

Shaping the Future, Melaka and Beyond

Corporate Presentation | 4Q FY2019



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1. OVERVIEW

- Corporate Profile
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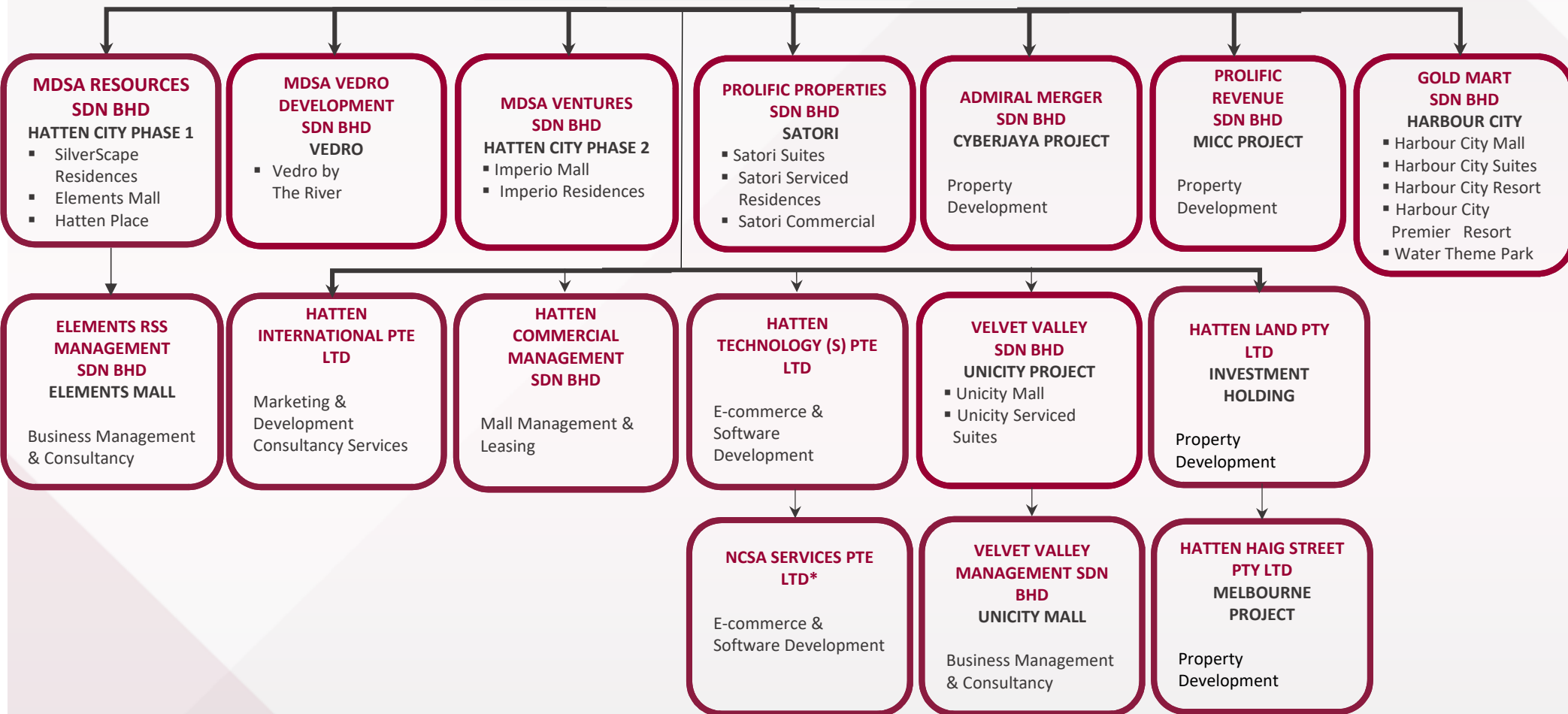
CORPORATE PROFILE

- 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, 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 five integrated mixed-use development projects and retail malls in Melaka and Seremban, 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

HATTEN 惠胜
LAND

SKY WIN MANAGEMENT CONSULTANCY PTE LTD



NOTE : *All subsidiaries above are 100% owned except Ncsa Services 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 : **MDSA 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	575	8	7	Nov-15
Elements Mall	1,406	1,251	445	864	725	387	Nov-15
Silverscape (Tower A & B)	635	747	365	704	53	43	Mar-16
Total	2,314	2,580	1,035	2,143	786	437	

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 : **MDSA Vedro Development Sdn Bhd**

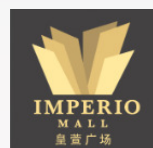
PROJECT	TOTAL DEVELOPMENT		SALES		BALANCE UNSOLD		COMPLETION DATE
	GDV * (RM'mil)	UNITS	GDV ** (RM'mil)	UNITS	GDV * (RM'mil)	UNITS	
Vedro by The River	293	736	148	512	84	201	Jul-17
Total	293	736	148	512	84	201	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

COMPLETED 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 : **MDSA 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	317	583	229	172	Nov-18
Imperio Residence A	333	494	181	346	77	141	Nov-18
Imperio Residence B	328	456	198	383	43	66	Nov-18
Total	1,613	1,734	696	1,312	349	379	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

COMPLETED PROJECTS



UNICITY

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 : No. 219890 P.T. N.O. 436 in Bandar Seremban 3, Daerah Seremban, Negeri Sembilan, Malaysia
- Land Size : 1.96 acres
- Estimated GDV : RM299m
- Developer : Velvet Valley Sdn Bhd

PROJECT	TOTAL DEVELOPMENT		SALES		BALANCE UNSOLD		COMPLETION DATE
	GDV * (RM'mil)	UNITS	GDV ** (RM'mil)	UNITS	GDV * (RM'mil)	UNITS	
Unicity Mall	235	464	27	120	200	344	Jan-19
Unicity Serviced Suites	64	247	48	227	5	20	Jan-19
Total	299	711	75	347	205	364	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

ONGOING PROJECTS



@ 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	370	879	509	913	2QFY20
Harbour City Suites	341	717	243	709	7	8	2QFY20
Harbour City Resort	507	576	334	518	91	58	2QFY20
Harbour City Premier Resort	285	291	113	196	127	95	2QFY20
Total	2,202	3,376	1,060	2,302	734	1,074	

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 : RM265m
- 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	122	285	21	51	4QFY20
Satori Serviced Residences	91	192	13	42	68	150	4QFY20
Total	265	528	135	327	89	201	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

3. FY2019 FINANCIAL RESULTS

- **FY2019 Financial Results Highlights**
- **Year-to-Date Financial Highlights**
- **Financial Position**

FY2019 FINANCIAL RESULTS HIGHLIGHTS

RM' mil	4QFY2019	4QFY2018	% CHANGE	FY2019	FY2018 (Restated)	% CHANGE
Revenue	95.5	44.6	114.1	281.4	230.0	22.4%
Gross Profit ("GP")	37.0	40.3	-8.3%	97.8	100.1	-2.3%
Gross Profit Margin	38.7%	90.4%	57.2%	34.8%	43.5%	-20%
Profit/(Loss) Before Tax ("PBT")	24.0	(3.9)	N.M.	31.6	(0.5)	N.M.
Profit/(Loss) After Tax ("PAT")	9.3	(5.3)	N.M.	12.2	(4.7)	N.M.
Earnings Per Share (RM 'cents)	0.90#	(0.38)#	N.M.	1.11#	(0.34)^	N.M.
PBT Margin	25.1%	-8.7%		11.2%	-0.2%	
PAT Margin	9.7%	-11.9%		4.3%	-2.0%	

Revenue increased by 22.4% in FY2019 due to

- Higher revenue recorded from Harbour City, Satori and Unicity Projects.

GP margin decreased by 2.3% in FY2019 due to

- Reclassification of borrowing costs relating to development properties to finance cost, as a result from the recent update of the agenda decision.

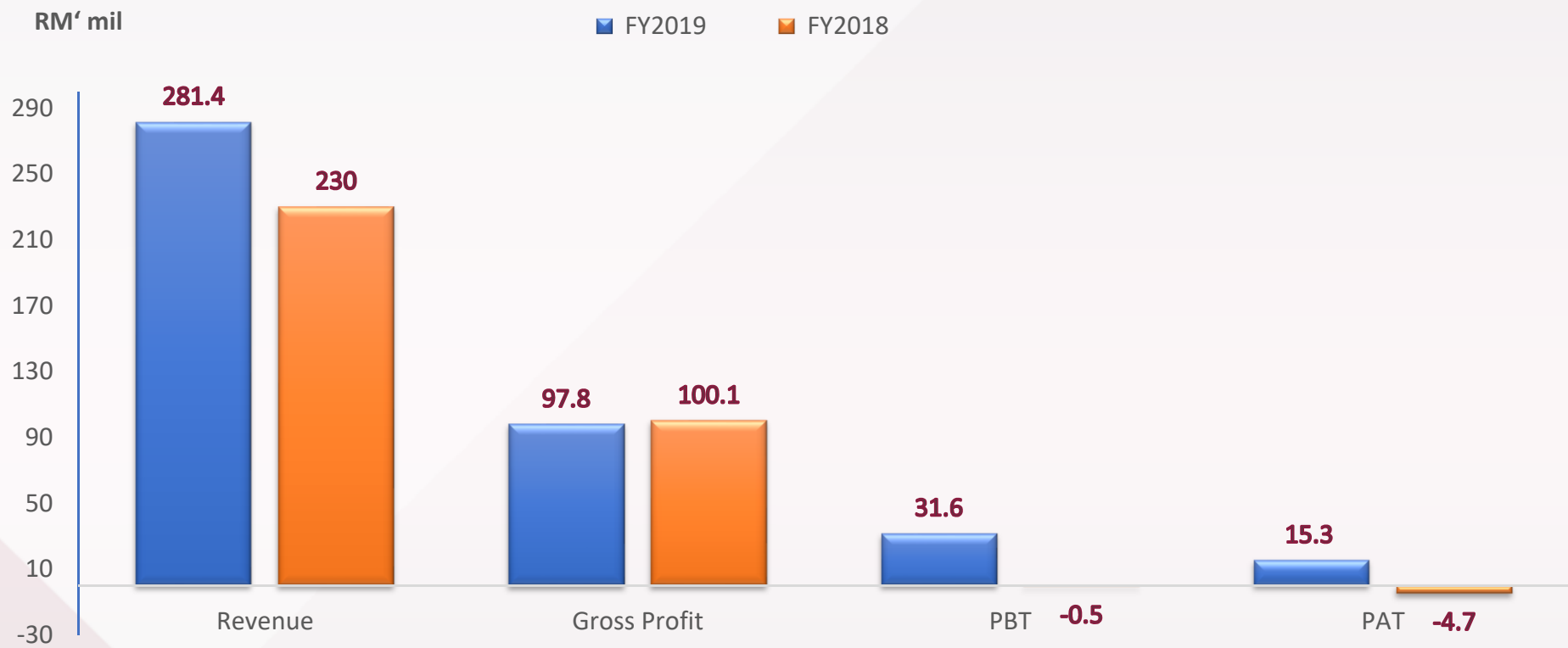
PAT increased in FY2019 due to

- Higher revenue from projects.
- Other income/gains mainly due to a non-recurring back charged of expenses and rental income
- Decrease in Selling and distribution expenses

NOTE : ^ Based on weighted average share base of 1,378m shares for FY2018

Based on shares issued at the end of financial period of 1,378m shares for FY2019 and FY2018

YEAR-TO-DATE FINANCIAL HIGHLIGHTS



FINANCIAL POSITION

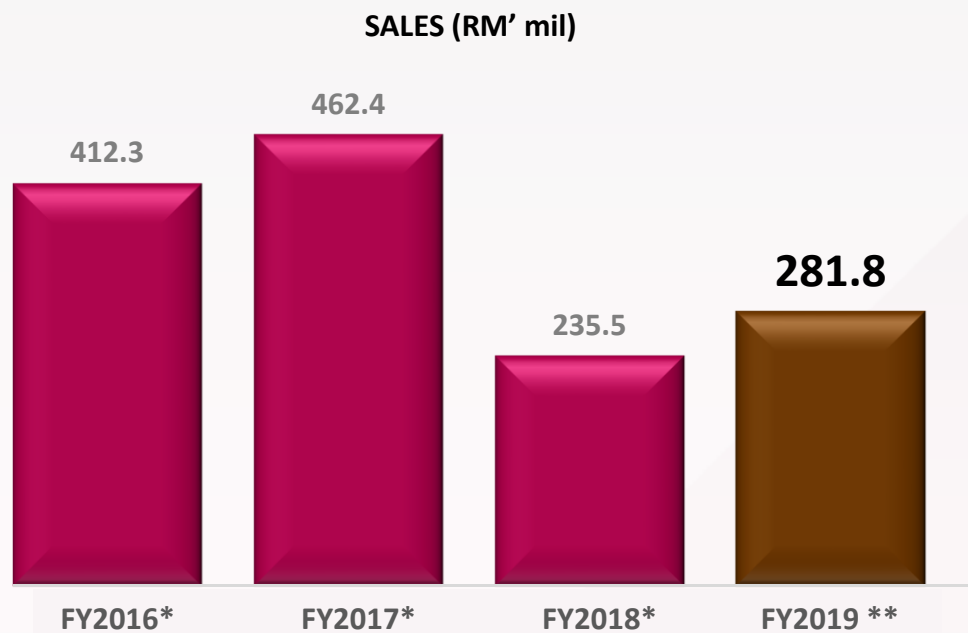
RM' mil	30 Jun 2019 (UNAUDITED)	30 Jun 2018 (RESTATED)	% CHANGE
Current Assets	1,355.8	1,215.7	11.5%
Non-Current Assets	324.4	231.6	40.1%
Total Assets	1,680.2	1,447.3	16.1%
Current Liabilities	949.7	808.4	17.5%
Non-Current Liabilities	540.9	438.1	23.5%
Total Liabilities	1,490.6	1,246.5	19.6%
Net Assets	189.6	200.8	-5.6%
Cash and bank balances	27.3	59.5	-54.1%
Net Gearing Ratio¹ (times)	2.0	2.2	
Total No. of Shares ('000)	1,378.0	1,378.0	
Net Assets/ Share (RM' cents)	13.8	14.6	

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

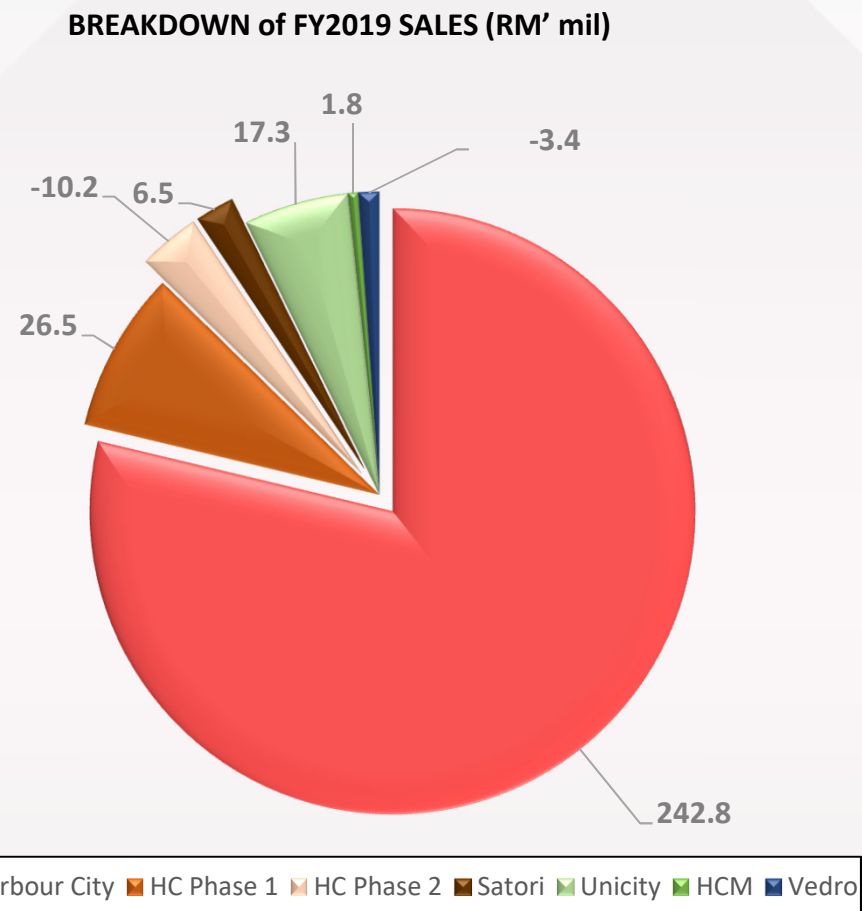


Recognised revenue of RM281.8m in FY2019

- In terms of value of revenue, 86.1% was from Harbour City and 9.4% from Hatten City Phase 2. The remaining projects constitute 4.5%.

NOTE

- * Revenue achieved per Audited Accounts.
- ** Revenue achieved per Unaudited Accounts.



FUTURE SALES

EXISTING PROJECTS		TOTAL GDV* (RM'mil)	SALES ** GDV (RM'mil)	BALANCE UNSOLD* GDV (RM'mil)
HC PHASE 1	Elements Mall	1,406	445	725
	Hatten Place	273	225	8
	SilverScape Residences	635	365	53
VEDRO by The River	Vedro by The River	293	148	84
HC PHASE 2	Imperio Mall	952	317	229
	Imperio Residences	661	379	120
HARBOUR CITY	Harbour City Mall	1,069	370	509
	Harbour City Suites	341	243	7
	Harbour City Resort	507	334	91
	Harbour City Premier Resort	285	113	127
SATORI	Satori Suites	174	122	21
	Satori Serviced Residences	91	13	68
UNICITY	Unicity Mall	235	27	200
	Unicity Serviced Suites	64	48	5
TOTAL		6,986	3,149	2,247

NOTE

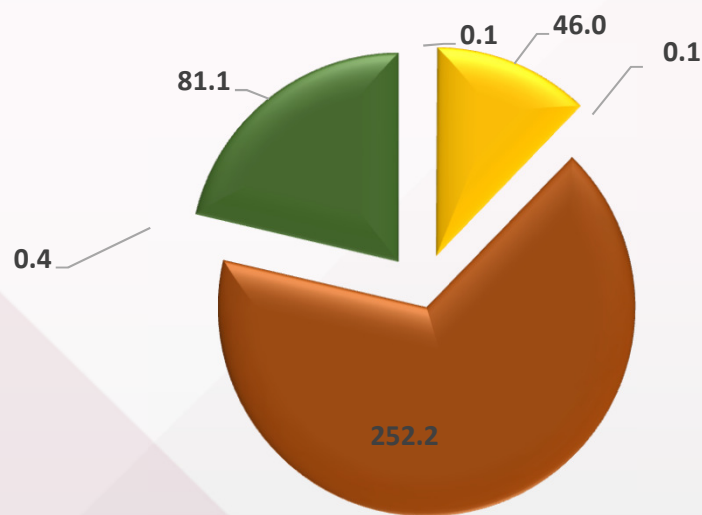
* GDV as per LIST PRICE

** GDV as per SPA (discounted)

UNBILLED SALES STOOD AT RM379.9m

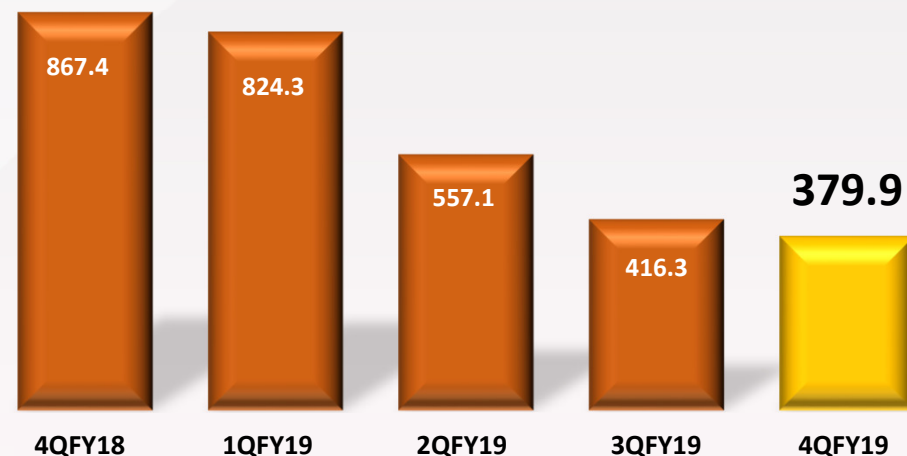
Strong unbilled sales driven by steady sales across ongoing and new projects, especially for Harbour City and Satori.

BREAKDOWN of FY19 UNBILLED SALES (RM' mil)



■ HC Phase 1
 ■ HC Phase 2
 ■ Vedro
 ■ Harbour City
 ■ Unicity
 ■ Satori

UNBILLED SALES (RM' mil)



Unbilled sales to translate into strong cash inflows in 2Q FY20

- Harbour City project is expected to complete in 2Q FY20 which allows immediate conversion of sales into billings.

5. PROSPECTS AND OUTLOOK

- Outlook

OUTLOOK

Clear Earnings Visibility

- Unbilled Sales of RM379.9m to be recognized in FY2020 and beyond.

Growth in Melaka and Malaysia

- Malaysia's economy is expected to expand at a relatively moderate rate, with GDP projected to record at 4.6% in 2019. Ministry of Finance Malaysia also noted that trade surplus for the first five months of 2019 has climbed 4.3% to RM56.8billion from RM54.5billion in the same period a year ago, as a result of the continuous export growth.
- S&P Global Ratings' (Standard & Poor's) affirmation of Malaysia's issuer credit rating of A- with a stable outlook on July 3 2019¹.
- In the recent announcement of Budget 2019, several measures were unveiled to encourage first-home buyers, which will drive property sales and lower the number of unsold units for property developer. This, together with Melaka's status as a favourite destination for historical and medical/wellness tourism, is expected to underpin the demand for the Group's projects.
- The launch of Visit Melaka Year (VMY) 2019 promotion will focus on improving services in the Melaka's tourism sector to realise its target of attracting 20 million tourist in 2019².

Expansion of business outside Melaka

- The Group will on the soft launch of the Cyberjaya project by the second quarter of financial year ending 30 June 2020 ("FY2020"), subject to obtaining the relevant regulatory approvals.
- The Company has recently announced its intended maiden overseas expansion with the mixed-used development comprising of retail and hospitality units in Melbourne, Australia.

Note:

1. Source: The Edge Markets
2. Source: The StarOnline

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**

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