Roxy-Pacific Holdings Limited

An established property and hospitality group with an Asia-Pacific focus

SUSTAINABLE DEVELOPMENT

Results Announcement

1st Quarter Ended 31 March 2014

2 May 2014

Agenda

- Financial Performance
- Business Review
- Group Borrowings
- Outlook

Results Announcement

1st Quarter Ended 31 March 2014

2 May 2014

Financial Performance

Financial Highlights

- **Net profit up 27% to S$15.0m in 1Q2014**
- **Boosted by 58% revenue growth from core Property Development segment**
- **Sustained earnings visibility with pre-sale revenue of S$1.0 billion[1][2], profit of which will be progressively recognised from 2Q2014 to FY2017**
- **Strong financial flexibility with cash and cash equivalents of S$317.5m and a S$200m Multicurrency Medium Term Note Programme established in March 2013**
- **Enters Australian market for the first time with acquisition of commercial property in Sydney**

(1) Included Option to Purchase granted up to 24 April 2014.
(2) Included S$137.7m (HKD846.9m) attributable pre-sale revenue from the sale of 18 strata retail floors at No. 8 Russell Street, Hong Kong.

Financial Performance

Financial Results – 1Q2014

	1Q2014	1Q2013	% change
Revenue (S$'m)	79.5	53.7	48%
Gross Profit (S$'m)	25.1	18.3	37%
Gross Margin (%)	32%	34%	-2ppt
Pre-tax Profit (S$'m)	17.3	14.4	20%
Net Profit (S$'m)	15.0	11.8	27%
EPS (cts)[1]	1.27	0.98	30%

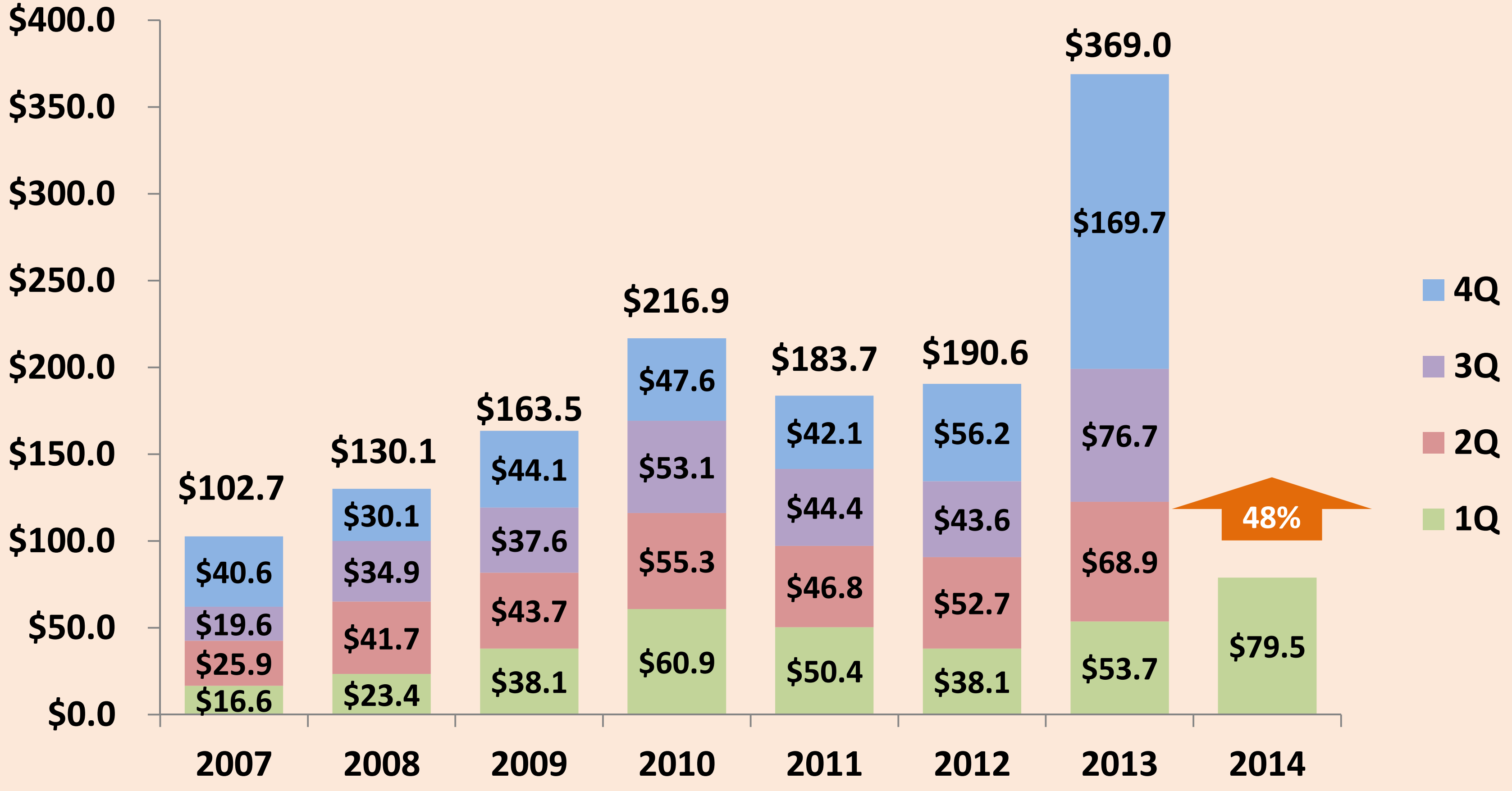
(1) EPS has been adjusted for the bonus issue in 2013.

Financial Performance

Financial Performance

Turnover Trend (S$'m)

- Revenue increased by 48% to S$79.5m in 1Q2014 from S$53.7m in 1Q2013
- Record 1st quarter revenue since 2007

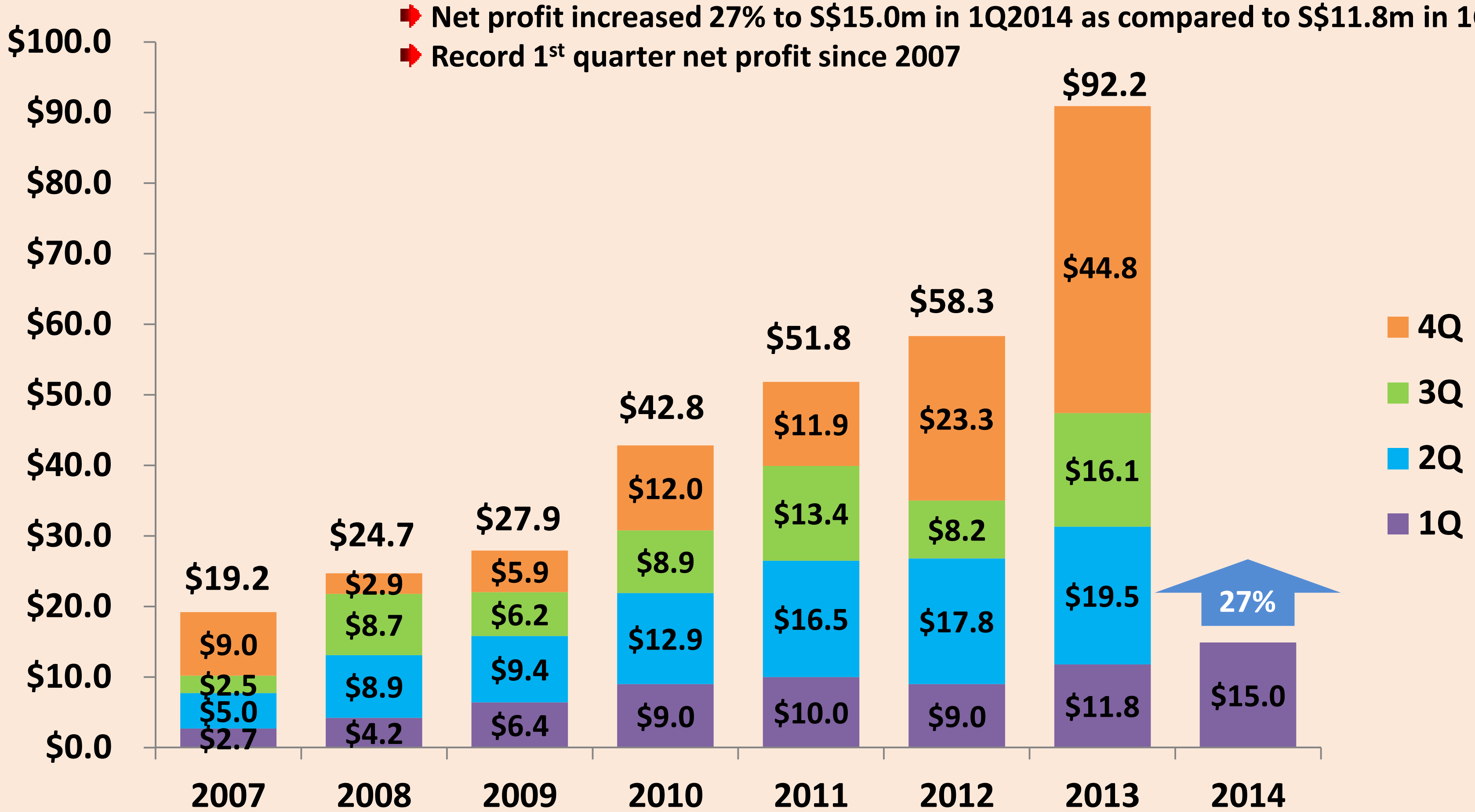


Financial Performance

Financial Performance

Profit Trend (S$'m)

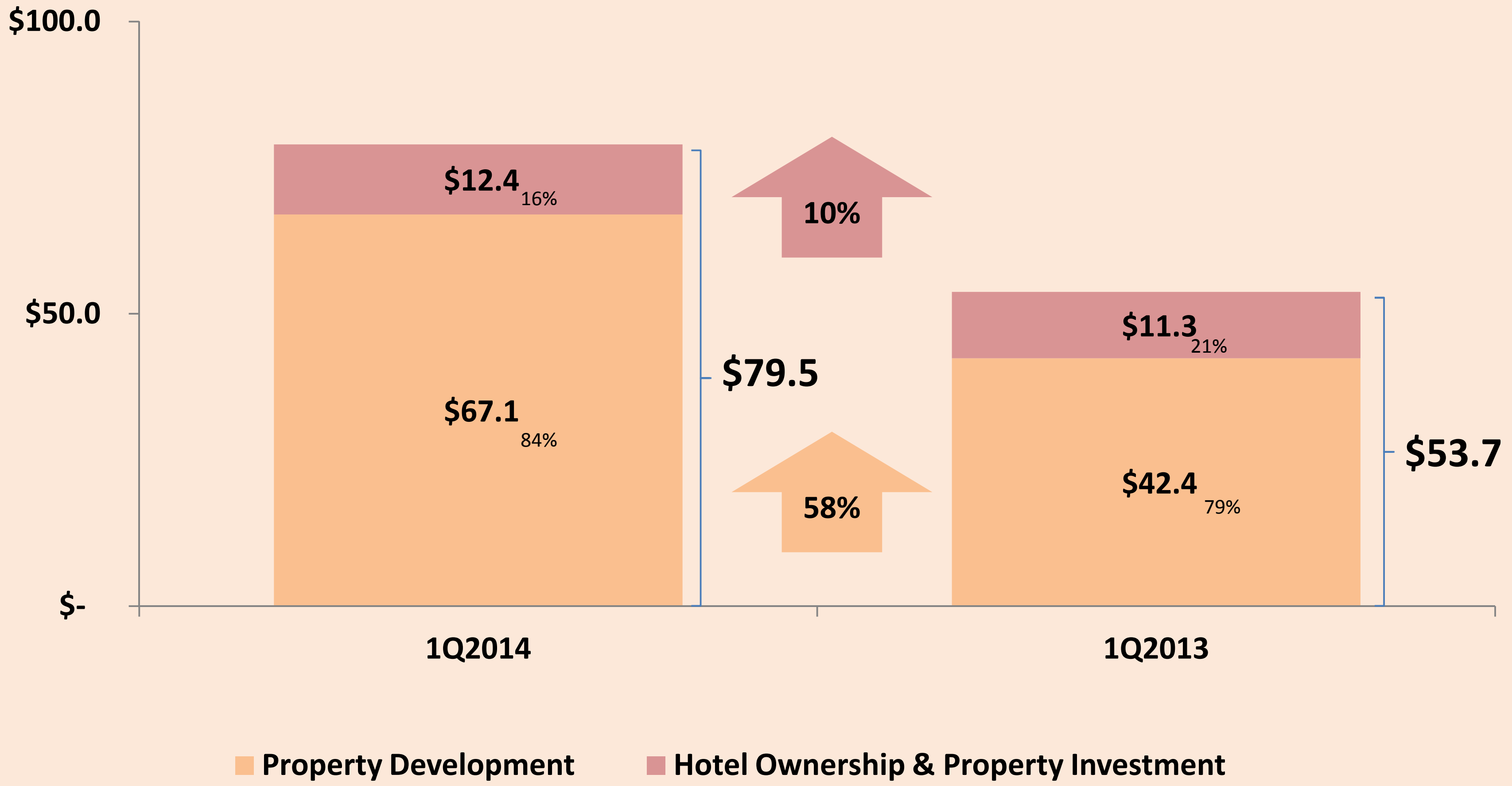
- **Net profit increased 27% to S$15.0m in 1Q2014 as compared to S$11.8m in 1Q2013**
- **Record 1st quarter net profit since 2007**



Financial Performance

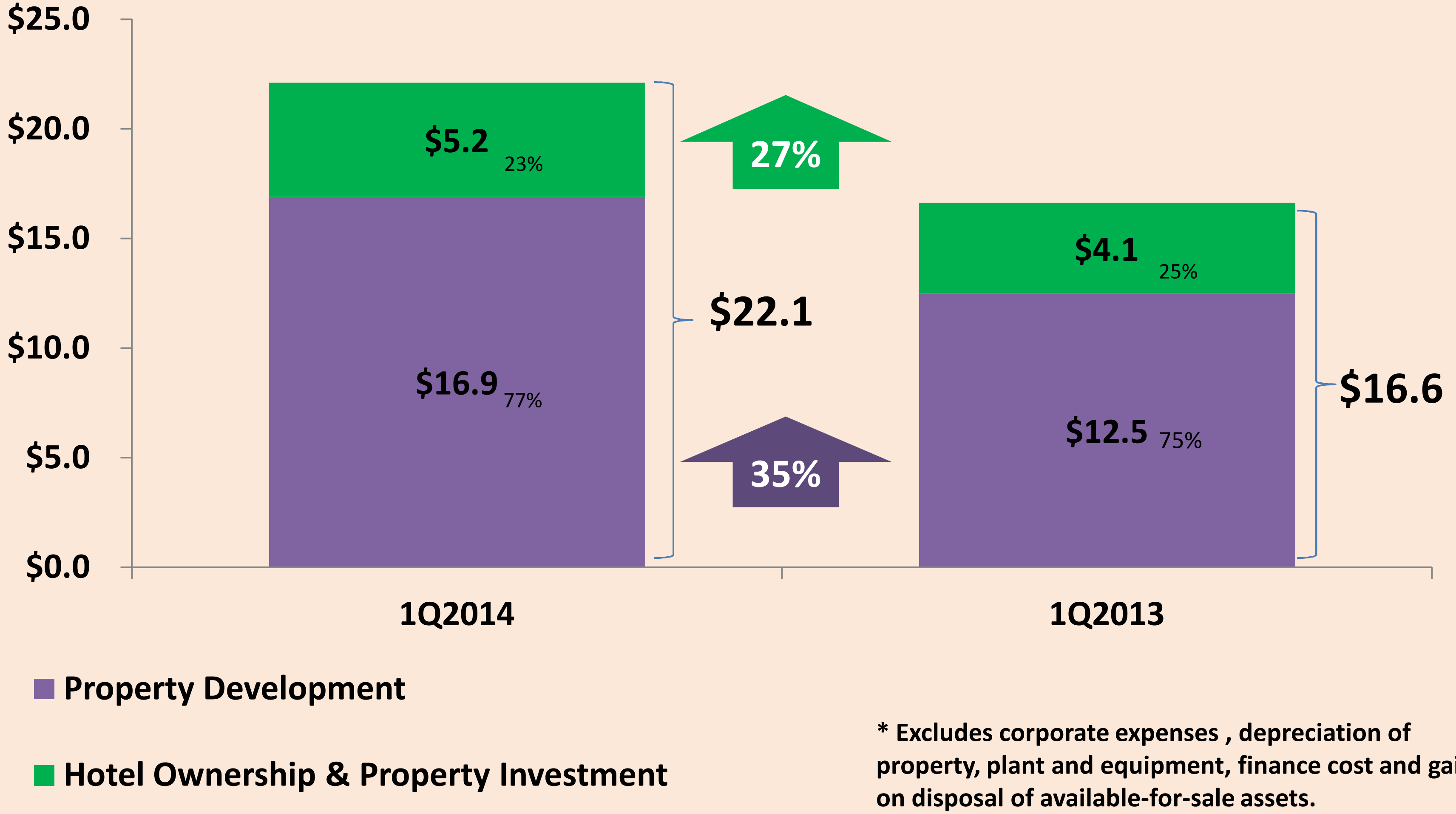
Segment Results – 1Q2014

Revenue (S$'m)



Financial Performance

Segment Results – 1Q2014
Adjusted EBITDA* (S$'m)



* Excludes corporate expenses , depreciation of property, plant and equipment, finance cost and gain on disposal of available-for-sale assets.

Financial Performance

	31 Mar 14	31 Dec 13	Increase / (Decrease)
Financial Position			
Total assets (S$'m)	1,277.7	1,298.9	(1.6%)
Total debt (S$'m)	848.3	880.9	(3.7%)
Cash & cash equivalents (S$'m)(1)	317.5	354.2	(10.4%)
Net Assets Value ("NAV") (S$'m)	344.7	329.6	4.6%
Adjusted Net Assets Value ("ANAV") (S$'m) (2)	787.2	771.1	2.1%
Financial Ratios			
NAV per share (cents)	28.9	27.6	4.6%
ANAV per share (cents) (2)	66.0	64.6	2.1%
Cash holdings per share (cents) (1)	26.6	29.7	(10.4%)
Net Debt to ANAV (times)	0.67	0.68	(1.5%)
Return on Equity (%)(3)	17.8	28.0	(36.4%)

(1) Cash holdings include project account monies amounting to S$167.4m as at 31 March 2014 (31 December 2013: S$191.1m)

(2) The fair value of Grand Mercure Roxy Hotel and office premise was estimated to be S$522.5m as at 31 March 2014 (31 December 2013: S$522.5m)

(3) Represents annualised return of equity

Property Development

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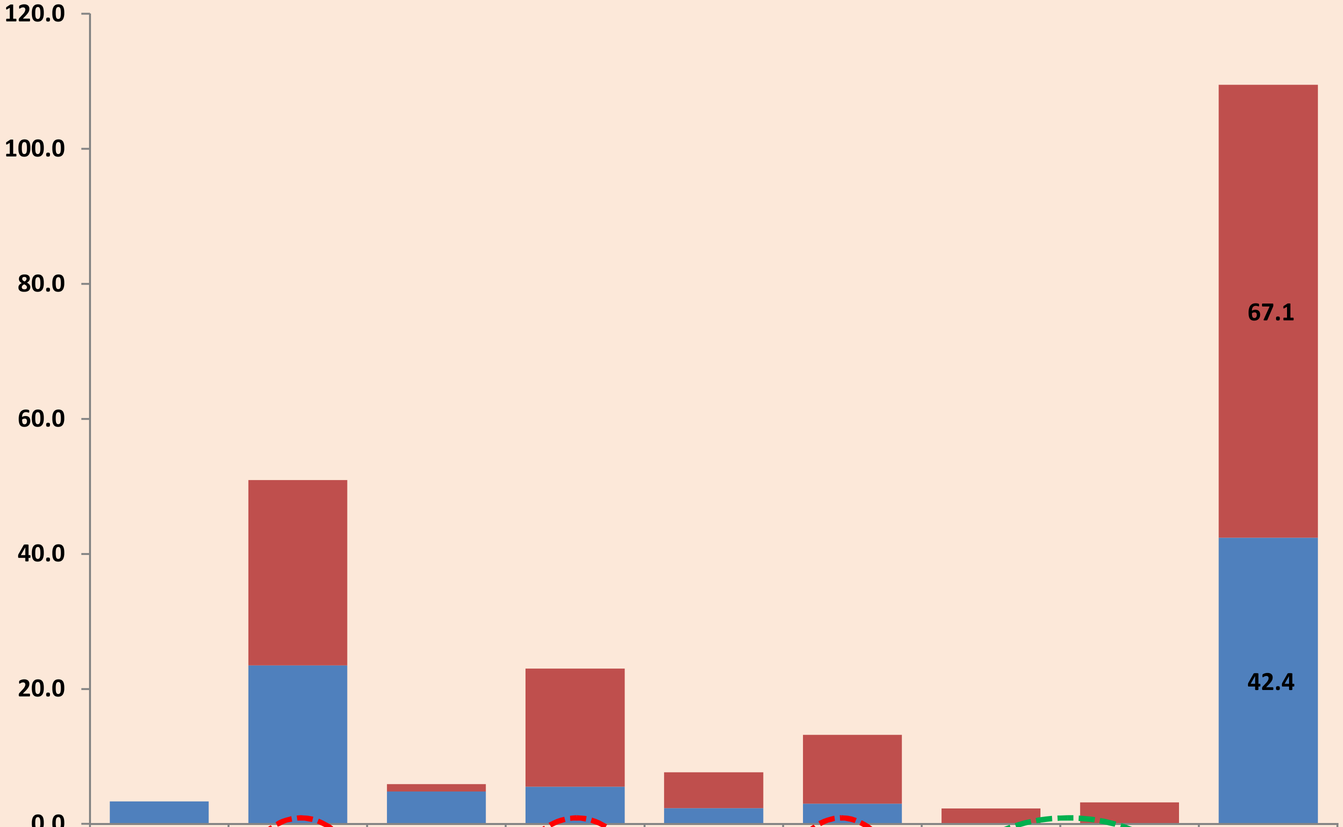
Property Development

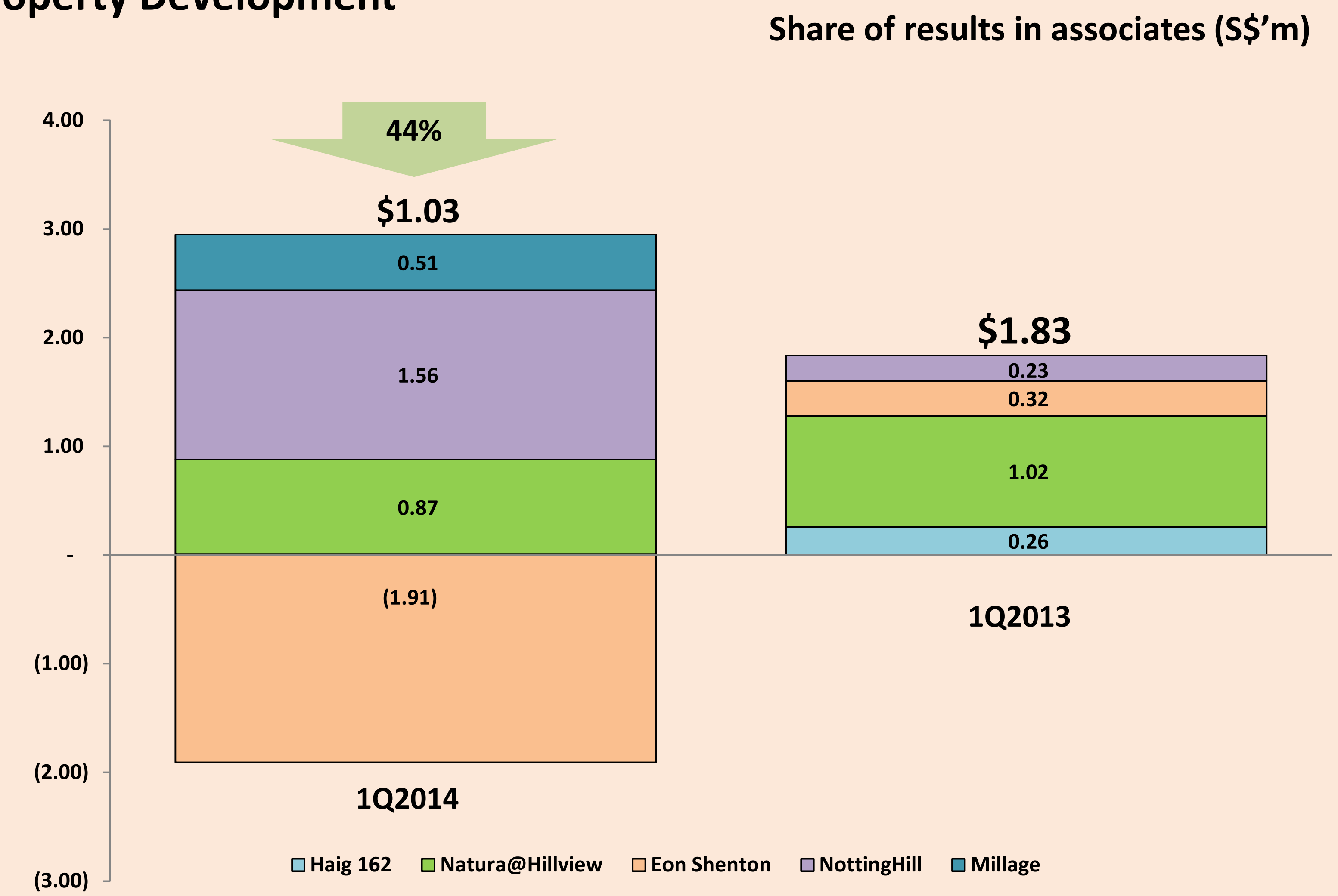
Revenue from Property Development (S$'m)



	Straits Residences (TOP: Nov 13)	Spottiswoode 18	Jupiter 18 (TOP: Jan 14)	Space@Kovan	Treescape	The MKZ	Jade Residences	Whitehaven	Total
1Q2014	0.0	27.5	1.1	17.5	5.3	10.2	2.3	3.2	67.1
1Q2013	3.3	23.5	4.8	5.5	2.3	3.0	0.0	0.0	42.4

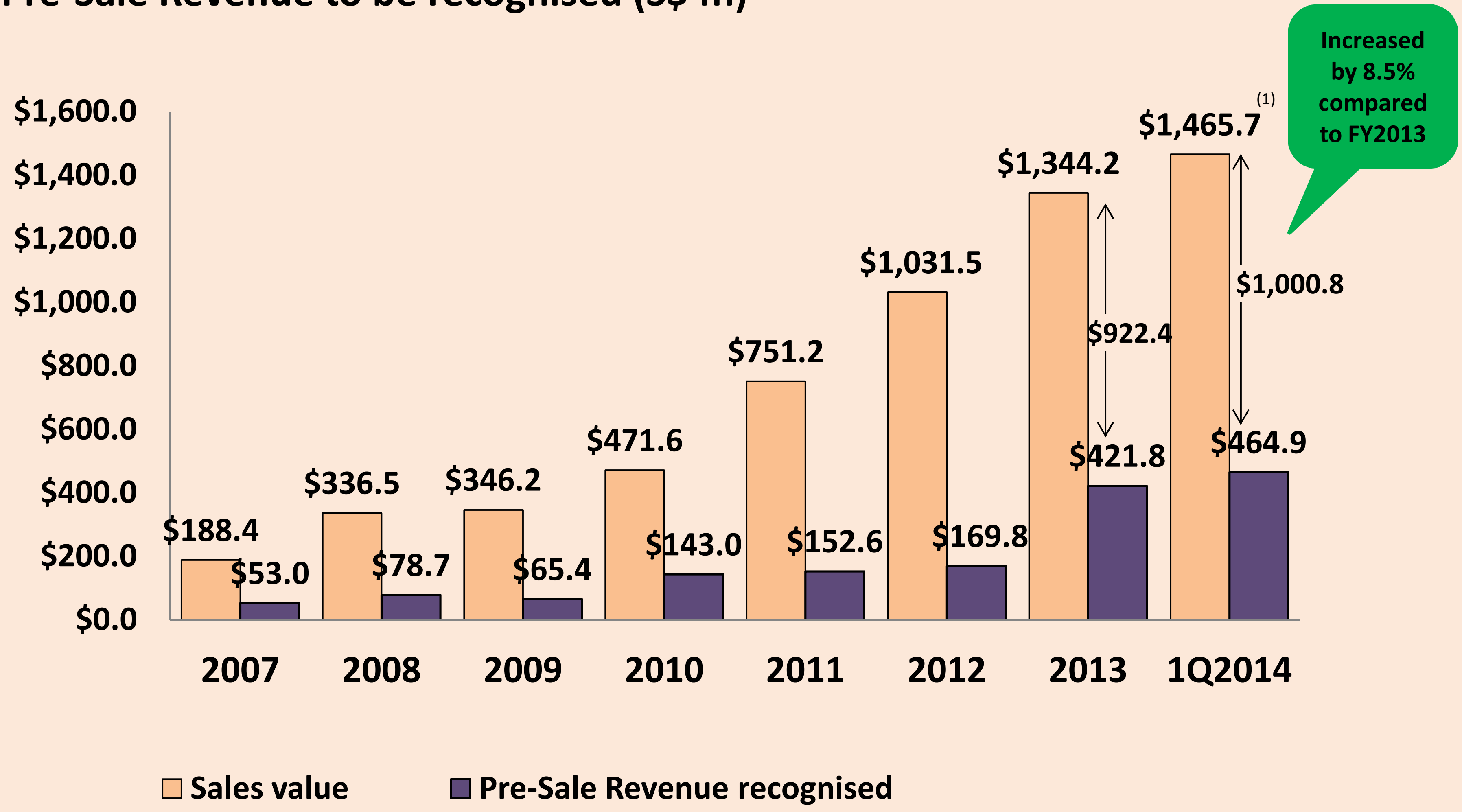
- Increase in revenue by 58% from $42.4 million in 1Q2013 to $67.1 million in 1Q2014
- Mainly due to
  - Recognition of higher revenue from Spottiswoode 18, Space@Kovan and The MKZ
  - Recognition of 2 new projects - Jade Residences and Whitehaven
  - Partly offset by absence of revenue recognition from Straits Residences (TOP in Nov 2013)

Property Development



Business Review

Pre-Sale Revenue to be recognised (S$'m)



(1) *Included Option to Purchase granted up to 24 April 2014*

Business Review

Pre-Sale Revenue to be recognised by projects (S$’m)

	Project name/location	Type of development	Group’s stake	Total units/floors in project	Unit/ floor sold	Attributable total pre-sale revenue (1)	Attributable pre-sale revenue recognised up to 31 Mar 2014	Balance attributable pre-sale revenue to be recognised from 2Q2014
			%		%	$'m	$'m	$'m
1	Space@Kovan	Shop	100%	56	100%	46.6	30.8	15.8
		Residential	100%	140	100%	113.1	74.8	38.3
2	Spottiswoode 18	Residential	100%	251	100%	254.4	221.1	33.3
3	Nottinghill Suites	Residential	45%	124	100%	39.5	25.9	13.6
4	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
5	Treescape	Residential	100%	30	100%	29.2	25.1	4.1
6	Millage	Residential	48%	70	100%	23.5	4.9	18.6
		Shop	48%	86	100%	28.7	6	22.7
7	Natura@Hillview	Residential	49%	193	100%	72.2	29.8	42.4
8	Eon Shenton	Office	20%	98	100%	60.1	3	57.1
		Residential	20%	132	95%	38	1.9	36.1
		Shop	20%	23	100%	4.8	0.2	4.6
9	The MKZ	Residential	100%	42	100%	51.8	31	20.8
10	Jade Residences	Residential	100%	171	78%	159.2	5	154.2
		Shop	100%	2	0%	-	-	-
11	Whitehaven	Residential	100%	120	84%	123.7	5.4	118.3
		Shop	100%	1	100%	1.2	-	1.2
12	LIV on Sophia	Residential	90%	64	100%	78.5	-	78.5
13	LIV on Wilkie	Residential	90%	81	59%	62.1	-	62.1
14	No.8 Russell Street, Causeway Bay, Hong Kong	Investment Property for sale	30%	21 floors	86%	137.7	-	137.7 (2)
	Total					1,465.7	464.9	1,000.8

(1) Included Option to Purchase granted up to 24 April 2014

(2) equivalent to HKD846.9m

Portfolio of Properties

No.	Location / Description	Type	Approximate Land Area	Approximate Gross Floor Area / Net Lettable Area	Group's stake	Approximate Attributable Gross Floor Area / Net Lettable Area	Approximate Attributable Land Cost
			(sqf)	(sqf)	%	(sqf)	$'m
	Singapore						
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 know as Yi Mei Garden)	Commercial & Residential Development	79,857	167,700	85%	142,545	116.3
	Overseas						
3	Lot 3370, Section 41, Jalan Dewan Sultan Sulaiman, Kuala Lumpur	Commercial & Residential Development	64,131	698,717	47%	328,397	16.9 (1)
	Sub-total for development properties		167,148	898,840		503,365	158.2
	Overseas						
4	No. 8 Russell Street, Causeway Bay, Hong Kong (6th, 8th & 9th floor)	Investment Property for sale	na	14,154	30%	4,246	12.6 (2)
5	59 Goulburn Street, Sydney, Australia	Investment Property for rental income	20,990	210,464	100%	210,464	105.3 (3)
	Sub-total for investment properties		20,990	224,618		214,710	117.9
	Grand total		188,138	1,123,458		718,075	276.1

(1) equivalent to RM42.2m *(2) equivalent to HKD77.1m* *(3) equivalent to AUD90.2m*

Hotel Ownership

Results Announcement

1st Quarter Ended 31 March 2014

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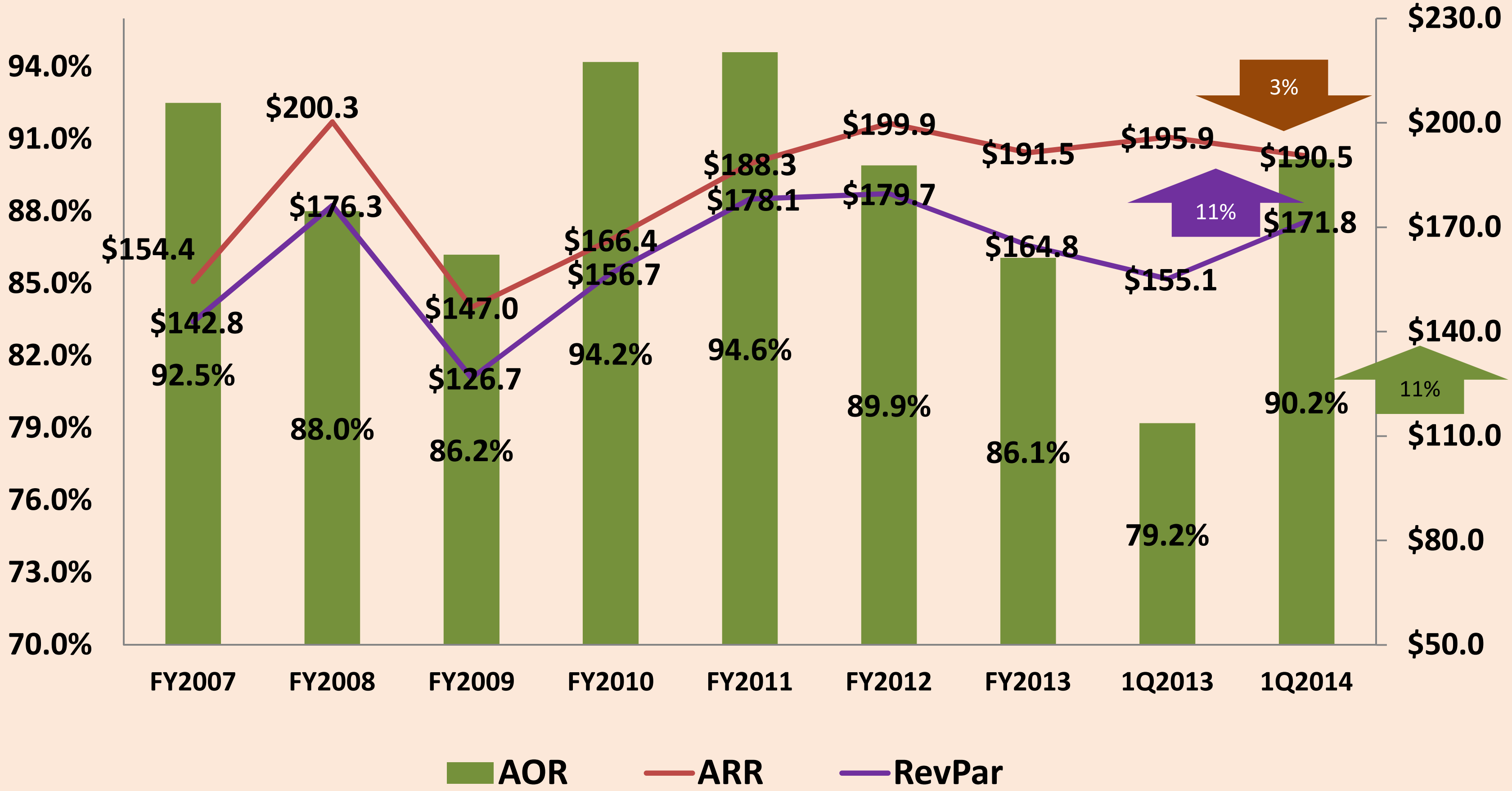
Business Review

Hotel Ownership

AOR , ARR & RevPar

- RevPar increased by 11% to $171.8 in 1Q2014 compared to $155.1 in 1Q2013



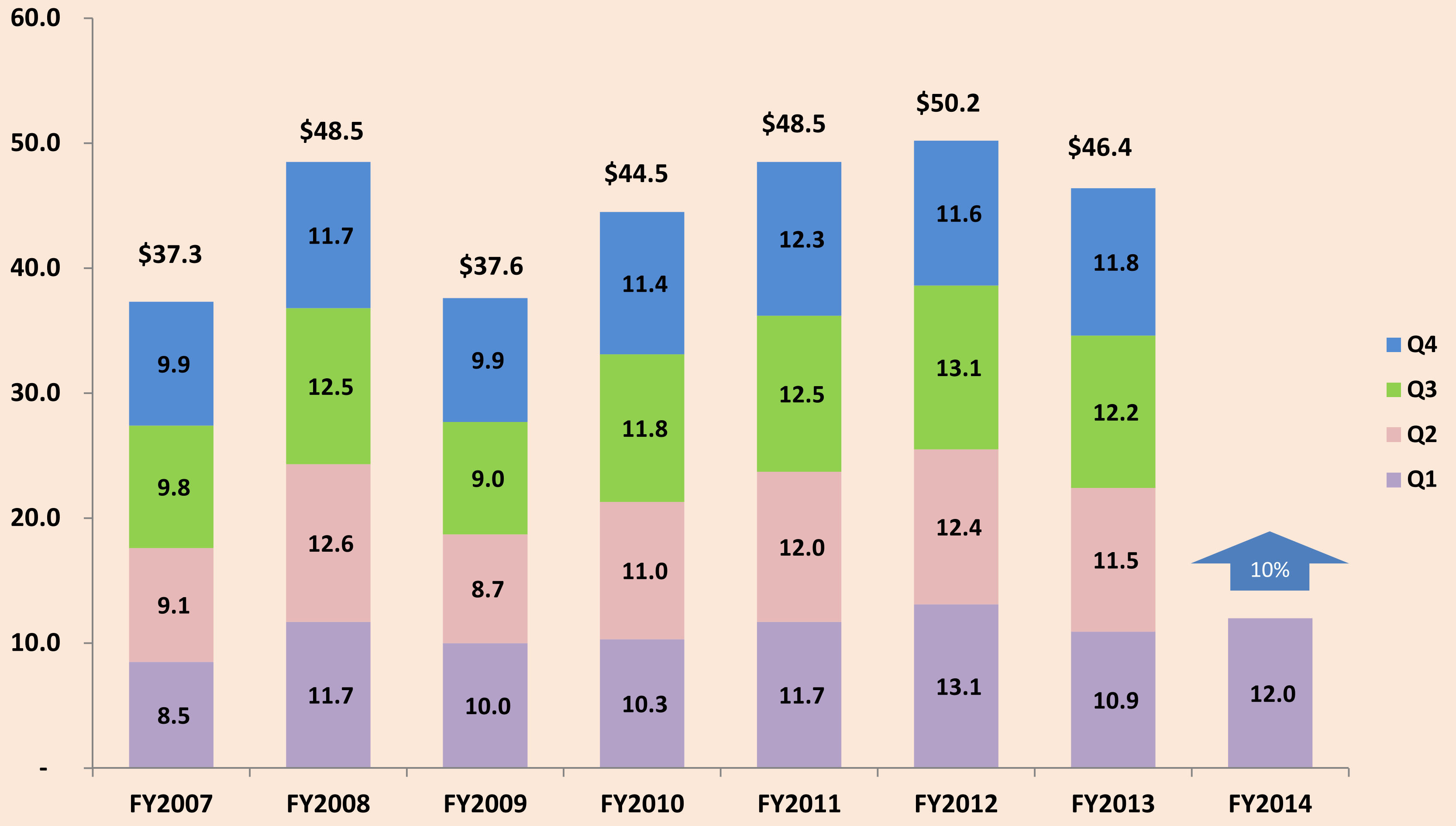
** Increase due to completion of hotel rooms renovation in June 2013*

Business Review

Hotel Ownership

Hotel Revenue (S$'m)

➡Hotel revenue increased by 10% from S$10.9m in 1Q2013 to S$12m in 1Q2014

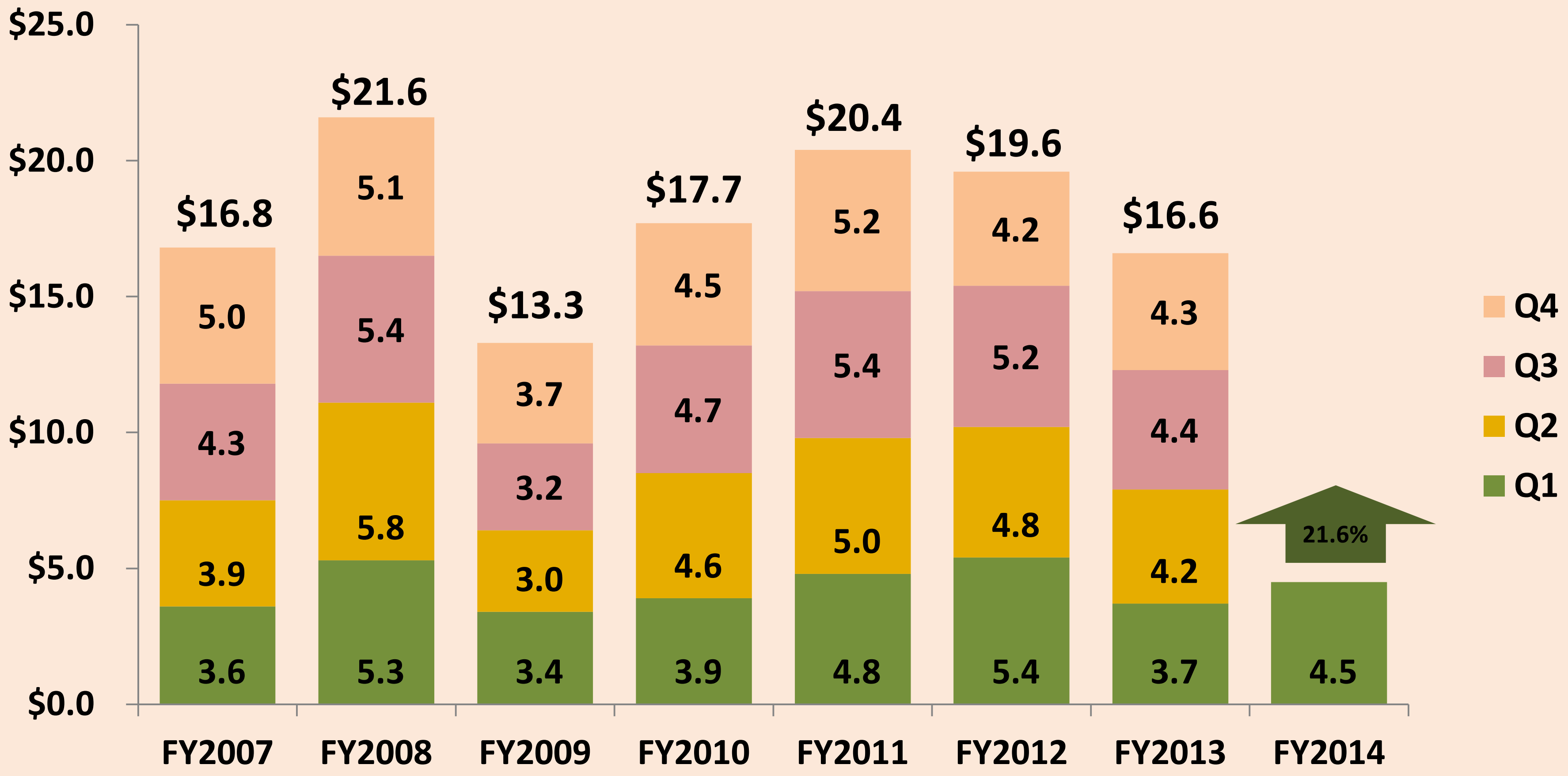


Business Review

Hotel Ownership

Hotel Net Operating Profits ("NOP") (S$m)

Hotel NOP increased by 21.6% from $3.7m in 1Q2013 to S$4.5m in 1Q2014



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

Property Investment

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1st Quarter Ended 31 March 2014

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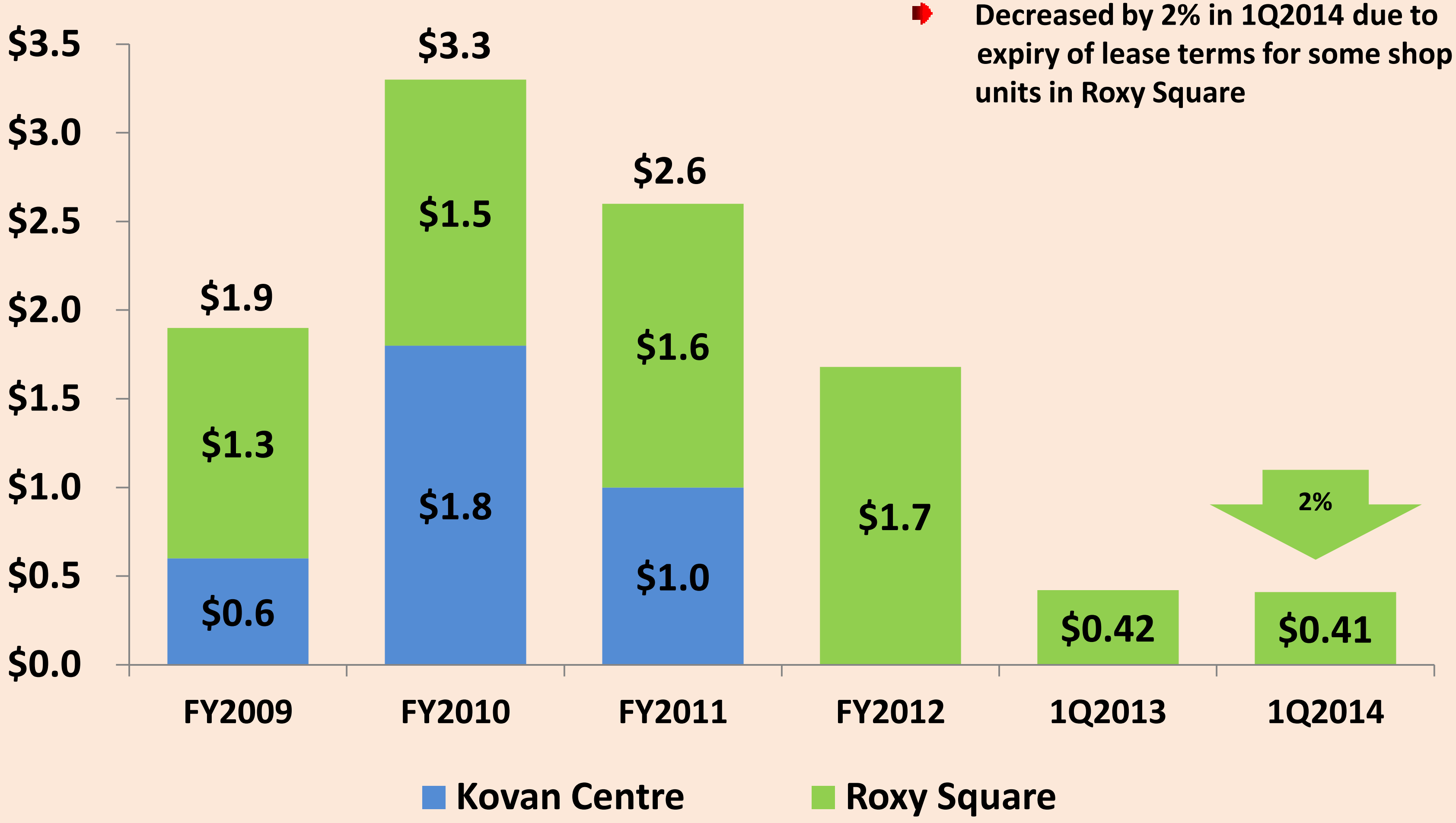
Business Review

Property Investment
Revenue (S$'m)



- Decreased by 2% in 1Q2014 due to expiry of lease terms for some shop units in Roxy Square

Results Announcement

1st Quarter Ended 31 March 2014

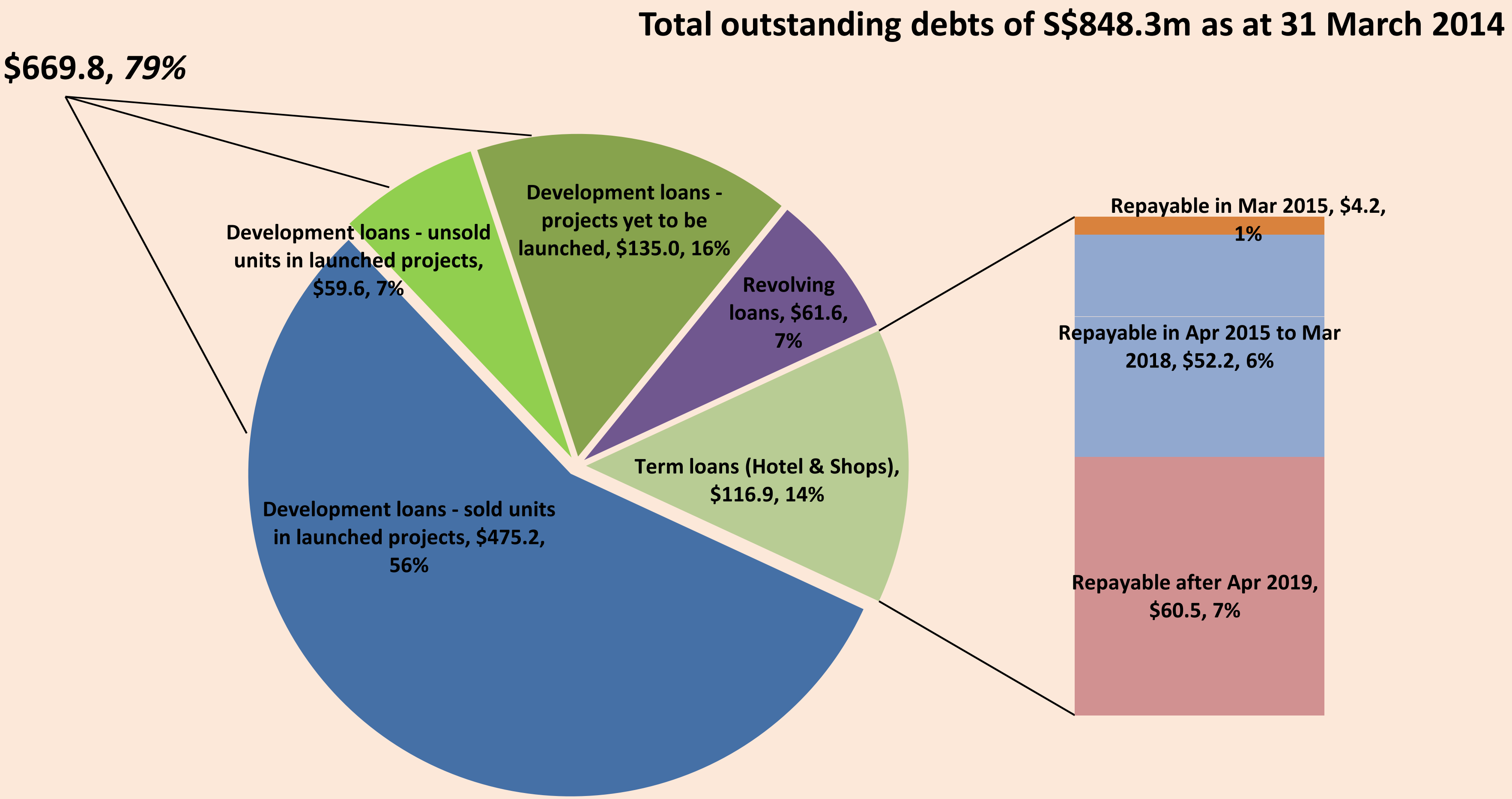
2 May 2014

Group Borrowings

Debt Profile	31 Mar 14	31 Dec 13
Total borrowings	$848.3m	$880.9m
Fixed rate loans	$90.0 m	$90.6 m
Fixed rate loans as % of total loans	11%	10%
Weighted average term for fixed rates loans	10 months	13 months
Weighted average interest rate (fixed rates loans)	2.04%	2.13%
Weighted average interest rate (floating rates loans)	1.94%	1.98%
Interest cover ratio (times)	11.6	19.4

Group Borrowings

Debt Profile as at 31 March 2014 (S$'m)



Outlook

1. **General**
   - Based on advance estimates by Ministry of Trade and Industry Singapore ("MTI") on 14th April 2014, the Singapore economy grew by 5.1% on a year-on-year basis in 1st Quarter 2014, lower than the 5.5% growth in the previous quarter.

2. **Property Development**
   - Based on the latest real estate statistics released by Urban Redevelopment Authority (URA) on 25th April 2014, prices of private residential properties decreased by 1.3% in 1st Quarter 2014, following the 0.9% decline in the previous quarter.
   - With the balance amount of attributable pre-sale revenue of approximately $1.0 billion, the Group has strong earnings visibility to FY2017.

3. **Hotel Ownership**
   - Singapore Tourism Board ("STB") has projected that visitor arrivals would reach 16.3 million to 16.9 million in 2014.
   - New hotel completions are expected to be fewer than expected, as almost one-third of the planned hotel pipeline or about 987 rooms may be delayed till 2015.
   - The hospitality industry may be faced with a room crunch in 2014, which bodes well for room rates.
   - The Group's performance for the period under review has been in line with expectations.

4. **Strong financial flexibility with cash and cash equivalents of S$317.5m 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.**

THANK YOU

Results Announcement

1st Quarter Ended 31 March 2014

2 May 2014