



Roxy-Pacific Holdings Limited

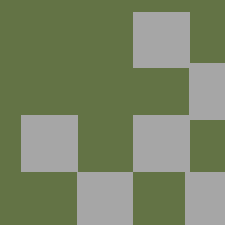
Established Specialty Property and Hospitality Group

SUSTAINABLE
DEVELOPMENT

Results Briefing

Full Year Ended December 31, 2013

14 February, 2014



Agenda

- Financial Performance
- Business Review
- Group Borrowings
- Outlook

Results Briefing

Full Year Ended December 31, 2013

14 February, 2014

Financial Performance

Financial Highlights – FY2013 & 4Q2013

- ***Achieves record net profit of S\$92.2 million in FY2013***
- ***Revenue hits new record at S\$369.0 million***
- ***Strong performance recorded in FY2013 and 4Q2013 largely due to higher revenue recognition from Property Development segment***
- ***High earnings visibility with progress billings of approximately S\$922.4⁽¹⁾ million, to be recognised from 1Q2014 to FY2017***
- ***Strong growth headroom with cash and cash equivalents of S\$354.2 million***
- ***Proposed a final cash dividend of 1.297 SGD cents per share, bringing total dividends for FY2013 to 1.913 cents per share, 50% higher compared to prior year (2012: 1.2752 SGD cents)***

(1) Based on Option to Purchase granted up to February 6, 2014.

Financial Performance

Financial Results – 4Q2013

	4Q2013	4Q2012	% change
Revenue (S\$m)	169.7	56.2	202%
Gross Profit (S\$m)	58.4	21.4	173%
Gross Margin (%)	34%	38%	-4ppt
Pre-tax Profit (S\$m)	50.7	26.3	93%
Net Profit (S\$m)	44.8	23.3	92%
EPS (cts) ⁽¹⁾ (restated)	3.76	1.97	91%

⁽¹⁾ EPS has been adjusted for the bonus issue in 2013.

Financial Performance

Financial Results – FY2013

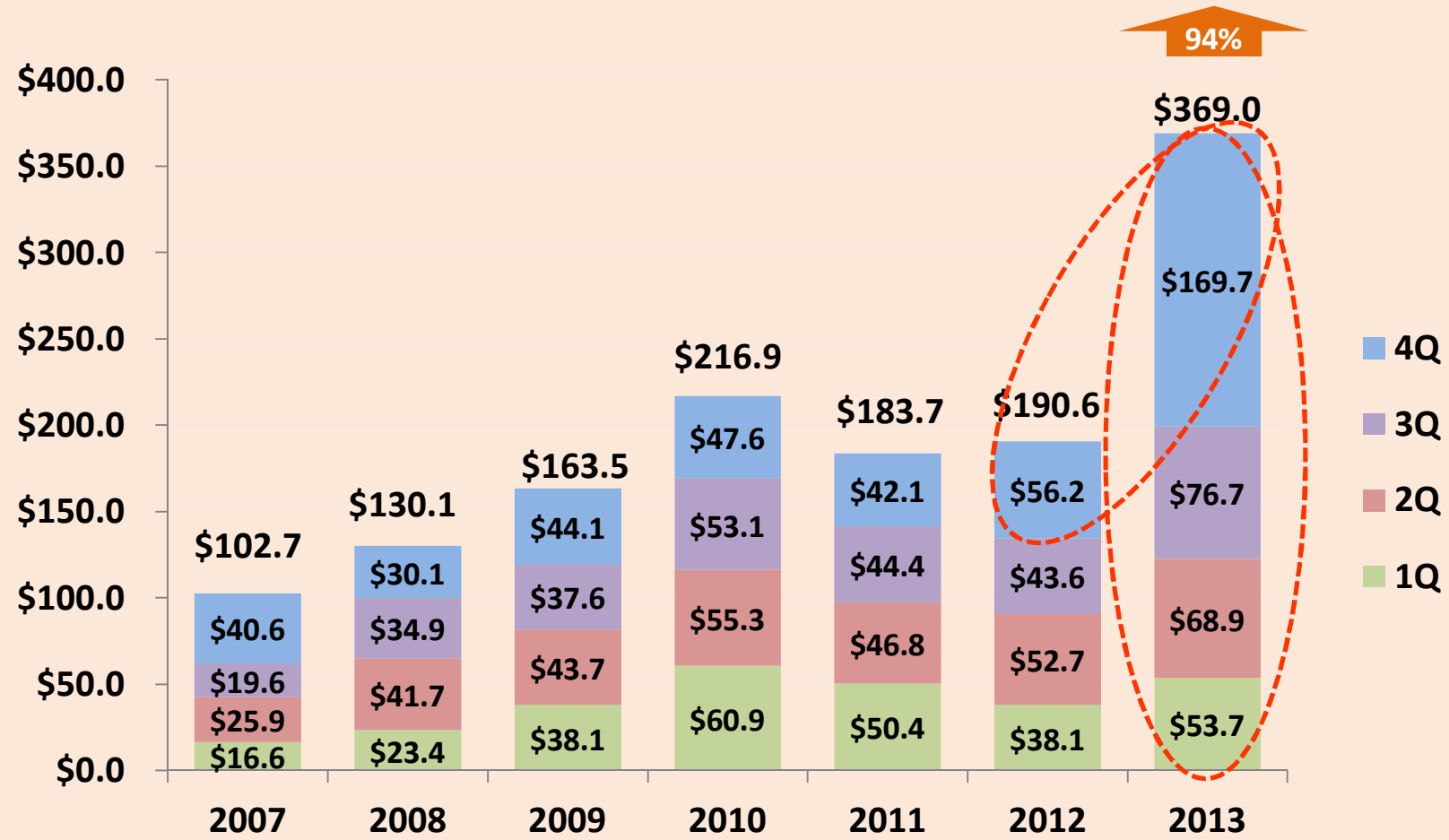
	FY2013	FY2012	% change
Revenue (S\$'m)	369.0	190.6	94%
Gross Profit (S\$'m)	125.7	75.9	66%
Gross Margin (%)	34%	40%	-6ppt
Pre-tax profit (S\$'m)	106.7	65.9	62%
Net Profit (S\$'m)	92.2	58.3	58%
EPS (cts) ⁽¹⁾(restated)	7.73	4.90	58%

⁽¹⁾ EPS has been adjusted for the bonus issue in 2013.

Financial Performance

Financial Performance Turnover Trend (\$S'm)

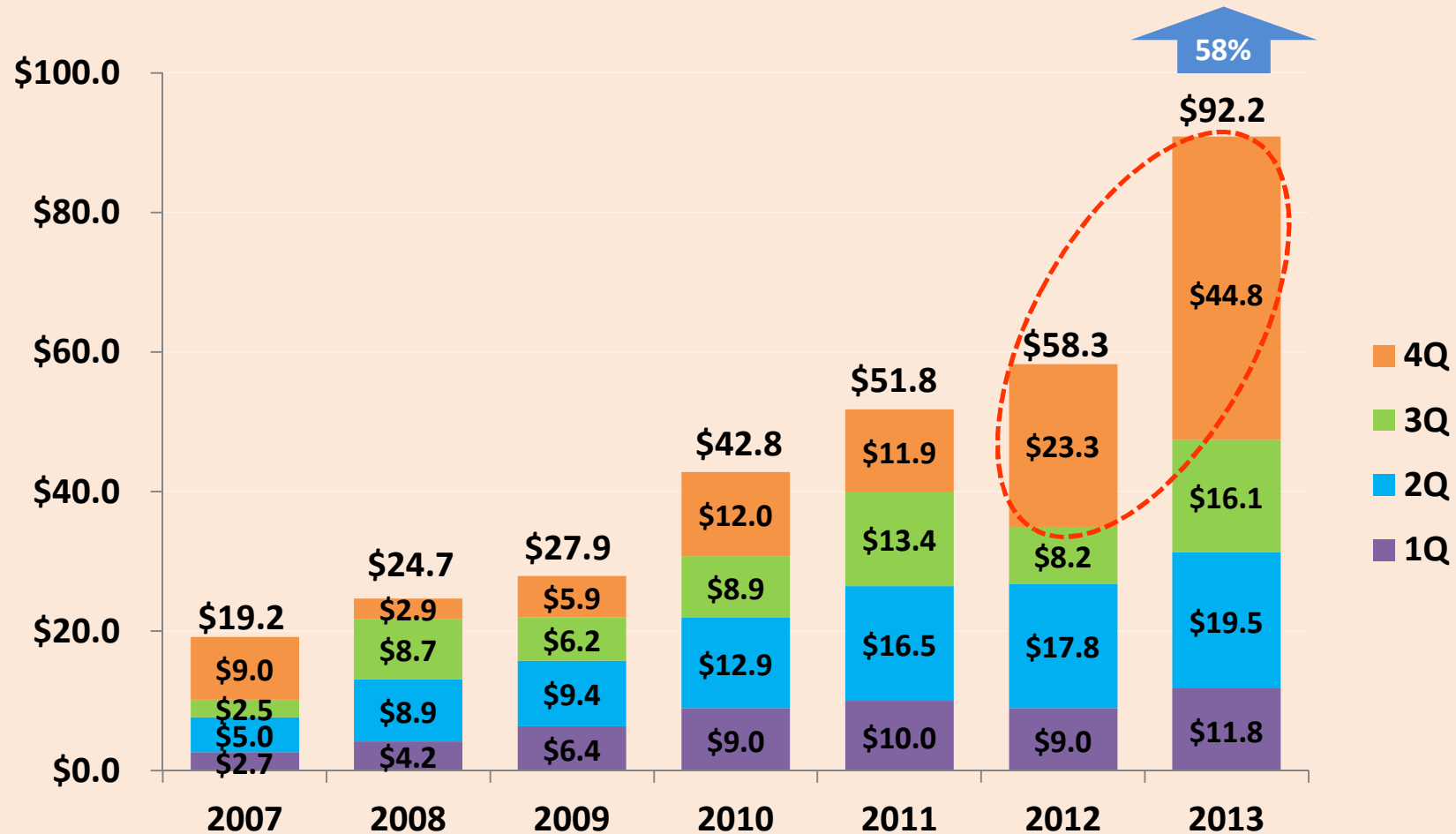
- 4Q2013 revenue increased by 202% y-o-y
- Overall, revenue increased by 94% to \$369.0m in FY2013



Financial Performance

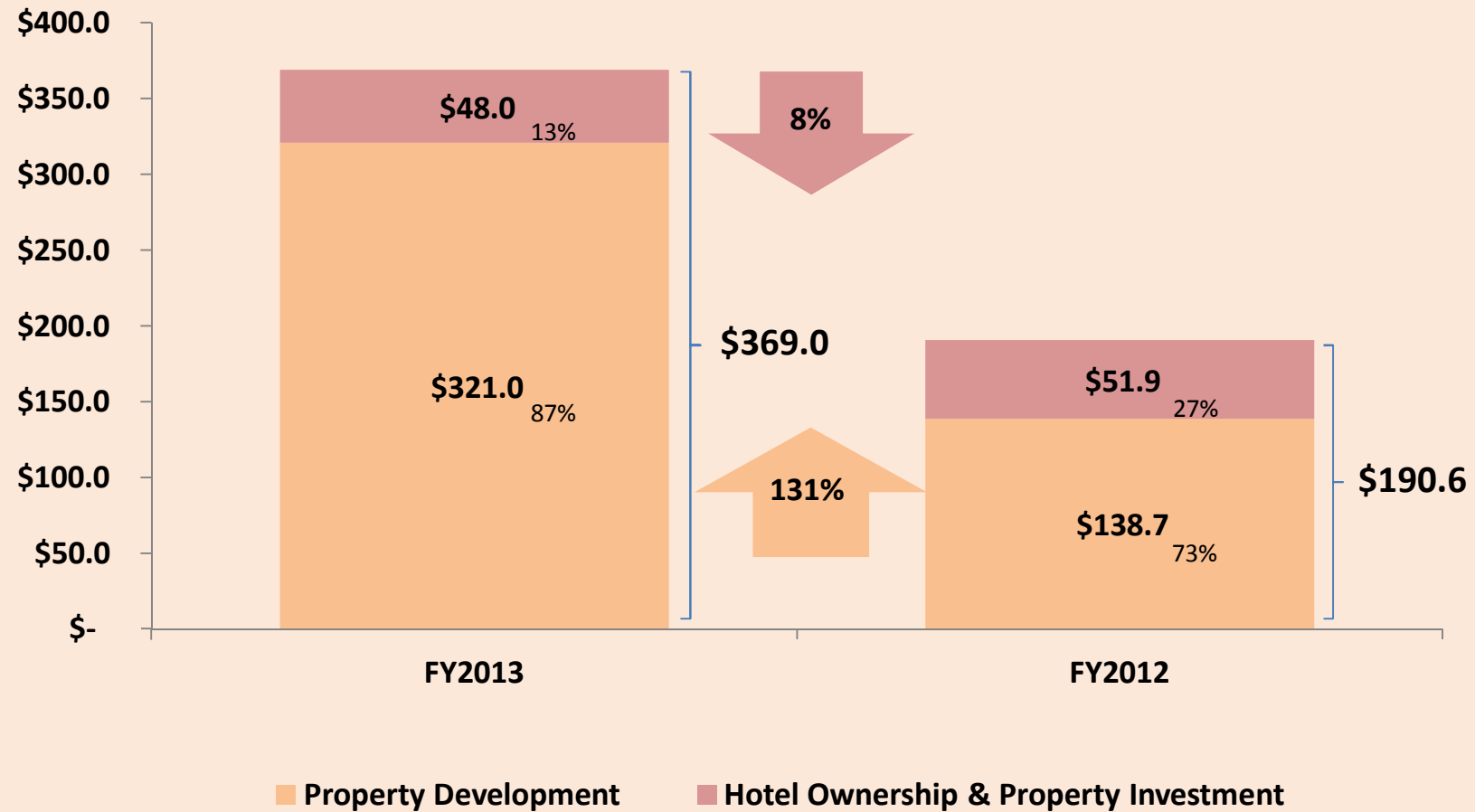
Financial Performance Profit Trend (S\$m)

- 4Q2013 net profit increased by 92% y-o-y
- Overall, net profit increased by 58% to \$92.2m in FY2013



Financial Performance

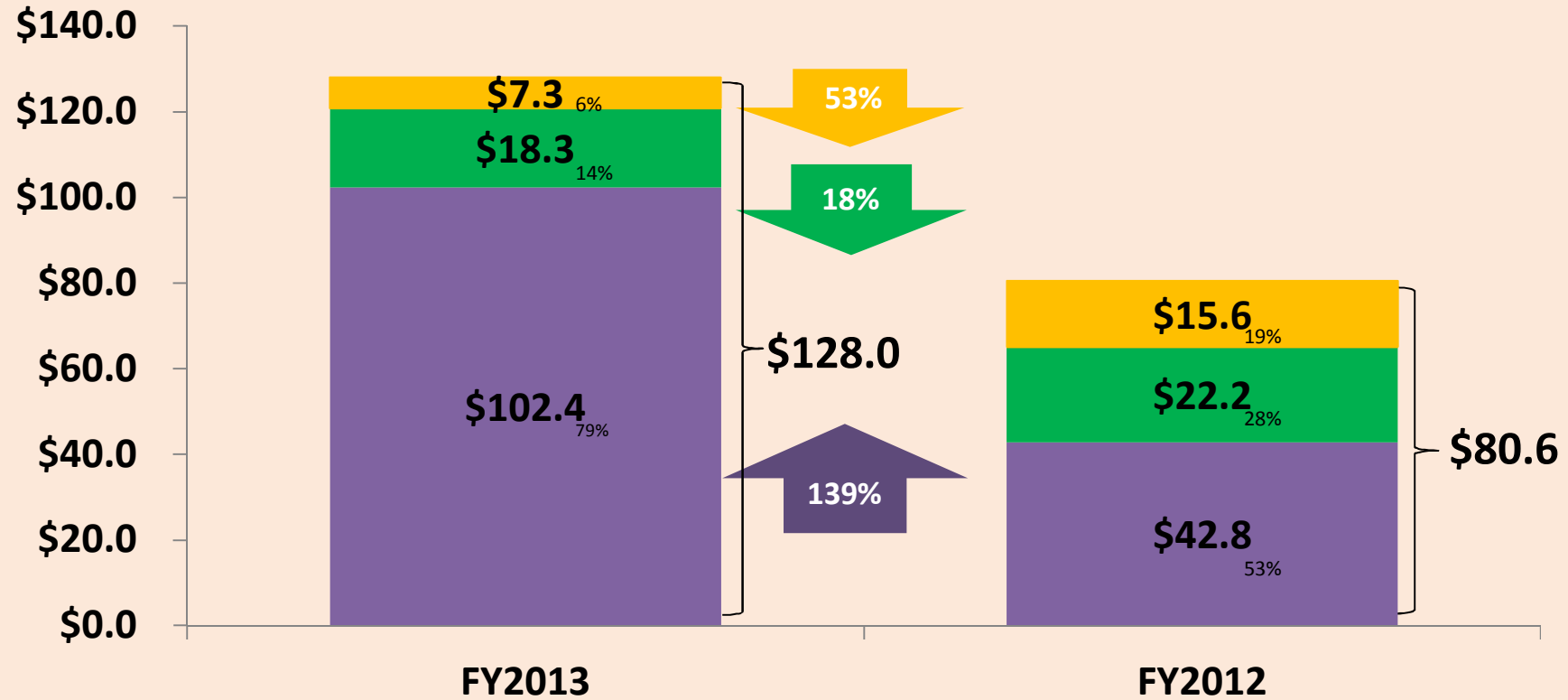
Segment Results – FY2013 Revenue (\$\$'m)



Financial Performance

Segment Results – FY2013

Adjusted EBITDA* (\$\$'m)



- Property Development
- Hotel Ownership & Property Investment
- Fair value gain on investment properties

* Excludes corporate expenses , goodwill written off and gain on disposal of available-for-sale financial assets

Financial Performance

	31 Dec 13	31 Dec 12	Increase / (Decrease)
Financial Position			
Total assets (S\$'m)	1,298.9	924.1	40.6%
Total debt (S\$'m)	880.9	611.4	44.1%
Cash & cash equivalents (S\$'m) ⁽¹⁾	354.2	253.2	40.0%
Net Assets Value ("NAV") (S\$'m)	330.0	253.6	30.1%
Adjusted Net Assets Value ("ANAV") (S\$'m) ⁽²⁾	771.1	638.1	20.8%
Financial Ratios			
NAV per share (cents) *	27.6	21.3	29.6%
ANAV per share (cents) ⁽²⁾ *	64.6	53.5	20.8%
Cash holdings per share (cents) ⁽¹⁾ *	29.7	21.2	40.0%
Net Debt to ANAV (times)	0.68	0.56	21.4%
Return on Equity (%)	28.0	23.0	21.7%

(1) Cash holdings include project account monies amounting to S\$191.1m as at 31 December 2013 (31 December 2012: S\$131.5m)

(2) The fair value of Grand Mercure Roxy Hotel and office premise was estimated to be S\$522.5m as at 31 December 2013 (31 December 2012: S\$459.7m)

* The comparatives of 2012 were restated and adjusted for the bonus issue in 2013.

Property Development

Results Briefing

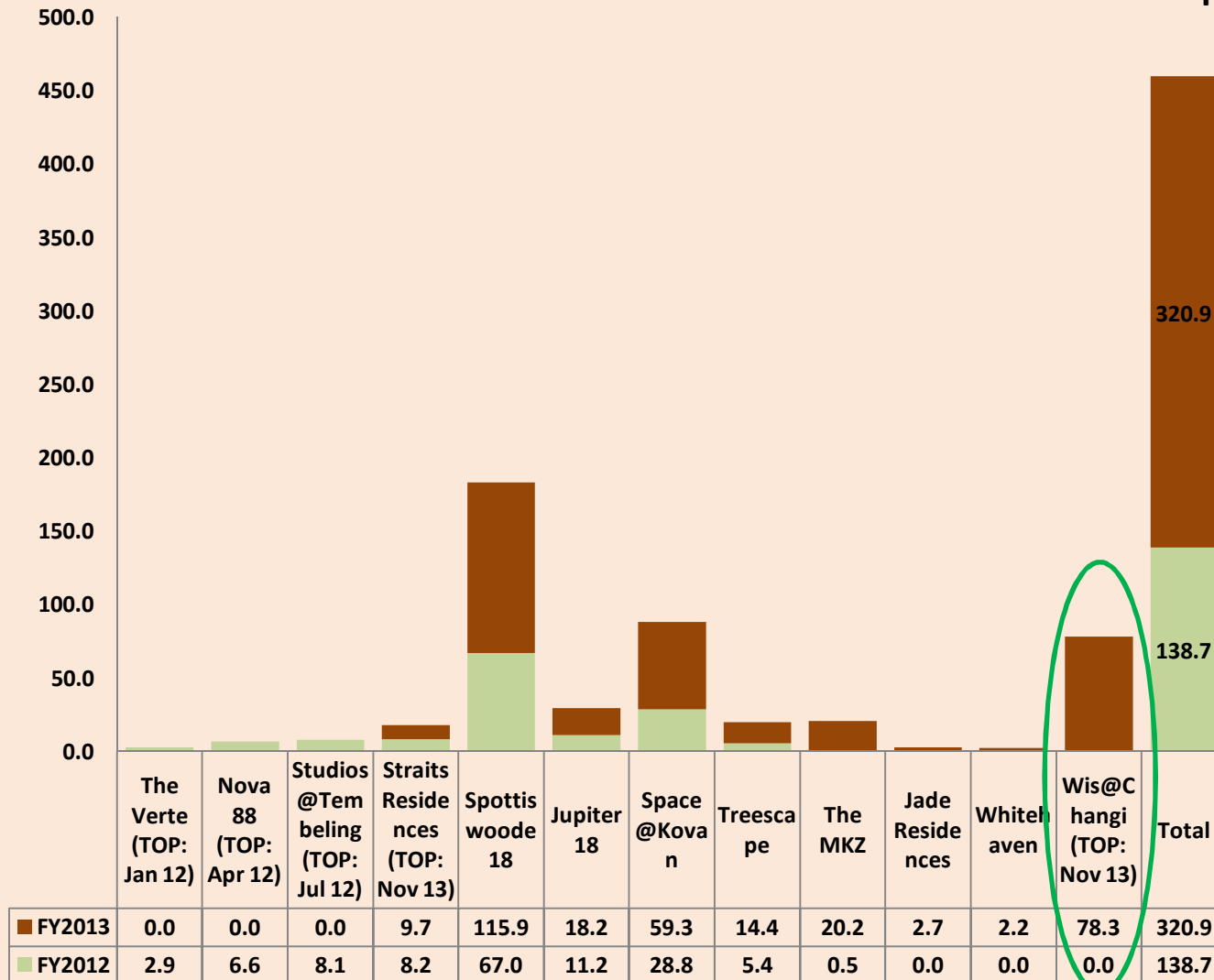
Full Year Ended December 31, 2013

14 February, 2014

Business Review

Property Development

Revenue from Property Development (\$'m)



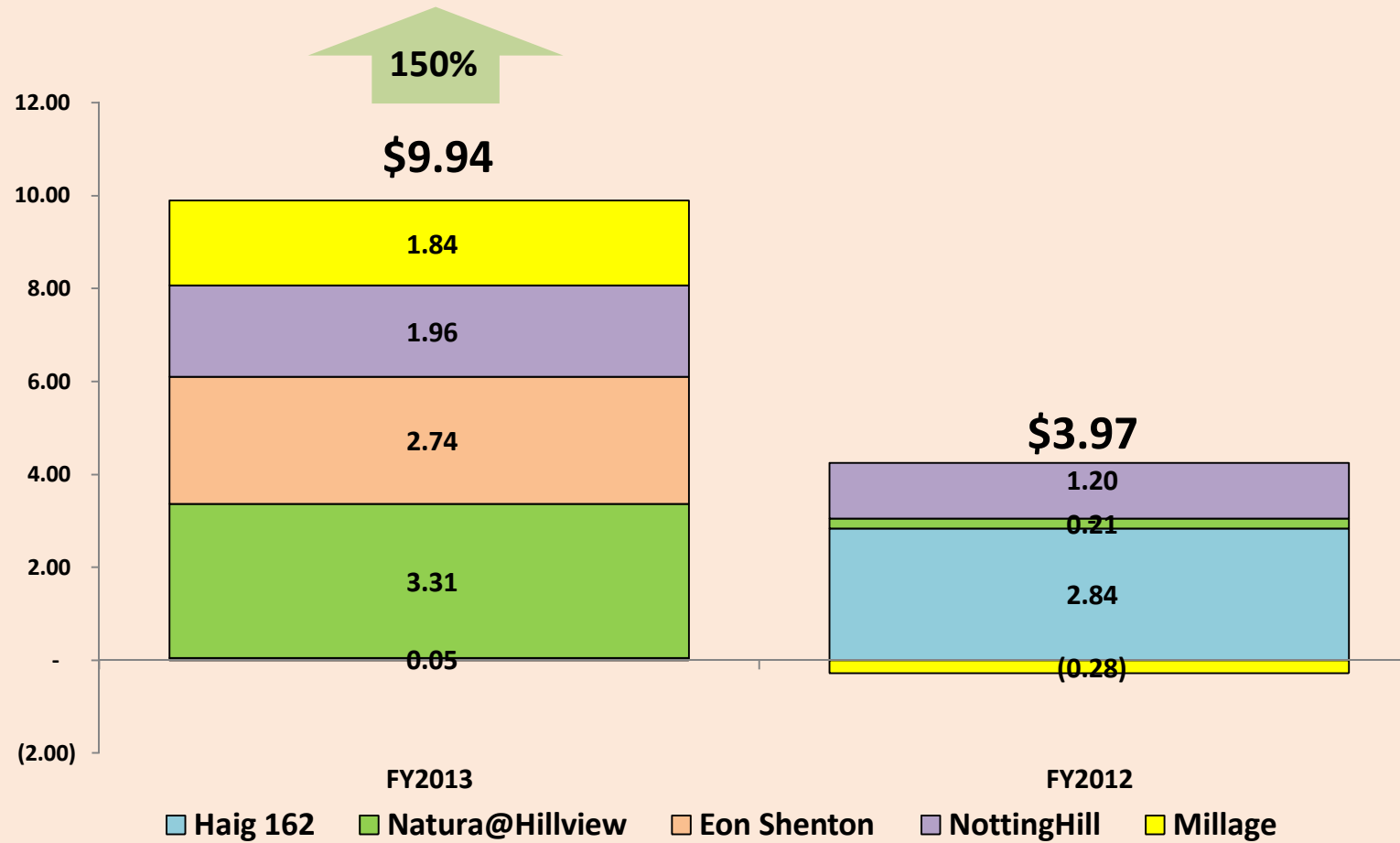
➤ Increase in revenue by 131% from \$138.7 million in FY2012 to \$321.0 million in FY2013

➤ Mainly due to

- 100% recognition of revenue from WIS@Changi
- Recognition of higher revenue from Spottiswoode 18, Jupiter18, Space@Kovan, Treescape and The MKZ in FY 2013
- Recognition of 2 new projects - Jade Residences and Whitehaven in FY2013.

Business Review

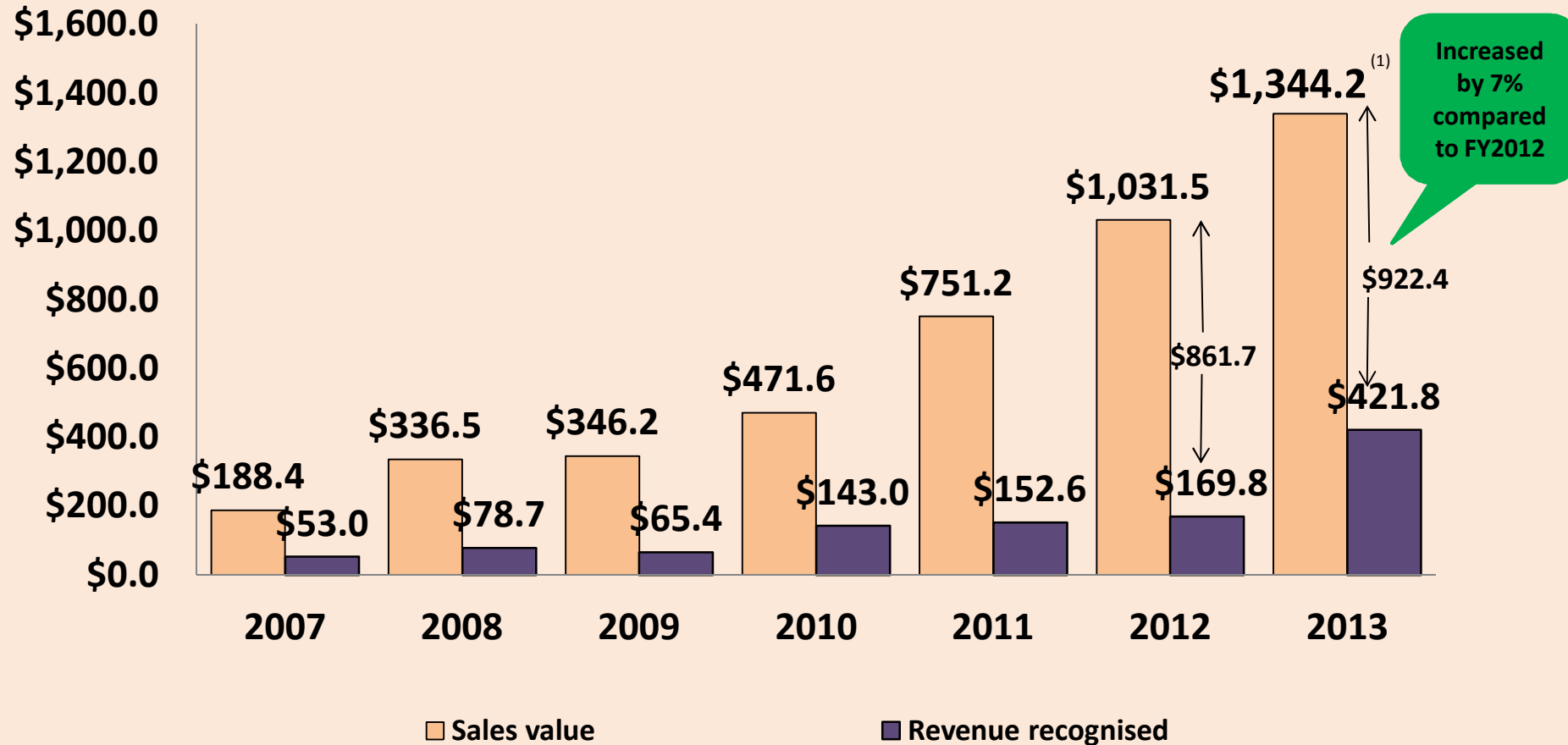
Property Development Share of results in associates (\$\$'m)



Business Review

Property Development

Strong attributable progress billings to be recognised (\$\$'m)



⁽¹⁾ Based on Option to Purchase granted up to 6 February 2014

Business Review

Property Development

Strong attributable progress billings to be recognised – By Projects (S\$m)

	Project name	Type of development	Group stake	Total units in project	Unit sold	Attributable total sale value ⁽¹⁾	Attributable revenue recognised up to 31 Dec 2013	Balance attributable progress billings to be recognised from 1Q2014
			%	Unit	%	\$'m	\$'m	\$'m
1	Jupiter 18 ⁽²⁾	Residential	100%	53	100%	35.8	34.7	1.1
2	Space@Kovan	Shop	100%	56	100%	46.6	25.7	20.9
		Residential	100%	140	100%	113.1	62.4	50.7
3	Spottiswoode 18	Residential	100%	251	100%	254.4	193.7	60.7
4	Nottinghill Suites	Residential	45%	124	100%	39.5	17.1	22.4
5	Centropod@Changi	Shop	100%	108	100%	54.4	-	54.4
		Restaurant	100%	9	100%	8.3	-	8.3
		Office	100%	75	100%	78.7	-	78.7
6	Treescape	Residential	100%	30	100%	29.2	19.8	9.4
7	Millage	Residential	48%	70	100%	23.5	3.9	19.6
		Shop	48%	86	100%	28.7	4.8	23.9
8	Natura@Hillview	Residential	49%	193	100%	72.2	23.3	48.9
9	Eon Shenton	Office	20%	98	100%	60.1	6.2	53.9
		Residential	20%	132	95%	38.0	3.9	34.1
		Shop	20%	23	100%	4.8	0.5	4.3
10	The MKZ	Residential	100%	42	100%	51.8	20.9	30.9
11	Jade Residences ⁽³⁾	Residential	100%	171	78%	159.2	2.7	156.5
		Shop	100%	2	0%	-	-	-
12	Whitehaven ⁽⁴⁾	Residential	100%	120	82%	119.5	2.2	117.3
		Shop	100%	1	100%	1.2	-	1.2
13	LIV on Sophia ⁽⁴⁾	Residential	90%	64	100%	78.5	-	78.5
14	LIV on Wilkie ⁽⁵⁾	Residential	90%	81	43%	46.7	-	46.7
	Total			1,929		1,344.2	421.8	922.4

(1) Based on Option to Purchase granted up to 6 February 2014 (2) TOP obtained in January 2014 (3) Launched in April 2013 (4) Launched in May 2013 (5) Launched in October 2013

Business Review

Portfolio of Properties

No.	Location / Description	Type	Approximate Land Area	Approximate Gross Floor Area	Group's stake	Approximate Attributable Gross Floor Area	Approximate Attributable Land Cost
	<u>Singapore</u>		(sqf)	(sqf)	%	(sqf)	\$'m
1	134B Lorong K Telok Kurau Singapore (Currently known as Sunnyvale)	Residential Development	23,160	32,423	100%	32,423	25.0
2	111 Tampines Road Singapore (Currently known as Yi Mei Garden)	Commercial & Residential Development	79,857	167,700	85%	142,545	116.3
	<u>Overseas</u>						
3	Lot 3370, Section 41, Jalan Dewan Sultan Sulaiman, Kuala Lumpur	Commercial & Residential Development	64,131	698,717	47%	328,397	16.9 ⁽¹⁾
	<i>Sub-total for development properties</i>		167,148	898,840		503,365	158.2
	<u>Overseas</u>						
4	No. 8 Russell Street, Causeway Bay, Hong Kong	Investment Property	na	99,076	30%	29,723	88.2 ⁽²⁾
	<i>Grand total</i>		167,148	997,916		533,088	246.4

(1) equivalent to RM42.2m

(2) equivalent to HKD540.0m

Hotel Ownership

Results Briefing

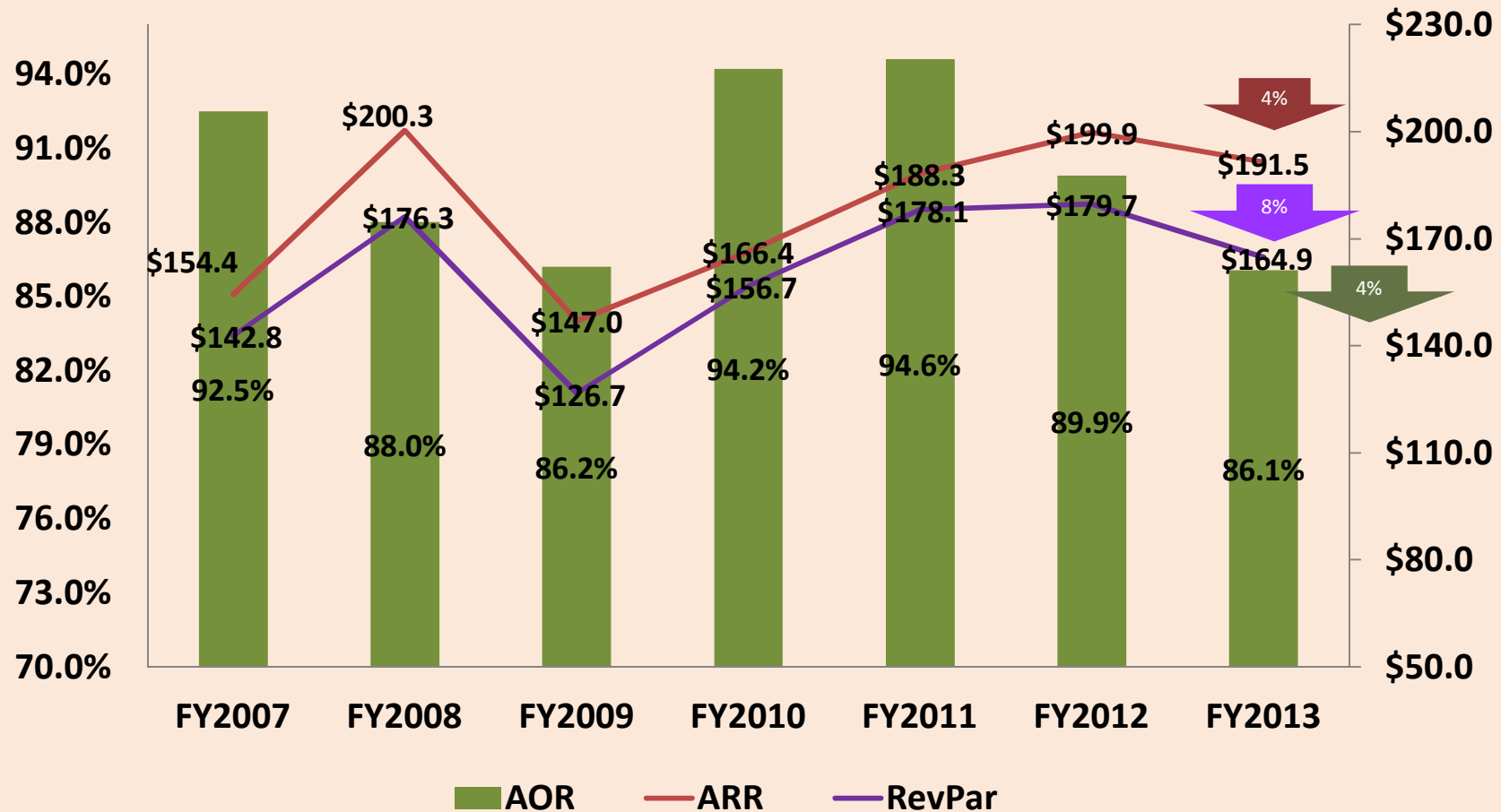
Full Year Ended December 31, 2013

14 February, 2014

Business Review

Hotel Ownership AOR , ARR & RevPar

▶ RevPar decreased by 8% to \$164.9 in FY2013 compared to \$179.7 in FY2012



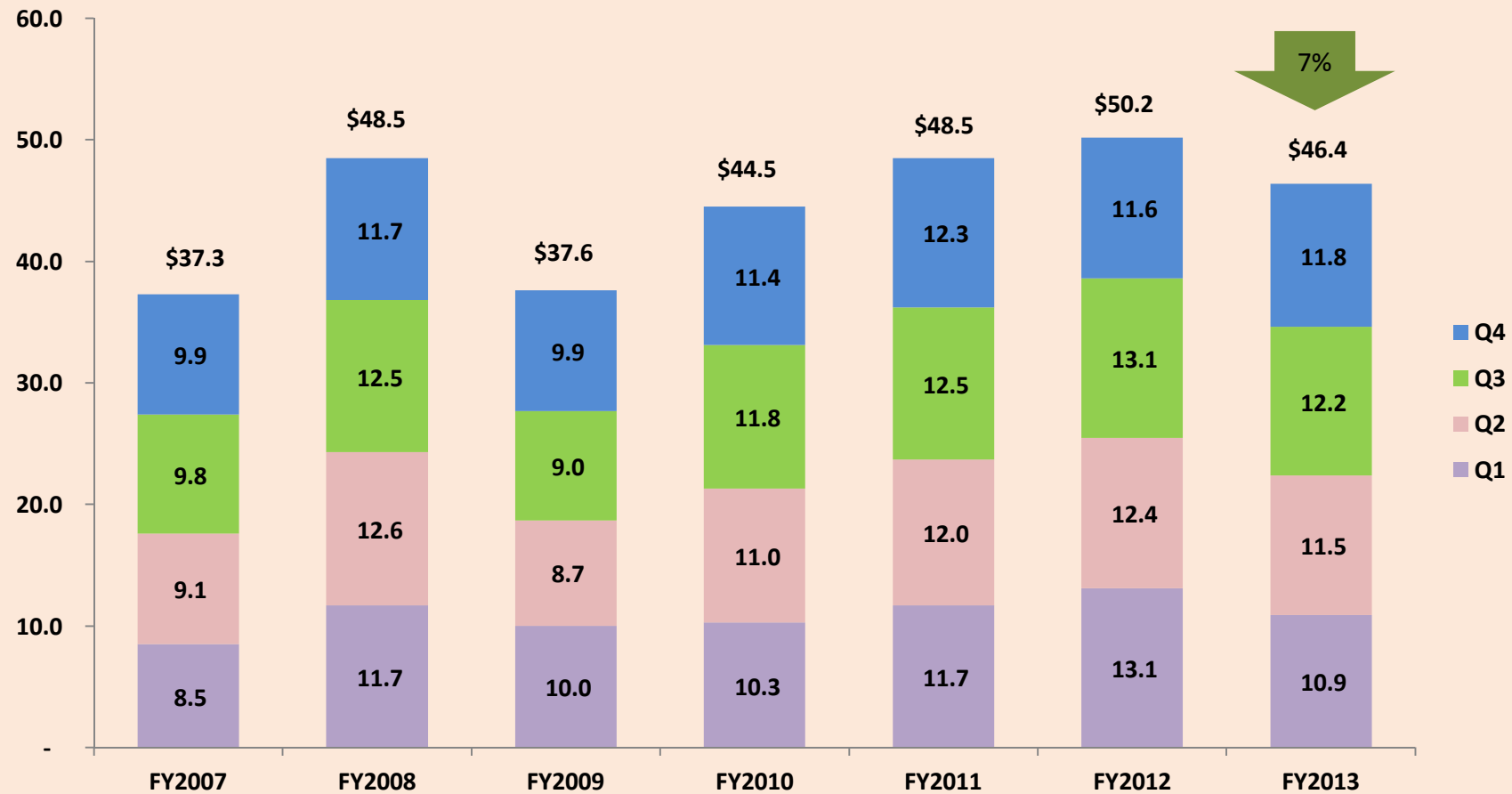
* Decrease due to closure of hotel rooms for renovation. The room renovation was completed in June 2013.

Business Review

Hotel Ownership

Hotel Revenue (\$\$'m)

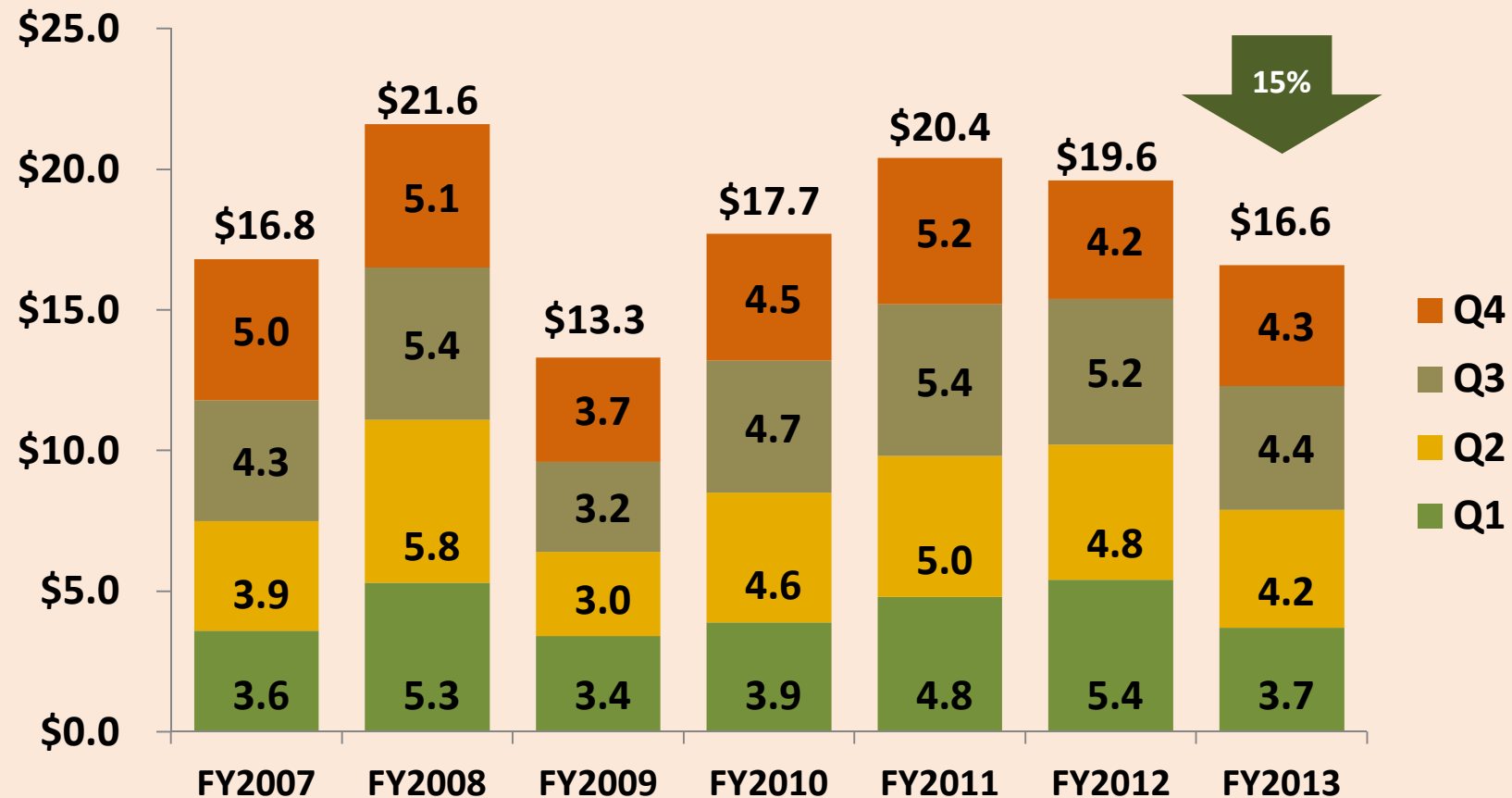
◆ Hotel revenue decreased by 7% from \$50.2m in FY2012 to \$46.4m in FY2013



Business Review

Hotel Ownership Hotel Net Operating Profits (“NOP”) (\$m)

Hotel NOP decreased by 15% from \$19.6m in FY2012 to \$16.6m in FY2013



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

Property Investment

Results Briefing

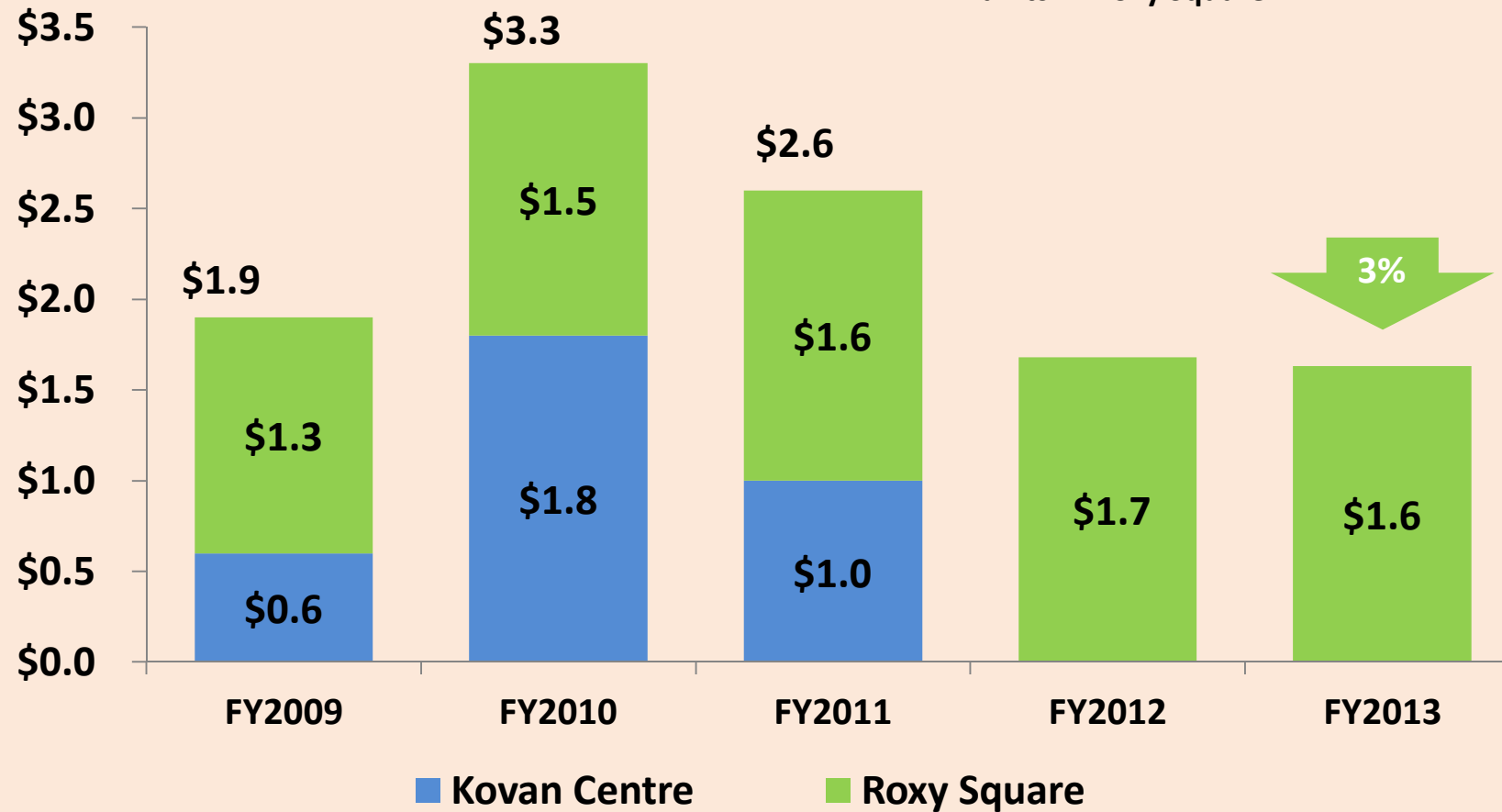
Full Year Ended December 31, 2013

14 February, 2014

Business Review

Property Investment Revenue (S\$'m)

➔ Decreased by 3% in FY2013 due to expiry of lease terms for some shop units in Roxy Square



Group Borrowing

Results Briefing

Full Year Ended December 31, 2013

14 February, 2014

Group Borrowings

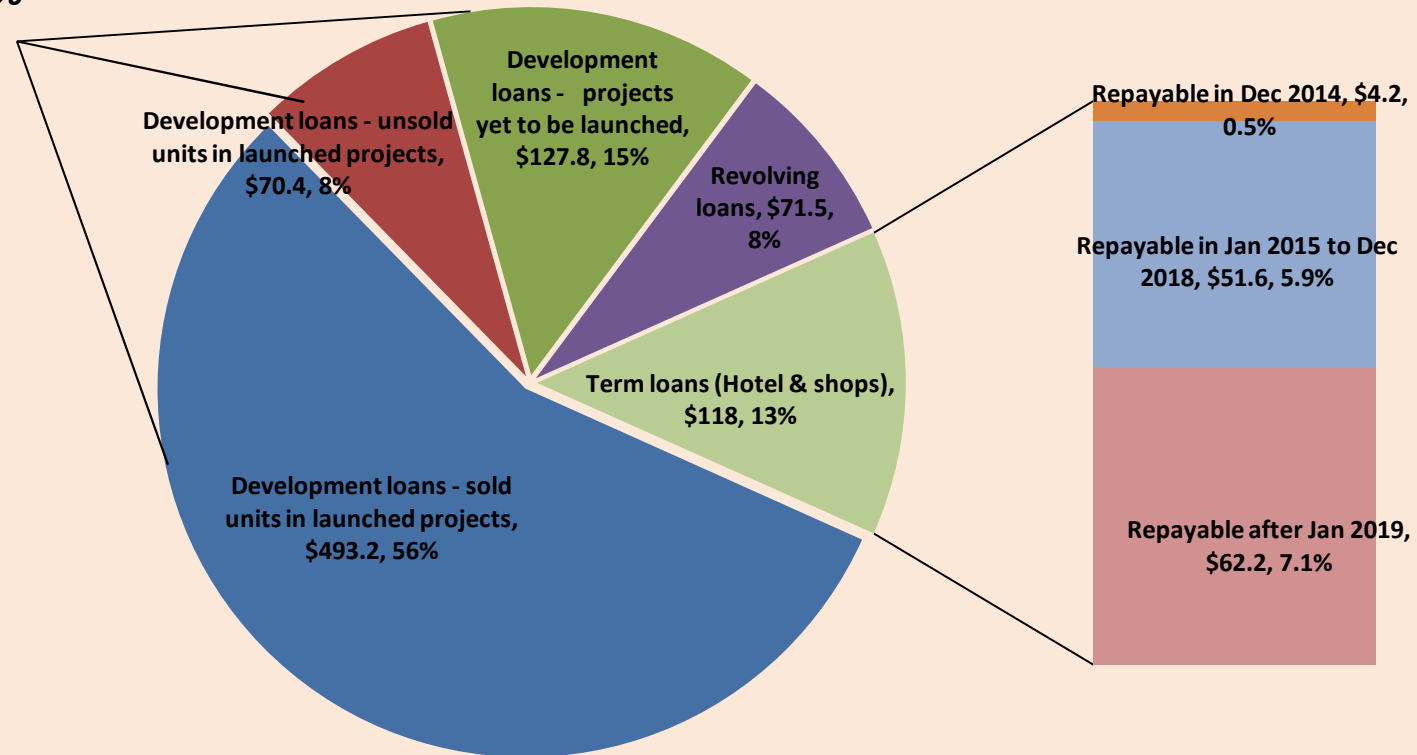
Debt Profile	31 Dec 13	31 Dec 12
Total borrowings	\$880.9m	\$611.4m
Fixed rate loans	\$90.6 m	\$183.8 m
Fixed rate loans as % of total loans	10%	30%
Weighted average term for fixed rates loans	13 months	13 months
Weighted average interest rate (fixed rates loans)	2.13%	2.45%
Weighted average interest rate (floating rates loans)	1.98%	1.92%
Interest cover ratio (times)	19.4	16.2

Group Borrowings

Debt Profile as at 31 December 2013 (\$\$'m)

Total outstanding debts of S\$880.9m as at 31 December 2013

\$691.4, 78.5%



Outlook

1. General

- The Singapore Government has forecast Singapore's Gross Domestic Product ("GDP") growth for 2014 to be between 2% to 4% as compared to the estimated growth of 3.7% in 2013.

2. Property Development

- Based on the latest statistics released by Urban Redevelopment Authority (URA) on 24th January 2014, for the year 2013 as a whole, prices of private residential properties increased by 1.1%, lower than the 2.8% increase in 2012. The various property cooling measures, including the Total Debt Servicing Ratio ("TDSR") framework has affected the overall property market's sentiments.
- The Group has a balance amount of attributable progress billings of approximately \$922.4 million, the profits of which will be recognised from 1Q2014 to FY2017.

3. Hotel Ownership

- For the tourism sector, Singapore is well positioned to benefit as an increasingly popular transit hub for long-haul travellers.
- It is also likely to benefit from the growth in outbound travel from mainland China, which is expected to double from 100 million in 2013 to 200 million by 2020.
- However, with the uncertainties in the overall global economy and increasing hotel room supply in Singapore in 2014, the Group expects 2014 to be a competitive year for the hotel industry.

4. Strong financial flexibility with cash and cash equivalents of S\$354.2m and a S\$200m Multicurrency Medium Term Note Programme established in March 2013.

5. Barring any unforeseen circumstances, the directors expect the Group to be profitable in 2014.

Supplemental Slide

Results Briefing

Full Year Ended December 31, 2013

14 February, 2014

ACQUISITION OF NO. 8 RUSSELL STREET, CAUSEWAY BAY, HONG KONG



For identification and discussion purposes only.



• A Commercial Property

- 21 floors of commercial retail space
- Gross Floor Area of 99,076 sq. ft.
- Government lease of 999 years commencing from 25 June 1861
- As of 13 February 2014, 14 floors sold

• Attractiveness of Location

- Opposite Times Square Hong Kong
- Hip and Exciting District
- Russell Street reported to command the highest rent in the world¹

• Attributable Cost of Acquisition (based on Group's interest of 30%)

- Approximately HK\$540.0 million

¹ Source: Economic Times, February 3, 2014



THANK YOU

Results Briefing

Full Year Ended December 31, 2013

14 February, 2014