

3Q2016 Financial Results

10 November 2016

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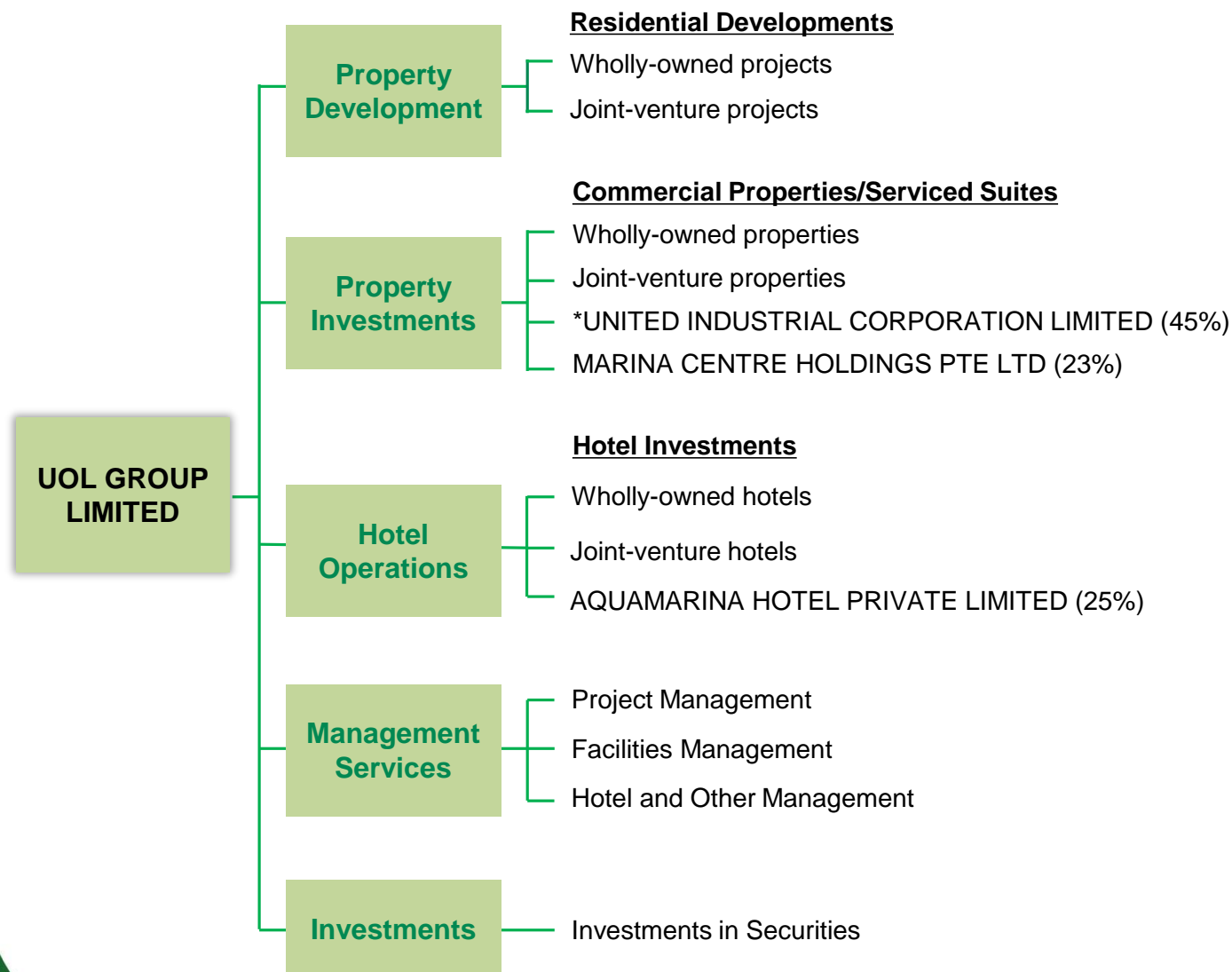
COMPANY OVERVIEW

- Founded in 1963, listed on the Singapore Exchange in 1964
Three core businesses:
 - Property development (residential units for sale)
 - Property investments (offices, retail malls and serviced suites)
 - Hotel operations (owned and/or managed hotels)
- Award-winning developer noted for architectural and design excellence
- Together with hotel subsidiary, Pan Pacific Hotels Group Limited, 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
- Total Assets of \$11.60 billion as at 30 September 2016

THE UOL DIFFERENCE



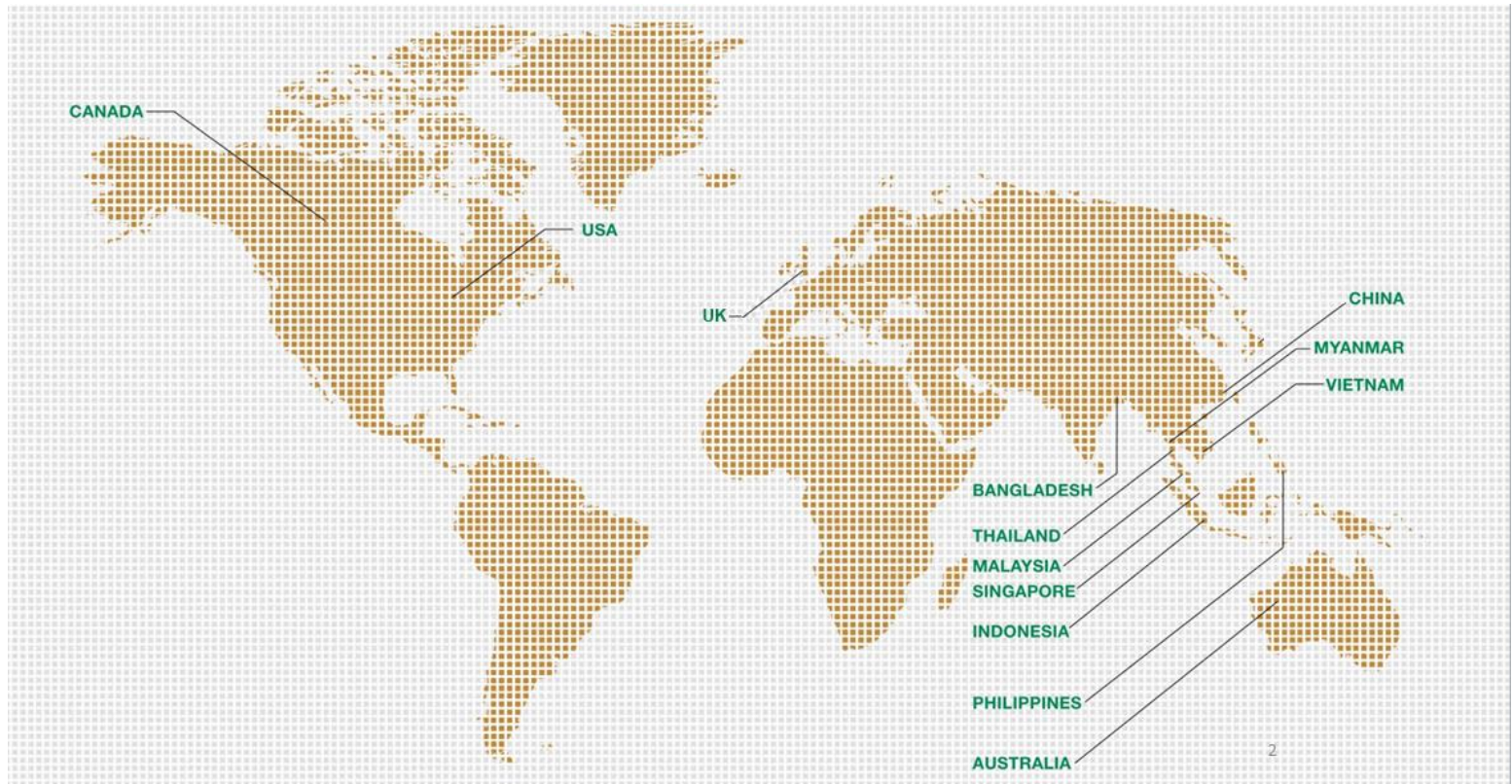
UOL GROUP BUSINESS



*Listed company

GEOGRAPHICAL FOOTPRINT

Operates in 13 countries around the world



Singapore, Malaysia, Thailand, Indonesia, Philippines, Vietnam, Myanmar, Australia, China, Bangladesh, UK, USA & Canada

KEY FINANCIALS

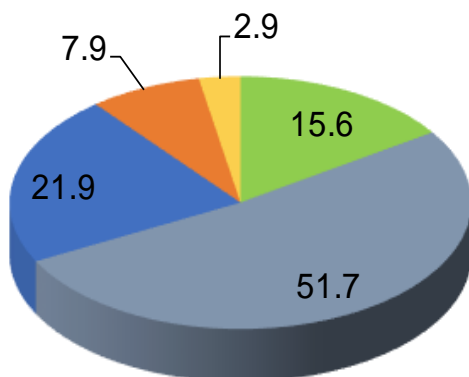
A Decade of Growth

	2006	2007	2008	2009	2010	2011 (Restated)	2012	2013	2014	2015
Revenue (\$m)	605.1	713.5	899.2	1,007.1	1,349.1	1,960.2	1,145.8	1,058.6	1,360.7	1,278.7
Profit before fair value and other gains/(losses) (\$m)	158.6	273.3	351.5	429.9	551.2	727.8	439.7	427.3	515.2	411.6
Profit before income tax (\$m)	406.8	938.8	210.4	493.5	889.8	904.0	964.3	952.0	837.0	460.4
PATMI (\$m)	339.4	758.9	147.2	424.2	755.9	678.6	807.7	785.8	686.0	391.4
Gearing ratio	0.20	0.21	0.42	0.43	0.37	0.35	0.28	0.28	0.34	0.27
Return on equity	10.8%	19.2%	4.3%	10.2%	16.3%	12.8%	13.1%	11.6%	9.0%	5.0%
Total assets (\$m)	4,651.9	6,182.3	6,093.6	7,328.0	7,904.0	8,697.6	9,564.3	10,421.4	11,848.5	11,501.3
Net tangible asset value per share (\$)	3.95	4.91	4.22	5.25	5.91	6.84	7.94	8.73	9.68	9.89
Earnings per share (cents)	42.8	95.4	18.5	53.7	96.9	88.1	105.1	102.0	88.0	49.4
Market capitalisation (\$m)	3,449.9	3,598.2	1,767.3	3,189.0	3,694.3	3,073.0	4,596.3	4,771.8	5,479.1	4,968.4
Dividend yield (%)	3.46	3.32	3.38	2.46	3.16	3.75	2.51	3.23	2.16	2.40
Share price (\$) as at close of the year	4.34	4.51	2.22	4.07	4.75	4.00	5.97	6.19	6.96	6.24

DIVERSIFIED PORTFOLIO

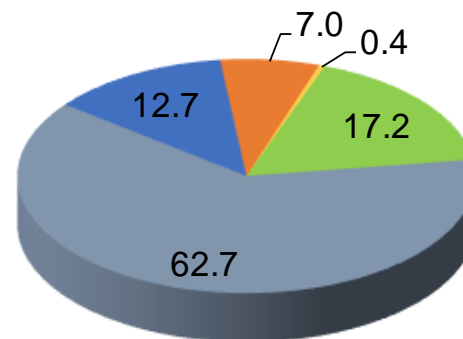
Contribution by Business Segments

Adjusted EBITDA* (%)
(FY2015)



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

Total Assets (%)**
(as at 31 Dec 2015)



**Excludes unallocated assets

■ Property development ■ Property investments ■ Hotel operations ■ Investments ■ Others

AWARDS HIGHLIGHTS

CORPORATE AWARD

UOL Group Limited

- Brand Finance - Top 100 Singapore Brands 2016 (#34)
- BCI Asia Top 10 Developer Awards 2015
- Singapore Business Review's Management Excellence Awards 2015 - Real Estate Management Team of the Year

RESIDENTIAL PROJECTS

FIABCI Singapore Property Awards 2016

- Archipelago

Asia Pacific Property Awards 2016

- Principal Garden

HOTEL PROPERTIES

Pan Pacific Serviced Suites Beach Road

- FIABCI World Prix d'Excellence Awards 2015
- International Property Awards (Asia Pacific) 2015

PARKROYAL on Pickering

- MIPIM Asia Awards 2015
- Council on Tall Buildings and Urban Habitat (CTBUH) Awards 2015



3Q2016 RESULTS OVERVIEW

KEY FINANCIALS

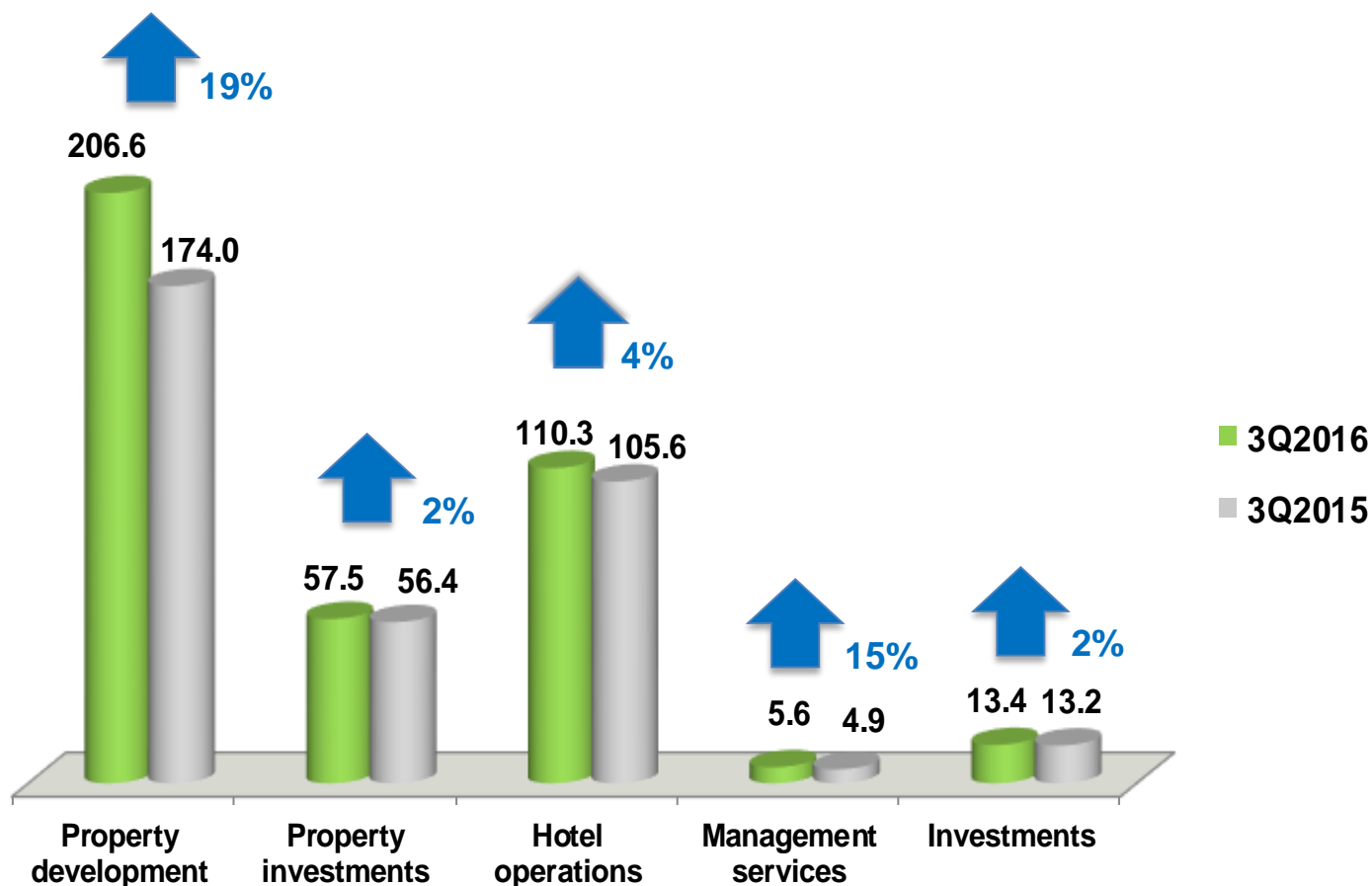
\$m	3Q2016	3Q2015	% Change	9M2016	9M2015	% Change
Revenue	393.4	354.0	11	1,087.1	934.5	16
Share of profit of associated and joint venture companies	29.1	44.8	-35	101.3	118.9	-15
Profit before fair value and other gains/(losses) and income tax	100.8	115.6	-13	300.1	319.3	-6
Fair value gains on associated companies' investment properties	-	-	-	9.1	2.4	284
Fair value (losses)/gains on the Group's investment properties	-	-	-	(28.7)	57.9	-150
Profit before income tax	103.9	118.5	-12	276.9	383.7	-28
Net attributable profit	87.1	100.8	-14	233.0	327.6	-29
Earnings per share (cents)	10.90	12.76	-15	29.16	41.46	-30

KEY FINANCIALS

	9M2016	FY2015	% Change
Net tangible asset value per share	\$9.91	\$9.89	0
Total equity	\$8,507m	\$8,401m	1
Cash	\$265m	\$276m	-4
Net debt	\$2,302m	\$2,294m	0
Gearing ratio	0.27	0.27	0

BUSINESS REVIEW

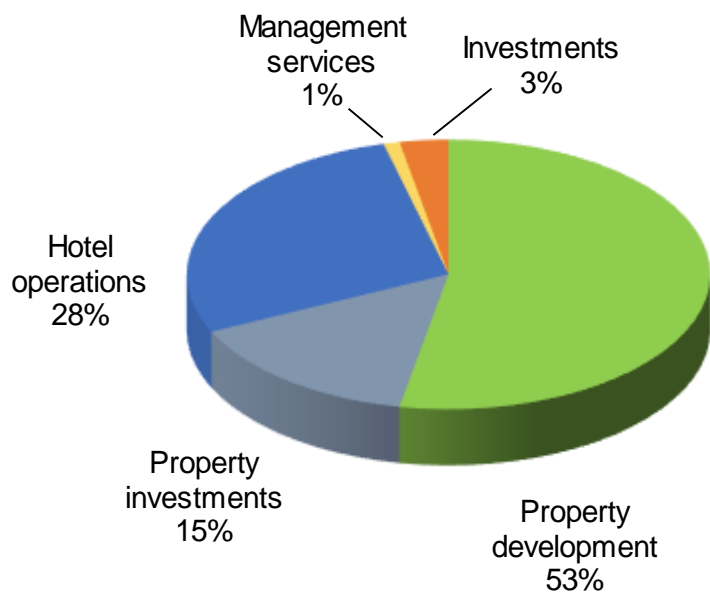
(\$m) Revenue by Business Segments 3Q2016 vs 3Q2015



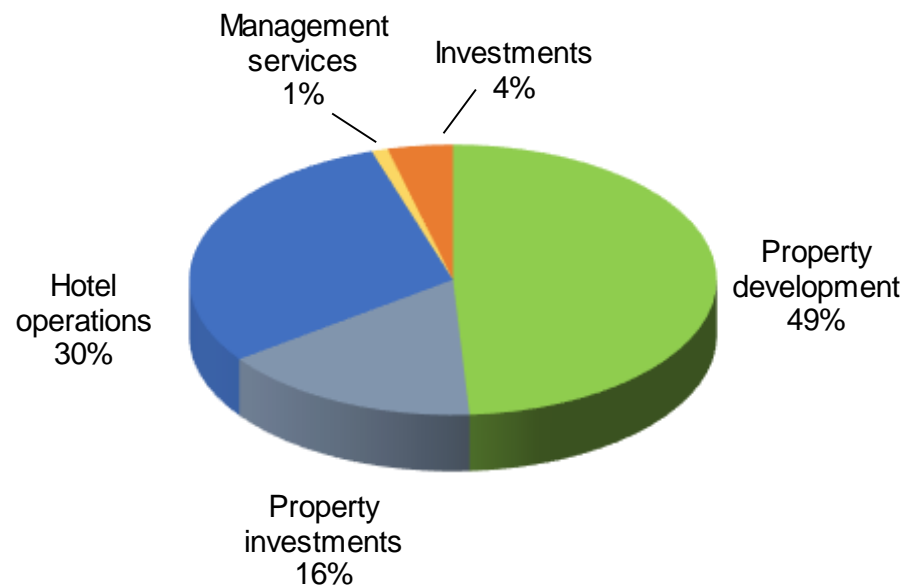
BUSINESS REVIEW

Revenue Contribution by Business Segments 3Q2016 vs 3Q2015

3Q2016

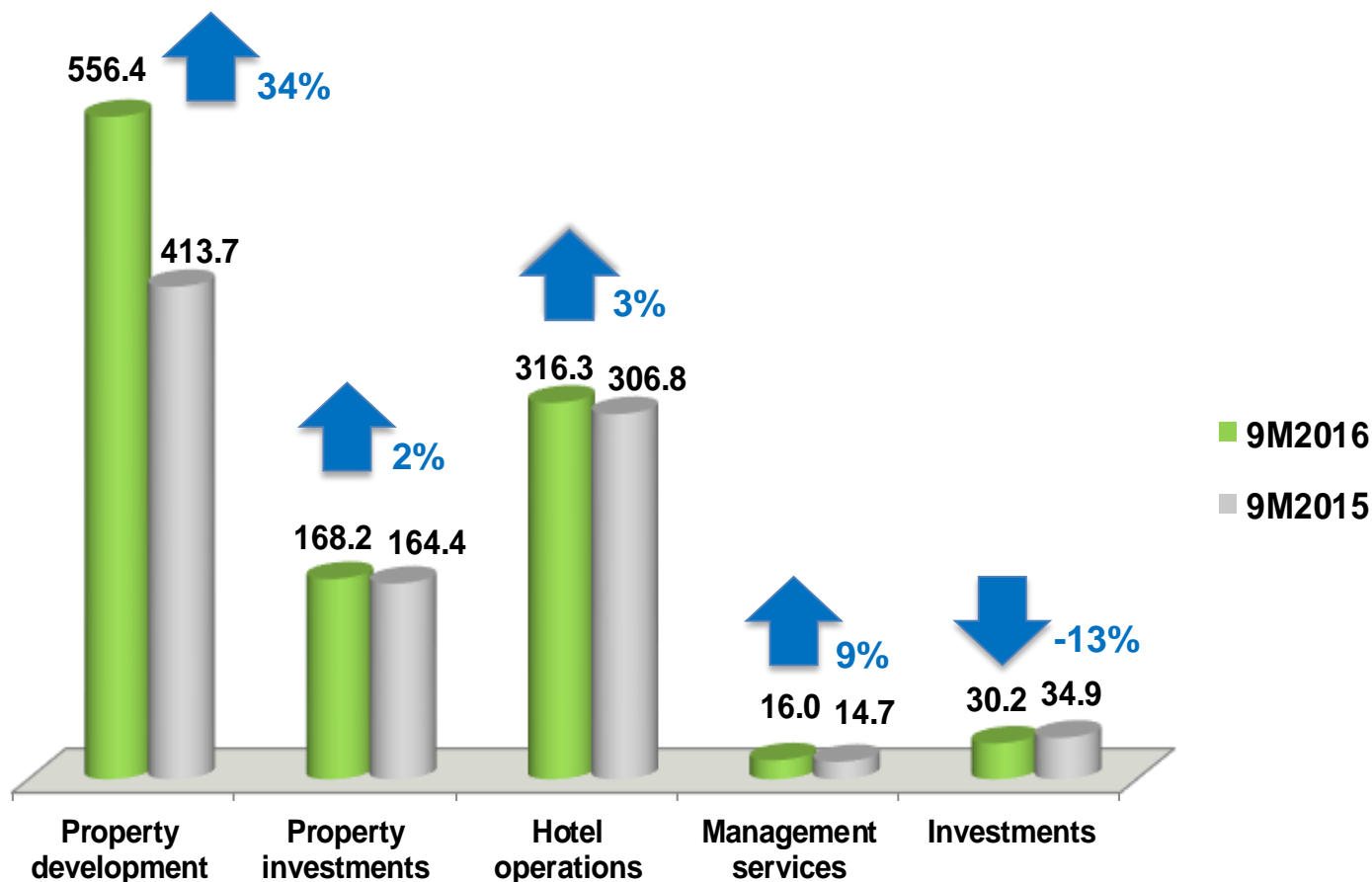


3Q2015



BUSINESS REVIEW

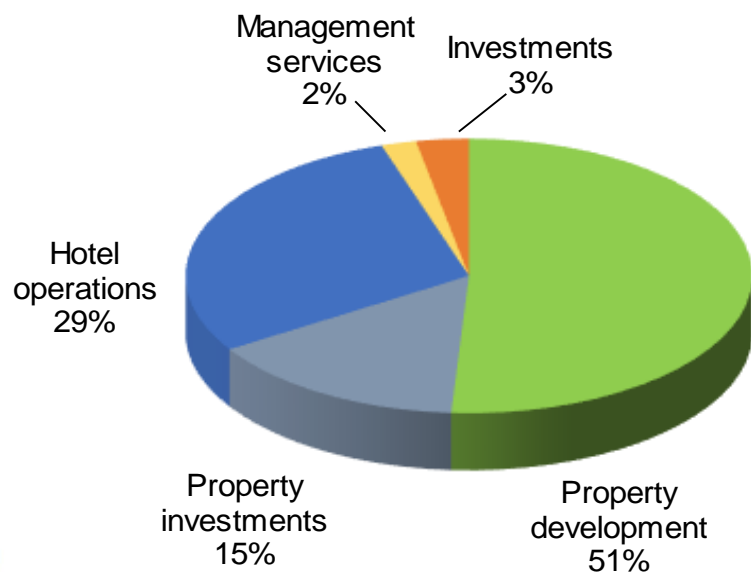
(\$m) Revenue by Business Segments 9M2016 vs 9M2015



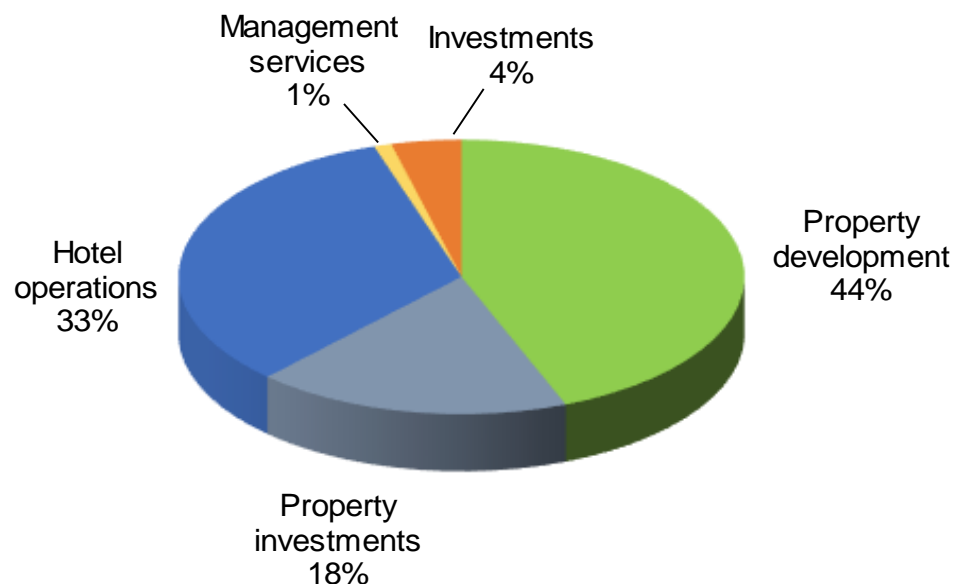
BUSINESS REVIEW

Revenue Contribution by Business Segments 9M2016 vs 9M2015

9M2016



9M2015



OPERATION HIGHLIGHTS

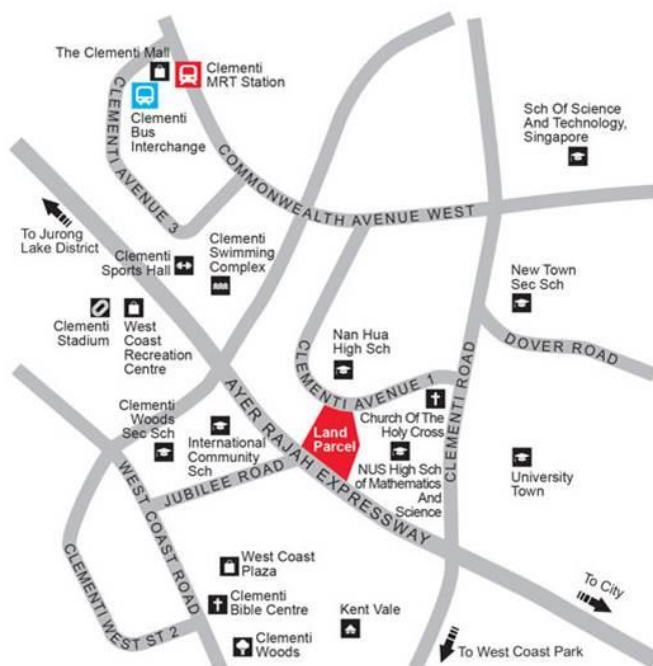
PROPERTY DEVELOPMENT



En-bloc purchase of residential site at Potong Pasir Ave 1

- En-bloc tender of former HUDC estate, Raintree Gardens in October
- Site area of 18,711 sqm; estimated 750-unit project
- 50% stake
- Next to Kallang River and near Potong Pasir MRT station
- Target to launch in 2018

PROPERTY DEVELOPMENT



Source: URA

The Clement Canopy

- 99-year leasehold site of 13,037 sqm
- 505-unit development in Clementi and near Jurong, which is Singapore's second CBD
- In close proximity to reputable schools
- 50% stake
- Tallest Prefabricated Pre-finished Volumetric Construction building in the world
- Target to launch in 1Q2017

PROPERTY DEVELOPMENT



Principal Garden

- 99-year leasehold site at Prince Charles Crescent
- 663-unit development near Redhill MRT station
- 70% stake
- Launched in Oct 2015
- 43.4% sold as at 30 Sep 2016



Botanique at Bartley

- 99-year leasehold site along Upper Paya Lebar Road
- 797-unit condominium near Bartley MRT station
- 100% stake
- 95.9% sold as at 30 Sep 2016

PROPERTY DEVELOPMENT

Riverbank@Fernvale

- In Sengkang West Way, situated near Layar LRT, Punggol Reservoir and Seletar Aerospace Park
- A 555-unit, four 19-storey blocks project
- 100% stake
- First-of-its-kind bicycle-sharing facility for residents
- 78.2% sold as at 30 Sep 2016





Park Eleven, Shanghai

- Mixed development located within the Changfeng Ecological Business Park, about 5 km to the north-east of the Hongqiao Transportation Hub and less than 10 km from The Bund
- 398 residential units and 4,000 sqm of net lettable area of retail
- 40% stake
- Sold 131 units out of the 168 units approved for release at private launch in September
- Target to launch second phase in 1H2017

PROPERTY DEVELOPMENT

Site at Bishopsgate, London

- UOL's first investment in Europe
- Freehold land of 3,200 sqm
- Located in London's central financial district, about 200m from Liverpool Street Station and the future Crossrail Station
- Approved for a 43-storey tower (52,255 sqm GFA) with residential, hotel and retail components
- Currently seeking planning approval for the intensification of the number of residential units to 160 and hotel rooms to 237
- 100% stake



PROPERTY DEVELOPMENT



The Esplanade, Tianjin

- Mixed development, along HaiHe River, comprising four blocks of 522 residential units, a 319-room hotel, 17,075 sqm GFA office and 11,926 sqm GFA retail space
- 100% stake
- Residential units were fully sold, and one office tower was 80.8% sold as at 30 Sep 2016

PROPERTY DEVELOPMENT

Profit recognition of launched projects

Project Name	% Equity Stake	No. of Units	Saleable Area (sqm)	% Sold (as at 30.09.16)	% Completed (as at 30.09.16)	TOP Date
<u>Completed</u>						
Seventy Saint Patrick's	100	186	12,950	100	100	TOP
Thomson Three	50	445	39,965	99.6	100	TOP
The Esplanade, Tianjin	100	570	71,586	95.1	100	TOP
<u>Ongoing</u>						
Riverbank@Fernvale	100	555	48,345	78.2	96	Est. 1Q2017
Botanique at Bartley	100	797	55,419	95.9	38	Est. 1Q2018
Principal Garden	70	663	50,665	43.4	22	Est. 4Q2018
Park Eleven, Shanghai*	40	398	78,526	21.1	70	Est. 1Q2018

* Profit recognition will be on a completed contract basis expected in 2018

PROPERTY DEVELOPMENT

Singapore residential pipeline

Project Name/Location	Tenure of Land	Site Area (sqm)	Est. Saleable Area (sqm)	Est. No. of Units	% Owned	Target Launch
The Clement Canopy	99	13,038	45,633	505	50	1Q2017
Potong Pasir Ave 1 site	99	18,711	52,391	750	50	2018
Total		31,749	98,024	1,255		

Overseas residential pipeline

Project Name/Location	Site Area (sqm)	Est. Saleable Area (sqm)	Est. No. of Units	% Owned	Target Launch
Site at Bishopsgate, London*	3,200	13,551	160	100	2017

* Mixed development with proposed 160 residential units, 237 hotel rooms and a retail component



Holborn Island, London

- Signed Sale and Purchase Agreement in September; acquisition is expected to complete on 10 November
- 9-storey freehold mixed-use building of 32,431 sqm of net lettable area:
 - (i) Office: 18,323 sqm (56.5%)
 - (ii) Retail: 14,108 sqm (43.5%)
- Located in a high-growth area of Farringdon and within walking distance to two stations - Chancery Lane Tube Station and Farringdon Tube Station interchange - and the upcoming Cross Rail
- 50% stake

PROPERTY INVESTMENTS



110 High Holborn, London

- Acquired in June
- Freehold asset of 10,873 sqm located in London's Midtown, near Holborn underground station
- Comprises offices together with retail space arranged over basement, ground and eight upper floors
- 100% stake

PROPERTY INVESTMENTS

Office properties		Net Lettable Area (sqm)
<u>Portfolio</u>		
Novena Square		41,579
United Square		26,897
Odeon Towers		18,364
Faber House		3,956
One Upper Pickering		8,089
110 High Holborn, London		10,873
	Total	109,758
Retail properties		
<u>Portfolio</u>		
Novena Square shopping mall		15,854
United Square shopping mall		19,328
OneKM shopping mall		19,045
The Esplanade Mall, Tianjin*		6,164
	Sub Total	60,391
<u>Pipeline</u>		
Park Eleven Mall, Shanghai*		4,000 (est.)
Site at Bishopsgate, London*		1,631
	Total	66,022
	Grand Total	175,780

* Retail component within a mixed development

PROPERTY INVESTMENTS

Owned Serviced Suites Properties		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
Total		683

HOTEL OPERATIONS

Owned Hotels	Country	Rooms
<u>Portfolio</u>		
Pan Pacific Orchard	Singapore	206
PARKROYAL on Beach Rd	Singapore	346
PARKROYAL on Kitchener Road	Singapore	532
PARKROYAL on Pickering	Singapore	367
Pan Pacific Perth	Australia	486
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	334
Sofitel Plaza Hanoi	Vietnam	321
PARKROYAL Saigon	Vietnam	186
Sub Total		5,568
<u>Pipeline</u>		
Hotel in Bishopsgate, London (to be operated under the "Pan Pacific" brand)	UK	237
Sub Total		237
Total		5,805

HOTEL OPERATIONS

	Existing		Pipeline	
	No. of Hotels	No. of Rooms	No. of Hotels	No. of Rooms
By Brand				
Pan Pacific	19	5,763	4	1,003
PARKROYAL	13	3,869	1	301
Others	1	321	0	0
Total	33	9,953	5	1,304
By Ownership Type				
Owned	20	6,251	1	237
Managed	13	3,702	4	1,067
Total	33	9,953	5	1,304

Note: Serviced suites are included in the above tally

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