



1Q2014 RESULTS ANNOUNCEMENT
29 April 2014



TUAN SING HOLDINGS LIMITED



GROUP PERFORMANCE



TUAN SING HOLDINGS LIMITED



Overview

- Revenue of \$61.3m and net profit attributable to shareholders of \$7.7m for the first quarter
- Total comprehensive income amounted to \$10.2m for the current quarter
- Earnings per share was 0.7 cent, up from 0.5 cent a year earlier
- Net asset value per share grew to 64.8 cents at 31 March 2014, from 63.9 cents at the previous year end



Group Financial Performance

(\$'m)	1Q2014	1Q2013	Chg
Revenue	61.3	64.9	-6%
Gross profit	10.3	9.0	+14%
Profit before tax & fair value adj	10.1	7.6	+33%
Profit before tax	9.5	7.7	+22%
Profit after tax	7.8	6.5	+20%
Profit attributable to shareholders	7.7	5.8	+33%
EPS (cent)	0.7	0.5	+32%



Review of Financial Performance

- Group revenue was lower than last year same period despite higher property revenue
- Gross profit increased as development properties generated higher gross profit margin
- Lower distribution costs reflected lower marketing expenses in the current quarter
- Without last year's one-off set-up costs for the MTN programme; administrative expenses decreased
- GHG and GulTech contributed a profit before fair value adjustments of \$4.6m, down from \$4.9m a year ago
- Both finance income and finance costs increased
- Fair value loss of \$0.7m was mainly related to GulTech's exchange rate hedging
- Overall, profit after tax increased to \$7.8m; Net profit attributable to shareholders increased to \$7.7m



Group Financial Position

(\$'m)	31.03.14	31.12.13	Chg
Total assets	1,788.2	1,783.3	@
Total liabilities	1,018.7	1,024.1	@
Total borrowings	917.0	917.7	@
Net borrowings*	645.2	640.8	+1%
Shareholders' funds	759.8	749.7	+1%
NAV per share (cents)	64.8	63.9	+1%
Gross gearing^	1.19X	1.21X	-1%
Net gearing^	0.84X	0.84X	@

* Net borrowings = total borrowings – cash and bank balances

^ Gross gearing = total borrowings / total equity; Net gearing = net borrowings / total equity

@ Less than 1 %



Review of Financial Position

- Total assets of \$1,788.2m registered marginal increase on account of development cost capitalised and higher carrying amount of investments in GHG and GulTech
- Total liabilities of \$1,018.7m represented a marginal decrease attributable mainly to lower level of trade and other payables & scheduled bank loan repayments
- Total borrowings decreased to \$917.0m, but net borrowings increased to \$645.2m
- Gross gearing ratio edged down to 1.19 times and net gearing ratio remained relatively unchanged at 0.84 times
- Shareholders' funds grew 1% to \$759.8m reflected profit recognised, foreign currency translation gain, and share of other comprehensive income from GHG



Group Cash Flow

(\$'m)	1Q2014	1Q2013
Operating cash flow	(3.2)	12.5
Investing cash flow	4.2	@
Financing cash flow	(4.5)	(11.2)
Foreign currency translation adjustments	(0.6)	2.1
Cash & cash equivalent at period-end [^]	208.5	210.3
Free cash inflow [*]	1.0	12.4

[^] Net of encumbered bank balances

^{*} Free cash flow = operating cash flow + investing cash flow

@ Less than \$0.1m



Review of Cash Flow

- Net cash of \$3.2m was used in operating activities to pay for construction costs, net of progressive billings for development properties, income tax payment and others
- Net cash from investing activities was \$4.2m as distribution from GHG was offset by cash incurred on Robinson Tower redevelopment project
- Financing activities accounted for a net cash outflow of \$4.5m due mainly to scheduled loan repayment and interest payment
- Overall, cash and cash equivalents decreased to \$208.5m at 31 March 2014, from \$212.6m at 31 December 2013





Revenue by Segment

(\$'m)	1Q2014	1Q2013	Chg
Property	30.4	20.4	+49%
Hotels Investment ^	-	-	nm
Industrial Services	31.1	44.8	-31%
Other Investments ^	-	-	nm
Corporate & Others #	(0.2)	(0.3)	nm
Group Total	61.3	64.9	-6%
Proforma Group including JV / Assoc	186.5	183.7	+2%

Lower revenue from Industrial Services mitigated partially by higher revenue from Property

*^ Revenue from GHG, GulTech and Pan-West were not included as their results were equity accounted for
Comprise mainly group-level services and consolidation adjustments*



Profit Before Tax & FV Adj by Segment

(\$'m)	1Q2014	1Q2013	Chg
Property	6.7	2.4	+175%
Hotels Investment	1.5	1.4	+1%
Industrial Services	0.3	0.7	-55%
Other Investments	2.9	3.1	-7%
Corporate & Others #	(1.3)	-	nm
Group Total	10.1	7.6	+33%

All segments reported positive contribution at operating level

Comprise mainly group-level services and consolidation adjustments



Profit After Tax by Segment

(\$'m)	1Q2014	1Q2013	Chg
Property	5.5	1.8	+199%
Hotels Investment	1.1	1.0	+2%
Industrial Services	0.3	0.5	-54%
Other Investments	2.2	3.1	-30%
Corporate & Others #	(1.3)	0.1	nm
Group Total	7.8	6.5	+20%

Property continued to be the largest contributor and accounted for 71% of the Group's total profit after tax in 1Q2014

Comprise mainly group-level services and consolidation adjustments



Property

- Property recorded revenue of \$30.4m, 49% higher than \$20.4m a year ago
- Current quarter revenue was mainly from progressive revenue recognition of units sold at Seletar Park Residence as well as initial recognition on new bookings at Cluny Park Residence
- Cluny Park Residence was officially launched in March 2014
- Revenue from investment properties grew 40% as rental income from Robinson Point kicked in
- Overall, Property contributed a profit after tax of \$5.5m and accounted for 71% of the Group's total profit after tax for the quarter



Hotels Investment

- GHG's net property income increased by 2% to A\$10.8m
- Higher contribution from Grand Hyatt Melbourne and Hyatt Regency Perth as combined hotel RevPar was up 1% year-on-year
- Rental income from non-hotel properties remained unchanged; interest expense dropped 3%
- GHG reported a 15% increase in net profit to A\$3.1m; consequently share of GHG's profit increased to S\$1.8m
- After deducting finance costs and deferred tax provision at the investment holding company level, Hotels Investment contributed a profit after tax of S\$1.1m



Industrial Services

- Industrial Services reported revenue of \$31.1m and profit after tax of \$0.3m, as compared to revenue of \$44.8m and profit after tax of \$0.5m in the previous corresponding quarter
- Revenue from SP Corp fell 32% to \$29.0m due to the absence of commodities trading in coal and lower tyre sales, offset partially by an one-off trading sale of machinery and increase in other commodities sales
- Profit after tax dipped to \$0.3m, from \$0.6m a year earlier



Other Investments

- Other Investments contributed a profit after tax of S\$2.2m, as compared to S\$3.1m in the same quarter a year ago
- GulTech posted a 12% increase in revenue to US\$65.9m
- Profit after tax decreased by 29% to US\$7.2m due mainly to foreign exchange loss and non-cash fair value loss on exchange rate hedging
- Consequently, GulTech's net profit attributable to shareholders declined 33% to US\$3.9m, which translated into a lower share of profit for the Group





Outlook

- The Group has sold 582 units at Seletar Park Residence, Sennett Residence and Cluny Park Residence with total order book of \$745.6 million as at end-March 2014
- Construction costs locked in; most of such revenue and profit will be recognised in this year and the next
- Redevelopment of Robinson Tower site is on-going. When completed in 2017, it would be a platform for future growth of the Group's investment property contributing steady recurring income
- The Group will continue its property development business and acquire more investment properties and explore opportunities in the region
- Barring unforeseen circumstances, the Group is optimistic of achieving satisfactory operational performance before fair value adjustments for the year 2014



THANK YOU

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