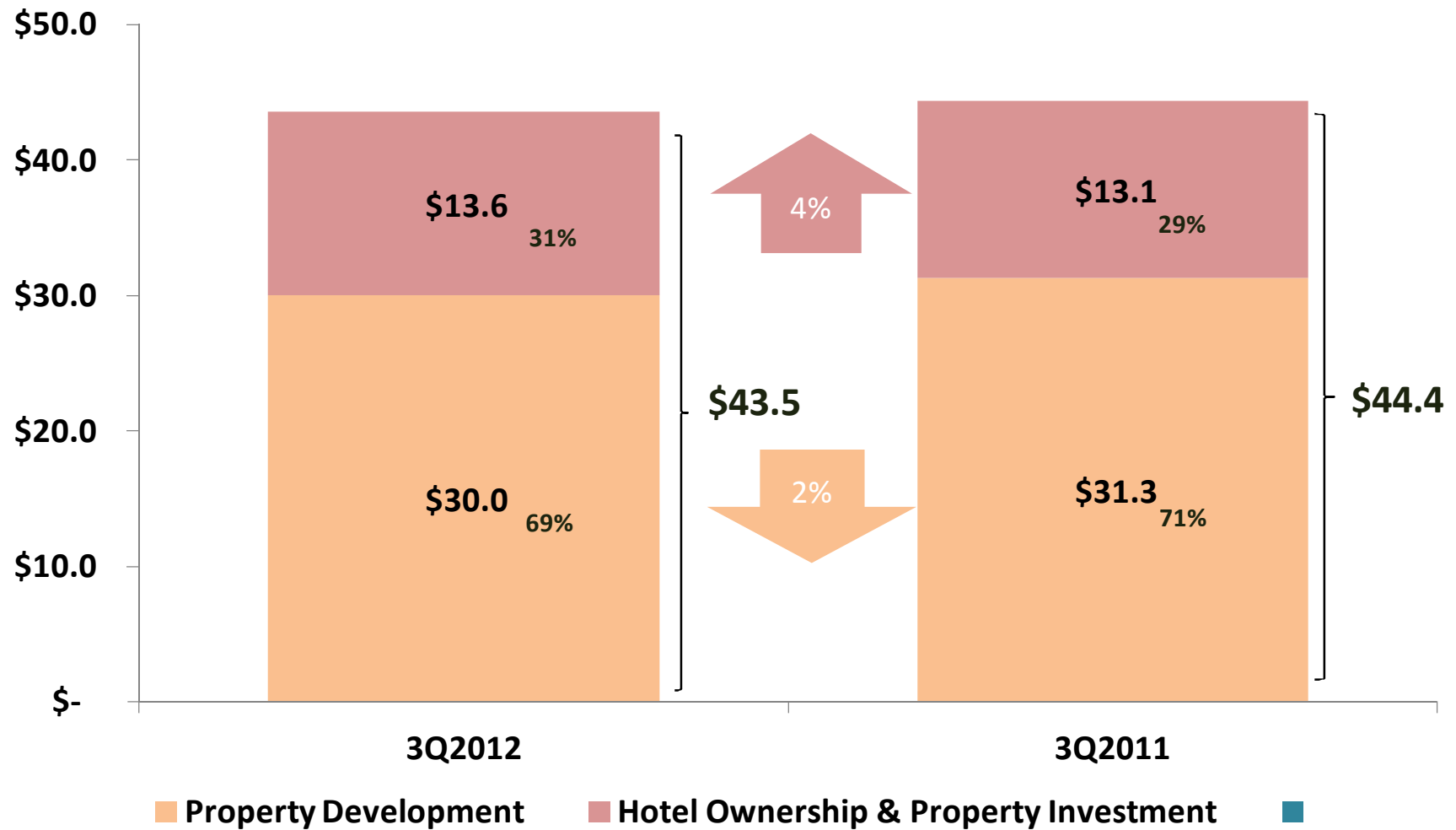
# Segment Results – 3Q2012



## Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

Revenue (S\$' million)



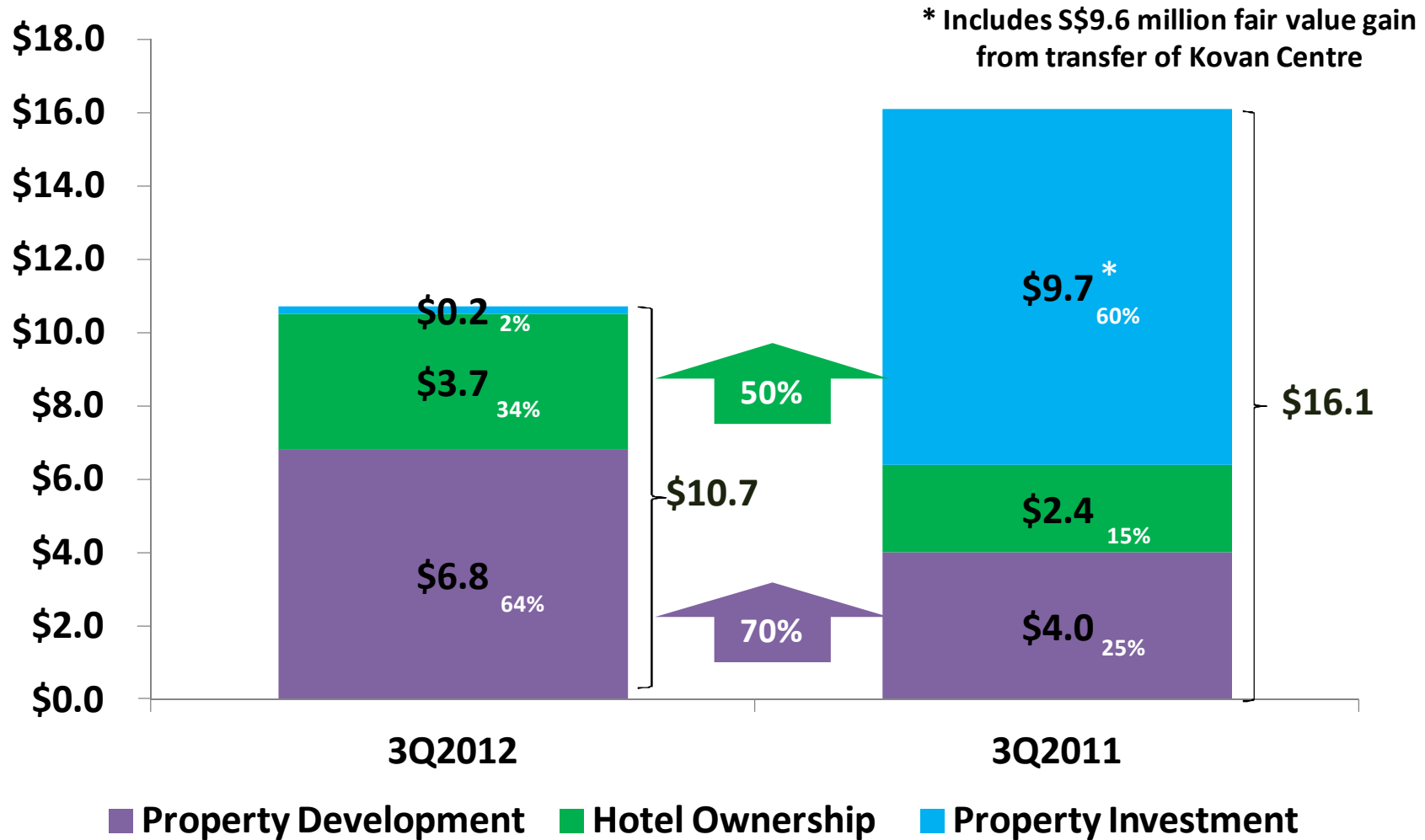
## Segment Results – 3Q2012



# 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 Sep 12	31 Dec 11 *(restated)	Increase / (Decrease)
Total assets (S\$m)	714.1	748.6	(4.6%)
Total debts (S\$m)	433.5	481.7	(10.0%)
Cash & cash equivalents (S\$m) <sup>(1)</sup>	240.8	228.2	5.5%
Net Assets Value ("NAV") (S\$m)	230.1	214.3	7.4%
Adjusted Net Assets Value ("ANAV") (S\$m) <sup>(2)</sup>	612.4	558.5	9.7%
<hr/>			
NAV per share (cents)	24.10	22.44	7.4%
ANAV per share (cents) <sup>(2)</sup>	64.14	58.49	9.7%
Cash holdings per share (cents) <sup>(1)</sup>	25.22	23.90	5.5%
Net Debt to ANAV (times)	0.31	0.45	(31.1%)
Return on Equity (%) <sup>(3)</sup>	20.2	23.9	(15.5%)

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

(1) Cash holdings include project account monies amounting to S\$130.5 million as at 30 September 2012 (31 December 2011: S\$137.5 million)

(2) The fair value of Grand Mercure Roxy Hotel was estimated to be S\$438.0 million as at 30 September 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**

**9M2012**

**Property  
Development**

# Presentation of 3Q2012 Results

2 November 2012

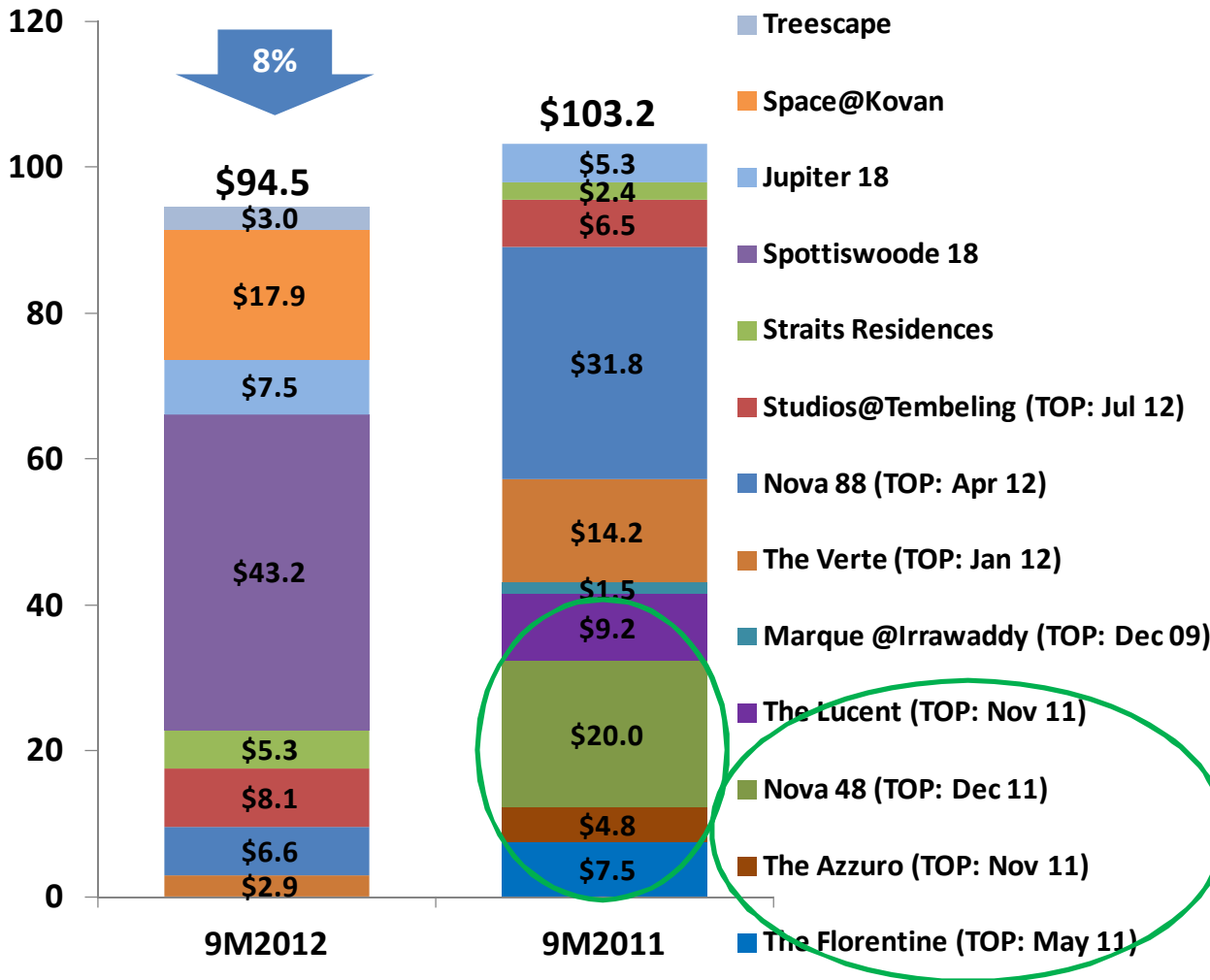
**Business Review**  
Property Development



**Roxy-Pacific Holdings Limited**

Established Specialty Property and Hospitality Group

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



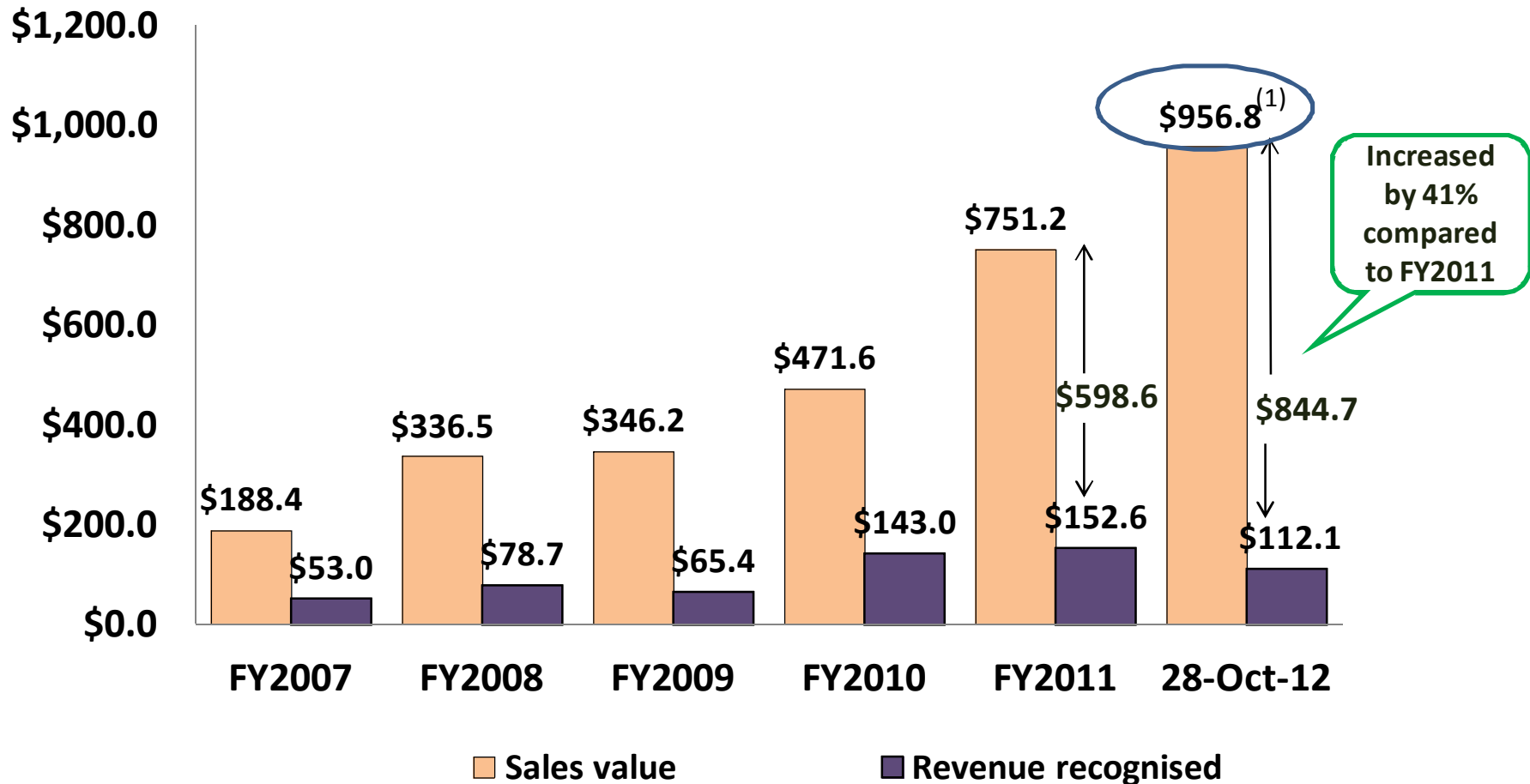
➤ Decrease in revenue by 8% from \$103.2 million in 9M2011 to \$94.5 million in 9M2012

➤ 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 28 October 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 Sep 2012 (\$'m)	Balance attributable progress billings to be recognised from 4Q2012 (\$'m)
1	Haig 162	Residential	45%	99	100%	26.3	16.8	9.5
2	Straits Residences	Residential	100%	30	100%	20.1	7.6	12.5
3	Jupiter 18	Residential	100%	53	100%	35.8	12.8	23.0
4	Spottiswoode 18	Residential	100%	251	99%	250.1	54.0	196.1
5	Space@Kovan	56 shops, 140 residential	100%	196	100%	159.7	17.9	141.8
6	Nottinghill Suites	Residential	45%	124	94%	37.5	-	37.5
7	Wis@Changi	7 shops, 16 restaurants, 60 offices	100%	83	49%	33.0	-	33.0
8	Centropod@Changi	108 shops, 9 restaurants, 75 offices	100%	192	90%	115.2	-	115.2
9	Treescape <sup>(2)</sup>	Residential	100%	30	100%	29.2	3.0	26.2
10	Millage <sup>(3)</sup>	86 shops, 70 residential	48%	156	100%	52.2	-	52.2
11	Natura@Hillview <sup>(3)</sup>	Residential	49%	193	98%	70.2	-	70.2
12	Eon Shenton <sup>(4)</sup>	23 shops, 98 Offices, 132 Residential	20%	253	81%	75.7	-	75.7
13	The MKZ <sup>(5)</sup>	Residential	100%	42	100%	51.8	-	51.8
	<b>Total</b>			<b>1,702</b>		<b>956.8</b>	<b>112.1</b>	<b>844.7</b>

(1) Based on Option to Purchase granted up to 28 October 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
		(sqf)	(sqf)	%	(sqf)	\$'m
1	2 & 4 Lew Lian Vale (currently known as Jade Towers)	92,412	131,702	100%	131,702	106.27
2	334 Pasir Panjang Singapore (currently known as Westvale Condominium)	62,710	87,794	100%	87,794	77.50
3	14 Adis Road (currently known as Sophia Mansions)	17,545	36,845	90%	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
5	7/9/11 Wilkie Terrace, Singapore (currently known as Wilkie Terrace)	13,209	27,739	90%	24,965	29.7
		216,621	327,123		296,991	267.29

<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.





**Roxy-Pacific Holdings Limited**

Established Specialty Property and Hospitality Group

**Business  
Review**

**9M2012**

# Presentation of 3Q2012 Results

2 November 2012

**Hotel Ownership**

# Business Review

Hotel Ownership

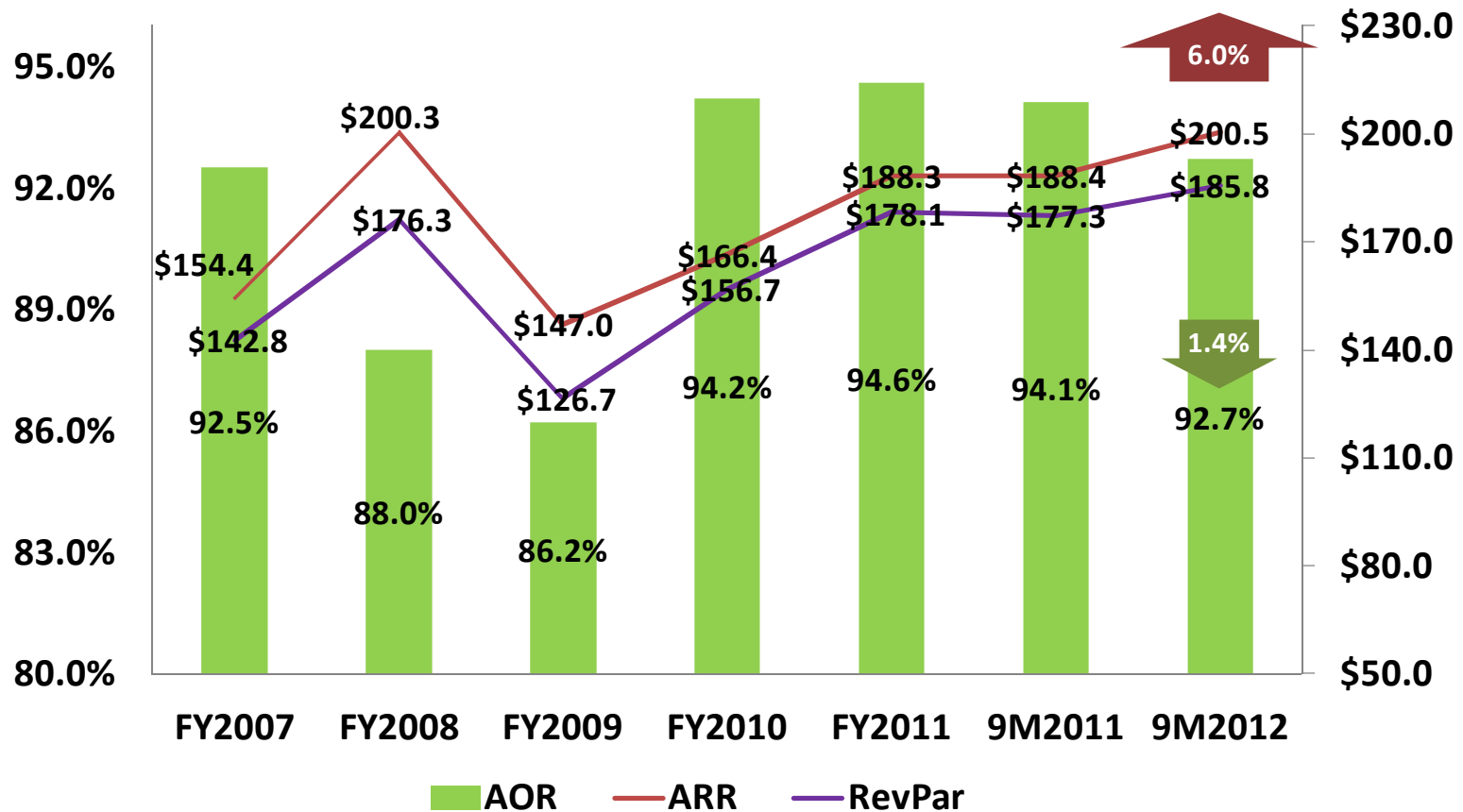


# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## AOR , ARR & RevPar in 9M2012

➤ RevPar increased by 5% to \$185.8 in 9M2012



## Business Review

Hotel Ownership

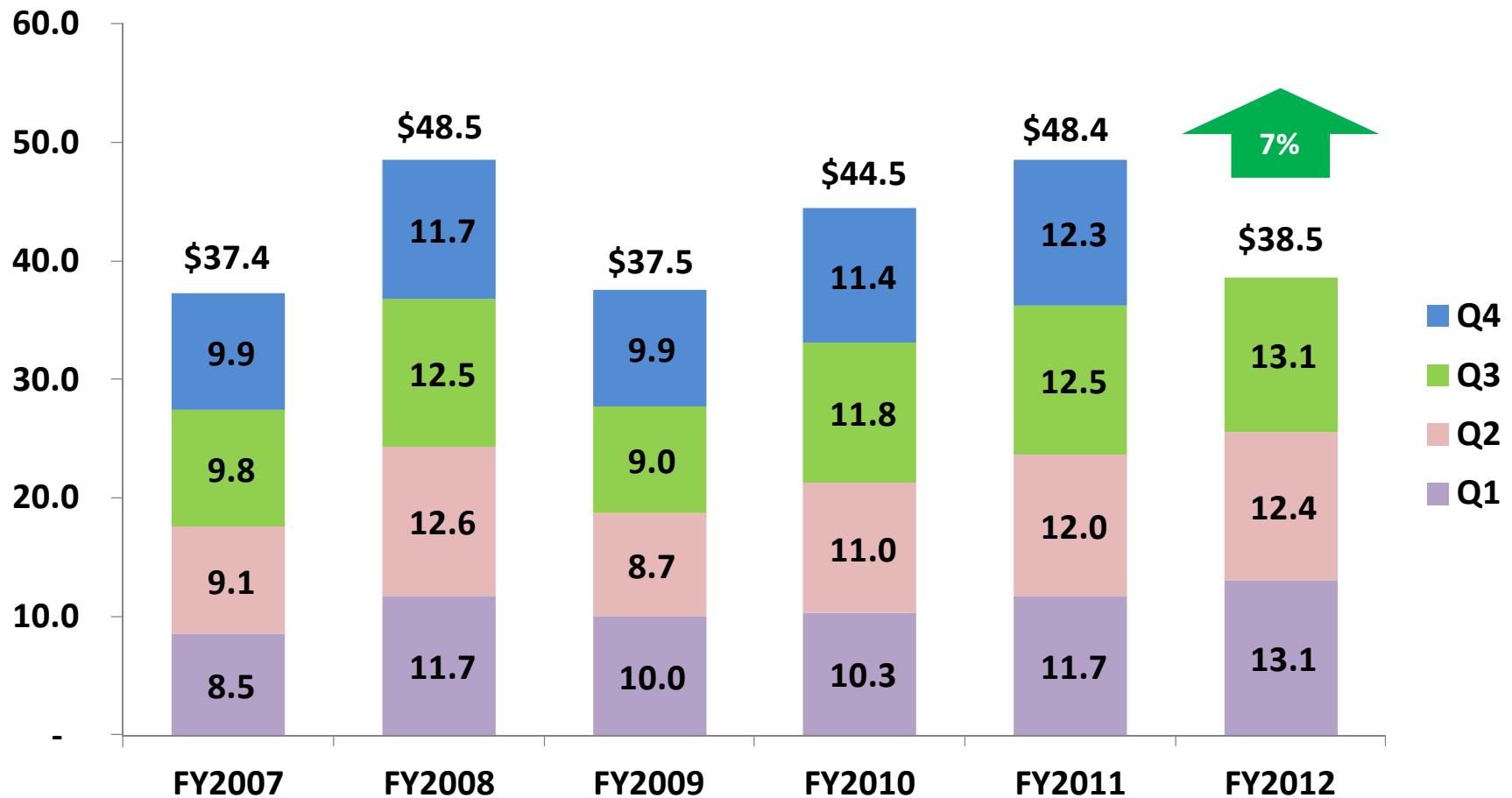
### Hotel Revenue (S\$'million)



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

Hotel revenue improved by 7% from S\$36.2 million in 9M2011 to S\$38.5 million in 9M2012



## Business Review

Hotel Ownership

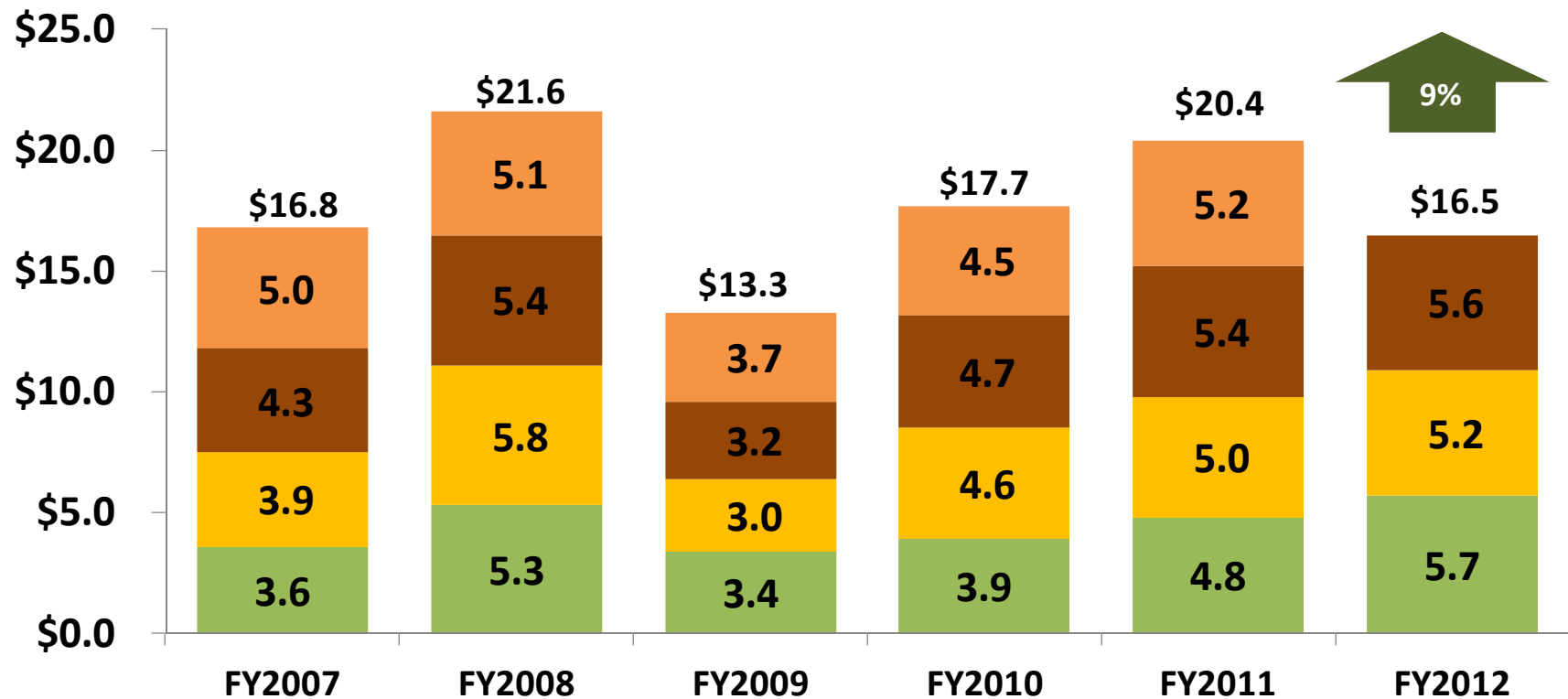


# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Hotel Net Operating Profits (“NOP”) (S\$million)

Hotel NOP increased by 9% from S\$15.2 million to S\$16.5 million in 9M2012



Hotel Net Operating Profits is defined as the earnings before interest, taxes, depreciation and amortisation.



**Roxy-Pacific Holdings Limited**

Established Specialty Property and Hospitality Group

**Business  
Review**

**9M2012**

**Property  
Investment**

# Presentation of 3Q2012 Results

2 November 2012

## Business Review

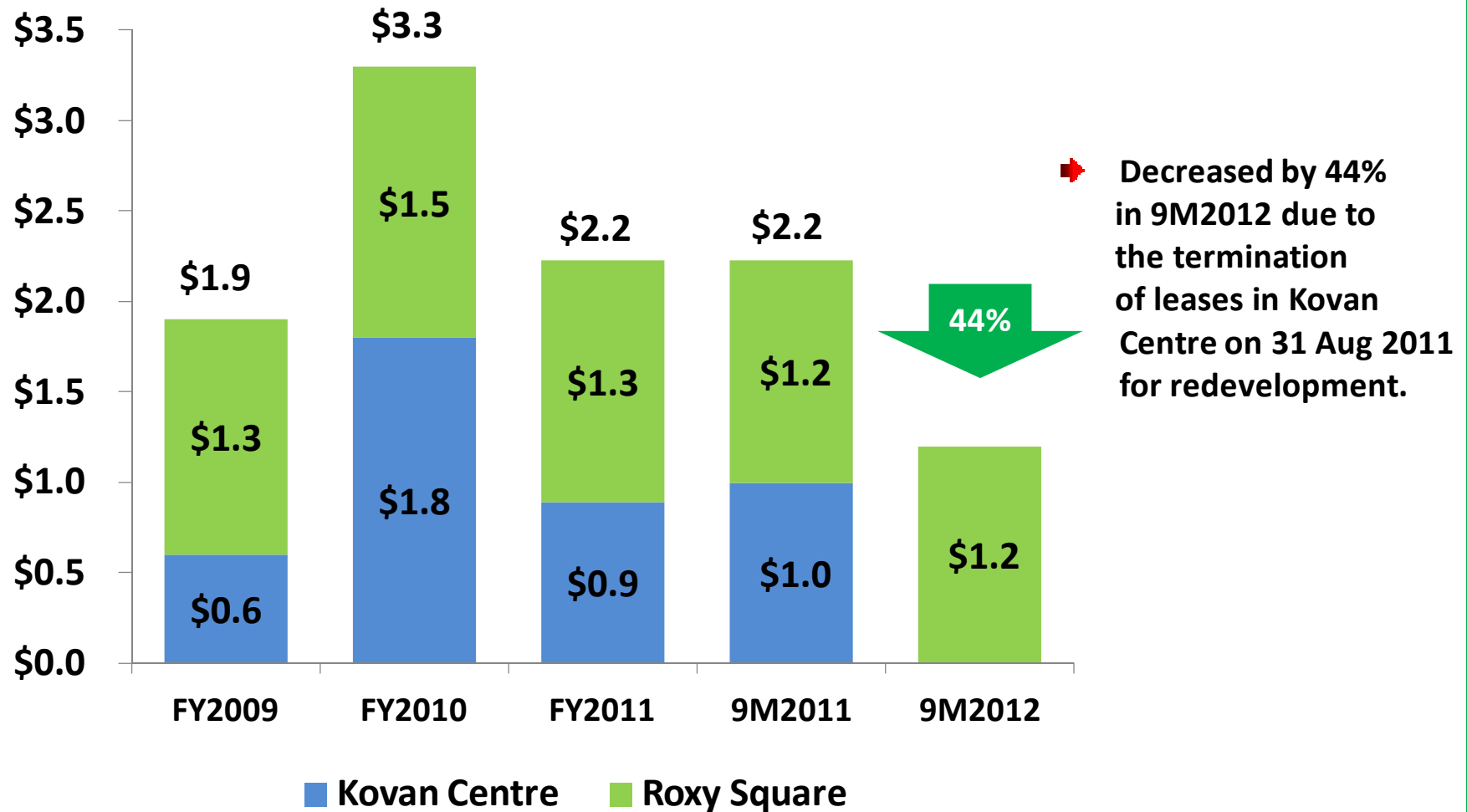
Property Investment



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

## Revenue (S\$' million)



**Group  
Borrowings**



**Roxy-Pacific Holdings Limited**

Established Specialty Property and Hospitality Group

# Presentation of 3Q2012 Results

2 November 2012

## Group Borrowings

### Debt Profile



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

	30 Sep 12	31 Dec 11
Total borrowings	\$433.5m	\$481.7m
Fixed rate loans	\$135.1 m	\$140.4 m
Fixed rate loans as % of total loans <sup>(1)</sup>	31%	29%
Weighted average term for fixed rates loans	7 months	16 months
Weighted average interest rate (fixed rates loans)	2.78%	2.78%
Weighted average interest rate (floating rates loans)	1.85%	1.86%
Interest cover ratio (times)	13.0	13.6

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



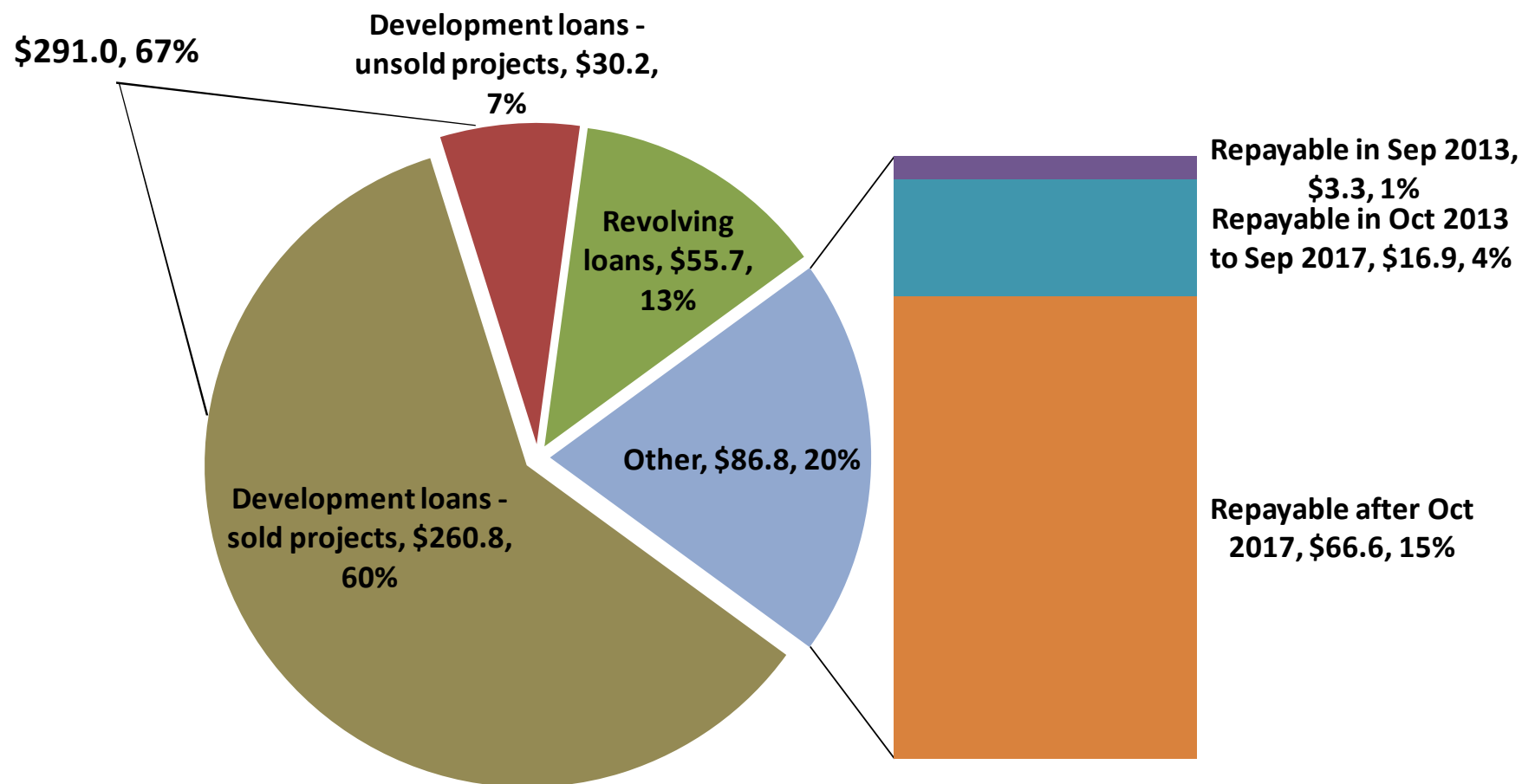
## Group Borrowings

### Debt Profile as at 30 September 2012



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group



Total outstanding debts of S\$433.5 million as at 30 September 2012



**Roxy-Pacific Holdings Limited**

Established Specialty Property and Hospitality Group

**Outlook**

# Presentation of 3Q2012 Results

2 November 2012

## Outlook



# Roxy-Pacific Holdings Limited

Established Specialty Property and Hospitality Group

### 1. General

- The economic outlook remains challenging. Based on advance estimates by Ministry of Trade and Industry Singapore (“MTI”), the Singapore economy grew at a modest pace of 1.3% on a year-on-year basis in the 3rd quarter of 2012, compared to 2.3% growth in the previous quarter. On a quarter-on-quarter seasonally-adjusted annualised basis, the economy contracted by 1.5%, compared to the 0.2% expansion in the 2nd quarter.

### 2. Property Development

- Based on the latest statistics released by URA:
  - the overall prices of private residential properties increased by 0.6% in 3<sup>rd</sup> Quarter 2012, compared to the 0.4% increase in 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
- Based on the latest projections from United Nations World Tourism Organization:
  - tourism in Asia will grow between 4% to 6% in 2012 and within Asia, Southeast Asia is poised to be the region with the fastest growth rate at 9%.
- The Singapore Government has committed S\$905 million to the Tourism Development Fund to build Singapore’s position as an international Lifestyle and Business events hub over the next five years .
- The Group believes that our hotel business will benefit from the continual growth in intra-Asia leisure and business travel to Singapore, drawn by high-key business and leisure events.

4. Progress billings of S\$844.7 million, the profits of which will be recognised from 4Q2012 to FY2016

5. Sizeable landbank with total attributable gross floor area of approximately 296,991 square foot for development

6. 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 3Q2012 Results

2 November 2012