

ProsperCap

  
**CROWNE  
PLAZA**  
CHESTER

Annual General Meeting

30 April 2024

# Disclaimer

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Prosper Cap Corporation Limited (“ProsperCap” or the “Company”) was listed on Catalist of the SGX-ST via a reverse takeover (“RTO”) on 26 January 2024. PrimePartners Corporate Finance Pte. Ltd. (the “Sponsor”) was the sponsor and financial adviser to the RTO.

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The contact person for the Sponsor is Ms. Foo Jien Jieng, 16 Collyer Quay, #10-00 Collyer Quay Centre, Singapore 049318, [sponsorship@ppcf.com.sg](mailto:sponsorship@ppcf.com.sg)



# Agenda

**01** Company Overview

**02** Portfolio Overview

**03** Financial Highlights

**04** Strategic Direction





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01

# Company Overview



# Overview

**ProsperCap** - a global real estate investment, capital and property management company based in Singapore and publicly listed on the Catalist Board of the SGX. The Company was established with the objective of building a portfolio of multiple real estate asset classes across different geographies and stages of operation, with a focus on ownership and management of hospitality and lodging assets.

**Core business focus** – investing in and managing the operations of hospitality and lodging-related business

## Portfolio

**17** Predominantly Upscale Hotels

## Operated under franchise agreements

- Hilton
- IHG
- Marriott

## Consisting of

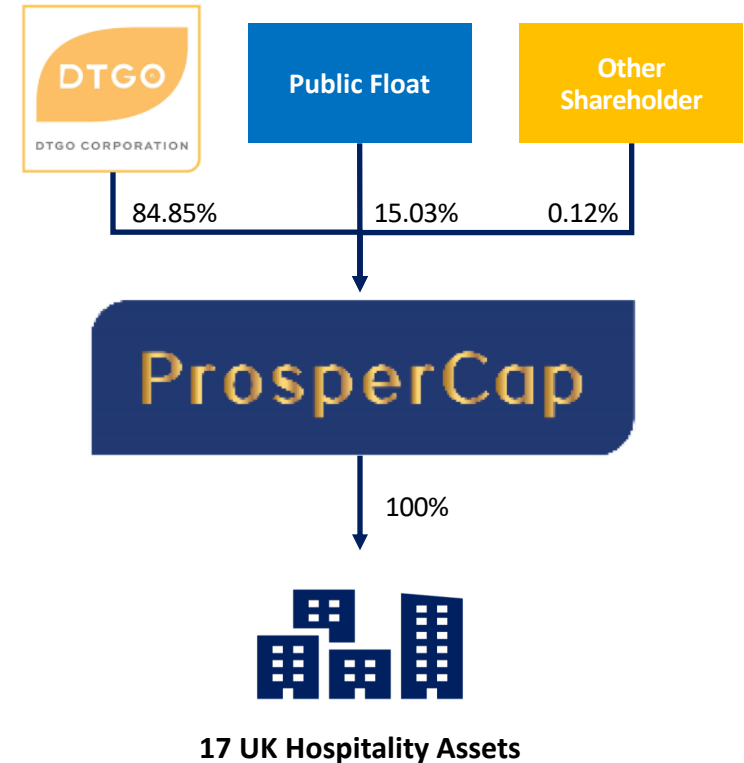
- DoubleTree by Hilton
- Hiton Garden Inn
- Hotel Indigo
- Holiday Inn
- Crowne Plaza
- AC Hotel by Marriott

## Managed by

Valor Hospitality Europe Limited



## ProsperCap's Shareholding Structure<sup>1</sup>





# Key Milestones

December 2019

## DTGO's Acquisition

DTGO<sup>1</sup> acquired a portfolio of 17 hotel assets from Bryant Park Funding Designated Activity Company

DTGO also acquired DTP Management Limited, which holds 25% of the share capital of Valor, from Marathon European Credit Opportunity Master Fund II, Ltd. and Marathon European CRE Opportunity Fund, LP



2020 - 2023

## Asset Enhancement Programme

The Company initiated hotel upgrades to meet Brand Standards, implementing the Cladding Programme and Property Improvement Plan. It also allocated resources to marketing and promoting hotels, positioning itself advantageously for post-COVID-19 market recovery



Combined heat & power system implementation

January 2024

## Listed on the Catalist Board of the SGX

Changed name to ProsperCap and commenced trading on SGX Catalist board on 26 January

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Note:

<sup>1</sup> The acquisition was acquired through DTP Infinities Corporation Limited, a wholly-owned subsidiary of DTP Infinities Limited in which the ultimate holding company is DT Group of Companies Corporation Limited.



# Highly Experienced Management Team



**Mr. Iqbal Jumabhoy**

Chief Executive Officer  
and Executive Director

**Credentials**

- Scotts Holdings Limited
- The East Asiatic Company Limited
- Rendezvous Hospitality Group Private Limited
- Silverneedle Hospitality Pte. Ltd.



**Mr. Surawat Suwanyangyuen**

Chief Investment Officer

**Credentials**

- Canvas Capital Design CO., LTD.
- 9 Basil Co., Ltd.
- Siamese Asset Public Co., Ltd.
- Sermasang Power Corporation Public Co., Ltd.
- Wha-Hemaraj Land and Development Public Co., Ltd.
- Siam Commercial Bank Public Co., Ltd.



**Ms. Vanida Traitodsaporn**

Chief Financial Officer

**Credentials**

- DTGO Corporation Limited
- KPMG Peat Marwich Suthee Limited
- Siam Lotus Company Limited





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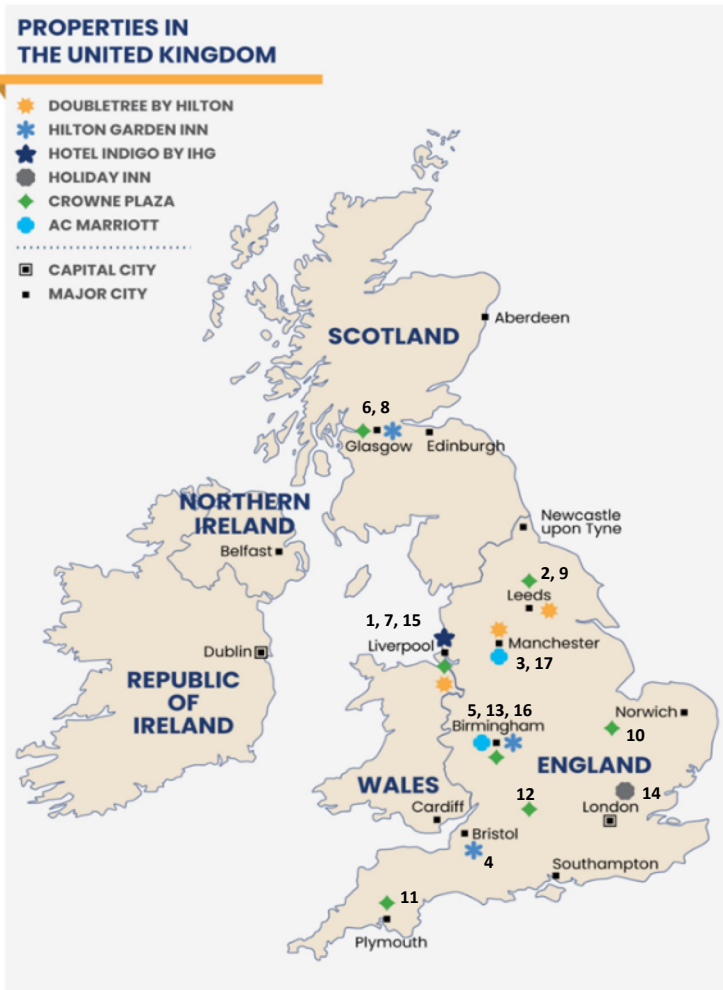
02

# Portfolio Overview



# Details of Hotel Portfolio

Owns (through freehold and/or leasehold interests, as the case may be) the Hospitality Assets, comprising land and the buildings thereon. Two of the Hospitality Assets are located in Scotland and the remainder in England.



Notes:  
 1 Unexpired lease term as of 2023.  
 2 All of the keys and GIA of the Hotel are on the freehold title land of the property  
 3 All of the keys and GIA of the Hotel are on the leasehold title land of the property

	Hotel	Tenor	Franchisor	Keys	Market Segment	Unexpired Term (years) <sup>1</sup>	GIA (sqft)	Construction Year
1	DoubleTree by Hilton Chester	Freehold	Hilton	219	Upscale	N/A	118,000	18 <sup>th</sup> Century
2	DoubleTree by Hilton Leeds	Part Leasehold/Freehold	Hilton	333 <sup>2</sup>	Upscale	938	172,000 <sup>2</sup>	2009
3	DoubleTree by Hilton Manchester	Leasehold	Hilton	285	Upscale	232	154,000	2007
4	Hilton Garden Inn Bristol	Leasehold	Hilton	171	Upscale	100	63,000	1999
5	Hilton Garden Inn Birmingham	Leasehold	Hilton	238	Upscale	116	130,000	2001
6	Hilton Garden Inn Glasgow	Freehold	Hilton	164	Upscale	N/A	68,000	2000
7	Crowne Plaza Chester	Leasehold	IHG	160	Upscale	93	199,000	1988
8	Crowne Plaza Glasgow	Leasehold	IHG	283	Upscale	89	200,000	1989
9	Crowne Plaza Harrogate	Leasehold	IHG	214	Upscale	86	122,000	1984
10	Crowne Plaza Nottingham	Part Leasehold/Freehold	IHG	210 <sup>3</sup>	Upscale	960	314,000 <sup>3</sup>	1983
11	Crowne Plaza Plymouth	Freehold	IHG	211	Upscale	N/A	257,000	1972
12	Crowne Plaza Solihull	Leasehold	IHG	120	Upscale	92	124,000	1990
13	Crowne Plaza Stratford-Upon-Avon	Leasehold	IHG	259	Upscale	75	173,000	1972
14	Holiday Inn Peterborough West	Leasehold	IHG	133	Upper Midscale	117	89,000	1981
15	Hotel Indigo Liverpool	Freehold	IHG	151	Upper Upscale	N/A	71,000	2011
16	AC Hotel by Marriott Birmingham	Leasehold	Marriott	90	Upscale	107	47,000	2001
17	AC Hotel by Marriott Salford Quays	Leasehold	Marriott	142	Upscale	130	61,000	2008

<b>Total</b>				<b>3,383</b>			<b>2.362 million</b>	
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# Details of Hotel Portfolio (cont.)

Key Performance Indicator  
As at 31 December 2023

Locations:

**2** in Scotland  
**15** in England

Total No. of Keys:

**3,383**

Overall Weighted  
Ave. Occupancy:

**79.5%**

Overall Weighted  
Ave. ADR:

**£99.4**

Overall Weighted  
Ave. RevPAR:

**£79.0**

1



DoubleTree by Hilton Hotel & Spa Chester

2



DoubleTree by Hilton Leeds City Centre

3



DoubleTree by Hilton Manchester Piccadilly

4



Hilton Garden Inn Bristol City Centre

5



Hilton Garden Inn Birmingham Brindley Place

6



Hilton Garden Inn Glasgow City Centre

7



Crowne Plaza Chester

8



Crowne Plaza Glasgow

9



Crowne Plaza Harrogate

10



Crowne Plaza Nottingham

11



Crowne Plaza Plymouth

12



Crowne Plaza Solihull

13



Crowne Plaza Stratford-Upon-Avon

14



Holiday Inn Peterborough West

15



Hotel Indigo Liverpool

16



AC Hotel by Marriott Birmingham

17



AC Hotel by Marriott Manchester Salford Quays





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03

# Financial Highlights

# Portfolio Operating Performance

Key Performance Indicator

As at 31 December 2023

Locations:

**2** in Scotland

**15** in England

Total No. of Keys:

**3,383**

Overall Weighted  
Ave. Occupancy:

**79.5%**

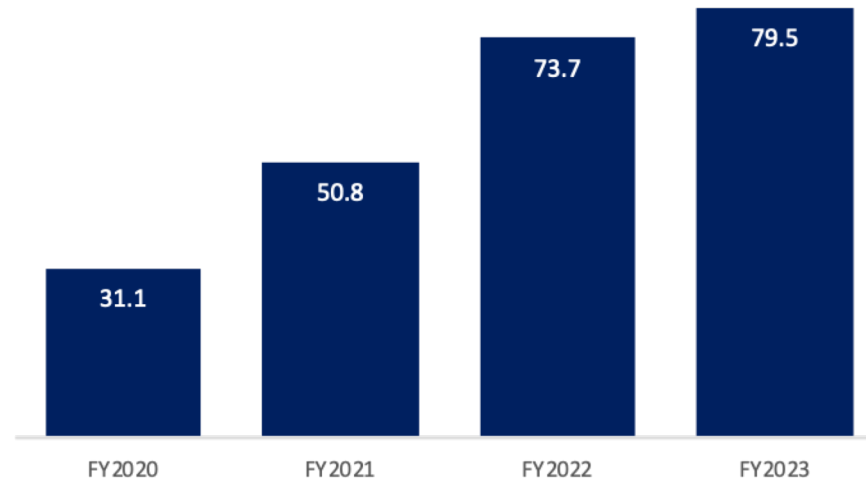
Overall Weighted  
Ave. ADR:

**£99.4**

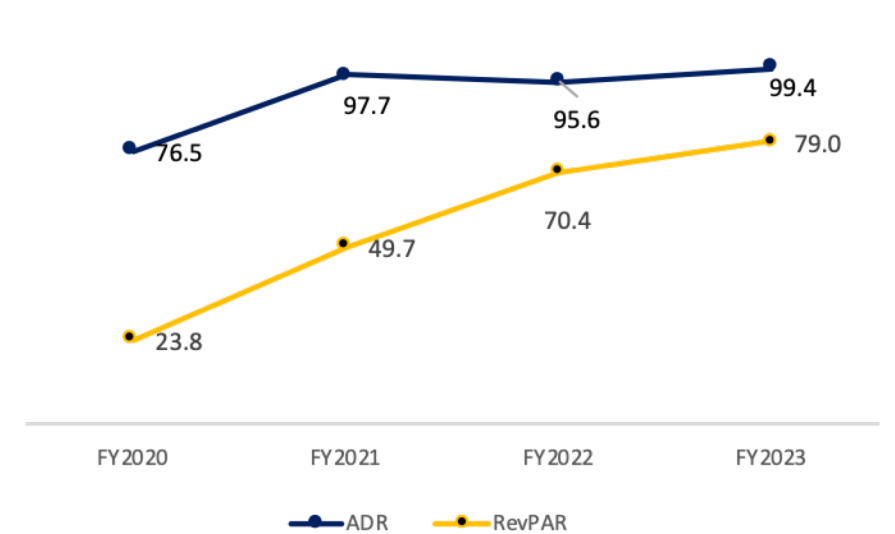
Overall Weighted  
Ave. RevPAR:

**£79.0**

Occupancy<sup>1</sup> (%)



ADR and RevPAR<sup>1</sup> (£)



Notes:

1 Refers to the overall weighted average occupancy, ADR and RevPAR respectively



# Portfolio Operating Performance (cont.)

Key Financial Performance  
For financial year  
31 December 2023<sup>1</sup>

Revenue:

**£144.9** million

▲ 12.5%

Gross Profit:

**£80.3** million

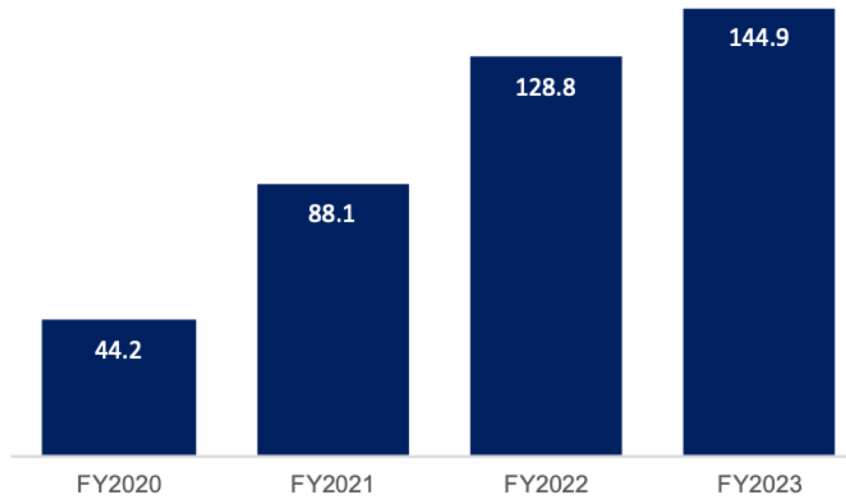
▲ 16.7%

Gross Profit Margin:

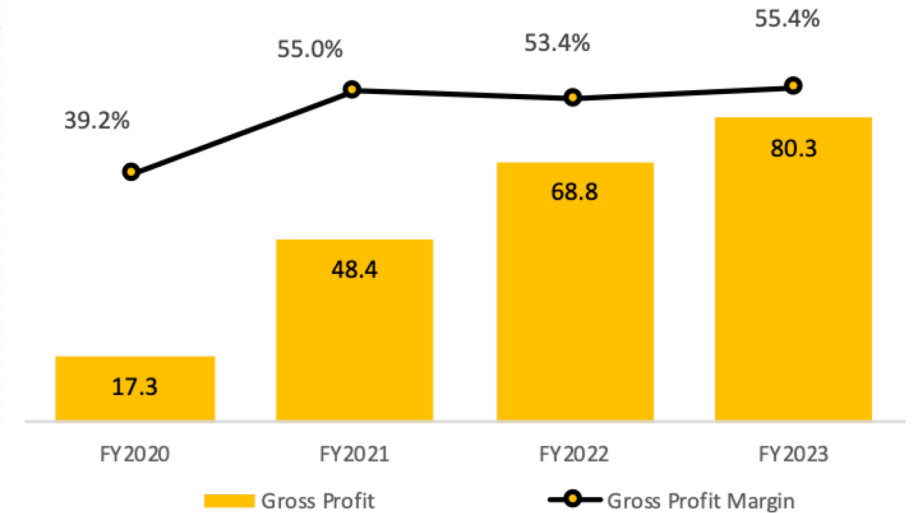
**55.4%**

▲ 2.0% point

Revenue<sup>1</sup> (£'million)



Gross Profit<sup>1</sup> (£'million) / Gross Profit Margin<sup>1</sup>



Notes:

1 Based on unaudited financials for the financial year ended 31 December 2023



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# Strategic Direction





# Strategic Direction

## Capital Recycling and Monetisation Strategies

- Seeks to recycle capital to maximise returns and pursue new investment opportunities such as selling properties to institutional buyers, existing investments through **capital markets** or **strategic divestments** or **innovative financing** to unlock additional capital for new investments
- Asset-light approach enables quicker and more efficient capital recycling, allowing for a **higher deployment of capital towards new opportunities**

## Value Creation and Asset Management

- **Actively manages portfolio of assets** to drive value creation and enhance investment performance
- **Optimising revenue generation, operational efficiency, and cost management** through effective asset management strategies
- Leverage **industry expertise** and **network** to provide operational guidance and support to portfolio companies or partners



## Investment Strategy

- **Focuses on investing in the hospitality industry**, at initial phase.
- **Prioritises high-growth markets**, strategic locations, and attractive risk-adjusted returns
- Actively **drive the portfolio value** through focus on **ESG principles** either at acquisition or via post-acquisition enhancement

## Capital Deployment

- Investments may include **acquiring existing assets with existing operating agreements** or **entering into partnerships with established operators or developers**
- Capital allocated to investments with the objective of **maximizing returns** and **capital efficiency**
- **Adopts an asset-efficient strategy**, emphasising investments that have potential for improvement of returns pre-monetisation
- To **optimise** the use of **best-in-class** operation partners



A large, two-story red brick building with a central entrance and a conservatory on the right. The building features a gabled roof with a decorative pediment over the entrance. The entrance has a dark double door with a small balcony above it. The conservatory on the right has a glass roof and white frame. The building is surrounded by a green lawn and a paved area. In the foreground, there are some plants and a yellow banner.

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Thank You