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#### Introduction to Gallant Venture Ltd.



- GV is a Singapore listed [GALV:SP] investment holding company
- Strong asset-rich balance sheet
  - Assets of S\$1,478 million (as at 31 Dec 07)
- Low gearing
  - Debt of S\$99 million (gross debt as at 31 Dec 07)

•	Strong EBITDA	Au	Audited Proforma			Actual	
		FY2004 (S\$'000)	FY2005 (S\$'000)	FY2006 (S\$'000)	FY2007 (S\$'000)		
	Revenue	201,996	227,056	258,955	234,304		
	Gross Profit	59,597	57,411	82,169	71,560		
	Profit before taxation	22,824	22,173	38,446	29,705		
	PATMI (without Goodwill)	12,699	6,105	21,347	14,720		
	PATMI (with Goodwill)		· 	31,502			
	EBITDA (without goodwill) EBITDA (with goodwill)	80,816	74,747	89,855 100,221	86,607		

# Singapore-Batam-Bintan Relative Location





# Four Current Lines of Business (w.e.f. FY 2006)



Investments include 16 companies in Singapore and Indonesia employing around 2,000 people and involved in four major LOB's

#### Utilities

- 163 Mw of power generating capacity
- 26,800 m3/day clean treated water
- 5,000 telephone lines
- Waste management

#### Industrial Parks

- 320 ha industrial park in Batam running at 82% capacity
  - 37 ha to be developed
- 170 ha industrial park in Bintan running at 91% capacity
  - 40 ha to be developed

#### Resort Management

- Provider of support services to Bintan and Batam properties
  - Ferries, ferry terminals, fire protection, executive housing and worker accommodation, catering, medical, recreation, golf etc.

#### Property Development

- Master planner and developer
- Landbank of 18,201 ha

# Four Current Lines of Business (FY 2007)



#### **Industrial Parks**

Value = \$421 mln Revenues = \$56.7 mln EBITDA = \$41.1 mln PBIT = \$11.4 mln

#### **Utilities**

Value = \$461 mln

Revenues = \$137.2 mln

EBITDA = \$44.5 mln

PBIT = \$24.3 mln

#### **Gallant Venture**

Value = \$1,478 mln
Revenues = \$234.3 mln
EBITDA = \$86.6 mln
PBIT = \$28.8 mln

#### **Property Development**

Value = \$510 mln
Revenues = \$13.9 mln
EBITDA = \$5.5 mln
PBIT = \$4.6 mln

#### **Resort Operations**

Value = \$86 mln
Revenues = \$26.5 mln
EBITDA = (\$0.06 mln)
PBIT = (\$7.0 mln)

### **Balance Sheet**



(S\$ million)	FY2007
Total Assets	1,477.7
Investment Properties	317.6
Land Under Development & Inventories	557.0
Total Investment & Development Properties	874.6
Total Borrowings	99.3
Cash & Bank Balance	84.9
Shareholders' Equity	1,246.2
Net Gearing (%)	1.16

## **Strengths**



#### Good balance between

- Mature Utilities and Industrial Parks generating strong cash flow
  - Recurrent EBITDA of \$70~100 mln p.a.
- Significant upside from Landbank and Resort Management
  - 18,201 ha

## Monetizing value of the land bank



### Strong relations with local government

- One of the biggest tax payers in Riau Province
- One of the biggest indirect employers in Riau
  - 70,000 employees in Batam
  - 19,000 employees in Bintan

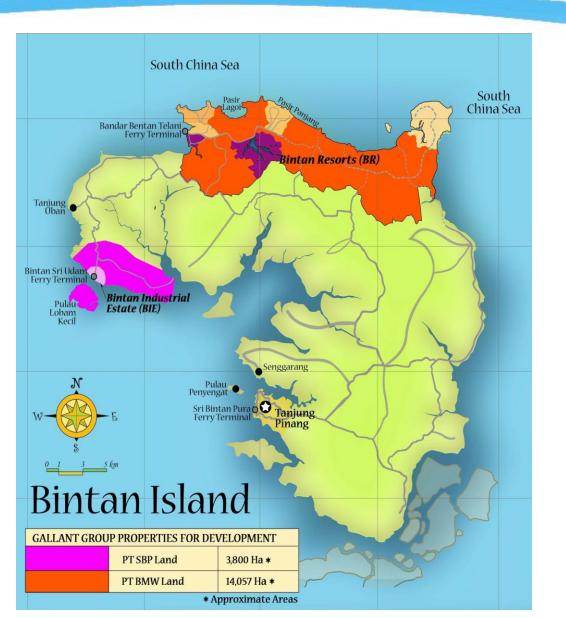
# **GV** has three bites of the Bintan Resorts cherry



- Land sales
  - Expected sales in the ranges of 5x ~ 30x book
- Utilities
  - Sole provider of electricity, water, waste management
- Resort Services
  - Ferry tickets
  - Ferry terminal fees
  - Fire, security, executive housing, worker accommodation, medical, recreation, etc.

### **Gallant Venture overall landbank**





Currently 55 minutes from Singapore

2009 Ferries cut time to 40 minutes

2011 Ferries cut time to 30 minutes

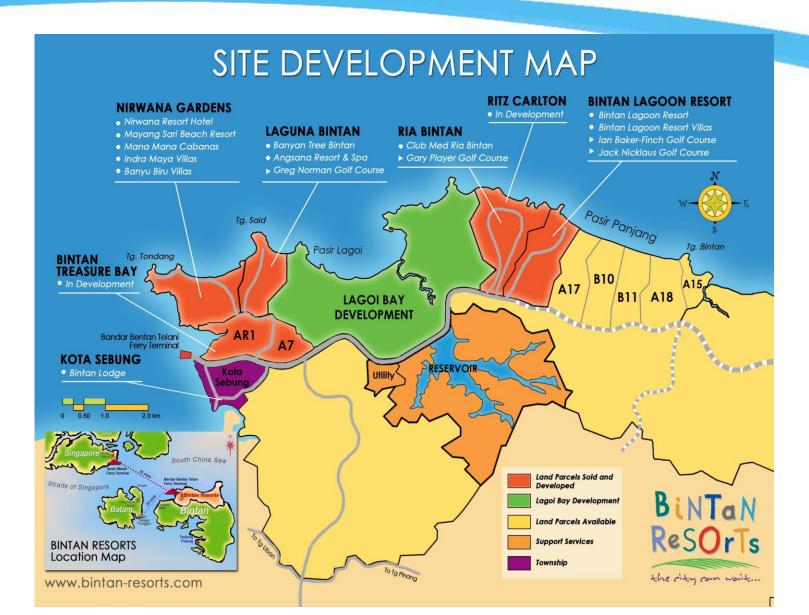
2011 operate from second Singapore terminus at Marina South

2009 implement biometric immigration clearance

2010 inaugurate Helicopter service

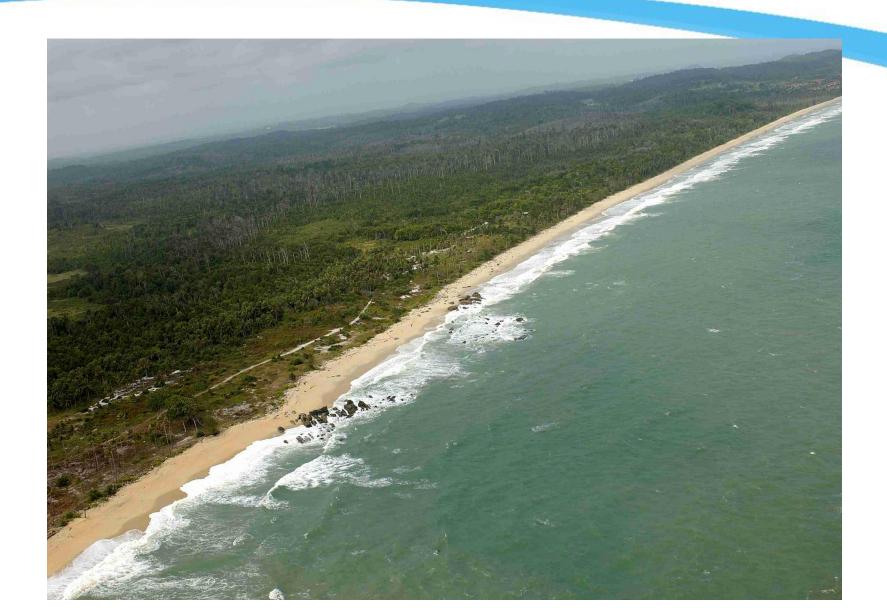
#### Bintan Landbank – Phase 1





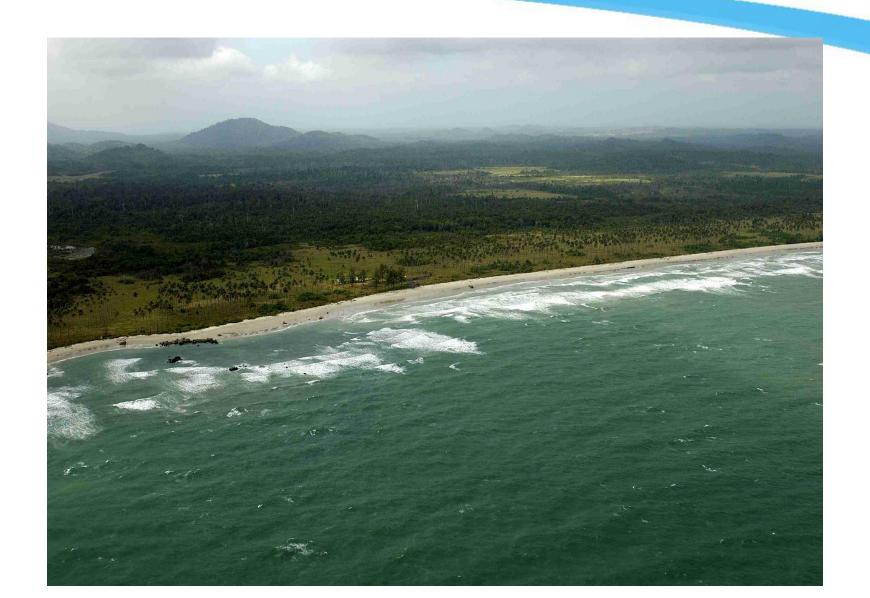
## **White Sand Beaches**





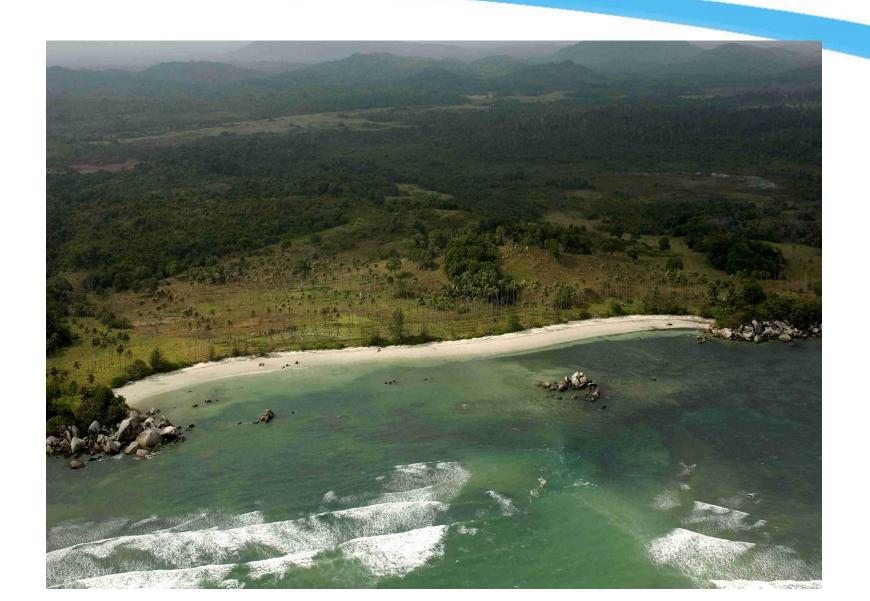
### **Clean warm seas**





## **Beautiful private coves**





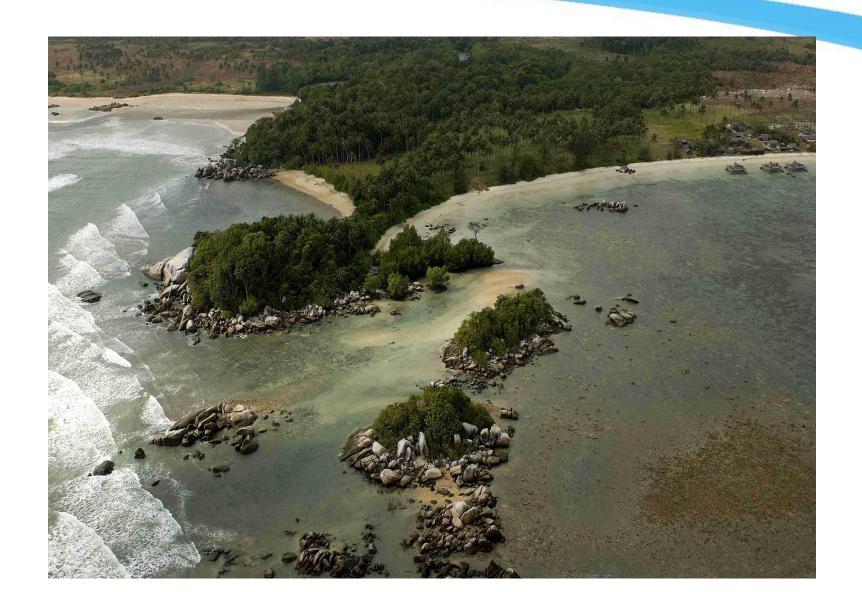
## Long bays and islands





## **Rocky headlands**

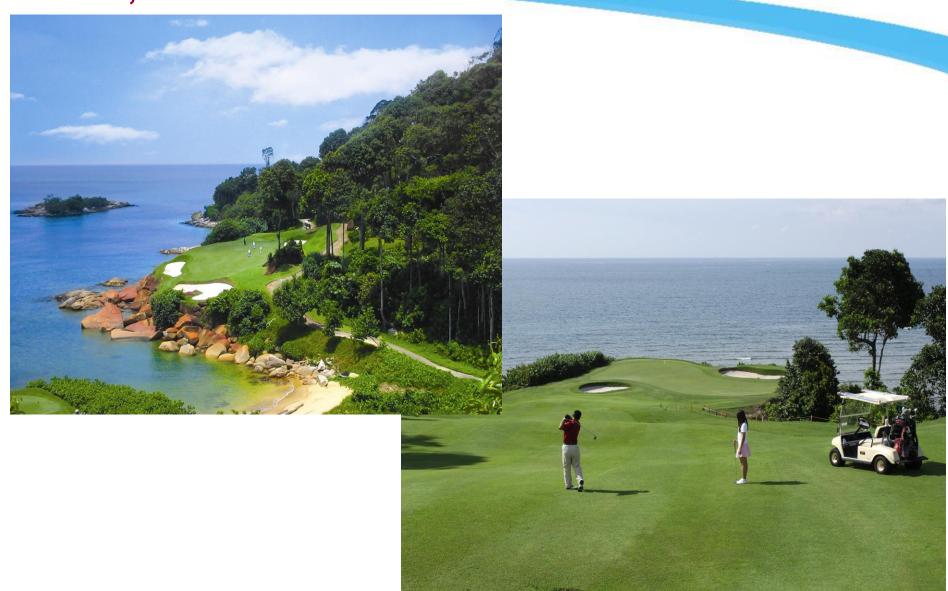




# Four Branded Championship Golf Courses (81 holes) Gary Player, Jack Nicklaus, Greg



Norman, Ian Baker-Finch



# 1,350 existing hotel rooms





## 350,000 visitors/year





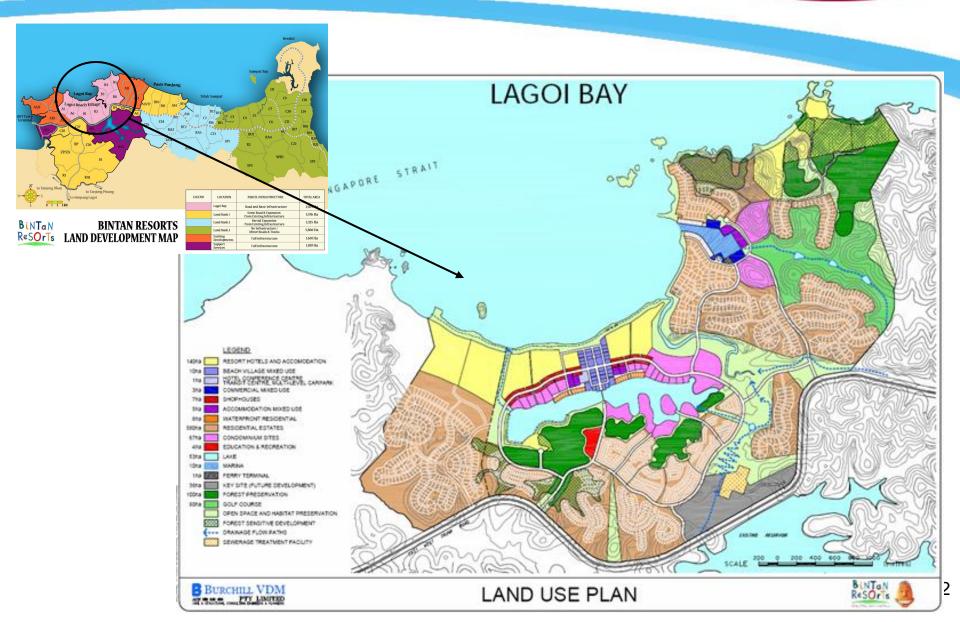
### Bintan Resorts overall site map





## A Thoughtful Masterplan





# **Village Center**







## Lagoi Beach Village- A Vibrant Hub



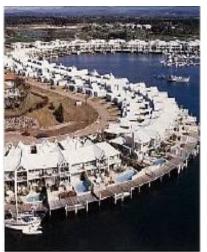


### Marina in the South China Sea





Over 3,000 islands in the Riau Archipelago make this a truly spectacular site for a marina





# Strategic Goals for Land Bank Monetization



#### Beach Tourism

 Rival Phuket and Bali as the destination of choice for beach tourist

#### Pan Asian Wealth Effect

 Increasing wealth allows purchase of vacation or retirement homes in warmer climates to avoid cold winters and pollution

### Singapore Lifestyle Effect

 Become a viable commuting alternative for "lifestyle" choice for Singapore residents

# **Tactical Goals for Land Bank Monetization**



- Provide the optimum environment for new direct investment into Bintan
- Maintain Singapore quality infrastructure
- Maintain Singapore quality security and safety record

## 5-Year CapEx Plan



- Lagoi Bay Development infrastructure \$150 mln
- New Power Plant \$150 mln
- New Airport \$100 mln
- New High Speed Ferries Phase One \$35 mln
- Upgrade of domestic and international ferry terminals Phase One \$ 5 mln
- New Education and Training Campus

## **Summary**



- World class beaches sun sand sea
- World class golf and spa
- Part of the new Indonesia-Singapore Special Economic Zone
- Singapore quality infrastructure
- Singapore level of security
- Land prices 1-2% of Singapore comparables