





# Oxley Holdings Limited

*13 October 2014*



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-  **Group Overview**
-  **Operations Review**
-  **Financial Highlights**
-  **Outlook**



# Overview of Oxley Holdings Limited



## Overview

### Profile

- Developer of quality residential, commercial and industrial projects at competitive prices
- Developments usually located in prime areas with easy access and prominent lifestyle elements
- Local portfolio of 28 residential, industrial and commercial projects to date
- Overseas portfolio comprising projects in Malaysia, Cambodia, People's Republic of China and the UK
- Target market: homebuyers who value the finer side of life, aspiring and established entrepreneurs, discerning investors

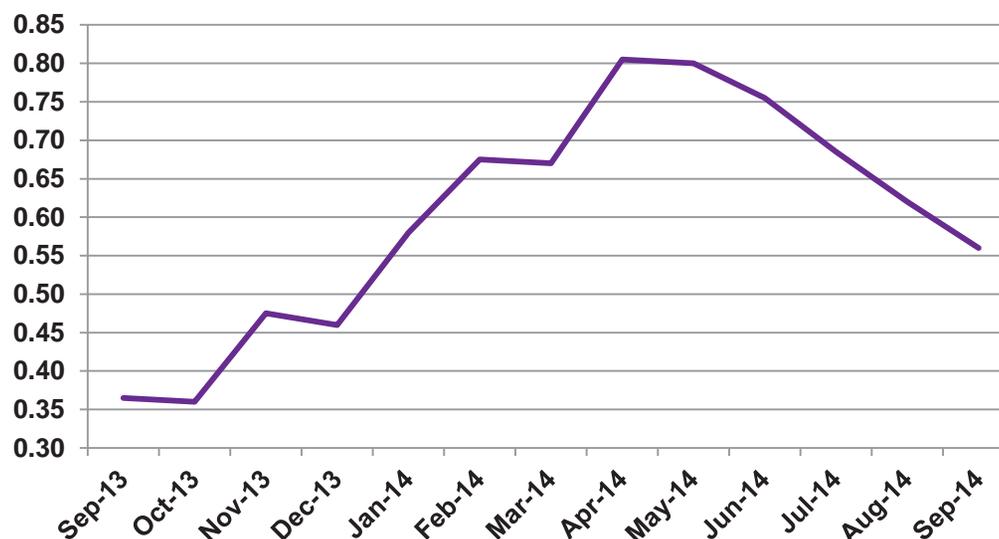
### Listing Date

- Listed on SGX-ST Catalist Board in October 2010
- Transferred to SGX-ST Mainboard in February 2013

### Market Cap

- Approximately S\$1.56 billion as at 13 October 2014

## Stock Price Performance\*



\*stock price taken on 15<sup>th</sup> of every month

## Substantial Shareholders as at 13 October 2014

Substantial Shareholders	Stake
Mr Ching Chiat Kwong	~ 40%
Mr Low See Ching	~ 27%
Mr Tee Wee Sien	~12%

# Key Management



## Ching Chiat Kwong

*Chief Executive Officer*

- Possesses more than 15 years of industry experience
- Responsible for the overall performance as well as the formulation of the corporate strategies and direction of the Group
- Invested in, developed and successfully launched 13 residential property projects in his private capacity prior to listing of Oxley Holdings
- Led the Group to complete its IPO on SGX Catalyst in October 2010

## Low See Ching

*Deputy Chief Executive Officer*

- Supports the CEO in business development, formulation of corporate strategies and charting of the Group's future direction
- Invested in, developed and successfully launched 5 residential property projects in his private capacity prior to listing of Oxley Holdings
- Formerly CEO, and now Non-Executive Director, of SGX-listed Hafary Holdings Limited

## Judy Ching

*General Manager*

- Possesses nearly 30 years of experience in the marketing and management of residential, commercial and industry property.
- Held key positions at Savills Residential, Paradiz Investment and LCD Property, as well as managerial position at Tuan Sing Holdings prior to Oxley
- Responsible for the general operations of the Group, including the smooth execution of property development projects

## Ooi Chee Eng

*Financial Controller*

- Has more than 15 years of combined experience in accounting and finance
- Worked with Achieva Limited, United Fiber, SunMoon Food, NOL, and KPMG prior to Oxley
- Member of the ISCA
- Responsible for the overall financial and accounting functions of the Group.

## Carol Ng

*Administrative Manager*

- Has more than 10 years of industry experience in administration, sales and marketing support activities
- Responsible for the Group's overall office administration and sales and marketing support activities.

## Lindsay Tan

*Quantity Survey Manager*

- Possesses more than 10 years of industry experience in handling of project tenders, contractor quotations, quality control and claims
- Responsible for supporting the Group's quality control effort, preparing handover documents to unit owners as well as handling customers' claims on defective works.

# Oxley International Holdings Pte Ltd



- Wholly-owned subsidiary of Oxley Holdings Limited
- Holding company for the Group's projects outside of Singapore
- Launched:
  - Royal Wharf in the UK
  - The Bridge in Cambodia
  - Xin Gang Guo Ji Cheng in People's Republic of China



# Strategy & Plans (Singapore)



## Residential

- Participate in government land sales (GLS) tenders for larger sites, with a focus on vibrant and accessible districts
- Explore potential acquisitions, joint-ventures or strategic-alliance opportunities, where synergistic value to the Group exists

## Commercial / Industrial

- Offer unique strata-titled commercial and industrial projects with lifestyle features and retail elements



# Strategy & Plans (Overseas)



- Acquire land plots of good potential
- Bring Oxley's refreshing concepts of **lifestyle mixed-developments** overseas
- Explore the possibility of developing entire **townships**, especially on large plots (e.g. Royal Wharf)
- Harness established relationships and extensive network to seek out like-minded **joint-venture partnerships**



# Land Acquisition Criteria



## Location

- Prime areas and easily accessible by public transport

## Environment

- Potential for inclusion of amenities to inject vibrancy into the vicinity

## Typical tenure

- Residential: freehold / 999 yrs
- Industrial: 30 – 60 years
- Commercial: freehold



# Investment Merits



- Responsiveness to changing trends
- Short investment-to-sale cycle
- Focus on core competency
  - design, construction and sales activities outsourced to professionals
- Established relationships and extensive network
- Experienced and committed management team with more than 10 years of experience each
- Mitigated risks
  - joint-venture partnerships for larger projects





-  **Group Overview**
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## Projects in Singapore

- Completed Projects
- Launched Projects



# Completed Projects



## Residential

No	Project Name	Tenure	No. of units (residential / shops)	Land Area (sq m)	GFA (sq m)	Sold (%)	TOP
1	Parc Somme	99 yrs	30 / 5	518	1,629	100%	2012
2	Suites@Katong	FH	51 / 8	1,040	2,797	100%	2012
3	Loft@Rangoon	FH	24 / 3	458	1,453	100%	2013
4	Loft@Stevens	FH	44 / 0	1,298	1,889	100%	2013
5	Loft@Holland	FH	41 / 0	1,124	1,580	100%	2014
6	Viva Vista	FH	144 / 106	3,626	9,013	100%	2014
7	Vibes@Kovan	FH	36 / 5	723	2,157	100%	2014

## Industrial

No	Project Name	Tenure	No. of units (industrial / shops)	Land Area (sq ft)	GFA (sq ft)	Sold (%)	TOP
1	Oxley Bizhub	60 yrs	728 / 0	34,853	87,126	99%	2013
2	Oxley Bizhub 2	60 yrs	271 / 0	12,378	30,942	99%	2013
3	Arcsphere	FH	19 / 0	1,011	2,529	100%	2013
4	The Commerze@Irving	60 yrs	66/ 64/ 1 Canteen	3,353	11,730	100%	2013

# Launched Projects



## Residential

No	Project Name	Tenure	No. of units (residential / shops)	Land Area (sq m)	GFA (sq m)	Sold (%)	Expected TOP
1	Vibes@East Coast	FH	117 / 28	2,413	7,125	100%	2014
2	Presto@Upper Serangoon	FH	36 / 0	585	1,820	100%	2014
3	Vibes@Upper Serangoon	FH	60 / 0	997	3,052	100%	2014
4	RV Point	999 yrs	36 / 9	507	2,038	100%	2014
5	Suites@Braddell	FH	33 / 0	1,108	1,552	100%	2014
6	Devonshire Residences	FH	84 / 0	1,245	3,836	100%	2015
7	The Promenade@Pelikat	FH	164 / 270	6,462	19,490	100%	2015
8	Oxley Edge	FH	45 / 5	1,121	3,226	96%	2015
9	Midtown Residences / The Midtown	99 yrs	160/107	5,300	16,853	96%	2016
10	NEWest	956 yrs	136 / 141	15,298	25,149	82%	2016
11	Floraville / Floraview / Floravista	FH	140 / 28	8,249	12,434	30%	2016
12	KAP Residences / KAP	FH	142 / 107	5,535	17,161	99%	2016
13	The Rise@Oxley	FH	120 / 29	2,381	10,712	29%*	2017

\* Percentage sold refers to residential units only as commercial units have not been launched.

# Launched Projects



## Industrial

No	Project Name	Tenure	No. of units (industrial / shops)	Land Area (sq m)	GFA (sq m)	Sold (%)	Expected TOP
1	Eco-tech@Sunview	30 yrs	424 / 1 Canteen	28,173	70,432	81%	2015

## Commercial

No	Project Name	Tenure	No. of units (office / shops)	Land Area (sq m)	GFA (sq m)	Sold (%)	Expected TOP
1	Robinson Square	FH	32 / 5 / 1 Gym	422	4,755	97%	2014
2	Oxley Tower	FH	104 / 133	1,490	16,839	95%	2016
3	The Flow	FH	0 / 56	2,058	6,530	52%	2016

# Completed Projects (Residential)



Parc Somme	
62 Somme Road	
Acquisition Date	Dec 2009
Launch Date	Apr 2010
Tenure	99 years
Gross Floor Area (sq m)	1,629
Residential Units	30
Shop Units	5
Units Sold	100 %
Group's Stake	100 %
TOP	2012

Suites @ Katong	
263 Tanjong Katong Road	
Acquisition Date	Dec 2009
Launch Date	Apr 2010
Tenure	Freehold
Gross Floor Area (sq m)	2,797
Residential Units	51
Shop Units	8
Units Sold	100%
Group's Stake	51%
TOP	2012

Loft @ Rangoon	
113 Rangoon Road	
Acquisition Date	Feb 2010
Launch Date	Jun 2010
Tenure	Freehold
Gross Floor Area (sq m)	1,453
Residential Units	24
Shop Units	3
Units Sold	100%
Group's Stake	100%
TOP	2013

# Completed Projects (Residential)



Loft @ Stevens	
68 Stevens Road	
Acquisition Date	Jun 2010
Launch Date	Feb 2011
Tenure	Freehold
Gross Floor Area (sq m)	1,889
Residential Units	44
Shop Units	-
Units Sold	100%
Group's Stake	60%
TOP	2013

Loft @ Holland	
151 Holland Road	
Acquisition Date	May 2010
Launch Date	Jan 2011
Tenure	Freehold
Gross Floor Area (sq m)	1,580
Residential Units	41
Shop Units	-
Units Sold	100%
Group's Stake	67.5%
TOP	2014

Viva Vista	
3 South Buona Vista Road	
Acquisition Date	Jun 2009
Launch Date	Aug 2010
Tenure	Freehold
Gross Floor Area (sq m)	9,013
Residential Units	144
Shop Units	106
Units Sold	100%
Group's Stake	100%
TOP	2014

Vibes @ Kovan	
93 Kovan Road	
Acquisition Date	May 2010
Launch Date	Jan 2011
Tenure	Freehold
Gross Floor Area (sq m)	2,157
Residential Units	36
Shop Units	5
Units Sold	100%
Group's Stake	100%
TOP	2014

# Completed Projects (Industrial)



Oxley BizHub	
61/63/65/67/69/71/73 Ubi Road One	
Acquisition Date	Aug 2010
Launch Date	Apr 2011
Tenure	60 years
Gross Floor Area (sq m)	87,126
Light Industrial Units	728
Shop Units / Canteen	-
Units Sold	99%
Group's Stake	100%
TOP	2013

Oxley BizHub2	
62 Ubi Road One	
Acquisition Date	Feb 2011
Launch Date	Oct 2011
Tenure	60 years
Gross Floor Area (sq m)	30,942
Light Industrial Units	271
Shop Units / Canteen	-
Units Sold	99%
Group's Stake	55%
TOP	2013

Arcsphere	
124 Lor 23 Geylang Road	
Acquisition Date	Dec 2010
Launch Date	Sep 2011
Tenure	Freehold
Gross Floor Area (sq m)	2,529
Light Industrial Units	19
Shop Units / Canteen	-
Units Sold	100%
Group's Stake	100%
TOP	2013

The Commerze @ Irving	
1 Irving Road	
Acquisition Date	Jun 2011
Launch Date	Feb 2012
Tenure	60 years
Gross Floor Area (sq m)	11,730
Light Industrial Units	66
Shop Units / Canteen	64 / 1
Units Sold	100%
Group's Stake	55%
TOP	2013

# Launched Projects (Residential)



Vibes @ East Coast	
308 Telok Kurau Road	
Acquisition Date	May 2010
Launch Date	Jun 2011
Tenure	Freehold
Gross Floor Area (sq m)	7,125
Residential Units	117
Shop Units	28
Units Sold	100%
Group's Stake	66%
Target Completion	2014

Presto @ Upper Serangoon	
528 Upper Serangoon Road	
Acquisition Date	Oct 2010
Launch Date	Apr 2012
Tenure	Freehold
Gross Floor Area (sq m)	1,820
Residential Units	36
Shop Units	-
Units Sold	100%
Group's Stake	100%
Target Completion	2014

Vibes @ Upper Serangoon	
488 Upper Serangoon Road	
Acquisition Date	Oct 2010
Launch Date	May 2012
Tenure	Freehold
Gross Floor Area (sq m)	3,052
Residential Units	60
Shop Units	-
Units Sold	100%
Group's Stake	100%
Target Completion	2014

RV Point	
233 River Valley Road	
Acquisition Date	Feb 2010
Launch Date	Oct 2010
Tenure	999 years
Gross Floor Area (sq m)	2,038
Residential Units	36
Shop Units	9
Units Sold	100%
Group's Stake	100%
Target Completion	2014

# Launched Projects (Residential)



Suites@Braddell	
56 Braddell Road	
Acquisition Date	Oct 2010
Launch Date	Jun 2011
Tenure	Freehold
Gross Floor Area (sq m)	1,552
Residential Units	33
Shop Units	-
Units Sold	100%
Group's Stake	100%
Target Completion	2014

Devonshire Residences	
55 Devonshire Road	
Acquisition Date	Apr 2010
Launch Date	Mar 2011
Tenure	Freehold
Gross Floor Area (sq m)	3,836
Residential Units	84
Shop Units	-
Units Sold	100%
Group's Stake	52%
Target Completion	2015

The Promenade @ Pelikat	
183 Jalan Pelikat	
Acquisition Date	May 2011
Launch Date	Apr 2012
Tenure	Freehold
Gross Floor Area (sq m)	19,490
Residential Units	164
Shop Units	270
Units Sold	100%
Group's Stake	90%
Target Completion	2015

# Launched Projects (Residential)



Oxley Edge	
308 River Valley Road	
Acquisition Date	Nov 2010
Launch Date	Mar 2013
Tenure	Freehold
Gross Floor Area (sq m)	3,226
Residential Units	45
Shop Units	5
Units Sold	96%
Group's Stake	100%
Target Completion	2015

Midtown Residences / The Midtown	
1189 Upper Serangoon Road	
Acquisition Date	Jun 2012
Launch Date	Apr 2013
Tenure	99 years
Gross Floor Area (sq m)	16,853
Residential Units	160
Shop Units	107
Units Sold	96%
Group's Stake	50%
Target Completion	2016

NEWest	
1 & 3 West Coast Drive Singapore	
Acquisition Date	May 2012
Launch Date	May 2013
Tenure	956 years
Gross Floor Area (sq m)	25,149
Residential Units	136
Shop Units	141
Units Sold	82%
Group's Stake	55%
Target Completion	2016

# Launched Projects (Residential)



## Floraville / Floraview / Floravista

2 Cactus Road  
1/3/5/7 Ang Mo Kio Street 66

<b>Acquisition Date</b>	Mar 2012
<b>Launch Date</b>	Jul 2013 / Jan 2014 / Oct 2013
<b>Tenure</b>	Freehold
<b>Gross Floor Area (sq m)</b>	12,434
<b>Residential Units</b>	140
<b>Shop Units</b>	28
<b>Units Sold</b>	30%
<b>Group's Stake</b>	55%
<b>Target Completion</b>	2016

## KAP Residences / KAP

9 & 11 King Albert Park

<b>Acquisition Date</b>	Oct 2012
<b>Launch Date</b>	May 2013
<b>Tenure</b>	Freehold
<b>Gross Floor Area (sq m)</b>	17,161
<b>Residential Units</b>	142
<b>Shop Units</b>	107
<b>Units Sold</b>	99%
<b>Group's Stake</b>	55%
<b>Target Completion</b>	2016

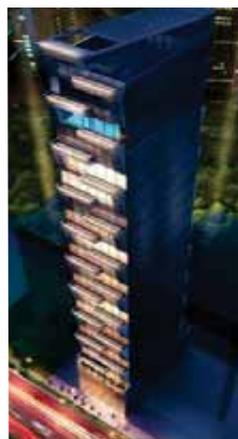
## The Rise@Oxley

71 / 73 / 73A Oxley Rise

<b>Acquisition Date</b>	May 2012
<b>Launch Date</b>	Oct 2014
<b>Tenure</b>	Freehold
<b>Gross Floor Area (sq m)</b>	10,712
<b>Residential Units</b>	120
<b>Shop Units</b>	29
<b>Units Sold</b>	29%*
<b>Group's Stake</b>	100%
<b>Target Completion</b>	2017

\* Percentage sold refers to residential units only as commercial units have not been launched.

# Launched Projects (Industrial / Commercial)



Eco-tech @ Sunview	
1 Sunview Road	
Acquisition Date	Oct 2012
Launch Date	Aug 2013
Tenure	30 years
Gross Floor Area (sq m)	70,432
Light Industrial Units	424
Shop Units / Canteen	0 / 1
Units Sold	81%
Group's Stake	51%
Target Completion	2015

Robnson Square	
144 Robnson Road	
Acquisition Date	Dec 2010
Launch Date	Nov 2011
Tenure	Freehold
Gross Floor Area (sq m)	4,755
Office Units	32
Shop Units	5
Restaurant Units	-
Gym / Spa Unit	1
Units Sold	97%
Group's Stake	100%
Target Completion	2014

Oxley Tower	
138 Robnson Road	
Acquisition Date	Sep 2010
Launch Date	Apr 2012
Tenure	Freehold
Gross Floor Area (sq m)	16,839
Office Units	104
Shop Units / Cafes	121 / 8
Restaurant Units	3
Gym / Spa Unit	1
Units Sold	95%
Group's Stake	100%
Target Completion	2016

The Flow	
66 East Coast Road	
Acquisition Date	Mar 2012
Launch Date	Jun 2013
Tenure	Freehold
Gross Floor Area (sq m)	6,530
Clinic Units	11
Shop Units	34
Restaurant Units	10
Food Court	1
Units Sold	52%
Group's Stake	100%
Target Completion	2016



## Projects in Singapore

- Pipeline Projects



# Pipeline Projects



## Residential

No.	Project Name	Tenure	No. of units (residential / shops)	Land Area (sq m)	GFA (sq m)	Expected Launch
1	339 – 339C Joo Chiat Road	FH	4 / 1	593	897	2014

## Industrial\*

No.	Project Name	Tenure	No. of units (warehouses)	Land Area (sq m)	GFA (sq m)
2	Space@Tampines	30 years	71	38,800	65,893

## Commercial / Hospitality\*

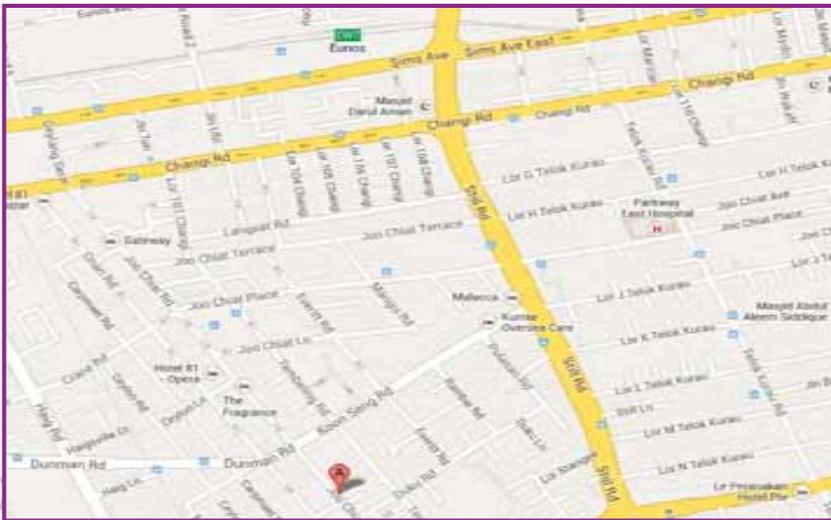
No.	Project Name	Tenure	No. of hotel rooms	Land Area (sq m)	GFA (sq m)
3	Novotel Singapore on Stevens / Ibis Singapore on Stevens	103 years	782	18,477	29,564

\* Investment properties which will not be launched for sale

# Pipeline Projects - Residential



<b>Property Name</b>	<b>TBC</b>
<b>Location</b>	339 – 339C Joo Chiat Road
<b>Type</b>	Mixed Residential & Commercial Development
<b>Acquisition Date</b>	April 2012
<b>Expected Launch</b>	2014
<b>Tenure</b>	Freehold
<b>Land Area (sq m)</b>	593
<b>Gross Floor Area (sq m)</b>	897
<b>Residential Units</b>	4
<b>Shop Units</b>	1
<b>Group's Stake</b>	100%



## Key Features

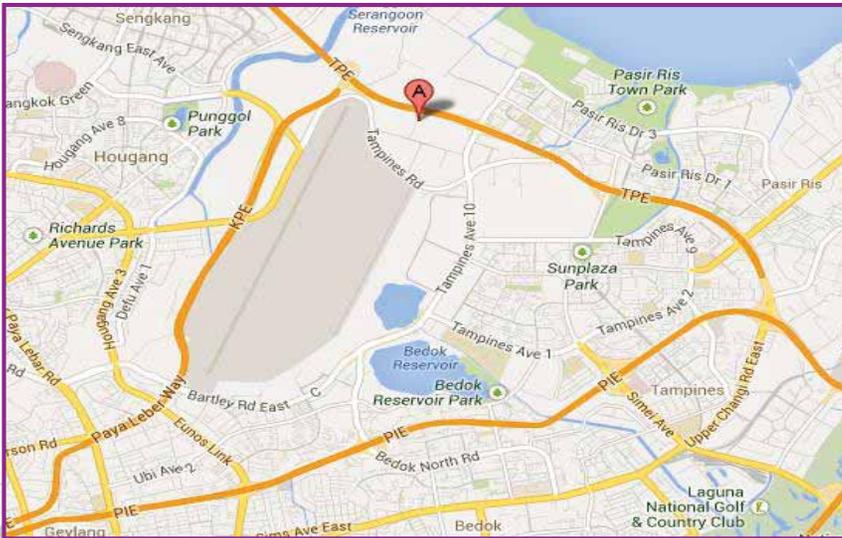
- Prime, freehold location in Eastern Singapore between Geylang Serai and Marine Parade Road.
- Nearby amenities include 112 Katong, Parkway Parade, East Coast Park and Eunos MRT Station and Bus Interchange
- Good access to major expressways such as ECP and PIE

# Pipeline Projects - Industrial



<b>Property Name</b>	<b>Space@Tampines*</b>
<b>Location</b>	Plot 3, Tampines Industrial Crescent
<b>Type</b>	Industrial
<b>Acquisition Date</b>	September 2012
<b>Tenure</b>	30 years leasehold
<b>Land Area (sq m)</b>	38,800
<b>Gross Floor Area (sq m)</b>	65,893
<b>Warehouse Units</b>	71
<b>Group's Stake</b>	70%

\* This is an investment property which will not be launched for sale



## Key Features

- Site awarded via Government tender, for 30-year lease (not for sale)
- Located near Changi Business Park, Elias Mall, White Sands and schools such as Meridian Junior College and Temasek Polytechnic
- Good access to major expressways such as TPE, SLE and a short distance away from Tampines and Pasir Ris MRT stations

# Pipeline Projects – Hospitality



<b>Property Name</b>	<b>Novotel Singapore on Stevens* / Ibis Singapore on Stevens*</b>
<b>Location</b>	30 Stevens Road
<b>Type</b>	Hotel Development
<b>Acquisition Date</b>	March 2013
<b>Tenure</b>	103 years leasehold
<b>Land Area (sq m)</b>	18,477
<b>Gross Floor Area (sq m)</b>	29,564
<b>No. of Hotel Rooms</b>	254 / 528
<b>Group's Stake</b>	100%

*\* This is an investment property which will not be launched for sale*



## Key Features

- Strategically located near the shopping belt along Scotts Road and Orchard Road
- Former site of The Pines Country Club, this future mixed development will comprise 782 hotel rooms as well as retail shops
- Good access to major expressways such as CTE, and a short distance away from Orchard and Newton MRT stations



## Overseas Projects

- Launched Projects
- Pipeline Projects



# Launched Projects – UK

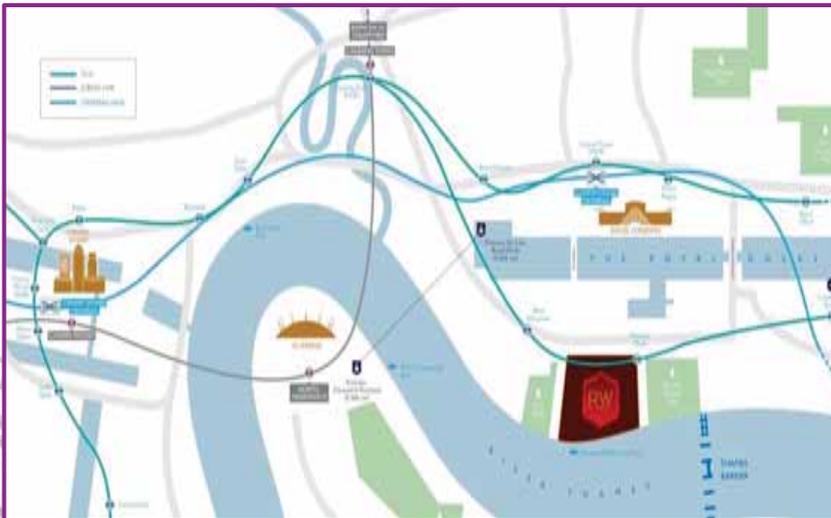


<b>Property Name</b>	<b>Royal Wharf</b>
<b>Location</b>	North Woolwich Road, London, United Kingdom
<b>Type</b>	Township Development
<b>Acquisition Date</b>	November 2013
<b>Launched</b>	March 2014
<b>Tenure</b>	Freehold & Leasehold
<b>Land Area (sq m)</b>	149,734
<b>Gross Floor Area (sq m)</b>	~ 363,000
<b>Residential Units</b>	Total :3,385 - Phase 1: 811
<b>Units Sold</b>	Phase 1: 99% **
<b>Group's Stake</b>	100%
<b>Target Completion</b>	2016 (Phase 1)

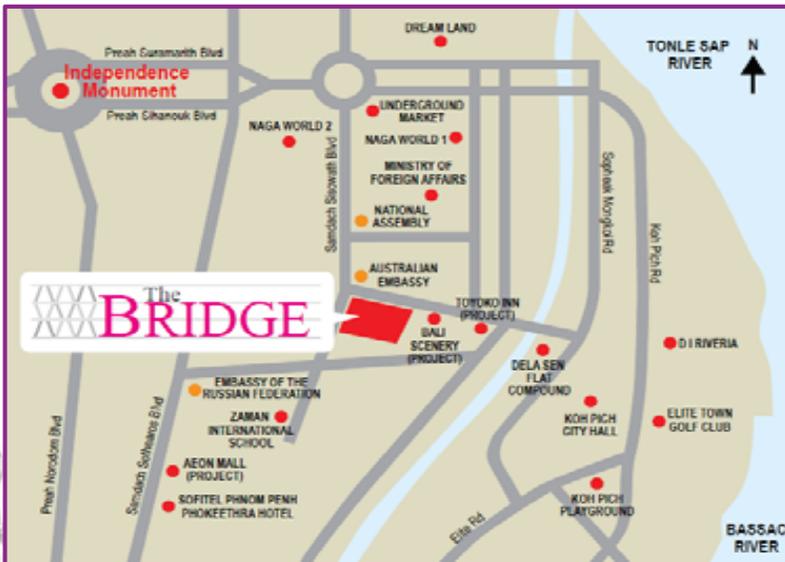
*\*\* Pending exchange of contracts for 3 units*

## Key Features

- A residential-led mixed-use development with over 500 metres of River Thames frontage, located in London's Royal Docks
- Believed to be the largest London development opportunity since Battersea Power Station in 2012
- Extensive transport links in the heart of London via Docklands Light Railway, a new Crossrail station (opening in 2018), international connections from London City Airport and boat links from a proposed new pier.



# Launched Projects – Cambodia



<b>Property Name</b>	<b>The Bridge</b>
<b>Location</b>	Village No.14, National Assembly Street, Tonle Bassac Commune, Chamkarmorn District, Phnom Penh, Cambodia
<b>Type</b>	Mixed Residential & Commercial Development
<b>Launched</b>	June 2014
<b>Tenure</b>	Freehold
<b>Land Area (sq m)</b>	10,090
<b>Gross Floor Area (sq m)</b>	150,399
<b>Residential Units</b>	762
<b>Units Sold</b>	Phase 1: 83%
<b>Land Price</b>	Not applicable (joint-venture agreement on development rights)
<b>Group's Stake</b>	50%

## Key Features

- A 45-storey mixed-use development comprising residential, retail and commercial units in the heart of Phnom Penh
- Modern apartments and penthouses with swimming pool, gymnasium, playground, function hall and round-the-clock security
- 2 minutes from Preah Sihanouk Boulevard and 5 minutes from Diamond Island

# Launched Projects – People's Republic of China



<b>Property Name</b>	新港国际城 (Xin Gang Guo Ji Cheng)
<b>Location</b>	North of Rixin West Road, Xuanzhou District, Xuancheng, Anhui Province, People's Republic of China
<b>Type</b>	Residential
<b>Launched</b>	May 2014
<b>Tenure</b>	Leasehold
<b>Land Area (sq m)</b>	D4 – 102,506 sqm D5 – 80,844 sqm
<b>Gross Floor Area (sq m)</b>	~242,540 sqm
<b>Residential Units</b>	Total : 2,078 - Phase 1: 216
<b>Units Sold</b>	20% *
<b>Group's Stake</b>	10%



## Key Features

- Located in Xingang International City with a total planned GFA of approx. 1,600,000 sqm
- Situated 2km from the Hu-Yu Expressway connecting Xuancheng to Shanghai and other cities in Yangtze River Delta
- Sits opposite the 760,000 sqm Xuancheng Botanical Garden which will provide 13 special gardens upon completion

\* Note : Sales figures as at 31 July 2014

# Pipeline Projects



## Malaysia Land Parcels

No	Project Name	Tenure	Land Area (sq m)	Group's Stake	Expected Launch
1	Plot B3 & B5 Iskandar, Johor	99 years	17,280	100%	TBC
2	No. Hakmilik 354, Lot 904, Bt 6 Jalan Damansara, Mukim Sungai Buluh, Daerah Petaling, Negeri Selangor	Freehold	20,234	100%	TBC
3	Geran Mukim 1146, Lot 46, Kuala Lumpur	Freehold	7,710	50%	TBC
4	Mukim 18, Daerah Timor Laut, Penang*	Freehold	119,876	70%	TBC
5	(KLCC) Lot 99, Section 0058 Mukim Bandar Kuala Lumpur, Daerah Kuala Lumpur	Freehold	12,586	100%	TBC
6	Lot 347 GM269 Bandar Ulu Kelang, Daerah Gombok, Negeri Selangor*	Freehold	61,588	70%	TBC

\* Oxley does not own the land. JV agreement pertains to development rights

# Pipeline Projects



## Cambodia Land Parcels

No	Project Name	Tenure	Land Area (sq m)	Group's Stake	Expected Launch
7	Mekong River Land ,Phnom Penh	Freehold	37,689	75%	TBC
8	The Garage Land, Phnom Penh	Freehold	8,921	75%	TBC
9	Land Near Naga , Phnom Penh	Freehold	12,609	75%	TBC

## China Land Parcels

No	Project Name	Tenure	Land Area (sq m)	Group's Stake	Expected Launch
10	Gaobeidian, Hebei Province	70 years*	393,335*	20%	TBC

\* This is subject to the relevant authorities approval

# Pipeline Projects – Malaysia



<b>Property Name</b>	<b>KLCC (Oxley Tower)</b>
<b>Location</b>	(KLCC) Lot 99, Section 0058 Mukim Bandar Kuala Lumpur, Daerah Kuala Lumpur
<b>Type</b>	Mixed Hotel & Service Apartment, Office and Commercial Development
<b>Acquisition Date</b>	November 2013
<b>Tenure</b>	Freehold
<b>Land Area (sq m)</b>	12,586
<b>Gross Floor Area (sq m)</b>	TBC
<b>Net Floor Area (sq m)</b>	TBC
<b>Group's Stake</b>	100%



## Key Features

- Strategically located within close proximity to Kuala Lumpur's iconic Petronas Twin Towers and Suria KLCC
- Building of hotel towers with serviced apartments,
- 1 office tower, and
- Podium retail mall

# Pipeline Projects – Cambodia



<b>Property Name</b>	<b>The Garage</b>
<b>Location</b>	Street #84, Phum #13, Sangkat Srah Chork, Khan Daun Penh, Phnom Penh, Cambodia
<b>Type</b>	Mixed Retail, Hotel & Residential Development
<b>Acquisition Date</b>	November 2013
<b>Tenure</b>	Freehold
<b>Land Area (sq m)</b>	8,921
<b>Gross Floor Area (sq m)</b>	TBC
<b>Net Floor Area (sq m)</b>	TBC
<b>Group's Stake</b>	75%

## Key Features

- Strategically located near Phnom Penh's bustling Riverside Esplanade and Wat Phnom, a popular tourist attraction.
- Comprises two hotel towers with serviced apartments, and retail mall.
- Set to revitalise existing urban setting with new hotel, F&B, shopping and entertainment choices.



- **Group Overview**
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- **Financial Highlights**
- **Outlook**



# Comprehensive Income



Consolidated (S\$'000)	Full Year Ended		% $\Delta$	(Unaudited) Fourth Quarter Ended		
	(Audited)	(Audited)		30-Jun-13	30-Jun-14	% $\Delta$
	30-Jun-13	30-Jun-14		30-Jun-13	30-Jun-14	% $\Delta$
Revenue	457,693	1,074,116	135%	277,321	82,853	(70%)
Gross Profit	138,437	423,376	206%	90,935	22,848	(75%)
Operating Profit *	130,642	398,572	205%	82,443	23,618	(71%)
Finance Costs	(8,452)	(32,743)	287%	(3,462)	(11,281)	226%
Share of Profit from JV	543	11,538	2025%	(210)	2,937	1499%
Profit Before Tax	122,733	377,367	207%	78,771	15,274	(81%)
Profit After Tax	103,903	306,866	195%	67,171	13,905	(79%)

\* before finance costs and share of profit from JV

# Financial Position



Consolidated (S\$'000)	As At			
	(Audited) 30-Jun-11	(Audited) 30-Jun-12	(Audited) 30-Jun-13	(Audited) 30-Jun-14
Cash & Cash Equivalents	112,652	205,135	436,460	359,920
Development Properties	720,822	1,323,881	1,293,471	1,355,239
<b>Total Assets</b>	<b>856,117</b>	<b>1,603,575</b>	<b>2,676,401</b>	<b>3,424,308</b>
Current Borrowings	13,545	177,356	396,764	299,312
Non-Current Borrowings	616,692	809,883	1,173,192	1,969,520
<b>Total Borrowings</b>	<b>630,237</b>	<b>987,239</b>	<b>1,569,956</b>	<b>2,268,832</b>
Net Borrowings *	517,585	782,104	1,133,496	1,908,912
<b>Total Liabilities</b>	<b>719,053</b>	<b>1,450,933</b>	<b>2,387,894</b>	<b>2,959,123</b>
<b>Total Equity</b>	<b>137,064</b>	<b>154,507</b>	<b>288,507</b>	<b>465,185</b>
<b>Total Tangible Net Worth (TNW) **</b>	<b>134,604</b>	<b>145,056</b>	<b>239,588</b>	<b>436,247</b>

\* total borrowings net of cash and cash equivalents

\*\* equity, attributable to owners of the parent less deferred tax assets plus deferred tax liabilities

# Key Financial Ratios

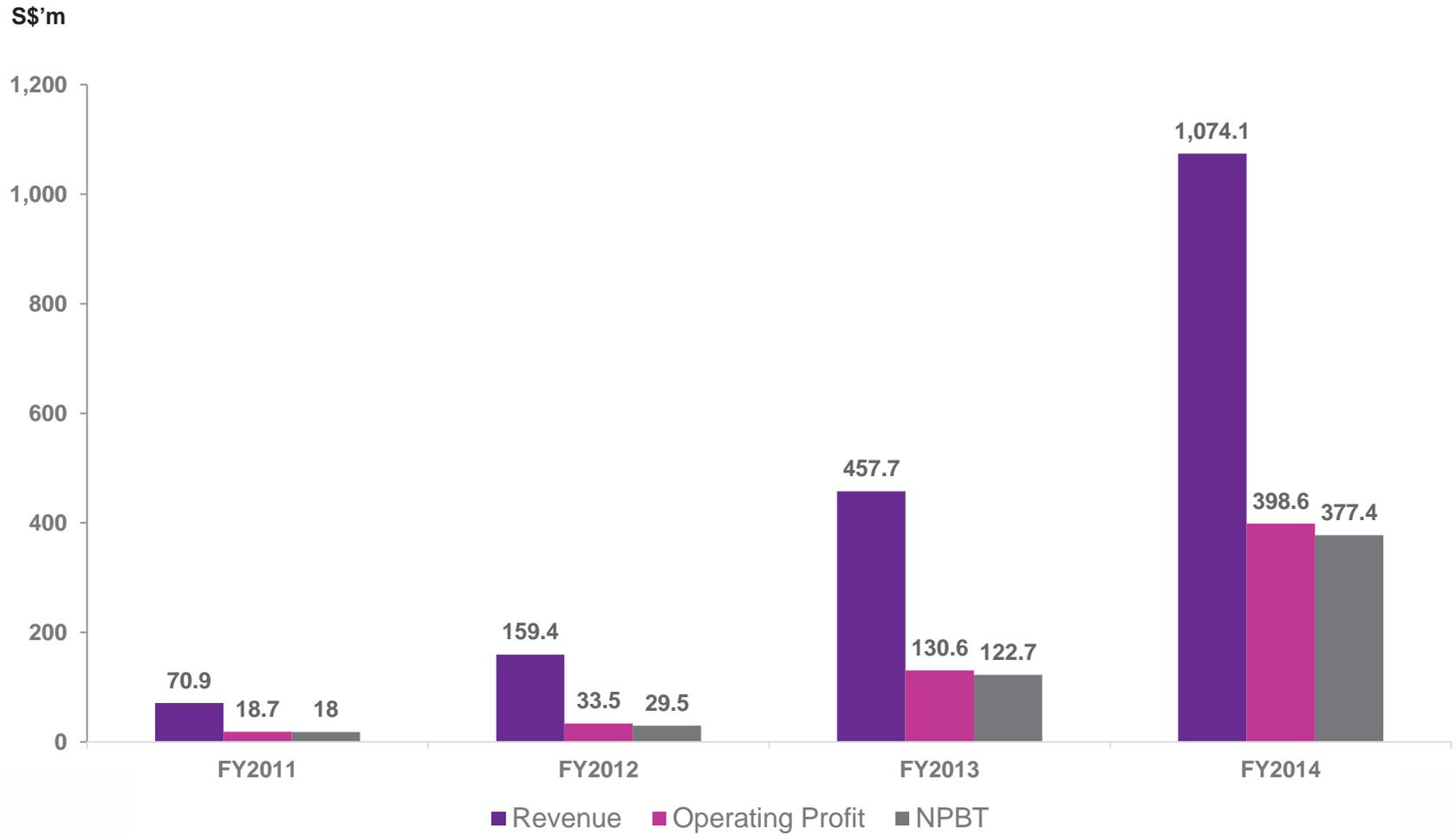


Consolidated	30-Jun-11	(Audited) 30-Jun-12	(Audited) 30-Jun-13	(Unaudited) 30-Jun-14
Gross Margin	34.8%	24.6%	30.2%	39.4%
Operating Margin	26.4%	21.0%	28.5%	37.1%
Net Margin (Profit After Tax)	20.6%	14.9%	22.7%	28.6%
EBITDA / Interest Expense	24.8x	8.2x	15.5x	12.2x
Total Borrowings / Total Assets	<b>0.74x</b>	<b>0.62x</b>	<b>0.59x</b>	<b>0.66x</b>
Net Borrowings / Total Assets	0.60x	0.49x	0.42x	0.56x
Total Borrowings / Total TNW	4.68x	6.81x	6.55x	5.20x
Net Borrowings / Total TNW	3.85x	5.39x	4.73x	4.38x
Total Borrowings / Total Equity	4.60x	6.39x	5.44x	4.88x

# Financial Performance



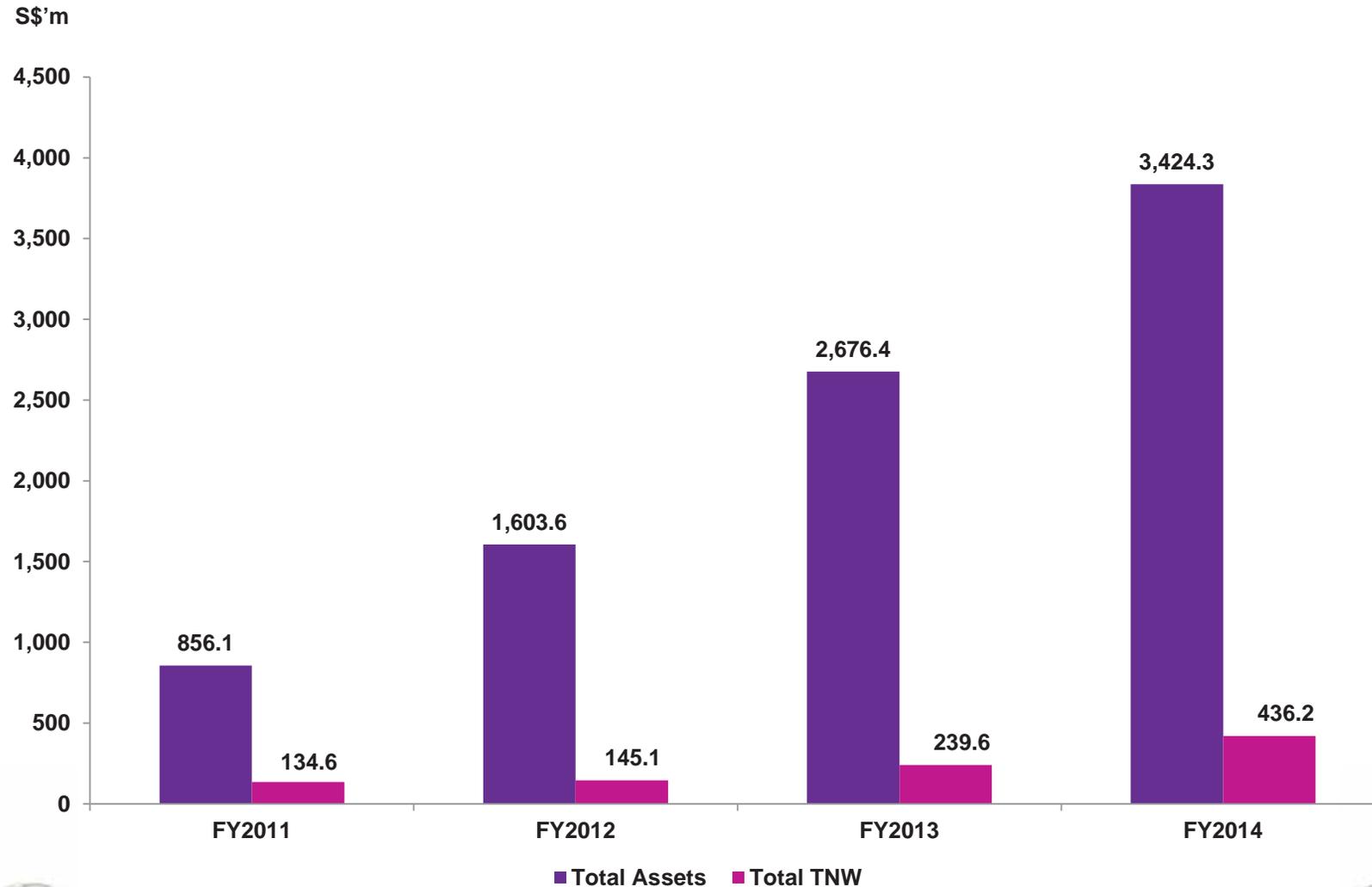
## Delivering Steady Growth in Revenue and Profit



# Strengthening Asset Base and Financial Position



## Strengthening Asset Base and Financial Position





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# Outlook – Residential (Local)



## Impact of Property Cooling Measures

- Softening residential market due to cooling measures
  - Additional Buyer's Stamp Duty raised by 5% to 7%
  - Higher cash down payments for 2<sup>nd</sup> and subsequent loans, from 10% to 25%
  - Tighter Loan-to-Value (LTV) ratio on 2<sup>nd</sup> housing loan from 60% to 50%

## Group's Position

- Effects of the latest bout of cooling measures on Group's position is partially mitigated as most of the projects in its portfolio are fully sold
- Early to mid-stage revenue recognition for 11 of 17 Group's launched but uncompleted projects in Singapore
  - Revenue recognition on remaining 2 project yet to commence and remaining 4 projects upon completion
- Revenue recognition on 3 projects launched in the UK, Cambodia, and People's Republic of China, upon completion

# Outlook – Residential (Overseas)



## London

- Residential property market seen as safe haven for overseas investors
  - Outer prime areas favoured
- Ranked second in terms of global real estate investment, behind New York (*Cushman & Wakefield*)

## Cambodia

- Establishment of the ASEAN Economic Community by end-2015
  - Growing investor confidence and foreign investments
- Demand for quality residential property expected to grow due to continued urbanisation trend

## Key Demand Drivers

Continued growth in visitor arrivals driven by Singapore's reputation:-

- As a safe leisure destination, with an annual line-up of international sports, arts and entertainment events
- In providing world-class medical facilities and services
- Of a corruption-free and efficient government, along with good business governance and practices
- As a business, educational, and medical hub in Asia



  
**Oxley Holdings Limited**  
*Thank You*

