

Yatu Lau Company Limited

Public Offer 2007



Highlights

- ▶ **Strong property portfolio**
 - Prime CBD / fringe CBD
 - Diversified
 - Fully tenanted
- ▶ **Regular dividend**
 - 10 cents / share
 - 6.7% yield
 - Twice yearly
- ▶ **Large discount**
 - \$3.49 NAV / share
 - \$1.50 offer price
- ▶ **Strong board and management**
- ▶ **Strong institutional backing**

The Company

History

- ▶ 1972 Established by Turaga Tui Lau sa bale Ratu Sir Kamisese Kapaiwai Tuimacilai Mara Company was formed with \$7 – seven fully paid \$1 shares
- ▶ Until 2007 Restricted to Lauans
- ▶ May 2007 Private placement
 - B Class shares
 - \$2m raised
 - Kontiki / FNPF cornerstone investors
- ▶ Nov 2007 Public offer
 - A and B Class shares
 - Both Lauans and non-Lauans

Yatu Lau Today

- ▶ **\$24 million property portfolio**
 - Yatu Lau Arcade
 - Total House
 - Dinem House
 - Knolly Apartments
 - Studio 6 Apartments
 - 15 Mead Road
- ▶ **\$870,000 equity portfolio**
 - SPSE-listed companies
 - Private companies
- ▶ **Over 800 shareholders in 2 Classes**

Yatu Lau Arcade



▶ 2 supermarkets, 35 retailers and four offices

Total House



▶ Headquarters for Total (formerly Shell) operations

Dinem House



▶ Headquarters for Ministry of Health

Knolly Apartments



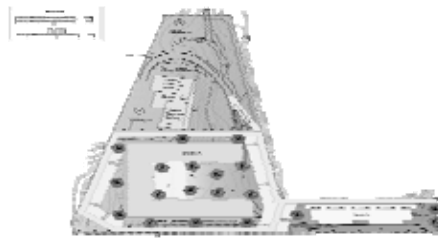
▶ 21 apartments

Studio 6 Apartments



▶ 102 Room Motel

15 Mead Road



▶ 7 residential apartments

Board

- | | |
|-------------------------------|------------------------------------|
| ▪ Adi Koila Mara Nailatikau | <i>BA, LLB</i> (Chairperson) |
| ▪ Akuila Savu | <i>MS</i> (Deputy Chairman) |
| ▪ Solomoni Makasiale | Dip Ag, AF AIM (Company Secretary) |
| ▪ Ratu Tevita Uluilakeba Mara | |
| ▪ Watesoni Nata | |
| ▪ Col. Ilaisa Kacisolomone | |
| ▪ Savenaca Tuivaga | |
| ▪ Susana Evening | <i>MOF</i> |
| ▪ Sialeni Vuetaki | <i>BA, PGrad Dip</i> |
| ▪ Anare Jale | Dip Industrial Relations |
| ▪ Fani Vosanivebuli | <i>MA</i> |
| ▪ Sireli Mokunitulevu | <i>BEd</i> |

Management & Staff

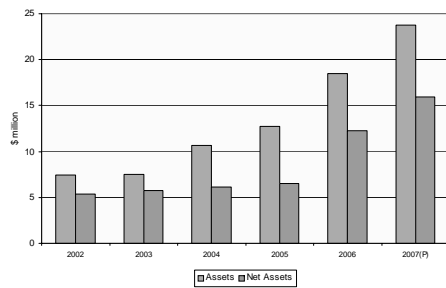
- Michael Makasiale BA (Chief Executive Officer)
- 47 full time employees

Performance

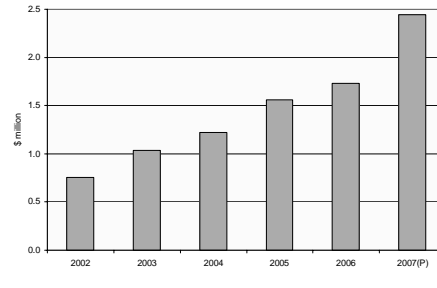
Our Approach

- ▶ Maximise net tangible assets per share
 - Actively seek
 - Undervalued properties
 - Development / refurbishment opportunities
- ▶ Appropriate leverage to boost returns
- ▶ Hands-on management and monitoring of investees
- ▶ Regular repositioning of portfolio
 - Sell out at height of market
 - Strata titling for re-sale

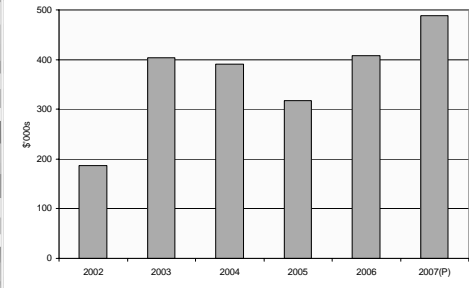
Assets



Revenues



Net Profit After Tax



The Offer

Terms & Conditions

- ▶ \$1.5 million target
- ▶ Both A and B Classes being offered
 - 500,000 in each class
- ▶ \$1.50 share price
- ▶ Substantial discount to NTA / share
 - Current NTA / share = \$3.49
 - Projected NTA / share = \$2.84 immediately after the public offer
- ▶ A vs B Class
 - A Class can only be owned by Lauans
 - B Class has no voting rights
 - Classes are the same in all other respects
 - B Class director to join Yatu Lau Board

Terms & Conditions ... cont'd

- ▶ Allocation of shares
 - Current A Class shareholders have first priority in proportion to shareholding
 - Remaining shares may be taken up by non-shareholders
- ▶ Issue managed by Kontiki Capital
- ▶ \$1.0m underwritten by Kontiki Stockbroking
- ▶ Independent Accountant's Report by Ernst & Young
- ▶ Prospectus
 - Available from Yatu Lau, Kontiki Capital or any FDB branch
- ▶ Offer period
 - 1st to 30th November 2007 only

Thank You