



# ROXY-PACIFIC HOLDINGS LIMITED

Results Announcement  
Half Year Ended 30 June 2021  
5<sup>th</sup> August 2021

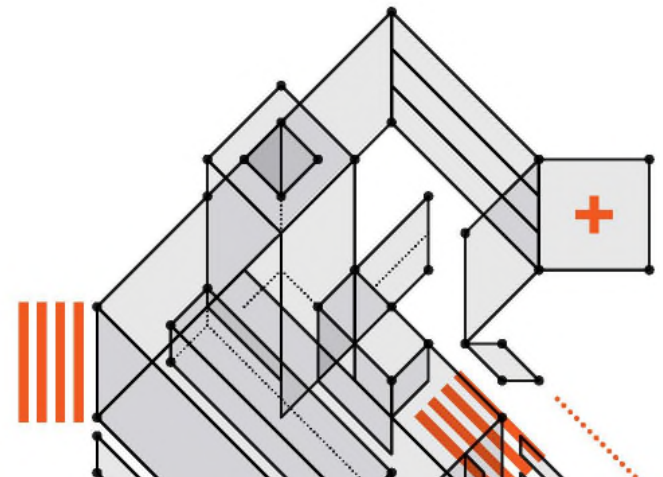
**STRONG**  
**PARTNERSHIPS**  
**FIRM**  
**FOUNDATION**



# Agenda

---

- 1. Financial Performance**
- 2. Business Review**
- 3. Group Borrowings**
- 4. Outlook**



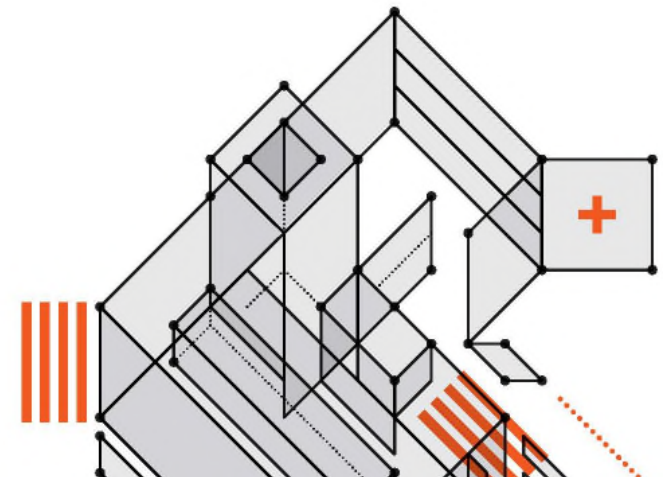


# Financial Performance

---

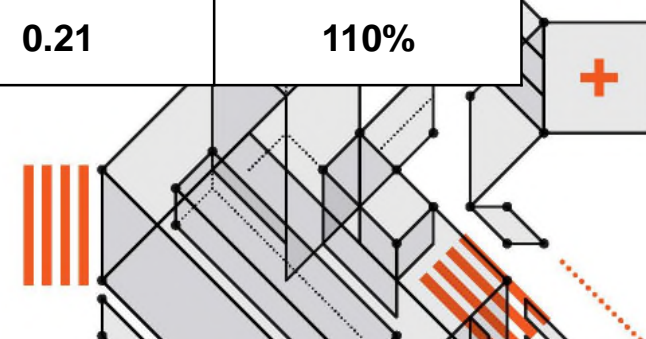
## 1H2021 Overview

- Revenue increased to S\$141.2 million (1H2020: S\$118.1 million)
- Net profit attributable to shareholders increased to S\$5.9 million (1H2020: S\$2.8 million), mainly contributed from Property Development segment
- Total attributable pre-sale revenue of S\$564.4 million (1H2020: S\$454.5 million) to be recognised from 2H2021 to FY2023
- Healthy cash and bank balances of S\$391.0 million
- Net gearing remains healthy at 0.70 times



# Financial Performance

Financial Results	1H2021	1H2020	% change
Revenue (S\$'m)	141.2	118.1	20%
Gross Profit (S\$'m)	25.4	17.8	42%
Gross Margin (%)	18%	15%	3ppt
Share of results of associates and joint ventures (net of tax) (S\$'m)	2.4	11.9	-80%
Pre-tax profit (S\$'m)	9.1	3.0	203%
Net Profit (S\$'m)	7.4	2.2	236%
Net Profit attributable to shareholders (S\$'m)	5.9	2.8	110%
EPS (SGD cents)	0.45	0.21	110%

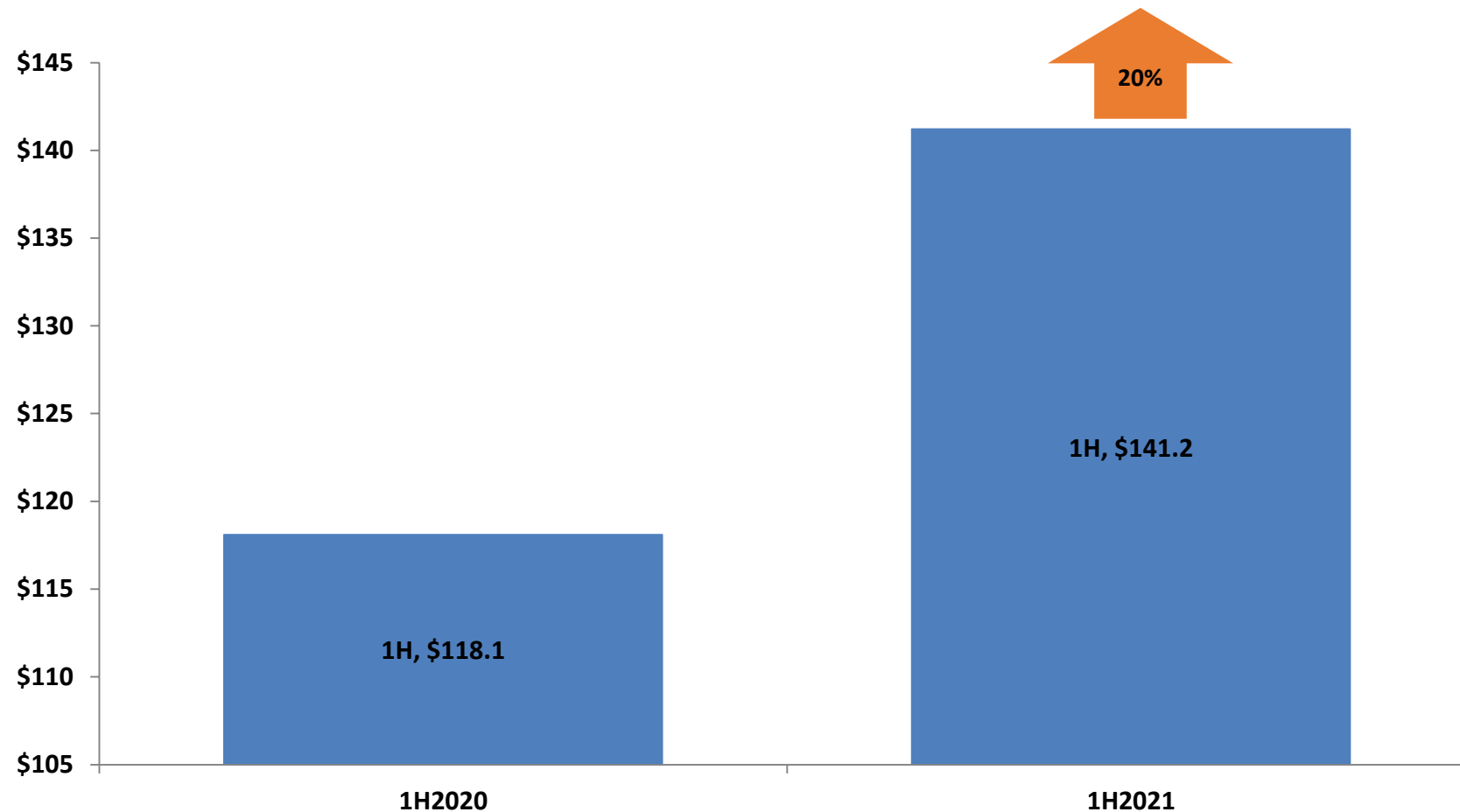


# Financial Performance

## *Financial Performance*

Revenue (S\$'m)

➡ 1H2021 revenue increased by 20% to S\$141.2m

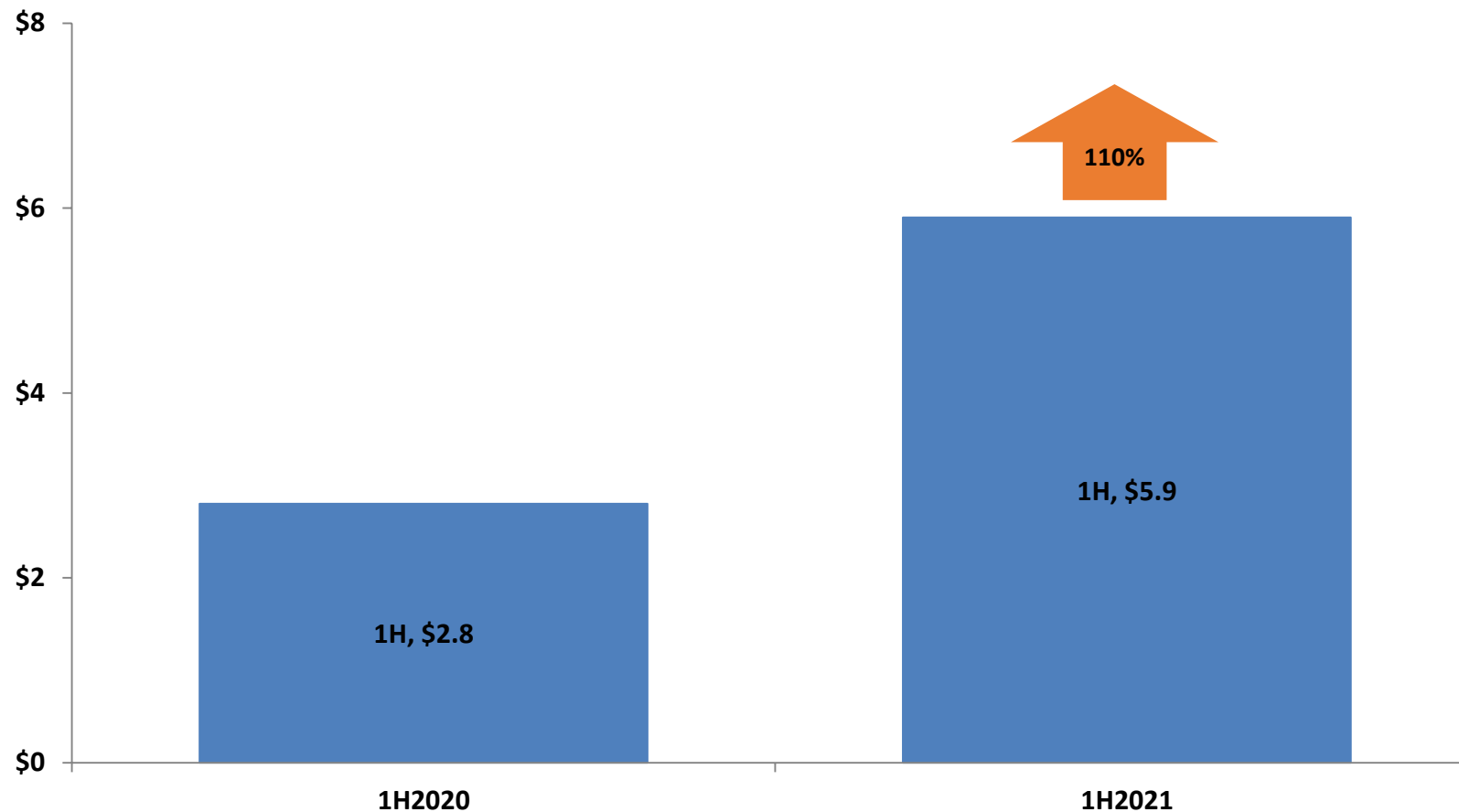


# Financial Performance

## *Financial Performance*

Net Profit attributable to  
shareholders (S\$'m)

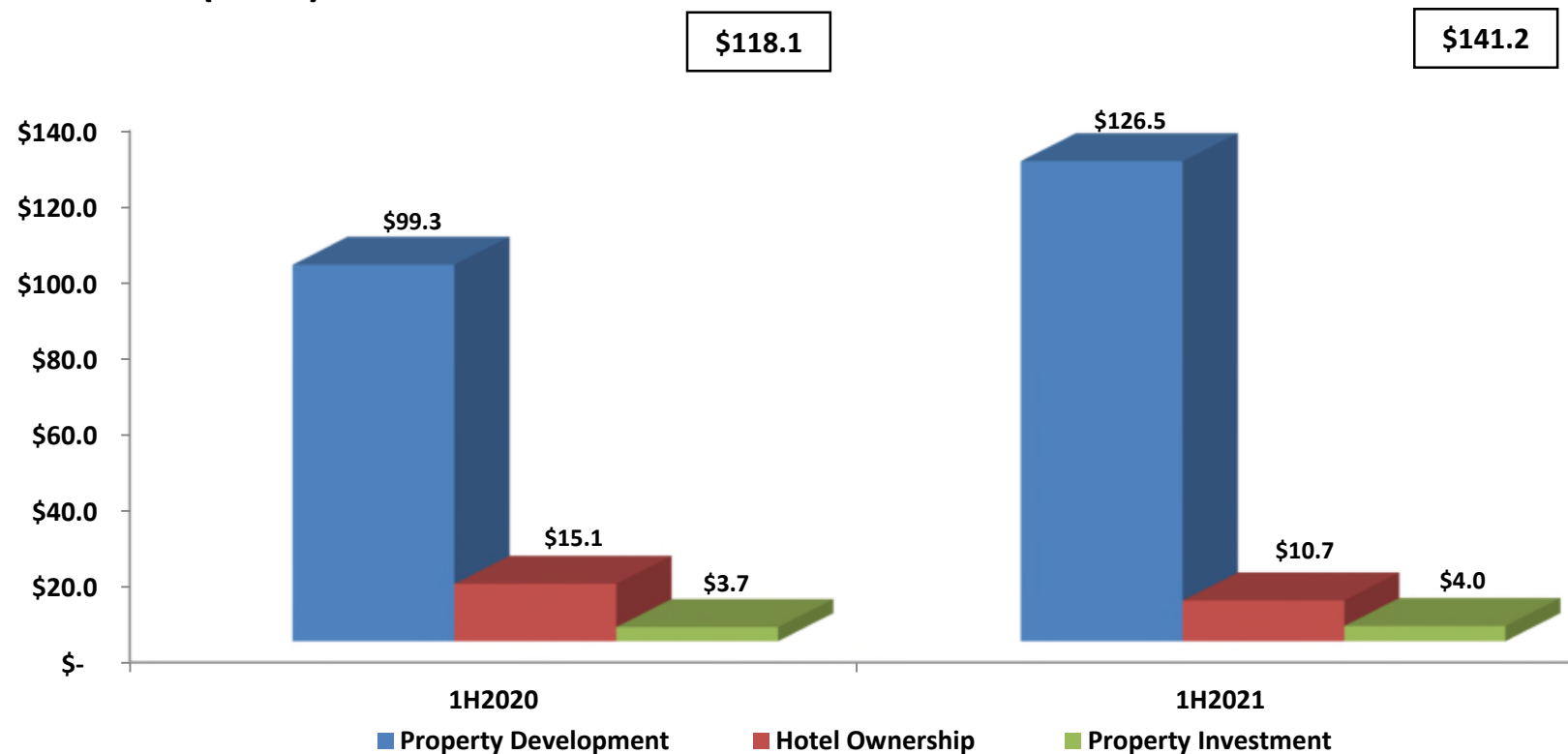
► 1H2021 net profit attributable to shareholders  
increased by 110% to S\$5.9m



# Financial Performance

## Segment Results – 1H2021

Revenue (S\$'m)

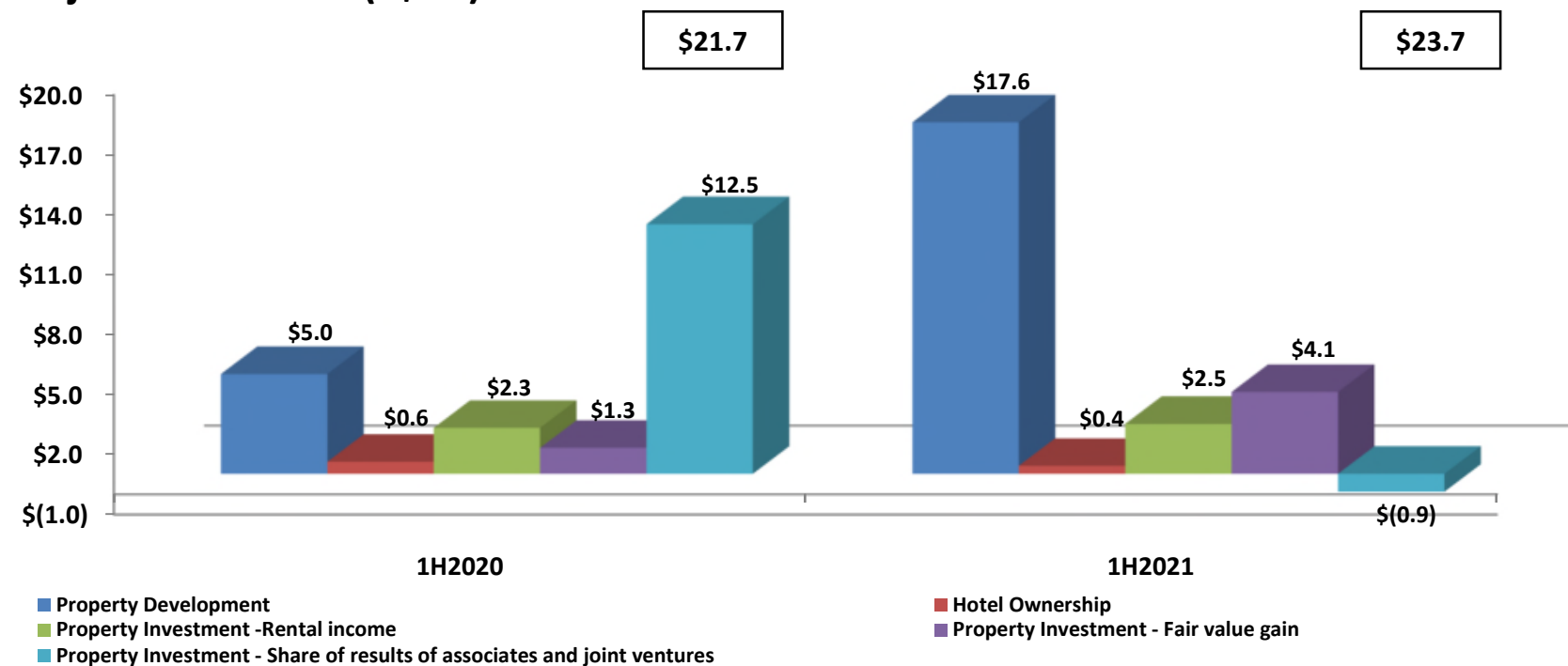


	1H2020	1H2021
Property Development	84%	90%
Hotel Ownership	13%	7%
Property Investment	3%	3%
	100%	100%

# Financial Performance

## Segment Results – 1H2021

Adjusted EBITDA\* (\$\$'m)



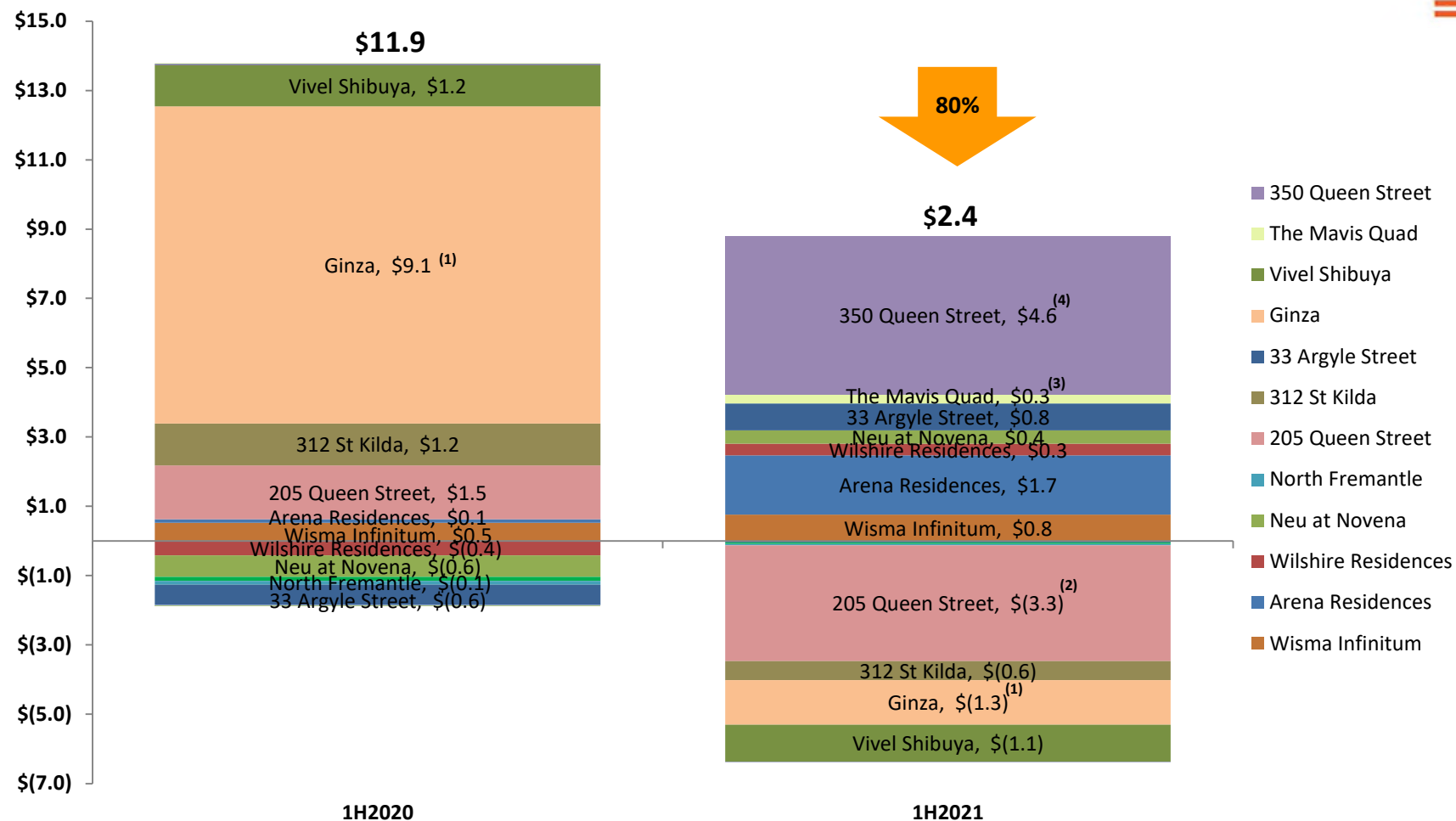
	1H2020	1H2021
Property Development	23%	74%
Hotel Ownership	3%	2%
Property Investment - Rental income	10%	11%
Property Investment - Fair value gain	6%	17%
Property Investment - Share of results of associates and joint ventures	58%	-4%
	100%	100%

\* Adjusted EBITDA excludes corporate expenses, depreciation of property, plant and equipment, depreciation of right of use assets, finance cost (net), unrealized/realised foreign exchange gain/(loss) (net) and fair value on financial assets classified as FVTPL.



# Financial Performance

## Share of results in associates and joint ventures (\$\$'m) – 1H2021



(1) The Group has sold the investment property in March 2020. 1H2021 is a loss due to prior year adjustment made by the associate on the investment

(2) 1H2021 includes fair value loss of \$4.7m

(3) The Group has sold the investment property in March 2021

(4) The Group completed the purchase of the investment property in January 2021. As at 30 June 2021, the property recorded an attributable fair value gain of \$6.4m (net of tax)

# Financial Performance

Financial Position	30 Jun 2021 (\$m)	31 Dec 2020 (\$m)
Total assets	1,655.7	1,616.3
Revaluation surplus <sup>(1)</sup>	463.4	458.8
Revalued total assets ("RTA")	2,119.1	2,075.1
Total debt <sup>(2)</sup>	1,057.1	1,001.1
Cash & bank balances <sup>(3)</sup>	391.0	395.6
Net debt	666.1	605.5
Net asset value ("NAV")	486.8	482.1
Adjusted net asset value ("ANAV")	950.2	940.9

(1) The fair value of the Grand Mercure Roxy Hotel, Noku Kyoto, Noku Osaka, hotel under development in Phuket, Noku Maldives and the head office premise were estimated to be S\$679.6m as at 30 June 2021 (31 December 2020: S\$680.3m) as compared to net book value of S\$216.2m (31 December 2020: S\$221.5m).

(2) Total debt include bank borrowings amounting to S\$1,027.9m as at 30 June 2021 (31 December 2020: S\$972.3m) and lease liability amounting to S\$29.1m (31 December 2020: S\$28.8m).

(3) Cash holdings include project account monies amounting to S\$81.2m as at 30 June 2021 (31 December 2020: S\$71.4m) and S\$144.7m (31 December 2020: S\$158.6m) pledged to banks and financial institutions.



# Financial Performance



Financial Ratios	30 Jun 2021	31 Dec 2020
NAV per share (SGD cents)	37.33	36.97
ANAV per share (SGD cents) <sup>(1)</sup>	72.87	72.15
Cash holdings per share (SGD cents) <sup>(2)</sup>	29.98	30.33
Net debt to ANAV (times)	0.70	0.64
Return on equity (%) <sup>(3)</sup>	2.4%	(6.1%)

---

(1) The fair value of the Grand Mercure Roxy Hotel, Noku Kyoto, Noku Osaka, hotel under development in Phuket, Noku Maldives and the head office premise were estimated to be S\$679.6m as at 30 June 2021 (31 December 2020: S\$680.3m) as compared to net book value of S\$216.2m (31 December 2020: S\$221.5m).

(2) Cash holdings include project account monies amounting to S\$81.2m as at 30 June 2021 (31 December 2020: S\$71.4m) and S\$144.7m (31 December 2020: S\$158.6m) pledged to banks and financial institutions.

(3) Calculated by dividing annualised profit after tax attributable to equity shareholders by net assets value.



# BUSINESS REVIEW

## *Property Development*

Results Announcement

Half Year Ended 30 June 2021

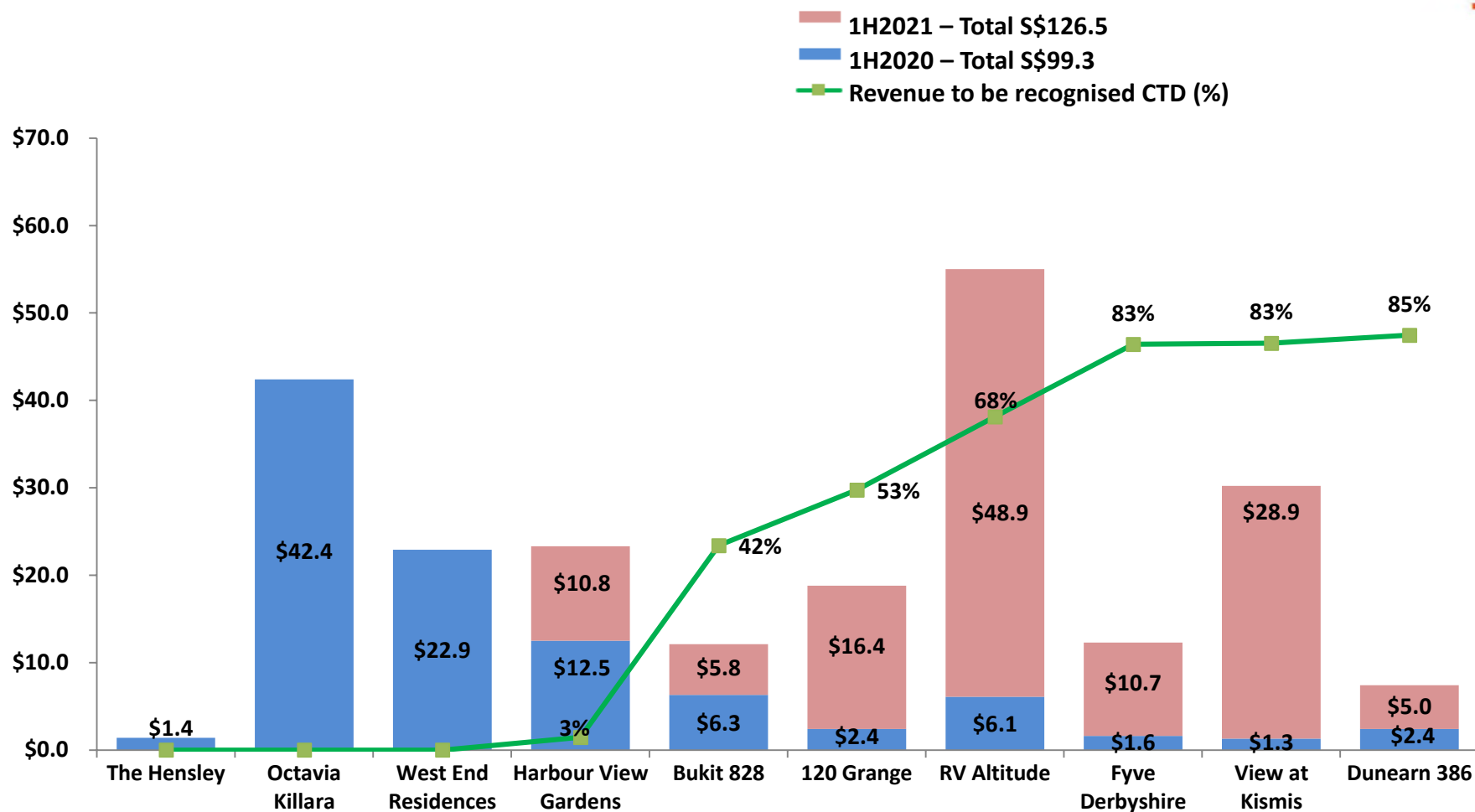
5<sup>th</sup> August 2021



# Business Review

## Property Development

### Revenue from Property Development (\$\$'m)



◆ 1H2021 Property Development revenue was mainly attributable to RV Altitude, View at Kismis and 120 Grange.

# Business Review

## Pre-Sale Revenue to be recognised by projects (\$\$'m)

Project name	Type of development	Group stake %	Total units in project Unit	Unit sold Unit	Attributable total sale value <sup>(i) (ii)</sup> \$'m	Attributable revenue recognised up to 30 June 2021 \$'m	Balance attributable progress billings to be recognised from 1 July 2021 \$'m
<b><u>Singapore</u></b>							
1 Harbour View Gardens	Residential	100%	57	57	\$ 73.7	\$ 71.8	\$ 1.9
2 120 Grange	Residential	90%	56	56	\$ 92.3	\$ 43.3	\$ 49.0
3 Bukit 828	Residential	80%	34	34	\$ 32.2	\$ 18.8	\$ 13.4
4 Arena Residences	Residential	50%	98	98	\$ 67.1	\$ 26.5	\$ 40.6
5 RV Altitude	Residential	100%	140	140	\$ 218.8	\$ 69.7	\$ 149.1
6 Fyve Derbyshire	Residential	100%	71	53	\$ 95.9	\$ 21.6	\$ 74.3
7 Wilshire Residences	Residential	40%	85	29	\$ 21.2	\$ 2.6	\$ 18.6
8 Dunearn 386	Residential	100%	35	18	\$ 31.5	\$ 10.0	\$ 21.5
9 View at Kismis	Residential	60%	186	182	\$ 139.5	\$ 24.5	\$ 115.0
10 NEU AT NOVENA	Residential	50%	87	72	\$ 64.0	\$ 7.2	\$ 56.8
<b><u>Malaysia</u></b>							
11 Wisma Infinitum - The Colony	Residential	47%	423	337	\$ 59.4	\$ 44.3	\$ 15.1
Wisma Infinitum - The Luxe	Residential	47%	300(iii)	166	\$ 34.5	\$ 25.4	\$ 9.1
<b>Total</b>			<b>1,572</b>	<b>1,242</b>	<b>\$ 930.1</b>	<b>\$ 365.7</b>	<b>\$ 564.4</b>

(i) For Singapore projects, sale value is based on Option to Purchase granted up to 27 July 2021.

(ii) For overseas projects, sale value is based on contract signed up to 27 July 2021.

(iii) Represents Block B - The Luxe by Infinitum. An additional 31 commercial units are pending launch.

Note: Pre-sale revenue is recognised based on Percentage of Completion.



# Business Review

## Development Land Bank in Singapore



	Project name/ Location	Proposed Development	Approximate Land Area (sq ft)	Approximate Gross Floor Area (sq ft)	Group's stake	Approximate Attributable Gross Floor Area (sq ft)	Approximate Attributable Land Cost (\$'m)
1	Jalan Molek and Guillemard Road	137 units of Residential Development	37,131	103,967	100%	103,967	\$93.0
2	Institution Hill	60 units of Residential Development	14,300	40,040	42%	16,817	\$23.8
<b>Total</b>		<b>197 units</b>	<b>51,431</b>	<b>144,007</b>		<b>120,784</b>	<b>\$116.8</b>



# BUSINESS REVIEW

## *Hotel Ownership*

Results Announcement

Half Year Ended 30 June 2021  
5<sup>th</sup> August 2021

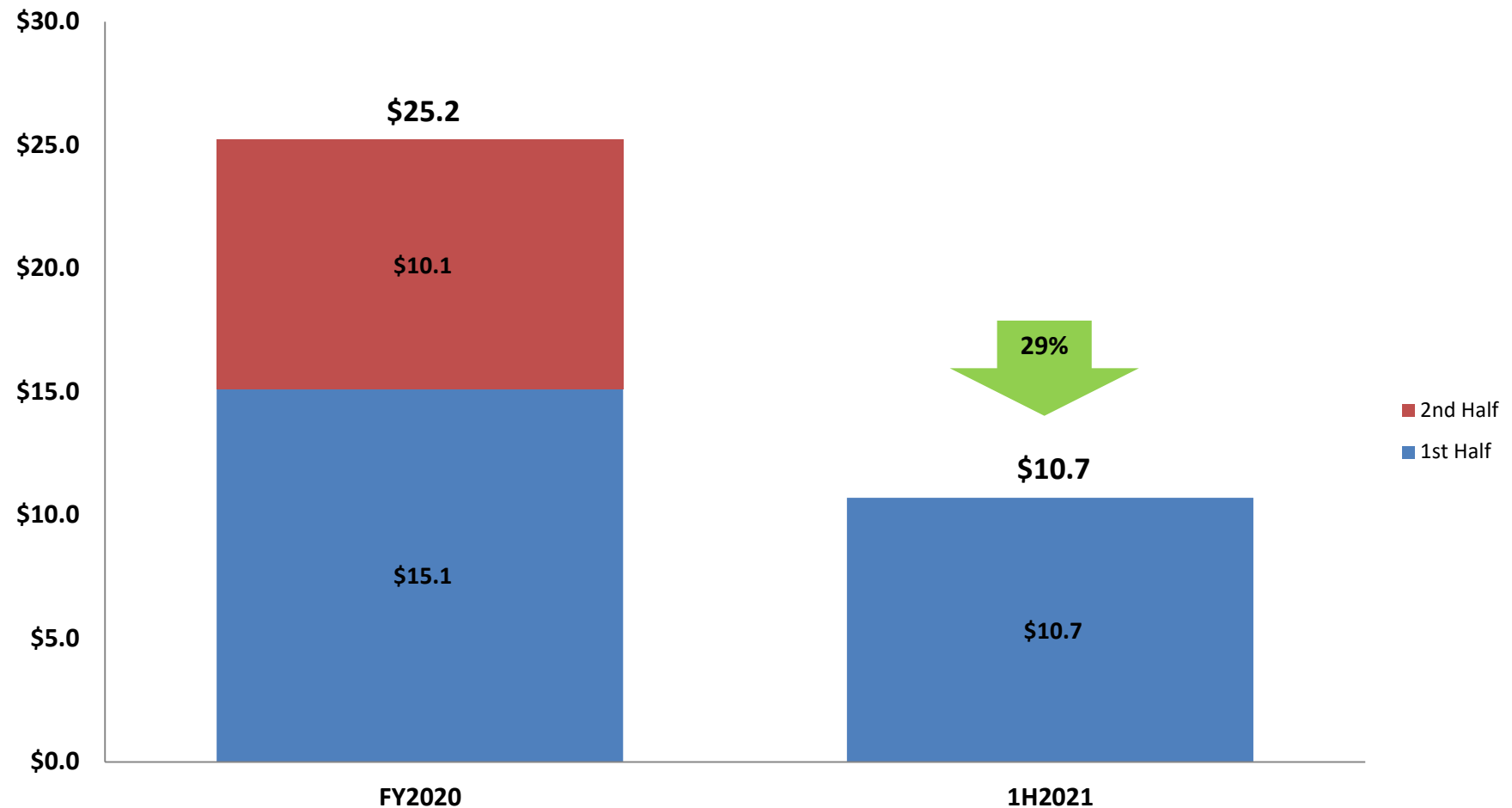


# Business Review

## Hotel Ownership – 1H2021

Hotel Revenue (\$m)

➡ Hotel revenue decreased 29% in 1H2021 to S\$10.7m

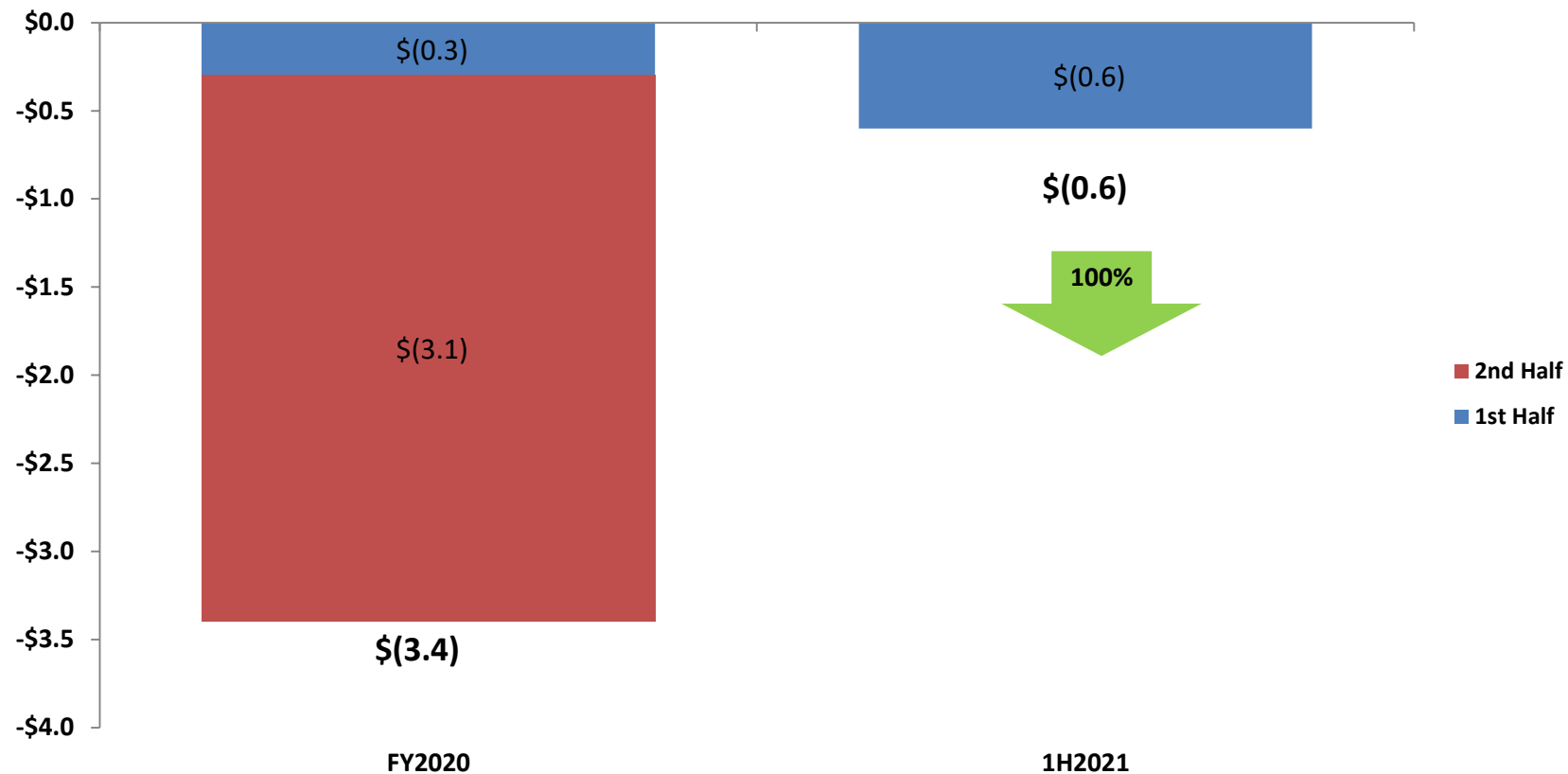


# Business Review

## Hotel Ownership – 1H2021

### Hotel Net Operating Profits (“NOP”) (\$m)

➡ Hotel net operating profit decreased 100% in 1H2021 to -S\$0.6m from -S\$0.3m in 1H2020



Hotel Net Operating Profits is defined as the earnings before interest, taxes, depreciation and amortisation.

# Business Review

## Hotels in operations/under development

Properties	Grand Mercure Singapore Roxy	Noku Kyoto	Noku Osaka	Noku Maldives	Noku Phuket (under development)	Total
Location	50 East Coast Road	205-1 Okuracho Kyoto, Japan	Kita-Ku, Osaka City, Japan	Island of Kudafunafaru, Noonu Atoll, Maldives	48/13 Moo 6, Chaofa Road, Phuket, Thailand	na
Managed by	Roxy under franchise with Accor Group	Roxy under "NOKU hotels"	Roxy under "NOKU hotels"	Roxy under "NOKU hotels"	Roxy under "NOKU hotels"	na
Rooms	576 rooms	81 rooms	154 rooms	50 villas	91 rooms/villas	952 rooms/villas
Date of TOP/acquisition	TOP in Sep 2000	02-Oct-14	17-Oct-17	11-May-16	06-Nov-14	na
Tenure	Freehold	Freehold	Freehold	Remaining 36 years leasehold	Freehold	na
Approximate Land Area (sq m)	15,172	940	886	89,896	46,878	153,772
Gross Floor area (sq m)	35,336	4,780	3,672	16,830	17,973	78,591
Net Book Value as at 30 June 2021	S\$56.6 million	S\$28.5 million (JPY2.34 billion)	S\$33.6 million (JPY2.76 billion)	S\$43.9 million (US\$32.7 million)	S\$50.6 million (THB1.21 billion)	S\$213.2 million
Valuation as at 31 December 2020	S\$501 million	S\$33.0 million (JPY2.71 billion)	S\$34.1 million (JPY2.80 billion)	S\$45.0 million (US\$33.5 million)	S\$50.6 million <sup>(1)</sup> (THB1.21 billion)	S\$663.7 million

(1) Expected to operate by FY2022







# BUSINESS REVIEW

## *Property Investment*

---

Results Announcement

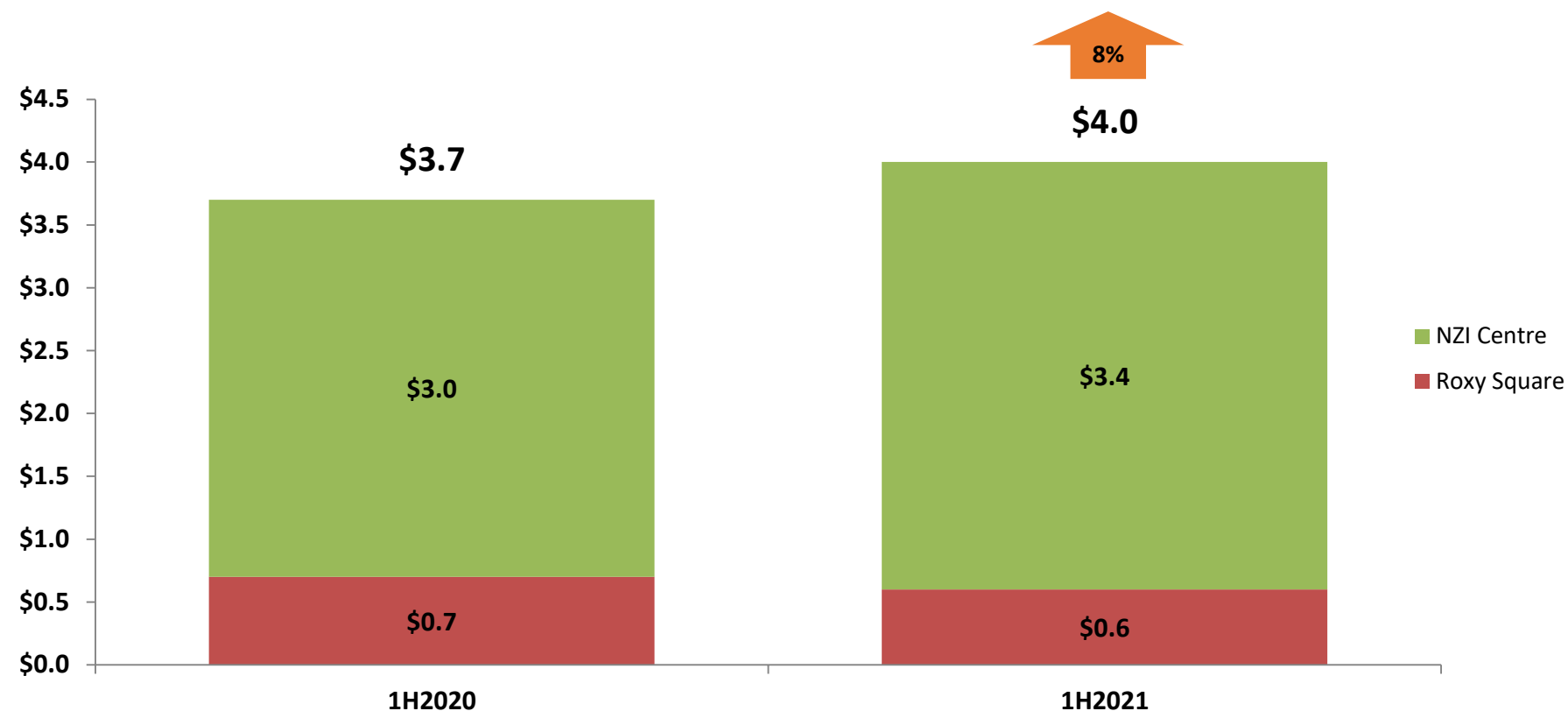
Half Year Ended 30 June 2021  
5<sup>th</sup> August 2021

# Business Review

## Property Investment – 1H2021

Revenue (S\$m)


➡ Rental income increased 8% in 1H2021 to S\$4.0m from S\$3.7m in 1H2020



➡ Excludes rental income from 205 Queen Street, 312 St Kilda Road, 33 Argyle Street, Vivel Shibuya and 350 Queen Street as it is accounted for under share of results from associates and joint ventures

# Business Review



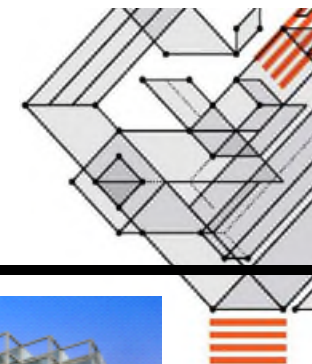
<b>Location</b>	 50 East Coast Road, Roxy Square, Singapore	 NZI Centre, 1 Fanshawe Street, Auckland, New Zealand
<b>Description</b>	49 shop units <sup>(3)</sup>	6-storey commercial building
<b>Date of TOP/acquisition</b>	1984/1998	15-Dec-17
<b>Group's stake</b>	100%	100%
<b>Net Lettable Area/ Floor Area (sqm)</b>	2,371	9,446
<b>Valuation</b> <sup>(1)</sup>	S\$67.3m	S\$68.4m (NZ\$72.7m)
<b>Occupancy (%) as at 30 June 2021 (on lettable area)</b>	82%	100%
<b>Estimated Total Annual Gross Income</b> <sup>(2)</sup>	S\$1.3m	S\$6.6m (NZ\$7.0m)

(1) Based on latest valuations as of 30 June 2021

(2) Based on occupancy as at 30 June 2021

(3) Excludes 3 units which are for owner-use premises

# Business Review



			
<b>Location</b>	312 St Kilda Road, Melbourne, Australia	350 Queen Street, Melbourne, Australia	33 Argyle Street, Parramatta NSW 2150, Australia
<b>Description</b>	6 levels of office and 4 basement levels	21 level Commercial Office Tower	Lower B-grade office building comprising a quasi-retail ground floor suite and café, three levels of above ground parking providing 138 car spaces, 6 upper office levels and roof top plant rooms
<b>Date of TOP/acquisition</b>	23-Jan-18	19-Jan-21	08-Jan-19
<b>Group's stake</b>	45%	40%	40%
<b>Net Lettable Area/ Floor Area (sqm)</b>	9,887	21,823	5,281
<b>Valuation <sup>(1)</sup></b>	S\$88.0m (A\$87.0m)	S\$171.9m (A\$170m)	S\$47.1m (A\$46.6m)
<b>Occupancy (%) as at 30 June 2021 (on lettable area)</b>	85%	86%	67%
<b>Estimated Total Annual Gross Income <sup>(2)</sup></b>	S\$5.5m (A\$5.5m)	S\$10.0m (A\$9.9m)	S\$2.4m (A\$2.4m)

(1) Based on latest valuations as of 30 June 2021


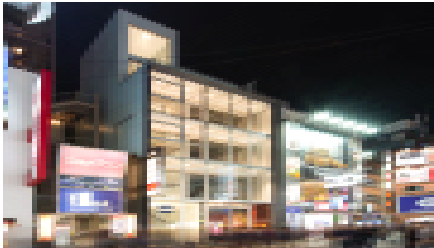
(2) Based on occupancy as at 30 June 2021

➤ Excludes Melbourne House which will be redeveloped into an office building with a net lettable area of 8,019 sqm. Estimated date of completion in June 2023



# Business Review



<b>Location</b>	 205 Queen Street, Auckland, New Zealand	 23-10 Udagawacho, Shibuya-ku, Tokyo
<b>Description</b>	2 office towers with retail podium	5 storey retail building
<b>Date of TOP/acquisition</b>	20-Dec-17	28-Feb-20
<b>Group's stake</b>	50%	49%
<b>Net Lettable Area/ Floor Area (sqm)</b>	25,368	679
<b>Valuation <sup>(1)</sup></b>	S\$181.7m (NZ\$193m)	S\$65.8m (JPY5.4b)
<b>Occupancy (%) as at 30 June 2021 (on lettable area)</b>	70%	100%
<b>Estimated Total Annual Gross Income <sup>(2)</sup></b>	S\$12.1m (NZ\$12.8m)	S\$1.1m (JPY87.1m)

(1) Based on latest valuations as of 30 June 2021

(2) Based on occupancy as at 30 June 2021





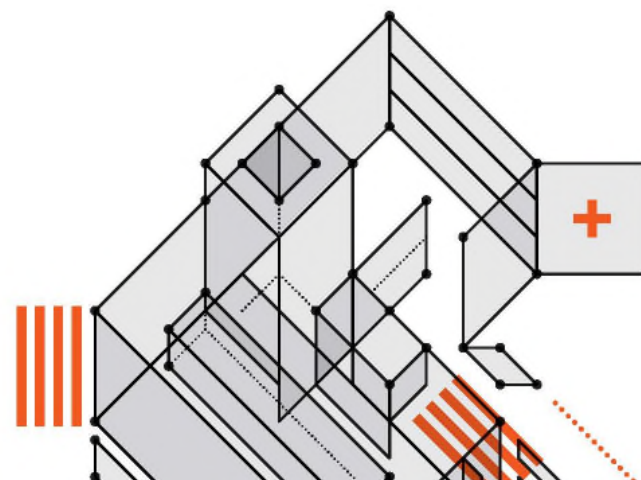
# Group Borrowing

---

**Results Announcement**

**Half Year Ended 30 June 2021**

**5<sup>th</sup> August 2021**



# Group Borrowing

Debt Profile	30 Jun 2021	31 Dec 2020
Total borrowings (S\$m)	S\$1,028.0	S\$972.3
Net borrowings (S\$m)	S\$637.0	S\$576.7
Fixed rate loans including IRS (S\$m)	S\$391.9	S\$382.3
Fixed rate loans including IRS as % of total loans	38%	39%
Weighted average term for fixed rate loans including IRS	26 months	25 months
Weighted average interest rate (fixed rate loans including IRS)	2.0%	2.3%
Weighted average interest rate (floating rate loans)	1.6%	1.6%
Interest coverage ratio (times) <sup>(1)</sup>	2.1	(0.6)
Cash coverage ratio (times) <sup>(2)</sup>	22.4	19.7

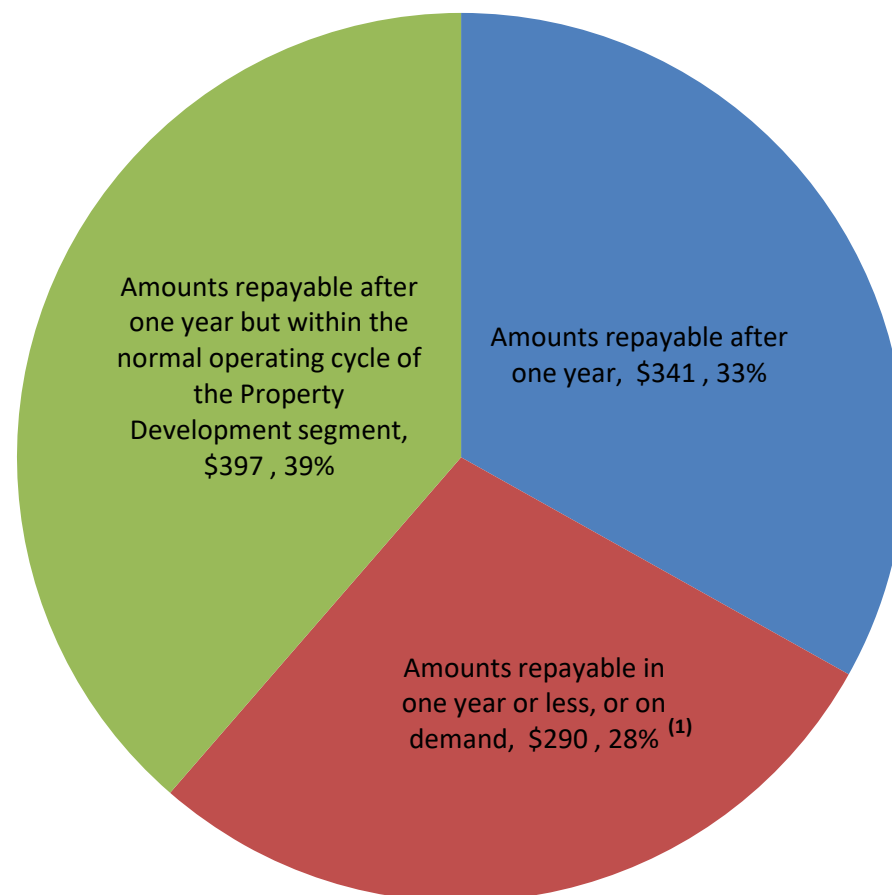
(1) calculated by dividing profit before interest and taxes ("EBIT") by the interest expenses for the same period.

(2) calculated by dividing cash balance by the annualised interest expense for the same period.

# Group Borrowing

Debt Profile as at 30 Jun 2021 (S\$m)

Total outstanding debts of S\$1,028.0 m as of 30 Jun 2021



(1) \$114.9 million relates to loans for Grand Mercure Singapore Roxy hotel and shop units and \$103.1 million loans are secured by fixed deposits.



# Outlook



## 1. General

- Advance estimated from MTI showed that the Singapore economy expanded by 14.3% on a y-o-y basis in 2Q2021.<sup>1</sup>
- The Reserve Bank of Australia expected the country's GDP to grow 4.75% over 2021 and 3.5% over 2022.<sup>2</sup>
- Bank of Japan forecasted GDP for 2021 to be between +3.3% to +4.0%.<sup>3</sup>

## 2. Property Development

- URA reported that private residential property index increase by 0.8% in 2Q2021 as compared to the 3.3% increase in 1Q2021.<sup>4</sup>
- In Australia, the price index for residential properties increase 5.4% y-o-y in 1Q2021, with Sydney registered a gain of 6.1%.<sup>5</sup>
- The Group has completed acquisition residential sites at Jalan Molek and Guillemard Road for total land area of 37,131 sq ft.
- The Group has completed acquisition residential sites at Institution Hill for total land area of 14,300 sq ft.
- As at 27<sup>th</sup> July 2021, pre-sale revenue from the development projects was S\$564.4million, the profit of which will be recognised from 2H2021 to FY2023.

<sup>1</sup> Ministry of Trade and Industry Singapore, July 14, 2021 – Singapore's GDP Grew by 14.3 Per Cent in the Second Quarter of 2021

<sup>2</sup> Reserve Bank of Australia, May 2021 – Statement on Monetary Policy: 5. Economic Outlook

<sup>3</sup> Bank of Japan, April 27, 2021 – Outlook for Economic Activity and Prices (April 2021)

<sup>4</sup> Urban Redevelopment Authority, July 23, 2021 – Release of 2nd Quarter 2021 Real Estate Statistics

<sup>5</sup> Australian Bureau of Statistics, June 15, 2021 – Residential Property Price Indexes: Eight Capital Cities, Mar 2021



# Outlook



## 3. Hotel Ownership

- Singapore recorded 6,290 visitor arrivals in May 2021 which rose slightly in comparison to 880 visitor arrivals in May 2020.<sup>6</sup>
- Japan has once again reimposed state of emergency and resulted weaker demand for hotel accommodation.
- The Group's self-managed boutique hotels, *Noku* Phuket is expected to operate by 2022.
- The Group's upscale resort in Maldives, *Noku Maldives* has received a boost in enquiries since travel restrictions are lifted in July 2021. The Group will continue to strengthen its marketing efforts to capture the international travellers.

## 4. Property Investment

- The Group has completed acquisition of 21 levels commercial tower located at 350 Queen Street, Melbourne, Australia in January 2021.
- The Group has sold a land situated at 34-36 Mavis Street, Revesby, Australia.
- The Group will continue to build its recurring income base through proactive asset management, for greater resiliency.

**5. Healthy cash and bank balances of S\$391.0 million.**

**6. Net gearing remains healthy at 0.70 times.**

**7. The Group will continue to monitor the evolving pandemic situation and adjust and react proactively with appropriate countermeasures. Barring any unforeseen circumstances, the directors expect the Group to be profitable in the financial year ending 31 December 2021.**

<sup>6</sup> CEIC Data, May 2021 – Singapore Visitor Arrivals



ROXY-PACIFIC  
HOLDINGS LIMITED

**THANK  
YOU**

**STRONG  
PARTNERSHIPS  
FIRM  
FOUNDATION**

