




UOL Group

FY2017 Full Year Results

27 February 2018






AGENDA

- **FY2017 HIGHLIGHTS**
- **KEY FINANCIALS**
- **OPERATION HIGHLIGHTS**
- **MARKET OUTLOOK**

Panelists:

Mr Liam Wee Sin, Deputy Group Chief Executive Officer (UOL Group)

Mr Wellington Foo, Chief Financial Officer (UOL Group)

Mr Lothar Wilhelm Nessmann, Chief Executive Officer (PPHG)

Mr Neo Soon Hup, Chief Financial Officer and Senior Vice President, Operations (PPHG)

COMPANY OVERVIEW

- Founded in 1963, listed on the Singapore Exchange in 1964
- Total Assets of $19.64 billion as at 31 December 2017
- Geographical presence in 12 countries - Singapore, Malaysia, Indonesia, Philippines, Vietnam, Myanmar, Australia, China, Bangladesh, UK, USA & Canada
- Together with hotel subsidiary, Pan Pacific Hotels Group Limited, owns and/or manages over 30 hotels, resorts and serviced suites in Asia, Oceania and North America under two acclaimed brands: “Pan Pacific” and PARKROYAL
- Award-winning developer noted for architectural and design excellence



CORE BUSINESSES

Property development



- Wholly-owned projects
- Joint-venture projects

Property investments



- Wholly-owned properties
- Joint-venture properties
- United Industrial Corporation (UIC)* – 49.84%
- Marina Centre Holdings Pte Ltd – 49.05%**

Hotel operations



- Wholly-owned hotels
- Joint-venture hotels
- Aquamarina Hotel Private Limited – 49.52%**

*Listed company
**Effective interest including interests owned by UIC
UOL's other businesses are management services (project management, facilities management, hotel and other management), technologies and investments in securities

KEY FINANCIALS

$m	FY2017	FY2016	% Change
Revenue	**2,103.2**	1,440.7	46%
Profit before fair value and other gains/(losses)	**509.9**	391.2	30%
Other gains/(losses) of the Group and a joint venture company	**524.6**	-26.5	2080%
Fair value gains/(losses) on the Group's investment properties, associated and joint venture companies' investment properties	**14.5**	-10.8	234%
Profit before income tax	**1,049.0**	353.9	196%
PATMI	**891.0**	287.0	210%

KEY FINANCIALS

	FY2017	FY2016	% Change
Earnings per share before fair value and other gains/(losses)	**43.5 cents**	40.5 cents	7%
Earnings per share	**108.8 cents**	35.8 cents	204%
Net tangible asset value per share	**$11.01**	$10.07	9%
Return on equity before fair value and other gains/(losses)	**4.05%**	3.99%	2%
Return on equity	**10.14%**	3.53%	187%
Dividends per share - First and Final	**17.5 cents**	15.0 cents	17%

BALANCE SHEET

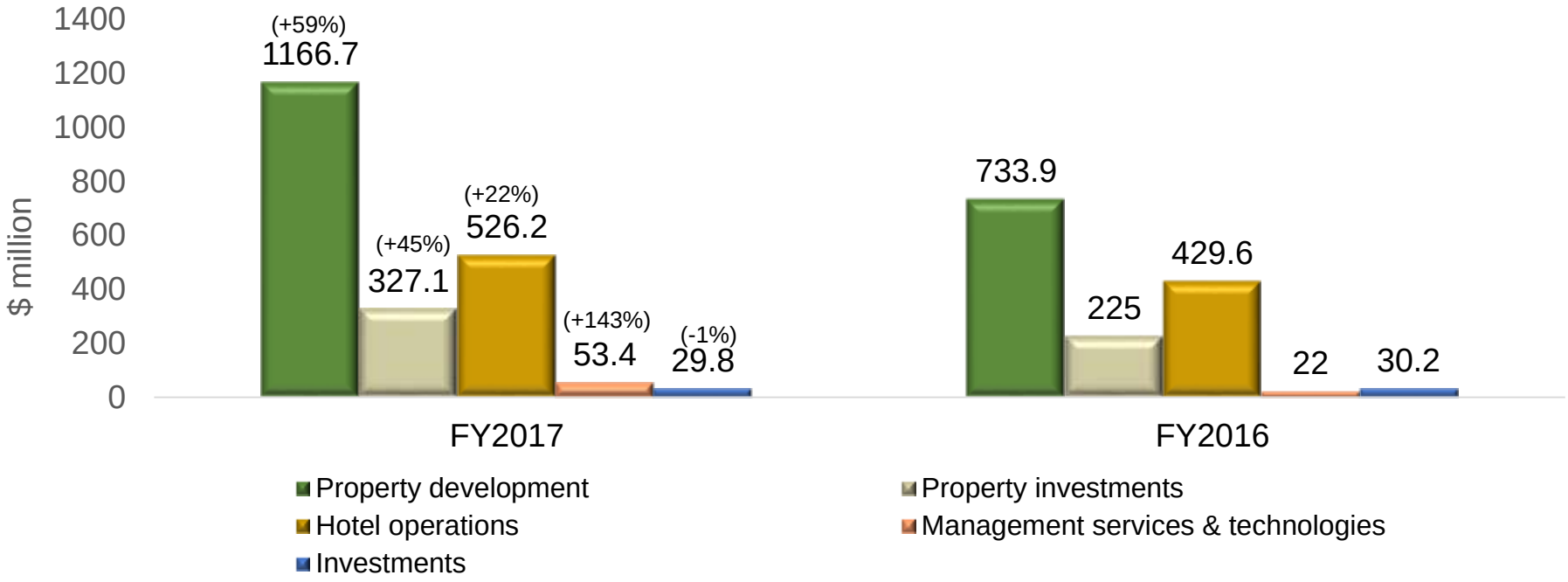
	FY2017	FY2016	% Change
Total equity	**$14,146m**	$8,635m	64%
Cash	**$816m**	$302m	170%
Net debt	**$3,031m**	$2,108m	44%
Gearing ratio	**0.21**	0.24	-13%
Average borrowing cost	**2.09%**	2.10%	-0.5%
Term loan	**91%**	91%	0%
Interest cover (including interest capitalised)	**13 times**	10 times	-
Ave debt maturity (Yr)	**2.1**	1.6	-

DEBT MATURITY PROFILE

	(as at 31.12.17)		(as at 31.12.16)	
	$m	**%**	$m	**%**
Within 1 year	**973**	25	729	30
1-2 years	**831**	22	863	36
2-3 years	**1,254**	33	578	24
> 3 years	**789**	20	240	10
Total Debt	**3,847**	100	2,410	100

CONTRIBUTIONS BY BUSINESS SEGMENT

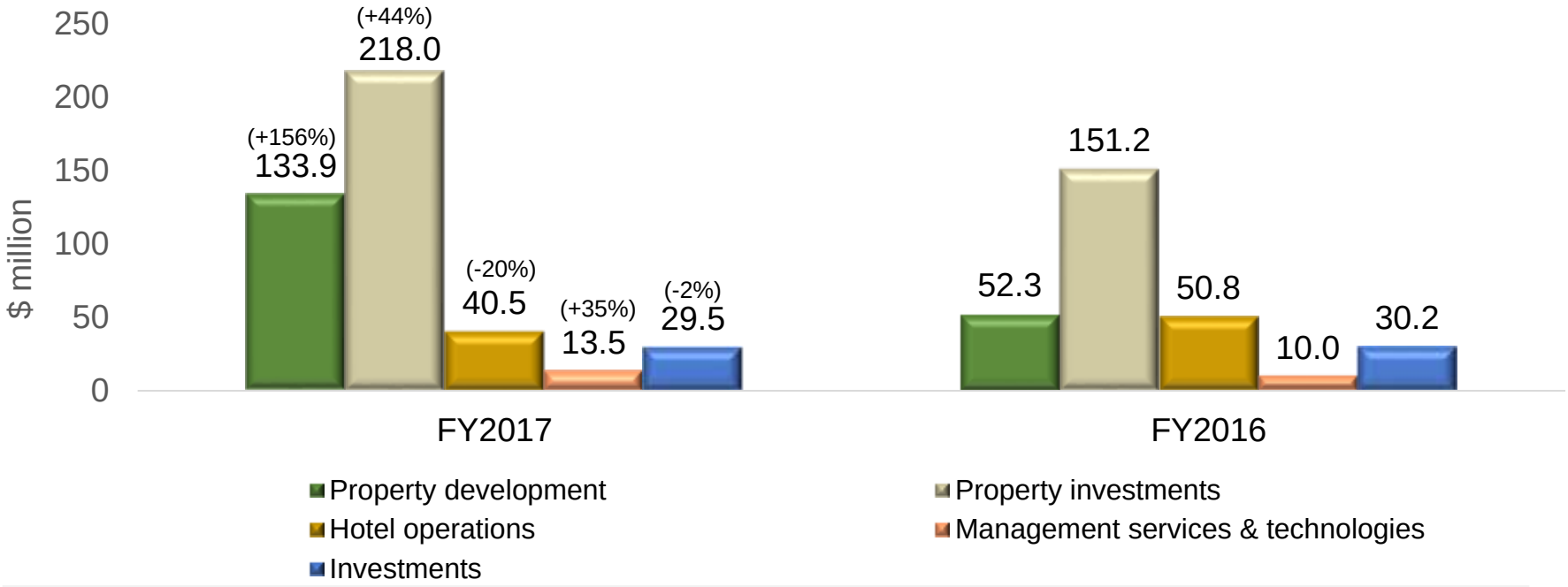
Revenue by Business Segment



	FY2017	FY2016
Property development	55%	51%
Property investments	16%	16%
Hotel operations	25%	30%
Management services & technologies	3%	1%
Investments	1%	2%

CONTRIBUTIONS BY BUSINESS SEGMENT

Operating Profit by Business Segment



	FY2017	FY2016
Property development	31%	18%
Property investments	50%	51%
Hotel operations	9%	17%
Management services & technologies	3%	4%
Investments	7%	10%

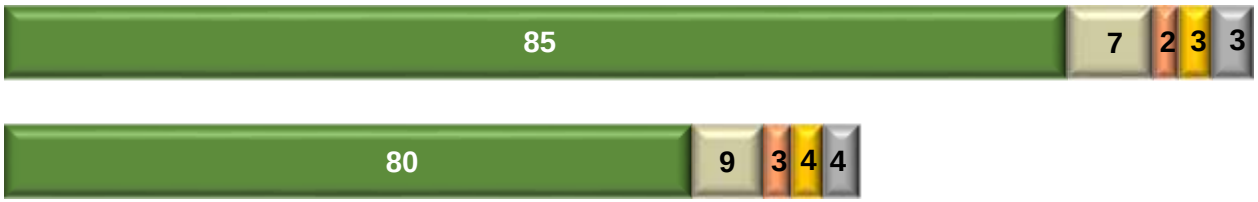
CONTRIBUTIONS BY GEOGRAPHY

(%)

Revenue ($)

FY 2017: $2,103.2m

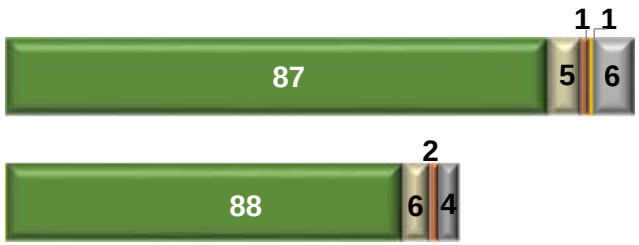
FY 2016:$1,440.7m



Adjusted EBITDA* ($)

FY 2017: $684.4m

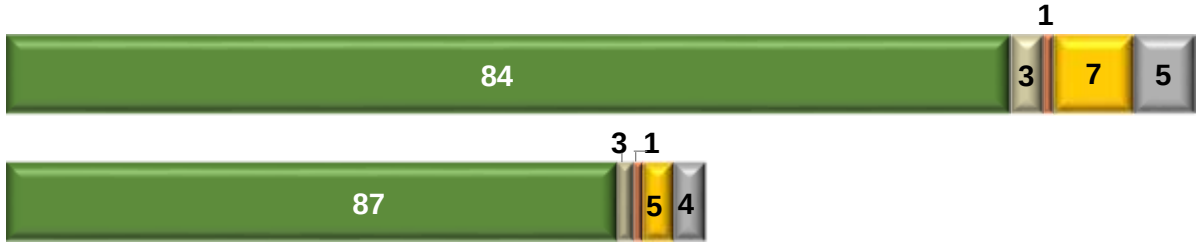
FY 2016: $492.6m



Total Asset Value ($)

FY 2017: S$19,635.9m

FY 2016: S$11,558.1m



Singapore Australia Malaysia China Others

*Excludes unallocated cost, other gains/losses and fair value gains/losses on investment properties

PROPERTY DEVELOPMENT

Sold 1,090 residential units with sales value of more than $1.5 billion in Singapore

Project Name	Launched	No. of Units (Whole Project)	% Sold* (as at 31.12.17)	Average psf
Under UOL				
Riverbank@Fernvale	Feb 2014	555	100	$997
Botanique at Bartley	Apr 2015	797	100	$1,291
Principal Garden	Oct 2015	663	99.8	$1,648
The Clement Canopy	Feb 2017	505	84.2	$1,341
Subtotal		**798**		
Under UIC				
Alex Residences	Nov 2013	429	100	$1,786
V on Shenton	Jul 2012	510	85.1	$2,100
Mon Jervois	Apr 2013	109	82.7	$1,833
Pollen & Bleu	Apr 2015	106	100	$1,708
Subtotal		**292**		
Total		**1,090**		

* Based on bookings from date of launch.

PROPERTY DEVELOPMENT

Profit Recognition of Launched Projects under UOL

Project Name	% Equity Stake	No. of Units	Saleable Area (sqm)	% Sold (as at 31.12.17)	% Completed (as at 31.12.17)	TOP Date
Completed						
Riverbank@Fernvale	100	555	48,345	100	100	TOP
Ongoing						
Park Eleven, Shanghai*	55	398	78,526	36.7	99	Est. 2Q2018
Principal Garden	70	663	50,665	95.3	74	Est. 4Q2018
Botanique at Bartley	100	797	55,419	100	78	Est. 1Q2019
The Clement Canopy	75	505	45,277	78.4	57	Est. 2Q2019

* Profit recognition will be on a completed contract basis expected in 2018.

PROPERTY DEVELOPMENT

Profit Recognition of Launched Projects under UIC

Project Name	% Equity Stake	No. of Units	Saleable Area (sqm)	% Sold (as at 31.12.17)	% Completed (as at 31.12.17)	TOP Date
Completed						
V on Shenton	50	510	47,427	73.4	100	TOP
Alex Residences	50	429	31,157	100	100	TOP
Mon Jervois	50	109	14,145	63.7	100	TOP
Pollen & Bleu	50	106	10,714	75.3	100	TOP
The Excellency, Chengdu	50	475	53,858	98.9	100	TOP

PROPERTY DEVELOPMENT

Singapore Residential Pipeline

Project Name/Location	Tenure of Land	Site Area (sqm)	Est. Saleable Area (sqm)	Est. No. of Units	% Owned	Target Launch
Amber 45	Freehold	6,490	13,370	139	100	2Q2018
Potong Pasir Ave 1 site	99	18,711	51,605	729	75	2H2018
92-128 Meyer Road site	Freehold	10,185	14,259	57	50	2019
Total		**35,386**	**79,234**	**925**		

Overseas Residential Pipeline

Project Name/Location	Site Area (sqm)	Est. Saleable Area (sqm)	Est. No. of Units	% Owned	Target Launch
One Bishopsgate Plaza*	3,200	13,551	160	100	2018

* Mixed-use development with 160 residential units, 237 hotel rooms and a retail component

PROPERTY DEVELOPMENT

Completed en-bloc purchase of Nanak Mansions at Meyer Road



Image source: JLL

- Completed en-bloc purchase of Nanak Mansions in December 2017
- Freehold residential site of 10,185 sqm; estimated 57-unit project
- 50:50 joint venture with Kheng Leong
- Close to upcoming Tanjong Katong MRT station
- Target to launch in 2019

PROPERTY DEVELOPMENT

Completed en-bloc purchase of residential site at Potong Pasir Ave 1



- Completed en bloc purchase of former HUDC estate Raintree Gardens in May 2017
- 99-year leasehold site of 18,711 sqm; estimated 729-unit project
- 50:50 joint venture with UIC
- Next to Kallang River and near Potong Pasir MRT station
- Target to launch in 2H2018

PROPERTY DEVELOPMENT

Upcoming launch of Amber 45



Image source: The Straits Times

- Freehold residential site in District 15 along 45 Amber Road
- Site area of 6,490 sqm; estimated 139-unit project
- 100% stake
- Close to upcoming Marine Parade and Tanjong Katong MRT stations
- Target to launch in 2Q2018

PROPERTY DEVELOPMENT

China – Park Eleven



No. of Units	% Sold	Saleable Area (sqm)
398	36.7	78,526

- Mixed development with 398 residential units and 4,000 sqm of net lettable area of retail in Shanghai
- Located within Changfeng Ecological Business Park, close to Hongqiao Transportation Hub and The Bund
- 40:30:30 joint venture between UOL, UIC and Kheng Leong
- Target to launch second phase in 2H2018

PROPERTY DEVELOPMENT

UK – One Bishopsgate Plaza



% Equity Stake	Est. No. of Units	Est. Saleable Area (sqm)
100	160	13,551

- UOL's first investment in UK
- Freehold land of 3,200 sqm
- Located in London's central financial district, near Liverpool Street Station and the future Crossrail Station
- Approved for a 43-storey tower with 160 residential units and 237 hotel rooms
- Target to launch in 2018

PROPERTY INVESTMENTS

Office properties		Net Lettable Area (sqm)*
Portfolio		
Novena Square		41,375
United Square		24,641
Odeon Towers		18,292
Faber House		3,956
One Upper Pickering		8,089
110 High Holborn		7,977
120 Holborn Island		18,323
	Total	**122,653**
Retail properties		
Portfolio		
Novena Square shopping mall		15,992
United Square shopping mall		19,430
OneKM shopping mall		19,062
The Esplanade Mall, Tianjin		6,164
110 High Holborn		2,792
120 Holborn Island		13,802
	Sub Total	**77,242**
Pipeline		
Park Eleven Mall, Shanghai		4,000 (est.)
Site at Bishopsgate, London (retail component)		1,631
	Total	**82,873**
	Grand Total	**205,526**

* As at 31 December 2017

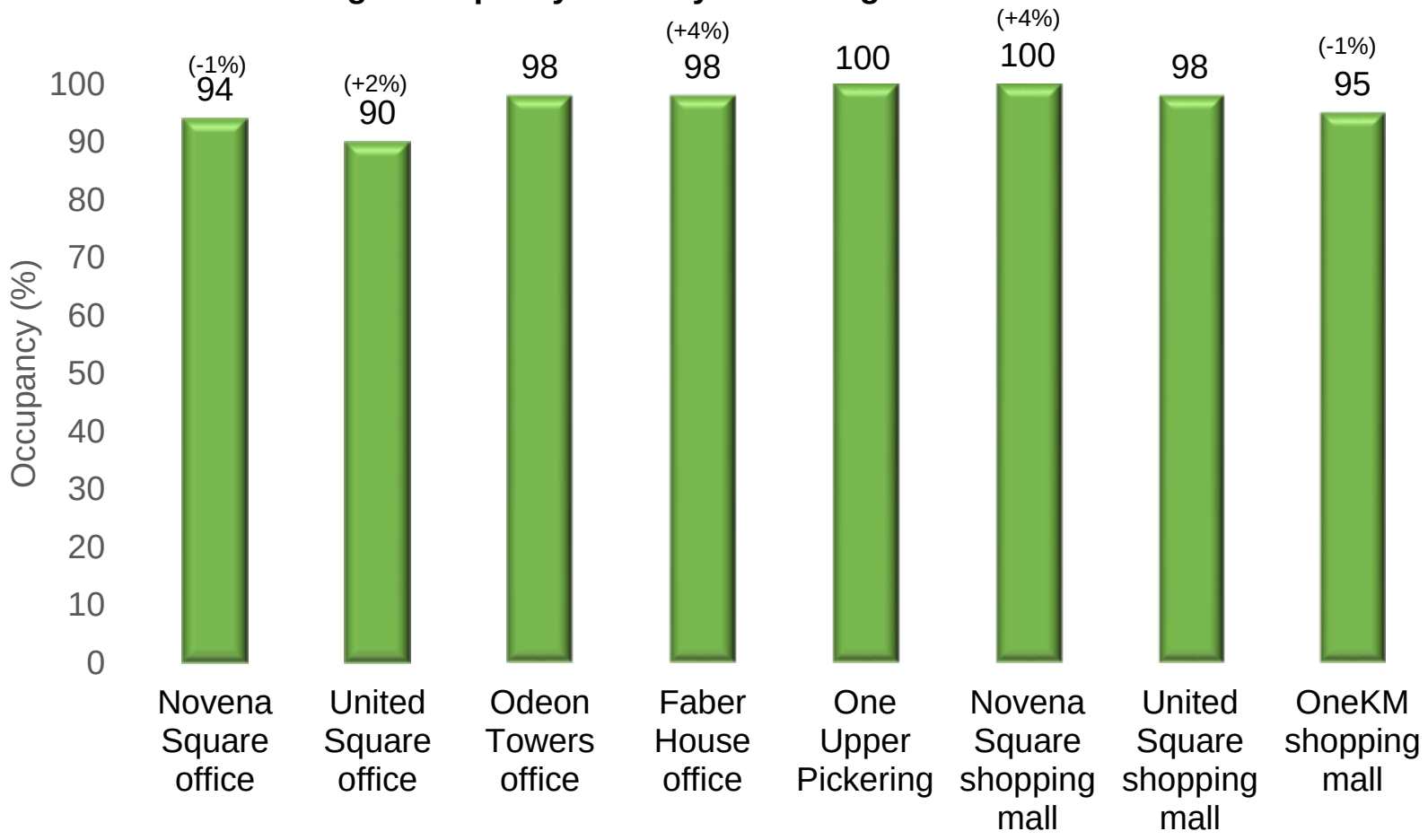
PROPERTY INVESTMENTS

Commercial properties under UIC	Net Floor Area (sqm)
Portfolio	
Singapore Land Tower	57,500
Clifford Centre	25,470
The Gateway	69,803
SGX Centre 2	25,800
Abacus Plaza	8,397
Tampines Plaza	8,397
Stamford Court	5,990
UIC Building	26,394
Marina Square shopping mall	71,473
West Mall	17,042
Grand Total	**316,266**

PROPERTY INVESTMENTS

Strong Occupancy for Commercial Properties in Singapore under UOL

Average occupancy for the year ending 31 December 2017

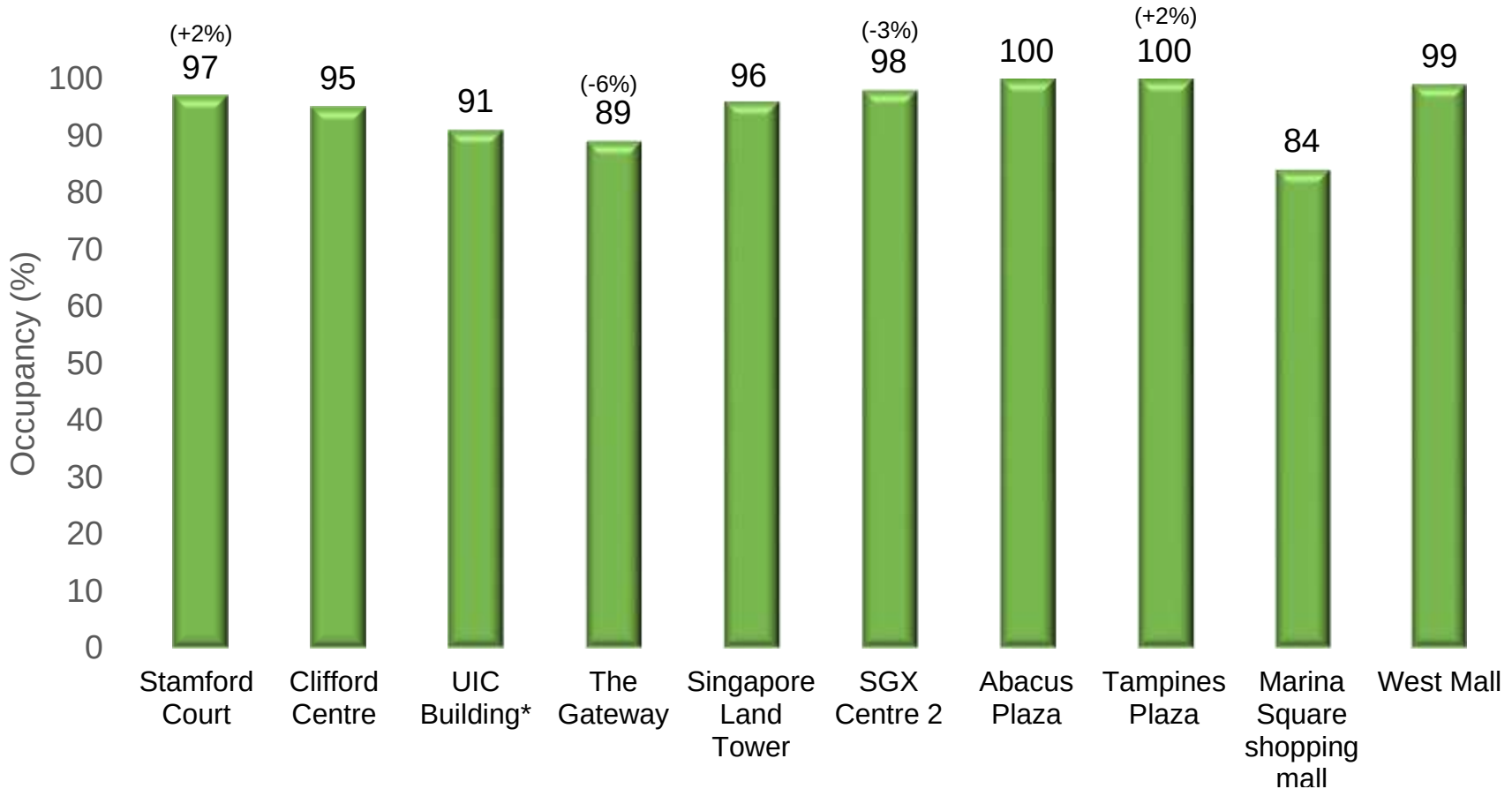


NLA (sqm)	41,375	24,641	18,292	3,956	8,089	15,992	19,430	19,062

PROPERTY INVESTMENTS

Strong Occupancy for Commercial Properties in Singapore under UIC

Average occupancy for the year ending 31 December 2017



NFA (sqm)	5,990	25,470	26,394	69,803	57,500	25,800	8,397	8,397	71,473	17,042

*UIC Building attained TOP in April 2017 and figure refers to committed occupancy

PROPERTY INVESTMENTS

Tenancy Management under UOL

	Lease Renewal	
	Lease Expiry in 2018 (sqm)	
	NLA	%*
Offices		
Novena Square	3,849	9
United Square	5,097	21
Odeon Towers	8,780	48
Faber House	750	19
Total	**18,476**	21
Shopping Malls		
Novena Square	5,024	31
United Square	7,517	39
OneKM	4,223	22
Total	**16,764**	31

* Percentage of NLA for each property

PROPERTY INVESTMENTS

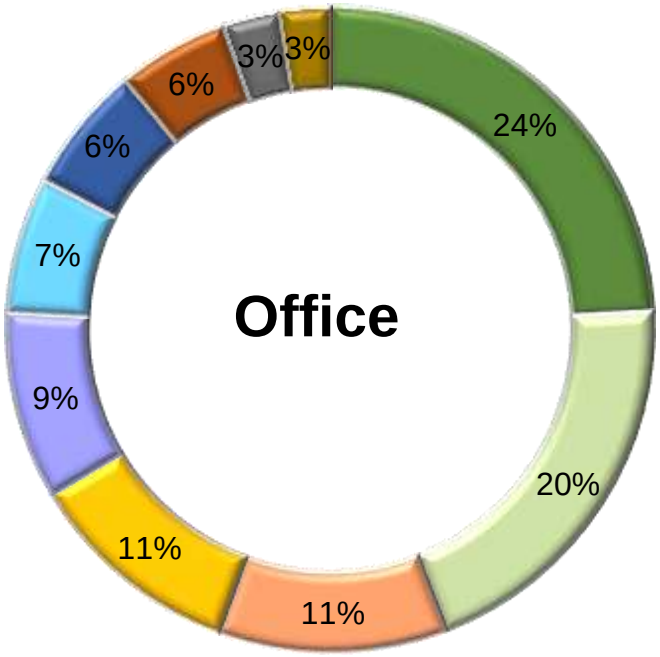
Tenancy Management under UIC

	Lease Renewal	
	Lease Expiry in 2018 (sqm)	
	NFA	%*
Offices		
Singapore Land Tower	12,397	21
Clifford Centre	8,025	31
The Gateway	26,071	33
SGX Centre 2	3,989	16
Abacus Plaza	3,793	45
Tampines Plaza	4,516	54
Stamford Court	125	2
UIC Building	-	-
Total	**58,916**	25
Shopping Malls		
Marina Square	16,501	23
West Mall	1,983	12
Total	**18,484**	21

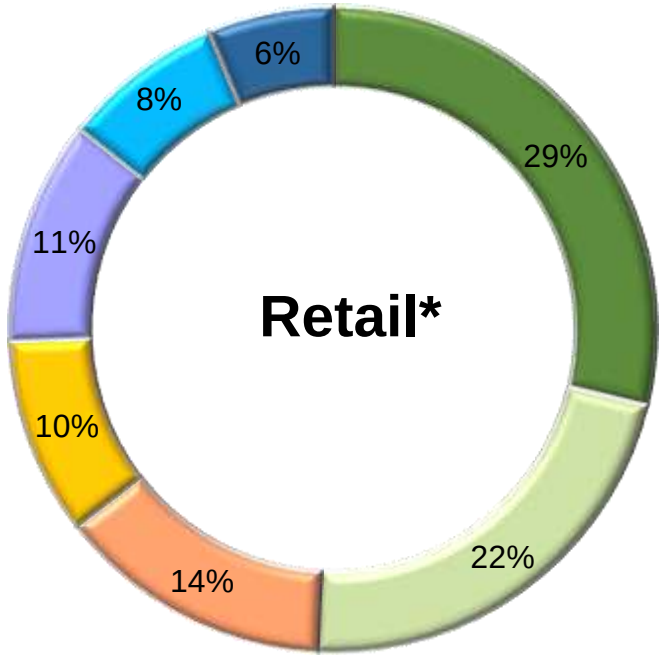
* Percentage of NFA for each property

PROPERTY INVESTMENTS

Diversified Tenant Base of UOL and UIC



- Banking, Insurance & Financial Services
- Property, Construction & Transportation
- Energy, Resources & Engineering
- Electronics, IT, Telco
- Education & Training
- Others
- Embassies/ Government-linked
- Pharmaceutical & Medical Services
- Consumer goods
- Hospitality and Leisure



- Food & Beverage
- Health & Beauty
- Sports & Fashion
- Children
- Others
- Education
- Supermarket

* Excludes Marina Square shopping mall

HOTEL OPERATIONS

Owns and/or Manages over 30 Hotels with more than 10,000 rooms

- Comprises two highly-acclaimed brands – “Pan Pacific” and PARKROYAL

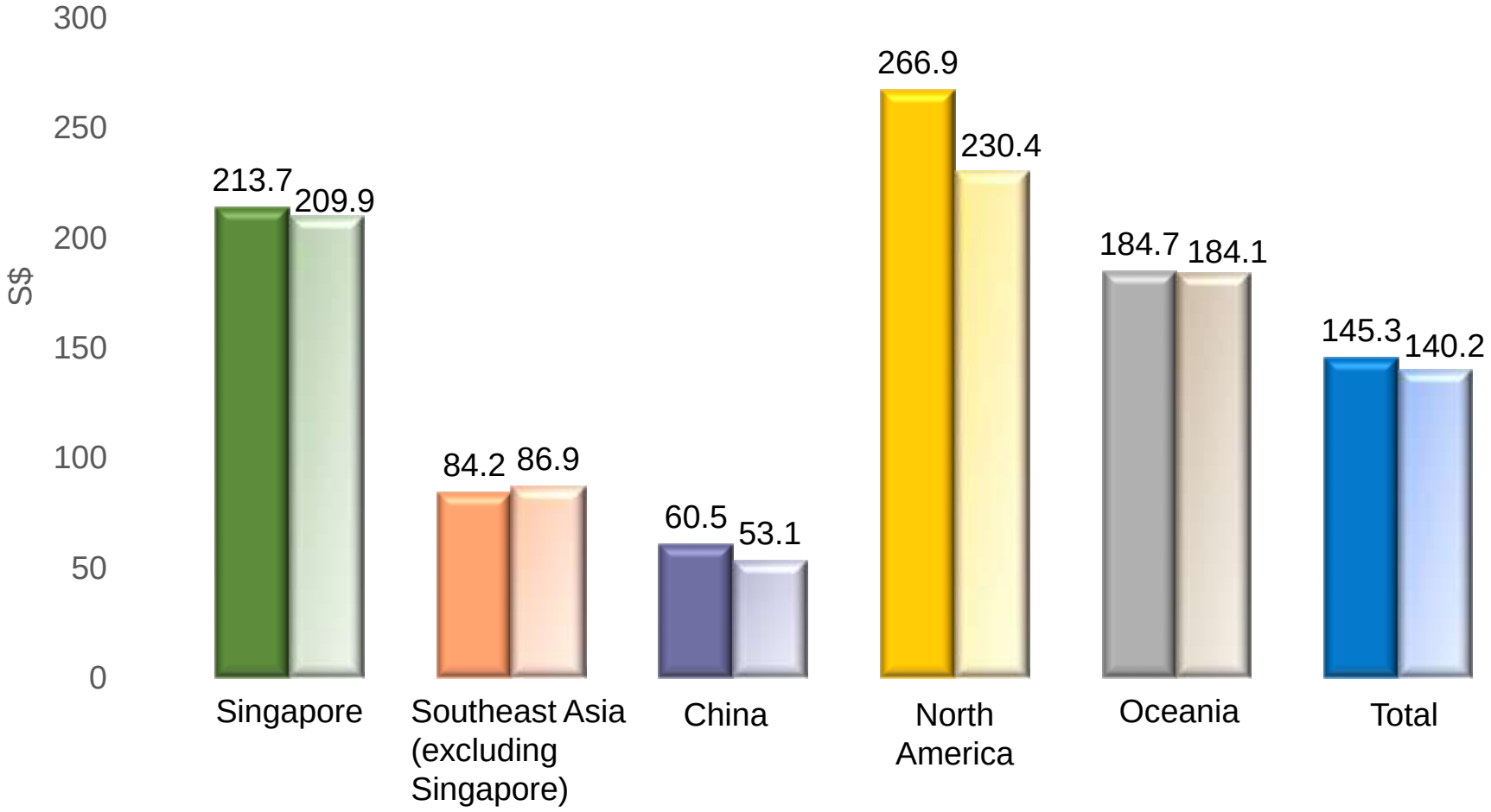






REVENUE PER AVAILABLE ROOM BY GEOGRAPHY

FY2017 vs FY2016*



*For comparability, FY2016 RevPar has been translated at constant exchange rates (31 December 2017)

HOTEL OPERATIONS

	Existing		Pipeline	
	No. of Hotels	No. of Rooms	No. of Hotels	No. of Rooms
By Brand				
Pan Pacific	21	6,628	5	1,333
PARKROYAL	13	3,869	2	748
Others	2	850	0	0
Total	**36**	**11,347**	**7**	**2,081**
By Ownership Type				
Owned	24	8,290	1	237
Managed	12	3,057	6	1,844
Total	**36**	**11,347**	**7**	**2,081**

Note: Serviced suites are included in the above tally

HOTEL OPERATIONS

Owned Hotels under UOL	Country	Rooms
Portfolio		
Pan Pacific Singapore	Singapore	790
Pan Pacific Orchard	Singapore	206
PARKROYAL on Beach Rd	Singapore	346
PARKROYAL on Kitchener Road	Singapore	532
PARKROYAL on Pickering	Singapore	367
Pan Pacific Perth	Australia	486
Pan Pacific Melbourne	Australia	396
PARKROYAL Darling Harbour, Sydney	Australia	340
PARKROYAL Parramatta	Australia	286
PARKROYAL Melbourne Airport	Australia	276
PARKROYAL Kuala Lumpur	Malaysia	426
PARKROYAL Penang	Malaysia	309
Pan Pacific Xiamen	China	354
Pan Pacific Suzhou	China	480
Pan Pacific Tianjin	China	319
PARKROYAL Yangon	Myanmar	334
Pan Pacific Hanoi	Vietnam	324
PARKROYAL Saigon	Vietnam	186
Pipeline		
Hotel in Bishopsgate, London (to be operated under the “Pan Pacific” brand	UK	237
	Total	6,994

HOTEL OPERATIONS

Owned Hotels under UIC	Country	Rooms
Portfolio		
Marina Mandarin	Singapore	575
Westin Tianjin	China	275
	Total	850
	Grand Total	**7,844**

Owned Serviced Suites under UOL		Rooms
Portfolio		
Pan Pacific Serviced Suites Orchard, Singapore		126
Pan Pacific Serviced Suites Beach Road, Singapore		180
PARKROYAL Serviced Suites Beach Road, Singapore		90
PARKROYAL Serviced Suites Kuala Lumpur		287
	Total	**683**

PIPELINE PROJECTS (OWNED)

Singapore – Pan Pacific Orchard



- Pan Pacific Orchard will close from 1 April
- Redevelopment of site into a new iconic and green 340-key hotel
- Will feature three unique levels of experiential sky gardens which will redefine the vertical sky-rise typology
- Expected to open in 2021

PIPELINE PROJECTS (OWNED)

UK – Pan Pacific London



- Located in Bishopsgate, London's central financial district
- Part of a 43-storey luxury mixed-use development
- 237 rooms and 160 residential units with dining, meeting, fitness and wellness facilities
- Expected to open in 2020

MARKET OUTLOOK

Residential

- Prices expected to remain firm, due to strong demand and limited inventory of residential units in the short term
- Uncertainty in the long term with the influx of new supply from en-bloc sales

Office

- Office rentals in Singapore likely to continue its upward momentum due to healthy demand and tight supply
- Despite the economic uncertainty over Brexit, performance of office properties in midtown London is expected to hold up due to limited supply in the area

Retail

- Retail rents expected to remain under pressure with competition from e-commerce
- Niche malls are more resilient

Hospitality

- Hospitality sector in Asia Pacific is recovering due to an improved global outlook, except for China and Myanmar where challenging market conditions still remain

BEST IN CLASS PROPERTIES

Award-winning and Quality Properties across Residential, Commercial and Hospitality Asset Classes



Botanique at Bartley, Singapore



150 Bishopsgate, London, UK



PARKROYAL on Pickering, Singapore



The Clement Canopy, Singapore

ASIA PACIFIC PROPERTY AWARDS WINNER 2017-2018

INTERNATIONAL PROPERTY AWARDS

FIABCI-SINGAPORE

Forbes TRAVEL GUIDE

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