POLLUX PROPERTIES

POLLUX PROPERTIES LTD.
1H2016 FINANCIAL RESULTS PRESENTATION
6TH NOVEMBER 2015

POLLUX PROPERTIES

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1. Financial Highlights
2. Operation Review
3. Market Outlook
4. Going Forward

1H2016 FINANCIAL RESULTS PRESENTATION

1. FINANCIAL HIGHLIGHTS

FINANCIAL HIGHLIGHTS – OVERVIEW

- 1H2016 revenue increased by 64.2% compared to 1H2015.
- 1H2016 gross profit margin increased by 1.9 percentage points compared to 1H2015.

FINANCIAL PERFORMANCE

	1H2016[1]	1H2015[1]	% CHANGE
Revenue (S$ million)	27.87	16.97	64.23
EBITDA[2] (S$ million)	3.96	2.40	65.00
PATMI[3] (S$ million)	1.91	2.29	(16.59)
Earnings per Share[4] (cents)	0.31	0.37	(16.22)
NAV per Share (cents)	8.16	7.87	3.68
Return on Equity (%)	3.73	4.67	(20.13)

Notes :-
(1) Six months financial period ended 30 September 2016 ("1H2016") and 30 September 2015 ("1H2015"), respectively.
(2) Earnings before interest, taxes, depreciation and amortisation.
(3) Profit after tax and minority interests.
(4) Earnings per share is calculated by dividing the consolidated profit after tax attributable to equity holders of the Company over the weighted average number of ordinary shares in issue during the period

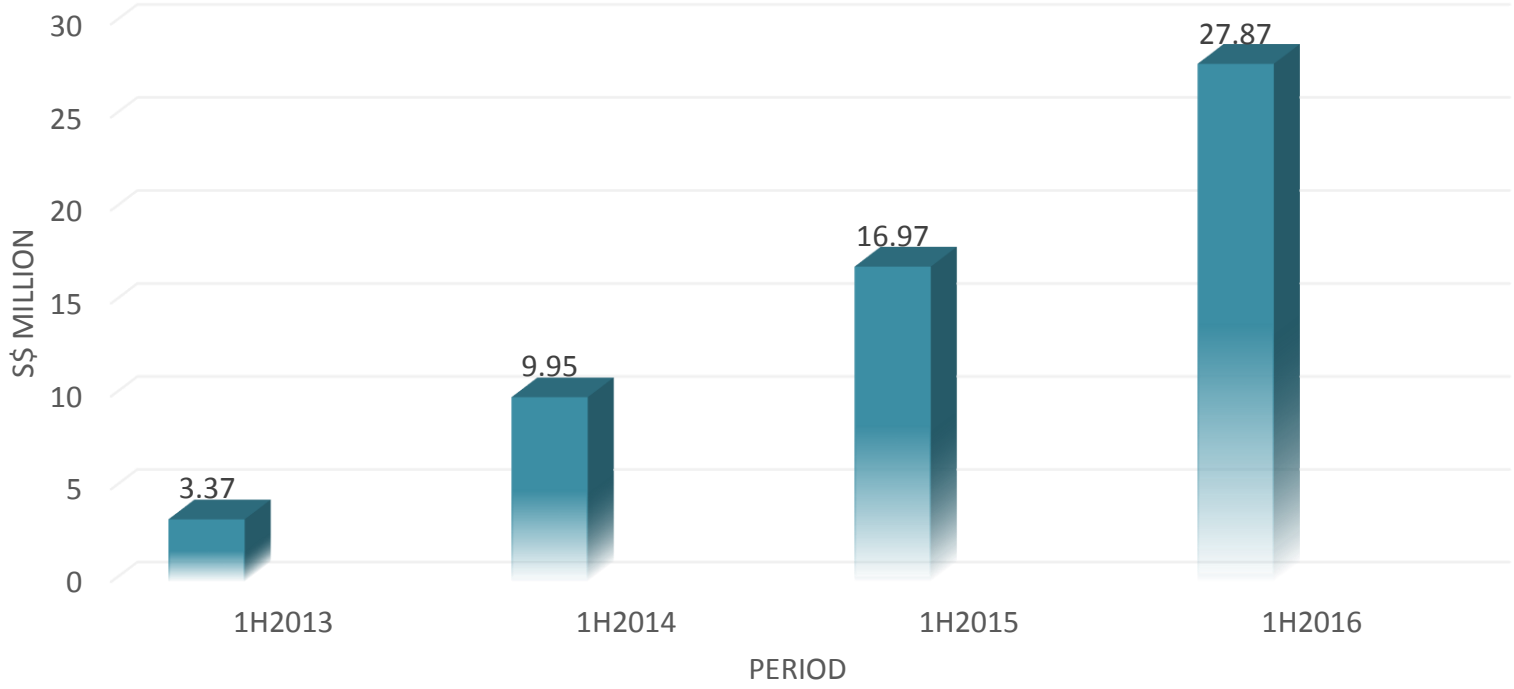
FINANCIAL PERFORMANCE

	As at 30 September 2015	As at 31 March 2015	% CHANGE
Total Equity (S$ million)	51.19	48.83	4.83
Cash and Cash Equivalents (S$ million)	17.43	16.85	3.44
Net Debt (S$ million)	73.93	73.77	0.22
Gearing Ratio (%)	59.10	60.17	(1.78)
Loans and Borrowings (S$ million)	72.02	71.01	1.42
Interest Coverage Ratio[1] (times)	6.04	8.59	(29.69)

Note 1: The Interest Coverage Ratio did not include the interest expenses capitalised under development properties

FINANCIAL HIGHLIGHTS

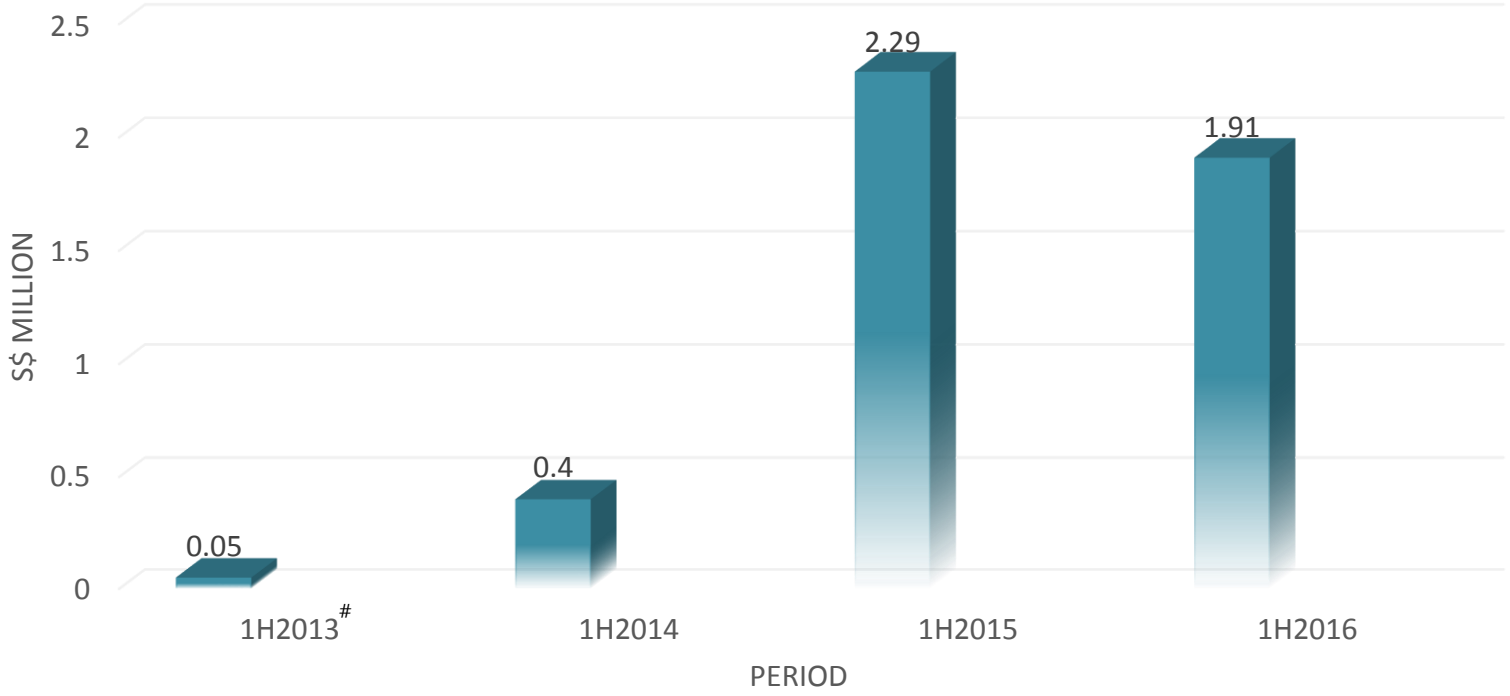
Revenue for the Six Months Financial Period Ended 30 September (2013 to 2016)



Note: The above financial information is extracted from half year announcements of the respective financial years.

FINANCIAL HIGHLIGHTS

PATMI for the Six Months Financial Period Ended 30 September (2013 to 2016)



: The PATMI for the Six Months financial period ended 30 September 2012 excludes profit from discontinued operations

Note: The above financial information is extracted from half year announcements of the respective financial years.

1H2016 FINANCIAL RESULTS PRESENTATION

2. OPERATION REVIEW

OPERATION REVIEW

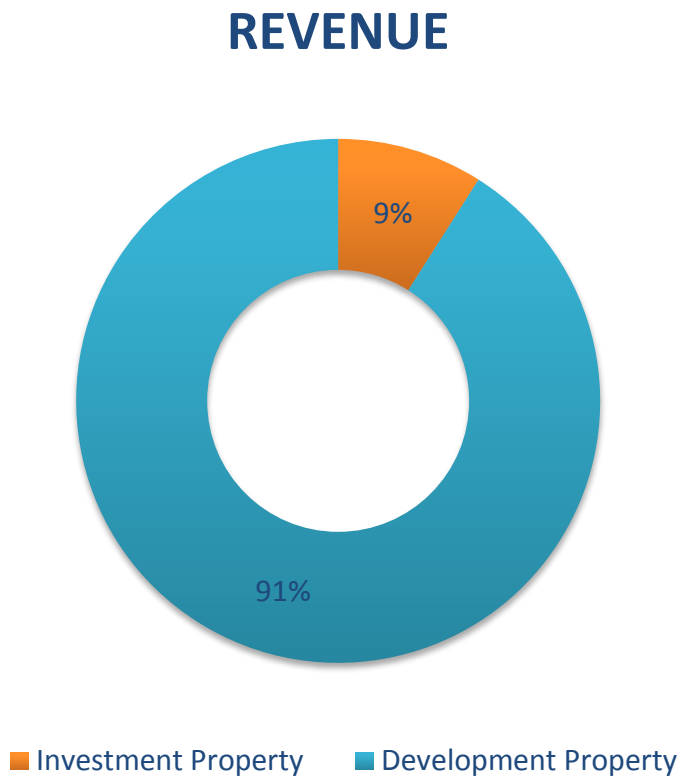
Highlights for 1H2016

- Achieved ISO9001, ISO14001 and OHSAS18001 certifications by August 2015
- Completed acquisition of 50.1% of Stirling Fort Capital Pte. Ltd. (formally known as Stirling Fort Asia Pte. Ltd.), a fund management company in September 2015

Target for 2H 2016

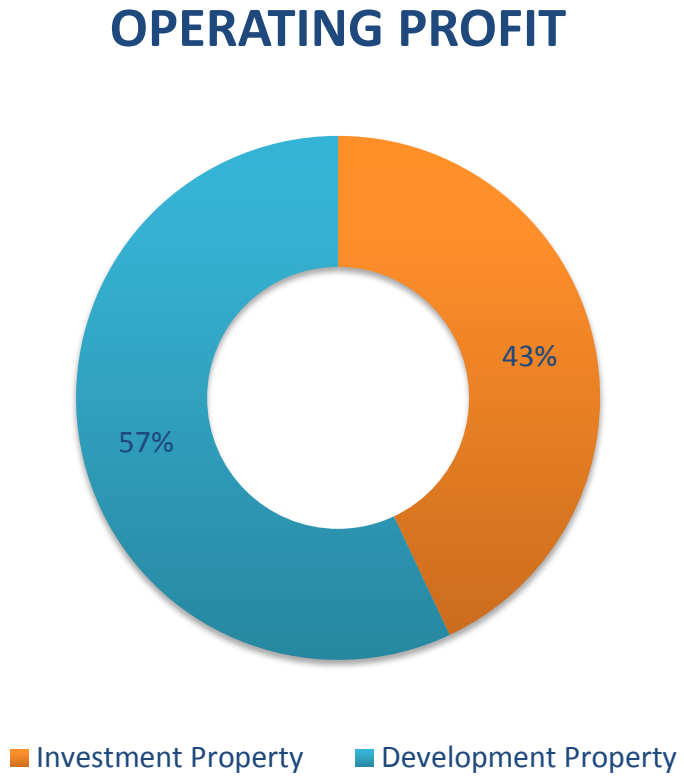
- Target to obtain TOP for Metro Loft, Garden Park Residences and Berkeley Residences

OPERATION REVIEW
Revenue in 1H2016 By Business Segments



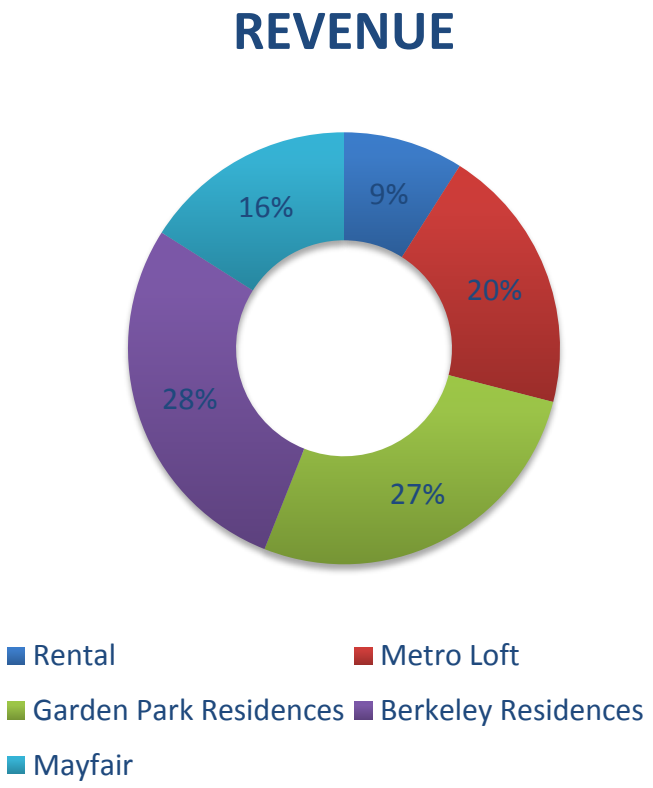
BUSINESS SEGMENTS	S$'000	PERCENTAGE %
Investment Property	2,534	9%
Development Property	25,332	91%
TOTAL	27,866	100%

OPERATION REVIEW
Operating Profit in 1H2016 By Business Segments



BUSINESS SEGMENTS	S$'000	PERCENTAGE %
Investment Property	1,385	43%
Development Property	1,817	57%
TOTAL	3,202	100%

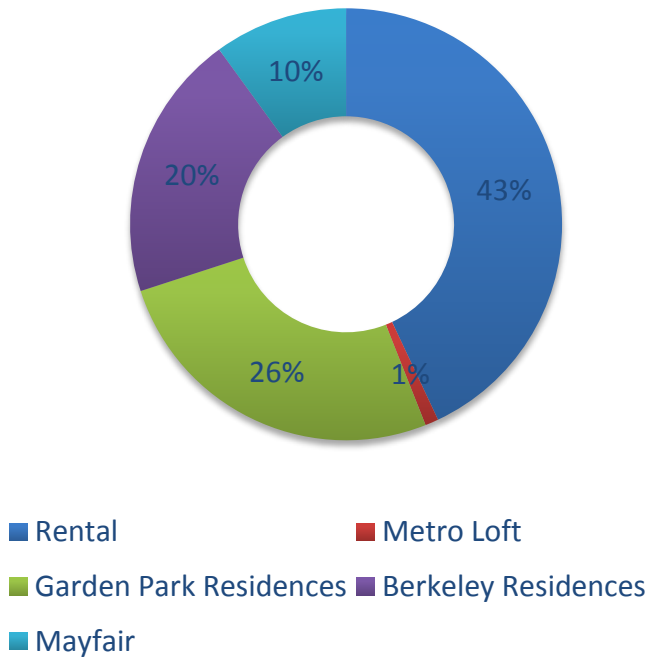
OPERATION REVIEW
Revenue in 1H2016 By Projects



PROJECTS	S$'000	PERCENTAGE %
Rental	2,534	9%
Metro Loft	5,658	20%
Garden Park Residences	7,386	27%
Berkeley Residences	7,937	28%
Mayfair Residences	4,351	16%
TOTAL	27,866	100%

OPERATION REVIEW
Operating Profit in 1H2016 By Projects

OPERATING PROFIT



PROJECTS	S$'000	PERCENTAGE %
Rental	1,386	43%
Metro Loft	14	1%
Garden Park Residences	828	26%
Berkeley Residences	638	20%
Mayfair Residences	336	10%
TOTAL	3,202	100%

DEVELOPMENT PROPERTIES

Status of Sales and Construction Progress as of 30 September 2015

PROJECTS	LAUNCH	TOTAL AREA (SQM)	TENURE	TOTAL UNITS	UNITS SOLD (AS OF 30 SEP 2015)	UNITS SOLD %	EST. TOP	CONSTRUCTION PROGRESS % (AS OF 30 SEP 2015)
Park Residences Kovan	August 2011	1118.90	Freehold	41	41	100	February 2014	100
Metro Loft	August 2012	469.70	Freehold	31	31	100	June 2015	98
Pavilion Square*	March 2013	660.00	Freehold	42	42	100	March 2016	40
Pavilion Square* Square* (Commercial)	March 2013	690.00	Freehold	93	93	100	March 2016	40
Garden Park Residences	April 2013	1805.10	Freehold	36	36	100	December	84
Mayfair Residences	May 2013	1425.00	Freehold	20	16	80	June 2016	29
Berkeley Residences	November 2013	1125.80	Freehold	22	22	100	December	97
6 PROJECTS		**7294.50**		**285**	**281**	**98.60**		

Above information are as of 30 September 2015
*50:50 joint venture with Goldman Morgan Holdings Pte. Ltd.

DEVELOPMENT PROPERTIES
Metro Loft



Front Building



Back of the Building

DEVELOPMENT PROPERTIES
Berkeley Residences



Front Building



Front Building

DEVELOPMENT PROPERTIES
Garden Park Residences



Side view



Side view

DEVELOPMENT PROPERTIES
Mayfair Residences



Sheet piling works in progress



Sheet piling works in progress

DEVELOPMENT PROPERTIES
Pavilion Square



Pavilion Square

DEVELOPMENT PROPERTIES
Pavilion Square



Casting at 8th storey



Casting at 8th storey

INVESTMENT PROPERTIES
Project Status

Retail Shops at Balestier Road

- 100% tenanted.

Louis Kienne Serviced Residences at Havelock Road

- Financial year to date 76% occupancy rate

1H2016 FINANCIAL RESULTS PRESENTATION

3. MARKET OUTLOOK

SINGAPORE PRIVATE RESIDENTIAL MARKET

1. Singapore's property market will likely remain in down-cycle as private property market continues to operate in a tight financing and heavily regulated environment. In 3Q2015, prices of private properties fell 0.9 percent.
2. The new home sales volume has dropped significantly since the introduction of the Total Debt Servicing Ratio (TDSR) framework in June 2013.

Source: URA website

SERVICED APARTMENT OUTLOOK

1. Environment for Singapore serviced apartment remains challenging.
2. Statistics from Singapore Tourism Board shows that, average hotel occupancy rate remain at 85% as of August 2015.
3. General long-term residential leasing volume in Singapore grew 10.9% quarter-on-quarter to 17,262 transactions in 2Q2015, with the Outside Central Region spearheading growth.

Source: from STB website, Savills Research & consultancy

SINGAPORE PRIVATE RESIDENTIAL MARKET

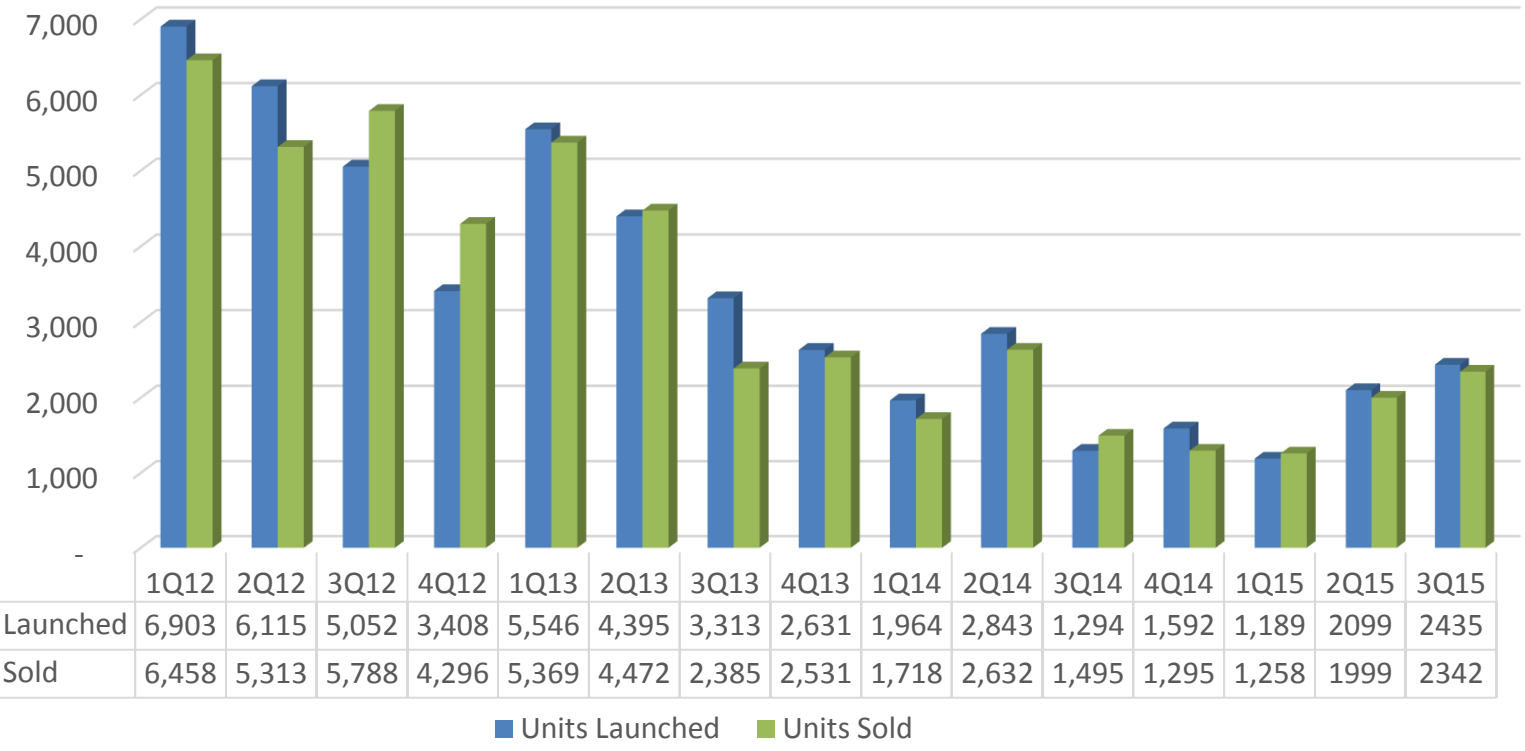
Property Price Index – Private Residential (2Q2015 vs 3Q2015)

	Price Index		% Change over Previous Quarter	
	2Q2015	3Q2015	2Q2015	3Q2015
Landed Property	164.4	163.7	(1.0)	(0.4)
Non-landed Property	139.8	137.7	(0.8)	(1.5)
All Residential	144.2	142.3	(0.9)	(1.3)

Source: URA website

SINGAPORE PRIVATE RESIDENTIAL MARKET

No. of New Private Residential Units Launched and Units Sold (Under Construction in 2012 – 3Q 2015)



	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15
Units Launched	6,903	6,115	5,052	3,408	5,546	4,395	3,313	2,631	1,964	2,843	1,294	1,592	1,189	2099	2435
Units Sold	6,458	5,313	5,788	4,296	5,369	4,472	2,385	2,531	1,718	2,632	1,495	1,295	1,258	1999	2342

Source: URA website

SINGAPORE PRIVATE RESIDENTIAL MARKET

Number of unsold unit available– Private Residential (2Q2015 vs 3Q2015)

	2Q2015	3Q2015	% Change
Launched but unsold	6,122	6,058	-1.0
Not launched yet	12,139	10,515	-13.4

Source: URA website

1H2016 FINANCIAL RESULTS PRESENTATION

4. GOING FORWARD

GOING FORWARD

The Management intends to achieve a balance between investment and development opportunities.

We are seeking opportunity to expand our fee-based business, such as hospitality and fund management activities, by enlarging our portfolio of assets and diversifying our business into overseas market.

The management is cautious when seeking opportunities such as accretive lands and assets which can provide sustainable return to shareholders.

The continued growth of the operation of Louis Kienne Serviced Residences at 554 Havelock Road as well as the growth of the newly acquired fund management company, Stirling Fort Asia Pte. Ltd. (now known as Stirling Fort Capital Pte. Ltd.), will provide a stable long-term recurring income for the Group.

THANK YOU