



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

**BRINGING CREATIVITY
& INNOVATION
TO EVERY PROJECT**



PACIFIC STAR
DEVELOPMENT LIMITED

An ASEAN Real Estate Developer listed on the Singapore Stock Exchange

February 2018

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TABLE OF CONTENTS

- **Group Overview**
- **Property Division**
 - Overview and Strategic Business Direction
 - Portfolio of Projects
- **Non-Property Division**
 - Overview
 - Order Book
- **Financial Highlights**
- **Investment Merits**

Pacific Star Development Limited (“PSD”) listed on the Singapore Stock Exchange, is a premier, award-winning ASEAN property developer with a track record in the development and investment of prime integrated mixed-use developments in key gateway cities across ASEAN.

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.

COMPANIES & MARKETS

Stars aligning for Pacific Star Development

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

Not long ago, Pacific Star Development was a relatively unknown name in the real estate industry. But since its listing on the Singapore Exchange in February 2015, the developer has become a household name in the region.

The Singapore-based Pacific Star Development is a joint venture with a local partner, Singapore-based developer, Hochtief AG. The group has a track record of developing high-end residential and commercial projects across Southeast Asia.

The group's focus is on high-end residential and commercial projects in Southeast Asia. The group has a track record of developing high-end residential and commercial projects across Southeast Asia.



Glen Chan, CEO and managing director of Pacific Star Development.

NOTICES

NOTICE TO THE SHAREHOLDERS OF PACIFIC STAR DEVELOPMENT LIMITED

AGM 2018

The Annual General Meeting of Pacific Star Development Limited will be held on 22 February 2018 at 10.00 am (Singapore time) at the Grand Ballroom, Marina Bay Sands, 10 Bayfront Avenue, Singapore 018956.

AGM 2017

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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 new projects by 1H2018



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 high-end residential projects, hotel and retail projects, as well as a mixed-use development in the Middle East.

The partnership will involve the development of new high-end residential projects, hotel and retail projects, as well as a mixed-use development in the Middle East.



When new residential units at DAMAC International's Dubai project, AKIRA City, were launched in April, they had risen units worth for AED 1.5 million (S\$41.50) and above.

EDGEPROP NOVEMBER 6, 2017 117

OFFSHORE

Glen Chan, CEO and managing director of Pacific Star Development, with Hussein Tajwan, chairman of DAMAC International

Since completion of its S\$140 million reverse takeover of LH Group in February 2017, PSD has disposed of non-core business (Autotrax) and continue to drive the Group's residential property sales in Puteri Cove Residences and The Posh Twelve.

Moreover, PSD has made headway in its expansion of 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 DFM-listed developer in Dubai, DAMAC International, to develop luxury properties across key cities in Southeast Asia

PROPERTY DIVISION

- Overview and Strategic Business Direction
- Portfolio of Projects

PACIFIC STAR DEVELOPMENT

A Premier ASEAN Real Estate Developer



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 harnessing expertise in deal structuring, capital raising, development concept, project management and profit maximisation**
- Local experience, relationships and knowledge of real estate markets in ASEAN with **deal origination capabilities** in securing off-market acquisition opportunities
- **Strong track record as a successful investment manager** with rigorous due diligence, corporate governance and robust risk management 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 property 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 property in key gateway cities, focusing on the following property sectors :



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 highly literate, employable and well 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 property 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*)

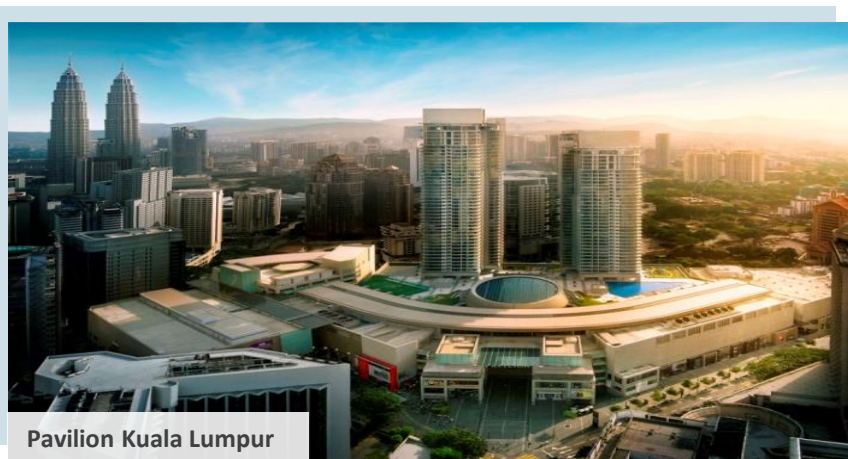


PORTFOLIO OF PROJECTS

- Track Record
- Current Projects
- Projects Pipeline

- PSD has a proven track record as a successful **Property Investment Manager**, having managed 3 closed-end property funds since 2005
- All projects were **100% sold** upon completion

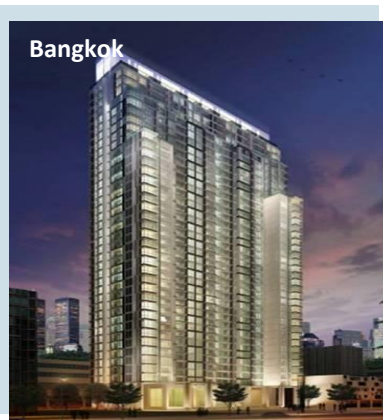
Baitak Asian Real Estate Fund



Societe Generale Singapore Prime Residential Fund



Asia Real Estate Prime Development Fund



Rhythm Ratchada

Bangkok, Thailand



Development Description	<p>A contemporary high-rise residential condominium in downtown Bangkok, with a full suite of facilities including a swimming pool and fitness centres in landscaped greenery.</p> <p>2 towers of 37 and 32 floors totalling 881 units.</p>
Location	Ratchada, Bangkok, Thailand
Land Tenure	Freehold
Investment Strategy	<p>49% / 51% joint venture with Thai-listed Asian Property Development Co. Limited (APD) in Dec 2007. Held through closed-end fund Asia Real Estate Prime Development Fund.</p> <p>APD is one of the largest residential property developers in Bangkok.</p>
Divestment Strategy	Divested in October 2010 achieving a double-digit IRR
Project Status	Construction started in 2008, with completion in Q1 2011

Located on Ratchada Road, Rhythm Ratchada is just one metre from Ratchada MRT station. Right in the heart of Bangkok’s urban living, close to many office blocks, retail malls and the Chinese and South Korean embassies. The area is an upcoming residential district where plans are also afoot for a new station to link to the Suvarnabhumi International Airport and the proposed new site for the Thailand Stock Exchange.

The Address Sathorn
Bangkok, Thailand



Development Description	<p>A residential condominium tower of 40 storeys comprising 562 fully fitted and furnished condominium apartments.</p> <p>This prime project features a sky deck on the 40th floor comprising a swimming pool, jacuzzi, function room and sauna rooms.</p>
Location	Sathorn Soi 12, Bangkok, Thailand
Land Tenure	Freehold
Investment Strategy	<p>49% / 51% joint venture with Thai-listed Asian Property Development Co. Limited (APD) in Dec 2007. Held through closed-end fund Asia Real Estate Prime Development Fund.</p> <p>APD is one of the largest residential property developers in Bangkok.</p>
Divestment Strategy	Divested in October 2010 achieving a double-digit IRR
Project Status	Construction commenced in 2009 and was completed in end 2011.

The Address Sathorn is located in the heart of the Bangkok Central Business District (CBD) close to Grade A office buildings and foreign embassies. It is also a 15 minutes walk from two metro underground stations.

Panorama

Kuala Lumpur, Malaysia



Development Description	The prime residential project known as “Panorama” is located less than 5 minutes walk from the world renowned Petronas Twin Tower and Kuala Lumpur City Centre complex.
Location	Located along Persiaran Hampshire within the KLCC area
Land Tenure	Freehold
Investment Strategy	In June 2008, Asia Real Estate Prime Development Fund (AREPDF) made its second acquisition of 112 freehold luxury apartments or 50% of the total 223 apartments in a 33-storey twin tower building from Promatik Emas Sdn Bhd in Kuala Lumpur, Malaysia.
Project Status	Completed in Q4 2011

Located in the bustling city centre of Kuala Lumpur, Panorama is located less than 5 minutes walk from the world renowned Petronas Twin Tower and Kuala Lumpur City Centre complex.

Pavilion

Kuala Lumpur, Malaysia

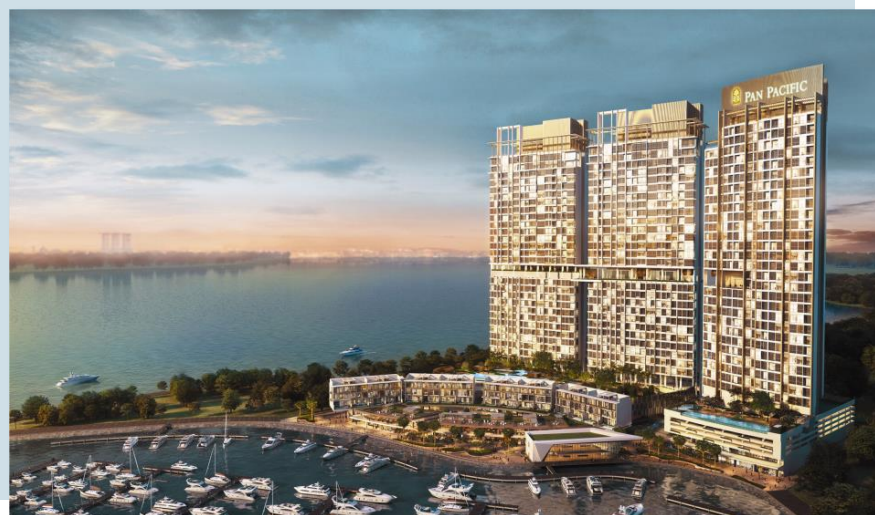


Located in Kuala Lumpur’s prime shopping district at Jalan Bukit Bintang, Pavilion is a mixed-use mega development comprising a retail mall, two luxury residential blocks, an office tower and a proposed hotel.

Development Description	Pavilion is a mixed-use mega development comprising a retail mall, two luxury residential blocks, an office tower and a proposed hotel. It was opened in 2008.
Location	Kuala Lumpur’s prime shopping district at Jalan Bukit Bintang
Land Tenure	99-year leasehold
Development Strategy	<p>Pavilion was conceptualised as a mega mixed-use development project with 5.45 million sq ft comprising a retail mall, office tower and 2 apartment blocks located in Jalan Bukit Bintang, the main shopping district of Kuala Lumpur.</p> <p>Pacific Star Development was instrumental in the success of Pavilion’s two luxury residential apartment towers. Pacific Star Development conceptualised and implemented a highly successful sales and marketing campaign for the two apartment towers. The Pavilion apartments sold out to buyers from 25 nations and created new benchmark record sales price per sq ft for the 99-year leasehold apartments in Malaysia.</p>
Project Status	Completed in 2008

PROJECTS UNDER DEVELOPMENT

- Premium mixed-use projects
- Located in key high growth locations
- Top quality finishes, move-in condition



Puteri Cove Residences and Quayside, Iskandar Malaysia
Expected completion : Q12018



The Posh Twelve, Bangkok
Multi-country sales launch from Q2 2017



Location highlights:

- Only 10 minutes drive from Singapore via Tuas Second Link
- Within 20 minutes drive from Senai International Airport
- 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, Taman Bukit Indah and many more
- Near 2 tech parks - **Ascendas Tech Park** and **Mitsui Tech Park**
- Geared towards **budding entrepreneurs, knowledge workers, expatriates** and **medical and leisure tourists**, with the Puteri Harbour area expected to see an influx of new affluent residents







- Luxury development with reputable partners
 - Puteri Cove Residences commands a premium price above RM 1,400 psf, among the highest in Iskandar Malaysia
 - Only **One°15 Marina Club** in Iskandar Malaysia, with state-of-the-art facilities and larger club house than that in Sentosa Cove
 - Serviced Suites in Tower 3 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 anchored by Serviced Suites

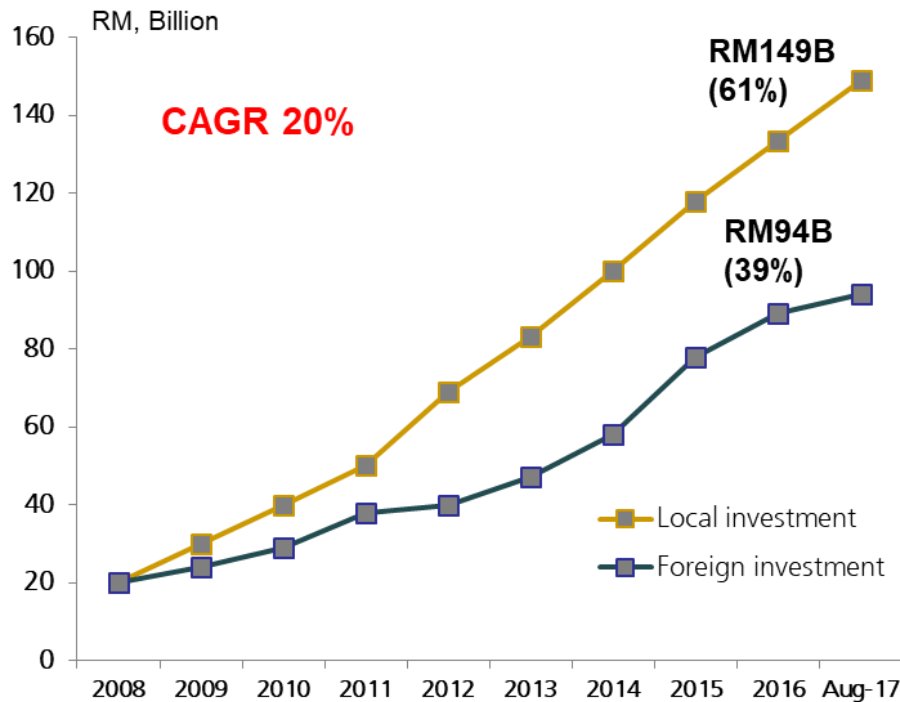
This signature development has contributed to PSD's reputation as one of the most successful developers in Iskandar Malaysia

HarbourFront (Singapore)

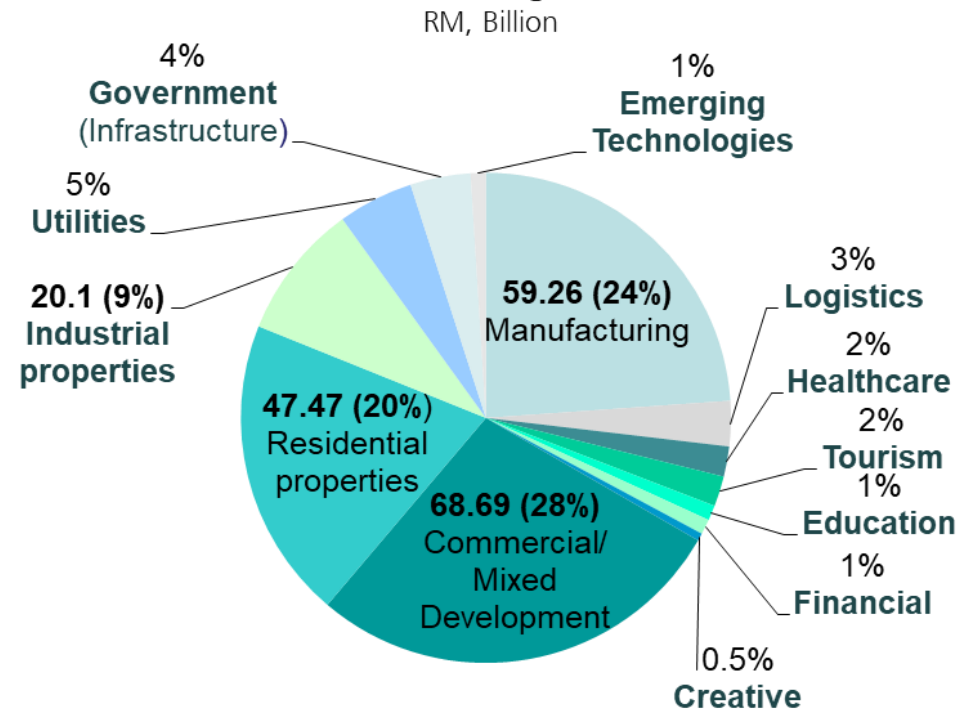
STRAITS OF JOHOR

RM 243 Billion Total Investment Secured

Total Local & Foreign Investment Secured



Breakdown of cumulative committed investments (2006 to Aug 2017)



Source: IM BizWatch Newsletter, IRDA, August 2017

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	Q1 2018 (Tower 1, Tower 2, SOHO and Retail)	
Current Status	Tower 1 & Tower 2	Strata title units
	Tower 3	Serviced suites
	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 and Lifestyle Retail

Puteri Cove Residences

Tower 1 and Tower 2

Profiles of PCR Buyers

- Diversified nationality of buyers (28 different nationalities)
- High-income buyers form 50% of PCR purchases and they have paid up to 80% of their purchase price

Rising Transacted Prices of PCR

- Achieved SPA price range to-date: RM1,200 to RM1,850 psf
- Transacted prices of PCR units have been on rising trend especially from mid-2014 onwards
- In 2017, 40 units have been sold at between RM1,500 psf to RM1,850 psf.

Puteri Cove Residences and Quayside

Tower 3, SOHO, Retail



SOHO

- Limited units with only 56 units available
- Immediate proximity to One°15
- High floor to ceiling height allows flexible and efficient use of space, which can be used for commercial and/or residential purposes
- More premium fittings and finishes than Tower 1 and 2 that buyers can see and appreciate in the completed units
- Targeted for launch in Q1 2018 at a higher price range than the residential prices

TOWER 3

- All units in Tower 3 shall be fully fitted, furnished, equipped and decorated

Puteri Cove Quayside : Retail Enclave

- Focus on retail management to curate and introduce unique concepts to attract footfall and reinforce Puteri Cove as the crown jewel of Iskandar Puteri
- Leasing commitments secured includes various well-known F&B brands/concepts as well as the first upmarket grocer brand in Iskandar Puteri
- Premium gourmet supermarket the Pasar, a brandname under the reputable Maslee supermarket chain has signed anchor tenancy of 15,000 sq ft at Puteri Cove Quayside, marking its first high-end flagship outlet in Iskandar Malaysia

Puteri Cove Quayside

Selection of Tenant Profiles

ANCHOR TENANT – THE PASAR by MASLEE

- THE PASAR PREMIUM – A High-end Gourmet Supermarket
- Located at Ground Level
- Approximately 15,000 sq ft of space

Scheduled to be operational by April 2018, it will unveil a full assortment of up to 60% internationally sourced food merchandise with dedicated counters offering niche products to cater to specific nationalities such as Korean and Japanese.



agropreneurmuda
@MARDI



NEW-TO-MARKET BRANDS

- MARDI AGROPRENEURS – ARTISAN GROCER
Malaysia's Very Own Artisans' Produce
- Grocer cum café offerings
- Approximately 2,500 sq ft of space

A Gourmet Concept Store dedicated to local Malaysian produce and a café serving food that are produced by Malaysian Entrepreneurs.



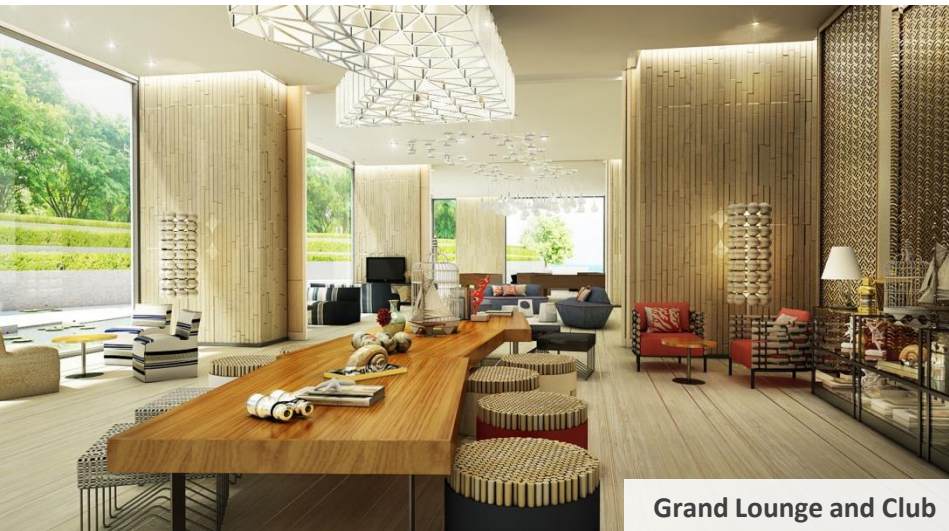
2017/2018

- 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

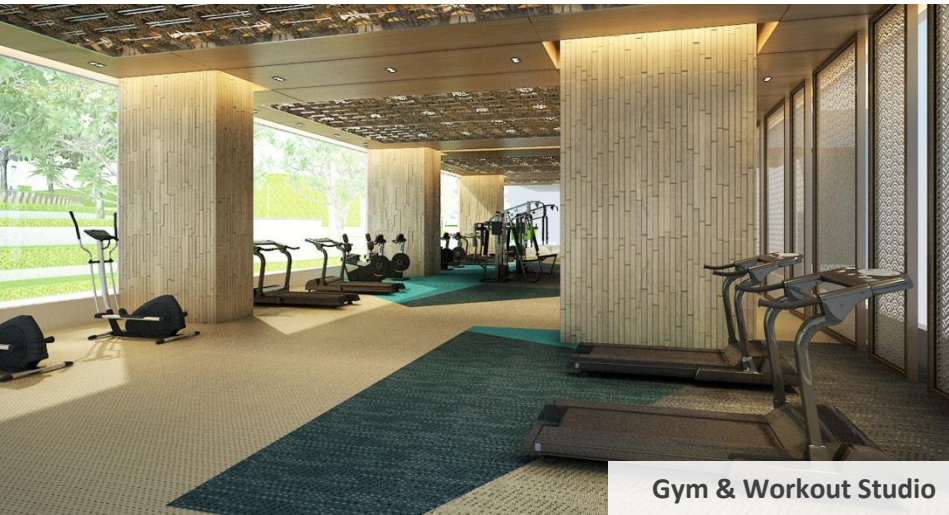
- Best Luxury Condo Development (South Malaysia)** - **WINNER**
- Best Residential Interior Design** - **WINNER**
- Best in Residential Architectural Design** - **HIGHLY COMMENDED**



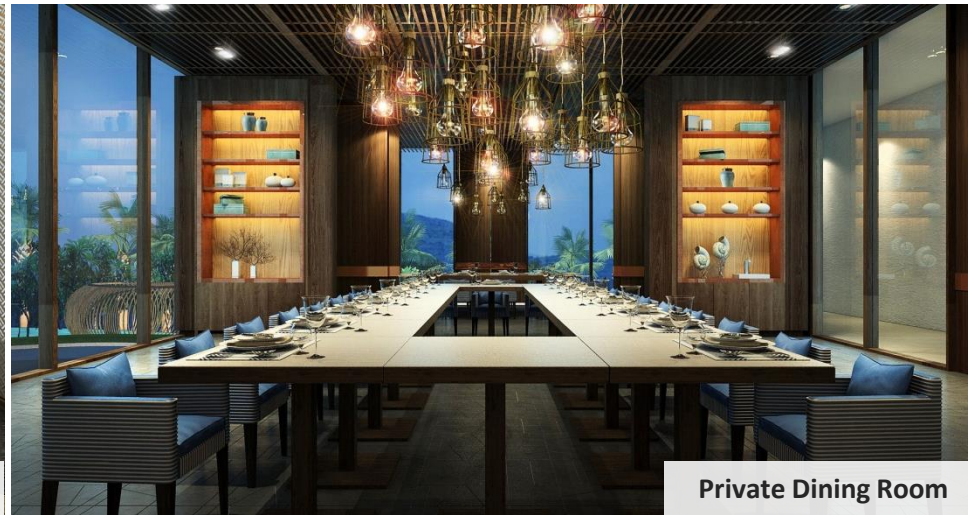
Grand Lounge and Club



Function Room



Gym & Workout Studio



Private Dining Room

TOP QUALITY TURNKEY SOLUTION
FOR ALL PUTERI COVE HOMEOWNERS

Choose from 4 exciting series, 11 diverse interiors
and furnishing designs

EARLY BIRD
DISCOUNTS
OF UP TO
30%

THE MARINA SERIES



THE URBAN SERIES



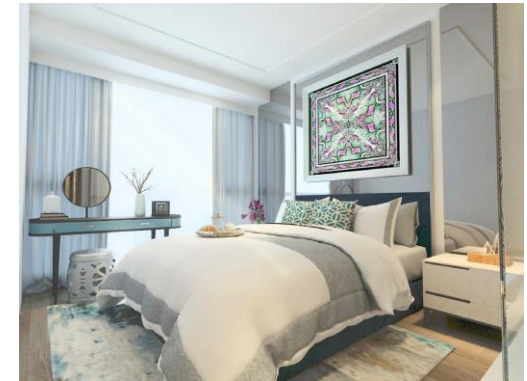
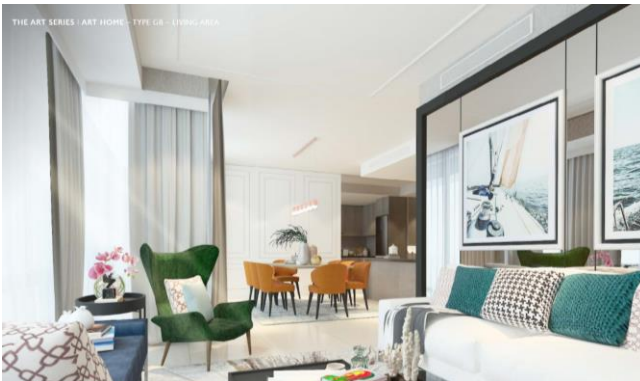
THE ART SERIES



THE RESORT SERIES



Going the
Extra Mile
as
ASEAN's
Premier
Developer



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.

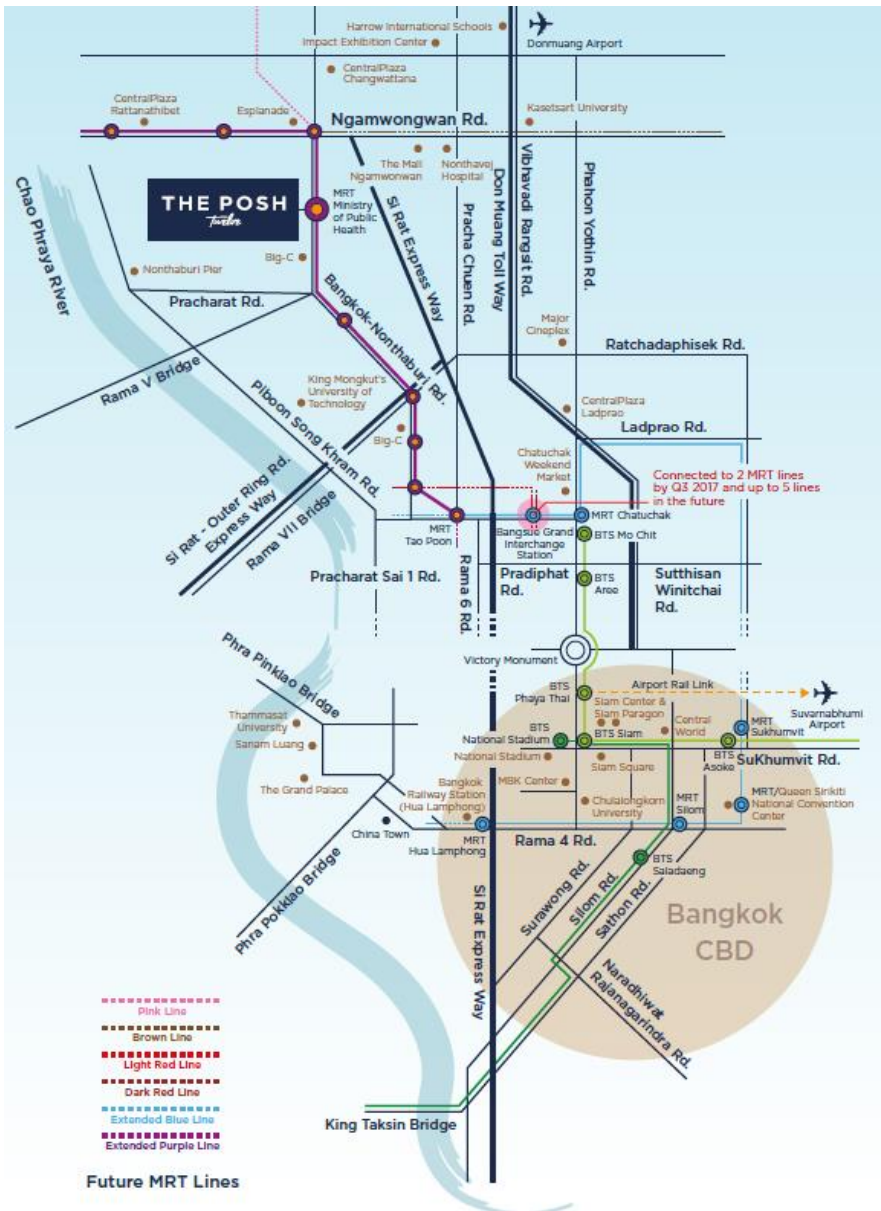
Development Mix	Mixed-use development comprising mid-end condominium and lifestyle retail outlets
Location	Tiwanon Road, Bangkok, Thailand
Land Tenure	Freehold
Land Area	80,127 sq ft
Gross Floor Area	801,272 sq ft
Current Status	Multi-country sales launch from Q2 2017

Unique Selling Points

- Targeted at middle income white collar executives
- FREEHOLD in a high growth city fringe location
- 3 minutes walk to Ministry of Public Health MRT Station along Purple Line
- 3-minute drive to Expressway connecting to CBD and other parts of Bangkok
- 25-minute drive to Don Mueang Airport
- 45-minute drive to Suvarnabhumi International Airport
- Sky-scraping twin towers as iconic landmark on Tiwanon Road
- Lush sculptured landscape and resort style facilities
- 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



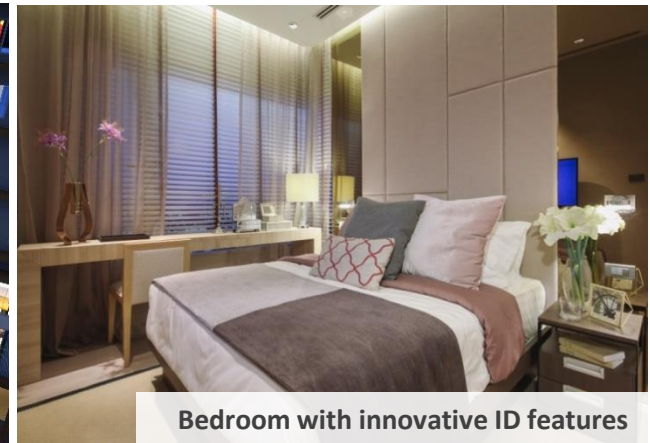
Sky Library



360° Club Lounge



Grand Entrance



Bedroom with innovative ID features

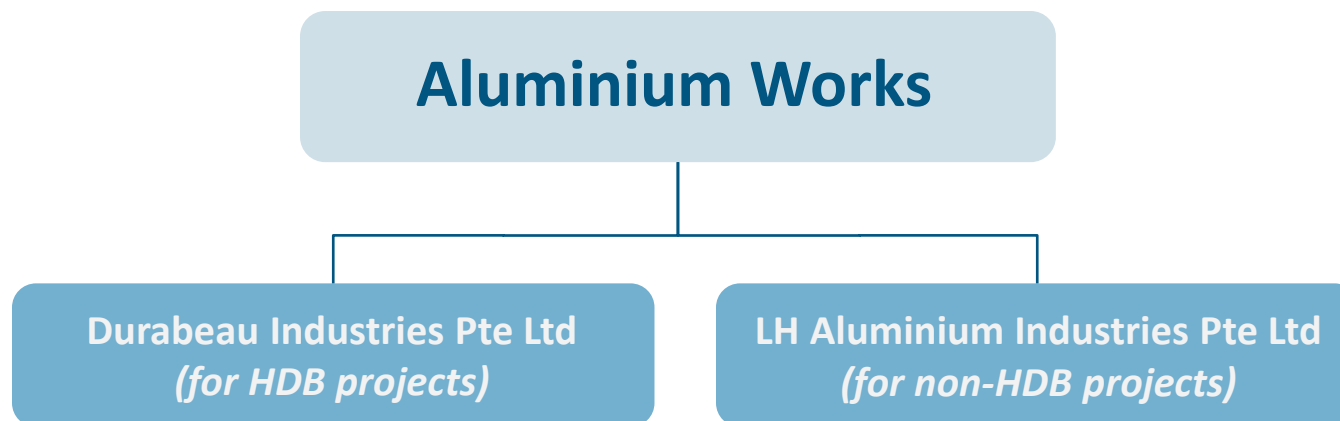
- Focus on increasing pipeline projects in **Thailand, Malaysia and Singapore** to build competitiveness and increase brand recognition
- On-going negotiations in mid to advanced stages with land owners and strategic partners in Thailand and Malaysia to develop **400,000 sqm GFA** in various prime locations
- 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 premier ASEAN developer in prime 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 bottom-line and return on equity for shareholders



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

NON-PROPERTY DIVISION

- Overview



- With over 30 years of solid track record, the Aluminium Division provides design, fabrication and installation of building facade and exterior walls such as curtain walling system, cladding system, good quality doors and windows.
- The Aluminium Division holds the top grading (L6) with the Singapore Building and Construction Authority (BCA). This allows the Aluminium Division to tender for projects with unlimited tender values.
- Through Durabeau Industries Pte Ltd, the Aluminium Division is one of the 8 approved Singapore Housing Development Board (HDB) window suppliers and installers.
- The Aluminium Division has completed various iconic landmarks in Singapore such as **Changi Airport, Terminal 3, Orchard Central, Yale-NUS College, Sky Terrance@Dawson, Waterbay EC.**

SNAPSHOTS

- Latest Financial Performance
- Balance Sheet Highlights

Profit & Loss Highlights (9M2017)

(S\$ million)	3Q2017	3Q2016	Chg %	9M2017	9M2016	Chg %
Revenue	20.3	16.1	+26	53.2	41.9	+27
Gross Profit	10.0	8.4	+20	25.7	20.6	+25
GP Margin	49.6%	52.1%	(5)	48.3%	49.2%	(2)
Net Profit	5.4	4.5	20	11.5	10.5	10

(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 (cents)	0.43	
NTA per Share as at 30 Sep 2017 (cents)	6.14	
Share Price as at 29 Jan 2018	\$0.23	
	No of Units Sold	% of Released Units
Sales Status as at 15 November 2017	Puteri Cove	459 75%
	The Posh Twelve	472 61%

- Puteri Cove Residences will commence handover to its buyers in early 2018, hence profit recognition and cash flow from this project will accelerate in 2018.
- The Posh Twelve has continued to enjoy good sales with Tower B hitting 70% take up-rate. Tower A is scheduled for public launch in Q1 2018. Revenue recognition will likely start from end 2019, upon construction completion and handover of units to buyers.

Balance Sheet Highlights (as at 30 September 2017)

(\$'million)	
Current assets	187.3
Non current assets	0.2
Current liabilities	85.2
Non-current liabilities	53.2
Shareholder's equity	49.1

Key Financial Ratios

- Interest Coverage Ratio – 8.56x
- Current Ratio – 2.2x
- Debt to Assets Ratio – 0.3x

KEY INVESTMENT HIGHLIGHTS

- Summary

1. | Strong positive outlook and catalytic growth drivers in the real estate markets within ASEAN
2. | Proven track record with strong regional network and execution capabilities
3. | Well-defined growth strategy and capital deployment plan
4. | Led by senior management team with multi-disciplinary skill sets decades of extensive experience in real estate development and investment
5. | Premier real estate branding with distinctive market positioning in living creating value propositions and customer appeal
6. | Strategic tie-ups with prominent developers and financial institutions to accelerate growth plans in Thailand, Malaysia and Singapore
7. | Positive financial contributions from current projects



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