

Shaping the Future, Melaka and Beyond

Corporate Presentation | 1Q FY2019



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1. OVERVIEW

- Corporate Profile
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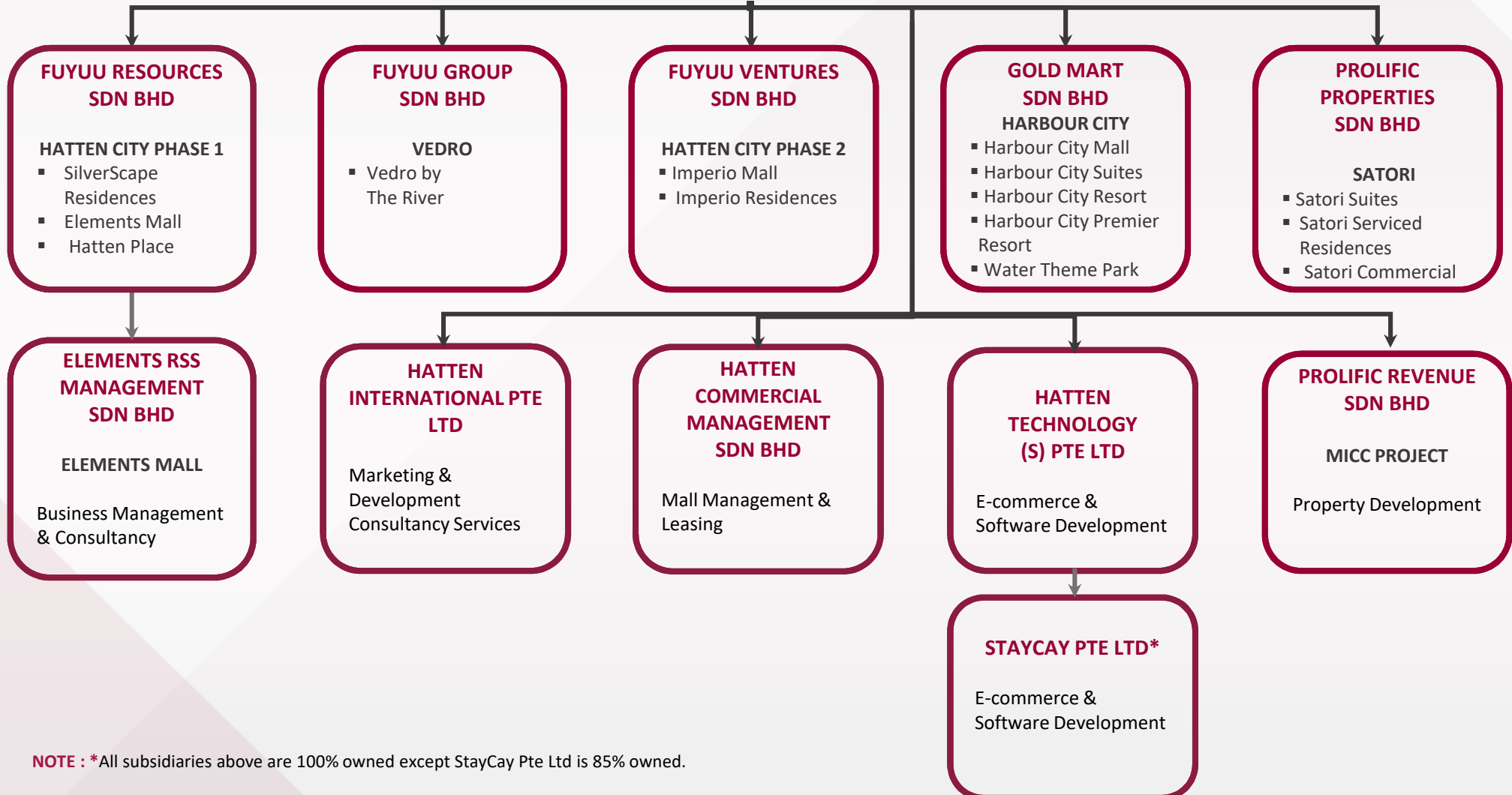
CORPORATE PROFILE

- Hatten Land Limited (“Hatten Land”), is one of the leading property developers in Malaysia specialising in integrated residential, hotel and commercial developments.
- Headquartered in Melaka, it is the property development arm of the Hatten Group conglomerate (82.6%-stake), which is a leading brand in Malaysia with core businesses in property development, property investment, hospitality, retail and education.
- It has an established track record as a visionary developer, winning over 50 awards and accolades for its quality developments, innovative designs and avant-garde architectural concepts.
- Hatten Land’s current development portfolio comprises three integrated mixed-use development projects and retail malls in Melaka, Malaysia.
- Hatten Land Limited began trading on the Catalist board of SGX-ST on 28 February 2017 after the completion of the reverse takeover of VGO Corporation Limited.

GROUP STRUCTURE



SKY WIN MANAGEMENT CONSULTANCY PTE LTD



NOTE : *All subsidiaries above are 100% owned except StayCay Pte Ltd is 85% owned.

2. PROJECTS PORTFOLIO

- Completed Projects
- Ongoing Projects

COMPLETED PROJECTS



The mixed development, **Hatten City Phase 1**, integrates four distinct components: Elements Mall, SilverScape Residences, Hatten Place and a hotel which is managed by Hilton Worldwide as part of its DoubleTree brand.

- Location : **Jalan Syed Abdul Aziz, Bandar Hilir, Melaka (Fronting the Melaka Straits)**
- Land Size : **Approximately 6 acres**
- Estimated GDV : **RM2.3b**
- Developer : **Fuyuu Resources Sdn Bhd**



PROJECT	TOTAL DEVELOPMENT		SALES		BALANCE UNSOLD		COMPLETION DATE
	GDV * (RM'mil)	UNITS	GDV ** (RM'mil)	UNITS	GDV * (RM'mil)	UNITS	
Hatten Place	273	582	225	574	8	8	Nov-15
Elements Mall	1,406	1,251	446	865	752	386	Nov-15
SilverScape (Tower A & B)	633	747	361	695	50	52	Mar-16
Total	2,312	2,580	1,032	2,134	810	446	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

COMPLETED PROJECTS



Vedro by the River is a retail mall which features an eclectic mix of tenants ranging from fashion house to retailers of novelty gadgets and chic accessories.

- Location : **Kee Ann Road, along Melaka River**
- Land Size : **Approximately 2 acres**
- Estimated GDV : **RM293m**
- Developer : **Fuyuu Group Sdn Bhd**

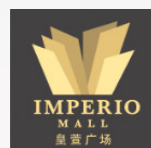
PROJECT	TOTAL DEVELOPMENT		SALES		BALANCE UNSOLD		COMPLETION DATE
	GDV * (RM'mil)	UNITS	GDV ** (RM'mil)	UNITS	GDV * (RM'mil)	UNITS	
Vedro by The River	293	736	151	516	111	220	Jul-17
Total	293	736	151	516	111	220	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

ONGOING PROJECTS



Hatten City Phase 2 is a mixed development which comprises Imperio Mall and Imperio Residences. It utilizes an iconic “cascading steps” design which functions as an outdoor jogging route with views of the coast and surrounding city. Imperio Residences will also feature 10 Cabana Villa units each of which will measure approximately 3,930 square feet across 3 storey along with two private carparks, its own lift and pool. Imperio Mall and Imperio Residences will be connected to the rest of Hatten City via an air-conditioned link bridge.

- Location : **Jalan Syed Abdul Aziz, Bandar Hilir, Melaka (Fronting the Melaka Straits)**
- Land Size : **Approximately 4 acres**
- Estimated GDV : **RM1.6b**
- Developer : **Fuyuu Ventures Sdn Bhd**

PROJECT	TOTAL DEVELOPMENT		SALES		BALANCE UNSOLD		COMPLETION DATE
	GDV * (RM'mil)	UNITS	GDV ** (RM'mil)	UNITS	GDV * (RM'mil)	UNITS	
Imperio Mall	952	784	322	591	428	193	2QFY19
Imperio Residence A	333	494	167	320	121	174	2QFY19
Imperio Residence B	328	456	195	377	75	79	2QFY19
Total	1,613	1,734	684	1,288	624	446	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

ONGOING PROJECTS




HARBOUR CITY

@ PULAU MELAKA

Harbour City is a mixed development which consists of Harbour City Mall, a water theme park and three hotel blocks. By incorporating the elements of retail, hotels and the theme park, Harbour City aims to change Malacca's tourism and entertainment landscape.

- Location : Pulau Melaka (Fronting the Melaka Straits)
- Land Size : Approximately 6 acres
- Estimated GDV : RM2.2b
- Developer : Gold Mart Sdn Bhd

PROJECT	TOTAL DEVELOPMENT		SALES		BALANCE UNSOLD		COMPLETION DATE
	GDV * (RM'mil)	UNITS	GDV ** (RM'mil)	UNITS	GDV * (RM'mil)	UNITS	
Harbour City Mall	1,069	1,792	369	873	605	919	2QFY20
Harbour City Suites	341	717	242	707	10	10	2QFY20
Harbour City Resort	507	576	333	518	108	58	2QFY20
Harbour City Premier Resort	285	291	92	167	176	124	2QFY20
Total	2,202	3,376	1,036	2,265	899	1,111	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

ONGOING PROJECTS



SATORI

SANCTUARY IN THE CITY

Satori is Melaka's first wellness-themed integrated development that comprises a hotel, serviced residences and retail mall, which seeks to make a definitive statement on the wellness theme.

- Location : PN14975, No. Lot 850, Kawasan Bandar XXXIX, Daerah Melaka Tengah, Melaka
- Land Size : Approximately 2 acres
- Estimated GDV : RM243m
- Developer : Prolific Properties Sdn Bhd

PROJECT	TOTAL DEVELOPMENT		SALES		BALANCE UNSOLD		COMPLETION DATE
	GDV * (RM'mil)	UNITS	GDV ** (RM'mil)	UNITS	GDV * (RM'mil)	UNITS	
Satori Suites	174	336	121	274	32	62	4QFY20
Satori Serviced Residences	69	192	12	38	55	154	4QFY20
Total	243	528	133	312	87	216	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

3. 1Q FY2019 FINANCIAL RESULTS

- **Financial Results Highlights**
- **Quarterly Financial Highlights**
- **Financial Position**

1Q FY2019 FINANCIAL RESULTS HIGHLIGHTS

RM' mil	1QFY2019	1QFY2018	% CHANGE
Revenue	51.2	56.5	-9.4%
Gross Profit ("GP")	10.1	20.9	-51.7%
Gross Profit Margin	19.7%	37.0%	-46.8%
Profit Before Tax ("PBT")	1.3	4.4	-70.5%
Profit After Tax ("PAT")	0.4	3.0	-86.7%
Earnings Per Share (RM 'cents)	0.03 [^]	0.22 [^]	-86.4%
PBT Margin	2.5%	7.8%	
PAT Margin	0.8%	5.3%	

Revenue decreased by 9.4% due to

- Lower sales from Hatten City Phase 1, Vedro by the River and Hatten City Phase 2 projects in 1QFY2019.

GP margin decreased by 46.8% due to

- Higher discount and promotional rebates to purchasers for Hatten City Phase 1 and Hatten City Phase 2.
- Additional borrowing costs charged out to cost of sales for Hatten City Phase 2.

PAT decreased by 86.7% due to

- Higher sales activities and marketing campaigns for Harbour City and Satori projects.
- Increased in finance costs by RM3.1m attributed by the new financing facilities made available to the Group since October 2017.

NOTE : [^] Based on weighted average number of shares issued of 1,378m shares for 1QFY2019 and 1,375m shares for 1QFY2018.

QUARTERLY FINANCIAL HIGHLIGHTS



FINANCIAL POSITION

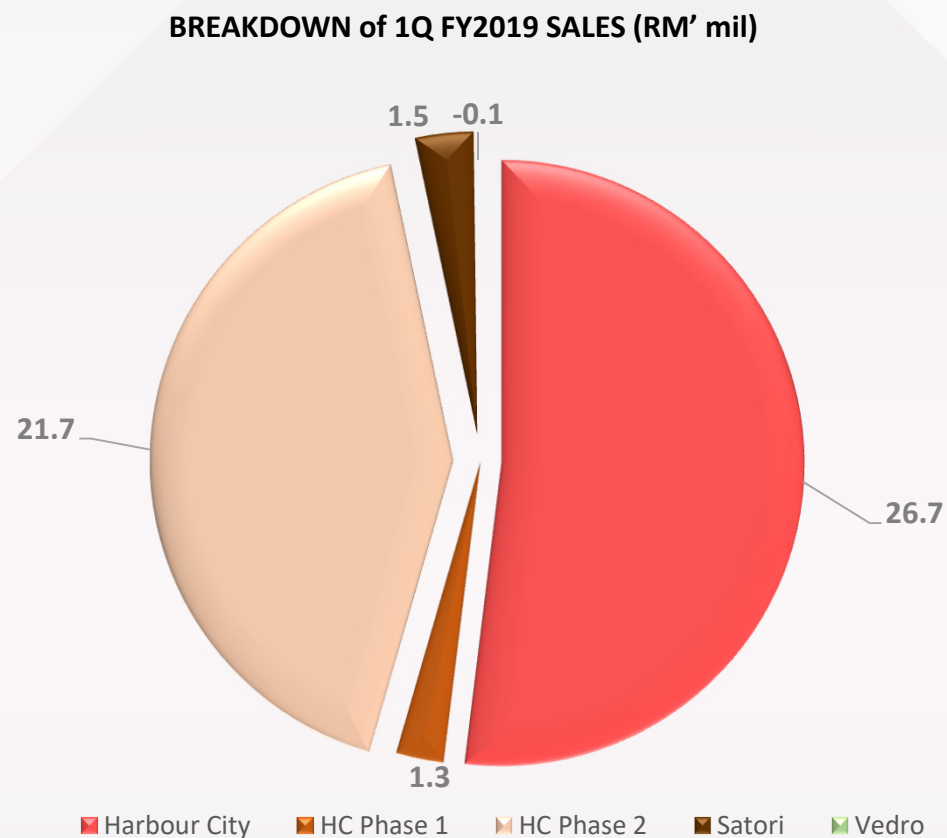
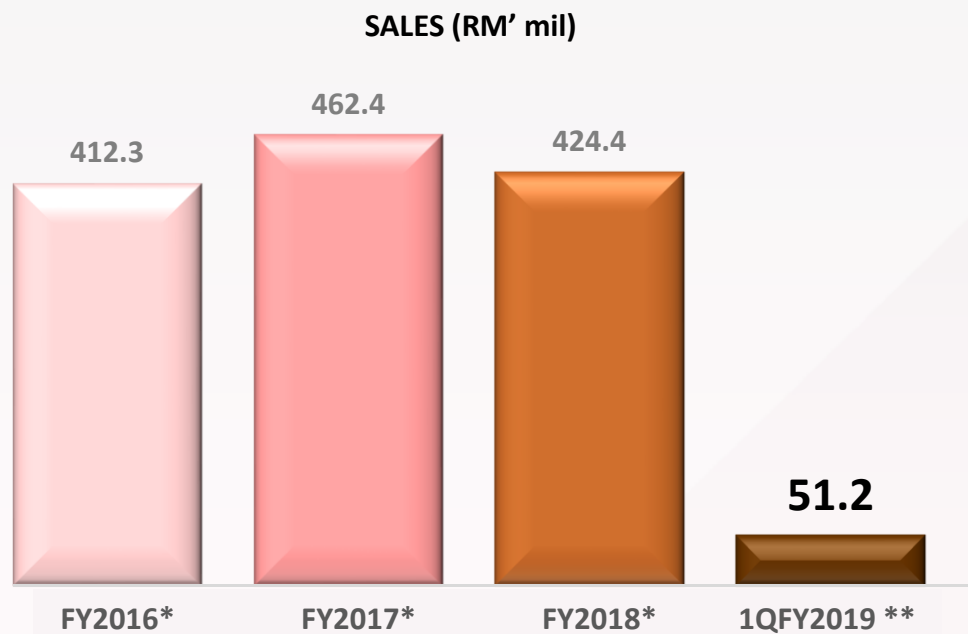
RM' mil	30 Sept 2018 (UNAUDITED)	30 Jun 2018 (AUDITED)	% CHANGE
Current Assets	1,243.1	1,234.5	0.7%
Non-Current Assets	240.2	232.5	3.3%
Total Assets	1,483.3	1,467.0	1.1%
Current Liabilities	846.9	798.7	6.0%
Non-Current Liabilities	405.8	438.1	-7.4%
Total Liabilities	1,252.7	1,236.8	1.3%
Net Assets	230.6	230.2	0.2%
Cash and bank balances	44.3	59.5	-25.5%
Net Gearing Ratio¹ (times)	1.9	1.9	
Total No. of Shares ('000)	1,378.0	1,378.0	
Net Assets/ Share (RM' cents)	16.7	16.7	

NOTE : ¹ The net gearing ratio is computed as borrowings net of cash & cash equivalents divided by total equity.

4. PROJECTS SALES AND PROGRESS

- **Sales Achieved**
- **Future Sales**
- **Unbilled Sales**

SALES ACHIEVED TO DATE



Chalked up revenue of RM51.2m in 1QFY2019

- In terms of value of revenue, 52.1% was from Harbour City, 42.4% from Imperio and 3.0% was from Satori. The remaining projects constitute 2.5%.

NOTE

- * Revenue achieved per Audited Accounts.
- ** Sales achieved for 1QFY2019 (unaudited) .

FUTURE SALES

EXISTING PROJECTS		TOTAL GDV * (RM'mil)	SALES ** GDV (RM'mil)	BALANCE UNSOLD * GDV (RM'mil)
HC PHASE 1	Elements Mall	1,406	446	752
	Hatten Place	273	225	8
	SilverScape Residences	633	361	50
VEDRO by The River	Vedro by The River	293	151	111
HC PHASE 2	Imperio Mall	952	322	428
	Imperio Residences	661	362	196
HARBOUR CITY	Harbour City Mall	1,069	369	605
	Harbour City Suites	341	242	10
	Harbour City Resort	507	333	108
	Harbour City Premier Resort	285	92	176
SATORI	Satori Suites	174	121	32
	Satori Serviced Residences	69	12	55
TOTAL		6,663	3,036	2,531

NOTE

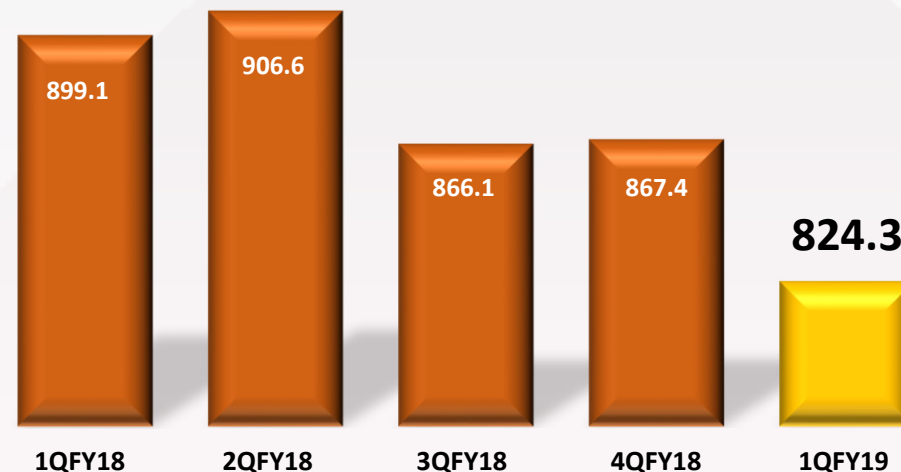
* GDV as per LIST PRICE

** GDV as per SPA (discounted)

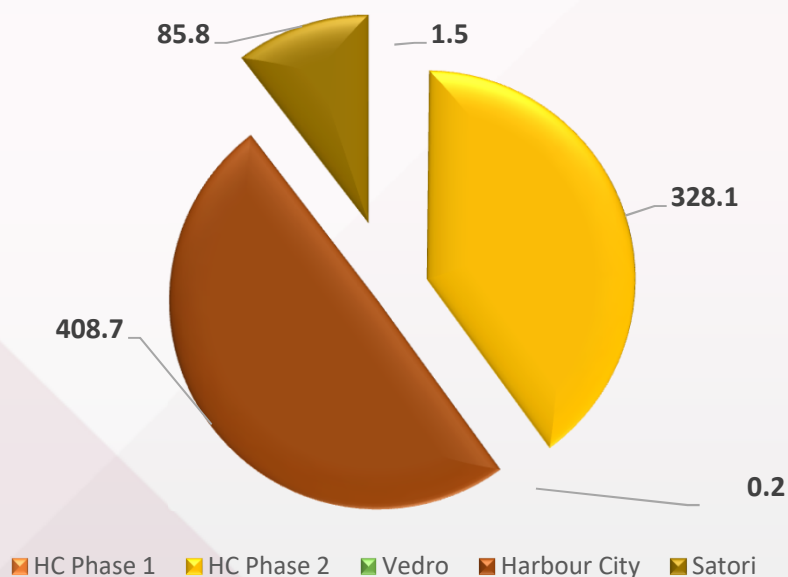
UNBILLED SALES STOOD AT RM824.3m

Strong unbilled sales driven by steady sales across ongoing and new projects, especially for Hatten City Phase 2 and Harbour City.

UNBILLED SALES (RM' mil)



BREAKDOWN of 1QFY19 UNBILLED SALES (RM' mil)



Unbilled sales to translate into strong cash inflows in 2Q FY19

- Hatten City Phase 2 which is expected to complete in 2Q FY19 allows immediate conversion of sales into billings.

5. PROSPECTS AND OUTLOOK

- **Outlook**
- **Access to Land Bank for Future Development**

OUTLOOK

Clear Earnings Visibility

- Unbilled Sales of RM824.3m to be recognized in FY2019 and beyond.
- Harbour City Premier Resort Hotel (GDV RM285m) and Satori Serviced Residences (GDV69m) were launched end June 2018 with reasonable take-up rate.

New Recurring Income Stream

- New mall management arm complements core property development business and provides an alternative revenue stream. Revenue contribution from maiden project, Elements Mall, to commence from 2QFY2019.
- Splash World @ Harbour City, Melaka's largest water theme park unveiled in August 2018, will further boost recurring income after completion expected by end 2019.

Growth in Melaka

- Malaysian property market is showing signs of improvement and that the positive sentiment may spill over to 2019, underpinned by steady economic growth of 5.4% in first quarter of 2018, supported by the services and manufacturing sectors. As a whole of 2018, GDP is expected to range from 5.5% to 6.0%¹.
- Melaka's growth is anchored by continued growth of tourist arrivals, expected to hit 17.8 million in 2018 from 16.7 million in 2017².

Access to large land bank for future development

- Land bank amounting to 201.77 acres.

Expansion of business outside Melaka

- In addition to the growing existing business in Melaka, the Group will explore opportunities to expand outside Melaka with the Cyberjaya project and Unicity project in Selangor and Negeri Sembilan respectively.

Note:

1. Source: Knight Frank Research
2. Source: The StarOnline

ACCESS TO LAND BANKS & DEVELOPMENT RIGHTS FOR FUTURE DEVELOPMENT

EXISTING LAND

COMPANY - PROJECT	TENURE	LAND SIZE (acres)	ESTIMATED GDV (RM' mil)
Melaka			
Prolific Revenue - MICC	Leasehold	9.34	942

ACQUISITION PENDING COMPLETION

COMPANY - PROJECT	TENURE	LAND SIZE (acres)	ESTIMATED GDV (RM' mil)
Melaka			
Prolific Acres – Movie Town (PT976)	Leasehold	8.86	1,200
Kuala Lumpur			
Admiral Merger – Cyberjaya	Freehold	25.55	3,000
Seremban			
Velvet Valley - UniCity Project	Freehold	1.96	299

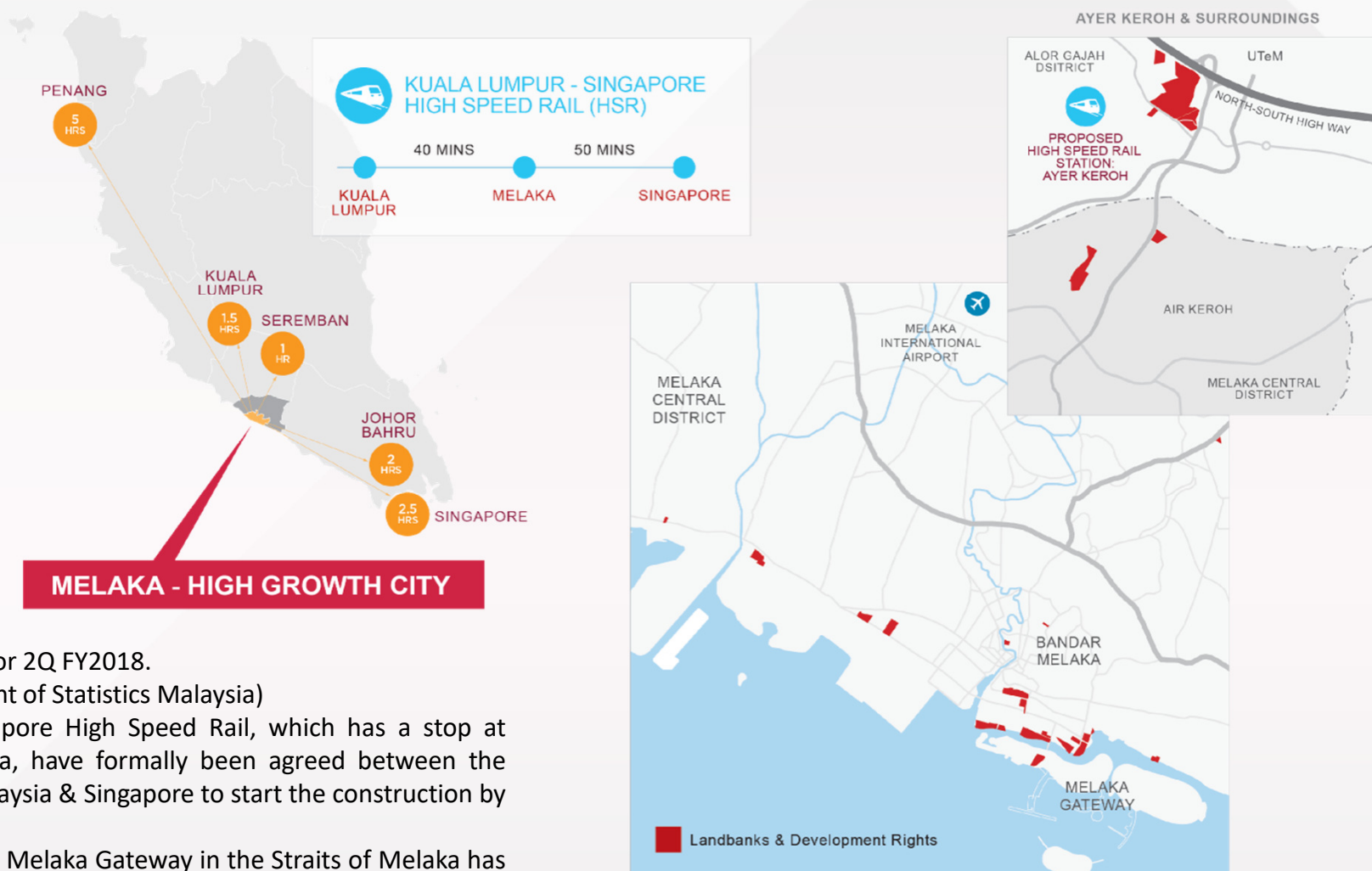
LAND UNDER ROFR

COMPANY - PROJECT	TENURE	LAND SIZE (acres)	ESTIMATED GDV (RM' mil)
Johor Bahru			
Fuyuu Land	Freehold	0.86	361

LAND UNDER ROFR

COMPANY-PROJECT	TENURE	LAND SIZE (acres)	ESTIMATED GDV (RM' mil)
Melaka			
Mayatrade	Freehold	11.83	4,968
Mayatrade	Leasehold	0.97	407
Prolific Assets	Freehold	0.26	109
Prolific Resources	Freehold	0.91	382
Prolific Synergy	Freehold	0.81	340
Fuyuu Success	Leasehold	2.00	840
Fuyuu Assets	Freehold	6.06	2,545
Fuyuu Properties	Freehold	8.63	3,625
Prolific Acres	Leasehold	10.51	4,414
Prolific Holdings	Leasehold	2.95	1,239
Prolific Holdings	Freehold	16.92	5,867
Rico Land	Freehold	3.42	1,436
Egah Group	Leasehold	66.00	15,000
Prolific Hectares	Leasehold	17.97	7,540
Pavilion Hectares	Leasehold	5.96	2,503
Total		156.06	51,576

ACCESS TO LAND BANK FOR FUTURE DEVELOPMENT



- 4.5% GDP growth for 2Q FY2018. (Source: Department of Statistics Malaysia)
- Upcoming KL-Singapore High Speed Rail, which has a stop at Ayer Keroh, Melaka, have formally been agreed between the government of Malaysia & Singapore to start the construction by end-May 2020.
- Construction of the Melaka Gateway in the Straits of Melaka has been confirmed to continue by the State Authority.

APPENDIX

- **Upcoming Projects**

UPCOMING PROJECTS



The MICC (Melaka International Convention Centre) Project is slated to be developed into an integrated mixed development that will comprise a shopping mall, cineplex, convention hall, an auditorium, meeting rooms, a hotel block and a serviced apartment block.

- Location : **Kawasan Bandar I, Daerah Melaka Tengah, Melaka**
- Land Size : **Approximately 9.34 acres**
- Estimate GDV : **RM942m**
- Developer : **Prolific Revenue Sdn Bhd**

UPCOMING PROJECTS



The **Cyberjaya Project** will be Hatten Land's first venture into medical tourism.

Slated to be developed over three phases, the integrated mixed development will include retail, commercial (offices), residential and hospitality units as well as a hospital.

- Location : **Cyberjaya (known as H.S.(D) 36153, PT No. 50494 and H.S.(D) 36152, PT No. 50493 Mukim Dengkil, Daerah Sepang), Negeri Selangor.**
- Land Size : **25.55 acres**
- Estimate GDV : **RM3.0b**
- Developer : **Admiral Merger Sdn Bhd**
- Target to first launch: **4Q FY2019**

UPCOMING PROJECTS



The **Movie-Town Project** is slated to be developed into an integrated mixed development comprising a mix of retail, residential and hospitality units.

- Location : **Melaka (known as No. PN 54197, No. Lot 12057 and No. HS(D) 80587, No. PT976), Kawasan Bandar XL, Daerah Melaka Tengah**
- Land Size : **8.86 acres**
- Estimate GDV : **RM1.2b**
- Developer : **Prolific Acres Sdn Bhd**
- Target launch : **4Q FY2020**

UPCOMING PROJECTS



The **Unicity Project** is to be served as the Company's first venture into the Seremban area and outside of Melaka. It is located next to University Teknologi MARA, providing the Company with access to a new customer base comprises mostly property users for education purpose.

- Location : Seremban (known as No. 219890 P.T. N.O. 436 in Bandar Seremban 3, Daerah Seremban, Negeri Seremban, Malaysia)
- Size : 1.96 acres
- Estimate GDV : RM299m
- Developer : Velvet Valley Sdn Bhd

UPCOMING PROJECTS



The **Plot K to E Project** is 66 acres of leasehold land (Plot E, F, G, H, I, J & K) located at Kawasan Bandar XL, Daerah Melaka Tengah, Melaka.

- Project is at early conceptualization stage. This provides the Company with a strong pipeline of future developments.
- Company may consider acquiring selected plots of land at appropriate time.

DISCLAIMER

Hatten Land Limited (the "**Company**") was listed on Catalyst of the Singapore Exchange Securities Trading Limited (the "**SGX-ST**") on 26 January 2017 via a reverse take-over ("**RTO**"). The financial adviser for the RTO was UOB Kay Hian Private Limited (the "**Sponsor**").

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For further information, please contact :

Mr Clarence Chong, Head of Business Development and Corporate Finance

t | +65 6737 4844

e | clarence.chong@hattengrp.com

w | www.hattengrp.com