



# ANNUAL GENERAL MEETING

20 APRIL 2018

CREATING  
WORLD-CLASS  
SPACES

**Welcome!**

*to our first AGM at our new headquarters at GSH Plaza*

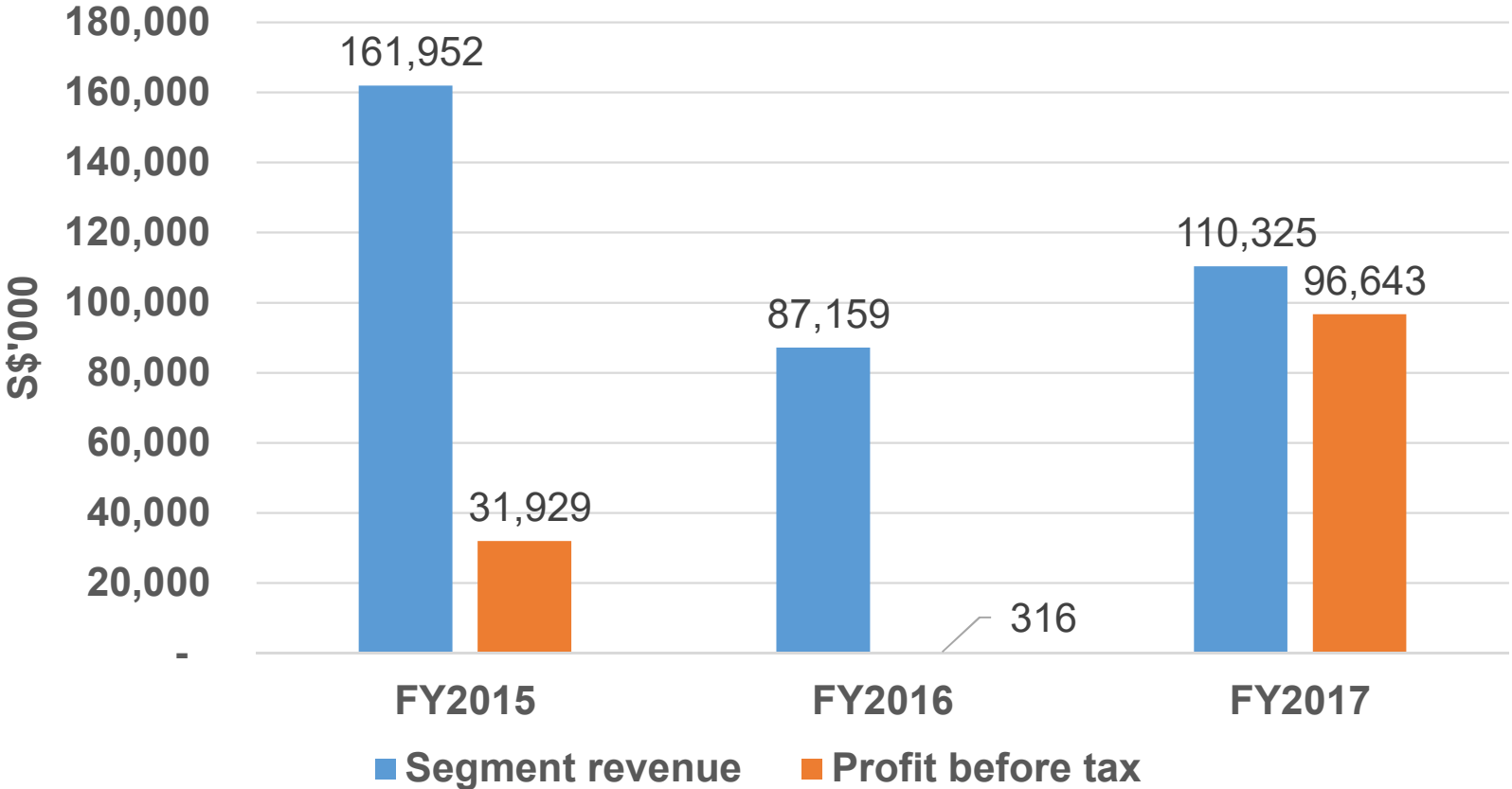


# Agenda

- Financial Highlights
- Property Launch: Coral Bay
- Acquisition of Land in Kuala Lumpur

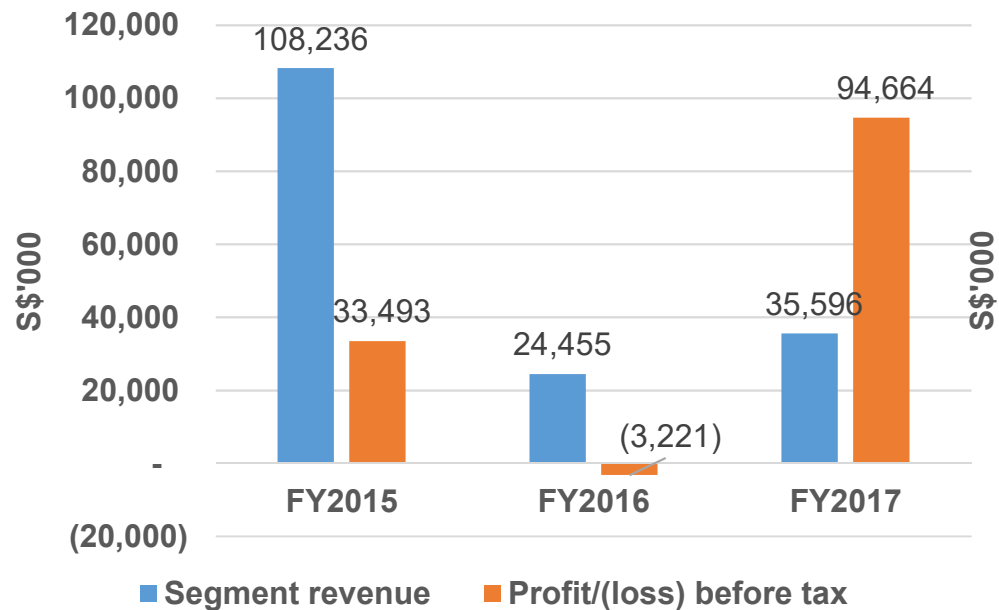
# Financial Highlights

## Overall Performance

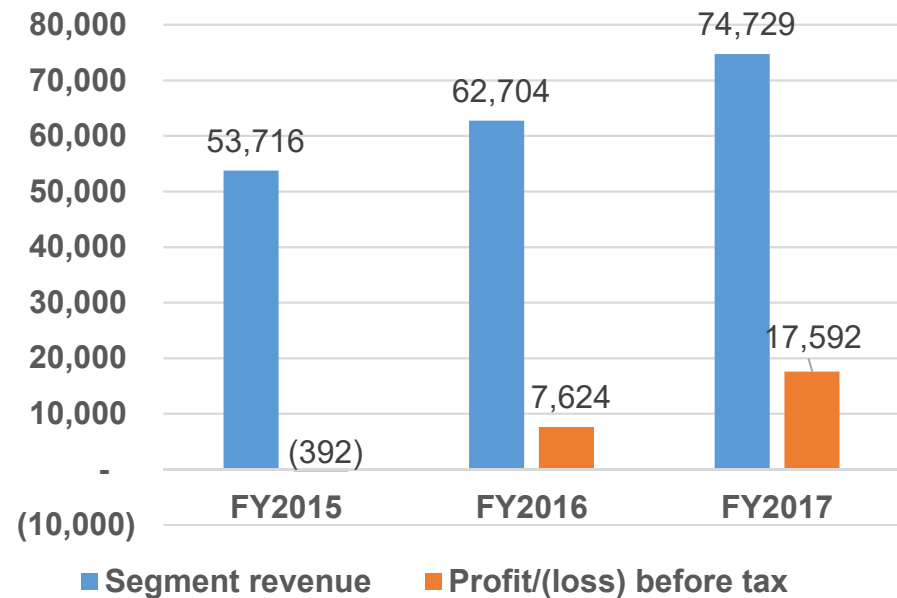


# Financial Highlights (cont'd)

## Property Business Performance



## Hospitality Business Performance



# Financial Highlights (cont'd)

## Property Business Performance

- In FY2017, the Group's property development business posted full-year revenue of S\$35.6M, up 45.6% year-on-year. This was boosted by the progressive sales recognized from the Group's residential project in Kuala Lumpur – Eaton Residences. Launched in FY2016, Eaton Residences achieved strong sales which would be progressively recognized over the construction period of the project to FY2020.
- This segment posted record profit before tax of S\$94.7M, largely due to a disposal gain of S\$74.5M from the sale of its entire investment in Plaza Ventures Pte Ltd.



# Financial Highlights (cont'd)

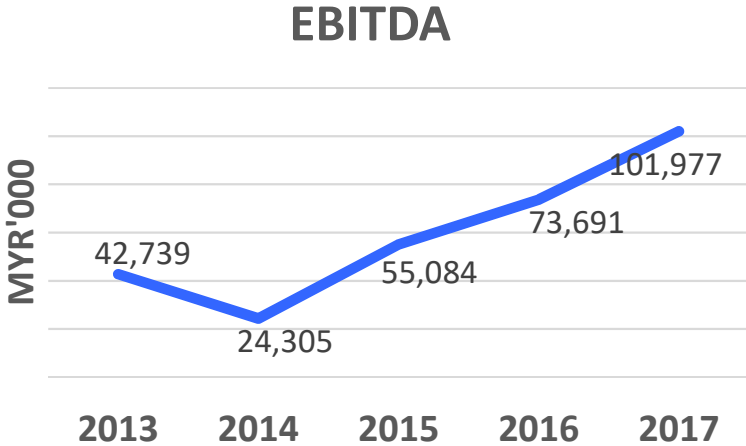
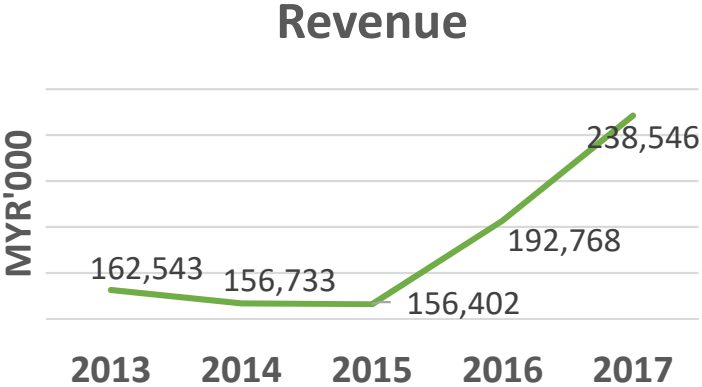
## Property Business Performance (cont'd)

- The Group also completed its S\$41.0M investment for a 30% stake in Henan Zhongyuan Group (“HZY”), which owns one of the largest food logistics and warehousing hubs in China. The investment in the industrial assets is held for lease and yielded good returns. In FY2017, the Group recorded a total share of profit of S\$17.3M from HZY, consisting recognition of net negative goodwill of S\$11.7M from the investment and share of operational profit of S\$5.6M.



# Financial Highlights (cont'd)

## Hospitality Business Performance





# Financial Highlights (cont'd)

## Hospitality Business Performance (cont'd)

- For the full year ended 31 December 2017, the Group's hospitality business achieved profit before tax of S\$17.6M, which was a 131% jump from the year-ago period, on the back of a 19% rise in revenue to S\$74.7M.
- The improvement was due mainly to the increase in room occupancy rates at our two hotels in Sutera Harbour Resort in Kota Kinabalu, Sabah.
- Sabah continues to be a tourism hot spot, especially for visitors from South Korea and China.



# Financial Highlights (cont'd)

## Recent Awards & Achievements

Description of award	Recipient(s)
Global Marina Accreditation by Marina Industries Association, Australia	Sutera Harbour Marina & Country Club
2017 Golf Circle Award Winner	The Magellan Sutera Resort
CTRIP Travelers' Top Spots 2017 Best Food & Beverage Hotel	The Magellan Sutera Resort
CTRIP Best Supporting Hotel Award 2017	Pacific Sutera Hotel and Magellan Sutera Resort
7 <sup>th</sup> Asian Lifestyle Tourism Awards 2017 Beach Resorts	The Magellan Sutera Resort and Sutera Harbour Marina & Country Club
Sabah Emergency Response Team Competition 2017 by Fire & Rescue Department of Malaysia-Sabah/Bomba Sabah 2017	Pacific Sutera Hotel and Magellan Sutera Resort
Malaysia Best Employer Brand Awards 2017 (Exemplary in HR and used marketing communications effectively for Human Resources Development)	Sutera Harbour Resort
Best Luxury High-Rise Development by iProperty.com's People Choice Awards	Eaton Residences
Best International Development by iProperty.com's People Choice Awards	Eaton Residences



# LAUNCH OF CORAL BAY

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# Coral Bay



# Coral Bay



DEVELOPMENT NAME	CORAL BAY 珊瑚湾
Developer	Investasia Sdn. Bhd.
Site Area	49,000 sqm / 527,436 sf
Gross Floor Area	109,479 sqm
Address	Lot 5, Jalan Utama, Sutera Harbour Resort, 88000, KK, Sabah.
Total Number of Units	460 Units
Tenure	99 years leasehold
Number of Storey	12 Storeys / 8 Towers
Completion Date	2022
Number of Carpark lots	1,226 Lots

# Coral Bay

## Amenities



A PRESTIGIOUS ADDRESS AT THE HEART OF ISLAND LIVING

坐落在市内的黄金地段，深入海岛生活中心

### Embassies

- Australian
- China
- Japan

### Shopping

- Centre Point Sabah
- Imago Mall
- KK Plaza
- Oceanus Mall
- Suria Sabah Mall

### Hotel

- Hilton Hotel
- Shangri-La Hotel
- Sutera Harbour Resort
- Le Meridien

### Medical Centre

- Gleneagles Medical Centre
- Jesselton Medical Centre
- KPJ Specialist Hospital
- Queen Elizabeth Hospital

### International School

- Kinabalu International School
- Sayfol International School



# Coral Bay

**coral bay**

**LIVING IN ABUNDANCE**  
畅享多彩生活，感受全城便利

**10 MINUTES**  
boat ride to  
**5 SPECTACULAR ISLANDS**  
enclaving KK city  
10分钟航程即可登上5座围绕着重庆的绚丽海岛

**5 minutes drive to Southeast Asia's FASTEST GROWING CITY**  
5分钟车程即可通往东南亚地区发展最快的城市

**THE HIGHEST**  
mountain in Southeast Asia  
东南亚最高峰

**104-BERTH**  
Marina capable of hosting yacht UP TO 200FT  
拥有104个泊位的码头，可停泊最大200英尺的游艇

**The Pacific Sufena Hotel**  
太平洋苏芬酒店

**THE ONLY**  
day and night 27-Hole golf course in KK  
全市场唯一一座全天候营业的27洞高尔夫球场

**The Magellan Sufena Resort**  
麦嘉伦苏芬度假新村

# Coral Bay



## FACILITIES LISTS

### ARRIVAL ZONE

- 1 Guardhouse
- 2 Feature Water Wall
- 3 Feature Water Terrace
- 4 Drop-off Zone

### GARDEN LOUNGE ZONE

- 5 Fragrant Garden Lounge
- 6 Hidden Garden Lounge

### SPORTS ZONE

- 7 Tennis Court
- 8 Multi-Purpose Court
- 9 Jogging Track
- 10 Outdoor Fitness

### CLUBHOUSE ZONE

- 11 Alfresco Deck
- 12 Central Water Court

### KID'S PLAY ZONE

- 13 S-E Meeting Lounge
- 14 Amusing Playground
- 15 Adventure Playground
- 16 N-E Meeting Lounge
- 17 Wading Pool
- 18 Beach Entry
- 19 Water Slides
- 20 Water Play

### SWIMMING POOL ZONE

- 21 Dip Pool
- 22 Aqua Gym
- 23 Jacuzzi
- 24 Sun Loungers
- 25 Loose Cabanas
- 26 Continental Shelf
- 27 Lap Pool
- 28 Sunset Pavilion
- 29 Infinity Edge
- 30 Gourmet Pavilion
- 31 BBQ Pods



# Coral Bay



# Coral Bay



# Coral Bay

## KEY SELLING POINTS

1. Prime Location
  - The most exclusive parcel of seafront land in the heart of Kota Kinabalu city, enclaved by 5 surrounding islands
2. Spectacular View
  - 360 degree view of sea, mountain and golf course
3. Connectivity
  - 15 Mins to Kota Kinabalu International Airport
  - 5 Mins to Kota Kinabalu city centre
4. Distinctive Facade
  - Architecture drawn by the internationally renowned firm in Singapore, Swan and Maclaren
5. Distinct & Thoughtful in design
  - 80% units with sea view; 20% units with mountain and golf view
  - Generous balcony and personal enclose space
  - 2 tier security
6. Water Theme Play Park
  - Leader in Kota Kinabalu to introduce such amenities for the owners





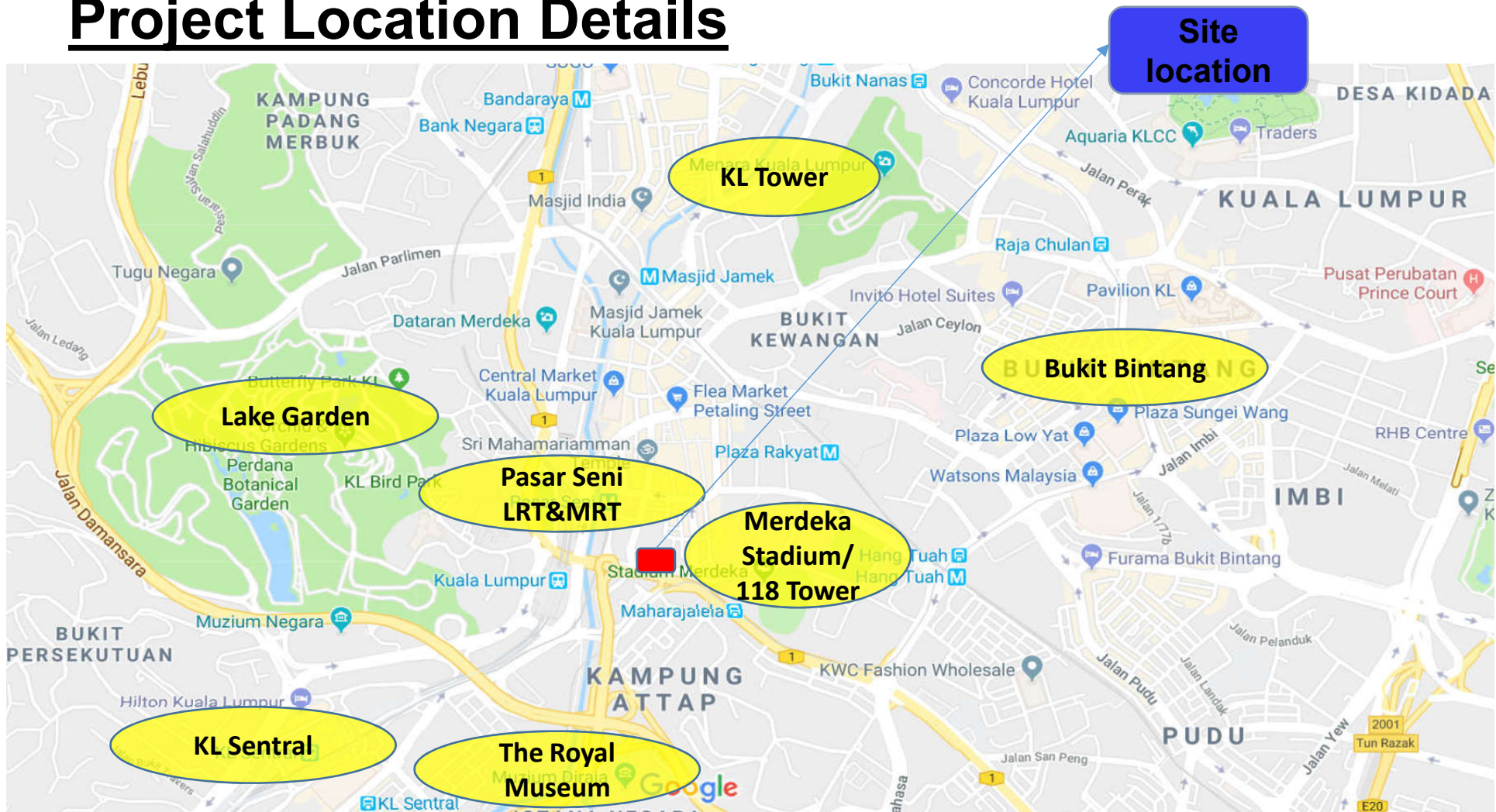
# LAND ACQUISITION IN KUALA LUMPUR

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# Land Acquisition in Kuala Lumpur

- Acquired 50% stake in a prime land parcel of 1.4 hectares in the heart of KL's Chinatown (Jalan Petaling) – known for its rich history and haven for good food and shopping
- Plans to develop a 1,700-unit condominium – the Group's second residential project in KL after its award-winning Eaton Residences
- The Group achieved strong brand profile in KL, with Eaton Residences winning the “Best Luxury High-Rise Development” in iProperty.com's People Choice Award
- Reaching out to a different market – those who appreciate urban living and rich heritage

# Project Location Details



## Vicinity

Pasar Seni LRT/MRT - 200m

KL Sentral - 1.2km

Merdeka 118 - 400m

Merdeka Stadium - 400m

Lake Garden - 1.0km

Bukit Bintang - 1.5km



# Key Selling Points

- ✓ Located in the heart of KL's Chinatown (Jalan Petaling)
- ✓ Chinatown is earmarked for major redevelopment and heritage conservation
- ✓ Iconic developments nearby – Merdeka 118, KL Tower, KL Sentral
- ✓ New traffic access to site
- ✓ Excellent LRT/MRT access (200 metres)





**THANK YOU**

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