



POLLUX PROPERTIES LTD.
FY2016 FINANCIAL RESULTS PRESENTATION
25TH MAY 2016



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FY2016 FINANCIAL RESULTS PRESENTATION

1. FINANCIAL HIGHLIGHTS



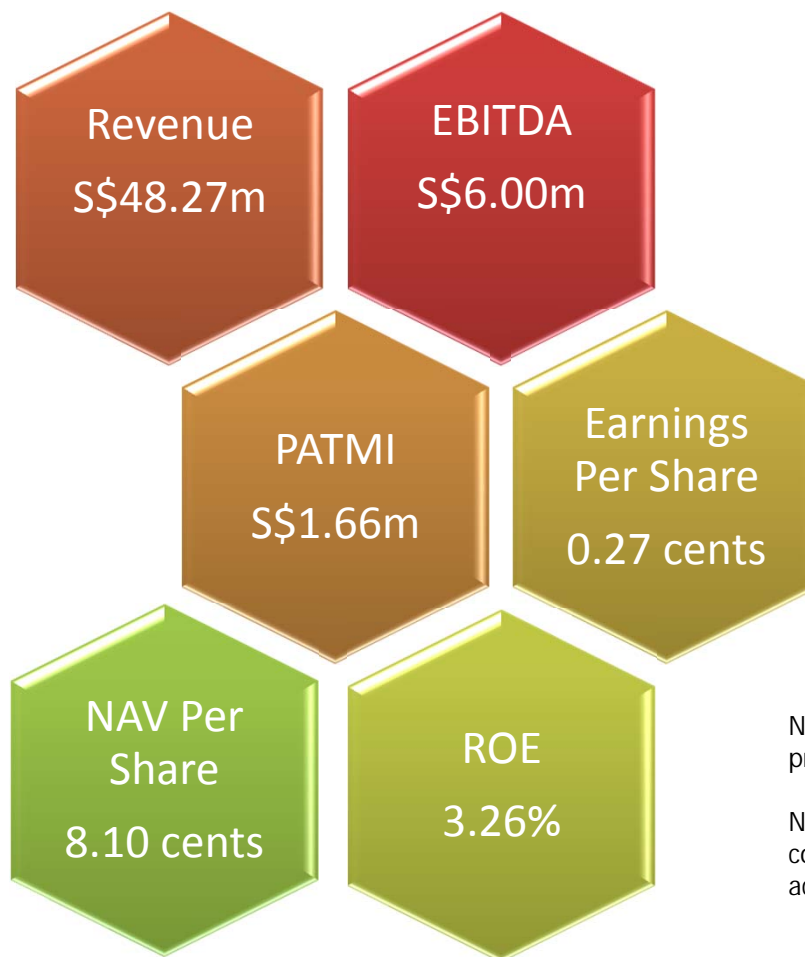
FINANCIAL HIGHLIGHTS – OVERVIEW

- Revenue increased by 27.4% in FY2016 as compared to FY2015
- Earnings per share at 0.27 cents per share in FY2016
- Return on equity at 3.26% in FY2016

Note: "FY" refers to the financial year ended 31 March in the respective years.



FINANCIAL HIGHLIGHTS FOR FY2016

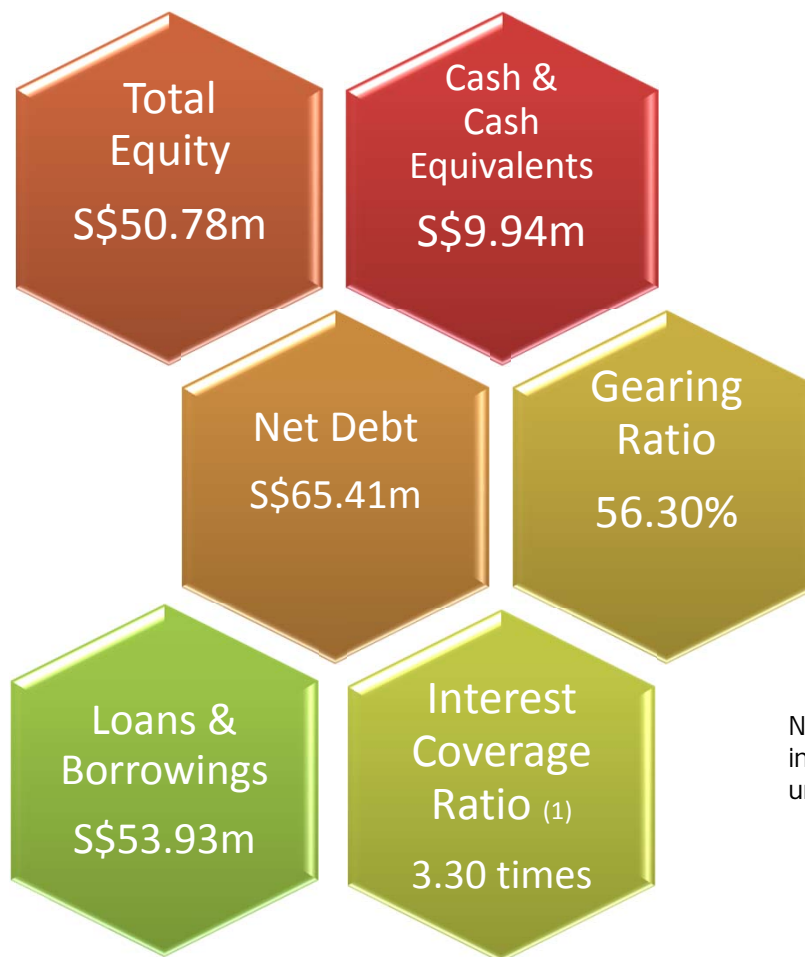


Note 1: No fair value adopted on investment properties.

Note 2: Investment properties are stated at cost less accumulated depreciation and accumulated impairment loss.



FINANCIAL HIGHLIGHTS FOR FY2016

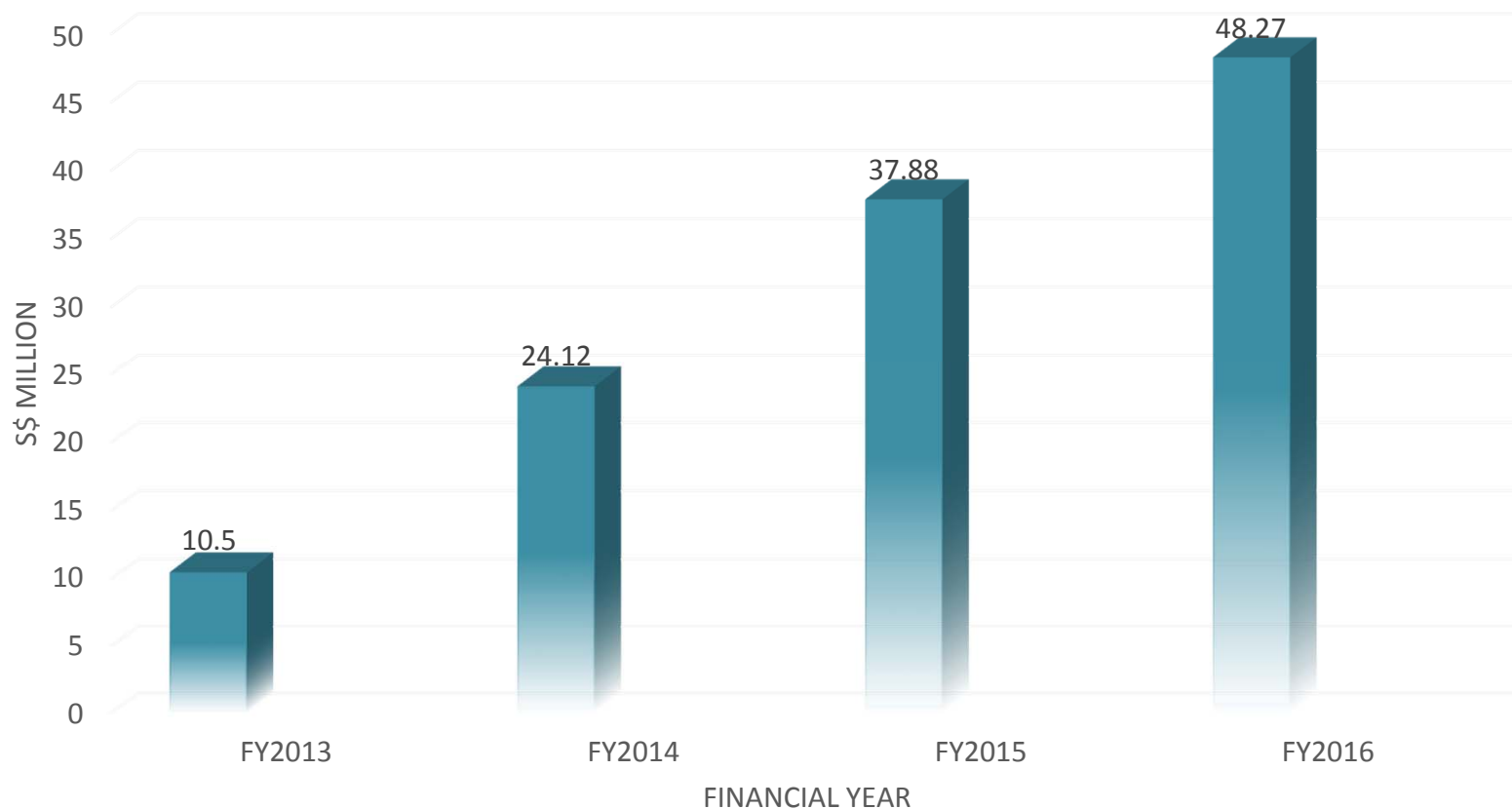


Note 1: The interest coverage ratio did not include the interest expense capitalized under development properties.



FINANCIAL HIGHLIGHTS

Revenue for The Last Four Financial Years

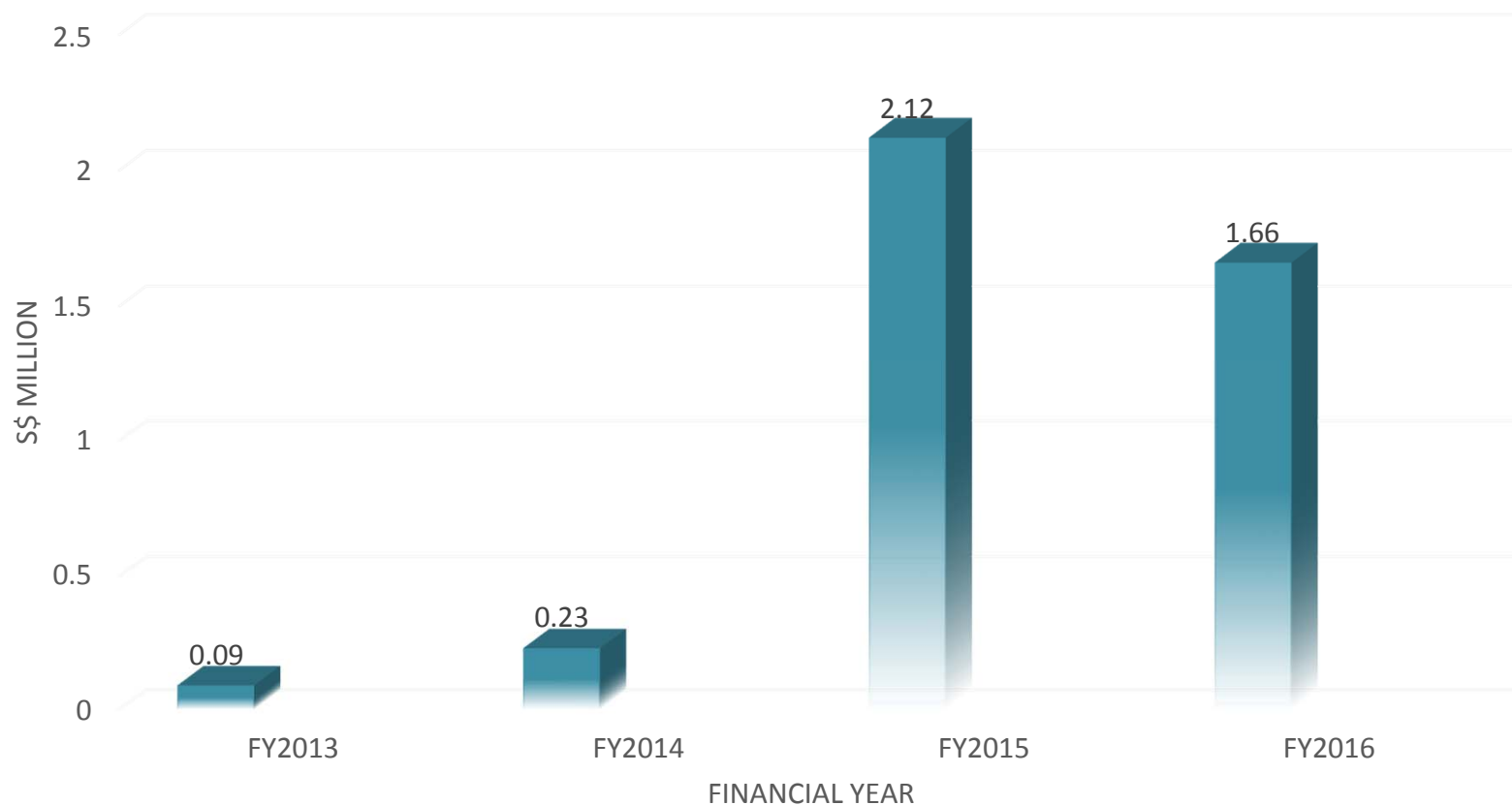


Note: The above financial information is extracted from annual reports / full year announcements of respective years.



FINANCIAL HIGHLIGHTS

PATMI for The Last Four Financial Years



Note: The above financial information is extracted from annual reports / full year announcements of respective years.



FY2016 FINANCIAL RESULTS PRESENTATION

2. OPERATION REVIEW



OPERATION REVIEW

Highlights for Year 2015 and Year 2016

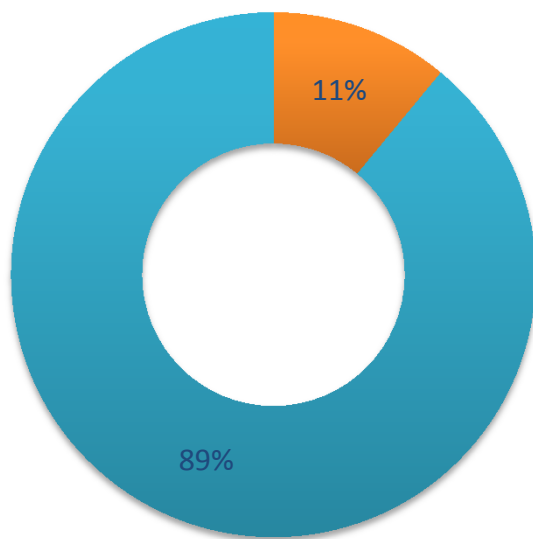
- Berkeley Residences obtained TOP in December 2015.
- Metro Loft Residences obtained TOP in January 2016.
- Garden Park Residences obtained TOP in May 2016.



OPERATION REVIEW

Revenue in FY2016 By Business Segments

REVENUE



■ Property Investment ■ Property Development

REVENUE	\$S'000	PERCENTAGE %
Property Investment	5,376	11%
Property Development	42,895	89%
TOTAL	48,271	100%



OPERATION REVIEW

4 Years Revenue By Business Segments



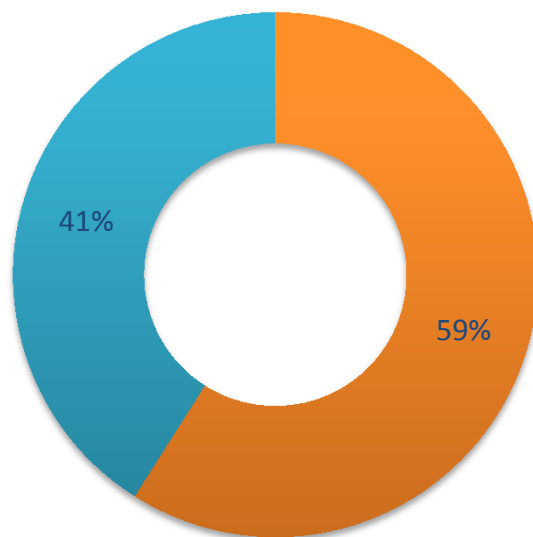
	FY2013 S\$' MIL	FY2014 S\$' MIL	FY2015 S\$' MIL	FY2016 S\$' MIL
Property Investment	0.94	0.33	0.93	5.38
Property Development	9.56	23.79	36.95	42.89
TOTAL	10.50	24.12	37.88	48.27



OPERATION REVIEW

Gross Profit in FY2016 By Business Segments

GROSS PROFIT



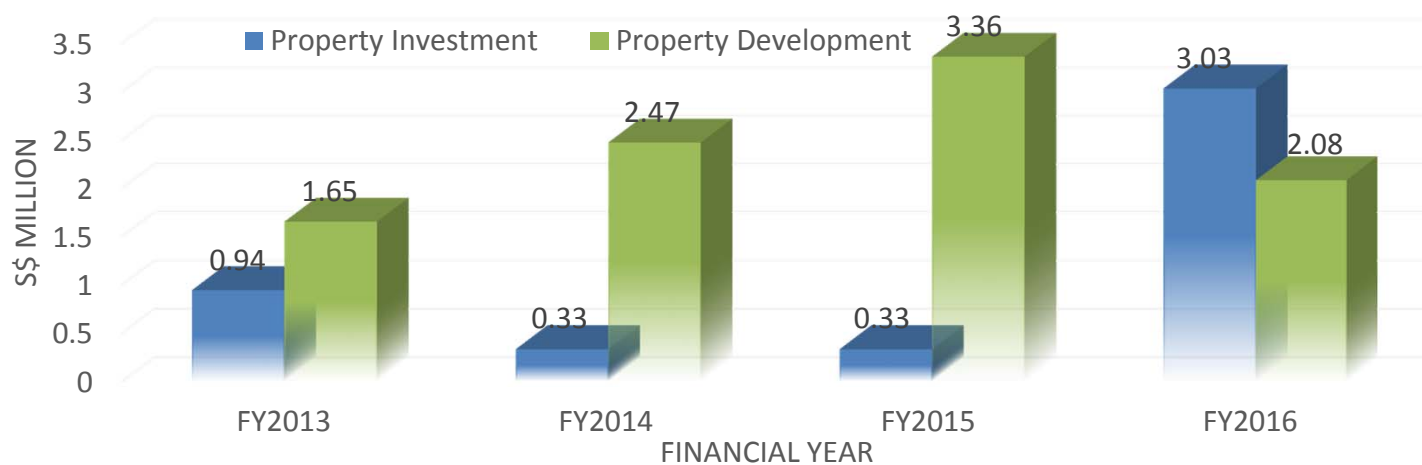
■ Property Investment ■ Property Development

GROSS PROFIT	S\$'000	PERCENTAGE %
Property Investment	3,036	59%
Property Development	2,080	41%
TOTAL	5,116	100%



OPERATION REVIEW

4 Years Gross Profit By Business Segments



	FY2013 S\$' MIL	FY2014 S\$' MIL	FY2015 S\$' MIL	FY2016 S\$' MIL
Property Investment	0.94	0.33	0.33	3.03
Property Development	1.65	2.47	3.36	2.08
TOTAL	2.59	2.80	3.69	5.11



DEVELOPMENT PROPERTIES

Completed Projects as of 25th May 2016

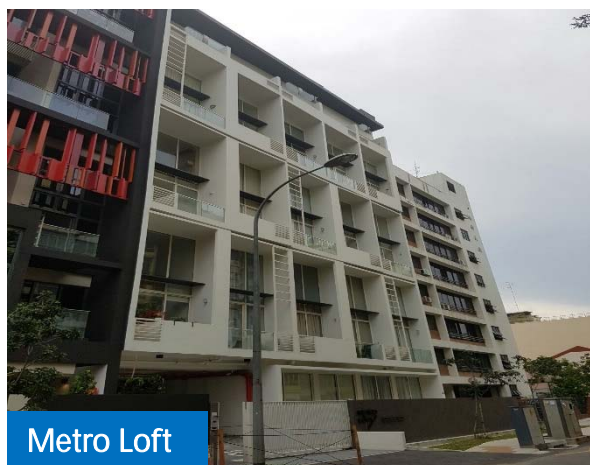


Park Residences Kovan



Park Residences Kovan

Project: Park Residences Kovan
Location: 831 Serangoon Road
Equity Stake: 100%
% Sold: 100%
Certificate Obtained: TOP, CSC



Metro Loft



Metro Loft

Project: Metro Loft
Location: 5 Lorong 27 Geylang
Equity Stake: 100%
% Sold: 97%
Certificate Obtained: TOP

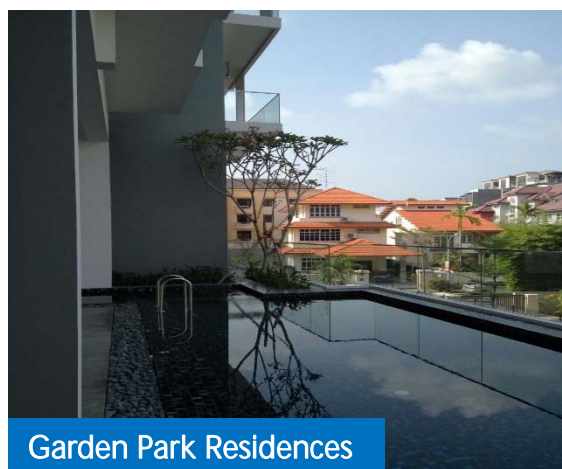


DEVELOPMENT PROPERTIES

Completed Projects as of 25th May 2016



Project: Berkeley Residences
Location: 11 Lorong N Telok Kurau
Equity Stake: 100%
% Sold: 100%
Certificate Obtained: TOP



Project: Garden Park Residences
Location: 25 Lorong M Telok Kurau
Equity Stake: 100%
% Sold: 100%
Certificate Obtained: TOP



DEVELOPMENT PROPERTIES

Under Construction Projects as of 25th May 2016



Pavilion Square



Pavilion Square

Project: Pavilion Square
Location: 345 Geylang Road
Equity Stake: 50%
% Sold: 100%
Estimated Completion: By 2016/17



Mayfair Residences



Mayfair Residences

Project: Mayfair Residences
Location: 531 East Coast Road
Equity Stake: 100%
% Sold: 85%
Estimated Completion: By 2016/17



INVESTMENT PROPERTIES

Project Status

Retail Shops at Balestier Road

- 100% tenanted in FY2016.

Louis Kienne Serviced Residences at Havelock Road

- Average 81% occupancy rate in FY2016.



FY2016 FINANCIAL RESULTS PRESENTATION

3. MARKET OUTLOOK



PRIVATE RESIDENTIAL PROPERTIES

Key Indicators	4Q2015	1Q2016	Change	1Q2015	1Q2016	Change
Price index	141.6	140.6	-0.7%	145.5	140.6	-3.4%
Rental Index	108.9	107.5	-1.3%	112.2	107.5	-4.2%
Take up	1,603	1,419	-11.5%	1,311	1,419	+8.2%
Pipeline supply	55,638	53,512	-3.8%	68,960	53,512	-22.4%
Vacancy rate	8.1%	7.5%	-0.6% point	7.2%	7.5%	+0.3% point

- Prices of properties in Singapore continues their downward trend, falling 0.7% in the first quarter 2016 from the fourth quarter 2015 and falling 3.4% from the first quarter 2015.
- A number of factors will continue to put pressure on the property market, such as the large pipeline for the supply of property units, weakening demand amid low economic growth, and the market cooling measures which remain in place.

Sources: from URA website and property guru website



SERVICED APARTMENT OUTLOOK

- Hotel occupancy drop 0.6% from 85.5% in year 2014 to 85% in year 2015.
- Leasing transaction figures for Q4 2015 shrunk 18.9% quarter on quarter.
- Reduced rental budgets and increasing supply of residential properties are fast reducing the cost of accommodation in Singapore.
- The tougher economic times and slower hiring rate will cause rental rates to continue to fall in 2016.
- Given the high amount of private residential supply in pipeline, tenants will continue to hold the upper hand over landlords in negotiating rental rates.

Sources: from URA website, Singstat website and Savills Research & Consultancy report



FY2016 FINANCIAL RESULTS PRESENTATION

4. GOING FORWARD



GOING FORWARD

The Management intends to achieve a balance between investment and development opportunities.

We are seeking opportunity to expand our fee-based business, such as hospitality and fund management activities, and to enlarge our portfolio of assets and diversifying our business into overseas market.

The management is cautious when seeking opportunities such as accretive lands and assets which can provide sustainable return to shareholders.

Barring any unforeseen circumstances, the Group believes that the continued growth of the operation of Louis Kienne Serviced Residences at 554 Havelock Road as well as the growth of the newly acquired associate fund management company, Stirling Fort Asia Pte. Ltd. (now known as Stirling Fort Capital Pte. Ltd.), will provide a stable long-term recurring income for the Group.



THANK YOU