



**DEVELOPING
PRIME PROPERTIES
THAT STAND THE
TEST OF TIME**

**BRINGING CREATIVITY
& INNOVATION
TO EVERY PROJECT**



PACIFIC STAR
DEVELOPMENT LIMITED

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**

- **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:



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*)
- 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*)

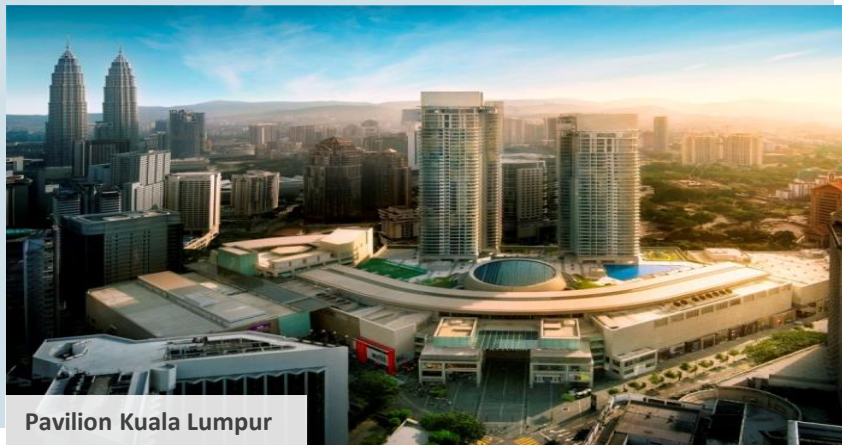


PORTFOLIO OF PROJECTS

- Track Record
- Current Projects

- 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

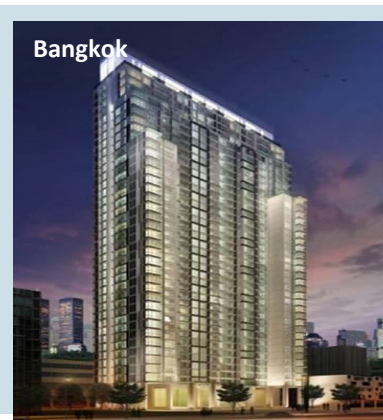
Baitak Asian Real Estate Fund



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



PUTERI HARBOUR
INTERNATIONAL
FERRY TERMINAL

Ferry services from **Puteri Harbour** to
HarbourFront (Singapore)

STRAITS OF JOHOR



- 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)

STRAITS OF JOHOR

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 (Lifestyle Retail Centre)
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	1 bedroom 2 bedroom - incl. dual key unit 3 bedroom - incl. dual key unit Penthouse		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





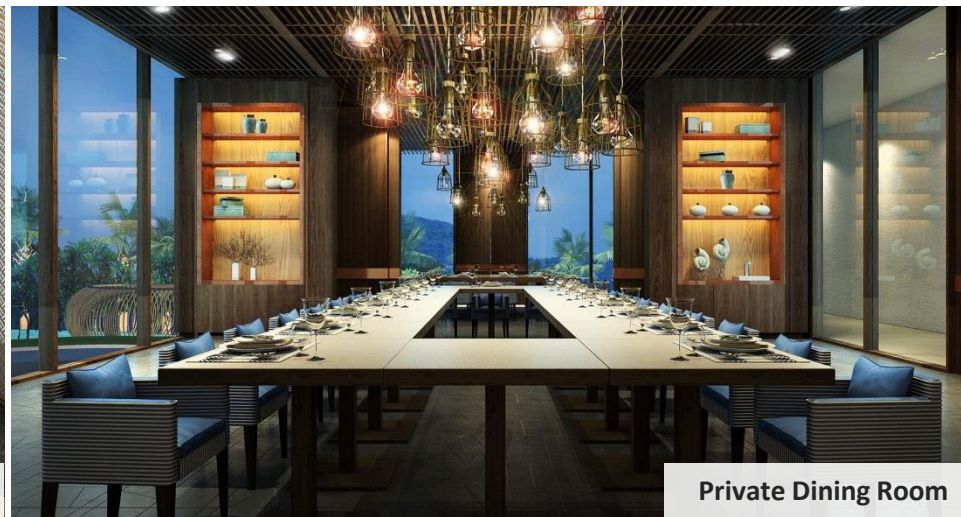
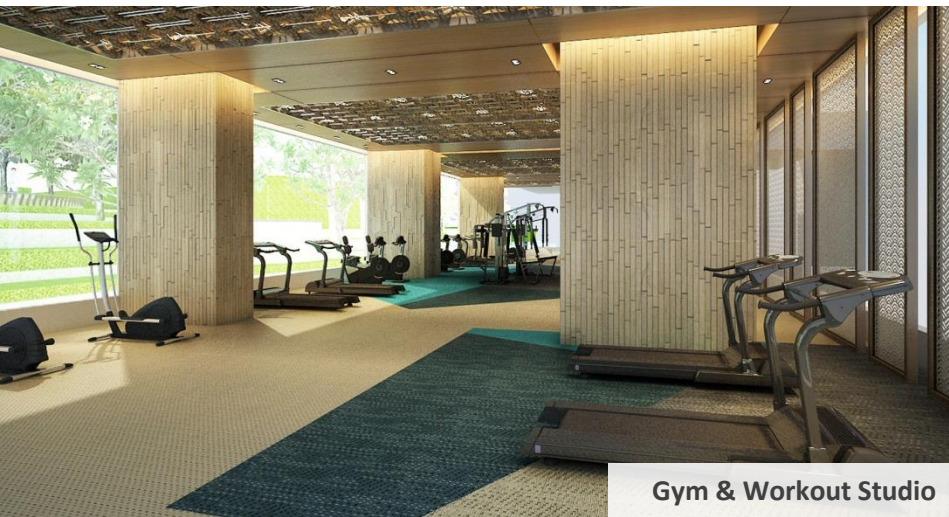
2017/2018

- 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**





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.

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.

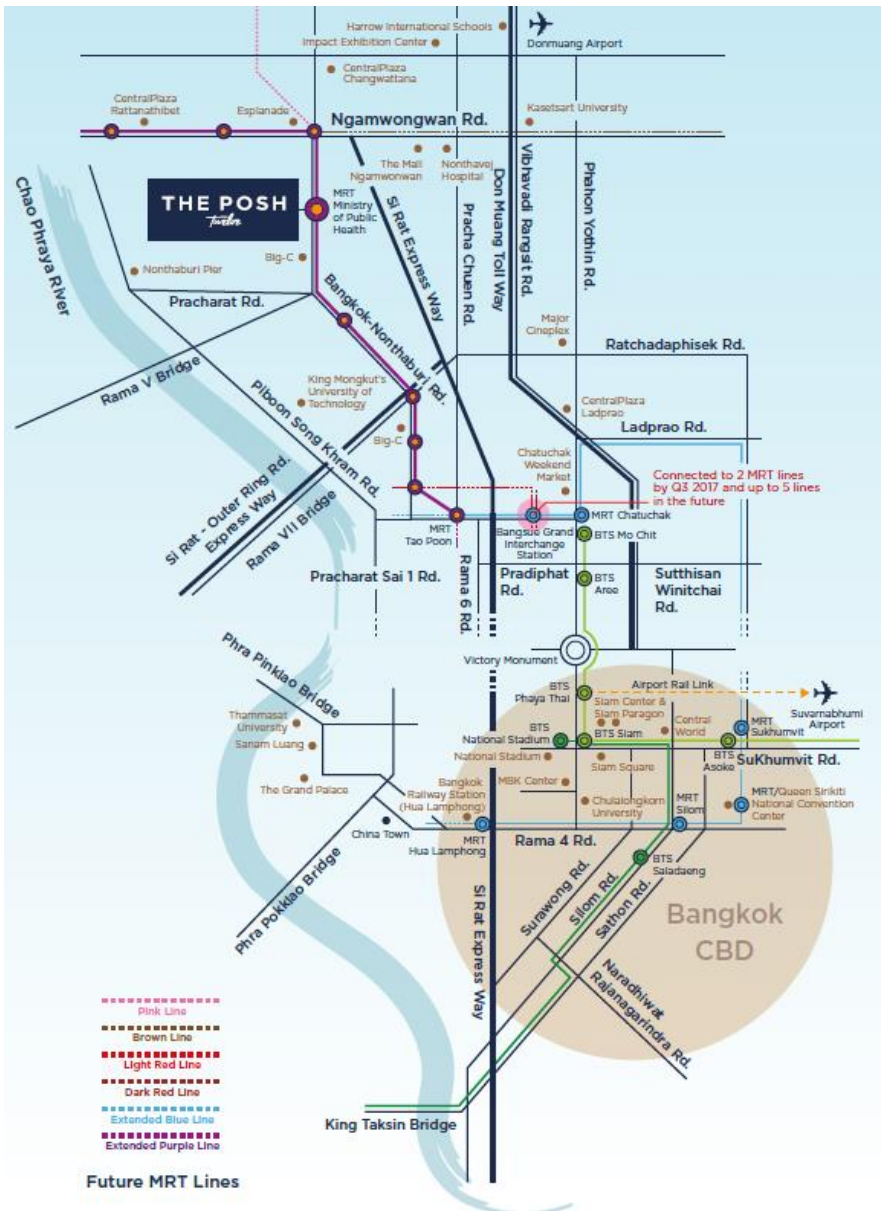
Development Mix	Mixed-use development comprising mid-end condominiums and lifestyle retail centre.
Location	Tiwanon Road, Bangkok, Thailand
Land Tenure	Freehold
Land Area	80,127 sq ft
Gross Floor Area	801,272 sq ft
Current Status	Multi-country sales launch in Q2 2017

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

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.

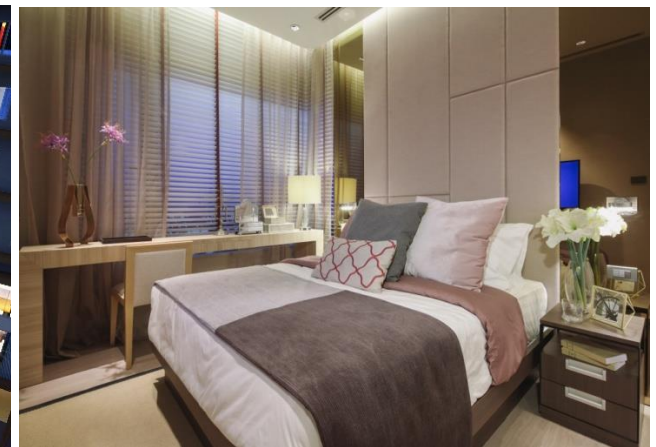
- 120 m (3 mins walk) from **MRT Purple Line** Ministry of Public Health Station
- 2 km (3 mins drive) from **expressway** connecting to downtown
- The **MRT Purple Line** is a rapid transit line developing under the Mass Rapid Transit Authority of Thailand (MRTA). The Purple Line starts from Nonthaburi 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



CORPORATE UPDATES

- **Developments since Feb 2017**
- **Q3 2017 Results**

6 COMPANIES & MARKETS

TOPLINE

Stars aligning for Pacific Star Development

Group eyeing more projects in Malaysia and Bangkok, with new markets like Ho Chi Minh City and Jakarta on the radar. BY ANITA GABRIEL

By Anita Gabriel
SINGAPORE—Singapore-based Pacific Star Development is eyeing more projects in Malaysia and Bangkok, with new markets like Ho Chi Minh City and Jakarta on the radar. The group is also looking to expand its portfolio in Southeast Asia, with a focus on high-growth markets like Vietnam and Indonesia. The company has a strong track record in the region, with several successful projects completed. It is currently in the process of securing land for new developments in Malaysia and Thailand. The group's management is optimistic about the future of the region and believes that there are significant opportunities for growth. The company is well-positioned to take advantage of these opportunities, thanks to its extensive experience in the region and its strong financial resources. The group is committed to delivering high-quality developments that meet the needs of its customers. It is looking forward to continuing its growth in the region and to exploring new opportunities in other parts of Southeast Asia.

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"The idea is to have an Asian footprint and focus management time energy and resources on this very good story."

Photo courtesy of Pacific Star Development



Pacific Star Development teams up with Dubai developer

BY ANGELA TEO

Singapore-listed Pacific Star Development has announced that it is teaming up with Dubai developer DAMAC International to jointly develop luxury properties in key Asian cities. The partnership will involve the development of new residential projects, hotel and retail projects as well. The group is also looking to expand its portfolio in Southeast Asia, with a focus on high-growth markets like Vietnam and Indonesia. The company has a strong track record in the region, with several successful projects completed. It is currently in the process of securing land for new developments in Malaysia and Thailand. The group's management is optimistic about the future of the region and believes that there are significant opportunities for growth. The company is well-positioned to take advantage of these opportunities, thanks to its extensive experience in the region and its strong financial resources. The group is committed to delivering high-quality developments that meet the needs of its customers. It is looking forward to continuing its growth in the region and to exploring new opportunities in other parts of Southeast Asia.

DAMAC International is part of DAMAC Group, which has collaborated with global brands such as The Shangri-La Organization, Swiss Hotel, French Casa and Bugatti to deliver signature properties over the past 15 years. In Asia, the group has developed projects in Malaysia and Thailand, followed by Indonesia, Singapore and Vietnam. Pacific Star Development and DAMAC International will jointly identify prime locations in key gateway cities. The partnership will involve the development of new residential projects, hotel and retail projects as well. The group is also looking to expand its portfolio in Southeast Asia, with a focus on high-growth markets like Vietnam and Indonesia. The company has a strong track record in the region, with several successful projects completed. It is currently in the process of securing land for new developments in Malaysia and Thailand. The group's management is optimistic about the future of the region and believes that there are significant opportunities for growth. The company is well-positioned to take advantage of these opportunities, thanks to its extensive experience in the region and its strong financial resources. The group is committed to delivering high-quality developments that meet the needs of its customers. It is looking forward to continuing its growth in the region and to exploring new opportunities in other parts of Southeast Asia.



View of new residential units at DAMAC International's Dubai project, AKOVA City, were launched in April. Two-bedroom units went for AED3.5 million (S\$4.13) and above.

Since completion of its S\$140 million reverse takeover of LH Group in February 2017, PSD reversed losses from the year prior in just 3 months and its property division continues to drive the Group's stellar business performance.

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 top international accolades for its development 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 prominent Indonesian Developer for An Iconic Waterfront Project In PIK 2, Jakarta
- Oct 17 - A partnership with a leading investor in Dubai, DAMAC International, to jointly develop luxury properties across key cities in Southeast Asia

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

Q3 2017 RESULTS IN A GLANCE

	3Q2017	3Q2016	Chg	9M2017	9M2016	Chg
	(\$'000)	(\$'000)	%	(\$'000)	(\$'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)

(\$'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 (cents)		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 31 Oct 2017	Puteri Cove	458	75%
	The Posh Twelve	462	60%



PROJECT PIPELINE

- 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 ASEAN-focus 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 Puteri, Malaysia

PROJECT 1	Development Mix	MICE and event venue integrated with retail mall, office tower, luxury 5-star class hotel, branded residences and apartments.
	Development Strategy	<ul style="list-style-type: none"> • 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.
PROJECT 2	Development Mix	Integrated healthcare and retirement community
	Development Strategy	<ul style="list-style-type: none"> • 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



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	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • Iconic project • Branding with luxury brandnames



Bangkok, Thailand

PROJECT 1	Development Mix	Luxury mixed-use project comprising high-end apartments and lifestyle commercial F&B premises
	Development Strategy	<ul style="list-style-type: none"> • 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.
PROJECT 2	Development Mix	Luxury Residences
	Development Strategy	For sale to affluent Thais and foreigners



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