





## **Corporate Presentation**

May 20, 2013



AMARA HOLDINGS LIMITED









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## **Business Overview**

#### **Our Business**

We are a homegrown Integrated Lifestyle Group, principally engaged in three business areas:





Property Investment and Development



Specialty Restaurants and Food Services



## **Business Overview**

#### **Our Brand Portfolio**

**Amara Brand Architecture** 

**Corporate Brand** 



**Master Brand** 



**Product Brand** 





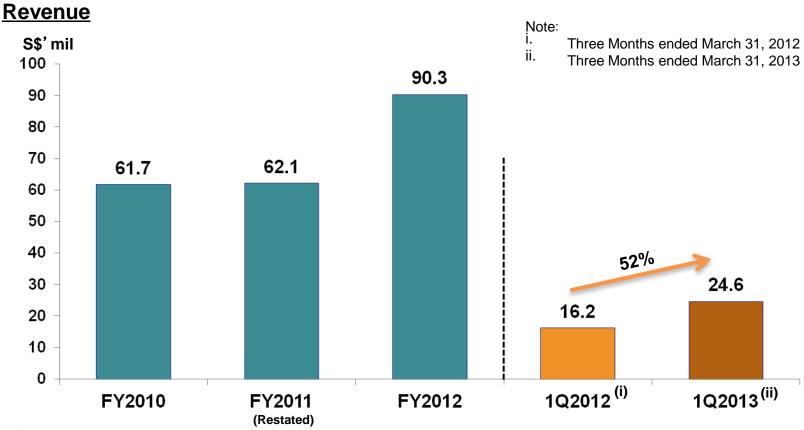


Standalone F&B Brand

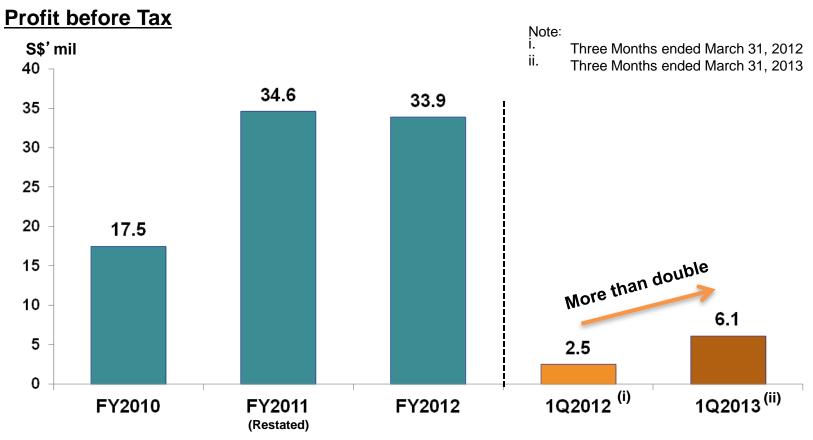




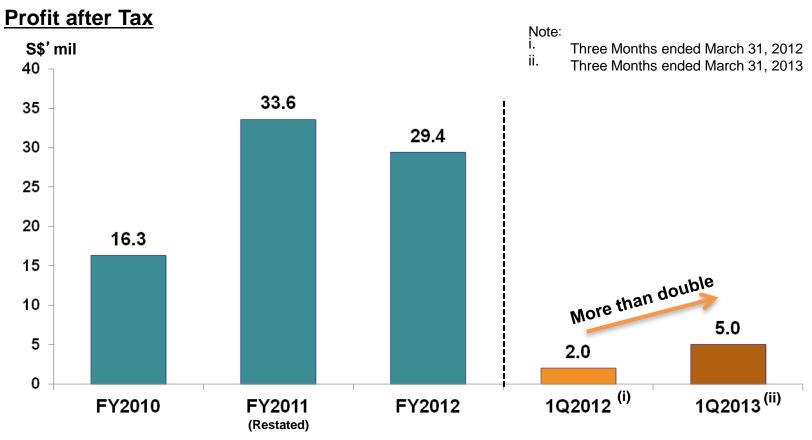




• Group Revenue increased by 52% to S\$24.6 million in 1Q2013 mainly due to higher revenue from sale of development properties, and rental revenue from the 100 AM shopping mall.

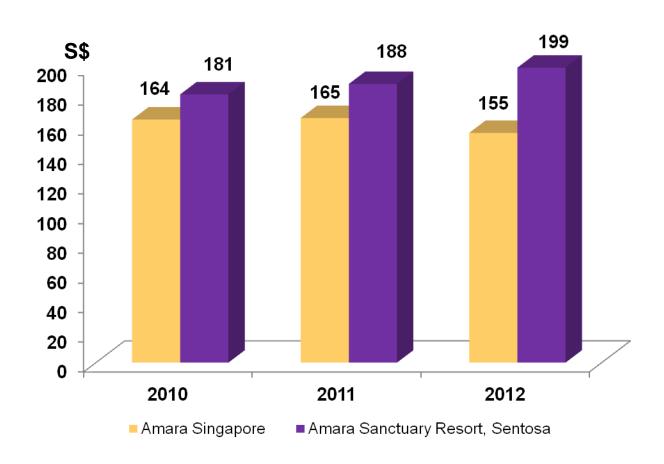


<sup>•</sup> Group Profit before Tax grew over 2 times in line with the increase in Group revenue.



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## **Hospitality Assets in Singapore - RevPar**



## **Key Ratios**

	FY2010	FY2011*	FY2011 (Restated)	FY2012	1Q2013
EPS (cents)	2.83	5.09	5.84	5.10	0.86
NAV per share (cents)	34.14	39.31	44.20	48.48	49.56
NTA per share (cents)	33.93	39.10	44.00	48.28	49.36
Gearing Ratio (%)	38.52	36.36	33.69	42.52	40.61

Cash position of S\$15.5 million as at March 31, 2013

<sup>\*</sup> As previously reported on February 27, 2012



## **Amara Singapore**

- Our award winning flagship city centre hotel is conveniently located next to Tanjong Pagar MRT Station in the thriving Central Business District.
- The hotel commenced operations in 1986 and completed its transformation in 2002. Refurbishment of hotel rooms was completed in 2011.
- The 388-room hotel includes a collection of chic restaurants such as the iconic Silk Road and Thanying.
- It also has a Grand Ballroom with an auditorium of 500 seating capacity as well as four function rooms to cater to events of all scales.









#### **Amara Sanctuary Resort**, **Sentosa** ("Amara Sanctuary")

- The first boutique resort with 140 beautifully designed guest rooms, Courtyard and Verandah suites, Larkhill Terrace as well as Villas.
- Opened in May 2007, the resort offers a unique combination of contemporary design and five-star hotel facilities.
- Nestled beautifully on a hilltop, the resort is surrounded by 3.5 hectares of gardens and natural tropical rainforest.
- Amara Santuary Resort, Sentosa was awarded THE BEST HOTELS RESORTS AWARD 2011 by Singapore Tatler.











## Amara Signature, Shanghai

- A mixed development that will comprise a 336-room hotel, retail centre and office building.
- Located at the junction of JiaoZhou Road(胶州路) and ChangShou Road(长寿路) in Puxi.
- The shopping centre will feature many of Singapore's great brands in food and beverages and entertainment as well as lifestyle retailers.
- Expected to benefit from excellent location within the city centre as well as Shanghai's renowned status as Asia's leading business and financial centre.
- Scheduled to be completed by 2015.





#### **Amara Bangkok, Thailand**

- A 251-room business and leisure hotel an oasis in the city.
- Located in central Bangkok, in the choice Surawong Road, which is parallel to the bustling Silom and Sathorn Roads.
- Group's first entry into the "Land of Smiles".
- Scheduled to commence operations by 2014.





## **Business Portfolio – Property Investment and Development**

#### **100 AM**

- Strategically located at 100 Tras Street and is a stroll away from the Tanjong Pagar MRT Station.
- Comprises Office Tower and Retail Podium.
- Retail Podium completed extensive renovation in fourth quarter of 2012, at a cost of approximately \$\$30 million.
- Full occupancy for 42,700 sq ft of NLA for the Office Tower and almost full occupancy for the Retail Podium of 121,000 sq ft.
- Office Tower will be rebranded into a lifestyle medical centre, 100 AM Medical. Offices.
- Redefining quality of Inner City Living with 70 F&B and Lifestyle Brands at 100 Tras Street.







# **Business Portfolio – Property Investment and Development**

## **Citylife@Tampines**

- 99-year leasehold with 9 blocks and 514 units comprising 2/3/4/5 Bedroom, 3/4 Dual Keys, Skysuites and Penthouses.
- The first EC project in Singapore to feature a home concierge service and a 100-metre infinity pool.
- Jointly developed by Amara Holdings Limited, Kay Lim Holdings and SingXpress Land.
- As of March 13, 2013, CityLife@Tampines is 100% sold.







# **Business Portfolio – Property Investment and Development**

## **KILLINEY 118**

- An exclusive 6-storey, 30-unit residential block with a rooftop pool and landscape features.
- Designed by the award winning collaboration of ip:il architect firm and Atelier Ikebuchi design firm.
- The official TOP for Killiney 118 was awarded in January 2013.

#### **5 JALAN MUTIARA**

- A freehold 12-storey, single block, residential development with gross floor area of 2,355 sqm.
- Wholly-owned by Amara Holdings Limited.
- Currently in planning and design stage.







## **Business Portfolio – Specialty Restaurants and Food Services**

## **Thanying Restaurant**







- Since its inception in 1988, Thanying Restaurant has devotedly created culinary history by offering the most exquisite Royal Thai cuisine fit for the royalties.
- The award-winning flagship Thanying Restaurant has a seating capacity of 164 and is located at Amara Singapore.
- A second outlet situated at Amara Sanctuary Resort, Sentosa, with a seating capacity of 130.

## **Business Portfolio – Specialty Restaurants and Food Services**

#### **Silk Road Restaurant**







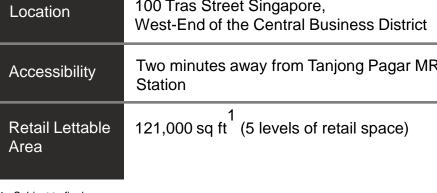
• Established in November 2001 and located at Amara Singapore, the award-winning Silk Road Restaurant is a full service restaurant concept featuring provincial cuisines that stretch along the historical Silk Road in China.



# 100 AM – Redefining Lifestyle

100 AM is the only lifestyle mall within walking distance to the Tanjong Pagar MRT and is at a pre-eminent position to cater to busy working executives, inner city residents and tourists.

Soft Opening	November 2012		
Location	100 Tras Street Singapore, West-End of the Central Business District		
Accessibility	Two minutes away from Tanjong Pagar MRT Station		
Retail Lettable Area	121,000 sq ft (5 levels of retail space)		





1: Subject to final survey

# 100 AM – Redefining Lifestyle

#### Tanjong Pagar: A New, Vibrant and Dynamic Hub



Future Tanjong Pagar Port Development

## 100 AM - Redefining Lifestyle

#### **Anchor tenants and Well-known brands**













## 100 AM – Redefining Lifestyle

#### **Anchor tenants and Well-known brands**















# Market Outlook and Future Plans

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#### **Hotel Investment and Management**

#### Outlook

- Singapore Tourism Board ("STB") targets to achieve tourism receipts of S\$30 billion and visitor arrivals of 17 million in 2015.
  - STB plans to entice Chinese travellers with a micro-movie starring Taiwanese actress Ariel Lin, as part of STB's "New Discoveries" campaign. <sup>1</sup>
  - Hosting of the glittering Women's Tennis Association championships will net about \$15 million in tourism receipts for each of the five instalments from 2014 to 2018.<sup>2</sup>
  - Opening of new lifestyle hot spots such as Sentosa's West Zone, the River Safari, the National Art Gallery and the Sports Hub, together with strong MICE events, positions Singapore as an attractive destination and help Singapore achieve 2015 targets.

#### **Strategy**

- Focus on improving room yields and revenue from food and beverage segment.
- Continue to focus on our core competency to develop and manage hospitality assets and build the Amara brand equity to enhance shareholders' value.
- Opening of Amara Bangkok, a 251-room business and leisure hotel in 2014.

#### Source:

- (1) For Chinese tourists, it's romance of the Lion City Straits Times, May 10
- <sup>(2)</sup> Big tourism bucks for local economy Business Times, May 9

## **Market Outlook and Future Plans**



## **Property Investment and Development Segment**

#### Outlook

• Extensive renovation for the 100 AM shopping centre was fully completed in the 4th quarter of 2012. The rebranded100 AM has almost full occupancy and higher rental yields.

#### **Strategy**

- Seek quality projects with potential to offer good rental and development income, as well as enjoy potential appreciation in capital values.
- Focus on Singapore, with a lookout for suitable opportunities in the region.
- Upcoming Amara Signature Shanghai to offer an office building and retail centre when completed.
- Launch of existing projects at a strategic time.

#### Source:

- (1) Condo sales taper off but interest still strong Straits Times, April 9
- (2) Property Supplement, Business Times, February 28, 2013









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