











KOH BROS

Building Cities Building Dreams

KOH BROTHERS GROUP LIMITED

ANNUAL GENERAL MEETING

27 April 2021

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BUSINESS OVERVIEW


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KOH BROS
Real Estate Division

Real Estate - Recently Completed Project

Westwood Residences



Location	Westwood Avenue
Residential Units	480
Project Brief	• First cycling-themed development • First outdoor mini-velodrome • First secured covered bike garage with biometric vein scanner access and CCTV monitoring system • First bike maintenance area with washing, air drying, central tyre pumping and repair stations
Awards/ Recognition	• Edgeprop Singapore Excellence Awards - Innovation Excellence • PropertyGuru Asia Property Awards - Best EC - Best EC Architectural Design - Best EC Landscape Architectural Design • Featured in the Urban Land Institute report, "Active Transportation and Real Estate: The Next Frontier"
Group's Stake (%)	80
% Sold	100

Real Estate – Recently Completed Project

Nonhyeon IPARK (Gangnam, Seoul)



Location	**Gangnam District in Seoul**
Project Brief	• **Nonhyeon l'PARK, comprises 99 apartment units, 194 "Officetel" SoHo units and 53 retail units within a land area of 4,611 sqm and gross floor area of 30,816 sqm.** • **The development is located near the core business districts of COEX and Teheran-ro.** • **Offering doorstep integrated lifestyle amenities to its residents in the prime Gangnam district of Seoul .**
Group's Stake (%)	**45**
% Sold	**100**

Real Estate – Ongoing Project
Van Holland (Holland Village, Singapore)







Group's Stake	**100%**
Location	**Holland Road**
Tenure	**Freehold**
Expected Completion	**2023**
Project Brief	• **The development's sheltered link-bridge directly connects Van Holland to Holland Village; at its doorstep is also the upcoming One Holland Village mixed-use development, Chip Bee Garden and Holland Village MRT stations** • **69-unit residential development comprising one block of 4-storey with attic and two blocks of 5-storey residential units, two-storey waterfall, a 26-metre infinity lap pool and a rooftop clubhouse.** • **Each unit's flooring will be outfitted with Arabescato Altissimo marble from Italy; other luxury finishes include Miele kitchen appliances, Italian bathroom fittings by Fratelli Frattini and a pull-down garment rail system; master bathrooms will be fitted with Swarovski crystal encrusted fixtures, while 16 of its 69 units will have private lift access.**

Real Estate - Launched Project
Van Holland (Holland Village, Singapore)

Sales launch in 2020





Sales Status – 31 March 2021

Total Units	**69**
Units Sold	**19**
% Sold	**28**

Real Estate Investment Properties



Sun Plaza – completed asset enhancement exercise in 2015 to optimise space utilisation and improve retail tenant mix; achieved full occupancy and improved revenues



Alocassia – located in prime district along Bukit Timah Road and the proximity to Stevens MRT Station



First City Complex, Batam (Indonesia) – Commercial and office units, as well as apartments



Engineering & Construction Division

Ongoing Construction Projects





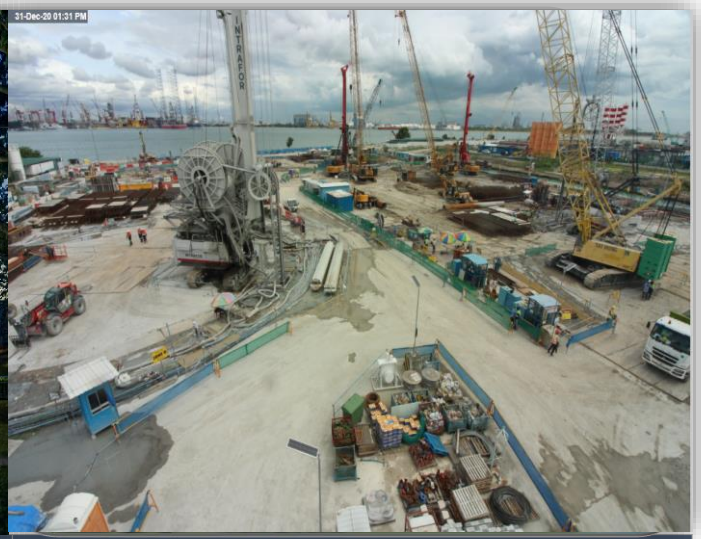


	Deep Tunnel Sewerage System (Phase 2)	Circle Line 6	Woodlands Health Campus
Approximate Contract Value	S$520.0M	S$225.4M	S$960.1M
Client	PUB	LTA	Ministry of Health
	• Section from South Tunnel at Tuas Road and Industrial Tunnel at Pioneer Road to the Tuas Water Reclamation Plant (10km) • Design and construction of the tunnels, shafts and other features required	• All civil, structural, architectural, electrical & mechanical and system works relating to the construction of cut-and-cover tunnels and other structures from the east of the planned Prince Edward Station to the existing Marina Bay Station	• To develop the Woodlands Health Campus • Singapore's first smart hospital campus comprises an acute hospital, a community hospital, specialist outpatient clinics and nursing home • The first all facilities are conceptualized and built simultaneously

Ongoing Construction Projects







	Marina East Desalination Plant	Van Holland Luxury Residence	Tuas Water Reclamation Plant Contract 2A – Influent Pumping Stations
Approximate Contract Value	**S$153.6M**	**S$29.4M**	**S$668.2M**
Client	Keppel Seghers Pte. Ltd.	KBD Holland	PUB
	• Design and build a desalination plant including piling, civil, structural, building and piping works	• Construction of freehold residential development at Holland Village • 69-unit residential development comprising one block of 4-storey with attic and two blocks of 5-storey residential units, 26-metre infinity lap pool and clubhouse.	• Provision of Influent Pumping Stations, Coarse Screen Shafts and Odour Control Facility • 66/22 kV Electrical Main Substations A and B

Bio-Refinery & Renewable Energy





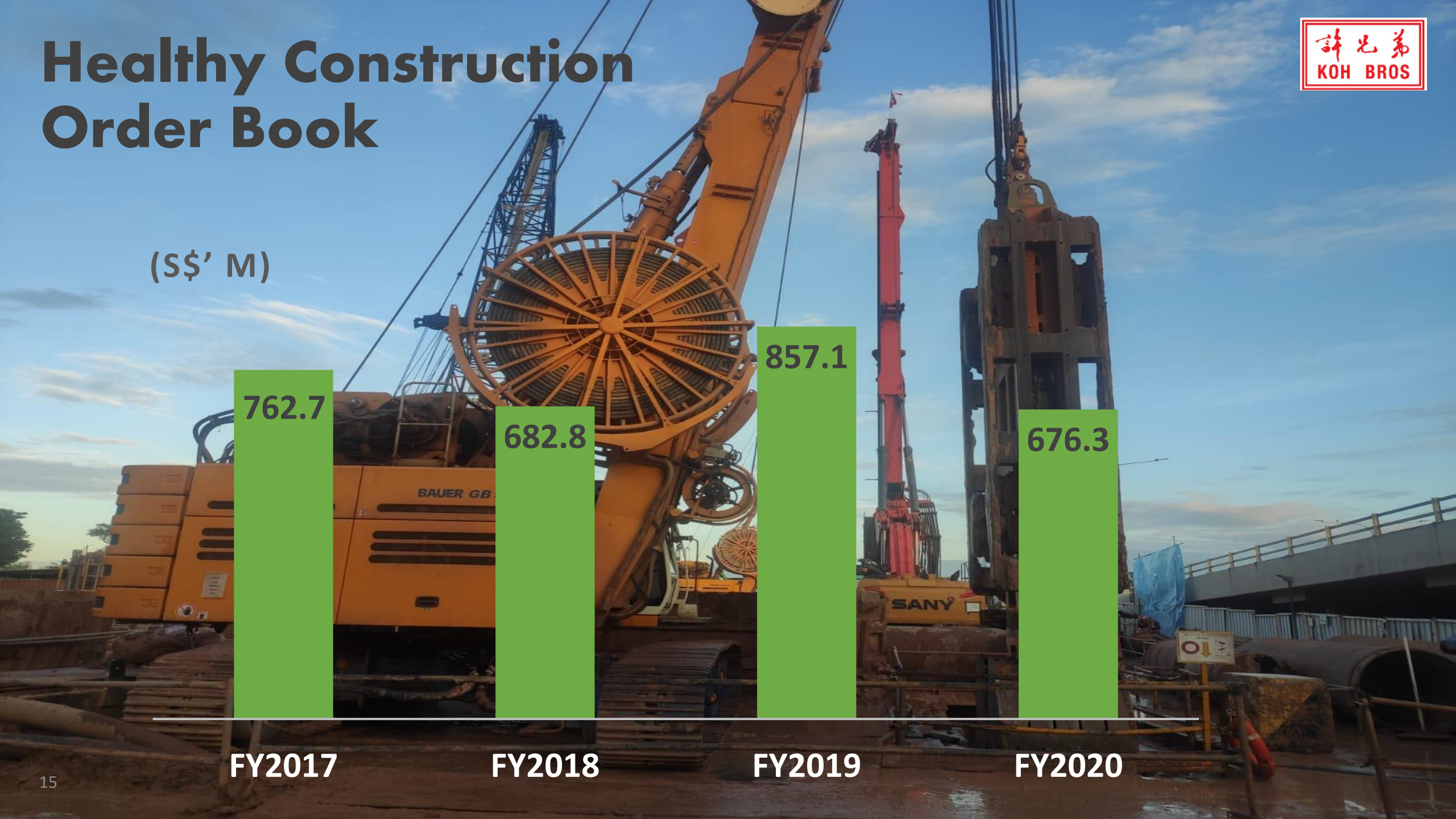
Bio-Refinery & Renewable Energy

- Services for edible oil industries including the engineering, procurement, construction and commissioning of edible oil refining plants, turnkey outside-battery-limits infrastructure engineering, downstream high value niche processes and products, and specialty products

- Services for renewable energy industries including the designing, building and supplying of multi-feedstock biodiesel, winter fuel, and palm oil mill effluent biogas recovery plants, and turnkey outside-battery-limits infrastructure engineering; and specialty chemical product trading, and engineering component sales and agency

Healthy Construction Order Book

(S$' M)



Building Materials (G&W Group)

- The Building Materials division established in 1980 is a renowned one-stop quality provider of concrete solutions to the construction industry

- Supply chain includes cement, ready-mix concrete, pre-cast concrete products such as facades, household shelters, pre-fabricated bathroom units, columns and planks

- Implemented a central truck-mixer dispatch system to facilitate the efficient dispatch of trucks to meet the demands of clients around Singapore so as to achieve greater efficiency

- Operates precast plants at Tuas in Singapore and in Senai within Iskandar, Malaysia

  - Total land area: approximately 49,300 sqm





Leisure & Hospitality – Oxford Hotel







- Freehold 130-room hotel strategically located in Singapore's CBD (Queen Street)
- Easy connectivity: Near Bras Basah MRT station
- Completed asset enhancement in 2014 to improve quality of services
- Meanwhile, the Group will continue to seek investment opportunities in hotel properties locally and overseas



BUSINESS STRATEGIES

Competitive Strengths



Business Strategies





BUSINESS IMPACT DUE TO COVID-19



Operational Performance Impact from COVID-19





- Construction and building materials projects were suspended during Circuit Breaker
- Rising COVID-19 infections of foreign workers have delayed the progress of construction projects . This has resulted in a labour crunch.
- Cost has also increased significantly to satisfy additional regulations on achieving safe resumption of work
- Global shipping disruption also resulted in delay of materials and equipment supply



Reaction to COVID-19

Cost Saving	• Defer staff recruitment • Defer non-essential capex and operating expenses
Capital Management	• Conserve cash • Manage working capital • Maintain adequate liquidity
Enhance safety measures at work place	• Maintain safe distancing at work place • Staggered work team and working house • Implementation of safe entry system with temperature screening • Construction of workers' dormitories at project sites
Digitalise operating processes	• Upgrade IT equipment and tools to facilitate work-from-home • Set up system and network for online meeting • Establish internal review and approval process via e-signing
Turning crisis into opportunities	• Occupancy impact mitigated with corporate & public-sector business • Housing of Malaysian workers due to border closure

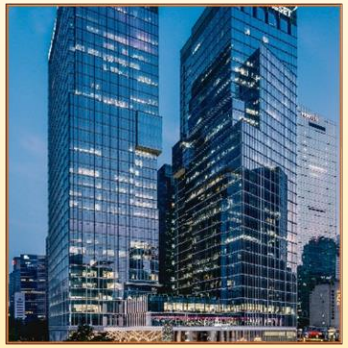


FINANCIAL HIGHLIGHTS

FY2020 – Key Financial Highlights



Total revenue:
S$243.1 million



Total assets:
S$819.3 million

Loss before tax:
S$16.2 million



Total liabilities:
S$516.8 million





Loss per share:
3.59 cents



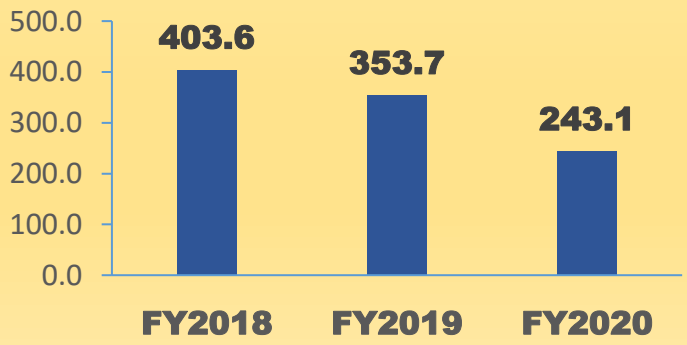
Net Debt to Equity:
0.90x

Financial Highlights

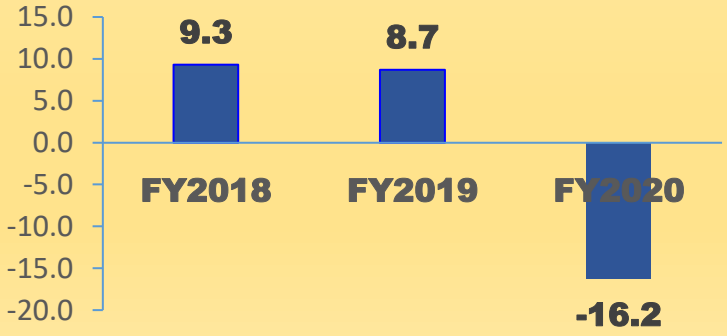
S$'m	FY2018*	FY2019	FY2020
Revenue	403.6	353.7	243.1
Gross Profit	21.5	17.2	1.5
Gross Profit Margin *(%)*	5.3	4.9	0.6
Profit/(loss) Before Tax	9.3	8.7	(16.2)
Net Profit/(loss) attributable to Equity Holders	5.7	5.8	(14.8)
Earnings/(loss) per share (*SGD cents*)	1.38	1.40	(3.59)

FY2018 results have been restated due to adoption of SFRS(I) 16 Leases

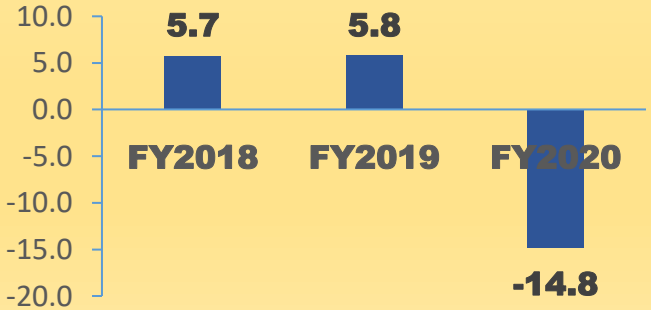
Revenue (S$'m)



Profit Before Tax (S$'m)



Net Profit attributable to Equity Holders (S$'m)



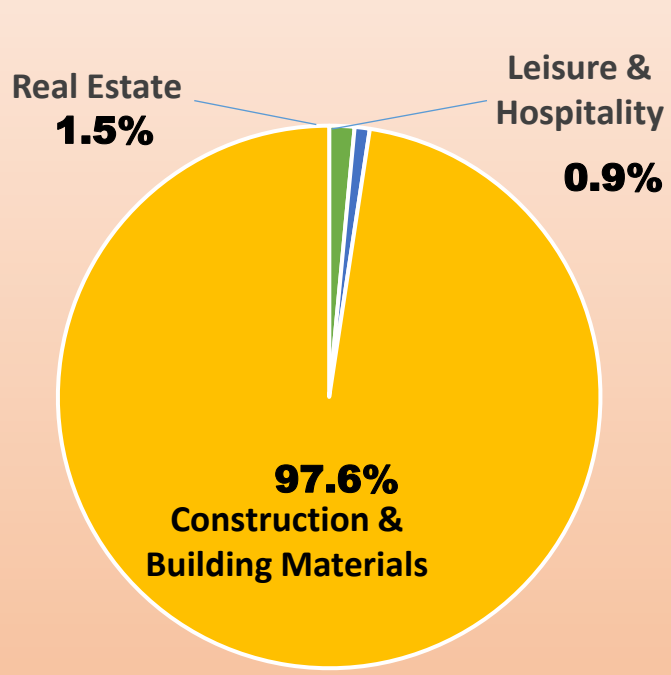
Net Revenue By Business Segments

Net Revenue

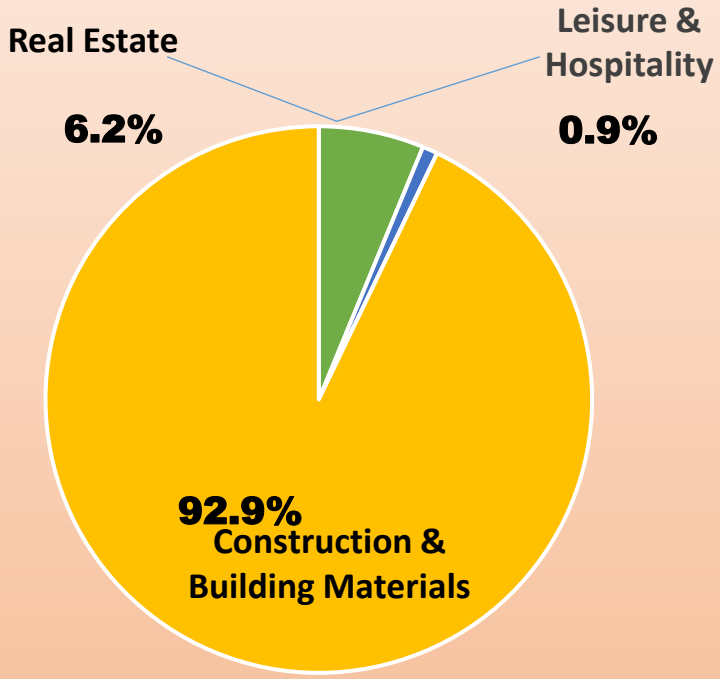
FY2020 S$243.1 million

31% from S$353.7 million in FY2019

FY2019



FY2020



Balance Sheets & Key Ratios

S$'m	Dec 31, 2018*	Dec 31, 2019	Dec 31, 2020
Current Assets	449.4	498.2	451.8
Current Liabilities	227.4	245.3	233.8
Net Current Assets	222.0	252.9	218.0
Current Ratio (x)	1.98	2.03	1.93
Total Assets	797.1	858.8	819.3
Total liabilities	493.7	536.1	516.8
Net Tangible Assets Attributable to Equity Holders	275.0	296.7	282.8
Net Tangible Assets Per Share (SGD cents)	66.67	71.94	68.57

** FY2018 balance sheet have been restated due to adoption of SFRS(I) 16 Leases and agenda decision on SFRS(I) 1-23 Borrowing costs*



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THANK YOU