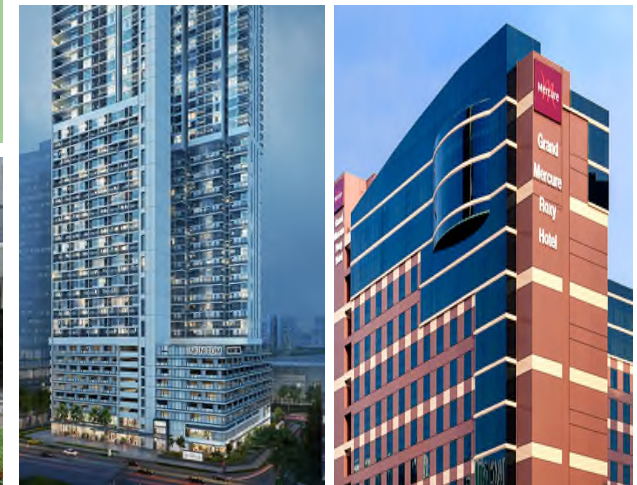


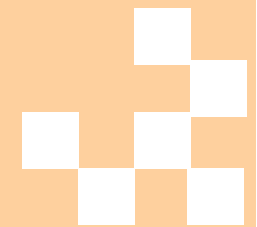


**SETTING  
OUR  
SIGHTS**  
On Wider  
Growth



Results Announcement  
First Quarter Ended 31 March 2015

5<sup>th</sup> May 2015



# Agenda

- Financial Performance
- Business Review
- Group Borrowings
- Outlook



# Financial Performance

## ***Financial Highlights – 1Q2015***

- **Net Profit increases 210% to S\$46.3 million.**
- **Boosted by strong revenue growth of 149% to S\$198.2 million, mainly from property development and property investment segments.**
  - **Completion of commercial development project, Centropod@Changi in January 2015 contributed positively to the Group's performance.**
- **Share of profit from associates up 159% to S\$2.7 million.**
- **Surge in recurring income from investment properties by more than seven times to S\$3.0 million.**
- **Sustained earnings visibility with pre-sale revenue of S\$551.9 million, profit of which will be progressively recognised till FY2018.**
- **Strong cash and cash equivalents of S\$359.1 million, low net gearing of 0.5 times and a S\$200 million Multicurrency Medium Term Note Programme.**
- **More than 40% of the total borrowings as of 31 March 15 are on fixed rate, as compared to 11% a year earlier.**

# Financial Performance

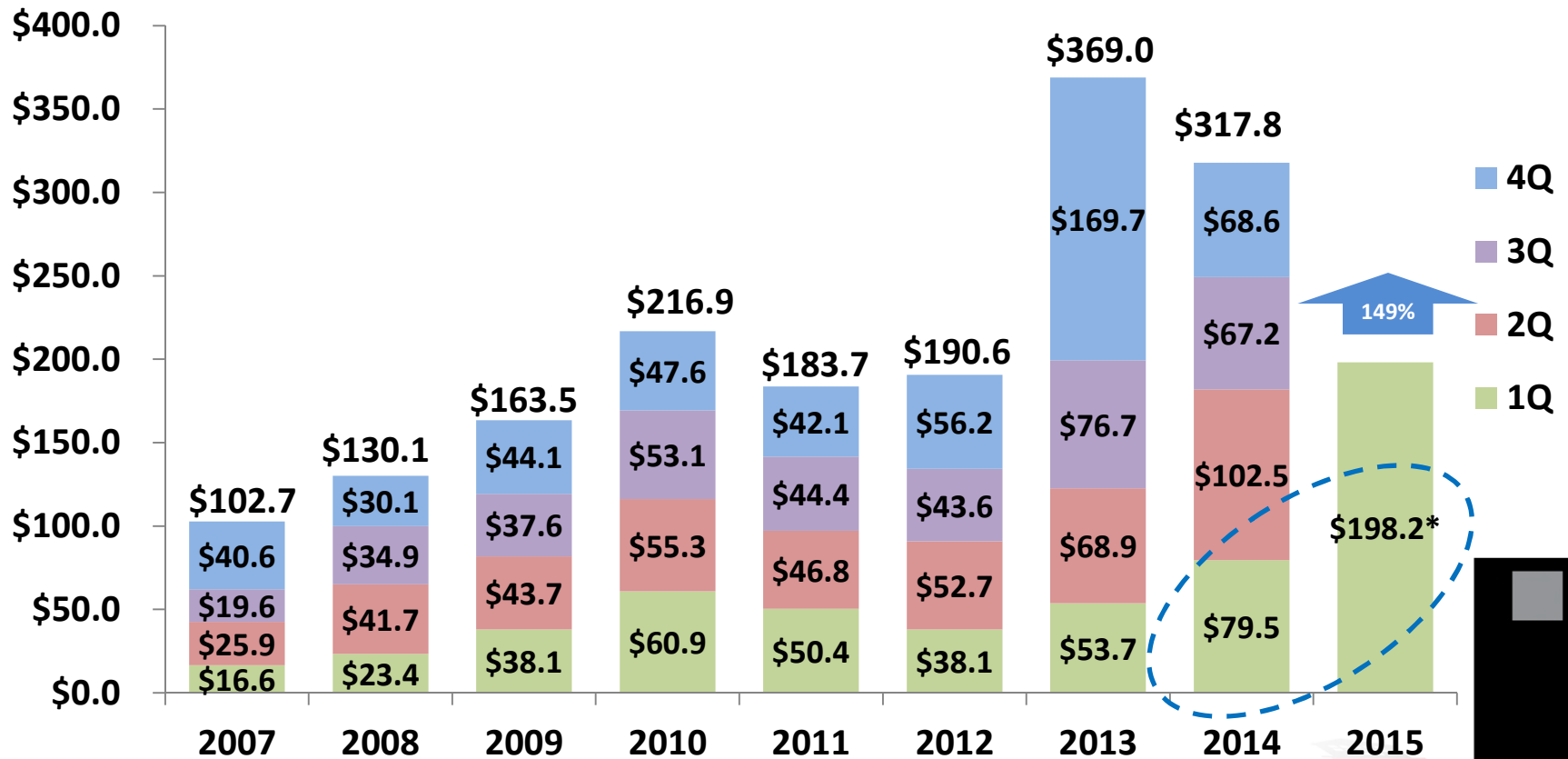
## *Financial Results – 1Q2015*

	1Q2015	1Q2014	% change
Revenue (S\$'m)	198.2	79.5	149%
Gross Profit (S\$'m)	70.2	25.1	180%
Gross Margin (%)	35%	32%	3ppt
Share of results of associates (net of tax) (S\$'m)	2.7	1.0	159%
Pre-tax profit (S\$'m)	57.2	17.3	231%
Net Profit (S\$'m)	46.3	15.0	210%
EPS (cts)	3.89	1.25	211%

# Financial Performance

## Financial Performance Turnover Trend (\$'m)

- ▶ Record 1<sup>st</sup> Qtr revenue since 2007
- ▶ Revenue increased by 149% to S\$198.2m in 1Q2015

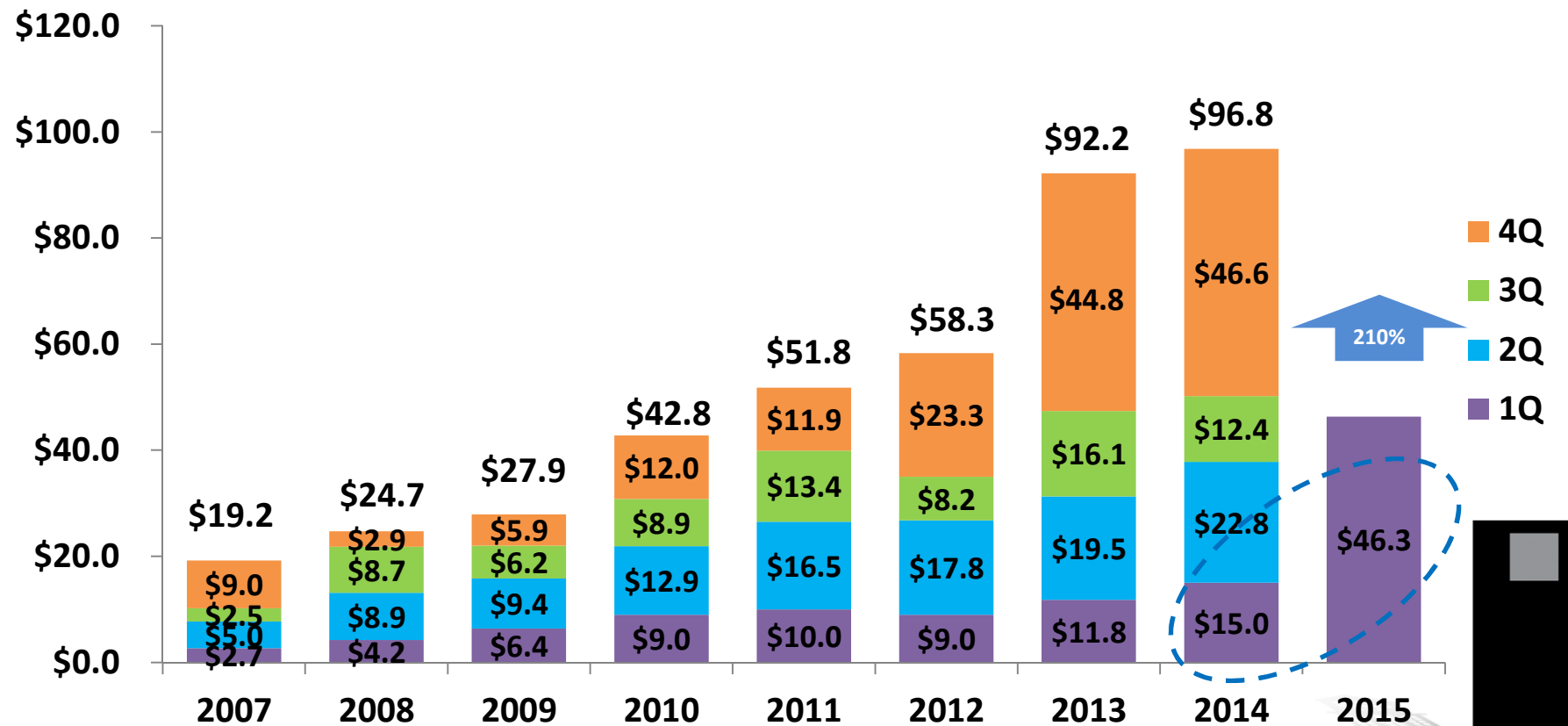


\* Include a 100% revenue recognition from Centropod@Changi amounting to S\$141.4m upon obtaining its TOP in Jan 2015.

# Financial Performance

## Financial Performance Profit Trend (\$'m)

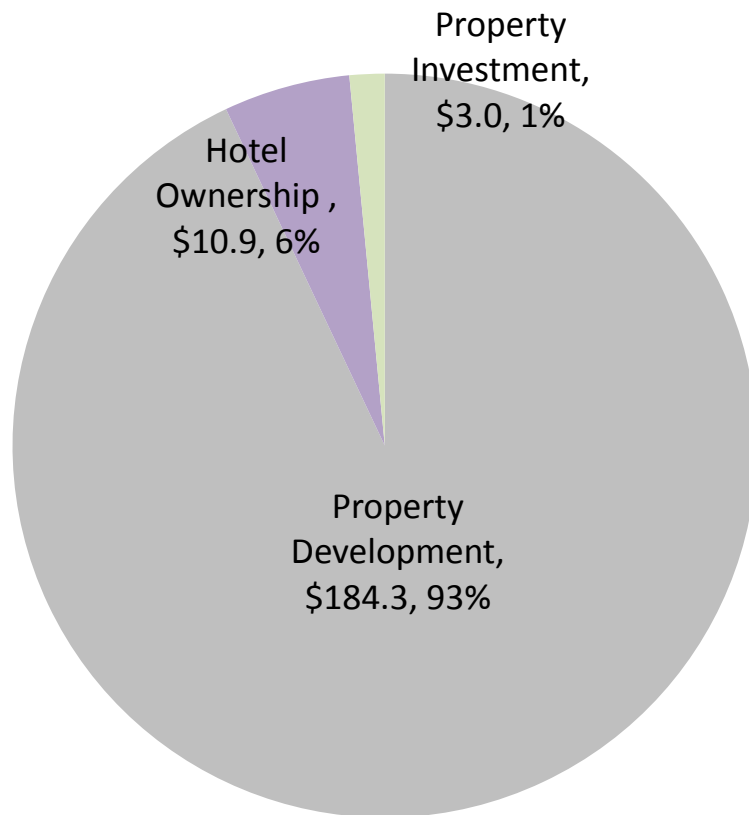
- Record 1<sup>st</sup> Qtr net profit since 2007
- Net profit increased by 210% to S\$46.3m in 1Q2015



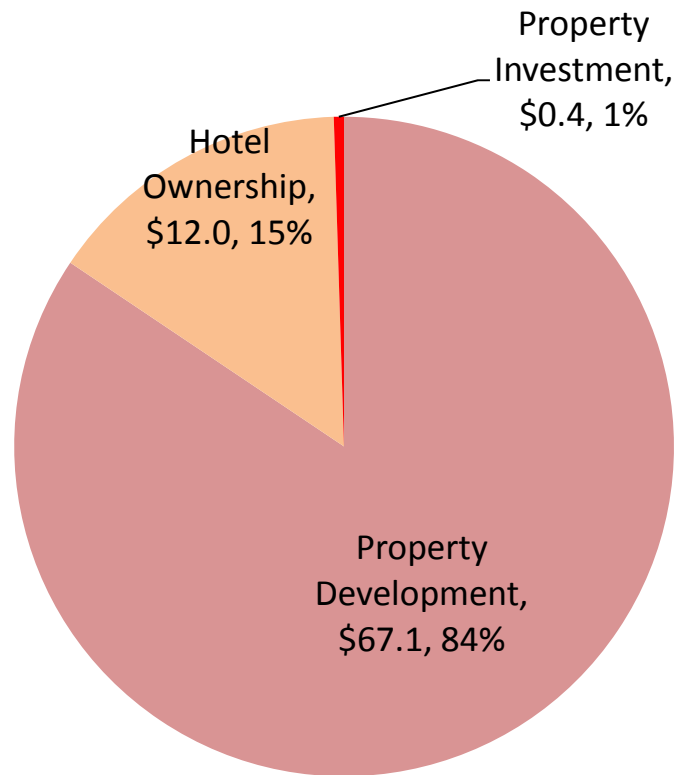
# Financial Performance

## Segment Results – 1Q2015

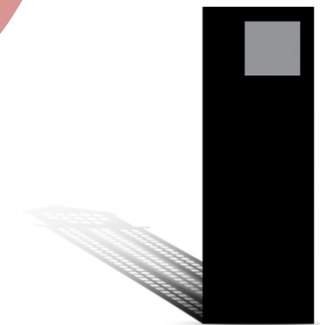
Revenue (\$\$'m)



1Q2015 – Total \$\$198.2m

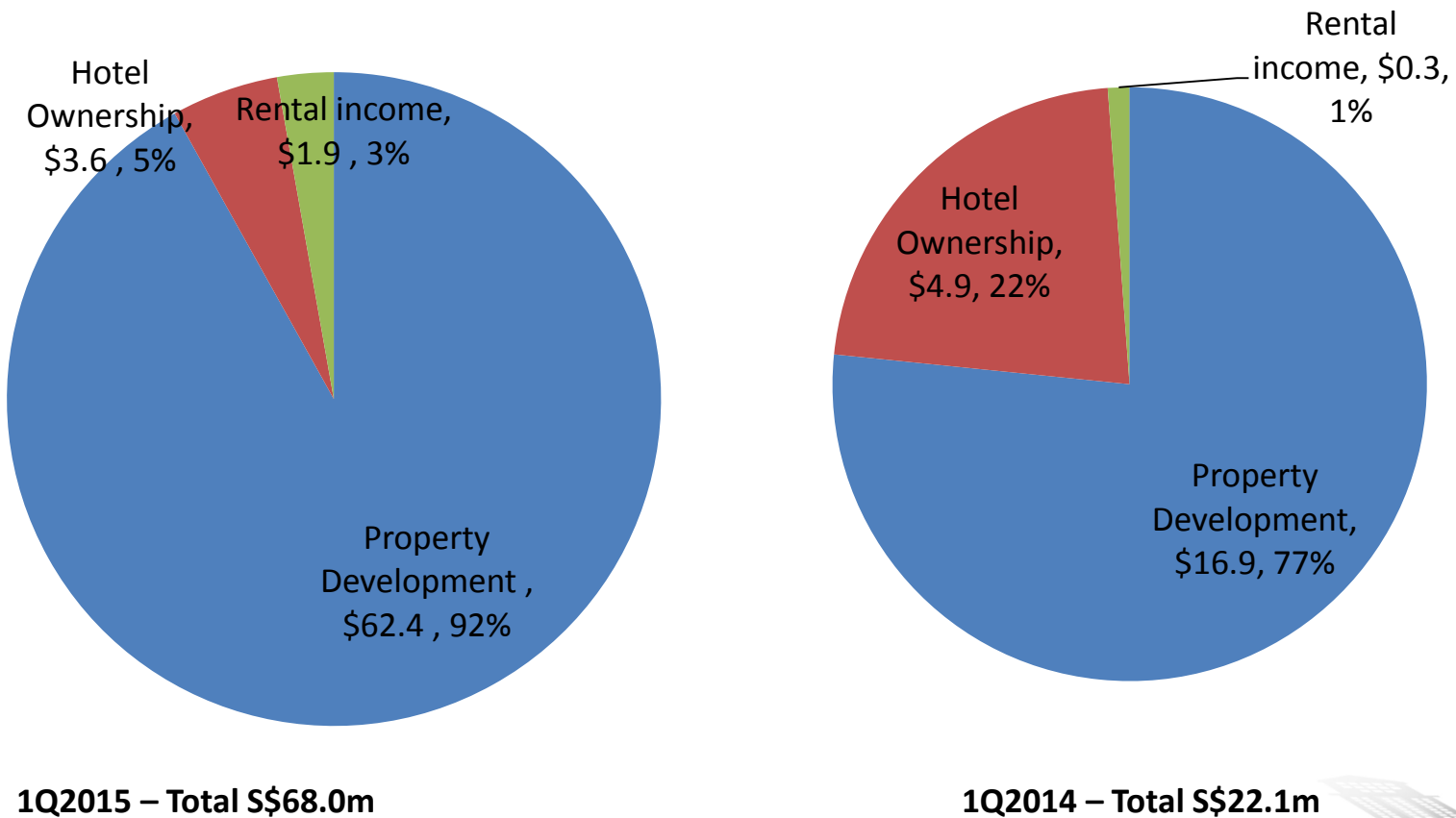


1Q2014 – Total \$\$79.5m



# Financial Performance

## Segment Results – 1Q2015 Adjusted EBITDA\* (\$\$'m)



• Excludes corporate expenses, depreciation of property, plant and equipment, finance cost (net) and FV loss on CCS.



# Financial Performance

	31 Mar 15	31 Dec 14	Increase / (Decrease)
<b>Financial Position</b>			
Total assets ( S\$'m)	1,401.6	1,433.3	-2.2%
Total debt (S\$'m)	821.3	917.3	-10.5%
Cash & cash equivalents ( S\$'m) <sup>(1)</sup>	359.1	415.3	-13.5%
Net debt (S\$'m)	462.2	502.0	-7.9%
Net assets value ("NAV") ( S\$'m)	445.6	400.3	11.3%
Revaluation surplus (S\$'m) <sup>(2)</sup>	476.2	460.4	3.4%
Adjusted net assets value ("ANAV") (S\$'m)	921.8	860.7	7.1%
<b>Financial Ratios</b>			
NAV per share (cents)	37.3	33.5	11.3%
ANAV per share (cents) <sup>(2)</sup>	77.2	72.1	7.1%
Cash holdings per share (cents) <sup>(1)</sup>	30.1	34.8	-13.5%
Net debt to ANAV (times)	0.50	0.58	-13.8%
Return on equity (%) <sup>(3)</sup>	42.3	24.1	75.5%

*(1) Cash holdings include project account monies amounting to S\$161.9m as at 31 Mar 2015 (31 December 2014: S\$176.3m)*

*(2) Our directors estimated that the fair value of the Grand Mercure Roxy Hotel and office premise to be \$553.4m (31 December 2014: \$553.4m) based on the valuation carried out by an independent valuer on 31 December 2014*

*(3) Represents annualised return on equity*

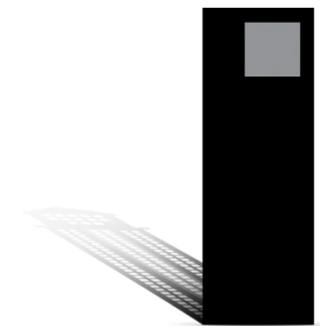
# Business Review

## Property Development

### Results Announcement

First quarter Ended 31 March 2015

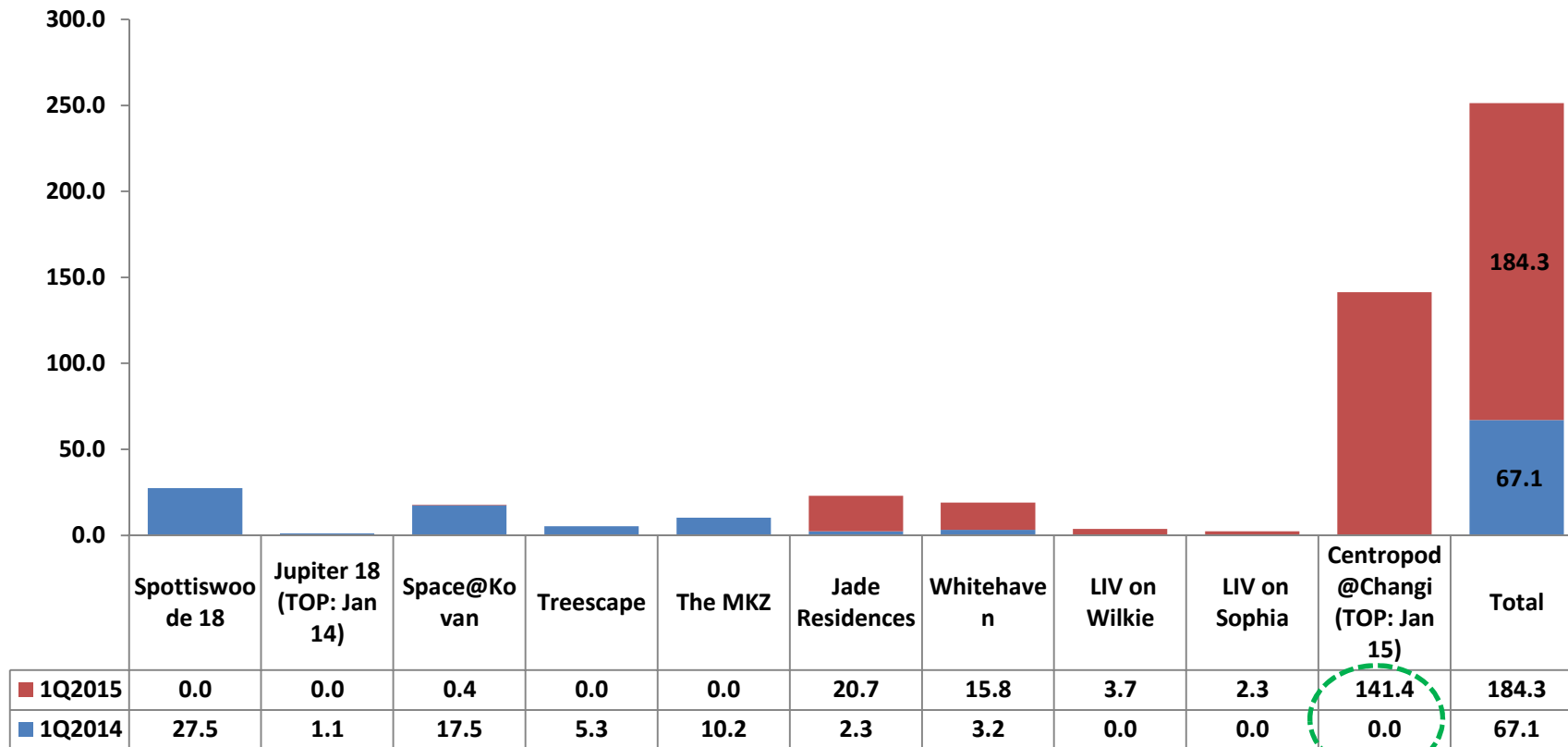
5<sup>th</sup> May 2015



# Business Review

## Property Development

## Revenue from Property Development (S\$'m)

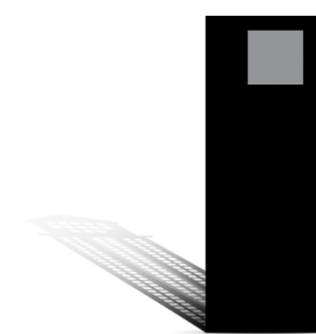
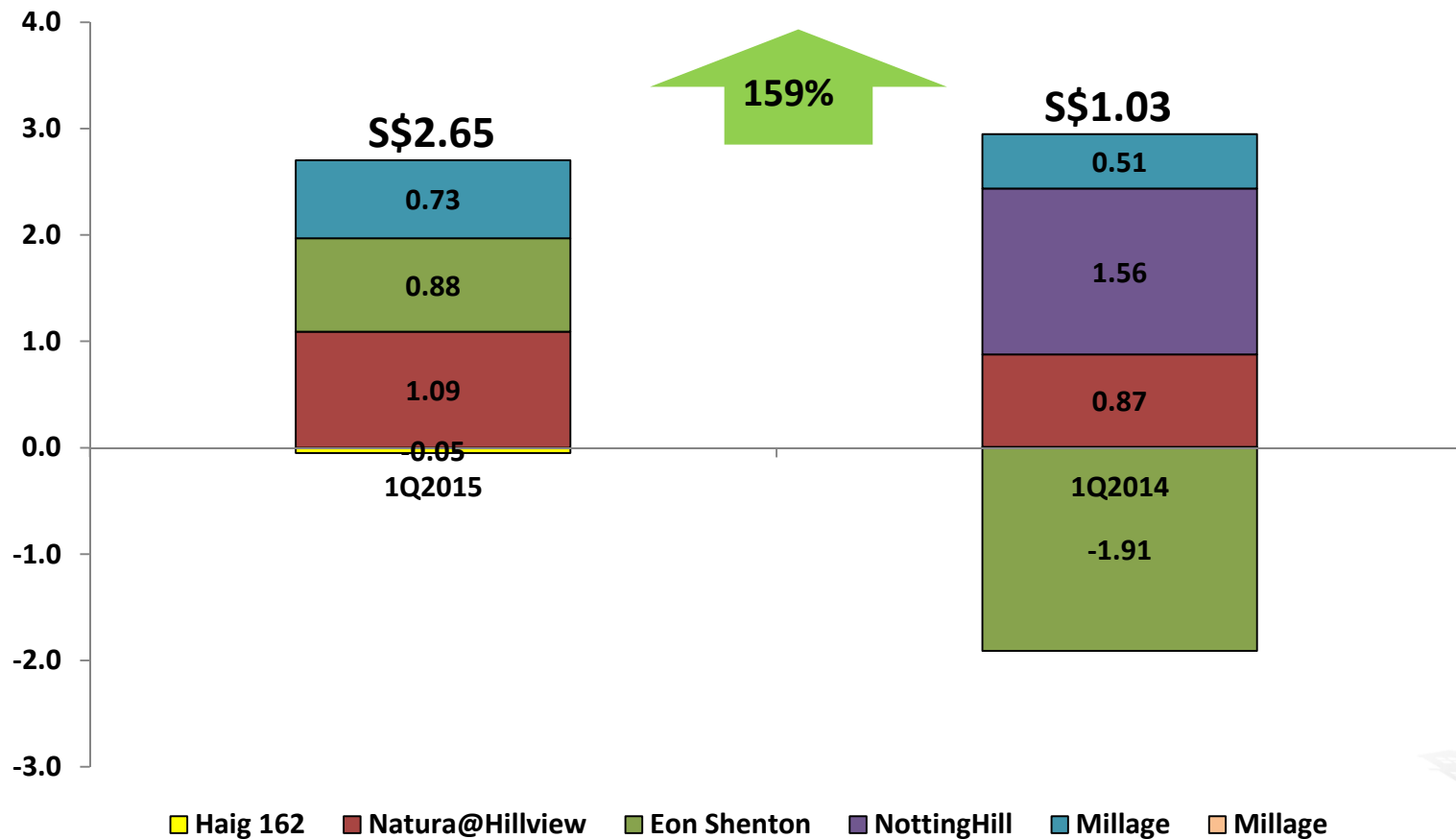


- Increase in revenue by 175% from S\$67.1 million in 1Q2014 to S\$184.3 million in 1Q2015 mainly due to revenue recognition on completion from Centropod@Changi, a commercial development project which obtained TOP in January 2015.

# Business Review

## Property Development – 1Q2015

Share of results in associates (S\$m)



# Business Review

## Pre-Sale Revenue to be recognised by projects (\$'m) – 1Q2015

	Project name	Type of development	Group stake	Total units in project	Unit sold	Attributable total sale value <sup>(1)</sup>	Attributable revenue recognised up to 31 Mar 2015	Balance attributable progress billings to be recognised from 2Q2015
			%	Unit	%	\$'m	\$'m	\$'m
1	Space@Kovan	Shop	100%	56	100%	46.6	45.7	0.9
		Residential	100%	140	100%	113.1	110.9	2.2
2	Millage	Residential	48%	70	100%	23.5	11.4	12.1
		Shop	48%	86	100%	28.7	13.9	14.8
3	Natura@Hillview	Residential	49%	193	100%	72.2	63.2	9.0
4	Eon Shenton	Office	20%	98	100%	60.1	11.9	48.2
		Residential	20%	132	96%	38.6	7.6	31.0
		Shop	20%	23	100%	4.8	0.9	3.9
5	Jade Residences	Residential	100%	171	89%	187.1	64.1	123.0
		Shop	100%	2	100%	1.7	0.6	1.1
6	Whitehaven	Residential	100%	120	94%	140.8	53.9	86.9
		Shop	100%	1	100%	1.2	0.5	0.7
7	LIV on Sophia	Residential	90%	64	100%	78.5	11.9	66.6
8	LIV on Wilkie	Residential	90%	81	77%	80.0	7.3	72.7
9	Sunnyvale Residences	Residential	100%	30	33%	15.7	-	15.7
10	Trilive	Residential	85%	222	30%	62.4	-	62.4
		Shop	85%	2	50%	0.7	-	0.7
	<b>Grand-total</b>			<b>1,491</b>		<b>955.7</b>	<b>403.8</b>	<b>551.9</b>

(1) Included Option to Purchase granted up to 24 April 2015

# Business Review

## Landbank

	Location / Description	Type	Approximate Land Area	Approximate Gross Floor Area	Group's stake	Approximate Attributable Gross Floor Area	Approximate Attributable Land Cost	Approximate Attributable Land Cost
			(sqf)	(sqf)	%	(sqf)	(S\$)	(Foreign currency)
1	<u>Overseas</u> Lot 3370, Section 41, Jalan Dewan Sultan Sulaiman, Kuala Lumpur, Malaysia	Commercial & Residential Development	71,881	698,706	47%	328,391	S\$16.9m	RM42.2m
2	Geran 319775 Lot 34534 Pekan Cheras, Daerah Ulu Langat, Negeri Selangor, Malaysia*	Commercial Development	247,936	TBC	47%	TBC	S\$13.9m	RM37.3m
3	64 Peel Street and 9 Cordelia Street, Brisbane, Australia	Commercial & Residential Development	27,674	332,271	40%	132,908	S\$14.3m	AUD13.4m
4	54 & 85 Bracks Street, North Fremantle, Australia	<i>Industrial land; to be rezoned for commercial and residential use</i>	489,284	TBC	20%	TBC	S\$12.8m	AUD11.9m

\* The acquisition is conditional upon the receipt of the necessary approvals/consents from the relevant authorities.

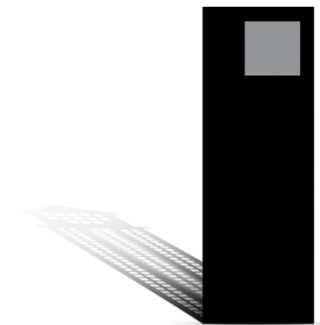
# Business Review

## Hotel Ownership

### Results Announcement

First Quarter Ended 31 March 2015

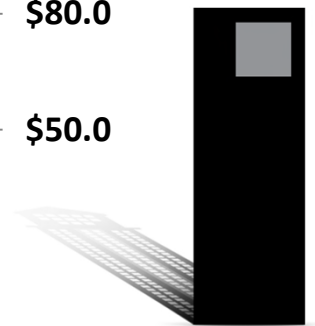
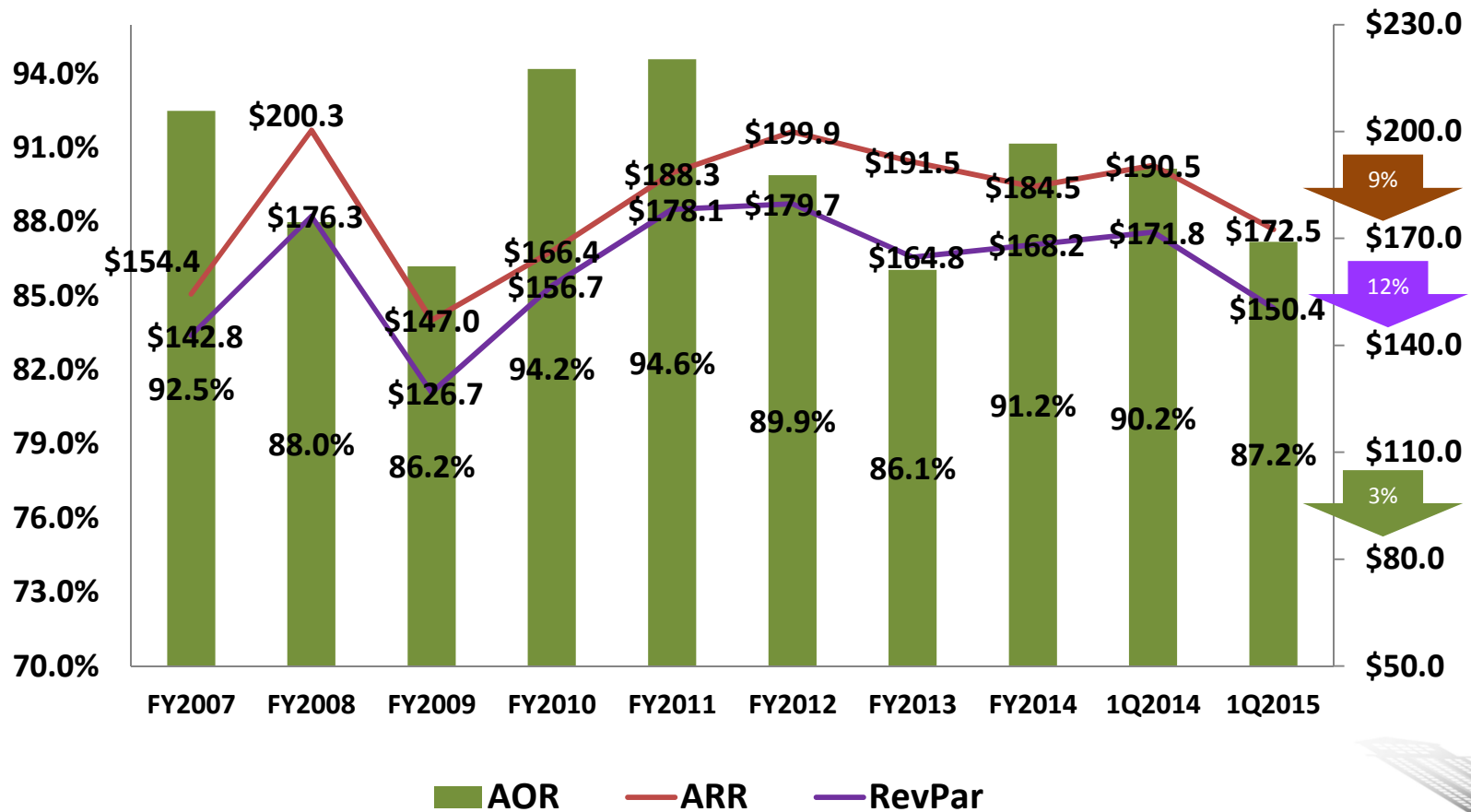
5<sup>th</sup> May 2015



# Business Review

## Hotel Ownership – 1Q2015 AOR , ARR & RevPar

▶ RevPar decreased by 12% to \$150.4 in 1Q2015 compared to \$171.8 in 1Q2014

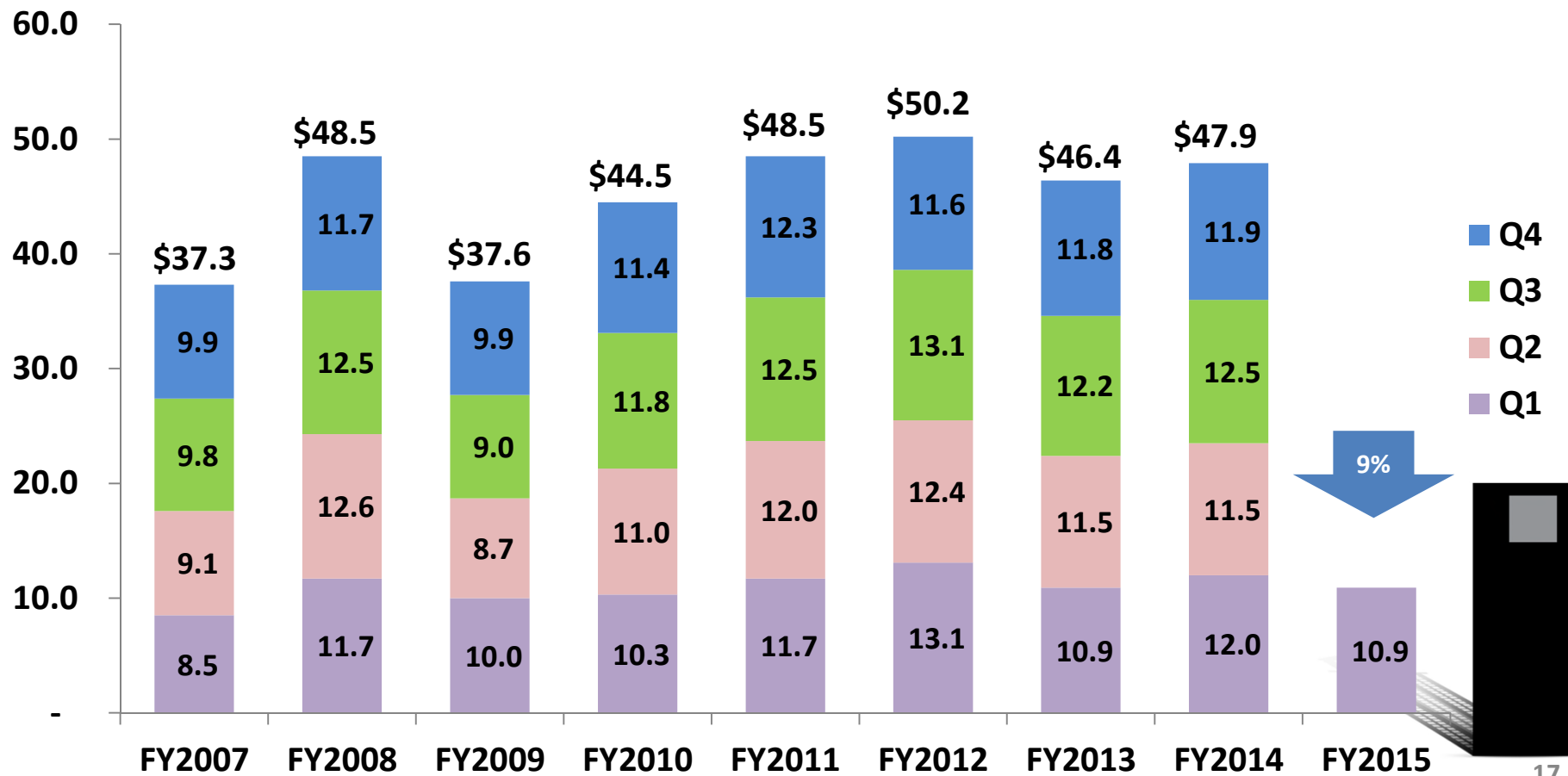




# Business Review

## Hotel Ownership – 1Q2015 Hotel Revenue (\$\$m)

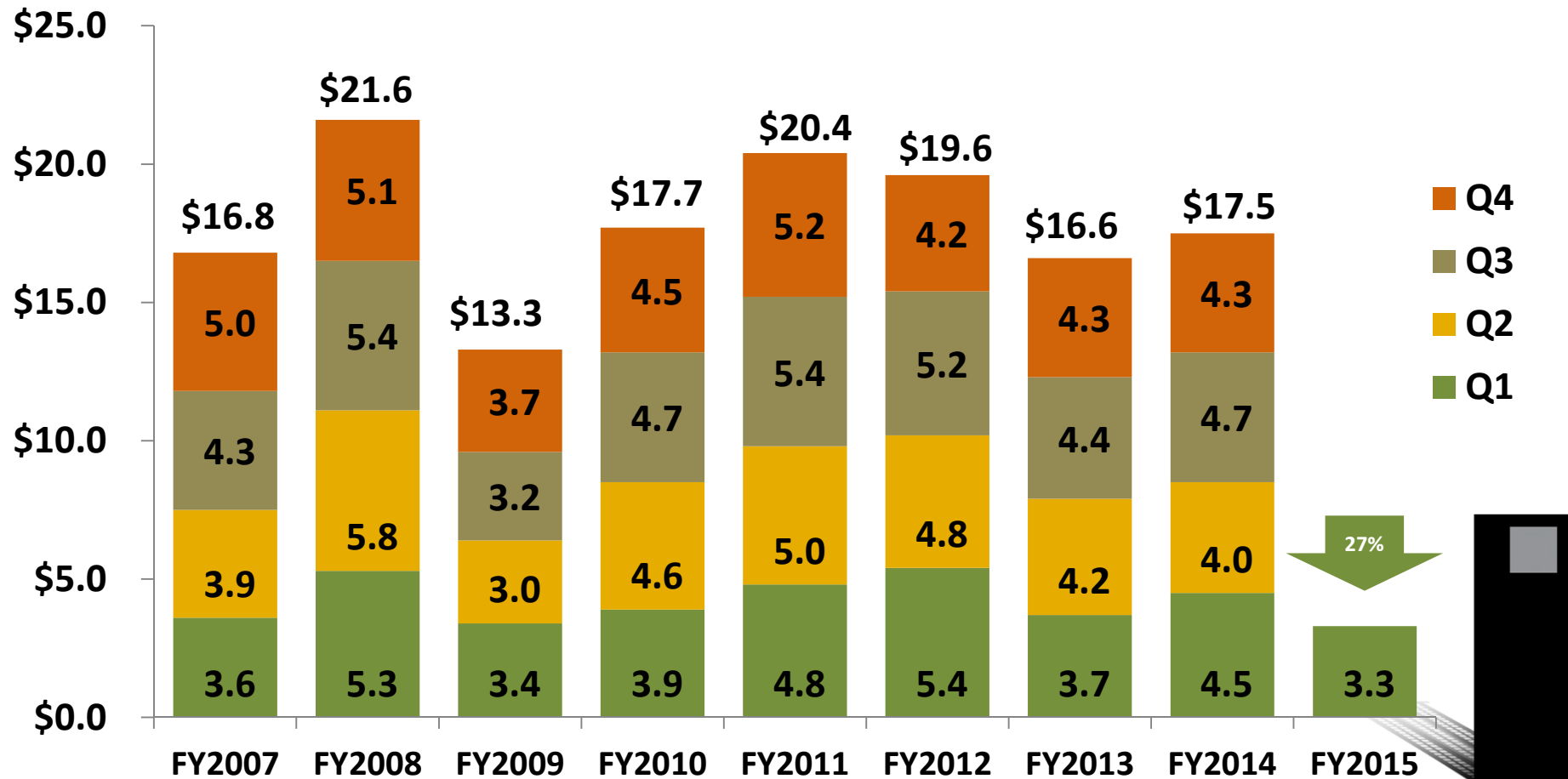
➡ Hotel revenue decreased by 9% from \$12.0m in 1Q2014 to \$10.9m in 1Q2015



# Business Review

## Hotel Ownership – 1Q2015 Hotel Net Operating Profits (“NOP”) (\$m)

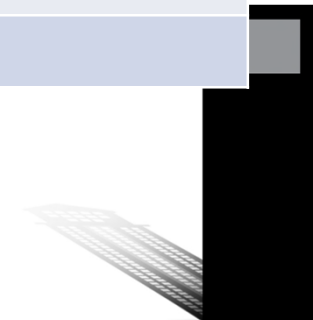
Hotel NOP decreased by 27% from \$4.5m in 1Q2014 to \$3.3m in 1Q2015



# Business Review

## Hotel under development

Hotel Details	Kyoto, Japan	Phuket, Thailand	Perth, Australia
Location	Nakagyo-ku, Kyoto	Chalong Subdistrict, Muang District	Wellington Street
Group's stake	100%	100%	49%
Tenure	Freehold	Freehold	Freehold
Land area	939.76 sqm	46,877.6 sqm	1,398 sqm
Attributable acquisition cost	S\$25.1 million (JPY 2.2 billion)	S\$16.8 million (THB 397.2 million)	S\$8.7 million (AUD 8.3 million)
Description of development	An existing hotel undergoing renovation and will be repositioned to an upscale boutique hotel	Existing 13 villas and 2 adjacent land plots that will be developed into a full service villas resort	A hotel development land parcel to be developed into a 23 level, 332 room Marriott Courtyard hotel
Estimated date of completion of renovation/construction	End 2015	2017	2017
No. of rooms/villas on completion	81 rooms	Approximately 85 villas	332 rooms



# Business Review

## Property Investment

### Results Announcement

First Quarter Ended 31 March 2015

5<sup>th</sup> May 2015

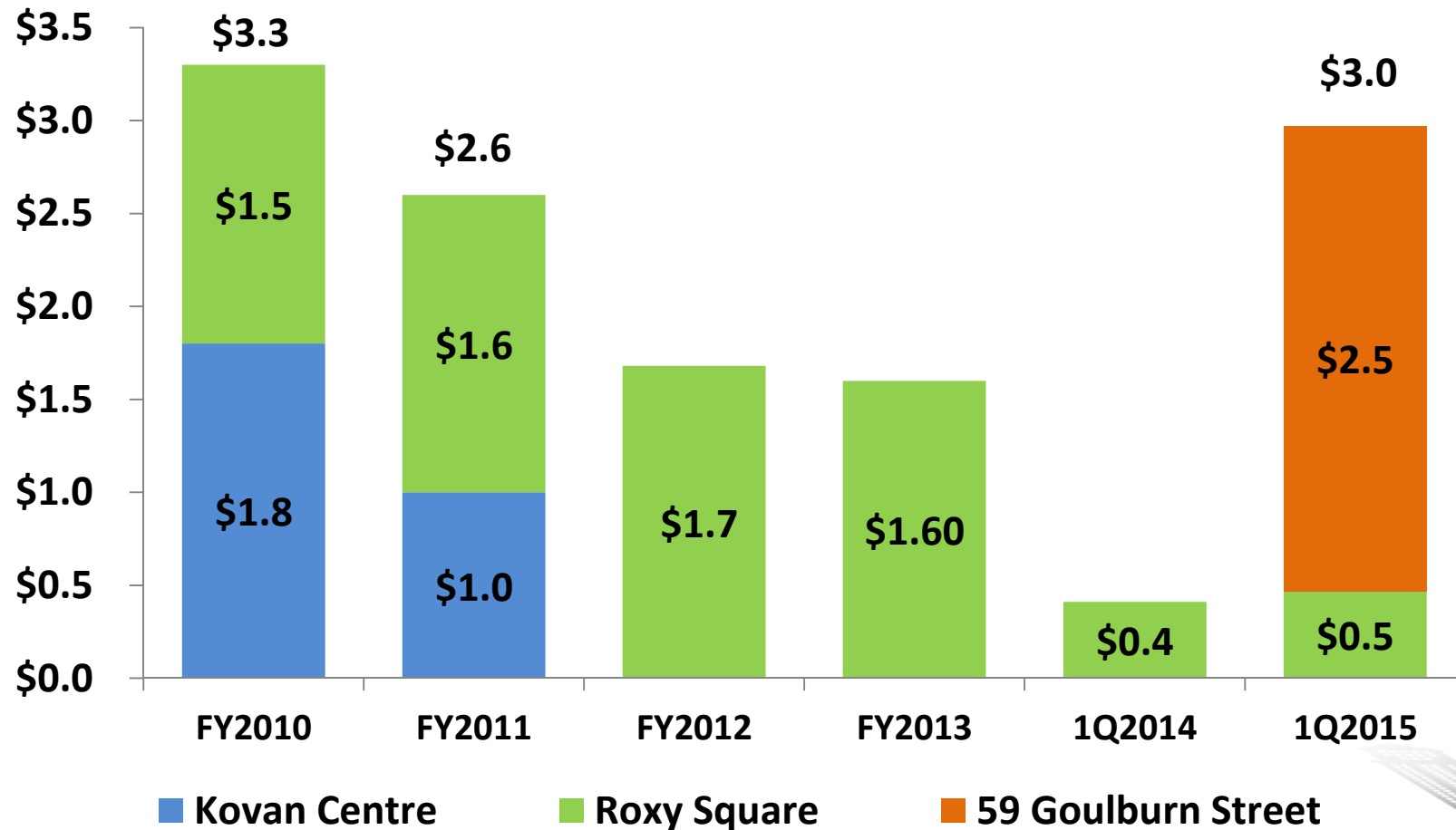


# Business Review

## Property Investment – 1Q2015

Revenue (\$S'm)

- Rental income increased from \$0.4m to \$3.0m mainly from office rental income from 59 Goulburn Street (acquired in July 2014)



# Business Review

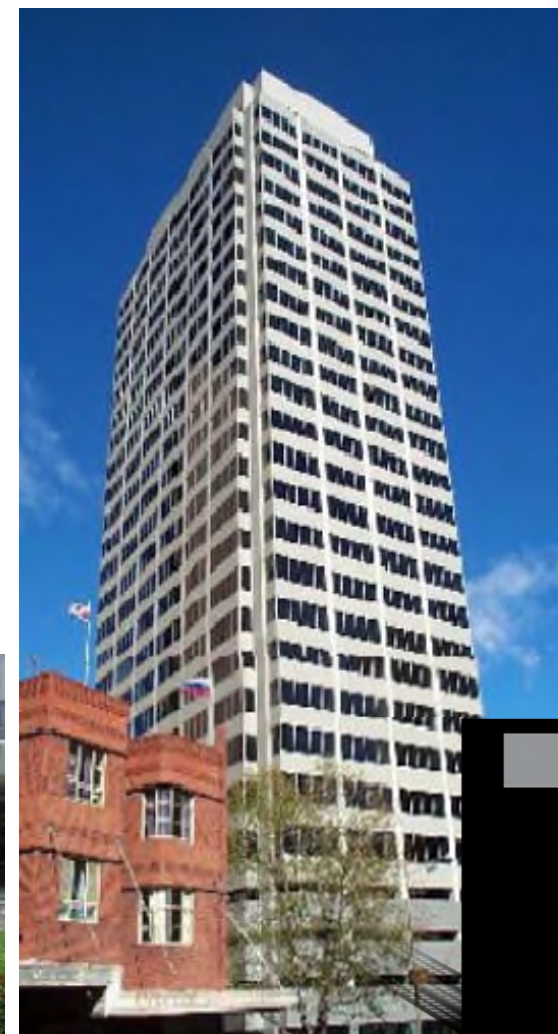
## Investment Properties

Description	Net lettable Area/Floor Area	Group's stake	Valuation <sup>(1)</sup>	Estimated Total Annual Gross Income
	(sqm)	%	S\$'m	S\$'m
<u>Singapore</u>				
1 47 shop units at Roxy Square Shopping Centre	2,320.0	100%	72.3	1.7
<u>Overseas</u>				
2 No. 59, Goulburn Street, Sydney, Australia	19,459.3	100%	99.9	11.2
<b>Grand Total</b>	<b>21,779.3</b>		<b>172.2</b>	<b>12.9</b>

(1) based on directors' estimation that the valuation as of 31 Mar 2015 is consistent with 31 Dec 2014.



59 GOULBURN STREET, SYDNEY

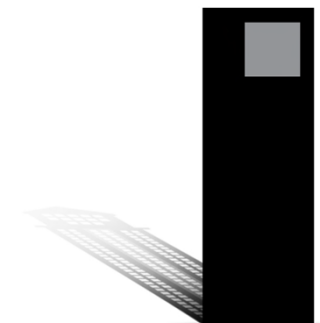


# Group Borrowing

## **Results Announcement**

First Quarter Ended 31 March 2015

5<sup>th</sup> May 2015



# Group Borrowing

Debt Profile	31 Mar 15	31 Dec 14
Total borrowings	\$821.3m	\$917.3m
Fixed rate loans	\$346.4m	\$349.5m
Fixed rate loans as % of total loans	42%*	38%
Weighted average term for fixed rates loans	32 months	35 months
Weighted average interest rate (fixed rates loans)	2.83%	2.83%
Weighted average interest rate (floating rates loans)	2.22%	2.08%
Interest cover ratio (times)	19.8	12.1
Total borrowings to ANAV (times)	0.89	1.07

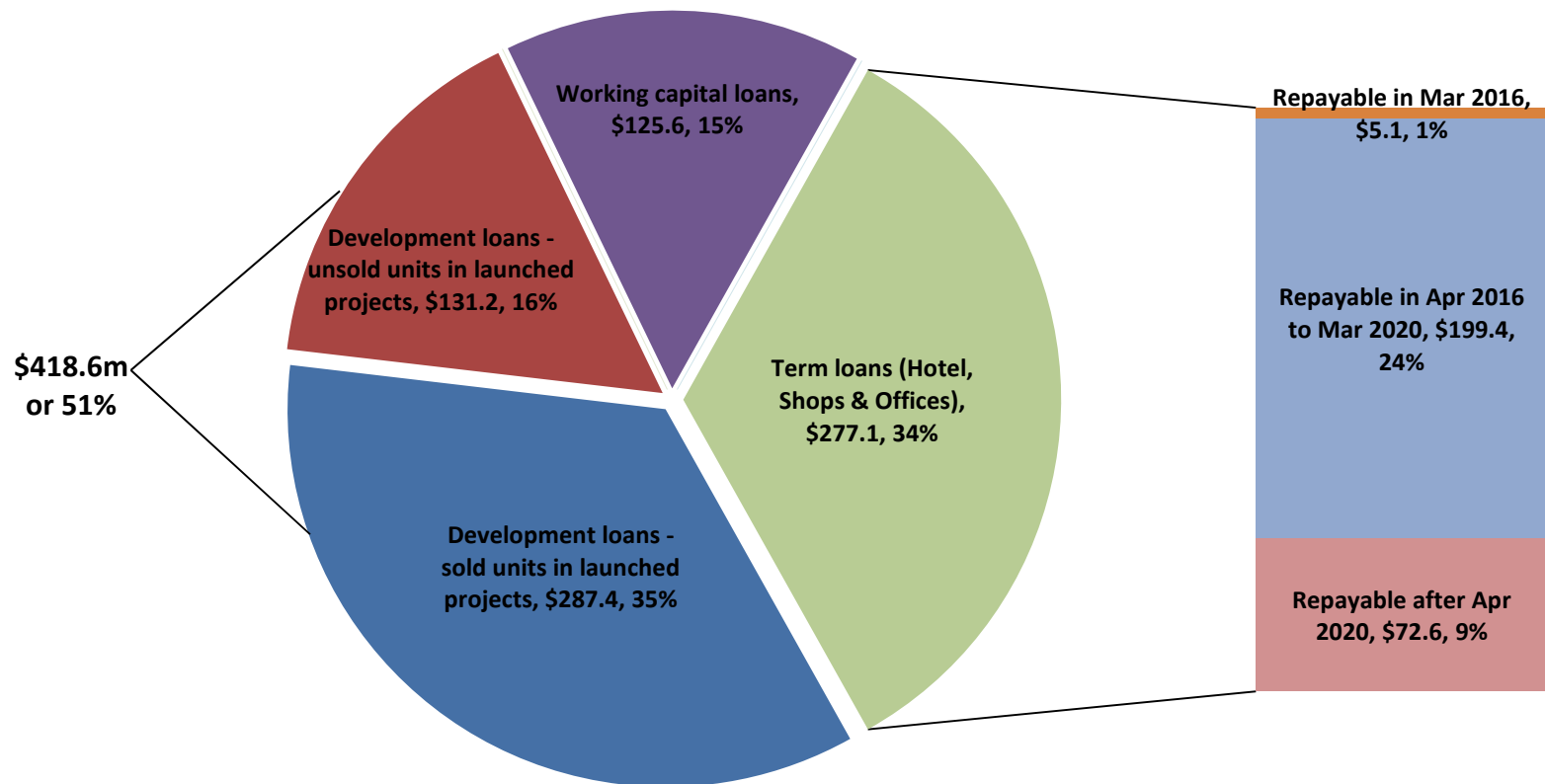
\* As at 31 Mar 2014, 11% of total loans were fixed rate loans





# Group Borrowing

## Debt Profile as at 31 March 2015 (\$m)



Total outstanding debts of \$821.3m as of 31 March 2015

# Outlook

## 1. General

- Singapore's GDP growth for 2015 is expected to be between 2% and 4%, consistent with the 2.9% growth last year <sup>1</sup>.

## 2. Property Development

- Prices of private residential properties are expected to moderate up to 5% in 2015 <sup>2</sup>.
- The property market is expected to improve in 2016 as buyers recalibrate their expectations with the lowered prices and attempt to time their purchases with the expected government's easing of property measures <sup>3</sup>.
- Singapore remains our key market despite the property cooling measures. We continue to be very selective in identifying suitable sites for continued growth in Singapore.
- Completion of Centropod@Changi in Jan 2015; this will underpin the Group's performance for FY2015.
- Expansion beyond Singapore; to-date we have acquired 2 landbanks in Australia and 1 in Malaysia this year.
- Key strategy is to work closely with experienced partners and reputable industry players for both property development and investment projects.

## 3. Hotel Ownership

- Singapore hospitality sector's outlook remains fairly optimistic with several government initiatives to boost tourist numbers, such as the S\$20 million campaign by the Singapore Tourism Board expected to launch in May 15 <sup>4</sup>.
- Completion of land parcel located at 609 Wellington Street, Perth Australia in Mar 2015 for development of a 332-room Marriott Courtyard hotel.
- Commencement of refurbishment works for the hotel in Kyoto and in Phuket, the Group intends to re-develop the land into villas resort.

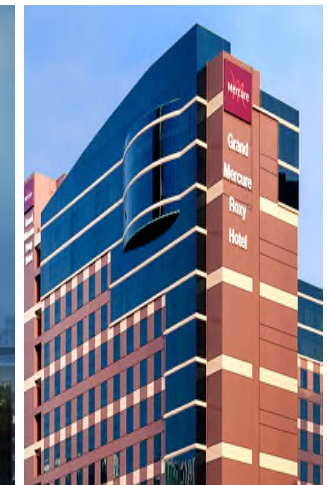
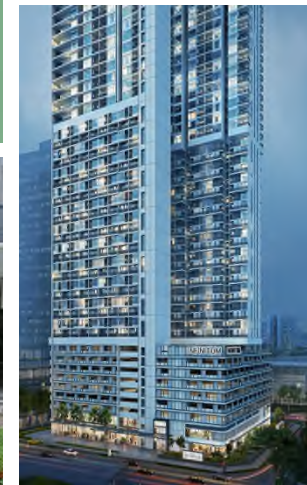
- ## 4. Strong headroom with cash and cash equivalents of \$359.1million, a \$200 million Multicurrency Medium Term Note Programme and low net gearing of 0.5 times.

- ## 5. Barring any unforeseen circumstances, the directors expect the Group to be profitable in 2015.

1. *Singapore Budget, Feb 23, 2015 - [http://www.singaporebudget.gov.sg/budget\\_2015/pa.aspx](http://www.singaporebudget.gov.sg/budget_2015/pa.aspx)*  
2. *Business Times, Mar 11, 2015 - Frasers to start selling condos in Yishun project at end-March*  
3. *Business Times, Jan 16, 2015 - Poor new-home sales in December sum up placid 2014 market*  
4. *Channel News Asia, Apr 7, 2015 - STB to launch S\$20m global campaign to boost tourism numbers*



# SETTING OUR SIGHTS On Wider Growth



# THANK YOU

Results Announcement

First Quarter Ended 31 March 2015

5<sup>th</sup> May 2015

