



## APAC REALTY REPORTED 9% INCREASE IN NET PROFIT FOR THE HALF YEAR ENDED 30 JUNE 2018

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**SINGAPORE, 7 August 2018 – APAC Realty Limited** ("APAC Realty", the "Company" or together with its subsidiaries, the "Group"), a leading real estate services provider which operates a market-leading real estate brokerage in Singapore under the ERA brand, reported today that its net profit for the half year ended 30 June 2018 ("1HFY2018") was \$13.6 million or 8.7% higher than the \$12.5 million net profit for the half year ended 30 June 2017 ("1H2017").

### *Financial Highlights for the half year ended 30 June*

In \$'000	1H2018	1H2017	Change (%)
Revenue	227,261	165,388	37.4
Profit Before Tax	16,382	14,444	13.4
Profit After Tax	13,610	12,516	8.7
Earnings per share* (In Cents)	3.83	3.52	8.7
	As at 30 June 18	As at 31 Dec 17	Change (%)
Net Asset Value per share (In Cents)	39.3	37.5	4.8

\* Computed based on 355,197,700 ordinary shares.

The improvement in net profit was achieved on the back of a 37.4% increase in revenue for 1H2018 as compared to 1H2017.

The increase in revenue was largely attributed to the increase in brokerage income from the resale and rental of properties, and new home sales amounting to a total of approximately \$61.7 million. The Group benefited from a recovery in the Singapore residential market, which experienced a substantial increase in transaction volume for the private secondary market. The private residential price index registered an increase of 3.4% for the second quarter of 2018 and this brings the cumulative increase in prices for 1H2018 to 7.4%.

An interim dividend of 2 cents per share has been declared for 1H2018. The book closure and payment dates are 30 August 2018 and 7 September 2018 respectively.



At 2 cents per share, this translates to an annualised dividend yield of 6.35% based on today's closing share price of \$0.63. The dividend payable of approximately \$7.1 million represents approximately 52% of 1H2018 net profit.

To date, ERA has launched 15 projects in the first 7 months of 2018, or a total of 8,625 units. Another 10 projects, or 4,383 units, are due to launch in the next 5 months which signifies growth potential for the Group and more opportunities for ERA salespersons in the second half of 2018. ERA salespersons also demonstrated higher productivity in 1H2018, achieving an average income of \$36,629 per salesperson or an increase of 41% compared to the average income of \$25,935 for 1H2017.

Commenting on the strong financial performance, Mr. Jack Chua, Executive Director and Chief Executive Officer said: "We are pleased with the good set of results achieved for 1H2018. While the latest implementation of property cooling measures on 5<sup>th</sup> July might have dampened local property demand, our strategy is to strengthen and grow our presence in the Asia-Pacific region going forward. We are also looking to expand our range of services and enhance our technological capabilities to remain a leader in the real estate industry and a stalwart of the ERA brand here in Singapore and across the region".

"The Group's vast network of more than 18,000 agents in the region continues to help property buyers, sellers and investors to invest locally and internationally," Mr. Chua added.

Underpinning the Group's strong performance is the positive market sentiment towards the ERA brand. ERA was recognized as 2018's Top Property Agency by consumer think-tank Influential Brands. The Company's ongoing corporate social responsibility initiatives under the "ERA Loves" campaign – which focuses on empowering communities – have also been awarded the Asia Responsible Enterprise Award 2018 from Enterprise Asia for its social empowerment program with dog shelter organisation Save Our Street Dogs.

APAC Realty was also awarded the sole winner of the Best Investor Relations (Merit) Award at the Singapore Corporate Awards 2018 held on 18 July 2018 which recognises excellence in corporate governance and transparency for companies listed on the Singapore Exchange.

The senior management team has also demonstrated strong proficiency and nimbleness in reacting to the dynamic property market. After the announcement of the latest cooling measures, ERA was the first agency to promptly update its property investment calculator – in its proprietary i-ERA mobile app – with the new ABSD and LTV formula within 24 hours. ERA's management also personally conducted



additional seminars to equip agents with the latest market intelligence and insights in light of the regulatory changes.

At the recent Quarter 3 2018 Career Advancement Day, ERA unveiled brand-new features on Findpropertyagents.sg (FPA) – a website which enhances productivity and efficiency for its agents and provides greater convenience for homebuyers, homeowners and investors when searching for the right agent.

Agents can also benefit from the new features such as allowing agents to get increased exposure for new launches and TOP projects, updating their location and "checking in" at their nearest project automatically through the i-ERA mobile app, and to redirect clients to on-site peers who can help serve clients at the showflats immediately on behalf of agents who may be unable to be onsite personally.

These new features help to enhance the overall efficiency of property buying and selling process, with smart algorithms to connect consumers to the right property agents quickly and accurately, providing users with rich knowledge of property agent statistics as well as property information for a hassle-free, time-saving and effective user experience.

All ERA training programmes are continually reviewed and improved by its senior management team, who are real estate veterans with an average of over 18 years of experience. The latest programme launched this year under the "Ultimate Agent Training" series includes modules for a skill-based mastery programme, market-focused seminars and specialised sales and leadership empowerment camps which aim to aid agents in their industry skills, personal development, and professional excellence by providing the right tools for agents to upgrade and develop to their fullest potential in the ever-changing real estate market.

In combination with the Group's focus on technological innovation, digital excellence and continuous training, ERA's efforts in initiating "SMART Experiences for GenERations" through 24/7 PropWatch and FindPropertyAgent.sg were recognised as the most innovative projects in the industry as ERA emerged as the winner of the Real Estate category in the SBR Listed Companies Awards 2018.

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### **About APAC Realty Limited**

APAC Realty Limited (“APAC Realty”, the “Company” or together with its subsidiaries, the “Group”) is a leading real estate services provider which operates a market-leading real estate brokerage in Singapore under the ERA brand. APAC Realty operates three main business segments – the real estate brokerage services; franchise agreements; and training, valuation, property management and other ancillary services.

APAC Realty’s real estate brokerage services are operated by its wholly-owned subsidiary ERA Realty Network Pte Ltd (“ERA Realty”) under the ERA brand. ERA Realty is one of Singapore’s largest real estate agencies with more than 6,000 agents registered as at 30 June 2018, providing property brokerage services for primary home sales, secondary home sales, and rental of residential, commercial and industrial properties.

APAC Realty holds the exclusive ERA regional master franchise rights for 17 countries in Asia Pacific, acquired from Realogy Group LLC. The Group currently has a vast network of more than 18,000 agents across Singapore, Cambodia, Indonesia, Japan, Korea, Malaysia, Taiwan, Thailand and Vietnam.

The Group also holds the master franchise rights for Singapore for Coldwell Banker, one of the oldest and most established real estate office and franchising companies in the United States. As at 30 June 2018, there are 22 Coldwell Banker Member Brokers in Singapore which collectively have over 100 agents registered with them.

APAC Realty’s wholly-owned subsidiary Realty International Associates Pte Ltd (“RIA”) operates training programmes and courses for real estate agents in preparation for professional certification exams and as part of continuing professional development regulations. RIA also undertakes valuation work on behalf of clients such as financial institutions, government agencies and property owners and provides property management services for real estate developments.

[www.apacrealty.com.sg](http://www.apacrealty.com.sg)

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### **For media enquiries, please contact:**

Amanda Moo, Mobile: 8150 6748, Email: [amandamoo@brand-cellar.com](mailto:amandamoo@brand-cellar.com)

Jaslyn Low, Mobile: 8608 4629, Email: [jaslyn@brand-cellar.com](mailto:jaslyn@brand-cellar.com)