



DEVELOPING PRIME PROPERTIESTHAT STAND THE
TEST OF TIME

BRINGING CREATIVITY
& INNOVATION
TO EVERY PROJECT





PACIFIC STAR

An ASEAN-Focused Developer listed on the Singapore Stock Exchange

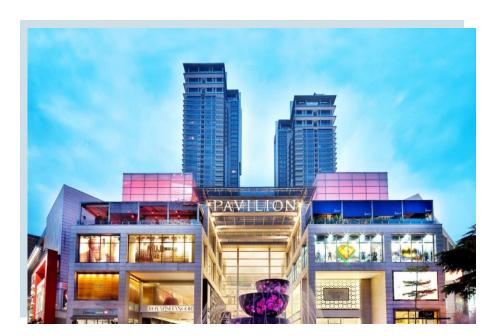
13 November 2017



Pacific Star Development listed on the Singapore Stock Exchange,

is an ASEAN-focused real estate developer with over 10 years of experience investing and developing award-winning mixed-use and prime residential developments in key gateway cities across ASEAN countries.

The Group's non-property division comprises its aluminium building works business in Singapore with a BCA top grading (L6) and over 30 years of solid track record.



The Pavilion, Kuala Lumpur, a mega mixed-use development project which was part of the Baitak Asian Real Estate Fund, where its two luxury residential apartment towers set the record in 2007 for highest PSF prices when launched.

Key differentiators

Core expertise in development and investment management

Multi-disciplinary skill set

Strong ASEAN regional network

Rigorous corporate governance

Proven track record

- An established real estate investment and development management platform in Southeast Asia with senior management team since 2004
- Evolution from more than a decade's experience as an investment manager in development projects have honed expertise in evaluating, structuring, acquisition, developing and managing property development projects
- Local experience, relationships and knowledge of real estate markets in ASEAN with deal origination capabilities in securing off-market acquisition opportunities
- Strong proven track record as a successful investment manager with strict due diligence, corporate governance and risk mitigation practices
- Developer of prime mixed-use projects in strategic locations in ASEAN

PROPERTY DIVISION | Strategic Business Direction - ASEAN Footprint



- Originate deals and identify prime projects for investment and development, tapping on a strong network of relationships with leading real estate players throughout ASEAN
- Utilizing exclusive relationships, network, reputation & expertise to secure off-market prime land for future new pipeline projects
- Capitalise on rising affluence and urbanisation trends in ASEAN by developing lifestyle real estate in major ASEAN capital cities, in the following growth areas:









Resort Retirement Communities that feature medical real estate offering healthcare and wellness amenities

PROPERTY DIVISION | Strategic Business Direction - ASEAN Footprint



Southeast Asia is poised to become a Global Economic Powerhouse

- Combined population of over 630 million in a geographical area blessed with rich natural resources (Source: United Nations Population Division, 2015)
- Young demographics e.g.. half of Indonesia population is below 30 years old (Source: The World Factbook 2013-14, Central Intelligence Agency)
- Burgeoning middle income population that are literate, employable and highly skilled (Source: Nielsen Estimates, DBS Bank / UNESCO Institute of Statistics)
- Rapid urbanisation occurring in all ASEAN cities (Source: United Nations, World Urbanization Prospects, 2014 Revision)
- Consumption and consumerism are evident amongst middle and upper income classes (Source: ASEAN Consumer Report, Nielsen 2015 / Urban world: The global consumers to watch, McKinsey)
- Urban world: The global consumers to watch, McKinsey)
 High savings rate and preference for real estate ownership are positive for real estate market (Source: The World Bank Group)
- Intra ASEAN tourism & travel spurs local economies and job creation in the hospitality industry (Source: ASEAN Travel & Hospitality, DBS)
- Affluent and wealthy ASEAN populace are drivers of spending in lifestyle & leisure homes (Source: Investasean.asean.org)
- Wealthy aging baby boomers shall drive demand for retirement homes and communities (Source: Urban world: The global consumers to watch, McKinsey)
- Healthcare spending is increasing and expected to rise in the foreseeable future (Source: Frost & Sullivan, The Rise & Impact of the ASEAN Economic Community (AEC) Focus: Healthcare, 2015)





PORTFOLIO OF PROJECTS

- Track Record
- Current Projects

PROPERTY DIVISION Portfolio of Projects | Track Record



- Pacific Star Development has a proven solid track record as a successful Real Estate Investment Manager, having managed 3 closed-end real estate funds since 2005
- All projects were 100% sold upon completion

Baitak Asian Real Estate Fund



Societe Generale Singapore Prime Residential Fund



Asia Real Estate Prime Development Fund









PROJECTS UNDER DEVELOPMENT

- Premium mixed-use projects
- Located in key high potential locations
- Fully-fitted, move-in-condition



Puteri Cove Residences and Quayside, Iskandar Malaysia Expected completion: Q4 2017



The Posh Twelve, Bangkok
Multi-country sales launch is targeted in Q2 2017

PROPERTY DIVISION Portfolio of Projects | Current – Puteri Cove









- Luxury development with reputable partners
 - Puteri Cove Residences commands a premium price of RM 1,400 average psf, among the highest in Iskandar Malaysia
 - Only One°15 Marina Club in Iskandar Malaysia, with double the berths in its Singapore Sentosa Cove location
 - Pan Pacific Hotels Group shall debut Malaysia's first Pan Pacific
 Serviced Suites in Tower 3 which will be operational in the second quarter of 2018
- Units currently sold have already covered construction cost
 - Tower 1 and Tower 2 are nearly 75% sold to-date,
 - with Tower 3 as Pan Pacific Serviced Suites

This signature development has contributed to Pacific Star Development's reputation as one of the most successful developers in Iskandar Malaysia

HarbourFront (Singapore)

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PROPERTY DIVISION Portfolio of Projects | Current – Puteri Cove



Puteri Cove Residences and Quayside Iskandar Malaysia



Development Mix	Mixed-use development comprising luxury apartments, Pan Pacific Serviced Suites, SOHO and lifestyle retail centre.		
Location	Puteri Harbour, Iskandar Puteri, Iskandar Malaysia		
Land Tenure	Freehold		
Land Area	340,000 sq ft		
Expected TOP	Q4 2017		
Current Status	Tower 1 & Tower 2	Strata title units	
	Tower 3	Serviced suites managed by Pan Pacific Hotels Group	
	SOHO	Strata title units	
	Retail Centre	To be leased	

	Tower 1	Tower 2	Tower 3 Pan Pacific Serviced Suites	SOHO	Puteri Cove Quayside (<i>Lifestyle Retail Centre</i>)
Floors	32-storeys	32-storeys	32-storeys	3-storeys	2-storeys
Units	329	329	340 (205 to be operated as serviced suites)	56	78
Composition of Units			Suite 1 bedroom 2 bedroom Penthouse	Loft - 1 bedroom SOHO - 2 bedroom	F&B Retail





Location highlights:

- Only 10 minutes drive from Singapore via Tuas Second Link
- Direct transport by private ferry, express coach and future HSR
- 5 mins walk to Puteri Harbour International Ferry Terminal
- 10 minutes drive away from Iskandar Puteri HSR station, Gleneagles Medini Hospital, EduCity, Legoland, Pinewood Studios, Southern Industrial and Logistic Cluster, Golf & Country Clubs, and many more
- Near 2 tech parks Ascendas Tech Park and Mitsui Tech Park
- Geared towards knowledge workers, expatriates and medical and leisure tourists, with the Puteri Harbour area expected to see an influx of affluent new residents







2017/2018

Residential High-Rise Development - BEST IN MALAYSIA, 5-STAR

Residential Landscape Architecture - BEST IN MALAYSIA, 5-STAR

Mixed-Use Architecture - WINNER

Mixed-Use Development - WINNER

Apartment/Condominium Malaysia - WINNER



2016

Best Luxury Condo Development (South Malaysia) - WINNER

Best Residential Interior Design - WINNER

Best in Residential Architectural Design - HIGHLY COMMENDED

PROPERTY DIVISION Portfolio of Projects | Current – Puteri Cove











PROPERTY DIVISION Portfolio of Projects | Current – Puteri Cove (2-storey Lifestyle Retail Centre)





Puteri Cove Quayside will boast marina-front lifestyle stores, alfresco dining outlets, hipster cafes, supermarkets, grocery stores, medical clinics, convenience stores, food court and a comprehensive suites of amenities and services for the complete convenience of residents and its surrounding catchment, along a breezy promenade. Premium gourmet supermarket the Pasar, a brandname under the reputable Maslee supermarket chain has signed anchor tenancy of close to 13,000 sq ft at Puteri Cove Quayside, marking its first high-end flagship outlet in Iskandar Malaysia.

PROPERTY DIVISION Portfolio of Projects | Current – The Posh Twelve



The Posh Twelve Bangkok, Thailand



Located along Tiwanon, Road, an up-and-coming district within Bangkok's city fringe, with established amenities and next to a newly extended MRT station.

Development Mix	Mixed-use development comprising mid-end condominiums and lifestyle retail centre.	
Location	Tiwanon Road, Bangkok, Thailand	
Land Tenure	Freehold	
Land Area	80,127 sq ft	
Gross Floor Area	801,272 sq ft	
Current Status	Multi-country sales launch in Q2 2017	

Unique Selling Points

- Targeted at middle income white collar executives
- FREEHOLD in a high potential city fringe location
- 3 minutes walk to Ministry of Public Health MRT Station along Purple Line
- 3-minute drive to Expressway connecting to CBD
- 25-minute drive to Don Mueang Airport
- 45-minute drive to Suvarnabhumi International Airport
- Lush garden landscaping
- Extensive indoor and outdoor facilities and amenities
- Choice of Studio, 1-Bedroom, 2-Bedroom & Duplex featuring Innovative ID concepts, offering maximum value

PROPERTY DIVISION Portfolio of Projects | Current – The Posh Twelve



As the tallest twin towers in the area, The Posh Twelve is prominently located along Tiwanon Road surrounded by a myriad of amenities such as The Mall, Central Plaza Westgate, Esplanade Rattanathibet, Harrow International Schools, Nonthavej Hospital, Ministry of Public Health and Government Centre of Nonthaburi. Being just a 3-minute walk from the Ministry of Public Health MRT station on Bangkok's purple MRT line, it offers superb accessibility via MRT and expressway to Bangkok's City Centre, airports and places far and wide.

- 120 m (3 mins walk) from MRT Purple Line Ministry of Public Health Station
- 2 km (3 mins drive) from expressway connecting to downtown
- The MRT Purple Line is a rapid transit line developing under the Mass Rapid Transit Authority of Thailand (MRTA). The Purple Line starts from Nonthaburi Province commuting to Bangkok Metropolitan Area
- Residents of The Posh Twelve can easily connect to over 400 mass transit stations (including new stations to be built) and airport rail link within walking distance



Expressway to downtown



MRT Ministry of Public Health Station



PROPERTY DIVISION Portfolio of Projects | Current – The Posh Twelve













CORPORATE UPDATES

- Developments since Feb 2017
- Q3 2017 Results

DEVELOPMENTS SINCE FEB 2017





TOPLINE

Stars aligning for Pacific Star Development

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"The idea is to have an Ascan footprint and focus management timenergy and resources on this very good story,"

McOurton the group's Associationals.

With favourable macroeconomic conditions, the Group is in different stages of negotiations in Malaysia, Thailand, Indonesia and Vietnam and looks to expand its portfolio with several projects by 1H2018

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Pacific Star Development teams up with Dubai developer

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ingapore-Risted Pacific Star Develop ment than amounted that it is team ing up with Dahai developer DAMA fotensitional to leither develope from y moriest will be Moleya's and Thailann followed by Indonesia, Singapore and Very norsi Facific Sar Development and DAMA naterizational, will jointly attentify printed in cations in the gateway cities.

cations in key geteway cities.
The partnership will involve the desergement of not just residential protects, by
toopticity and creat proposed, as well. "Me
are looking at a broad spectrum of three
opment opportunities that wall capsulate or
Sixthoost Asia's (sing orthmis-inton, favous
able demographics and increating tourism,
says Gier Chan, CEO and managing direct
for of Partic Sax Development.

Chan is confident in the collaboration
as both partners' goals in Southeast Asia
are aligned. "We can leverage on each other's strongths to bring innovative, high-ord

real estate products to new markets in the region," he adds. DAMAC International is part of DAMAC

DAMAC International is part of DAMA Group, which has collaborated with global brands such as The Dump Organization, W. sace Home, Ferndi Casa and Bugantin delignsipantum properties over the past 15 years, conding to Pacific Star Development, DAM Caropy has delivered over 19,000 homes in Middle East, with more than 44,000 units including 13,000 hospitality units — in tpipeline, according to Pacific Star.

proprine, according to Pacific Stat.
One of DAMAC See projects that was
launched in early 2016 was the AVRON Cite
In Dubas, which is an entire city overloading
Dubas Cand. DAMAC launched a rose plass
to madernal unit at the development for
sale in April filts year. Positioned on a bus
troops from the project state of the project state
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adong Sheikh. Zorpel Road.

hstudios as well as one-, two- and three-bei down apartments. Two-bedroom units we ion AEDI. J. emillion (SERI, ASI) and above. While this collaboration with Pacific Star Development muries DAAC International Continuals and the Continuals made in the Series (Series Development Lisa always been used to be a series of the Continual Continuals and the Action Continuals (Series Development), this always been used to be a series of the Continual Continuals (Series Development), and always the Action Continuals (Series Development Continuals), and the Action Continuals (Series Continuals) and the Action Continuals (Series Continuals), and a series of the Continual Continuals (Series Continuals) and an attacks and analysis and action and action (Series Continuals).

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This year, the Group has made headway in its expansion of its property development business in ASEAN's gateway cities:

• May & Aug 17 -

The winning of <u>top international accolades</u> for <u>its develop</u>ment and management team

- Pacific Star Development's CEO named
 "2017 Malaysia Real Estate Personality of the Year"
- Pacific Star Development Limited's iconic Puteri Cove Residences and Quayside WINS TOP ACCOLADES at the Asia Pacific Property Awards 2017/2018
- Sep 17 -

An MOU with a <u>prominent Indonesian</u>

<u>Developer</u> for An Iconic Waterfront Project In

PIK 2, Jakarta

• Oct 17 -

A partnership with a <u>leading developer</u> in Dubai, **DAMAC International**, to jointly develop luxury properties across key cities in Southeast Asia



November 2017 17



	3Q2017	3Q2016	Chg	9M2017	9M2016	Chg
	(S\$'000)	(S\$'000)	%	(S\$'000)	(S\$'000)	%
Revenue	20,265	16,079	26	53,180	41,875	27
Gross Profit	10,042	8,372	20	25,682	20,623	25
Gross Profit Margin	49.6%	52.1%	(5)	48.3%	49.2%	(2)
Other Operating Income	245	21	1,067	3,061	327	836
Operating Expenses	1,619	1,532	6	5,732	4,369	31
Net Profit/(Loss) after Tax	5,361	4,468	20	11,547	10,472	10
Profit/(Loss) attributable to Equity Holders	2,158	2,053	5	3,964	4,514	(12)

(S\$'M)	3Q2017	2Q2017
Revenue	20.3	18.1
Net Profit/(Loss) after Tax	5.4	1.8*
Profit/(Loss) attributable to Equity Holders	2.2	(0.4)*

^{*}included S\$2.8m loss resulting from sale of Vehicle Sub-Division arising from waiver of receivables and non-controlling interest

EPS for 3Q2017 (ce	nts)		0.43
NTA per Share as at	: 30 Sep 2017 (cents)	6.14	
Share Price as at 10	Nov 2017		\$0.24
		No of Units Sold	% of Released Units
Sales Status as at	Puteri Cove	458	75%
31 Oct 2017	The Posh Twelve	462	60%



PROJECT PIPELINE

PROPERTY DIVISION Pipeline Projects (under negotiation*)



- Focus on increasing pipeline projects in Malaysia and Bangkok to build competitiveness and increase brand recognition.
- On-going negotiations in mid to advanced stages with land owners and strategic partners in Malaysia and Bangkok to develop 400,000 sqm GFA in various prime locations
- Exploratory discussions with landowners in Jakarta and Ho Chi Minh City
- Continue to work towards realising mid to long term goal of making PSD a premium ASEANfocus developer in mixed-use, high end residential, niche resorts and silver-care projects in tandem with solid demand
- Leverage and hone PSD's multi-faceted development know-how to augment bottomline and return on equity for shareholders

^{*} The negotiations may or may not lead to the entry into any formalised agreements.





Iskandar Pu	iteri, Malaysia		
	Development Mix	MICE and event venue integrated with retail mall, office tower, luxury 5-star class hotel, branded residences and apartments.	
PROJECT 1	Development Strategy	 Integrated mixed-use development with 5-star class hotel and apartments for sale to middle-upper income buyers from Singapore, Indonesia and Malaysia, China/Hong Kong, Korea etc. Walking distance to Puteri Harbour International Ferry Terminal and within 10 minutes' drive to Gleneagles Hospital, Ascendas/Mitsui Techpark, Pinewood Studios and HSR Station. 	
	Development Mix	Integrated healthcare and retirement community	■ Iska
PROJECT 2	Development Strategy	 Mixed-use development comprising office suites, medical suites, retail and branded hotel suites Walking distance to world-class hospital 10 minutes' drive to Puteri Harbour International Ferry Terminal, Ascendas/Mitsui Techpark and HSR Station. 25 minutes drive away from Senai International Airport, which offers direct flights to and from major Indonesian and Chinese cities 	

Iskandar Puteri, Malaysia

PROPERTY DIVISION Pipeline Projects (under negotiation*)



Kuala Lumpur, Malaysia				
PROJECT 1	Development Mix	Mixed-use development comprising 5-star class hotel, luxury apartments, Grade A office and high-end retail centre		
	Development Strategy	 Iconic design as a landmark project for sale to high end buyers from Singapore, China/Hong Kong, Korea, Indonesia and Malaysia etc. Branding with luxury hotels 		
PROJECT 2	Development Mix	Integrated mixed-use development comprising office, luxury residences, serviced apartments and retail		
	Development Strategy	Iconic projectBranding with luxury brandnames		



PROPERTY DIVISION Pipeline Projects (under negotiation*)



Bangkok, Thailand				
PROJECT 1	Development Mix	Luxury mixed-use project comprising high-end apartments and lifestyle commercial F&B premises		
	Development Strategy	 Develop mixed-use projects in prime Bangkok residential areas for sale to affluent Thais and foreigners Commercial premises shall be occupied by established F&B outlets and convenience stores. 		
	Development Mix	Luxury Residences		
PROJECT 2	Development Strategy	For sale to affluent Thais and foreigners		





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