

# Annual General Meeting 26 June 2020

# Important Notice

*This presentation may contain statements that may be interpreted as forward-looking, especially when the Company is discussing its beliefs, estimates or expectations. Such statements may include comments on industry, business or market trends, plans and objectives of management for future operations and operating and financial performance, as well as any related assumptions.*

*Readers of this presentation should understand that these statements are not historical facts or guarantees of future performance but instead represent only the Company's belief at the time the statements were made with regard to future events, which are subject to significant risks, uncertainties and other factors, many of which are outside of the Company's control. Actual results and outcomes may differ materially from what is expressed or implied in such statements.*

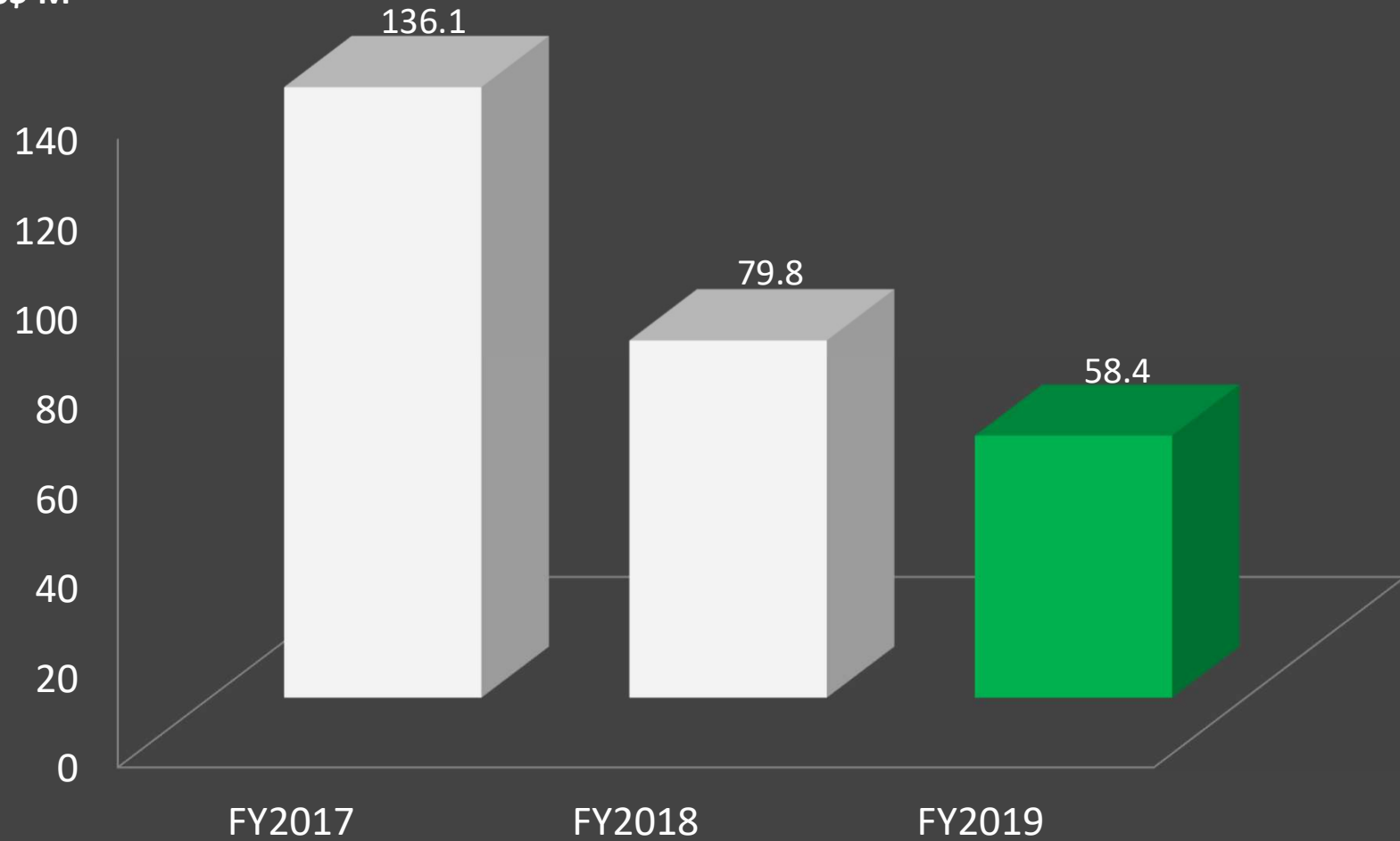
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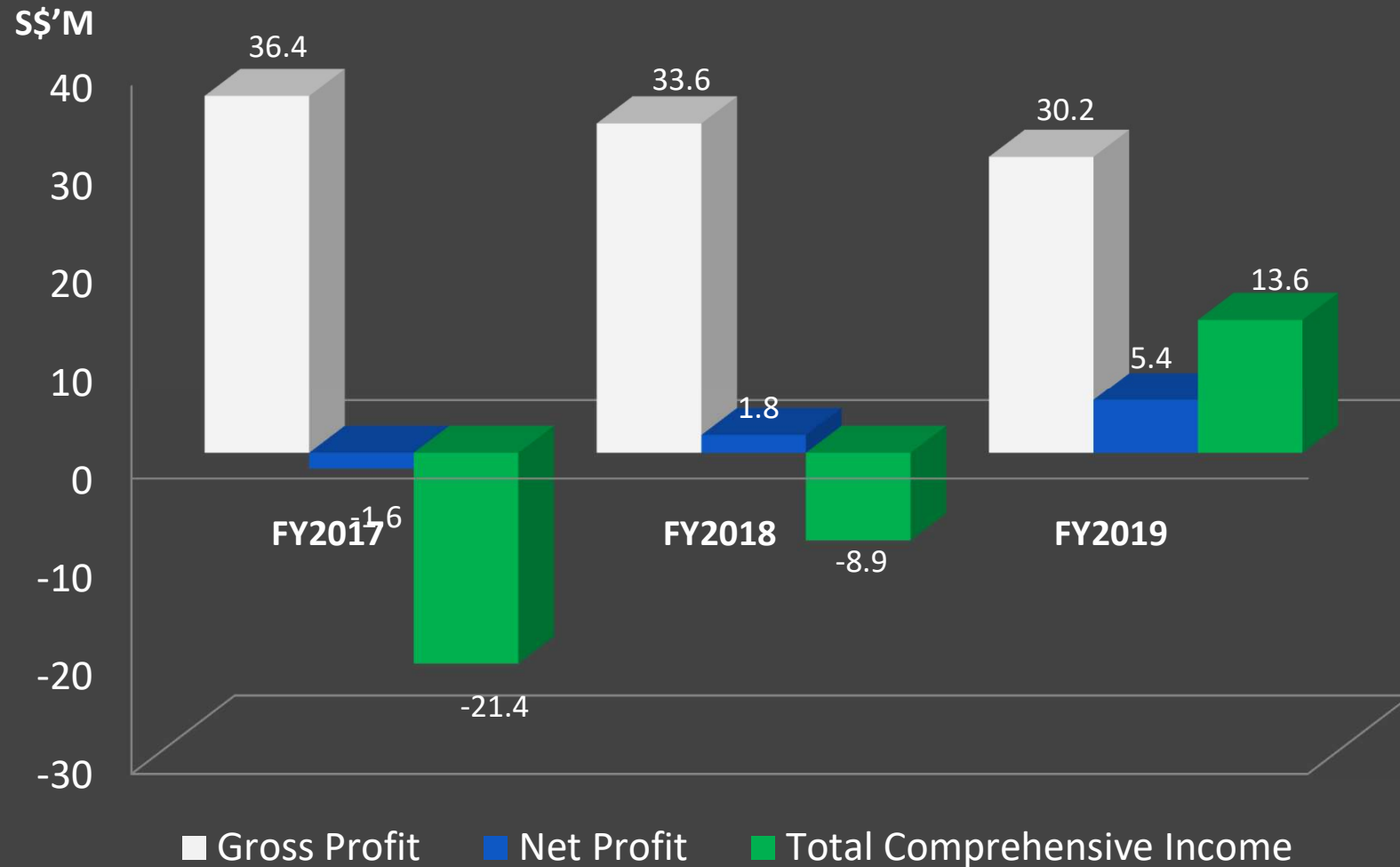
# Financial Highlights

# Yearly Revenue Trend

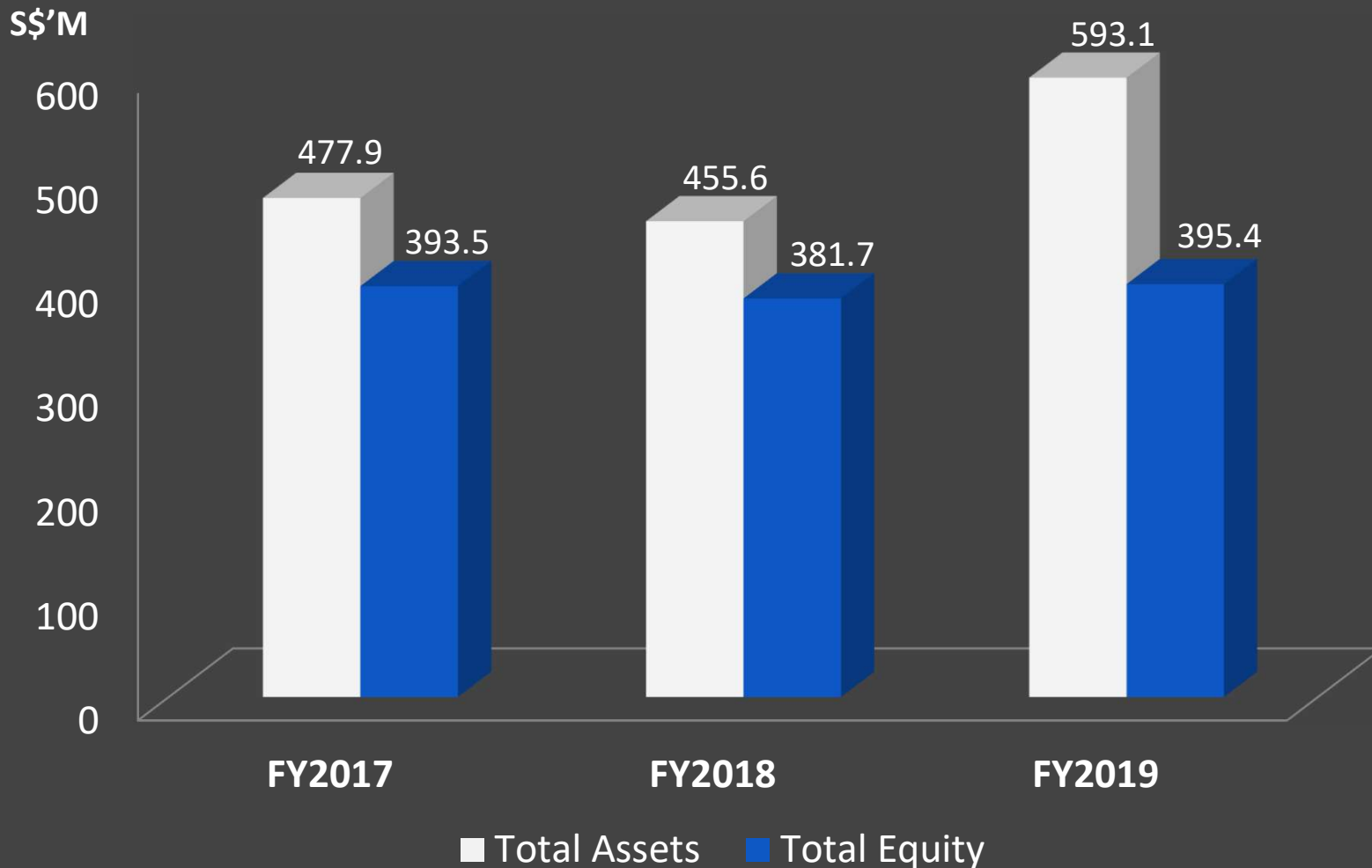
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# Yearly Gross Profit, Net Profit & Total Comprehensive Income

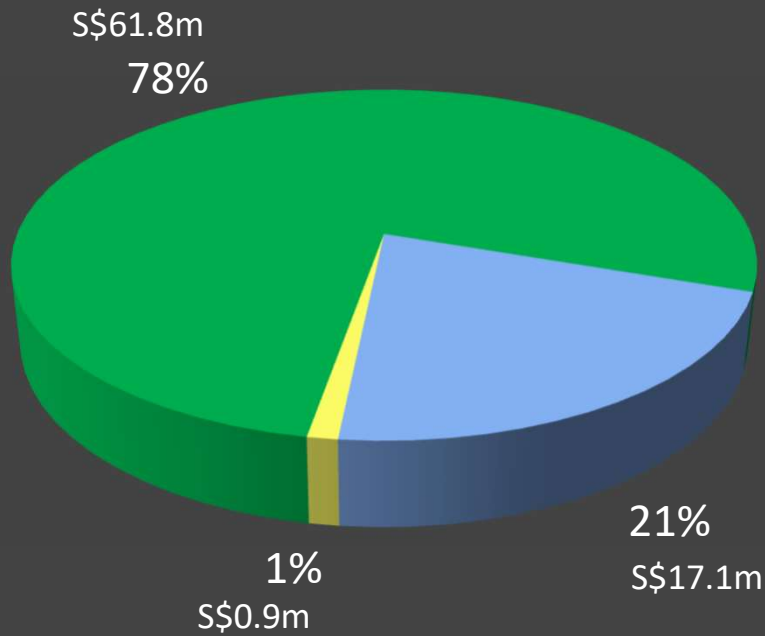


# Yearly Consolidated Statement of Financial Position

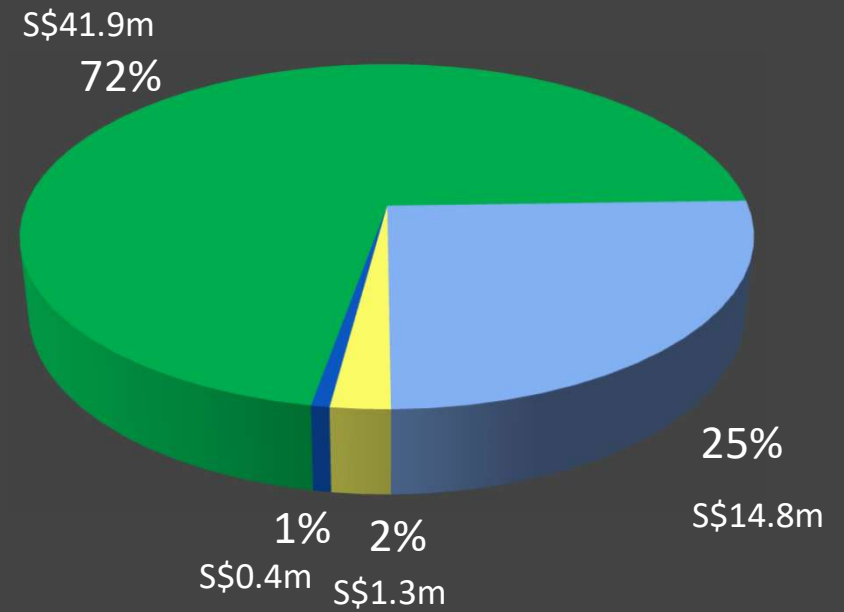


# Business Segmental Revenue

FY2018



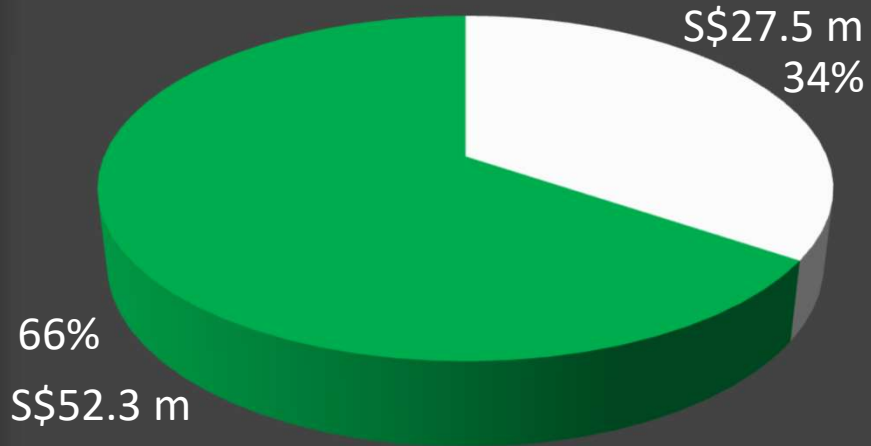
FY2019



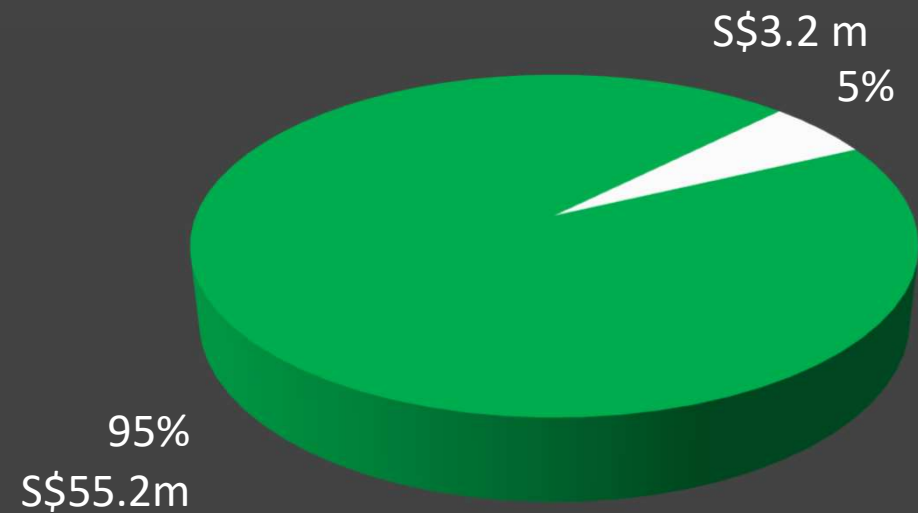
■ Property Development   ■ Hospitality Management   ■ Facility Management   ■ Others

# Geographical Segmental Sales

FY2018



FY2019



■ Singapore

■ Indonesia



# **FY2019 Key Highlights**

**Real Estate Development**

**Recreation and Resort**

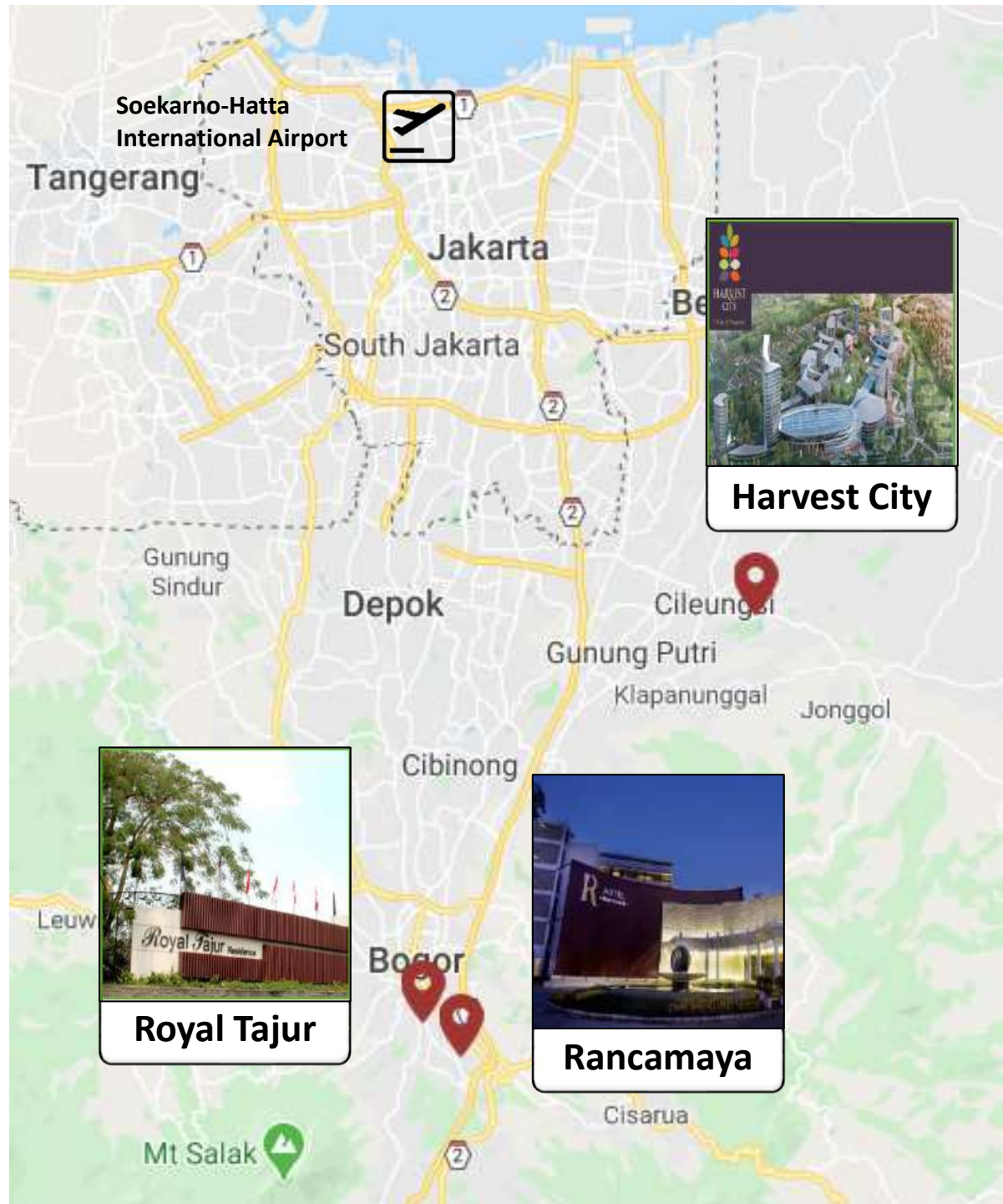
**Property Investment and Leasing**

**SMART Solutions**



# Real Estate Development

# Location of Real Estate Developments In Indonesia



# Rancamaya Estate

- Prime residential estate in Rancamaya with a total licensed land area of 778 hectares
- Approximately 48% of the land was developed
- Continued development of Kingsville district which has a total land area of 28 hectares
- Both phases of Amadeus cluster has obtained up to 92% unit sales



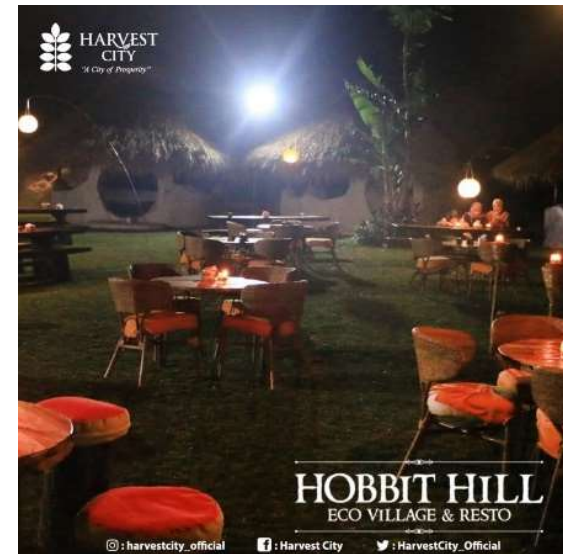
# Royal Tajur

- Residential development within CBD of Tajur in City of Bogor with a total licensed land area of 81.7 hectares
- Approximately 11% of the land in Phase 2 has been developed
- Launched Bradfield Cluster Phase 3 consisting of 43 landed units and obtained up to 65% unit sales



# Harvest City

- Suburban development in Cibubur-Cileungsi area with a total licensed land area of 1,050 hectares
- Approximately 20% of the land was developed
- Commercial facilities increased to include 1 Supermarket and 2 F&B establishments during 2019
- Continued sales for Sweet Hortensia Cluster which consists of >300 units and has obtained up to 35% unit sales.





# Recreation and Resort

## Recreation and Resort

# R Hotel Rancamaya Golf and Resort

- Four-star contemporary luxury hotel comprising 140 rooms, 10 villas & 10 meeting rooms, located within Rancamaya Golf & Country Club Resort
- The hotel and golf course, both managed internally by our own management team, continues to be nominated for various awards as best hotel and golf course in Indonesia



Real Estate Awards From Rumah24.com  
The Most Preferred Landed In Bogor 2018



"2018 Travellers' Choice" From Trip Advisor  
For R Hotel Rancamaya



"Outstanding General Manager"  
"Outstanding Wedding Destination In Indonesia"  
"Best Golf Tourism Destination In South East Asia"  
by Asian Lifestyle Tourism Awards 2017



"Indonesia Best Golf Hotel"  
by World Golf Awards 2017



"2016 Customer review Score: 8.5"  
by Booking.com



"Indonesia Best Golf Hotel"  
by World Golf Awards 2016



"The Most Preferred Landed in Sentul-Bogor  
me LS Bio 2017"  
From Consumer Choice Awards



"2017 Certificate of Excellence" From Trip Advisor  
For R Hotel Rancamaya



"Best Guest Experience In Service Premium - West Java" From Traveloka  
For R Hotel Rancamaya



"2017 Travellers' Choice" From Trip Advisor  
For R Hotel Rancamaya



"World Best Luxury Golf Resort"  
by World Luxury Hotel Awards 2015



"2016 Customer review Score: 8.4"  
by Booking.com



"Highly Commended Landscape  
Architecture Indonesia 2012  
For Rancamaya Golf Estate"  
From International Property Award



"The Best Golf Course in Indonesia  
Asia Pacific, and International"  
From International Property Awards, Shanghai & London 2011



"The Laureate Course Status 2009"  
From The International Golf and Life Foundation



"One of the World's Top 1000 Golf Course"  
From ROLEX



"The Best Project With Natural  
Resort Nuances 2009"  
From Indonesian Property Watch



"The Best Golf Club in South East Asia 2008-2010"  
From HAPA (Hospitality Asia Platinum Awards)



Most Favoured Middle Class  
Housing Estate 2017





# Property Investment and Leasing

# Commercial Properties

- Acquisition of 43 units in Thong Teck Building in FY2019
  - 4 Retail units
  - 39 Office units
- Lorong Mambong Shophouse
  - Approved for F&B use
- Tong Building office unit



# Residential Properties

- Leasing of 17 residential units at The Quinn



# SMART Property Management Solution

- Modular suite of technology solutions comes in services and applications that are seamlessly integrated, easy to implement, taking care of both front and back end operations.
- Holistic end-to-end solution mainly for the hospitality segment consists of:
  1. Property Management System
  2. Smart Concierge (automated check-in check-out)
  3. Smart Access System
  4. Revenue Management



# How our SMART solutions help tackle COVID-19

- Technology is set to play an important role in new normal brought by COVID-19
- Advantages of our SMART solution:
  - Contactless interaction through own personal mobile phone with our Mobile Front Desk Concierge
  - Overcome limited manpower with self-service options using automated check-in/check-out system
  - Automatic temperature taking, integrated with Smart Access System and Smart Concierge, prevents any person with fever from entering the premise with our Automatic Temperature Management System

## **New Developments**

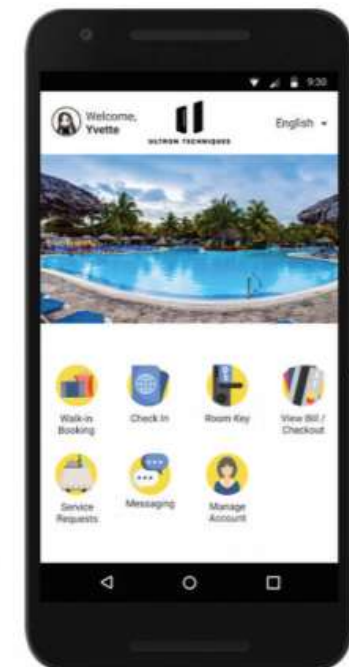
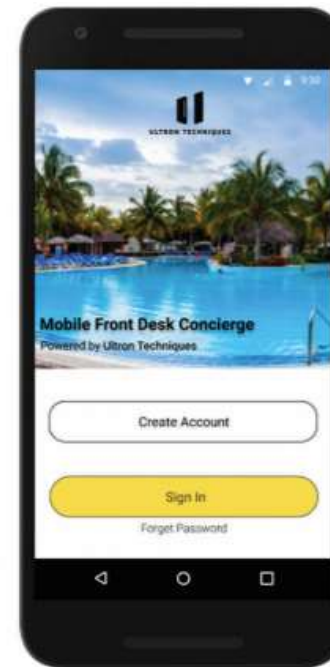
### **1. Automatic Temperature Management System**

- A contactless temperature screening device that can be mounted on various electronic locks to control access for safe entry.
- Compact and easy to use
- Alarm response flags individuals with fever
- Fully integrated with Ultron Smart Solutions (Smart Access System and Smart Concierge)

# New Developments

## 2. Mobile Front Desk Concierge

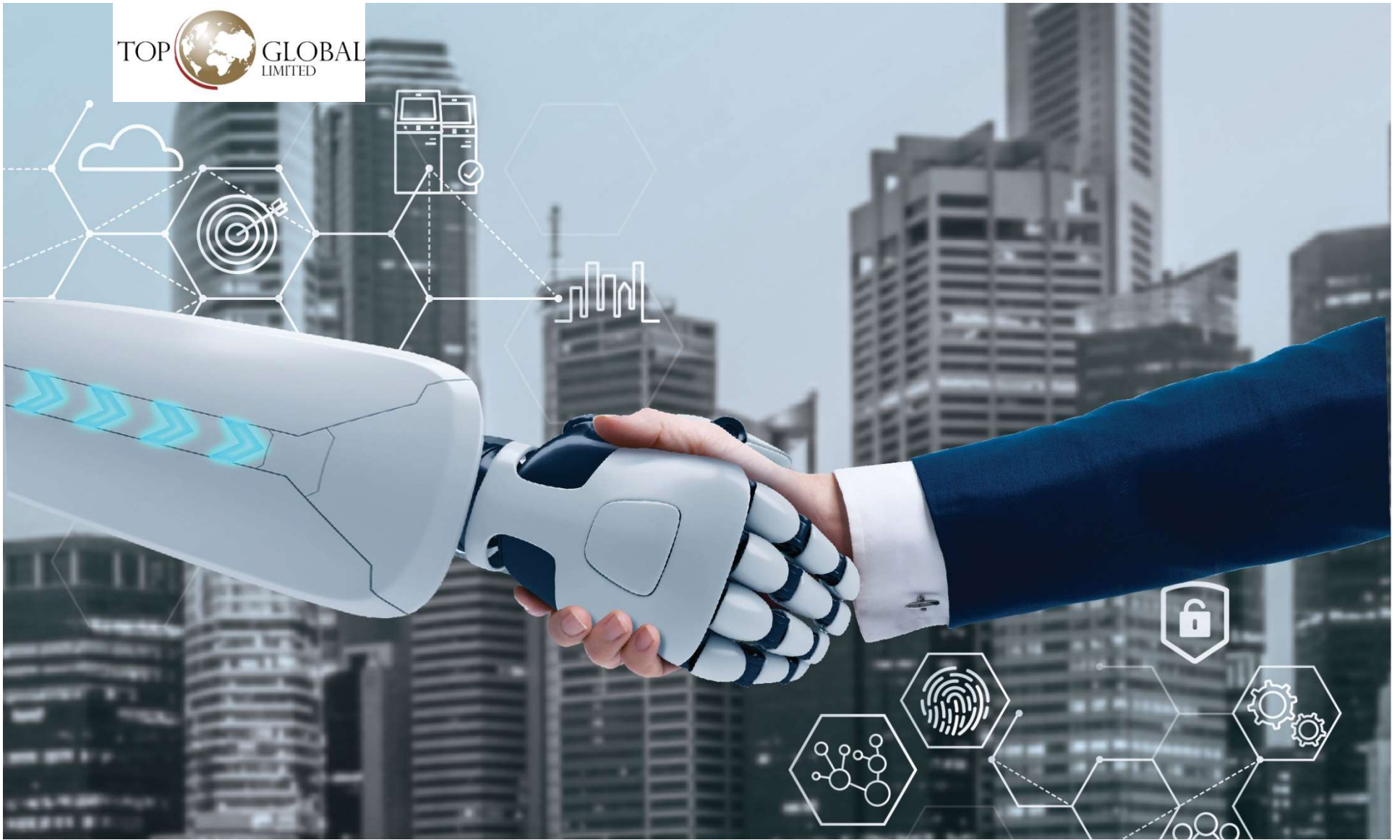
- Mobile phone check-in
- Seamless records stored in encrypted database automatically
- Choices of various key system for selection
  1. Card (via RFID)
  2. Phone (via Bluetooth)
  3. Facial Recognition



# **SMART Property Management Solution**

- For more information on our SMART solutions, features and benefits, please refer to our website at <https://www.ultrontechniques.com/>





Thank You