



UOL Group
1H2018 Financial Results
3 August 2018

AGENDA

- 1H2018 KEY FINANCIALS
- OPERATION HIGHLIGHTS



COMPANY OVERVIEW

- UOL Group Limited (UOL) was founded in 1963 and listed on the Singapore Exchange in 1964
- Total assets of about \$19.9 billion as at 30 June 2018
- Geographical presence in 12 countries - Singapore, Malaysia, Indonesia, Philippines, Vietnam, Myanmar, Australia, China, Bangladesh, UK, USA and Canada
- Through hotel subsidiary, Pan Pacific Hotels Group Limited (PPHG), UOL owns and/or manages over 30 hotels, resorts and serviced suites in Asia, Oceania and North America under two acclaimed brands: “Pan Pacific” and PARKROYAL
- Through Singapore-listed property subsidiary, United Industrial Corporation Limited (UIC), UOL owns an extensive portfolio of prime commercial assets in Singapore and has interests in Pan Pacific Singapore, Marina Mandarin and Mandarin Oriental
- Award-winning developer known for architectural and design excellence



CORE BUSINESSES

Property development



- Wholly-owned projects
- Joint-venture projects
- UIC-owned projects

Property investments



- Wholly-owned properties
- Joint-venture properties
- UIC-owned properties
- Marina Centre Holdings Pte Ltd – 49.17%*

Hotel operations



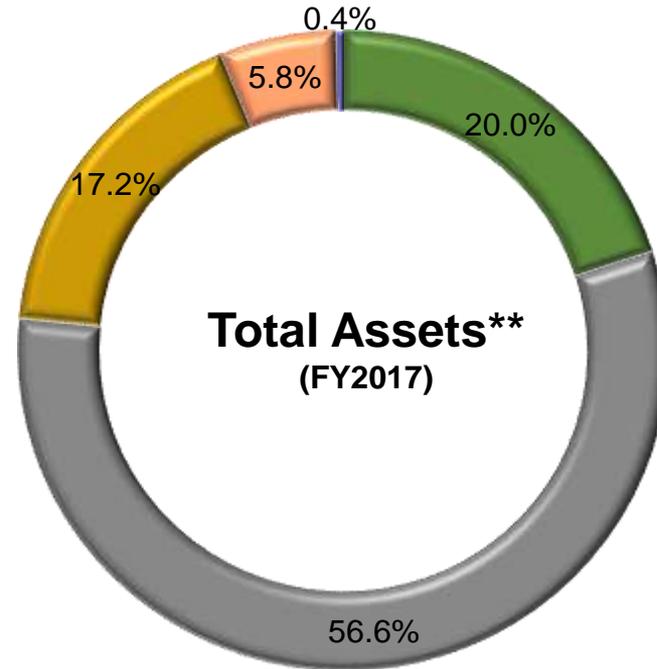
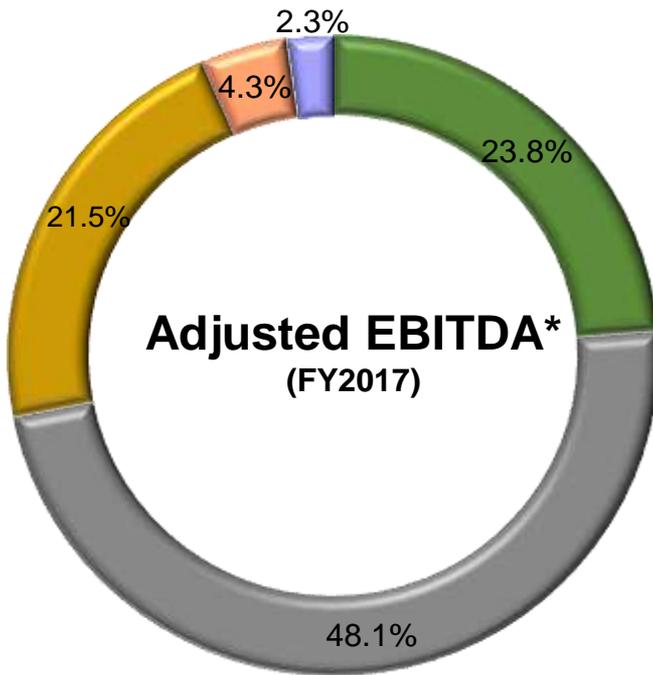
- Wholly-owned hotels
- Joint-venture hotels
- UIC-owned hotels
- Aquamarina Hotel Private Limited – 49.59%*

Notes:

- *Effective interest including interests owned by UIC
- UIC became a subsidiary of UOL Group when the Group's interest in UIC crossed 50% on 13 June 2018
- UOL's other businesses are management services (project management, facilities management, hotel and other management), technologies and investments in securities

DIVERSIFIED PORTFOLIO

Contributions by Business Segment



■ Property development ■ Property investments ■ Hotel operations ■ Investments ■ Management services & technologies

*Excludes unallocated costs, other gains/losses and fair value gains/losses on investment properties

**Excludes unallocated assets



1H2018 KEY FINANCIALS

KEY FINANCIALS

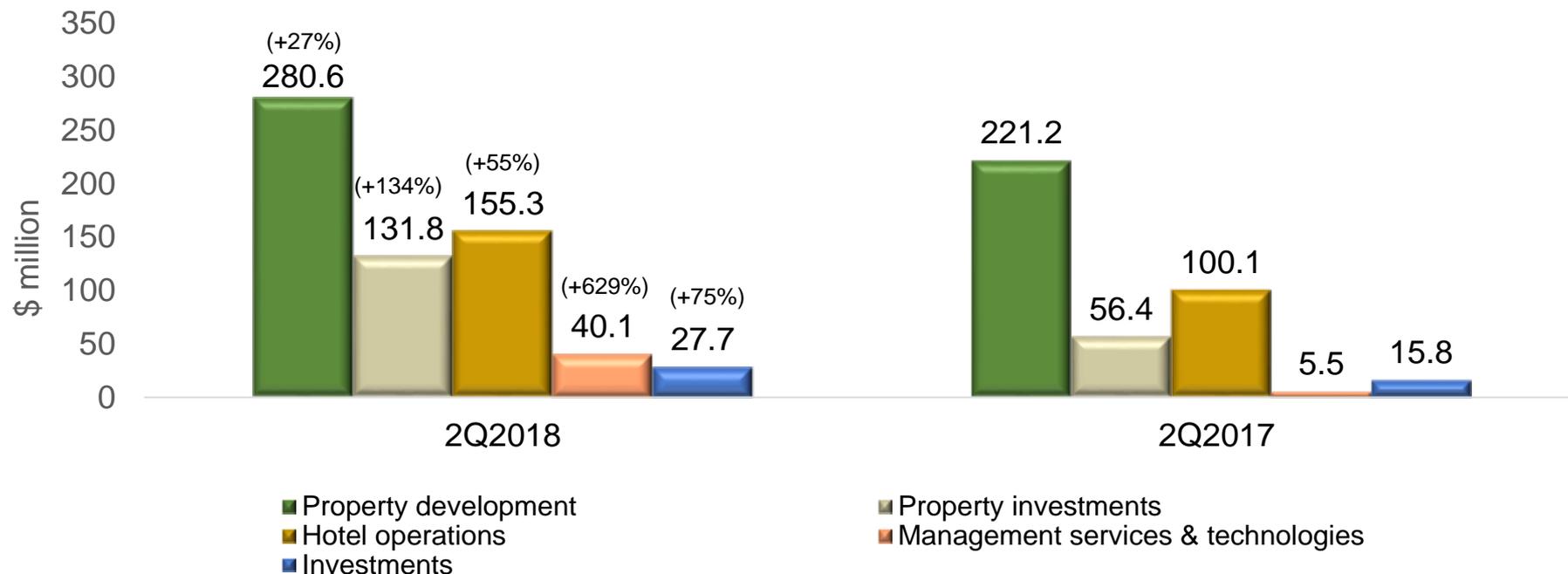
\$m	2Q2018	2Q2017 (Restated)	% change	1H2018	1H2017 (Restated)	% change
Revenue	635.4	399.1	59	1,296.5	749.8	73
Share of profit of associated and joint venture companies	0.2	45.4	-99	1.4	80.6	-98
Profit before fair value and other gains/(losses) and income tax	152.8	118.7	29	291.3	215.3	35
Fair value gains on the Group's investment properties	64.4	13.2	386	64.4	13.2	386
Profit before income tax	217.2	132.3	64	355.7	229.9	55
PATMI	132.7	109.2	21	206.5	189.5	9
Earnings per share (cents)	15.76	13.57	16	24.5	23.6	4

KEY FINANCIALS

	As at 30.06.2018	As at 31.12.17 (Restated)	% Change
Net tangible asset value per share	\$11.14	\$11.01	1
Total equity	\$14,308m	\$14,154m	1
Cash	\$740m	\$816m	-9
Net debt	\$3,293m	\$3,031m	9
Gearing ratio	0.23	0.21	10

CONTRIBUTIONS BY BUSINESS SEGMENT

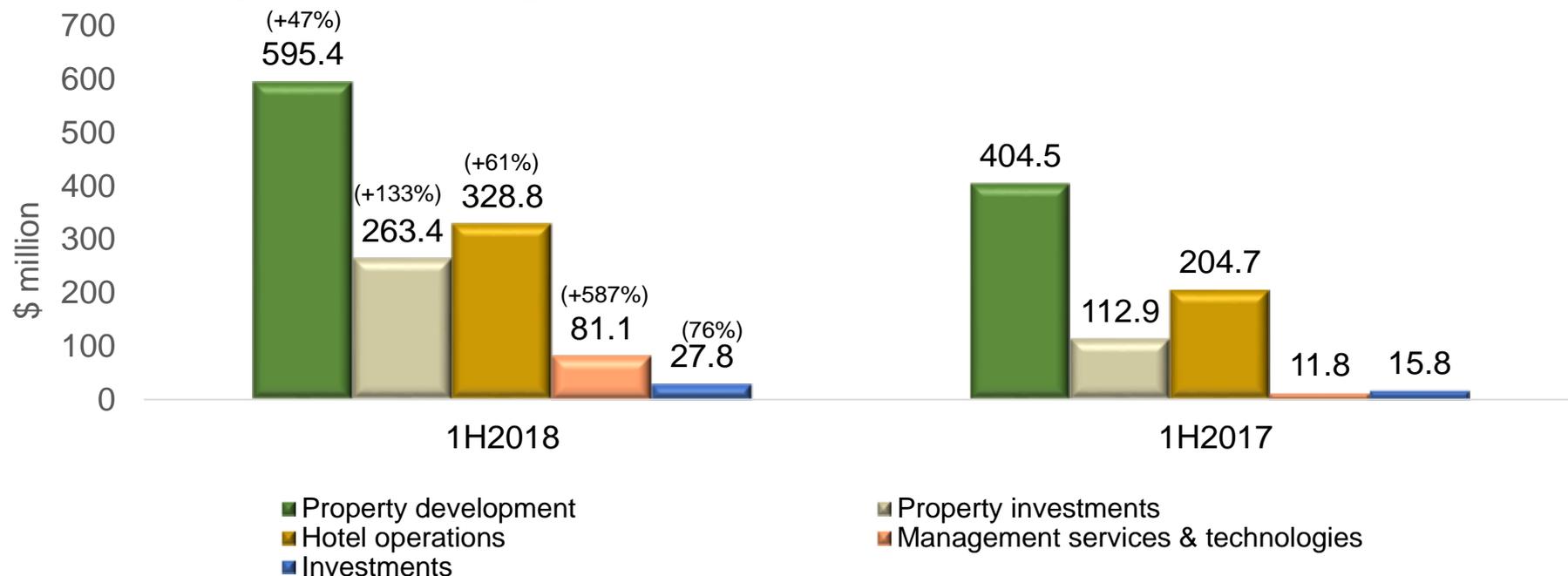
Revenue by Business Segment



	2Q2018	2Q2017
Property development	44%	56%
Property investments	21%	14%
Hotel operations	24%	25%
Management services & technologies	6%	1%
Investments	5%	4%

CONTRIBUTIONS BY BUSINESS SEGMENT

Revenue by Business Segment



	1H2018	1H2017
Property development	46%	54%
Property investments	20%	15%
Hotel operations	26%	27%
Management services & technologies	6%	2%
Investments	2%	2%



OPERATION HIGHLIGHTS

PROPERTY DEVELOPMENT

Profit Recognition of Launched Projects

Project Name	% Equity Stake	No. of Units	Saleable Area (sqm)	% Sold (as at 30.06.18)	% Completed (as at 30.06.18)	TOP Date
<u>Ongoing</u>						
Park Eleven, Shanghai*	55	398	78,526	36.7	99	Est. 3Q2018
Principal Garden	70	663	50,665	100	92	Est. 4Q2018
Botanique at Bartley	100	797	55,419	100	92	Est. 1Q2019
The Clement Canopy	75	505	45,277	90.3	84	Est. 2Q2019
Amber45	100	139	13,537	50.8	13	Est. 2Q2020
<u>Completed</u>						
V on Shenton	50	510	47,427	86.1	100	TOP
Mon Jervois	50	109	14,145	78.0	100	TOP
Pollen & Bleu	50	106	10,714	79.2	100	TOP
The Excellency, Chengdu	50	475	53,858	99.2	100	TOP

* Profits will only be recognised upon completion

PROPERTY DEVELOPMENT

Singapore Residential Pipeline

Project Name/Location	Tenure of Land	Site Area (sqm)	Est. Saleable Area (sqm)	Est. No. of Units	% Owned
92-128 Meyer Road site	Freehold	10,185	14,259	57	50
Silat Avenue site [^]	99	22,852	15,863 [#]	1,100	65
Total		33,037	30,122	1,157	

Overseas Residential Pipeline

Project Name/Location	Site Area (sqm)	Est. Saleable Area (sqm)	Est. No. of Units	% Owned
One Bishopsgate Plaza [*]	3,200	13,551	160	100

Approximate figure

[^] Mixed-use development with an estimated 1,100 residential units and a commercial component

^{*} Mixed-use development with 160 residential units, 237 hotel rooms and a retail component

PROPERTY DEVELOPMENT

Launch of The Tre Ver



- A 729-unit riverfront development at Potong Pasir Avenue 1
- Next to Kallang River and near Potong Pasir MRT station
- 50:50 joint venture with UIC
- Launch on 4 August 2018

PROPERTY DEVELOPMENT

Completed en-bloc purchase of Nanak Mansions at Meyer Road



Image source: JLL

- Completed en-bloc purchase of Nanak Mansions in December 2017
- Freehold residential site of 10,185 sqm; estimated 57-unit project
- 50:50 joint venture with Kheng Leong
- Close to upcoming Tanjong Katong MRT station
- Target to launch in 2019

PROPERTY DEVELOPMENT

Awarded residential site with commercial use at Silat Avenue



- Awarded government land sales site at Silat Avenue on 17 May 2018 for \$1.035 billion
- 50:30:20 joint venture between UOL, UIC and Kheng Leong
- Total GFA of 84,551 sqm; estimated 1,100 residential units and 1,300 sqm of commercial space
- Inner-city location and close to the 24-km long Rail Corridor
- Target to launch in 2019

Image source: URA

PROPERTY DEVELOPMENT

Singapore – Amber45



- Freehold 139-unit residential development
- Located in District 15 along Amber Road
- Close to upcoming Marine Parade and Tanjong Katong MRT stations
- 100% stake
- Launched on 12 May 2018
- 62% sold as at 30 June 2018 (based on options issued)

PROPERTY DEVELOPMENT

China – Park Eleven



No. of Units	% Sold	Saleable Area (sqm)
398	36.7	78,526

- Mixed development with 398 residential units and 4,103 sqm of net lettable area of retail in Shanghai
- Located within Changfeng Ecological Business Park, close to Hongqiao Transportation Hub and The Bund
- 40:30:30 joint venture between UOL, UIC and Kheng Leong
- Target to launch second phase in 4Q2018

PROPERTY DEVELOPMENT

UK – One Bishopsgate Plaza



% Equity Stake	Est. No. of Units	Est. Saleable Area (sqm)
100	160	13,551

- UOL's first investment in UK
- Freehold land of 3,200 sqm
- Located in London's central financial district, near Liverpool Street Station and the future Crossrail Station
- Approved for a 43-storey tower with 160 residential units and 237-key Pan Pacific London

PROPERTY INVESTMENTS

Office properties	Approximate Net Lettable Area (sqm)*
<u>Portfolio</u>	
Novena Square	41,611
United Square	26,971
Odeon Towers	18,357
Faber House	3,956
One Upper Pickering	8,089
110 High Holborn, London	7,973
120 Holborn Island, London	18,323
Total	125,280
Retail properties	
<u>Portfolio</u>	
Novena Square shopping mall	15,993
United Square shopping mall	19,427
OneKM shopping mall	19,062
The Esplanade Mall, Tianjin	6,164
110 High Holborn, London	2,792
120 Holborn Island, London	13,802
Sub Total	77,240
<u>Pipeline</u>	
Park Eleven Mall, Shanghai	4,103
One Bishopsgate Plaza, London (retail component)	1,631
Total	82,974
Grand Total	208,254

* As at 30 June 2018

PROPERTY INVESTMENTS

Commercial properties under UIC	Approximate Net Floor Area (sqm)
<u>Portfolio</u>	
Singapore Land Tower	57,500
Clifford Centre	25,470
The Gateway	69,803
SGX Centre 2	25,800
Abacus Plaza and	8,397
Tampines Plaza	8,397
Stamford Court	5,990
UIC Building	26,394
Marina Square shopping mall	71,473
West Mall	17,042
Grand Total	316,266

HOTEL OPERATIONS

Owns and/or manages over 30 hotels with more than 10,000 rooms

- Comprises two highly-acclaimed brands – “Pan Pacific” and PARKROYAL



Pan Pacific Melbourne, Australia



PARKROYAL Yangon, Myanmar



PARKROYAL on Pickering, Singapore

HOTEL OPERATIONS

Expands hospitality presence in Jakarta



- On 16 July 2018, UOL announced the acquisition of 180 apartments in Thamrin Nine Tower 2 which will be developed into PARKROYAL Serviced Suites
- PPHG signed a management contract for a 200-key PARKROYAL Jakarta in the same tower
- Thamrin Nine is a 5.4 hectare mixed-use development comprising UOB Plaza, Tower 1 and Tower 2 (far right)
- Constructed in phases, Tower 2 is expected to be completed in 2022

HOTEL OPERATIONS

	Existing		Pipeline	
	No. of Hotels	No. of Rooms	No. of Hotels	No. of Rooms
By Brand				
Pan Pacific	19	6,001	4	966
PARKROYAL	13	3,877	4	1,128
Others	2	850	-	-
Total	34	10,728	8	2,094
By Ownership Type				
Owned	23	8,092	4	967
Managed	11	2,636	4	1,127
Total	34	10,728	8	2,094

Note:

- Serviced suites are included in the above tally

HOTEL OPERATIONS

Owned Hotels under UOL	Country	Rooms
Portfolio		
PARKROYAL on Beach Rd	Singapore	346
PARKROYAL on Kitchener Road	Singapore	532
PARKROYAL on Pickering	Singapore	367
Pan Pacific Perth	Australia	486
Pan Pacific Melbourne	Australia	396
PARKROYAL Darling Harbour, Sydney	Australia	340
PARKROYAL Parramatta	Australia	286
PARKROYAL Melbourne Airport	Australia	276
PARKROYAL Kuala Lumpur	Malaysia	426
PARKROYAL Penang	Malaysia	309
Pan Pacific Xiamen	China	354
Pan Pacific Suzhou	China	480
Pan Pacific Tianjin	China	319
PARKROYAL Yangon	Myanmar	342
Pan Pacific Hanoi	Vietnam	324
PARKROYAL Saigon	Vietnam	186
	Sub Total	5,769
Pipeline		
Pan Pacific London	UK	237
Pan Pacific Orchard	Singapore	340
	Total	6,346

HOTEL OPERATIONS

Owned Hotels under UIC	Country	Rooms
<u>Portfolio</u>		
Pan Pacific Singapore	Singapore	790
Marina Mandarin	Singapore	575
The Westin Tianjin	China	275
Grand Total		7,986

Owned Serviced Suites under UOL	Rooms
<u>Portfolio</u>	
Pan Pacific Serviced Suites Orchard, Singapore	126
Pan Pacific Serviced Suites Beach Road, Singapore	180
PARKROYAL Serviced Suites Beach Road, Singapore	90
PARKROYAL Serviced Suites Kuala Lumpur	287
Sub Total	683
<u>Pipeline</u>	
Pan Pacific Serviced Suites Kuala Lumpur	210
PARKROYAL Serviced Suites Jakarta	180
Total	1,073

PIPELINE PROJECTS (OWNED)

Singapore – Pan Pacific Orchard



- Pan Pacific Orchard closed from 1 April 2018 for redevelopment into a new iconic and green 340-key hotel
- Will feature three unique levels of experiential sky gardens which will redefine the vertical sky-rise typology
- Expected to open in 2021

PIPELINE PROJECTS (OWNED)

UK – Pan Pacific London



- Located in Bishopsgate, London's central financial district
- Part of a 43-storey luxury mixed-use development
- 237 rooms and 160 residential units with dining, meeting, fitness and wellness facilities
- Expected to open in 2020

PIPELINE PROJECTS (OWNED)

Malaysia – Pan Pacific Serviced Suites Kuala Lumpur



- Located in Bukit Bintang, the shopping and entertainment district of Kuala Lumpur
- Redevelopment of the multi-storey carpark at PARKROYAL Kuala Lumpur (left) into a 210-unit Pan Pacific Serviced Suites Kuala Lumpur
- Expected to open in 2021

BEST IN CLASS PROPERTIES

Award-winning and Quality Properties across Residential, Commercial and Hospitality Asset Classes



Nassim Park Residences, Singapore



One Bishopsgate Plaza,
London, UK



PARKROYAL on Pickering, Singapore



The Clement Canopy, Singapore



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Q&A

WATCHING CLOUDS *Corro metal*

Sculptor
Paul Vanstone
UK

The sculpture depicts a pair of hands rising up at the clouds in the sky, which morph into familiar shapes over time. Displaying the power of creativity and imagination, this sculpture inspires people to reach new heights.

Adopted by:

