1Q2017 Financial Results

12 May 2017

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COMPANY OVERVIEW

- Founded in 1963, listed on the Singapore Exchange in 1964
  Three core businesses:
  - Property development (residential units for sale)
  - Property investments (offices, retail malls and serviced suites)
  - Hotel operations (owned and/or managed hotels)

- Award-winning developer noted for architectural and design excellence

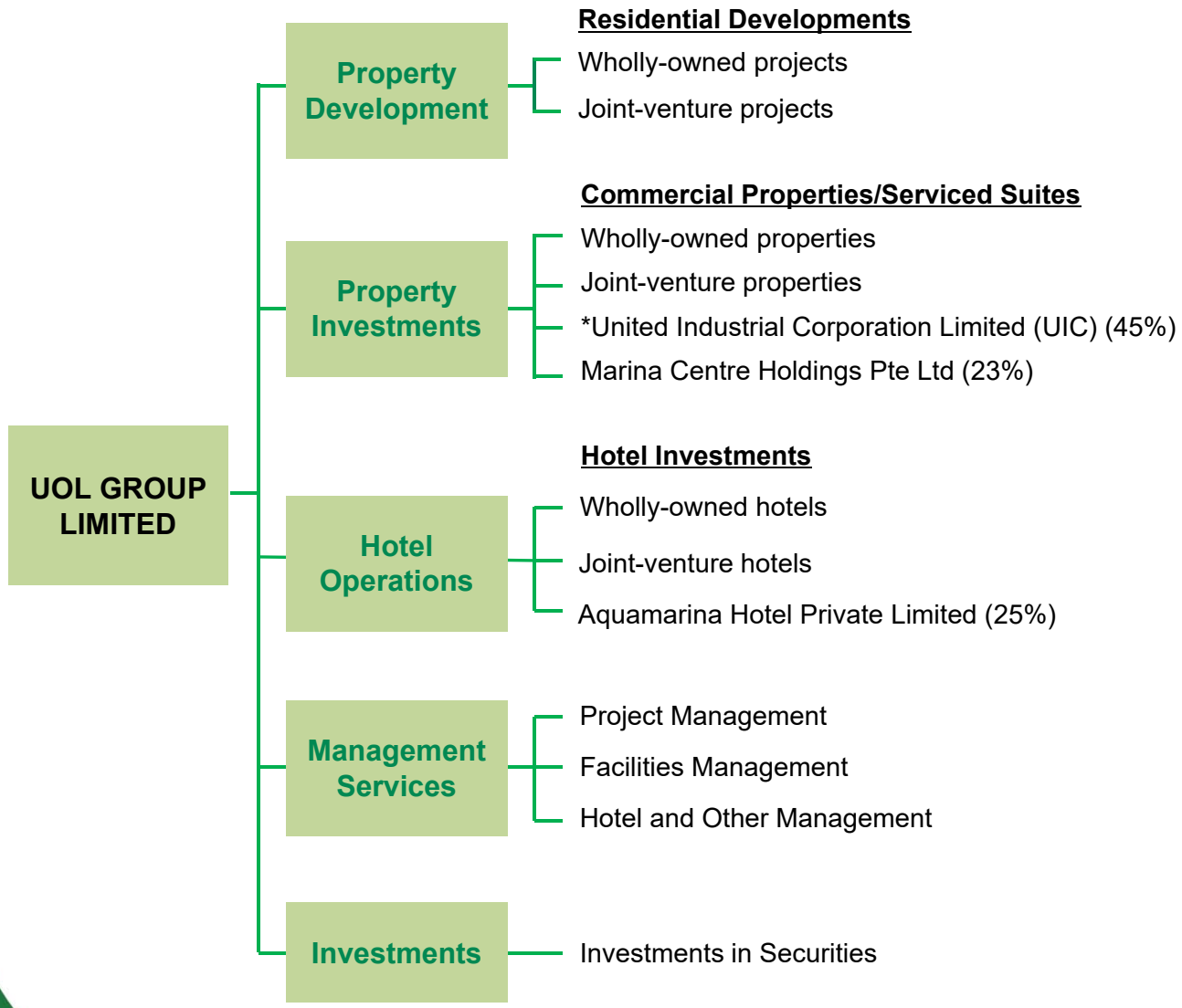
- Together with hotel subsidiary, Pan Pacific Hotels Group Limited, UOL owns and/or manages over 30 hotels, resorts and serviced suites in Asia, Oceania and North America under two acclaimed brands: “Pan Pacific” and PARKROYAL

- Total Assets of $11.64 billion as at 31 March 2017

THE UOL DIFFERENCE



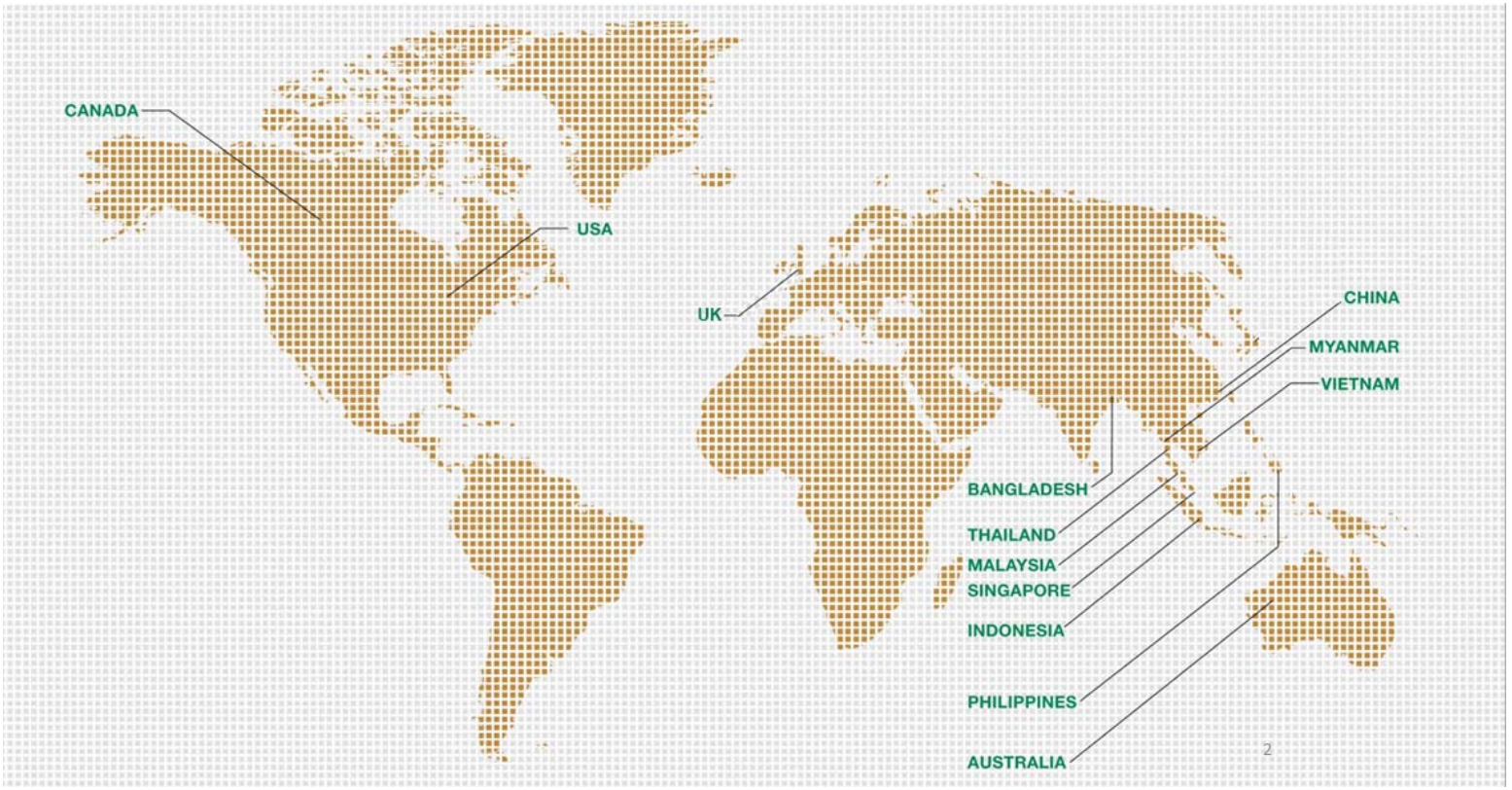
UOL GROUP BUSINESS



*Listed company

GEOGRAPHICAL FOOTPRINT

Operates in 13 countries around the world

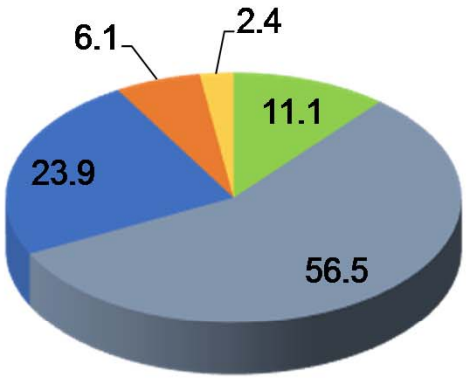


Singapore, Malaysia, Thailand, Indonesia, Philippines, Vietnam, Myanmar, Australia, China, Bangladesh, UK, USA & Canada

DIVERSIFIED PORTFOLIO

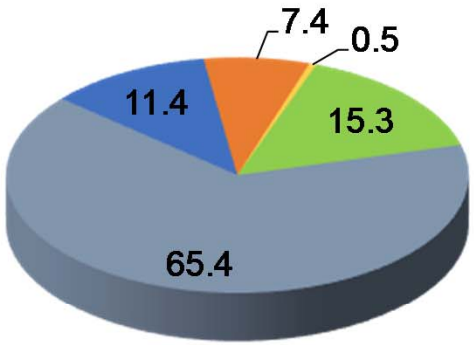
Contribution by Business Segments

Adjusted EBITDA* (%)
(FY2016)



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

Total Assets (%)**
(as at 31 Dec 2016)



**Excludes unallocated assets

Property development | Property investments | Hotel operations | Investments | Others

AWARDS HIGHLIGHTS

CORPORATE AWARD

Brand Finance - Top 100 Singapore Brands 2016 (#34)

- UOL Group Limited

RESIDENTIAL PROJECTS

Asia Pacific Property Awards 2017-2018

- The Clement Canopy
- Park Eleven

International Property Awards 2016

- Principal Garden

FIABCI Singapore Property Awards 2016

- Archipelago

HOTEL PROPERTIES

16th SIA Architectural Design Awards 2016

- PARKROYAL on Pickering

World Travel Awards 2016

- Pan Pacific Orchard
- Pan Pacific Serviced Suites Orchard

1Q2017 RESULTS OVERVIEW

KEY FINANCIALS

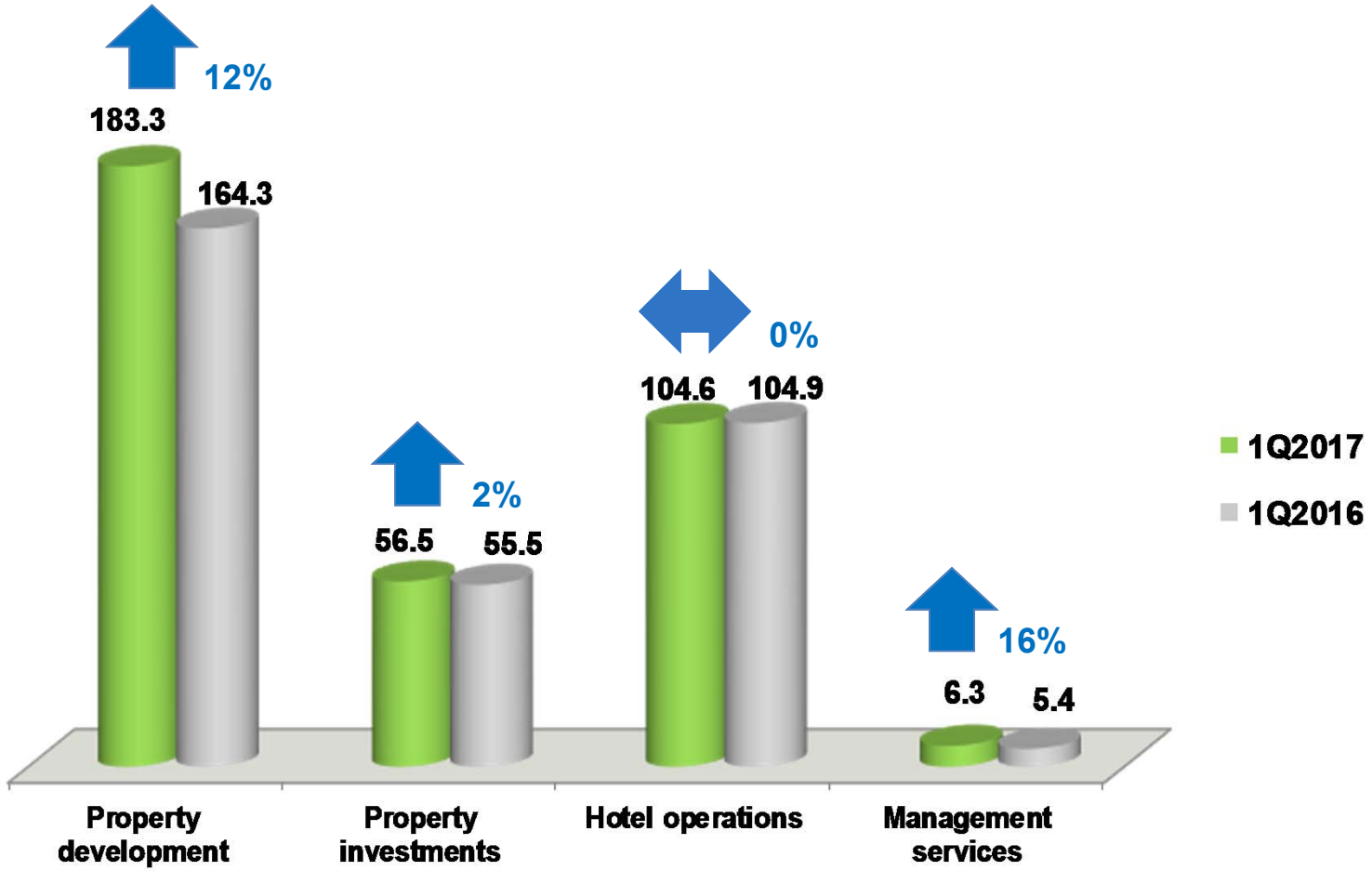
$m	1Q2017	1Q2016	% Change
Revenue	**350.7**	330.1	6
Share of profit of associated and joint venture companies	**34.4**	34.1	1
Profit before other gains and income tax	**96.7**	93.6	3
Profit before income tax	**97.6**	93.7	4
Net attributable profit	**80.3**	77.1	4
Earnings per share (cents)	**9.98**	9.68	3

KEY FINANCIALS

	As at 31.03.17	As at 31.12.16	% Change
Net tangible asset value per share	**$10.24**	$10.07	2
Total equity	**$8,778m**	$8,635m	2
Cash	**$249m**	$302m	-18
Net debt	**$2,101m**	$2,108m	0
Gearing ratio	**0.24**	0.24	0

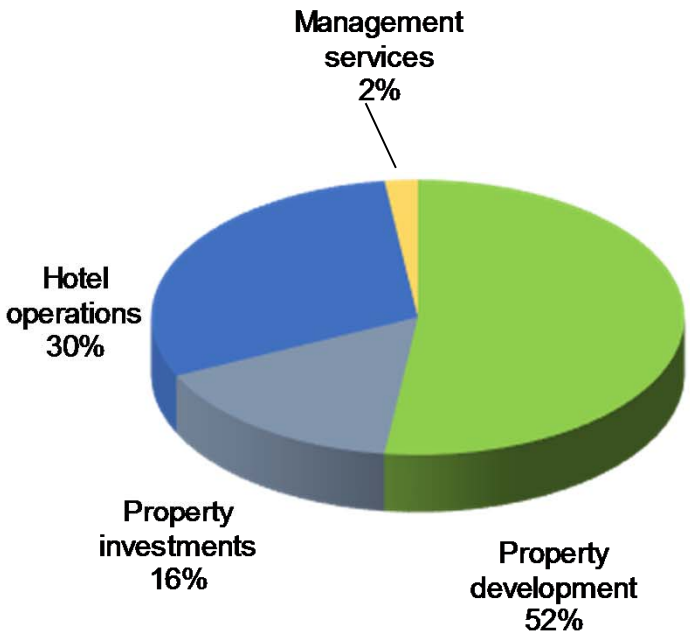
BUSINESS REVIEW

($m) Revenue by Business Segments 1Q2017 vs 1Q2016

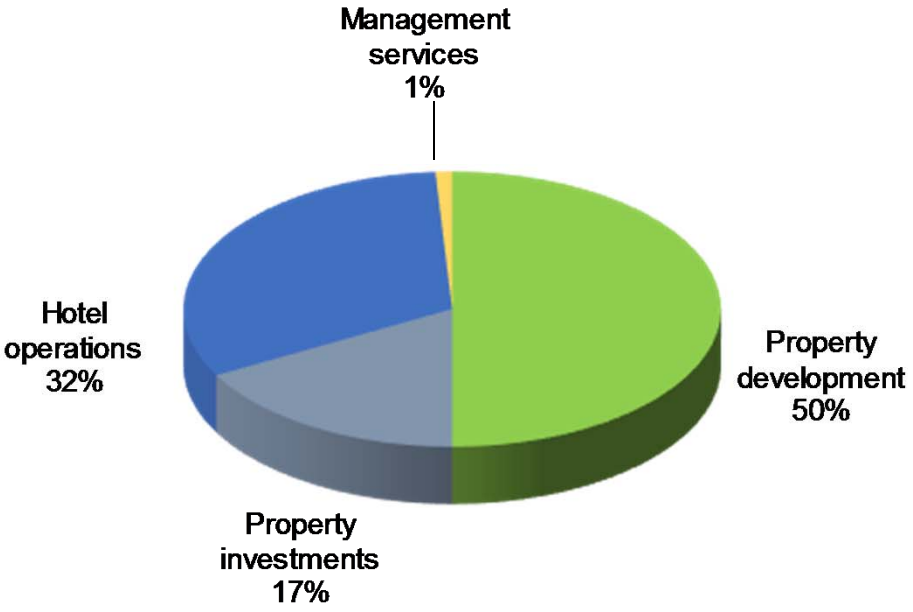


Revenue Contribution by Business Segments
1Q2017 vs 1Q2016

1Q2017



1Q2016



OPERATION HIGHLIGHTS

PROPERTY DEVELOPMENT



Image source: The Straits Times

Site at 45 Amber Road

- Freehold residential site in District 15
- Site area of 6,490 sqm; estimated 140-unit project
- 100% stake
- Close to upcoming Marine Parade and Tanjong Katong MRT stations
- Target to launch in 2018

PROPERTY DEVELOPMENT



En-bloc purchase of residential site at Potong Pasir Ave 1

- En-bloc tender of former HUDC estate, Raintree Gardens in October 2016
- Site area of 18,711 sqm; estimated 750-unit project
- 50:50 joint venture with UIC
- Next to Kallang River and near Potong Pasir MRT station
- Target to launch in 2018

PROPERTY DEVELOPMENT



The Clement Canopy

- 99-year leasehold site of 13,038 sqm
- 505-unit development in Clementi and near Jurong, which is Singapore's second CBD
- In close proximity to reputable schools
- 50:50 joint venture with UIC
- 38.4% sold as at 31 Mar 2017

PROPERTY DEVELOPMENT



Principal Garden

- 99-year leasehold site at Prince Charles Crescent
- 663-unit development near Redhill MRT station
- 70:30 joint venture with Kheng Leong
- 55.4% sold as at 31 Mar 2017

PROPERTY DEVELOPMENT



Botanique at Bartley

- 99-year leasehold site along Upper Paya Lebar Road
- 797-unit condominium near Bartley MRT station
- 100% stake
- 98.4% sold as at 31 Mar 2017

PROPERTY DEVELOPMENT

Riverbank@Fernvale

- In Sengkang West Way, near Layar LRT, Punggol Reservoir and Seletar Aerospace Park
- A 555-unit, four 19-storey blocks project
- 100% stake
- First-of-its-kind bicycle-sharing facility for residents
- 93.5% sold as at 31 Mar 2017



PROPERTY DEVELOPMENT



Park Eleven, Shanghai

- Mixed development located within the Changfeng Ecological Business Park, about 5 km to the north-east of the Hongqiao Transportation Hub and less than 10 km from The Bund
- 398 residential units and 4,000 sqm of net lettable area of retail
- 40:30:30 joint venture between UOL, UIC and Kheng Leong
- Sold 132 units as at 31 Mar 2017 out of the 168 units approved for release in first phase in 3Q16
- Target to launch second phase in 2H2017

PROPERTY DEVELOPMENT

Site at Bishopsgate, London

- UOL's first investment in UK
- Freehold land of 3,200 sqm
- 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, 237 hotel rooms and a retail component
- 100% stake



Profit recognition of launched projects

Project Name	% Equity Stake	No. of Units	Saleable Area (sqm)	% Sold (as at 31.03.17)	% Completed (as at 31.03.17)	TOP Date
Completed						
Riverbank@Fernvale	100	555	48,345	93.5	100	TOP
Ongoing						
Park Eleven, Shanghai*	40	398	78,526	33.4	92	Est. 2Q2018
Principal Garden	70	663	50,665	55.4	38	Est. 4Q2018
Botanique at Bartley	100	797	55,419	98.4	55	Est. 1Q2019
The Clement Canopy	50	505	44,949	38.4	13	Est. 2Q2019

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

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
45 Amber Road site	Freehold	6,490	13,370	140	100	2018
Potong Pasir Ave 1 site	99	18,711	51,605	750	50	2018
Total		**25,201**	**64,975**	**890**		

Overseas residential pipeline

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

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

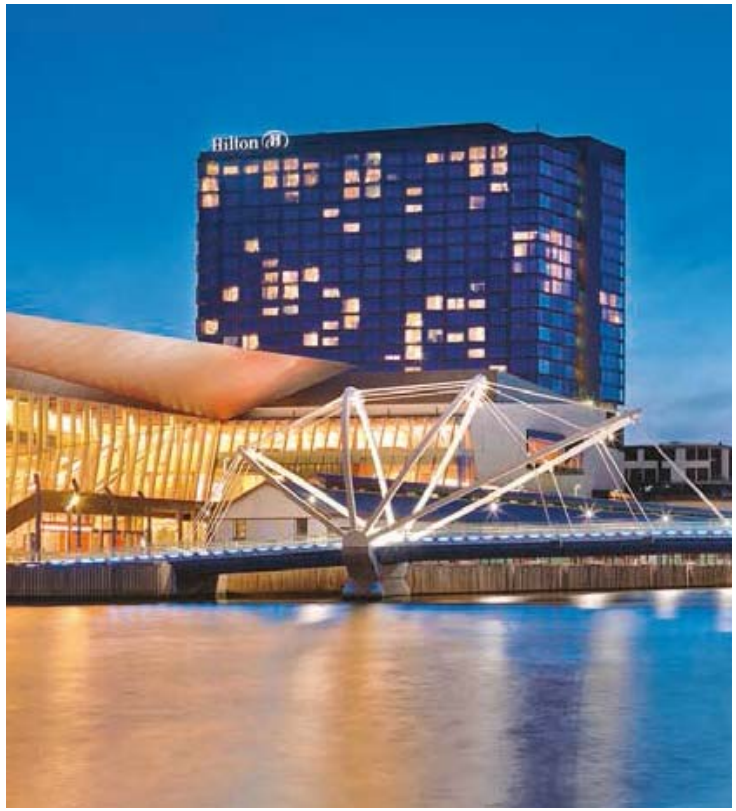
PROPERTY INVESTMENTS

Office properties	Net Lettable Area (sqm)
Portfolio	
Novena Square	41,372
United Square	26,874
Odeon Towers	18,364
Faber House	3,956
One Upper Pickering	8,089
110 High Holborn, London	10,873
Total	**109,528**
Retail properties	
Portfolio	
Novena Square shopping mall	15,987
United Square shopping mall	19,507
OneKM shopping mall	19,112
The Esplanade Mall, Tianjin	6,164
Sub Total	**60,770**
Pipeline	
Park Eleven Mall, Shanghai	4,000 (est.)
Site at Bishopsgate, London (retail component)	1,631
Total	**66,401**
Grand Total	**175,929**

PROPERTY INVESTMENTS

Owned Serviced Suites Properties	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**

HOTEL OPERATIONS



Purchase of Hilton Melbourne South Wharf

- Entered into a conditional agreement on 3 March 2017
- Property comprises 396 rooms, of which 12 rooms are owned by unrelated room owners
- Estimated gross floor area of 30,688 sqm with a tenure of 99 years leasehold ending July 2108
- Located at 2 Convention Centre Place and sits next to the Yarra River
- To be rebranded as “Pan Pacific” following purchase completion

HOTEL OPERATIONS

Owned Hotels	Country		Rooms
Portfolio			
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
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		333
Pan Pacific Hanoi	Vietnam		324
PARKROYAL Saigon	Vietnam		186
		Sub Total	5,570
Pipeline			
Hotel in Bishopsgate, London (to be operated under the “Pan Pacific” brand)	UK		237
		Sub Total	237
		Total	**5,807**

HOTEL OPERATIONS

	Existing		Pipeline	
	No. of Hotels	No. of Rooms	No. of Hotels	No. of Rooms
By Brand				
Pan Pacific	19	5,939	4	998
PARKROYAL	13	3,868	2	748
Total	**32**	**9,807**	**6**	**1,746**
By Ownership Type				
Owned	20	6,253	1	237
Managed	12	3,554	5	1,509
Total	**32**	**9,807**	**6**	**1,746**

Note: Serviced suites are included in the above tally

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Q&A