



**BANYAN TREE HOLDINGS LIMITED**  
**3QFY06 Results Briefing**

# AGENDA

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Overview

*Ho KwonPing*

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Financial Highlights

*Eddy See*

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Outlook

*Ariel Vera*

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# Overview



RAUZYAN YETT



*Section 1*

# 3QFY06 RESULTS BRIEFING

## OVERVIEW

- 3QFY06 results in line with expectations
- Positive outlook for 4QFY06
- Well positioned for the high season
- Expect 2<sup>nd</sup> half results to be better than 1<sup>st</sup> half
- Continuing strong business development and initiatives



BANYAN TREE

# FINANCIAL OVERVIEW



BRUNNEN TELL



*Section 2*

## KEY HIGHLIGHTS

- 92% increase in 9MFY06 revenue to S\$221.3 million
- 49% increase in 3Q06 revenue to S\$69.1 million
- 662% surge in EBITDA for 9MFY06 to S\$69.3 million
- 120% increase in EBITDA for 3Q06 to S\$16.5 million
- Turnaround in PATMI 9MFY06 to S\$12.4 million
- Strong property sales contribution from BT Residences



# KEY FINANCIAL HIGHLIGHTS

<b>(S\$'million)</b>	<b>9MFY06</b>	<b>9MFY05</b>	<b>Change</b>
Revenue	221.3	115.3	92%
Operating Profit ( EBITDA )	69.3	9.1	662%
PBT and before EI	40.9	(13.1)	nm
Exceptional Item	(7.8)	-	nm
Profit after tax and MI (PATMI)	12.4	(7.3)	nm
EBITDA margin	31.3%	7.9%	
PATMI margin	5.6%	nm	
Earnings per share (cents)	1.86	(1.21)	



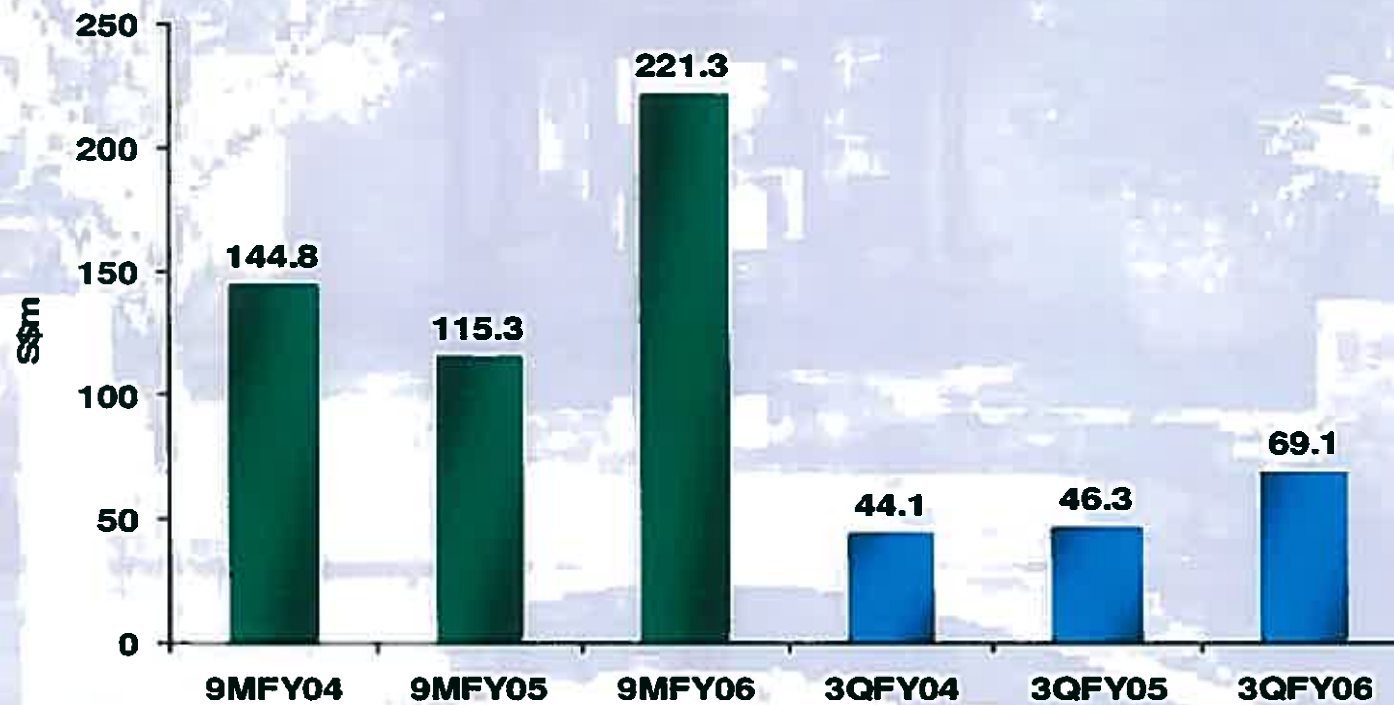
# KEY FINANCIAL HIGHLIGHTS

<u>(S\$'million)</u>	<u>3Q06</u>	<u>3Q05</u>	<u>Change</u>
Revenue	69.1	46.3	49%
Operating Profit ( EBITDA )	16.5	7.5	120%
PBT and Exceptional Item	7.6	(1.1)	nm
Profit after tax and MI (PATMI)	4.0	(0.4)	nm
EBITDA margin	23.9%	16.2%	
PATMI margin	5.8%	nm	



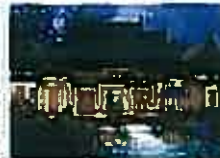
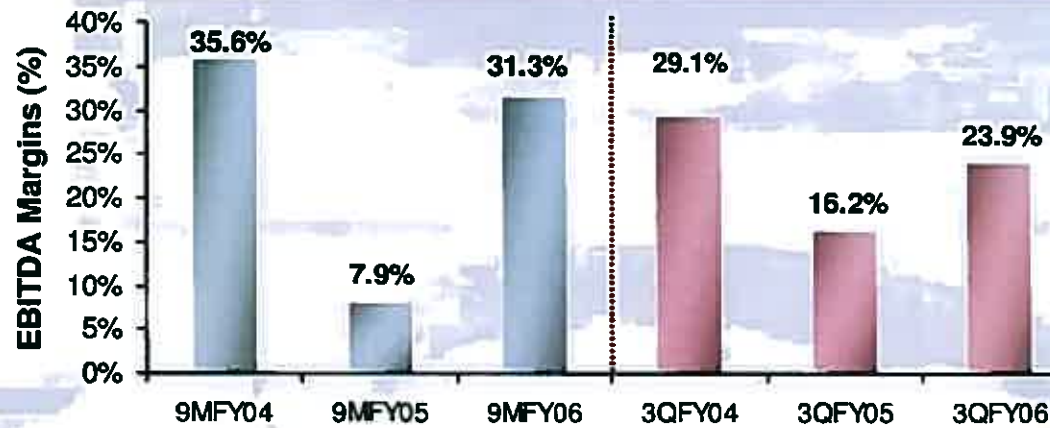
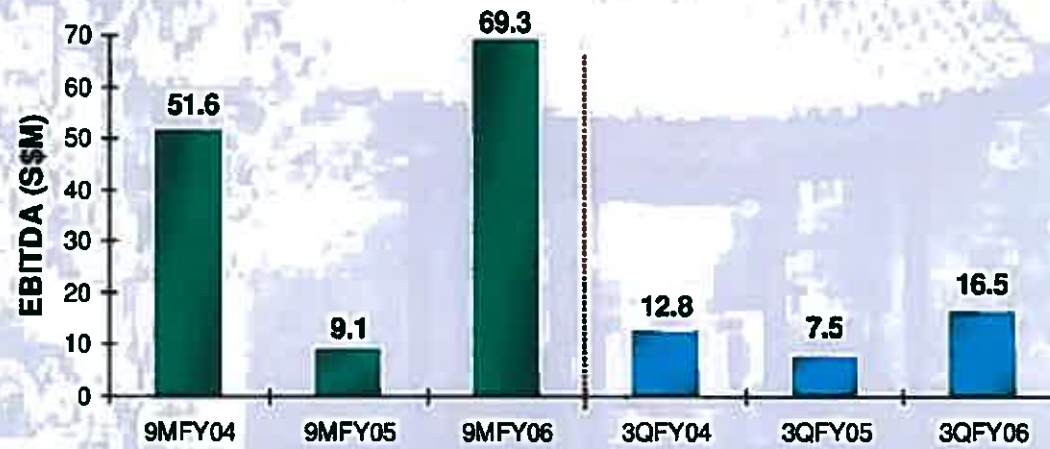


# REVENUE



BANYAN TREE

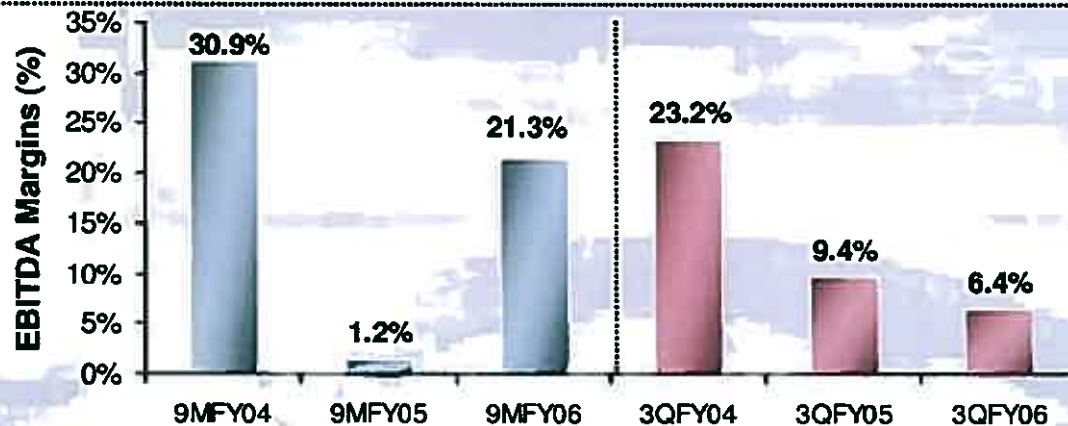
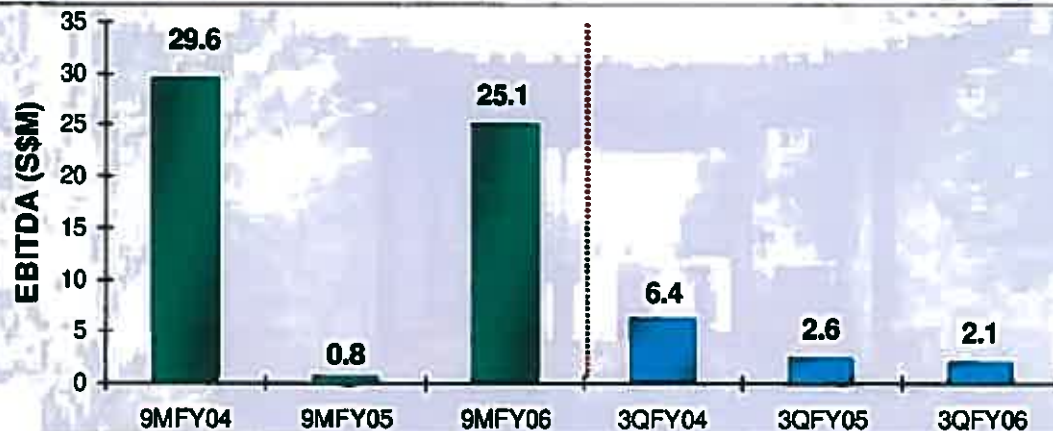
# EBITDA



BANYAN TREE

# EBITDA BY SEGMENTS

Hotel investment (S\$m)<sup>1</sup>



Note:

<sup>1</sup> Hotel management fees attributed for hotels managed and owned by BTH allocated to hotel management segment.

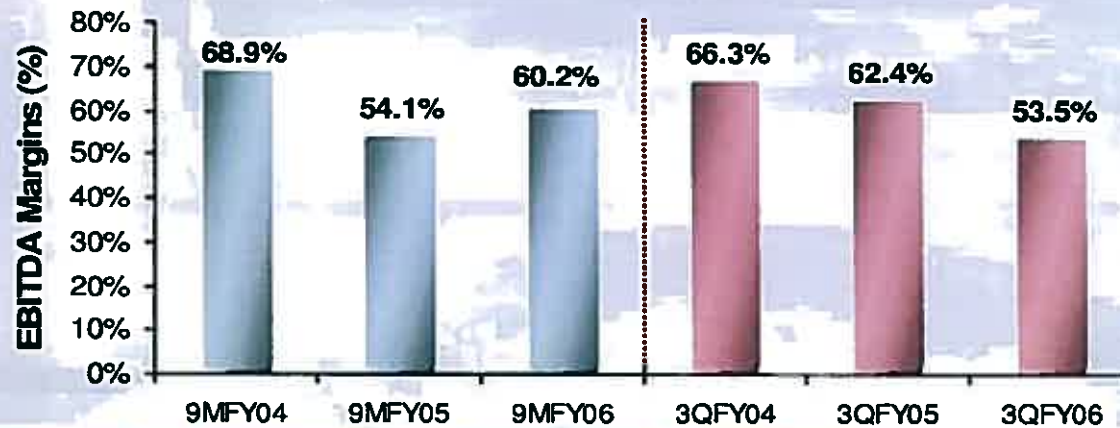
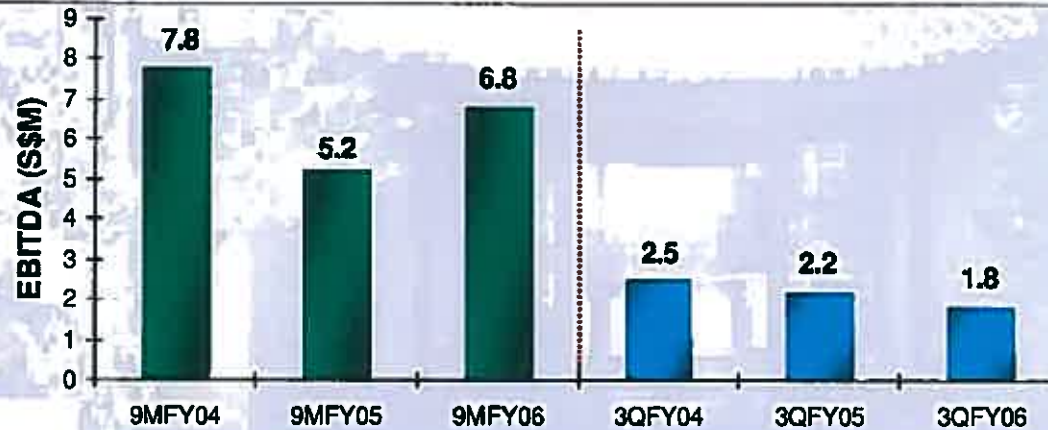


BANYAN TREE



# EBITDA BY SEGMENTS

Hotel management (S\$m)<sup>1</sup>



Note:

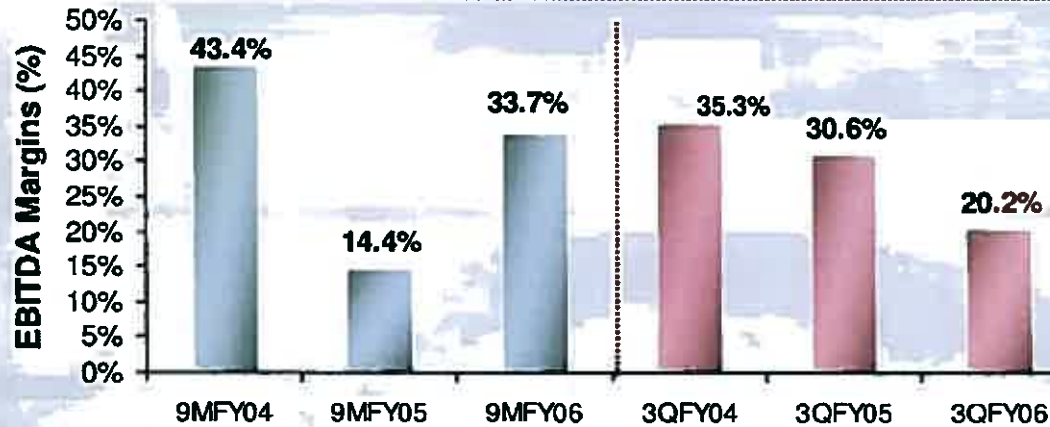
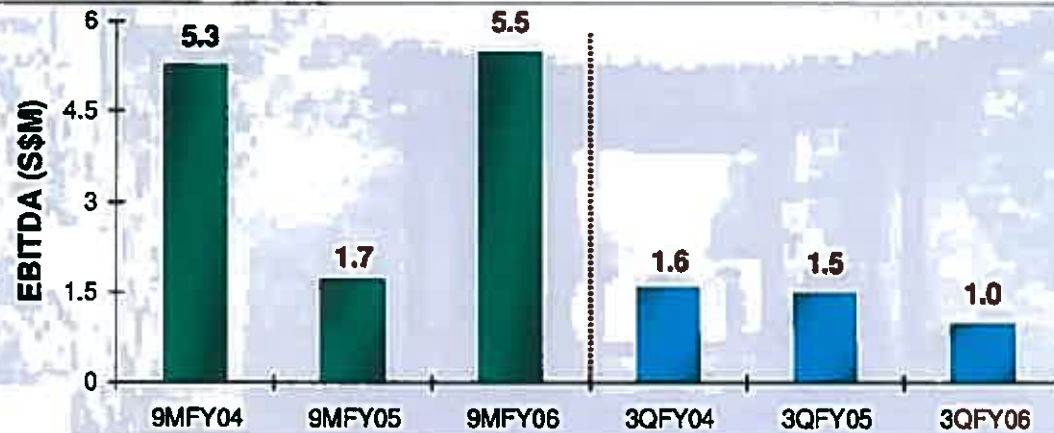
<sup>1</sup> Hotel management fees attributed for hotels managed and owned by BTH allocated to hotel management segment.



BANYAN TREE

# EBITDA BY SEGMENTS

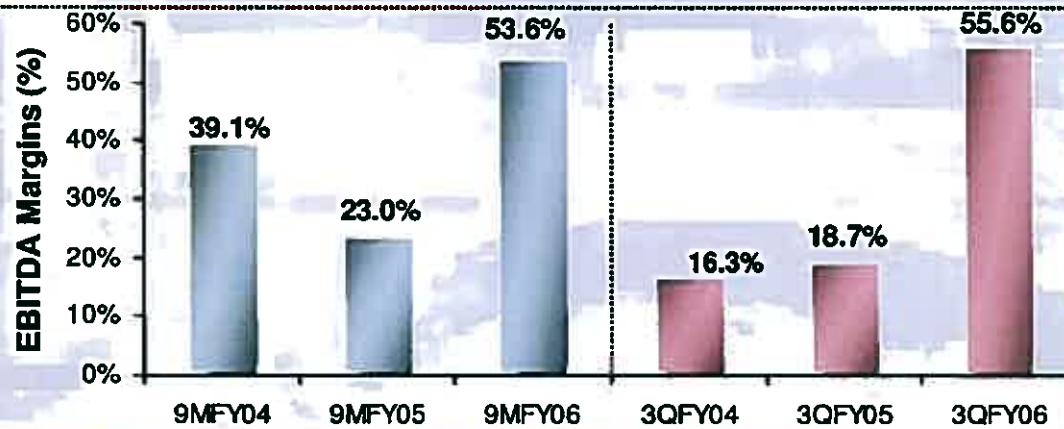
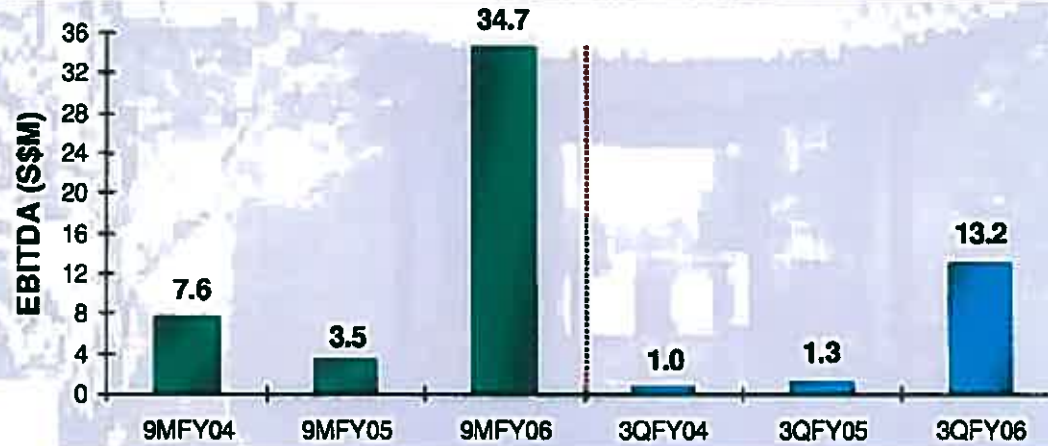
Spa operations (S\$m)



BANYAN TREE

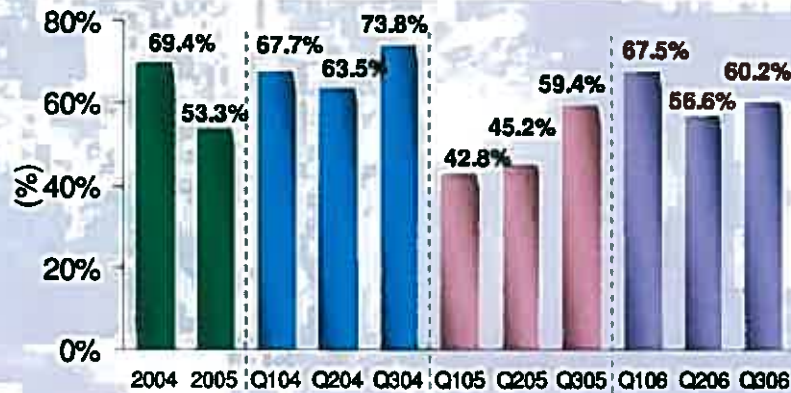
# EBITDA BY SEGMENTS

Property sales (S\$m)



# OPERATING PERFORMANCE

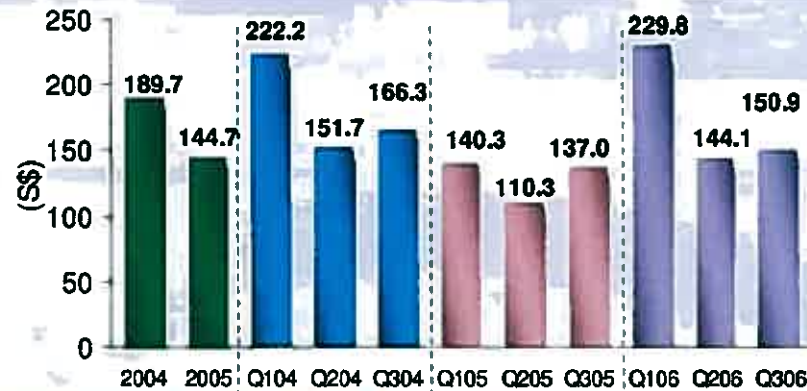
## Average occupancy



## Average daily rates (S\$)



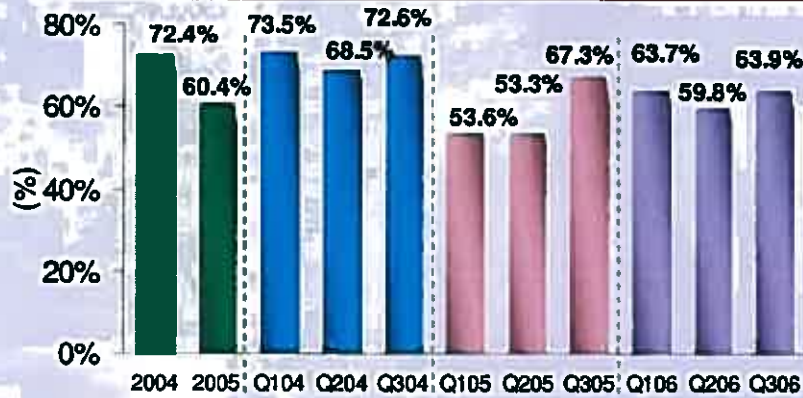
## REVPAR (S\$)



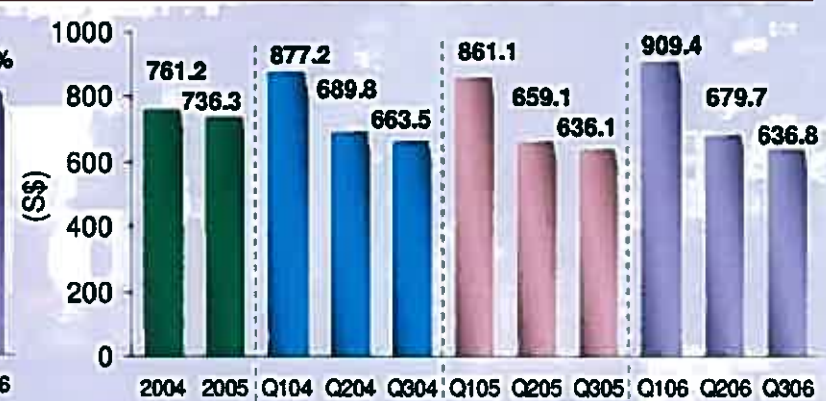
# OPERATING PERFORMANCE

Banyan Tree Resorts (excl Bangkok)

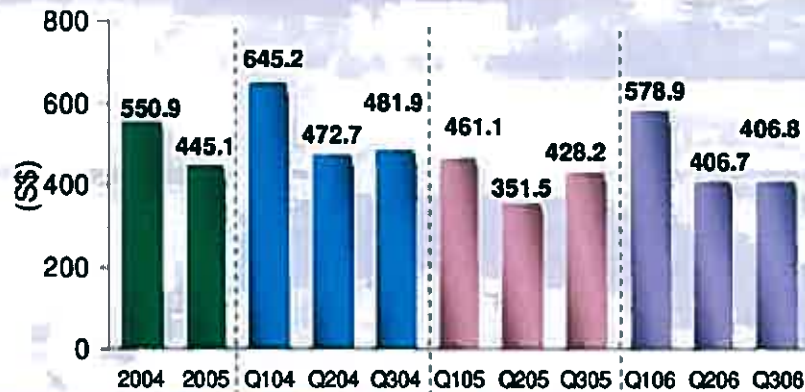
Average occupancy



Average daily rates (S\$)



REVPAR (S\$)

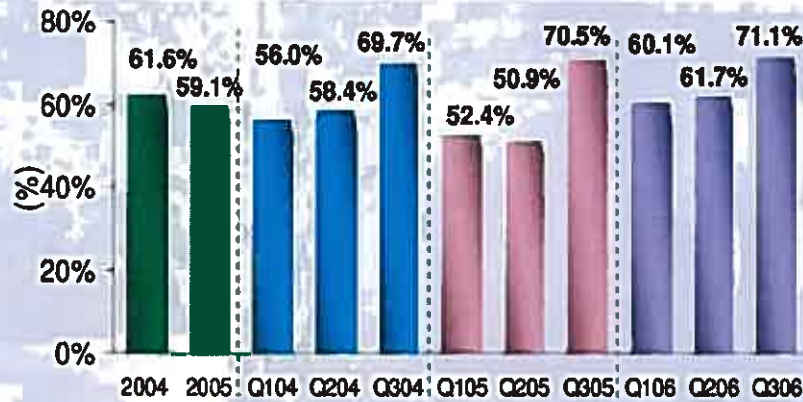




# OPERATING PERFORMANCE

## Angsana Resorts

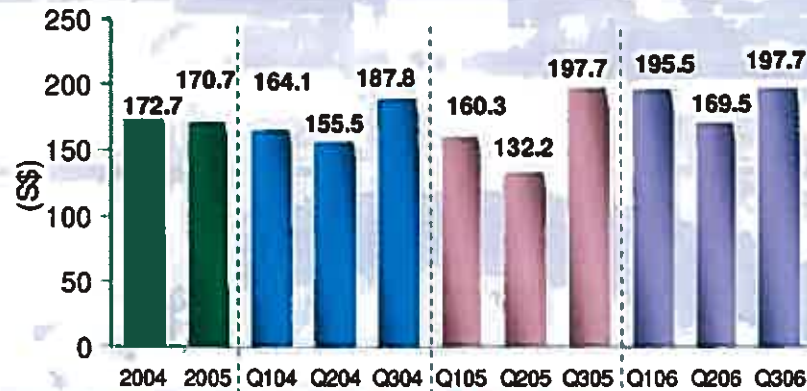
### Average occupancy



### Average daily rates (S\$)



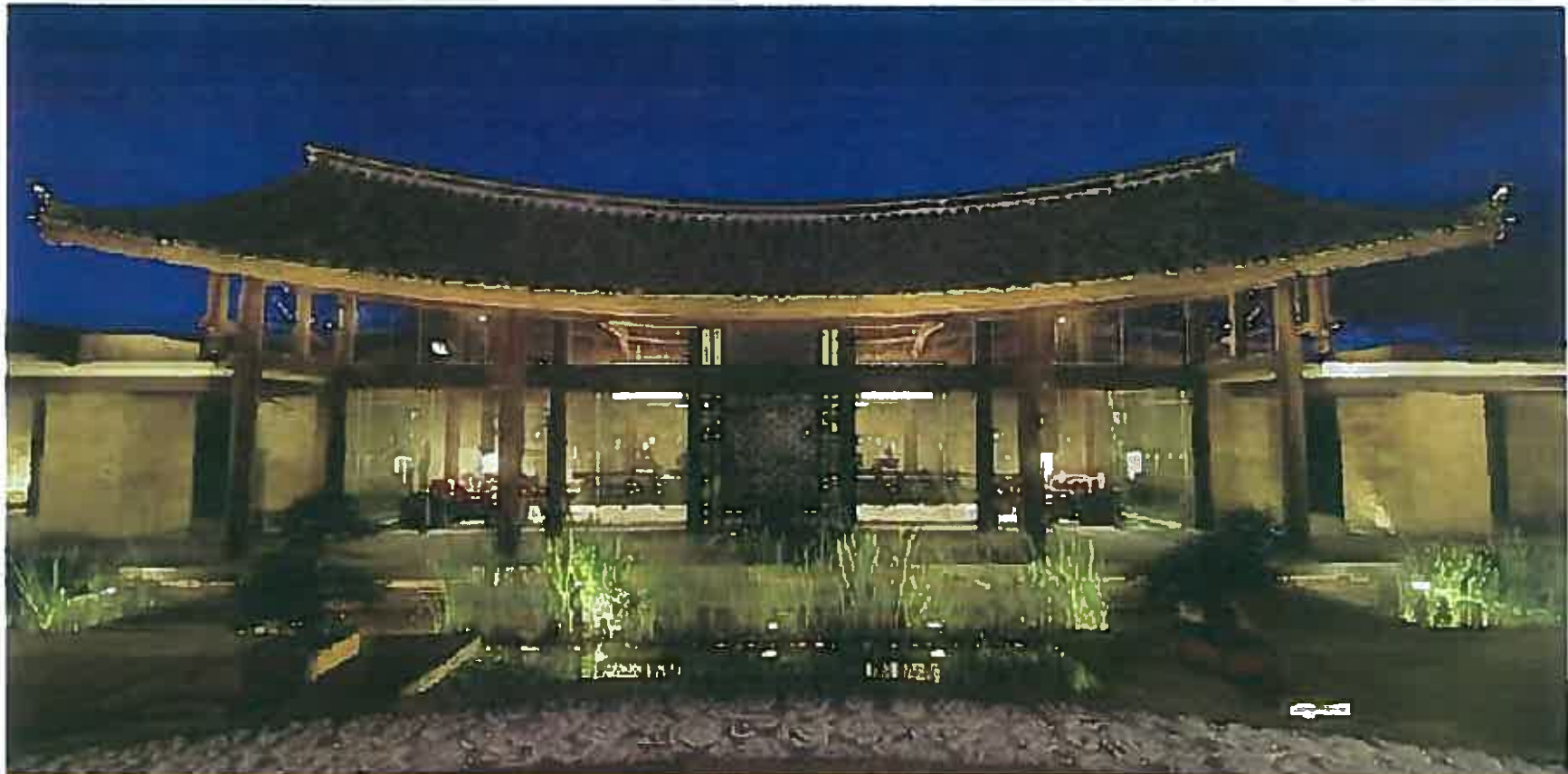
### REVPAR (S\$)



# OUTLOOK



CHINA ARCHITECTURE ACADEMY



*Section 3*

# FULL YEAR OUTLOOK

- **1<sup>st</sup> 9 months' results in line with our expectations.**
- **Outlook for full year broadly positive.**
- **General tourism environment remains favourable.**



# FULL YEAR OUTLOOK

## Hotel Investment

- Strong flow of rooms reservations being received.
- 4Q06 peak season will exceed pre-tsunami level.



# FULL YEAR OUTLOOK

## Hotel Investment (cont'd)

- Healthy revenue expected in 4Q06 peak season.

New flights in 4Q06 will boost demand further:

- **HK-Phuket** direct daily flights by DragonAir;
- **Sydney-Phuket** direct flights, 3X per week by Jetstar;
- **Tokyo-Phuket** (via Bangkok), 3X per week by Thai Airways.



# FULL YEAR OUTLOOK

## Hotel Investment (cont'd)

- New/Upgraded rooms from 4Q06 peak season:
  - Angsana Velavaru, Maldives: 79 villas
  - Banyan Tree Phuket: 22 new double pool villas, plus 22 plunge pool villas
  - Sheraton Grande: 136 rooms
  - Laguna Beach Club: 110 rooms



# FULL YEAR OUTLOOK

## Hotel Investment (cont'd)

- Banyan Tree Lijiang officially opened on Oct 28. Higher Occ% and ARR expected.



# FULL YEAR OUTLOOK

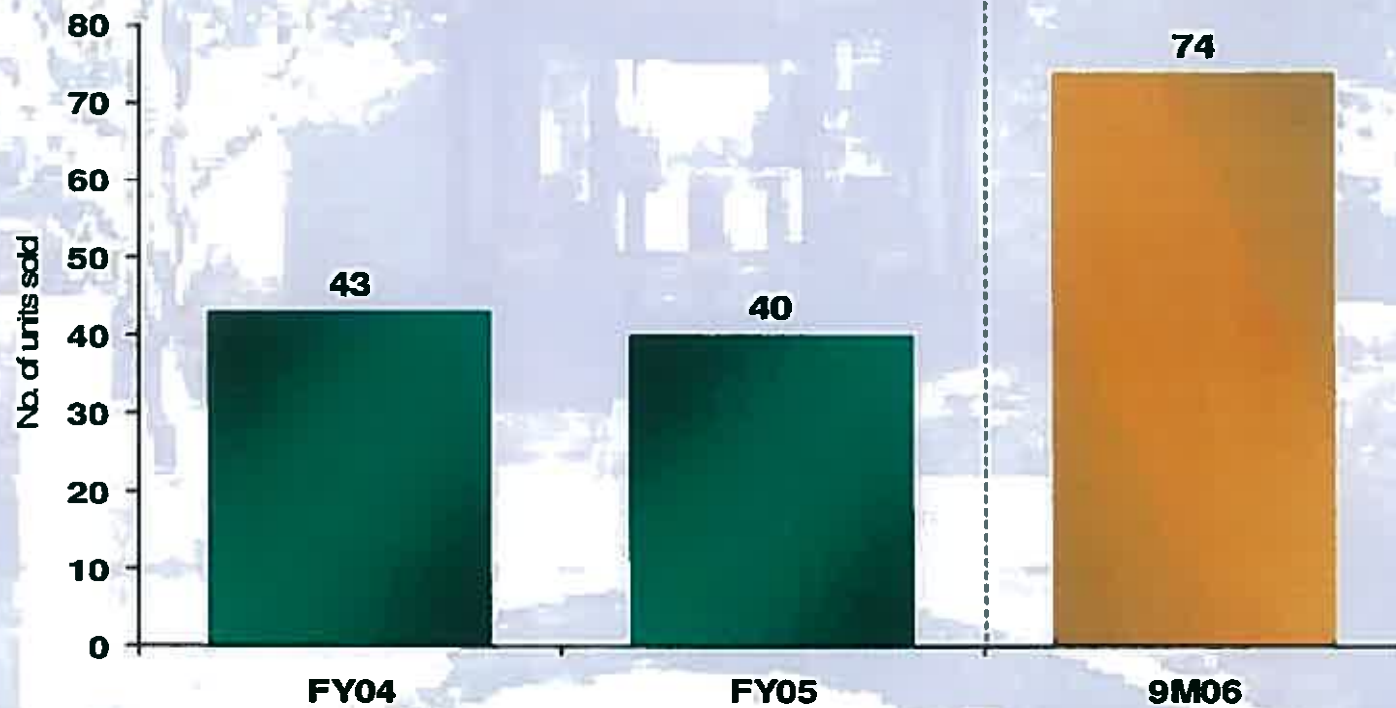
## Property Sales

- 4Q06 is also “peak season” for property sales.
- Peak season demand will be boosted further by recent sales activities including:
  - overseas property exhibitions in last 2 months estimated to produce sales in coming months;
  - set up sales deck in each hotel lobby





# DEMAND FOR PROPERTY



# FULL YEAR OUTLOOK

## Management and Design Services

- Outlook positive.
- This segment will substantially mirror peak season trend for hotels.
- Management fees from Banyan Tree Private Collection will contribute to segment's growth.



# FULL YEAR OUTLOOK

## Business Development

- More resources committed to securing new projects.
- A number of projects in advanced stage of negotiation.



# NEW PROJECTS



## Angsana Resort & Spa

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Santorini Island, Greece (2009)  
Fujairah, Dubai (2009)

84 keys  
117 keys



## Land Acquisitions for Resort Development

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Jiuzhaigou, China  
Lhasa, China  
Guilin, China



## Angsana Spa

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Haikou, China (2007)  
Prestige Ozone Hagdur Village, Bangalore (2007)

13 treatment rooms  
6 spa pavilions



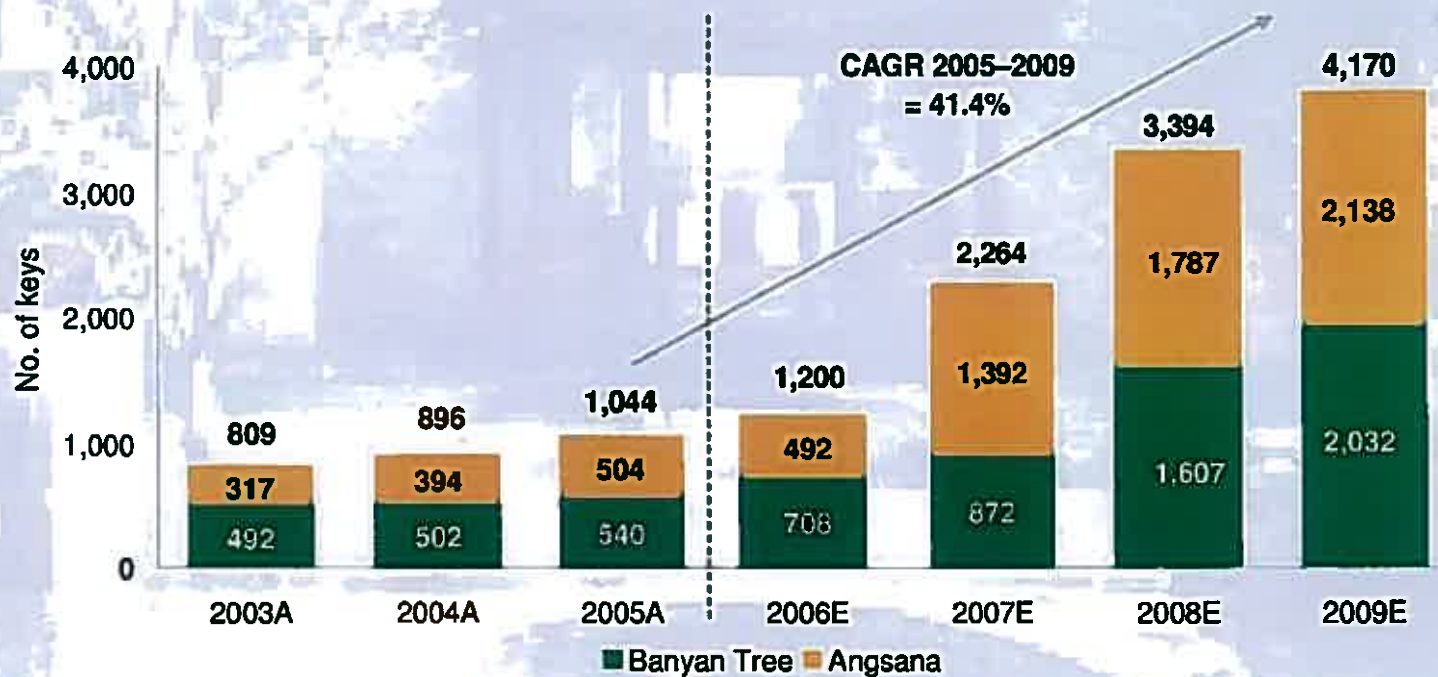
# STRONG PIPELINE OF RESORTS / HOTELS

		No. of keys	% equity interest	Equity amount (\$m)
<b>2007</b>	Bahrain	78	0%	0
	Hainan, PRC	114	0%	0
	Ras Al Khaimah, UAE	50	15.0%	5
	Dubai, UAE	900	0%	0
<b>2008</b>	Barbados, West Indies	50	0%	0
	Koh Samui, Thailand	100	0%	0
	Marine Reserves and Spa Al Gurm, UAE	150	0%	0
	Marrakech, Morocco	50	0%	0
	Mayakoba, Mexico	100	20.0%	10
	Punta Diamante, Mexico	60	15.0%	5
	Pilos Greece	135	0%	0
	Ungasan, Bali	73	0%	0
	Abu Dhabi	150	0%	0
	Adelphi, London	68	0%	0
	Phuket, Thailand	150	51.8%	24
	Swanee, Sri Lanka	70	79.9%	7
	Tepi Kahyangan, Bali	57	0%	0
	Karnataka, India	50	0%	0
Karnataka, India	25	0%	0	
<b>2009</b>	Velavaru, Maldives	20	77.4%	15
	Chiang Mai, Thailand	40	66.2%	10
	Esplanade, UAE	220	0%	0
	Kerala, India	100	15%	6
	Santorini Island, Greece	84	0%	0
	Fujaira, UAE	117	0%	0



# STEADY GROWTH PIPELINE

Total no. of keys—Banyan Tree and Angsana resorts/hotels<sup>1</sup>










































Note:

1. Based on contracts that are already signed



# STRONG PIPELINE OF SPAS

2006	2007	2008	2009
<ul style="list-style-type: none"> <li> Bahrain</li> <li> Bavaria Executive Suites, UAE</li> <li> Crescat City Colombo, Sri Lanka</li> <li> El Gouna Golf Club, Egypt</li> <li> Emirate Hill, UAE</li> <li> Bunratty, Ireland</li> </ul>	<ul style="list-style-type: none"> <li> Hainan, PRC</li> <li> Kuwait</li> <li> Ras Al Khaimah, UAE</li> <li> Bentota Beach, Sri Lanka</li> <li> Dubai, UAE</li> <li> Shinkobe Oriental, Japan</li> <li> Shanghai Hongqiao, PRC</li> <li> Jiangsu, PRC</li> <li> Gold Coast, Australia</li> <li> Prestige Ozone, Bangalore</li> <li> Haikou, PRC</li> </ul>	<ul style="list-style-type: none"> <li> Barbados, West Indies</li> <li> Koh Samui, Thailand</li> <li> Marine Reserves and Spa Al Gurm, UAE</li> <li> Marrakech, Morocco</li> <li> Mayakoba, Mexico</li> <li> Pinos, Greece</li> <li> Punta Diamante, Mexico</li> <li> Ungasan, Bali</li> <li> Karnataka, India</li> <li> Adelphi, London</li> <li> Phuket Thailand</li> <li> Swanee, Sri Lanka</li> <li> Tepi Kahyangan, Bali</li> <li> Gurgaon, India</li> <li> Karnataka, India</li> </ul>	<ul style="list-style-type: none"> <li> Velavaru, Maldives</li> <li> Chiang Mai, Thailand</li> <li> Esplanade, Dubai</li> <li> Angsana Spa, Abu Dhabi</li> <li> Kerala India</li> <li> Santorini, Greece</li> <li> Fujaira, UAE</li> </ul>
<b>TOTAL</b>	<b>6</b>	<b>11</b>	<b>7</b>

\* Opened in Sep 2006.



# MISSION STATEMENT

**“ We want to build a globally recognised brand which by inspiring exceptional experiences among our guests, instilling pride and integrity in our associates and enhancing both the physical and human environment in which we operate, will deliver attractive returns to our shareholders. ”**







THANK YOU