

RDC PROPERTIES LIMITED



END OF YEAR RESULTS

31st December 09

Presented by:

**Property & Asset Management
Limited**



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Topics

- End of the Year Results – Highlights
- Market Overview
- Prospects and Developments



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HIGHLIGHTS of the year 2009

REVIEWED Preliminary Financial results for the year ended 31 December 2010

❑ **PROJECTS IN PROGRESS:**

- ❑ **TRANSFORMING GABORONE CITYSCAPE WITH MASA CENTRE**
- ❑ **ISALO ROCK LODGE opening 1st June 2010**



❑ **FINANCIALS:**

- ❑ **INVESTMENT AND PROPERTY PORTFOLIO UP BY 58,2%, STANDS AT P 363,834 million**
- ❑ **REVENUE UP 3,5%;**
- ❑ **PROFIT FROM OPERATIONS UP BY 18.11%;**
- ❑ **NET PROFIT BEFORE DEBENTURE INTEREST UP BY 45%;**
- ❑ **TOTAL DISTRIBUTION TO LINKED UNIT HOLDERS UP 9,3%;**

❑ **MANAGEMENT:**

- ❑ **SPLITTING ROLE BETWEEN EXECUTIVE CHAIRMAN AND GENERAL MANAGEMENT OF PAM – (this division of responsibilities ensures a balance of power and authority).**



FINANCIAL HIGHLIGHTS

❑ INVESTMENT PORTFOLIO

- ❑ P 363.83m – 58% increase (2008 – P230.03m)
- ❑ Capital work in progress incl. P133m of Masa Centre, P19 m of Isalo Rock Lodge

❑ GROSS INCOME

- ❑ P 29,17m – 3.5% increase (2008 – P 18,20m) – DESPITE ABSENCE OF PROFESSIONAL HOUSE (3,7%)
- ❑ Reduced vacancy rate from 1.73% to 1.17% as at March 0.88%

❑ PROFIT FROM OPERATIONS

- ❑ P 18,9m – 18,1% increase (2008 – P 16.00m)

❑ PROFIT BEFORE DEBENTURE INTEREST & INCLUDING REVALUATION AND EXCHANGE LOSSES

- ❑ P 42,95m – 45% increase (2008 – P 29,60m)
- ❑ Includes P25,7m of Surplus on Revaluation of properties.
- ❑ Exchange losses was recorded to the tune of P 1.6 million due to appreciation of BWP against USD

❑ DISTRIBUTION TO UNIT HOLDERS – FINAL & INTERIM

- ❑ P11,1 m – 9.3% (2008 – P10,18m)
- ❑ Final distribution P6,56m

❑ NET FINANCE COSTS

- ❑ P4,2 m – DOWN (2008 – P5,8m)

❑ LONG TERM BORROWINGS

- ❑ P106,9 m – NOW AT 29,3% OF INVESTMENT PORTFOLIO (2008 – 22%)



FINANCIAL HIGHLIGHTS

□ STOCK MARKET STATISTICS

- Substantial increase in share price 20% to P4.20 (2008 – P3,50)
- Dividend yield at DEC 09 is 8,1% compared to 8,8% in DEC 08 (reflection of the reduction on benchmark interest rates)
- Share Price as at March 2010 P 4.40
- NAV / Share valued at P 4,50 up 16% (2008 – P3,90)
- NAV – adjusted of deferred taxation P5,20 up 17% (2008 – P4.43)



MARKET OVERVIEW

- ❑ The market is becoming even more selective in terms of LOCATION
- ❑ The Gaborone market is turning towards the NEW CBD
- ❑ Signs of a increase demand for residential properties are positive and would indicate a change in the market trends.
- ❑ In the outlining area market remain depressed.

PROSPECTS AND DEVELOPMENTS

TIMELESS PARTNERSHIP

MASA CENTRE



ISALO ROCK LODGE



Masa Centre – progress



- ❑ Site works on schedule for completion Quarter 3
- ❑ Units are available for tenants site installations.
- ❑ Overwhelming demand for the retail/restaurants.
- ❑ Offices being offered to the public.
- ❑ Hotel decoration finalized - Mockup rooms completed and approved by Intercontinental Hotel Group (IHG)

- ❑ Number of partnership's have been created with majority citizen involvement.

- ❑ **CENTER POSITIONING ITSELF AS THE "HEART OF GABORONE SOCIAL, CULTURAL LIFE"**

Hotel Reception



Hotel ROOMS MOCK UP ROOM



Hotel Reception...



Bar & Restaurant



Entrance to Masa Centre...



MASA TOWERS MAIN E



Marketing



- **OFFICE SPACE ONLY PART STILL AVAILABLE**
- **For more information on letting opportunities contact: masacentre@rdc.bw**

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PROSPECTS AND DEVELOPMENTS...focus on Isalo



30/03/2010

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IN SUMMARY...

- ❑ FINANCIAL RESULTS ARE VERY GOOD
- ❑ Masa Centre progressing very well,
(WE ARE ALREADY LOOKING AT EXTENSION)
- ❑ 2009 is a year of development; 2010 will see completion of Masa Centre and Isalo Rock Lodge – positive effect on the Company; 2011 will be seeing the complete effect of both investments..
- ❑ Madagascar – we remain positive that the political situation will stabilize to enhance value to our business (elections anticipated within 12 months.?)
- ❑ The growth strategy of the portfolio remains our priority and we are confident this will be achieved.





RDC ICC PAM

THANK YOU

