



POLLUX  
PROPERTIES

FOURTEENTH ANNUAL GENERAL MEETING





POLLUX PROPERTIES LTD.  
FOURTEENTH ANNUAL GENERAL MEETING



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Fourteenth Annual General Meeting

# 1. FINANCIAL HIGHLIGHTS



## FINANCIAL HIGHLIGHTS – OVERVIEW

- PATMI increased 58% to \$0.23 million year-on year.
- Revenue increased 130% to \$24.12 million year-on-year.
- Strong balance sheet with cash and cash equivalents of \$9.71 million.
- Revenue from substantially sold projects that are recognised based on percentage of completion method.

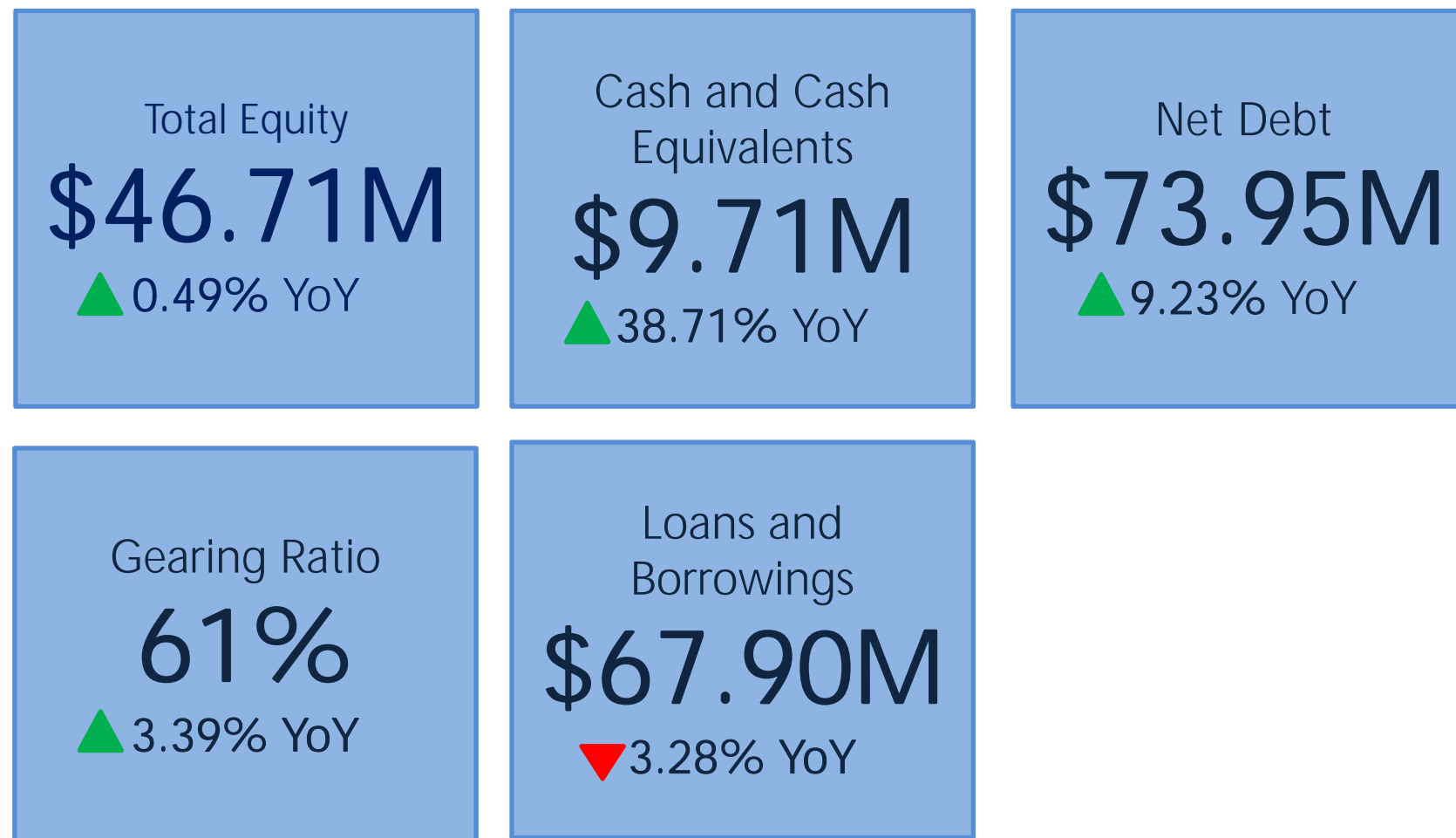


## FINANCIAL HIGHLIGHTS





## FINANCIAL HIGHLIGHTS







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## 2. OPERATION REVIEW



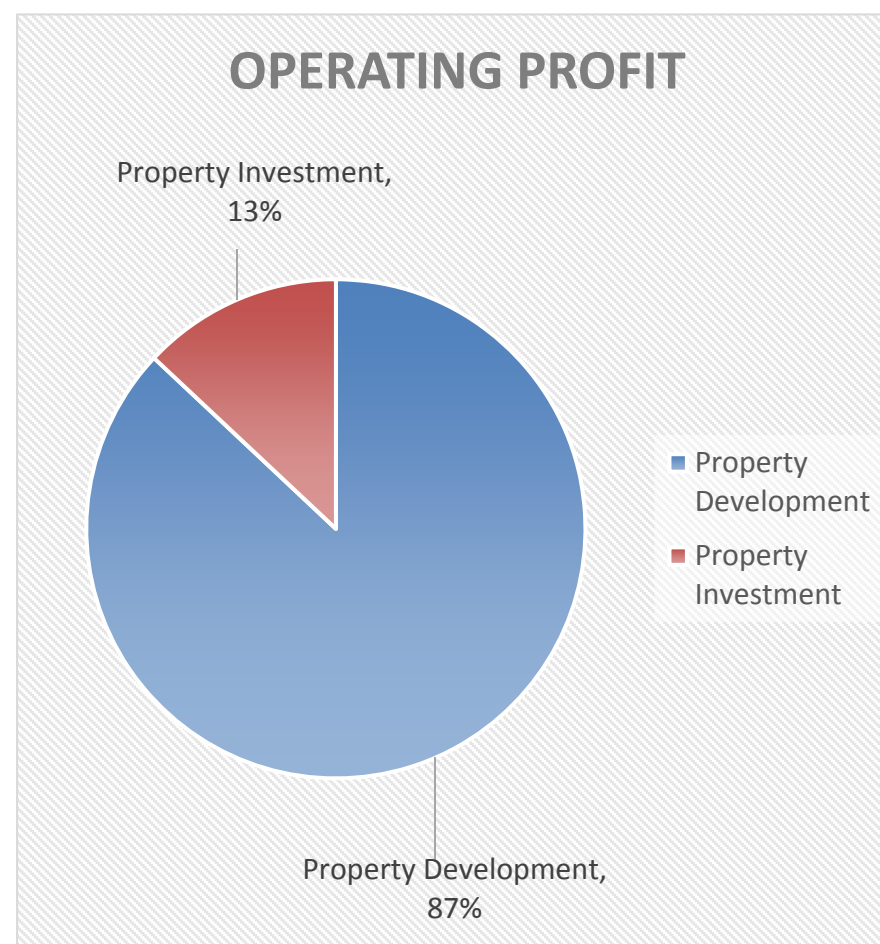
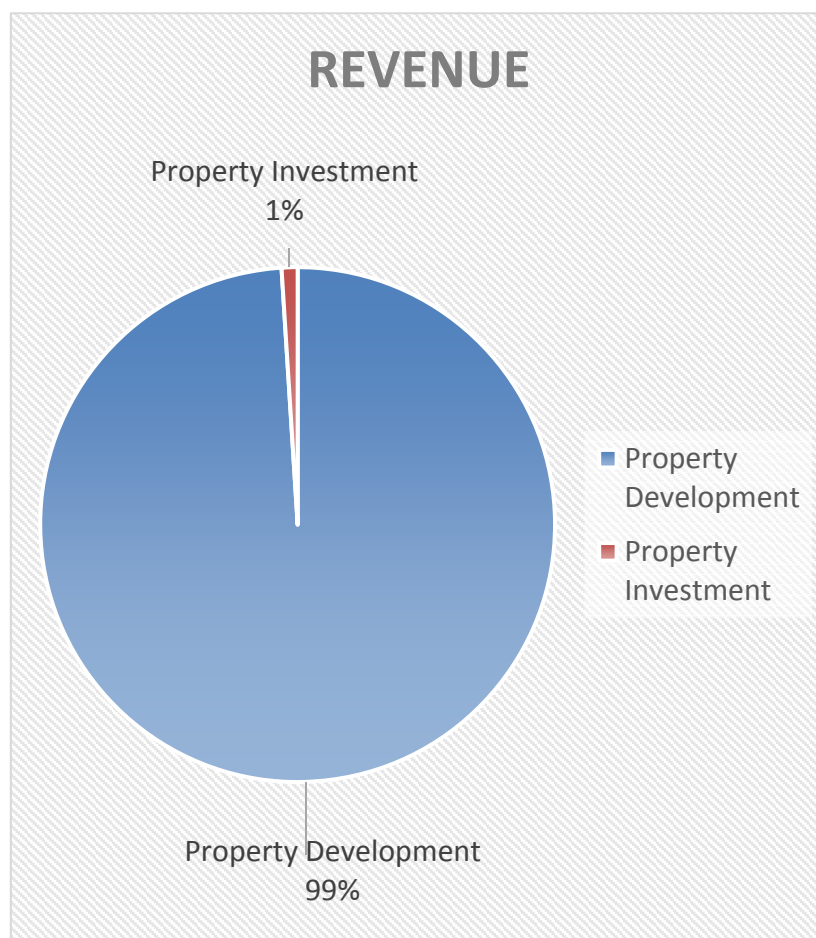
## OPERATION REVIEW - HIGHLIGHTS

- The Group's two core business segments are Property Development and Property Investment.
- Development properties are Park Residences Kovan, Metro Loft, Pavilion Square, Garden Park Residences, Mayfair Residences and Berkeley Residences
- Investment properties are Louis Serviced Residences located along Havelock Road and two retail shops located along Balestier Road.



## OPERATION REVIEW

### Revenue and Operating Profit in FY2013/14 By Business Segments





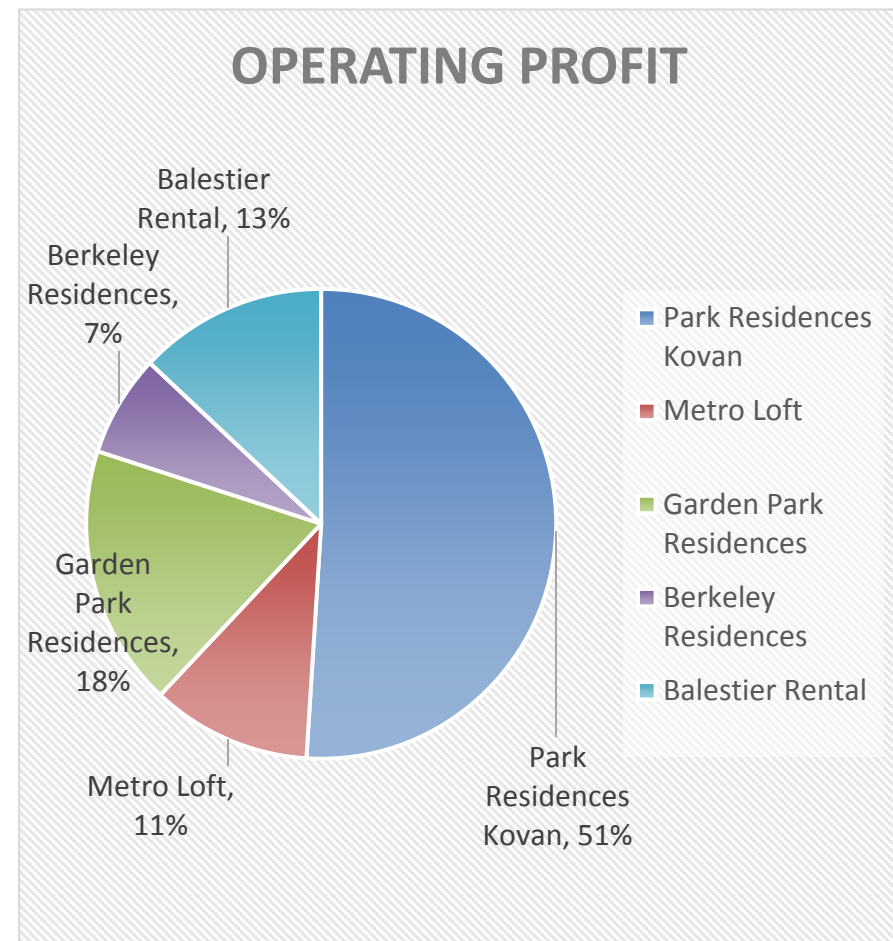
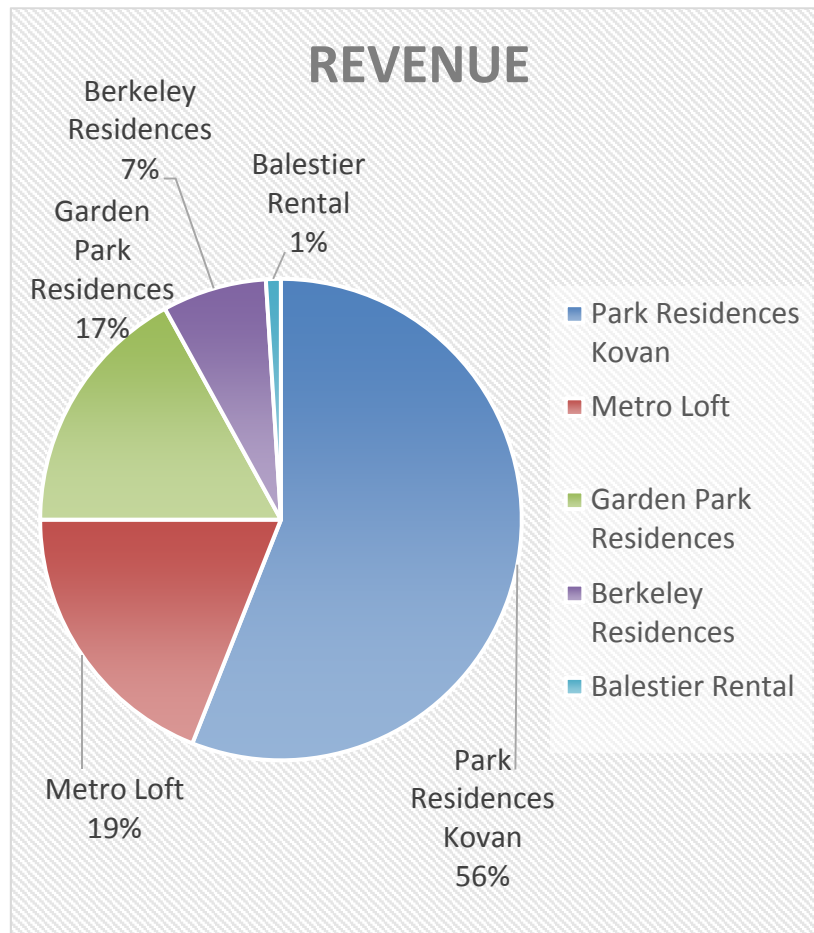
## OPERATION REVIEW - HIGHLIGHTS

- Property Development segment contributed 99% of the Group's revenue and 87% of the operating profit in FY2013/14.
- Property Investment segment contributed 1% of the revenue and 13% to the Group's operating profit.
- Successfully handed over all units of Park Residences Kovan.



# OPERATION REVIEW

## Revenue and Operating Profit in FY2013/14 By Projects





## DEVELOPMENT PROPERTIES – PARK RESIDENCES KOVAN

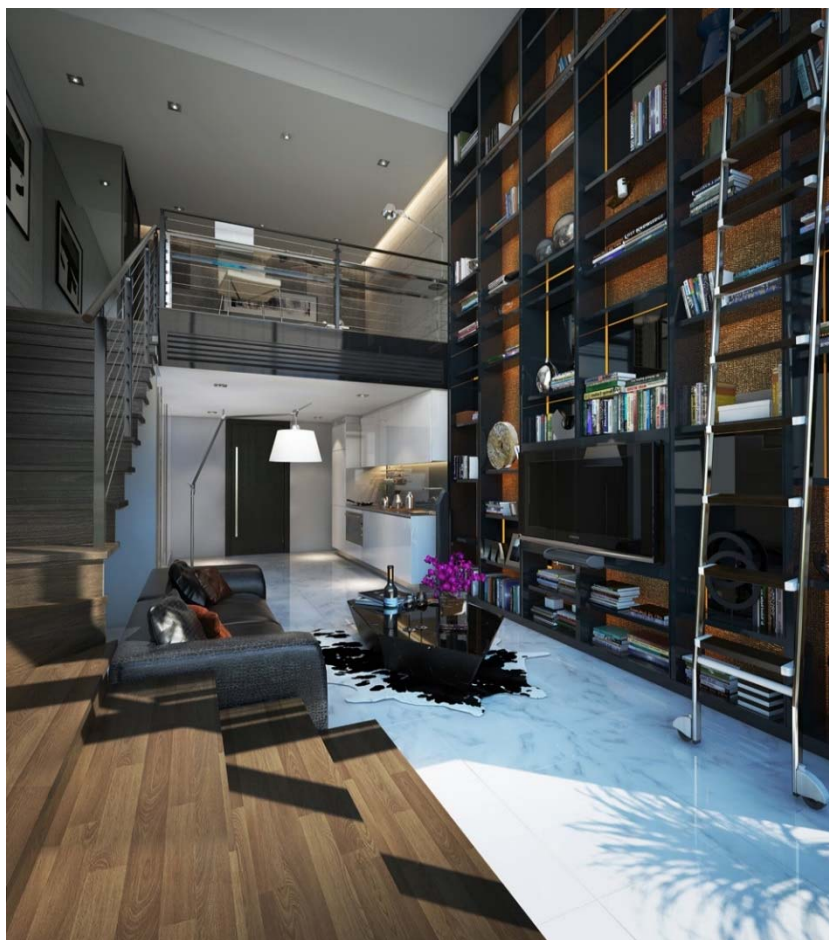


Address	831 Upper Serangoon
Acquisition date	March 2011
Land tenure	Freehold
Land area	1,118.90 sqm
Launch date	August 2011
Total units	41
% of units sold	100%
% of construction	100%
Estimated TOP date	Fully delivered in February 2014

\*Above information as of 25 June 2014.



## DEVELOPMENT PROPERTIES – METRO LOFT



METRO  
LOFT

Address	5 Lorong 27 Geylang
Acquisition date	October 2011
Land tenure	Freehold
Land area	469.70 sqm
Launch date	August 2012
Total units	31
% of units sold	100%
% of construction	34%
Estimated TOP date	June 2015

\*Above information as of 25 June 2014.





## DEVELOPMENT PROPERTIES – PAVILION SQUARE



\*50:50 joint venture with Goldman Morgan Holdings Pte. Ltd.

### **PAVILION SQUARE**

Address	345 Geylang Road
Acquisition date	March 2012
Land tenure	Freehold
Land area	Residential -660 sqm Commercial -690 sqm
Launch date	March 2013
Total units	42 Residential; 93 Commercial
% of units sold	95% Residential; 100% Commercial (40; 93)
% of construction	12%
Estimated TOP date	March 2016

\*Above information as of 25 June 2014.





## DEVELOPMENT PROPERTIES – GARDEN PARK RESIDENCES



Address	25 Lorong M Telok Kurau
Acquisition date	August 2011
Land tenure	Freehold
Land area	1,805.10 sqm
Launch date	April 2013
Total units	36
% of units sold	83% (30 units)
% of construction	20%
Estimated TOP date	December 2015

\*Above information as of 25 June 2014.



## DEVELOPMENT PROPERTIES – MAYFAIR RESIDENCES



Address	531 East Coast Road
Acquisition date	January 2012
Land tenure	Freehold
Land area	2,109.10 sqm
Launch date	May 2013
Total units	20
% of units sold	60% (12 units)
% of construction	0%
Estimated TOP date	June 2016

\*Above information as of 25 June 2014.



## DEVELOPMENT PROPERTIES – BERKELEY RESIDENCES



### BERKELEY RESIDENCES

Address	11 Lorong N Telok Kurau
Acquisition date	July 2011
Land tenure	Freehold
Land area	1,125.80 sqm
Launch date	November 2013
Total units	22
% of units sold	100%
% of construction	15%
Estimated TOP date	December 2015

\*Above information as of 25 June 2014.



## DEVELOPMENT PROPERTIES

PROJECTS	LAUNCH	TOTAL AREA (SQM)	TENURE	TOTAL UNITS	UNITS SOLD	UNITS SOLD %	EST. TOP	CONSTRUCTION PROGRESS % (AS OF 31.3.14)
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	34
Pavilion Square* (Residential)	March 2013	660.00	Freehold	42	40	95	March 2016	12
Pavilion Square* (Commercial)	March 2013	690.00	Freehold	93	93	100	March 2016	12
Garden Park Residences	April 2013	1805.10	Freehold	36	30	83	December 2015	20
Mayfair Residences	May 2013	2109.10	Freehold	20	12	60	June 2016	0
Berkeley Residences	November 2013	1125.80	Freehold	22	22	100	December 2015	15
<b>6 Projects</b>		<b>7978.60</b>		<b>285</b>	<b>269</b>	<b>94</b>		

\*Above information as of 25 June 2014.

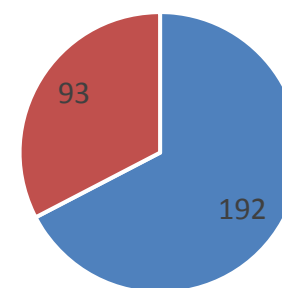
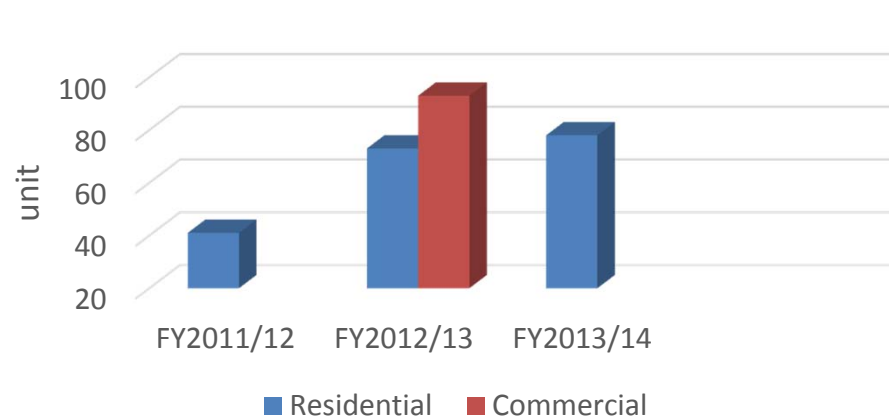
\*50:50 joint venture with Goldman Morgan Holdings Pte. Ltd.



## PROJECTS LAUNCHED IN FY2011/12-2013/14

PROJECTS	FY2011/12	FY2012/13	FY2013/14
Park Residences Kovan	41		
Metro Loft		31	
Pavilion Square (Residential)		42	
Pavilion Square (Commercial)		93	
Garden Park Residences			36
Mayfair Residences			20
Berkeley Residences			22
	<b>41</b>	<b>166</b>	<b>78</b>

Unit Launched



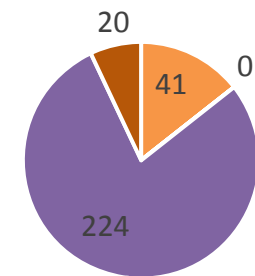
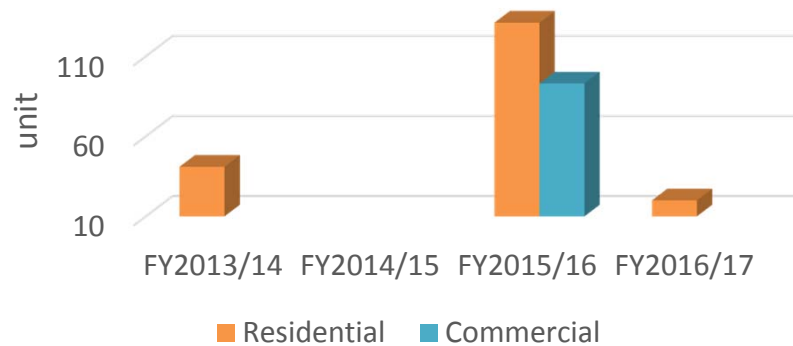
■ Residential ■ Commercial



# PROJECTS TOP & HANDOVER IN FY2013/14-2016/17

PROJECTS	FY2013/14	FY2014/15	FY2015/16	FY2016/17
Park Residences Kovan	41			
Metro Loft			31	
Pavilion Square (Residential)			42	
Pavilion Square (Commercial)			93	
Garden Park Residences			36	
Mayfair Residences				20
Berkeley Residences			22	
	41	0	224	20

Handover unit



■ FY2013/14 
 ■ FY2014/15 
 ■ FY2015/16 
 ■ FY2016/17



## QUARTERLY SALES BY PROJECTS

PROJECTS	LAUNCH	Q2'11/12	Q3'11/12	Q4'11/12	Q1'12/13	Q2'12/13	Q3'12/13	Q4'12/13
Park Residences Kovan	Aug 11	41	Sold out	Sold out	Sold out	Sold out	Sold out	Sold out
Metro Loft	Aug 12					28	3	Sold out
Pavilion Square (Residential)	Mar 13							9
Pavilion Square (Commercial)	Mar 13							91
Garden Park Residences	Apr 13							
Mayfair Residences	May 13							
Berkeley Residences	Nov 13							
<b>Total units</b>		<b>41</b>	<b>Nil</b>	<b>Nil</b>	<b>Nil</b>	<b>28</b>	<b>3</b>	<b>100</b>





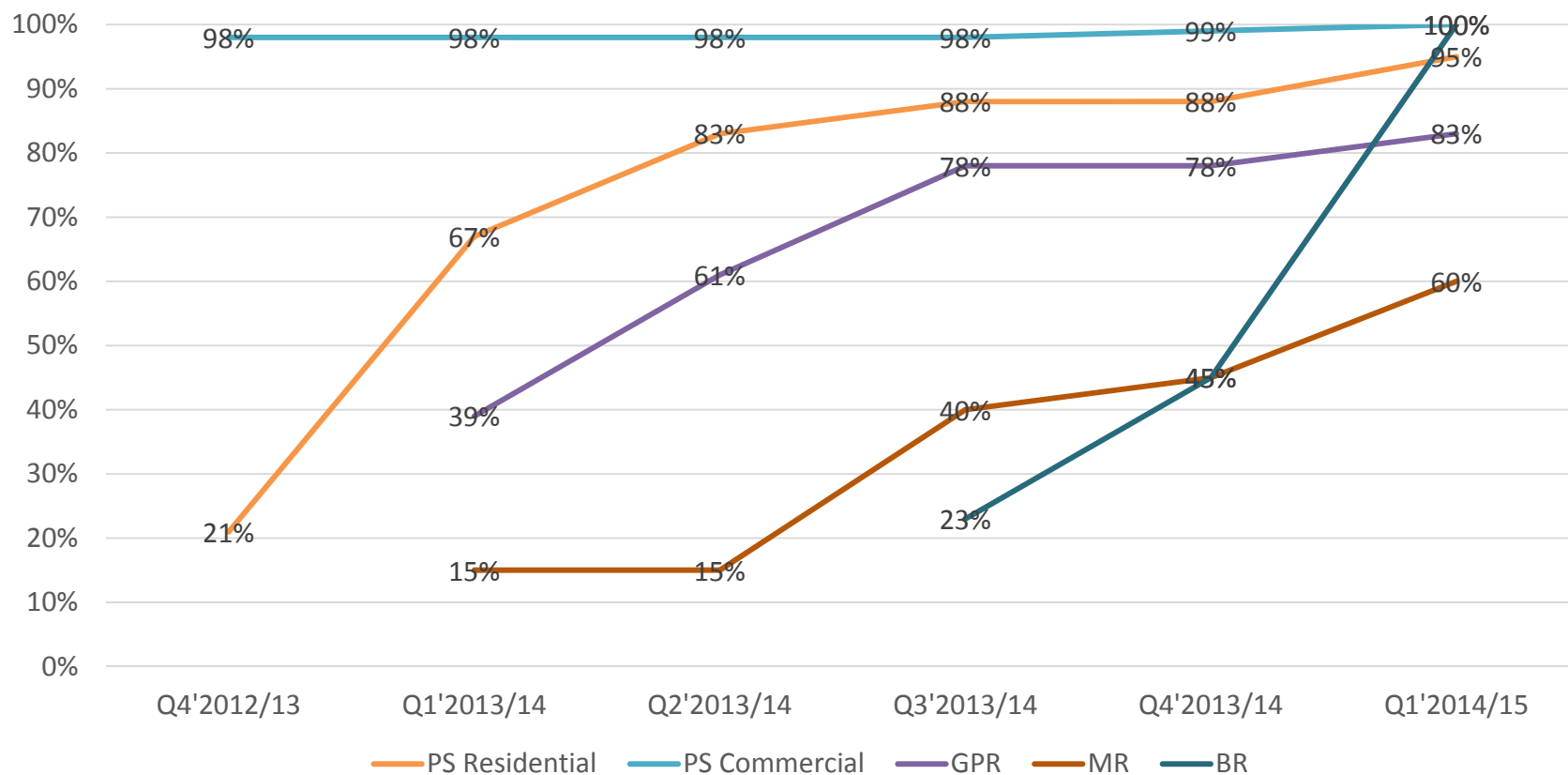
## QUARTERLY SALES BY PROJECTS

PROJECTS	LAUNCH	Q1'13/14	Q2'13/14	Q3'13/14	Q4'13/14	Q1'14/15
Park Residences Kovan	Aug 11	Sold out	Sold out	Sold out	Sold out	Sold out
Metro Loft	Aug 12	Sold out	Sold out	Sold out	Sold out	Sold out
Pavilion Square (Residential)	Mar 13	17	9	2	0	3
Pavilion Square (Commercial)	Mar 13	0	0	0	1	1
Garden Park Residences	Apr 13	14	9	5	0	2
Mayfair Residences	May 13	3	0	5	1	3
Berkeley Residences	Nov 13			5	5	12
<b>Total units</b>		<b>34</b>	<b>18</b>	<b>17</b>	<b>7</b>	<b>21</b>





## QUARTERLY SALES BY PROJECTS (expressed in percentage)





## INVESTMENT PROPERTIES – BALESTIER RETAIL SHOPS



### 432 BALESTIER ROAD

Unit number	#01-438 & #01-440
Land tenure	Freehold
Total Leasable area	240 sqm



## INVESTMENT PROPERTIES – LOUIS HAVELOCK



### 554 HAVELOCK ROAD

Land tenure	Leasehold
Land Area	2109.10 sqm
Total Leasable area	4586.70 sqm
Total units	96 units
1 bedroom	60 units
2 bedroom	30 units
3 bedroom	6 units
Operation commencement date	Second half of 2014



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# 3. MARKET OUTLOOK



## MARKET OUTLOOK – PRIVATE RESIDENTIAL

- There is a caution mood and wait-and-see stance among buyers due to various cooling measures introduced by the Singapore Government.
- The combined effects of the market cooling measures, especially the Additional Buyer Stamp Duty (ABSD) and Total Debt Servicing Ratio (TDSR) framework which was implemented by the Singapore Government last year, have affected the demand of residential apartments.

Source : URA, Q12014; Savills; SLP



## MARKET OUTLOOK – SERVICED RESIDENCES

- Serviced Residences have been in existence for about 30 years, the industry only came into prominence in early 2000 due to the growing worldwide trend of companies growing globally, which has led to greater staff mobility and requirement of its staff to stay away longer on business trips or on temporary assignments.
- Expatriate populations have grown rapidly too due to growth in corporations relocation.
- Demand for serviced residences that provide larger living space and hotel alike services, has since increased exponentially to meet the needs of the corporate travelers and their families.



## MARKET OUTLOOK – SERVICED RESIDENCES

- At the moment, Singapore has a low supply of serviced residences with 1.8 units per 1,000 business visitors as compared with 5.3 units per 1,000 business visitors in Hong Kong and New York.



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# 4. GOING FORWARD





## GOING FORWARD

### Investment Properties

- To seek opportunities in investment properties in Singapore.
- To enter into the serviced residences sector with the launch of the Louis Serviced Residences in the second half of 2014.

### Overseas Growth

- To seek opportunities in investment properties in the Southeast Asia region, such as Indonesia.



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