

UOL CHANNEL

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THE CLEMENT CANOPY: OFF TO A GOOD START





200 UNITS SNAPPED UP AT THE CLEMENT CANOPY OVER ITS LAUNCH WEEKEND



> An excited buyer who clinched her choice unit.

Being the first condominium to come to the market this year, UOL's latest project, The Clement Canopy, raked in strong sales at its first weekend launch on 25 February 2017. About 200 units out of the 250 units released for sale were snapped up.

Buying interest was already high when the showflat was opened for public viewing on 11 February 2017. That weekend attracted more than 5,000 prospective buyers looking for a property in a good location.

The 505-unit development comprises two 40-storey blocks and offers two- to four-bedroom apartments ranging from 635 sq ft to 1,539 sq ft. It is located near the Clementi MRT station, the education hub in the Kent Ridge vicinity and Singapore's second Central Business District in Jurong.

UOL General Manager (Marketing) Anthony Wong said: "There was healthy interest across all the unit types. I believe this is due to the pent-up demand in the vicinity and reasonable pricing. Riding on the improved market sentiment, buyers who have been staying on the sidelines are now actively seeking out affordable properties with good location and design."

The Clement Canopy is also the first residential development to integrate smart technology for both home and common areas. With a single mobile application, residents can book the facilities and manage e-invites to friends, apart from using it as remote controls for air-con and door access.

The 99-year leasehold property is a 50:50 joint venture between UOL and United Industrial Corporation Limited.



> The Clement Canopy (artist's impression) derives its name from the lush greenery and a canopy of trees surrounding the development.



UOL MAKES TWO PRIME ACQUISITIONS IN FIRST QUARTER

Following three acquisitions last year in Singapore and London, the first quarter of 2017 saw UOL making two more deals to replenish its landbank locally and build recurring income overseas.

On 3 February 2017, UOL exercised the option to purchase a freehold residential site at 45 Amber Road for \$156 million. Located in District 15, the site is approximately 69,858 sq ft and within walking distance to the upcoming Marine Parade and Tanjong Katong MRT stations, which are estimated to be completed in 2023. The site will be able to accommodate about 140 apartment units in a 22-storey block.

UOL announced on 3 March 2017 that it had entered into an agreement with HHR Conventions Pty Ltd to purchase Hilton Melbourne South Wharf for A\$230 million. The Group planned to expand its hotel property portfolio and hotel management businesses in the Oceania region. The property comprises 396 rooms, of which 12 rooms are owned by unrelated room owners. It has an estimated gross floor area of 30,688 sqm with a tenure of 99 years leasehold ending July 2108. It is located at 2 Convention Centre Place and sits next to the Yarra River within a precinct that includes the Melbourne Convention and Exhibition Centre, South Wharf DFO Retail Centre and the Melbourne Maritime Museum. The property would be rebranded as "Pan Pacific" when the purchase is completed.



UOL'S FULL-YEAR PROFIT DOWN DESPITE HIGHER REVENUE

The Group recorded a 27% decrease in net attributable profit to \$287.0 million for the financial year ended 31 December 2016 (FY16), due mainly to fair value and other losses, said Deputy Group Chief Executive Officer Liam Wee Sin at a briefing to the media and analysts on 24 February 2017 at Pan Pacific Singapore.

Pre-tax profit before fair value and other losses fell five per cent to \$391.2 million for FY16, due mainly to lower dividend income and lower share of profit from joint venture companies. Group revenue rose 13% to \$1.44 billion with higher contributions from all segments except dividend income which fell 29% to \$30.2 million in FY16 with the absence of the UOB special dividend. Property development continued to be the top revenue generator for the Group followed by the hospitality business. Revenue from property development rose 27% to \$733.9 million. During the year, the Group sold 484 residential units in Singapore although there were no new projects launched.

Addressing more than 30 analysts and journalists, Mr Liam said: "We have continued to build our recurring income with new acquisitions overseas. This has cushioned the decline in contributions from property development in Singapore where the market remains challenging."

He added: "Nevertheless, we believe there's still demand for projects with good locational and product attributes as seen from the strong interest for The Clement Canopy. With strong take-up in all our projects, we are looking to replenish our landbank in niche locations."

Directors have proposed a first and final dividend of \$0.15 per ordinary share.



> The full-year results briefing was chaired by (centre) Mr Liam Wee Sin, who was accompanied by (right) UOL Chief Financial Officer Wellington Foo and (left) Pan Pacific Hotels Group Limited Chief Financial Officer Neo Soon Hup.



MULTIPLE AWARDS FOR SERVICE EXCELLENCE



> Pan Pacific Orchard was recognised for its impeccable service at this year's Travellers' Choice Awards.

The Group's hotel properties earned positive ratings from their guests for service excellence through the 15th TripAdvisor Travellers' Choice Awards. The list of winners was announced on 24 January 2017.

PARKROYAL on Pickering, Pan Pacific Orchard, Pan Pacific Singapore, Pan Pacific Serviced Suites Beach Road and Pan Pacific Serviced Suites Orchard clinched a total of 12 awards within the Top 25 Hotels, Top 25 Luxury Hotels and Top 25 Hotels for Service in the Singapore listing. PARKROYAL Serviced Suites Kuala Lumpur retained its position within the Top 25 Hotels in the Malaysia listing.

Determined by millions of reviews and opinions collected in a single year from travellers worldwide, the annual Travellers' Choice Awards winners bear the hallmarks of remarkable service and quality.



RUMBLE WITH THE PROS AT VELOCITY



> Children learning some techniques from the national player Guillaume Galy.

Shoppers at Velocity@Novena Square had a preview of what they might see at the HSBC Singapore Rugby 7s when young rugby fans pitted against the professional players in a three-on-three Tag Rugby competition held at the mall's outdoor court on 11 March 2017.

Held in partnership with the Singapore Rugby Union, it was a rare opportunity for these 20 underprivileged youths from Sport Singapore's SportCares programme to play tag rugby in a shopping mall with the national rugby players such as Guillaume Galy and Jonny Barber.

There were also some fringe activities to delight the shoppers. After picking up some basic rugby techniques from the national players, they could apply them at the various booths to throw, catch and kick like a pro. There was also a Mini Rugby Try-out, an interactive virtual game machine, for shoppers to win prizes.



EPIC FUN FOR THE LITTLE ONES

Children looking for fun activities to participate in during the March school holidays were spoilt for choice at UOL's malls.

The Underwater City at the SpongeBob SquarePants Big Adventures held at OneKM promised adrenaline rushes. Participants had to clear a series of high-element obstacles rigged with a 24-foot rock wall, flying fox, cargo net and giant slide. Children as young as four years old also had their fair share of adventure by crawling through a tunnel and jumping on a trampoline to attach themselves to a velcro wall before taking on the giant slide.

At United Square, its atrium was converted into a colourful carnival filled with handicraft stations, games and a life-sized maze. That was the Shopkins event making its first appearance in Asia. Shopkins is a range of miniature collectable toys based on supermarket items. Besides giving the collectors a chance to swap their Shopkins with like-minded pals, some lucky shoppers also got up close and personal with the cute miniatures during the meet-and-greet sessions.



> It is impossible to miss the giant inflatable slide at the SpongeBob SquarePants Big Adventures in OneKM.



TOSS UP A BIG WIN!



> UOL Assistant General Manager (Marketing) Soh Lai Yin (right) presented Mr Yong and his wife the key to their new car at the showroom.

Elvin Yong certainly did not expect to bring home an Audi A1 Sportback 1.0 when he spent about \$380 for his lo-hei meal at OneKM's Paradise Dynasty. The luxury car was the grand prize of UOL's Festive Celebration Draw 2016.

Mr Yong, 41, who lives close by and patronises OneKM frequently, decided to give the car to his wife as a Valentine's Day gift. If he is second time lucky, he may get to win a Volvo V40 Sports Hatch for himself at the next Festive Celebration Draw that runs from now to 15 February 2018 by spending a minimum of \$50 at any of UOL's malls.