

## Disclaimer

- □ This Presentation is focused on comparing actual results for the period from 1 April 2019 to 30 June 2019 ("2Q 2019") versus the period from 1 April 2018 to 30 June 2018 ("2Q 2018"). This shall be read in conjunction with PLife REIT 2019 Second Quarter Unaudited Financial Statement and Distribution Announcement in SGXNet.
- □ This Presentation may contain forward-looking statements that involve assumptions, risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, shifts in expected levels of property rental income, changes in operating expenses, property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view of future events.



# **Agenda**

- 1 2Q 2019 Key Highlights
- 2 Financial Review
- Singapore Hospitals Annual Rent Review
- (4) Capital and Financial Management
- 5 Appendix Portfolio Highlights



3



1. 2Q 2019 Key Highlights



4

## **2Q 2019 Key Highlights**



## Steady DPU Growth Since IPO

- DPU for 2Q 2019 at 3.27 cents; DPU for 1H 2019 at 6.55 cents
- DPU grew by 2.6% (2Q Y-O-Y) and 3.0% (1H Y-O-Y)



## Strong Capital Structure<sup>1</sup>

- Further extended JPY net income hedge till 1Q 2024 capitalising on the recent strengthening of JPY
- No long-term debt refinancing needs till 2020<sup>2</sup>
- Interest cover ratio of 13.8 times
- Gearing remains optimal at 36.9%
- All-in cost of debt of 0.91%

As at 30 June 2019

Which refers to the S\$75.2 million loan due in 2020



ParkwayLife REIT"

## 2Q 2019 Key Highlights (cont'd)



## Minimum Guaranteed Rent for Singapore Hospitals Continues to Increase

- With CPI growth picking up at 0.61%, 13th Year Minimum Guaranteed Rent is set to increase by 1.61% above total rent payable for 12th Year of Lease Term based on CPI + 1% formula
- Effective for the period from 23 August 2019 to 22 August 2020





# 2. Financial Review



## Performance at a Glance

□ 2Q 2019 DPU grew by 2.6% to 3.27 cents.

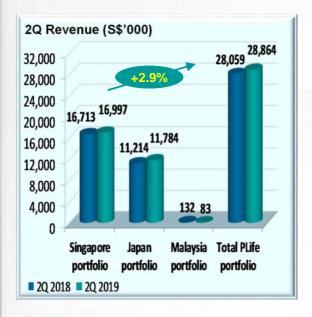
(\$\$'000)	2Q 2019	2Q 2018	%	1H 2019	1H 2018	%
Gross Revenue	28,864	28,059	2.9	57,254	55,874	2.5
Net Property Income	26,807	26,201	2.3	53,349	52,162	2.3
Distributable Income to Unitholders <sup>1</sup>	19,832	19,330	2.6	39,661	38,497	3.0
Available Distribution Per Unit (Cents) <sup>2</sup> -For the period -Annualised	3.27 13.08	3.19 12.76	2.6 2.6	6.55 13.10	6.36 12.72	3.0 3.0

- From recurring operations, net of amount retained for capital expenditure
  In computing Distribution per Unit ("DPU"), the number of units in issue as at the end of each period is used



## **Revenue Growth**

■ Revenue grew by 2.9% and 2.5% to \$28.9 million and \$57.3 million for 2Q 2019 and 1H 2019 respectively.



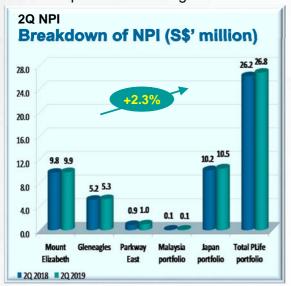


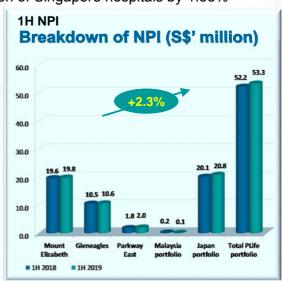


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## **Net Property Income (NPI) Growth**

- □ Increase in NPI is largely due to:
  - Rent contribution from a property acquired in 1Q 2018
  - Upward minimum guarantee rent revision of Singapore hospitals by 1.38%<sup>1</sup>







1. In 12th year of lease commencing 23 August 2018 to 22 August 2019

## **Distributable Income to Unitholders**

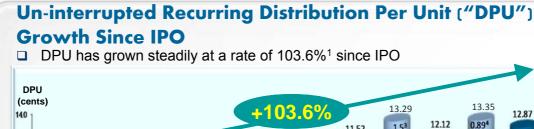
□ DI grew by 2.6% and 3.0% to \$19.8 million and \$39.7 million for 2Q 2019 and 1H 2019 respectively.







11





Note:

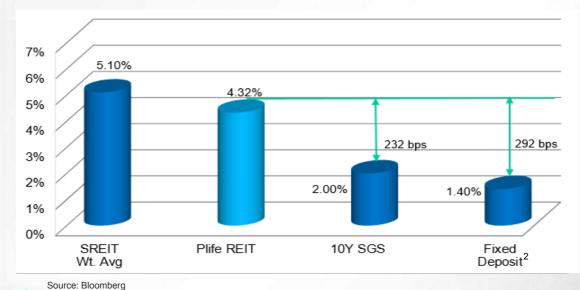
- Since IPO till YTD 4Q 2018
- 2. Since FY2012, S\$3.0 million per annum of amount available for distribution has been retained for capital expenditure
- One-off divestment gain of 1.50 cents (\$\$9.11 million) relating to the divestment of seven Japan assets in December 2014 was equally distributed over the four quarters in FY2015

One-off divestment gain of 0.89 cents (S\$5.39 million) relating to the divestment of four Japan assets in December 2016 was equally distributed over the four quarters in FY2017



## **Attractive Spread Above 10-yr SGS Yield**

- □ 232 bps higher than 10-yr Singapore Government Securities ("SGS")
- 292 bps higher than fixed deposit rates
- Defensive nature of PLife REIT adds to the attractive yield of 4.32%<sup>1</sup>



ParkwayLife REIT™

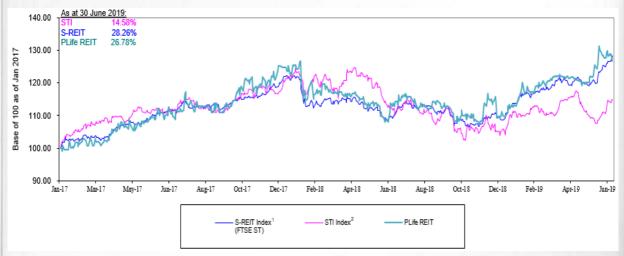
Note:

- 1. Distribution yield based on the unit price of S\$3.03 as at 28 June 2019
- 2. Based on 24-month fixed deposit rate

13

## **Unit Price Relative Performance**

PLife REIT's unit price's performance in line with the S-REIT Index over the past 2 years and has outperformed the STI Index in 1H 2019...



1. FTSE ST: Real Estate Investment Trust Index ; 2. STI Index: Straits Times Index Source: Bloomberg

... providing its mettle during both periods of uncertainty, underpinned by its robust fundamentals and growth drivers.

ParkwayLife REIT

## **Distribution Details**

Stock Counter	Distribution Period	Distribution per unit (cents)
ParkwayLife REIT	01 April 2019 to 30 June 2019	3.27

## **Distribution Timetable**

Ex-Date:

(Units will be traded ex-date)

7 August 2019

Books Closure Date:

8 August 2019 at 5pm

Distribution Payment Date:

04 September 2019



15



# 3. Singapore Hospitals Annual Rent Review



## Poised to Enjoy Growth in Minimum Rent from the Singapore Hospital Properties

**Principal Terms of Master Lease** 

Master Lessee Parkway Hospitals Singapore Pte. Ltd. Term 15 + 15 years wef 23 August 2007 **Annual Rent Escalation** Base Rent (S\$30.0 million) + Variable Rent (3.8% of AHR) 1 {1+(CPI+1%)} x Preceding Year's Rent 2 (where CPI is negative, it shall be deemed as zero; 1st Year Minimum Rent at S\$45.0 million)

Highlights 13th Year Minimum Rent set to increase by 1.61% above total actual rent payable for 12th Year of Term based on (CPI + 1%) formula

- ☐ Rate effective for the period of 23 August 2019 to 22 August 2020
- ☐ Defensive and sustainable returns for Unitholders as Singapore Hospital Properties are key contributors<sup>3</sup> to PLife REIT's performance.
- AHR denotes the Adjusted Hospital Revenue for the period from 23 Aug to 22 Aug of the following year of each of the hospitals.
- CPI denotes the % increase in the Consumer Price Index announced by the Department of Statistic of Singapore for the relevant year compared to the immediately preceding year, computed on a 12-month average basis from July to June of the following year.
- As at 30 June 2019, approx. 59.6% of the Parkway Life REIT's gross revenue is derived from Singapore Hospital Properties.





# 4. Capital and Financial Management



## **Healthy Balance Sheet**

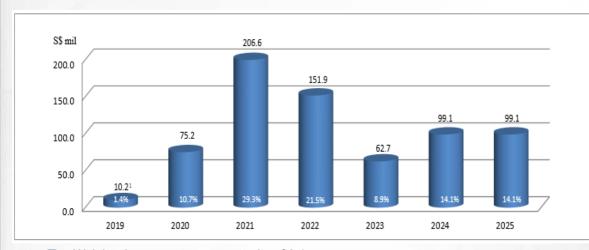
☐ Healthy gearing of 36.9% as at 30 June 2019

Consolidated Balance Sheet (in S\$'000)	As at 30 June 2019	As at 31 December 2018
Total Assets	1,912,305	1,894,128
Total Debt <sup>1</sup>	704,802	684,722
Unitholders' Funds	1,133,747	1,136,393
Gearing² (%)	36.9	36.1



- Note:
  1. Total Gross Borrowings before transaction costs
  2. Total Debt ÷ Total Assets

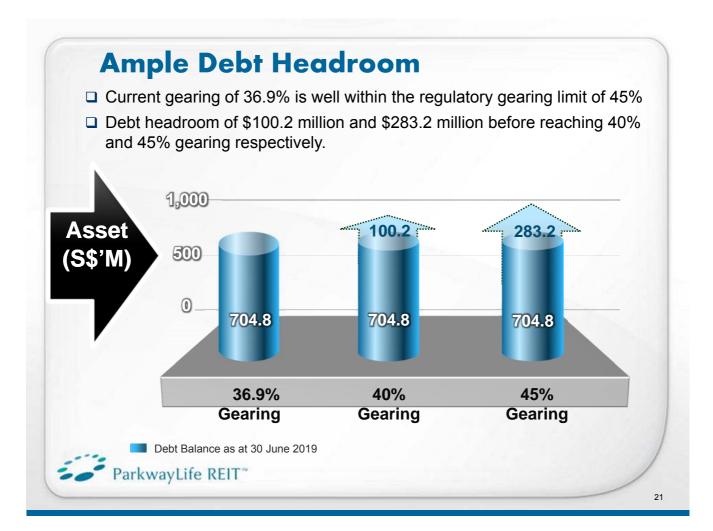
## **Debt Maturity Profile** As at 30 June 2019



- Weighted average term to maturity of 3.1 years
- Current effective all-in cost of entire portfolio debt of 0.91%
- Interest cover ratio of 13.8 times
- Interest rate exposure is largely hedged



As at 30 June 2019, S\$2 million and JPY 651 million of short term loans were drawn down for general working capital purposes ParkwayLife REIT





## **PLife REIT Portfolio**

One of the largest listed healthcare REITs in Asia with an enlarged portfolio of S\$1.86 billion1

## **Core Strengths:**

- ☐ Defensive long term lease structure with downside protection
- ☐ Stable income stream supported by regular rental revision
- Diversified portfolio of high quality and yield accretive properties
- Well-positioned in fast growing healthcare sector within the Asia-Pacific region



- Based on latest appraised values
  - Based on Gross Revenue as at 30 June 2019, including Malaysia property at 0.2%

## **Our Properties - Singapore**

- ☐ A portfolio of 3 strategically-located world-class local private hospitals worth S\$1.16 billion 1
- Master Lease with Parkway Hospitals Singapore Pte. Ltd, a wholly owned subsidiary of Parkway Pantai Limited ("Parkway"), the largest private healthcare operator in Singapore and a key regional healthcare player
- □ Singapore Hospital Properties contribute approximately 59.6% of total gross revenue<sup>2</sup>



Gleneagles Hospital

# Mount Elizabeth Hospital





- Based on latest appraised values
   Based on Gross Revenue as at 30 June 2019



## **Our Properties - Japan**

- A portfolio of 46 high quality healthcare properties worth S\$692.8 million<sup>1</sup>, comprising:
  - 1 pharmaceutical product distributing and manufacturing facility (P-Life Matsudo)
  - 45 private nursing homes
- Favorable lease structure with 24 lessees
- Comply with strict seismic safety standards and covered by earthquake insurance on a country-wide consolidated basis<sup>2</sup>
- Nursing Home Properties strategically located in dense residential districts in major cities



- 1. Based on latest appraised values
- The consolidated earthquake insurance cover procured by PLife REIT is based on an aggregated sum insured and it extends to occurrences resulting from earthquake such as flood, fire and tsunami etc.





P-Life Matsudo



Bon Sejour Yokohama Shin-Yamashita



**Excellent Tenpaku Garden Hills** 

## **Our Properties - Japan**

## Unique features of our Japan assets:

- Long term lease structure with weighted average lease term to expiry of 11.89 years<sup>1</sup>
- "Up only" Rental Review
   Provision for most of our nursing homes
- □ 100% committed occupancy

P-Life Matsudo is on fixed rent for the entire lease term of 10 years<sup>2</sup>

3.6% of Japan Gross Revenue<sup>1</sup>

1 property with annual revision linked to Japan CPI; if CPI is negative, rent will remain unchanged

2.8% of Japan Gross Revenue<sup>1</sup>

"Up only"
Rent Review
Provision for
most of our
nursing
homes

37 properties have market revision with downside protection<sup>3</sup>

**80.5%** of Japan Gross Revenue<sup>1</sup>

7 properties have market revision every 2 to 3 years subject to Lessor/Lessee mutual agreement

13.1% of Japan Gross Revenue<sup>1</sup>

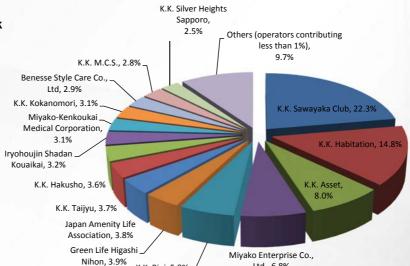
## Noto:

- Based on Gross Revenue as at 30 June 2019
- 2. With effect from 14 December 2016
  - 35 properties with rent review every 2 to 5 years. 2 properties do not have rent review but rental cannot be reduced

25

## **Diversified Nursing Home Operators**

- 23 high quality nursing home operators
  - Diversifies tenant risk
- Back-up operator arrangements
  - ✓ Minimises operator default risks
- Rental guarantee by vendors
  - **Rental guarantees** provided by various vendors<sup>1</sup> for most properties.



Monthly Rental Contribution
As at 30 June 2019

Ltd., 6.8%

#### Note:

Vendors providing rental Guarantees include Alere Inc, Kenedix Inc, K.K. Bonheure, K.K. Uchiyama Holdings, Miyako Kenkoukai, K.K. Excellent Care System , K.K. Habitation and K.K. Living Platform



## **Our Properties - Malaysia**

☐ A portfolio of high quality healthcare assets worth S\$7.4 million within Gleneagles Intan Medical Centre Kuala Lumpur, next to the 369-bed Gleneagles **Hospital Kuala Lumpur** 











Based on latest appraised values

## **Our Portfolio - Summary**

Portfolio	Singapore	Japan	Malaysia	Total
Туре	3 Hospitals & Medical Centres	45 nursing homes; 1 pharmaceutical product distribution & manufacturing facility	Medical Centre	4 Hospitals & medical centre; 45 nursing homes; 1 pharmaceutical product distributing & manufacturing facility
Land Tenure	3 Leasehold	46 Freehold	1 Freehold	47 Freehold & 3 Leasehold
Land Area (sq m)	36,354	168,838	3,450	208,642
Floor Area (sq m)	118,136	186,248	2,444	306,828
Beds	709	-	-	709
Strata Units/	40 strata units/		7 strata units/	47 strata units /
Car Park Lots	559 car park lots	-	69 car park lots	628 car park lots
Number of Units (Rooms)	-	3,606	-	3,606
Year of Completion	1979 to 1993	1964 to 2015	1999	1964 to 2015
Committed Occupancy	100%	100%	31% (excluding car park) <sup>3</sup>	99.6%
Leases/ Lessees	3 Leases; 1 Master Lessee	45 Leases <sup>1</sup> ; 24 Lessees	3 Lessees	48 Leases; 28 Lessees
Year of Acquisition	2007	2008 to 2018	2012	-
Appraised Value <sup>2</sup>	S\$1,160.4m CBRE Pte Ltd	¥55,867m (S\$692.7m) CBRE K.K. / International Appraisals Incorporated/ Enrix Co., Ltd	RM22.4m (S\$7.4m) Knight Frank Malaysia Sdn. Bhd.	S\$1,860.5m



#### Note:

- 1. Single Lease Agreement for Hakusho no Sato and Group Home Hakusho
- Based on latest appraised values; at an exchange rate of S\$1.00 : ¥80.64 and S\$1.00 : RM3.03
  - 3. Decline in committed occupancy due to expiry of an existing lease on 28 Feb 2019

20

## **Our Portfolio - Singapore**





## Note

- Based on strata area of Mount Elizabeth Hospital and Gleneagles Hospital owned by PLife REIT Gross floor area for Parkway East Hospital
- 2. As at 31 December 2018
- 3. Refers to operating rooms within major operating theatre area(s)

30



Property	P-Life Matsudo	Shin-Yamashita	Palmary Inn Akashi		
Туре	Type Pharmaceutical product distributing & manufacturing facility		Paid nursing home with care service		
Land Tenure	Freehold	Freehold	Freehold		
Land Area (sq m)	8,450	1,653	5,891		
Floor Area (sq m)	3,240	3,273	6,562		
Number of Units (Rooms)	NA	74	96		
Year of Completion	2005; Additional works were completed in 2007	2006	1987; Conversion works were completed in 2003		
Committed Occupancy		100%			
Name of Lessee(s)	Alere Medical Co., Ltd	Benesse Style Care Co., Ltd <sup>2</sup>	Asset Co., Ltd		
Date of Acquisition	16 May 2008	30 May 2008	29 September 2008		
Appraised Value 1	¥2,370m (S\$29.4m)	¥1,650m (S\$20.5m)	¥1,770m (S\$21.9m)		
Appraiser/ Date	CBRE K.K./ 31 December 2018		Co., Ltd/ nber 2018		



#### Note:

- 1. At an exchange rate of S\$1.00: ¥80.64
- On 1 April 2012, Benesse Style Care Co., Ltd merged as the surviving company with Bon Sejour Corporation

31

## Our Portfolio - Japan



## Note:

- 1. At an exchange rate of S\$1.00 : ¥80.64
- 2. As at 31 March 2009, total number of units increased from 107 to 108
  - . Change of name with effect from 1 May 2013 due to organizational restructuring by Green Life Co., Ltd, parent company of Medis Corporation









Property	Smiling Home Medis Koshigaya Gamo	Sompo no le Nakasyo <sup>3</sup>	Maison de Centenaire Ishizugawa	
Туре		Paid nursing home with care service		
Land Tenure	Freehold	Freehold	Freehold	
Land Area (sq m)	1,993	2,901	1,111	
Floor Area (sq m)	3,834	3,231	2,129	
Number of Units (Rooms)	100	75	52	
Year of Completion	1989; Conversion works were completed in 2005	2001	1988; Conversion works were completed in 2003	
Committed Occupancy	·	100%	·	
Name of Lessee(s)	Green Life Higashi Nihon <sup>2</sup>	Sompo Care Inc. <sup>4</sup> , Shakai Fukushi Houjin Keiyu - Kai	Miyako Kenkokai Medical Corporation	
Date of Acquisition	29 September 2008	17 November 2009		
Appraised Value 1	¥1,610m (S\$20.0m)	¥697m (S\$8.6m)	¥913m (S\$11.3m)	
Appraiser/ Date	CBRE K.K. /	Enrix Co., Ltd /		
	31 December 2018	31 December 2018		

- At an exchange rate of S\$1.00 : ¥80.64
- Change of name with effect from 1 May 2013 due to organizational restructuring by Green Life Co., Ltd, parent company of Medis Corporation
- ParkwayLife REIT

  3. Formerly known as Amille Nakasyo

  4. Change of name with effect from 7 March 2016 due to acquisition of Message Co. Ltd by Sompo Holdings, Inc.

# **Our Portfolio - Japan**



Property	Maison de Centenaire Haruki	Hapine Fukuoka Noke	Fiore Senior Residence Hirakata	lyashi no Takatsuki Kan		
Туре	Paid nursing home with care service					
Land Tenure	Freehold	Freehold	Freehold	Freehold		
Land Area (sq m)	801	1,396	727	2,023		
Floor Area (sq m)	1,263	2,912	1,155	3,956 <sup>2</sup>		
Number of Units (Rooms)	36	64	40	87		
Year of Completion	1996; Conversion works were completed in 2006	2006	2007	1997; Conversion works were completed in 2005		
Committed Occupancy	·	100%				
Name of Lessee(s)	Miyako Kenkokai Medical Corporation	Green Life Co. Ltd <sup>3</sup>	K.K. Vivac	Riei Co., Ltd		
Date of Acquisition	17 November 2009					
Appraised Value 1	¥705m (S\$8.7m)	¥872m (S\$10.8m)	¥512m (S\$6.3m)	¥1,690m (S\$21.0m)		
Appraiser/ Date	Enrix Co., Ltd / 31 December 2018					

Note:

- ParkwayLife REIT

  At an exchange rate of S\$1.00 : ¥80.64

  Increase in NLA by 40m² upon the completion of AEI in February 2014

  Change of name with effect from 1 May 2013 due to organizational restructuring by Green Life
  Co., Ltd, parent company of Care Link Co., Ltd





			THE PARTY NAMED IN COLUMN TWO IS NOT THE PARTY N		
Property	Sawayaka Obatake Ichibankan	Sawayaka Obatake Nibankan	Sawayaka Shinmojikan		
Туре	Paid nursing home with care service	Short stay / Day care facility	Paid nursing home with care service		
Land Tenure	Freehold	Freehold	Freehold		
Land Area (sq m)	1,769	1,047	2,395		
Floor Area (sq m)	3,491	1,538	5,094		
Number of Units (Rooms)	78	26	112		
Year of Completion	2007	2007	2007		
Committed Occupancy	100%				
Name of Lessee(s)	K.K. Sawayaka Club	K.K. Sawayaka Club	K.K. Sawayaka Club		
Date of Acquisition	17 June 2010				
Appraised Value 1	¥839m (S\$10.4m)	¥398m (S\$4.9m)	¥1,050m (S\$13.0m)		
Ammaican/ Data	Enrix Co., Ltd /				
Appraiser/ Date	31 December 2018				

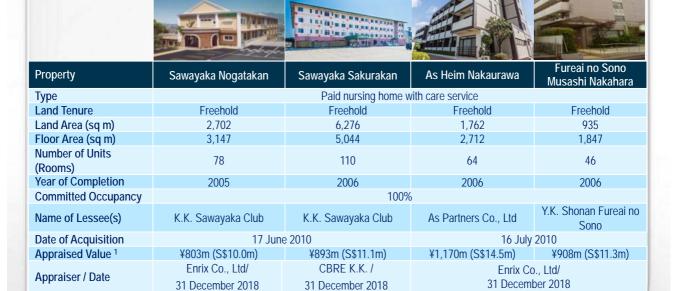
Note:

1. At an exchange rate of S\$1.00 : ¥80.64



35

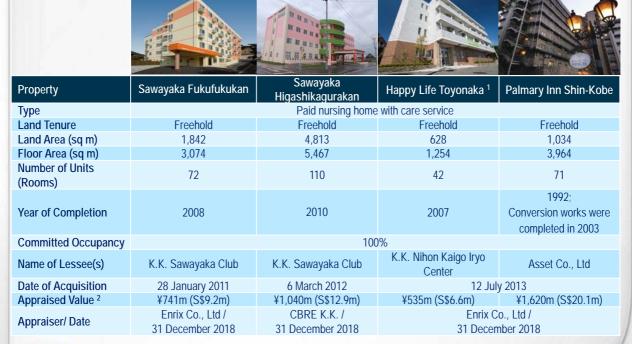
## **Our Portfolio - Japan**



Note:

1. At an exchange rate of S\$1.00 : ¥80.64







Note:

- 1. Formerly known as Heart Life Toyonaka
- 2. At an exchange rate of S\$1.00: ¥80.64

37

## **Our Portfolio - Japan**



Note:

1. At an exchange rate of S\$1.00: ¥80.64



38



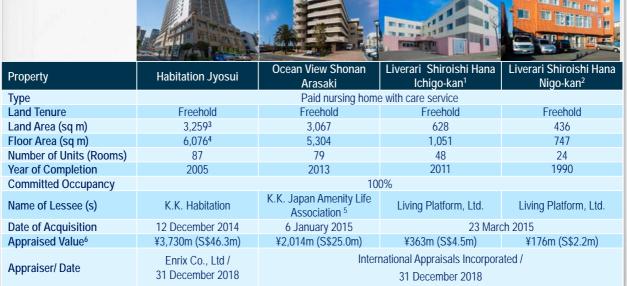
Note:

1. At an exchange rate of S\$1.00 : ¥80.64



39

## **Our Portfolio - Japan**



## Note:

- Formerly known as Hana Kitago
- 2. Formerly known as Hana Kita 13 Jyo
- Total land area for the integrated development
- 4. Strata area of the Property owned by PLife REIT
- Change of name with effect from 1 June 2019 due to acquisition of K.K. Ouekikaku by K.K. Japan Amenity Life Association
- 6. At an exchange rate of S\$1.00 : ¥80.64





Property	Liverari Misono <sup>1</sup>	Habitation Hakata I, II, III	Excellent Tenpaku Garden Hills	Silver Heights Hitsujigaoka
Туре	Group Home	Paid	d nursing home with care ser	vice
Land Tenure	Freehold	Freehold	Freehold	Freehold
Land Area (sq m)	429	15,336	6,593	5,694
Floor Area (sq m)	724	21,415	4,000	9,013
Number of Units (Rooms)	18	318	94	123
Year of Completion	1993	1984 to 2003 <sup>2</sup>	2013	1987 to 1991 <sup>3</sup>
Committed Occupancy	100%			
Name of Lessee(s)	K.K. Living Platform4	K.K. Habitation	K.K. Kokanomori	K.K. Silver Heights Sapporo
Date of Acquisition	23 March 2015	23 March 2015	23 March 2015	31 March 2016
Appraised Value <sup>5</sup>	¥202m (S\$2.5m)	¥4,039m (S\$50.1m)	¥1,856m (S\$23.0m)	¥1,180m (S\$14.6m)
Approisar/ Data	International Appraisals Incorporated /			CBRE K.K. /
Appraiser/ Date	31 December 2018			31 December 2018

- 1. Formerly known as Ajisai Misono
- Hakata I on 1984, Hakata II on 1995, Hakata III on 2003
- Silver Heights Hitsujigaoka Ichibankan on 1987 and Nibankan on 1991
- 4. On 1 April 2017, K.K. Living Platform merged as the surviving company with K.K. Care Products
- 5. At an exchange rate of S\$1.00: ¥80.64

## Our Portfolio - Japan

ParkwayLife REIT™







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Property	Kikuya Warakuen	Sanko	Wakaba no Oka	Hakusho no Sato	
Туре	Paid nursing home with care service				
Land Tenure	Freehold	Freehold	Freehold	Freehold	
Land Area (sq m)	4,905	1,680	6,574	15,706	
Floor Area (sq m)	3,641	2,018	5,431	6,959	
Number of Units (Rooms)	70	53	135	124	
Year of Completion	1964 to 2004	2011	1993	1986	
Committed Occupancy	100%				
Name of Lessee(s)	K.K. M.C.S.	K.K. M.C.S.	K.K. Taijyu	K.K. Hakusho	
Date of Acquisition	24 February 2017				
Appraised Value <sup>1</sup>	¥852m (S\$10.6m)	¥547m (S\$6.8m)	¥2,130m (S\$26.4m)	¥1,680m (S\$20.8m)	
Appraiser/ Date	CBRE K.K. / 31 December 2018				

Note:
1. At an exchange rate of S\$1.00 : ¥80.64





Property	Group Home Hakusho	Konosu Nursing Home Kyoseien
Туре	Group Home	Nursing Rehabilitation Facility
Land Tenure	Freehold	Freehold
Land Area (sq m)	2,859	8,715
Floor Area (sq m)	416	5,634
Number of Units (Rooms)	9	120
Year of Completion	2004	2015
Committed Occupancy	100%	100%
Name of Lessee(s)	K.K. Hakusho	Iryouhoujin Shadan Kouaikai
Date of Acquisition	24 February 2017	14 February 2018
Appraised Value <sup>1</sup>	¥106m (S\$1.3m)	¥1,660m (S\$20.6m)
Appraiser/ Date	CBRE K.K. / 31 December 2018	Enrix Co., Ltd / 31 December 2018



# Our Portfolio - Malaysia



Property	Gleneagles Intan Medical Centre, Kuala Lumpur		
Туре	Medical Centre		
Land Tenure	Freehold		
Land Area (sq m)	3,450		
Floor Area (sq m) <sup>1</sup>	2,444		
Number of Car Park Lots	69, all of which owned by Parkway Life REIT		
Year of Completion	1999		
Committed Occupancy	31% (excluding car park)		
Name of Lessee(s)	<ul> <li>Gleneagles Kuala Lumpur (a branch of Pantai Medical Centre Sdn. Bhd.)</li> <li>Choizes Concept Store Sdn. Bhd.</li> <li>KL Stroke &amp; Neuro Clinic Sdn. Bhd.</li> </ul>		
Date of Acquisition	1 August 2012		
Appraised Value 2	RM22.4m (S\$7.4m)		
Appraiser/ Date	Knight Frank Malaysia Sdn. Bhd. / 31 December 2018		



- Strata area of Property owned by PLife REIT At an exchange rate of S\$1.00 : RM3.03