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#### **Overseas Regulatory Announcement**

This overseas regulatory announcement is issued pursuant to Rule 13.09(2) of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

Please refer to the attached announcement of SingXpress Land Ltd, which is listed on the Singapore Exchange Securities Trading Limited and a 62.82% owned subsidiary of Xpress Group Limited.

By Order of the Board Xpress Group Limited Chan Tong Wan Managing Director

Hong Kong, 11 October, 2011

As at the date of this announcement, the Board comprises of the executive directors Mr. Chan Heng Fai, Mr. Chan Tong Wan, Ms. Chan Yoke Keow and non-executive director Mr. Fong Kwok Jen as well as independent non-executive directors Mr. Wong Dor Luk, Peter, Mr. Wong Tat Keung and Mr. Chan King Fai.

**MISCELLANEOUS** 頁 1/1

#### MISCELLANEOUS

\* Asterisks denote mandatory information

Name of Announcer *	SINGXPRESS LAND LTD.
Company Registration No.	198803164K
Announcement submitted on behalf of	SINGXPRESS LAND LTD.
Announcement is submitted with respect to *	SINGXPRESS LAND LTD.
Announcement is submitted by *	Wong Shui Yeung
Designation *	Chief Financial Officer
Date & Time of Broadcast	11-Oct-2011 18:24:16
Announcement No.	00070

#### >> ANNOUNCEMENT DETAILS

The details of the announcement start here ...

Announcement Title *	SingXpress Land Ltd presentation to investors in Singapore
Description	The attached announcement issued by SingXpress Land Ltd on the above matter is for information.
Attachments	SXL_Presentation.pdf Total size = 3275K (2048K size limit recommended) Total attachment size has exceeded the recommended value

#### PRESENTED BY

#### **Tony Chan**



# An investment banking approach to property



#### Contents

- Investment Merits
- Business Strategy
- Property Portfolio
- Core Businesses
- Rights Issue
- Financial Highlights
- Media Feature
- Summary



## Investment Merits



#### **Investment Merits**

- Leverage on Parent (Xpress Group Limited)
  - Property experience, financial expertise & financial strength
- In Singapore's property development market
  - HDB, private condo and cluster housing
  - Wide footprint
- Investment banking approach
  - seeks out development sites or related opportunities bringing in co-investors and joint venture partners
- Attractive investment ratios
  - PE Ratio 2.83× (Based on 7 Oct, 2011 close of 1.5 cents)
  - NAV S\$13.4 million; 3.6 cents per share



# Business Strategy



#### **Business Strategy**

- Industry outlook
  - Stable economic environment, government policies, promising returns in medium to longer term from Singapore property sector
  - Long term to anticipate stable growth and moderate profitability from Singapore's public housing
- Leveraged potential opportunities in Singapore's property sector
  - Island nation's economic progress
  - Rising affluence
  - Sound government policies
  - Increasing demand for housing from all segments



#### **Business Strategy**

- Property-related businesses focused on public housing and niche private residential segments in Singapore
- <u>Two-pronged</u> property development strategy:
  - 1. Develop high-end "design intensive" luxury public and private housing in Singapore:
    - high end luxury cluster housing
    - luxury condominium project
    - truly "designer home" DBSS development
  - 2. Property management services and recurring rental income from unsold properties, complements development



#### **Business Strategy**

- Employs an "investment banking" approach to property acquisition and development
- Strong financial background and skill of Board and senior management
- Create an eco-system of partners for financing, development and management of properties



# Property Portfolio



### Hong Kong Property Investments

35 Apartments in Hong Kong Strategy:

Secondary market

Target affordable private condos along the MTR line Cost-effectively upgrade to improve valuations and yields Retain for recurring income









#### **SOUTHBANK SOHO**

North Bridge Road

99-year lease hold condominium
Owns 5 units in this SOHO block
Market value has increased since their acquisition





\* Artist's impression

#### **CHARLTON RESIDENCES**

Charlton Road, Kovan

To launch early November 2011 21 units freehold Cluster Housing





\* Artist's impression

#### SINGXPRESS MANSION

**Balestier Road** 

To launch 2H2012
20 storey
Luxury Condos
50 units, free-hold apartments



#### DESIGN, BUILD & SELL SCHEME (DBSS)

Pasir Ris Central

Acquired the final DBSS project

To launch 1H2012

To develop 454 apartments

Bringing private housing designs to public housing



\* Artist's impression

Pasir Ris Central DBSS Launching early 2012



# Core Businesses



#### **Core Businesses**



PROPERTY DEVELOPMENT

REAL ESTATE CO-INVESTING

PROPERTY TRADING

REAL ESTATE INVESTMENT

REAL ESTATE MANAGEMENT



# Rights Issue



#### Rights Issue

- Announced on 25 Aug '11
- The Rights Issue is renounceable and the public portion is underwritten by Philips Securities Pte Ltd
- Issued to reduce net gearing and to complete funding for the DBSS project
- New ordinary shares issued 2,976,032,000
   adding up to 3,369,519,464 after the Rights Issue (8 rights per share)



#### Rights Issue

- Rights Issue to raise \$30 million
- Issue price S\$0.01 per share
- Proceeds:
  - Repay part of Xpress Group Limited's initial loan funding the DBSS project (\$18,655,040)
  - The balance will finance working capital relating to the DBSS project



# Financial Highlights



#### **Financial Position**

- Profit before tax increased from a loss of S\$1.24 million (period ended Dec '09) to a profit of \$2.36 million (period ended Mar '11)
- March 31, 2011 (FY2011) NAV \$13.4 million
- NAV per share increased from 1.34 cents (31 Dec '09) to 3.61 cents (31 Mar '11)
- Our DBSS project was subsequent to the last reporting period and is not yet reflected in financial statements.



# Media Feature



#### **Press Articles:**

- 1) The Edge, September 12, 2011 "SingXpress Land Steadily Builds Niche as DBSS and EC developer with Pasir Ris Site"
- 2) The Edge, September 12, 2011 "SingXpress Land also keen on rental-property segment"
- 3) The Business Times, October 10, 2011 "SingXpress to debut S'pore Project"
- 4) Lianhe Zaobao, October 11, 2011

# Summary



#### Summary

- Strong parent support allowing accelerated business progress
- In first year already 3 projects: 2 ebloc and 1 DBSS
- Highly focused exposure to the Singapore property development market: \$13.4 million equity; \$330 million in projects
- Envisioned to be a "platform" for Singapore property development and investments
- Strong investment banking background of the board and management – intend to act as a "lead manager" in syndicated projects, with an aim of improving returns, asset quality and diversification.
- Rights offering 8 rights per 1 share, \$0.01 per new share.
- www.singxpressland.com



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