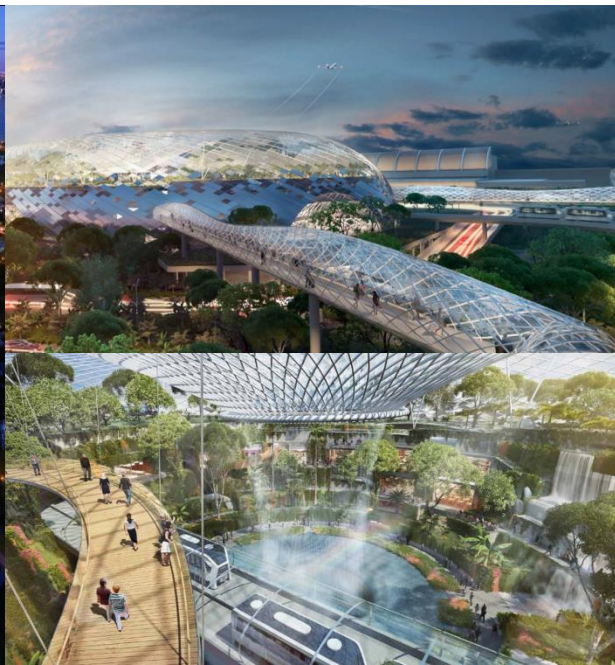


ROWSLEY

## 2Q FY14 Results

6 August 2014





# Company Overview



# Transforming Rowsley

- Transforming from passive investment holding firm to multi-disciplinary real estate company with two deals completed in September 2013
- Rowsley has unique end-to-end real capabilities from investment to development, architectural, engineering and town planning
- Strategy is to build a robust investment and development pipeline starting with waterfront site in Iskandar with potential to yield a combined GFA of 10 million sq ft
- Strong recurrent income from RSP, an award-winning regional architectural, engineering and town planning practice, to balance lumpiness of future development profits
- Listed on the SGX Mainboard with market capitalisation of about S\$979 million\*.

# Transformational deals



**Acquired for S\$358.0m** by issuing  
2.39b shares at S\$0.15 per share  
*(Completed September 2013)*

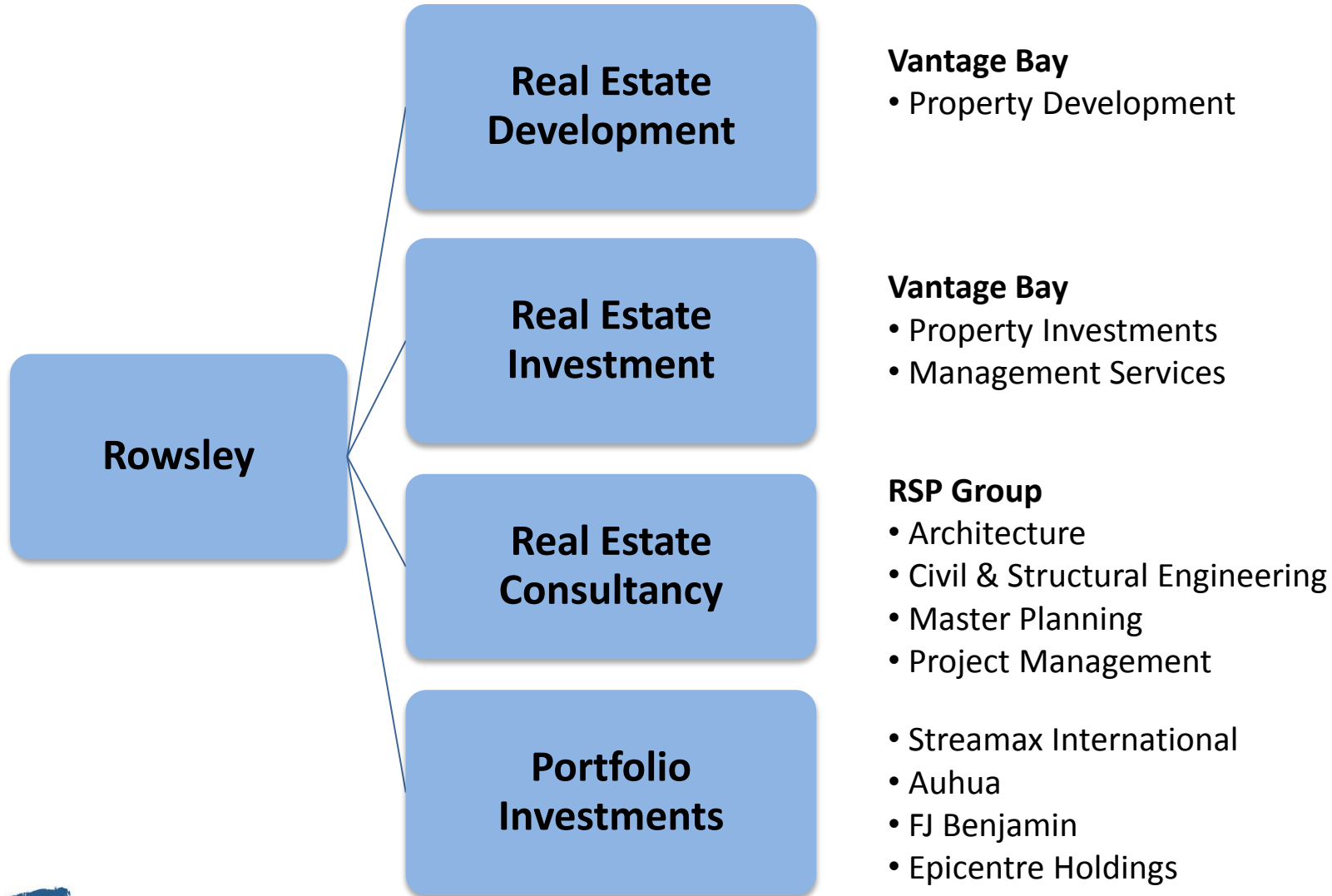


**Acquired for S\$187.5m** by issuing up to  
1.25b shares at S\$0.15 per share  
*(Completed September 2013)*

## Issue of Free Warrants

- Existing shareholders receive two free warrants for each existing share at S\$0.18 each
- Assuming all warrants exercised, Rowsley will receive S\$356.1m
- Warrants will expire on 10 October 2016

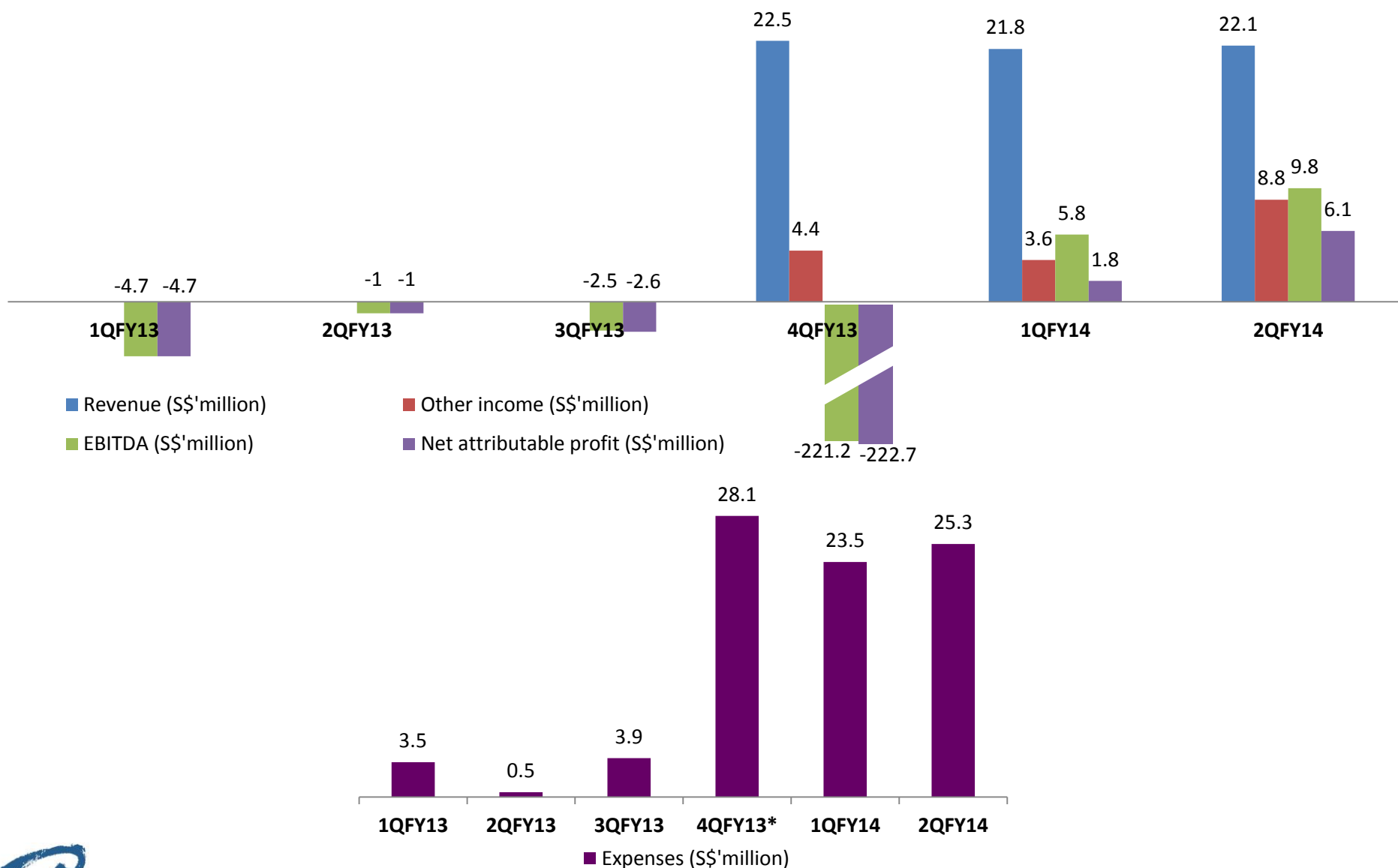
# Our Multi-Disciplinary Real Estate Business



# Financial Highlights

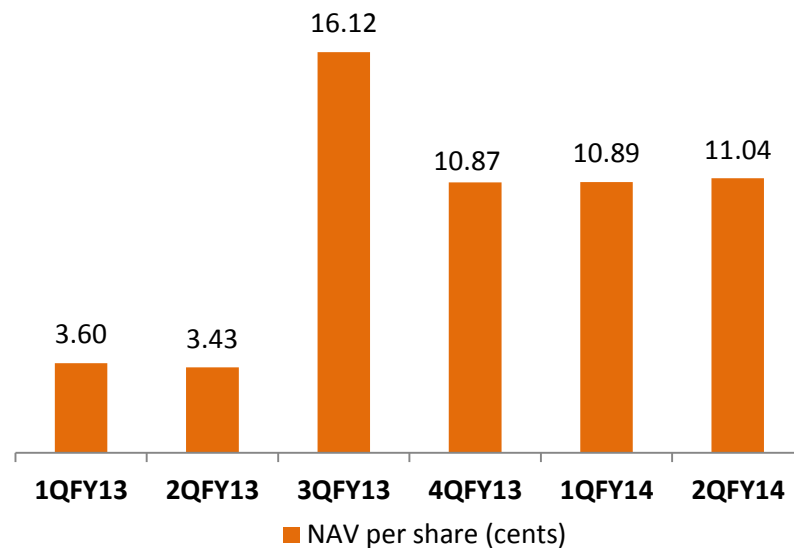
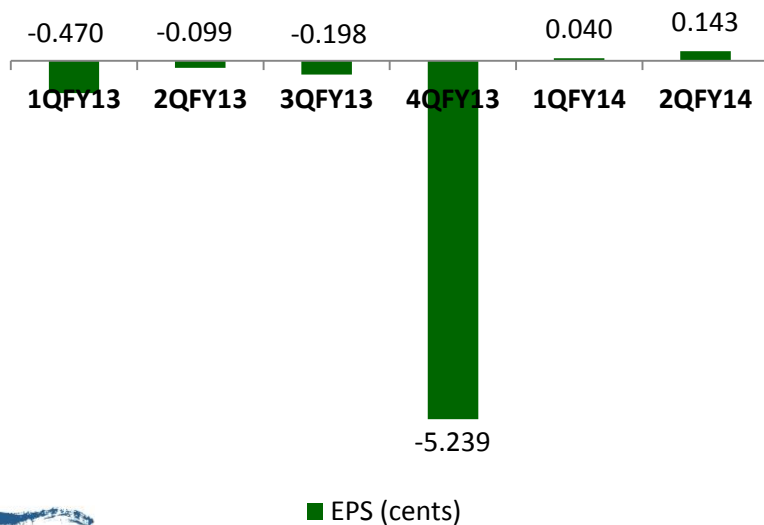
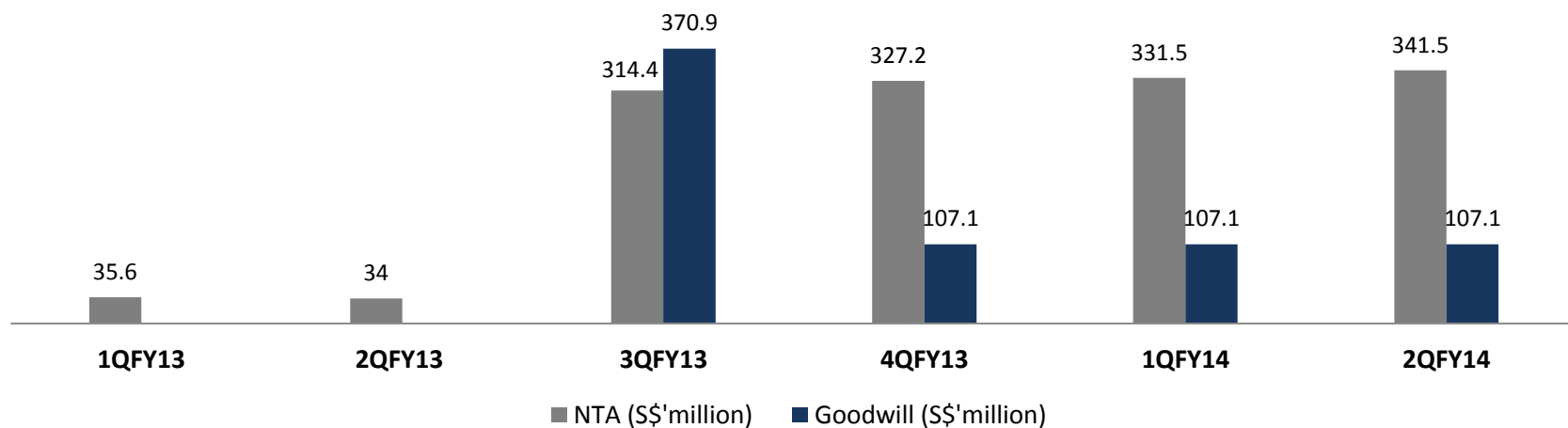
\$'000	2Q FY14	2Q FY13	% change	1H FY14
Revenue	22,136	-	NM	43,970
Other income (excludes interest income)	8,767	-	NM	12,362
Total expenses*	25,274	481	5,154	48,733
Share of profit from associated companies	650	(533)	NM	984
EBITDA	9,849	(1,001)	NM	15,685
Net attributable profit	6,091	(975)	NM	7,920
NTA	341,460	33,961	905	341,460
Goodwill	107,092	-	NM	107,092
EPS (cents)	0.143	(0.099)	NM	0.186
NAV per share (cents)	11.04	3.43	222	11.04

# Financial Highlights



\*excludes goodwill writedown of S\$221.2 mil related to acquisition of RSP

# Financial Highlights

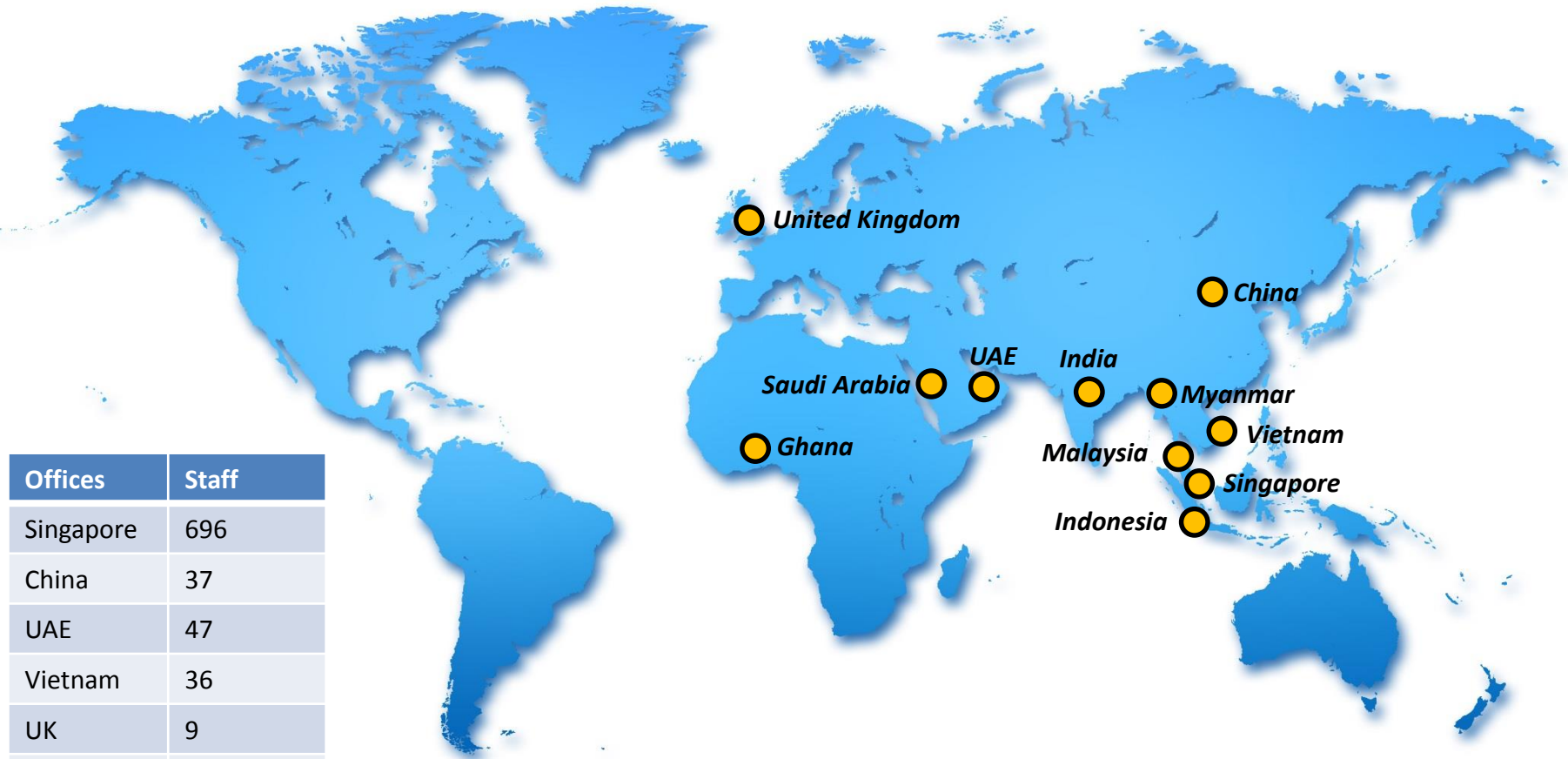




# RSP Architects, Planners & Engineers



# RSP's International Presence



Offices	Staff
Singapore	696
China	37
UAE	47
Vietnam	36
UK	9
Malaysia*	22
India*	344
<b>Total</b>	<b>1191</b>

**Legend**  
● denotes location of RSP's projects

\*RSP Malaysia and RSP India are affiliates of the RSP group of companies



# Solid Client Base

## Blue Chip MNCs



## Govt / Govt-Linked

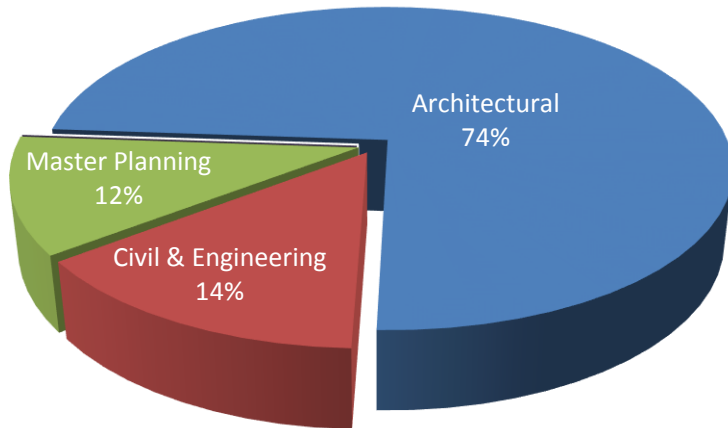


## Major Developers

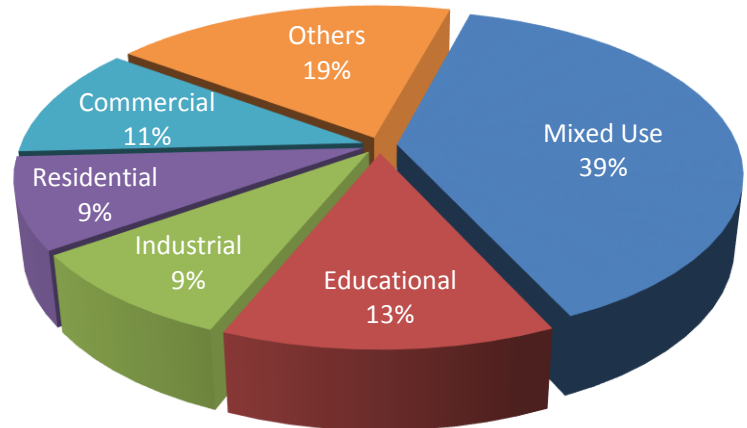


# RSP's Diversified Revenue

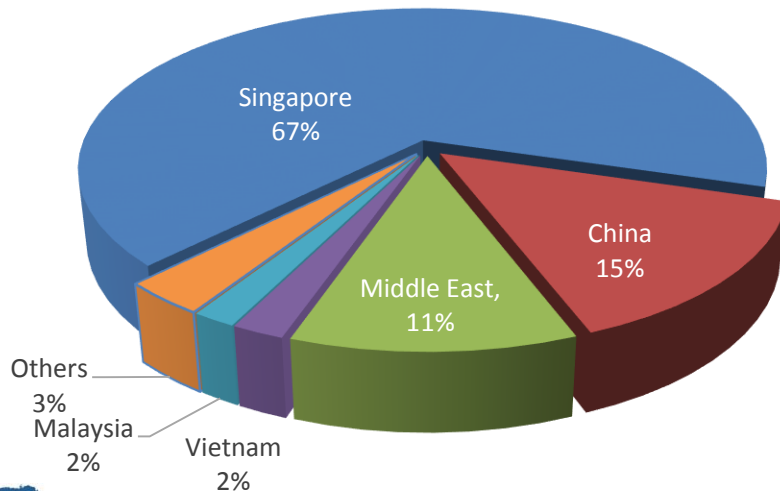
## By Service Type



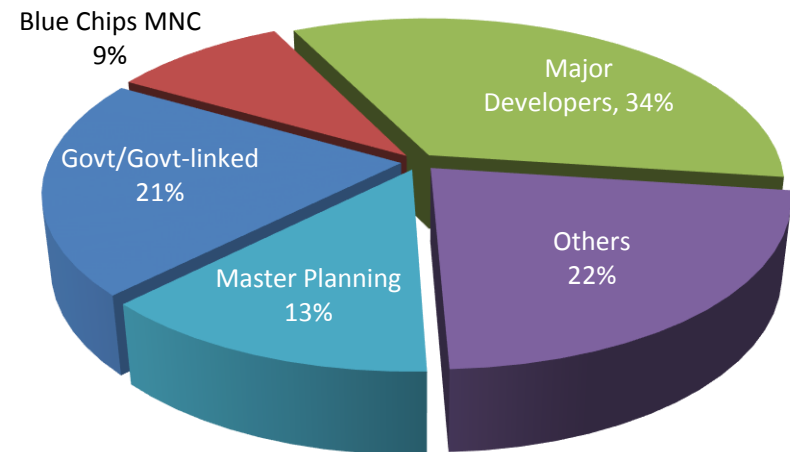
## By Segment



## By Geography



## By Customer Type



# Vantage Bay



**VANTAGE**  
B A Y



# VB is the new JB



- Prime freehold waterfront location
- 1km from Johor CIQ and close to Singapore
- Fully integrated lifestyle development
- 10-year project, 10 million square feet of potential space
- One of four nodes awarded special tax incentives
- Adjacent to 300-bed hospital and medical hub, operated by Singapore's Thomson Medical Group.

# SKIES: Tallest Residence in JB



- First phase, SKIES, awaiting advertising permit and developer's licence
- Two 75-storey apartment blocks on 1.2 hectare land with unparalleled views of JB and Singapore
- 1,074 apartments ranging from 600 sq ft studios to 5,000 sq ft penthouses. Net sellable area of 1.03 million sq ft
- Target markets: Malaysia, Singapore, Indonesia, and China including Hong Kong.



# One of the Largest Entertainment and Lifestyle Hubs in JB and Singapore



- 2.9 hectare of land earmarked for commercial development
- Retail, office, hotel, service apartments and convention centre
- Facilities will include hypermart, cineplex, and JB's only ice-skating rink
- Integrated and linked to apartments by elevated waterfront promenade flanked by shops and eateries
- One-stop entertainment-lifestyle hub with 1 million sq ft of net lettable space.

# A Unique Product



- ☐ Location
- ☐ View
- ☐ Lifestyle
- ☐ Quality



# Managing Risks in Iskandar

No	Risks	Mitigations
1	Regulatory: Property cooling measures & toll charges dampen market sentiment	<ul style="list-style-type: none"> <li>○ Strong support from federal and state authorities                             <ul style="list-style-type: none"> <li>• IRDA and MOF have granted Vantage Bay node status, fiscal and non-fiscal incentives</li> <li>• PTG exempted project from RM1 million threshold</li> <li>• PTG increased foreign buyer quota from 30% to 92%</li> </ul> </li> </ul>
2	Market: oversupply situation	<ul style="list-style-type: none"> <li>○ A strong integrated product with superior design</li> <li>○ Excellent location with strong USPs, near Medical Hub</li> <li>○ Foreign investments have raised international profile of Iskandar: demand seen beyond Singapore and Malaysia</li> </ul>
3	Financing	<ul style="list-style-type: none"> <li>○ Strong support from banks for SKIES project financing and end financing</li> <li>○ Debt free balance sheet bolstered by warrant conversions</li> <li>○ Project debt will be in MYR, minimise exchange risk</li> </ul>
4	Operations (risks of operating in a foreign market)	<ul style="list-style-type: none"> <li>○ Built a team of experienced staff</li> <li>○ Large RSP practice in Malaysia</li> </ul>



# Summary

- Rowsley's strategy of transforming from investment holding company to regional real estate player with broad capabilities is gaining momentum
- RSP's stable, recurrent income continues to support transformation strategy, and balances lumpiness in future development profits
- Rowsley monitoring market while it prepares for Iskandar launch, remains debt-free
- Zero gearing positions Group for future opportunities without straining balance sheet.

# Thank You

