

# HATTEN LAND LIMITED

Shaping the Future,  
Melaka and Beyond

Corporate Presentation | 1Q FY2018

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# 1. Overview of Hatten Land



# Corporate Profile

- Hatten Land Limited 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 five integrated mixed-use development projects and one retail mall 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 the Sky Win Group.





# Group Structure



SKY WIN MANAGEMENT CONSULTANCY PTE. LTD.

**HATTEN  
INTERNATIONAL  
PTE. LTD.**

**Marketing &  
Development  
Consultancy  
Services**

**FUYUU  
RESOURCES  
SDN. BHD.**

**Hatten City  
Phase 1**

- SilverScape Residences
- Elements Mall
- Hatten Place

**FUYUU  
VENTURES  
SDN. BHD.**

**Hatten City  
Phase 2**

- Imperio Mall
- Imperio Residence

**FUYUU  
GROUP  
SDN. BHD.**

**Vedro by the  
River**

**GOLD MART  
SDN. BHD.**

- Harbour City**
- Retail Mall
  - Thematic Suites
  - Resort Suites
  - Theme Park
  - Luxury Hotel

**PROLIFIC  
REVENUE  
SDN. BHD.**

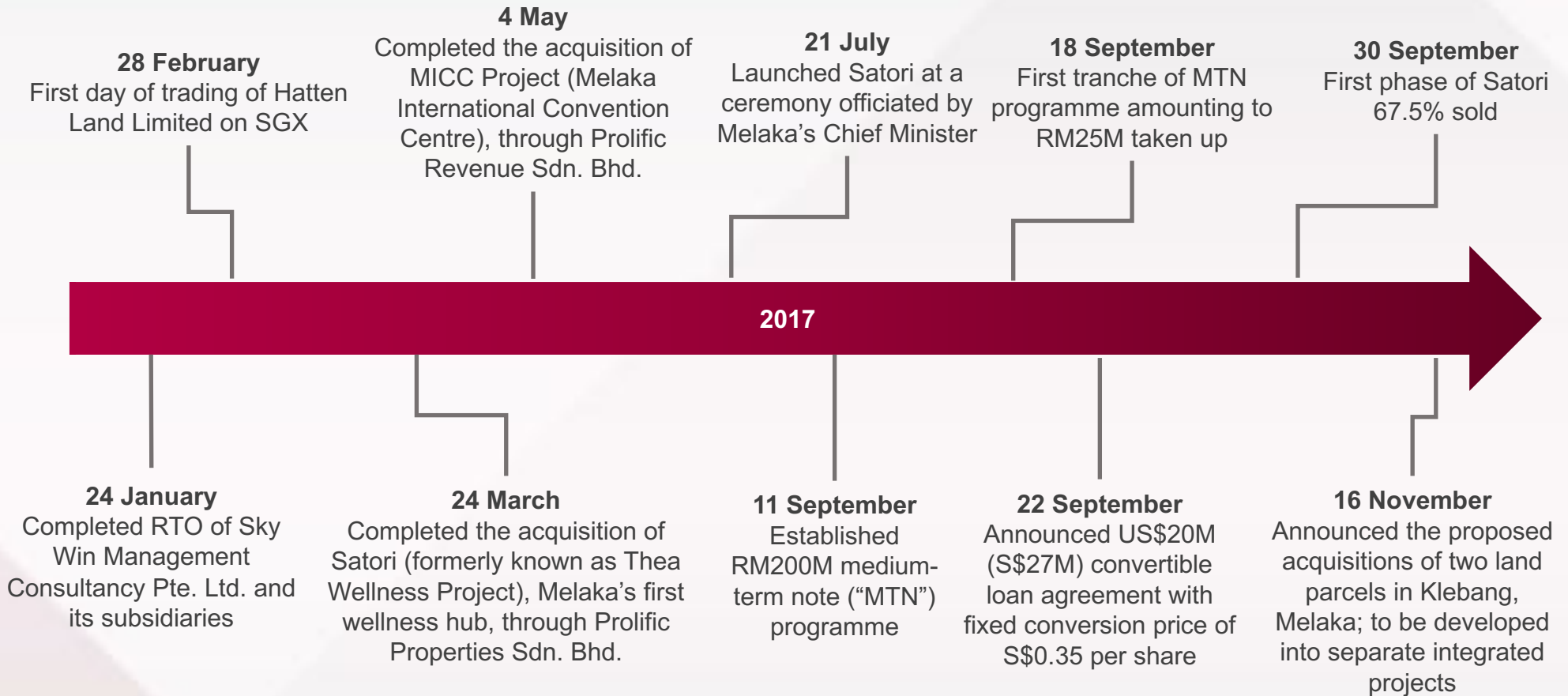
**MICC  
Project**

**PROLIFIC  
PROPERTIES  
SDN. BHD.**

- Satori**
- Satori Suites
  - Satori Serviced Residences
  - Retail Mall



# 2017 Milestones



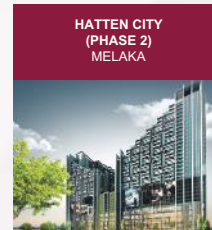
# Our Track Record



Flagship Project.  
Largest mall in Melaka  
(DPMM)



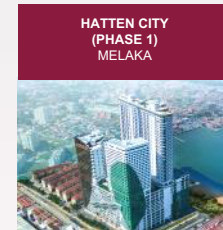
Completion of  
Hatten Square and Hatten Hotel



Hatten City Phase 2  
Sales Launch



Completion of  
Terminal Pahlawan



Completion of  
Hatten City Phase 1



Completion of the  
expansion of DPMM

Hatten City Phase 1  
Sales Launch

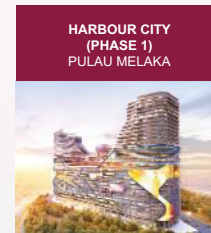
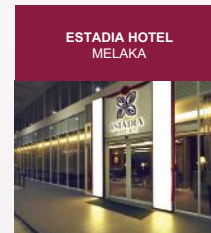
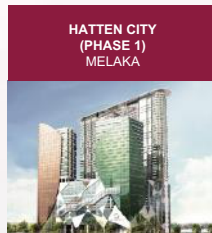
Vedro by the River  
Sales Launch

Completion of  
Estadia Hotel

Harbour City  
Phase 1  
Sales Launch

Harbour City  
Phase 2  
Sales Launch

Satori  
Sales Launch





# Relationship with Hatten Group

- As the property development arm of the Hatten Group conglomerate, Hatten Land can tap into the strengths of the conglomerate and its comprehensive and vertically integrated business.
- Hatten Land delivers products that reflect the Hatten Group conglomerate's high standards of excellence by incorporating various elements of the development process – ranging from design to management to hospitality services – into our planning process.
- Hatten Land has access to 20 extensive land bank and development rights held by the Hatten Group conglomerate for future development under a Right of First Refusal (ROFR) and Call Options.

## Property Development

Hatten Land



## Property Investment

Investment properties including Dataran Pahlawan Melaka Megamall, Terminal Pahlawan, Hatten Square Suites & Shoppes and land banks



## Hospitality

Hotel management services for hotels owned by Hatten Group



## Retail

Fashion and food & beverages outlets such as Teddie Bear Café, Pastry Emporium and sub-franchise of Johnny Rockets



## Education

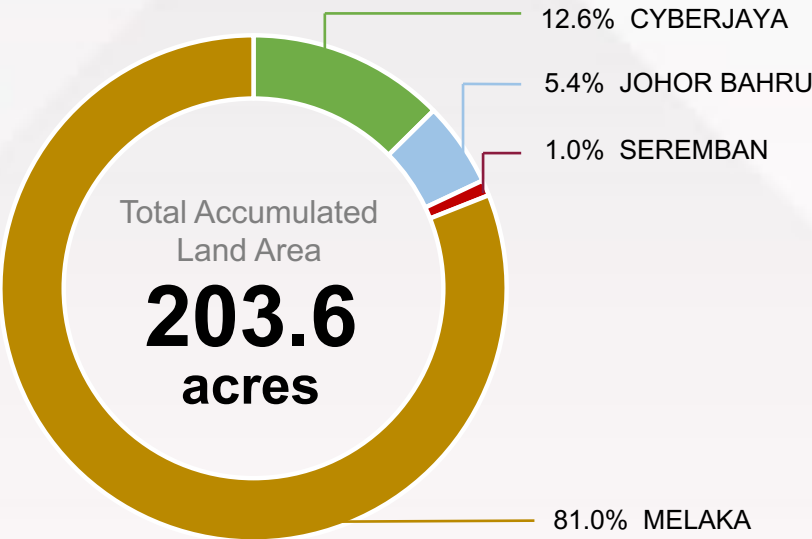
Eton House International, an international pre-school education campus



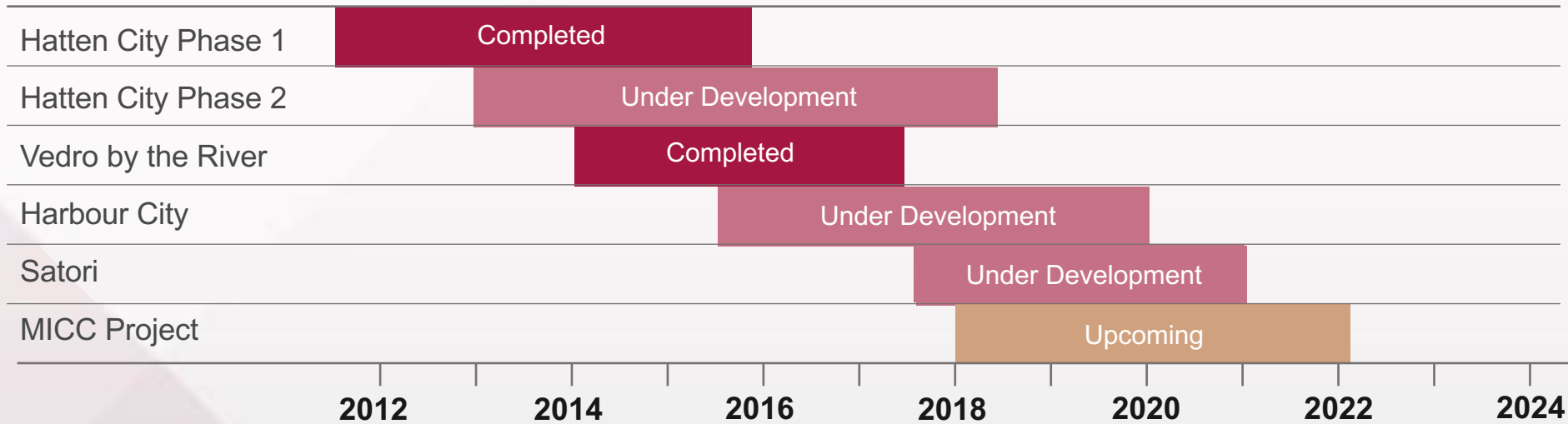
# 20 Land Bank & Development Rights in High Growth Cities



- Through the right of first refusal and call options granted by the Hatten Group conglomerate, Hatten Land is able to periodically review whether such land bank and developments rights would be suitable for property development.



## PROJECTS PIPELINE



# 20 Land Bank & Development Rights in High Growth Cities



- 4.5% GDP growth for 2016  
(Source: Department of Statistics Malaysia)
- Upcoming KL-Singapore High Speed Rail, which has a stop at Ayer Keroh, Melaka
- Weekly scheduled flights to and from Guangdong, China
- Construction of the Melaka Gateway in the Straits of Melaka





## 2. Asset Portfolio





# Portfolio of Projects

Hatten Land's current development portfolio comprises five integrated mixed-use developments and a retail mall with an aggregate gross floor area of approximately 9.6 million square feet.

## Hatten City Phase 1



GFA: 2.6 million sq ft  
GDV: RM2.05 billion<sup>1</sup>

## Hatten City Phase 2



GFA: 1.4 million sq ft  
GDV: RM1.16 billion<sup>1</sup>

## Harbour City



GFA: 3.3 million sq ft  
GDV: RM1.80 billion<sup>1</sup>

## Vedro by the River



GFA: 0.2 million sq ft  
GDV: RM240 million<sup>1</sup>

## Satori



GFA: 0.5 million sq ft  
GDV: RM300 million<sup>1</sup>

## MICC Project



GFA: 1.6 million sq ft  
GDV: RM942 million<sup>1</sup>

### Note:

1. Estimated GDV values.



# Hatten City Phase 1



The mixed development, Hatten City Phase I, integrates four distinct projects: Elements Mall, SilverScape Residences, Hatten Suites and a tower block which will be managed by Hilton Worldwide as part of its DoubleTree brand.

- Location : Jalan Syed Abdul Aziz, Bandar Hilir, Melaka Malaysia, fronting the Melaka Straits
- Land Size : Approximately 6.0 acres
- Estimated GDV : RM2.05 billion
- Developer : Fuyuu Resources Sdn. Bhd.

	Total Units	GFA (sq ft)	Net Saleable Area (sq ft)	Completion Date
<b>Elements Mall</b>	1,530	1,530,238	686,682	November 2015
<b>SilverScape Residences</b>	745	820,188	591,638	March 2016
<b>Hatten Suites</b>	589	240,616	165,132	November 2015
<b>DoubleTree by Hilton</b>	277	283,521	N.A.	March 2016
<b>Total</b>	<b>3,141</b>	<b>2,874,563</b>	<b>1,443,452</b>	

# Hatten City Phase 2



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

- Location : Jalan Syed Abdul Aziz, Bandar Hilir, Melaka, Malaysia, fronting the Melaka Straits
- Land Size : Approximately 4.0 acres
- Estimated GDV : RM1.16 billion
- Developer : Fuyuu Ventures Sdn. Bhd.

	Total Units	GFA (sq ft)	Net Saleable Area (sq ft)	Completion Date
<b>Imperio Mall</b>	786	622,313	285,885	Mid 2018
<b>Imperio Residence</b>	950	797,478	545,478	Mid 2018
<b>Total</b>	<b>1,736</b>	<b>1,419,791</b>	<b>831,363</b>	





# Vedro by the River



Vedro by the River is a retail mall which aims to 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 2.0 acres
- Estimated GDV : RM240 million
- Developer : Fuyuu Group Sdn. Bhd.

	Total Units	GFA (sq ft)	Net Saleable Area (sq ft)	Completion Date
<b>Vedro by the River</b>	<b>736</b>	<b>213,547</b>	<b>95,504</b>	<b>2H 2017</b>



# Harbour City



Harbour City is a mixed development which will consist of Harbour City Mall, a water theme park and three hotel blocks. In incorporating 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 6.0 acres
- Estimated GDV : RM1.80 billion
- Developer : Gold Mart Sdn. Bhd.

	Total Units	GFA (sq ft)	Net Saleable Area (sq ft)	Completion Date
<b>Harbour City Mall</b>	1,831	1,766,847	1,033,914	2H 2019
<b>Harbour City Suites</b>	648	661,498	297,706	2H 2019
<b>Harbour City Resort</b>	637	586,771	407,545	1H 2020
<b>Harbour City Luxury Hotel</b>	325	322,959	233,055	1H 2020
<b>Total</b>	<b>3,441</b>	<b>3,338,075</b>	<b>1,972,220</b>	





# Satori

## SATORI

SANCTUARY IN THE CITY



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

- Location : Melaka Raya, fronting the Melaka Straits
- Land Size : Approximately 2.05 acres
- Estimated GDV : RM300 million
- Developer : Prolific Properties Sdn. Bhd.

	Total Units	GFA (sq ft)	Net Saleable Area (sq ft)	Completion Date
<b>Satori Suites</b>	336	199,524	139,667	1H 2020
<b>Satori Serviced Residences</b>	192	109,163	81,872	1H 2020
<b>Satori (Commercial)</b>	14	216,251	85,520	1H 2020
<b>Total</b>	<b>542</b>	<b>524,938</b>	<b>307,059</b>	





# MICC Project

The MICC 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
- Land Size : Approximately 9.0 acres
- Estimated GDV : RM942 million
- Developer : Prolific Revenue Sdn. Bhd.

# Sales Update

		Net Saleable Area (sq ft)	Total Units	No. of Units Yet to Launch <sup>(1)</sup>	No. of Units Launched <sup>(1)</sup>	Launched Units Sold <sup>(1)</sup>	Launched Units Sold (%) <sup>(1)</sup>	Percentage Completion (%) <sup>(1)</sup>
<b>Hatten City Phase 1</b>	Elements Mall	686,682	1,530	583 <sup>(2)</sup>	947	864	91	100
	SilverScape Residences	591,638	745	-	745	656	88	100
	Hatten Suites	165,132	589	-	589	568	96	100
<b>Hatten City Phase 2</b>	Imperio Mall	285,885	786	59 <sup>(2)</sup>	727	629	87	90
	Imperio Residence	545,478	950	-	950	607	64	90
<b>Vedro by the River</b>	Vedro by the River	95,504	736	-	736	538	73	100
<b>Harbour City</b>	Harbour City Mall	1,033,914	1,831	727	1,104	853	77	18
	Harbour City Suites	297,706	648	-	648	640	99	18
	Harbour City Resort	407,545	637	-	637	444	70	18
	Harbour City Luxury Hotel	233,055	325	325	N.A. <sup>(3)</sup>	N.A. <sup>(3)</sup>	N.A. <sup>(3)</sup>	18
<b>Satori</b>	Satori Suites	139,667	336	182	154	104	67.5	TBA <sup>(4)</sup>
	Satori Serviced Residences	81,872	192	192	N.A. <sup>(3)</sup>	N.A. <sup>(3)</sup>	N.A. <sup>(3)</sup>	TBA <sup>(4)</sup>
	Satori (Commercial)	85,520	14	14	N.A. <sup>(3)</sup>	N.A. <sup>(3)</sup>	N.A. <sup>(3)</sup>	TBA <sup>(4)</sup>
<b>Total</b>		<b>4,649,598</b>	<b>9,319</b>	<b>2,082</b>				

Notes:

(1) As at 30 September 2017

(2) Units are reserved units and held for investment units as at 30 September 2017

(3) Harbour City Luxury Hotel, Satori Serviced Residences and Satori (Commercial) have not been launched

(4) As at 30 September 2017, the construction works for Satori Suites, Satori Serviced Residences and Satori (Commercial) have not commenced

# Upcoming Projects

- Hatten Land has entered into sale and purchase agreements in relation to the proposed acquisition of the following assets:

Project	Land Area
<b>Rico Development</b>	6.1 acres
<b>Rico Ventures</b>	6.7 acres

- Hatten Land has entered into a non-binding memorandum of understanding in relation to the proposed acquisition of the following assets:

Project	Plot Ratio	Land Area	Estimated GDV
<b>Cyberjaya Project</b>	5.2 <sup>1</sup>	25.55 acres	RM3.0 billion
<b>Movie-Town Project</b>	6.0 <sup>1</sup>	8.86 acres	RM1.2 billion
<b>Plot K to E Project</b>	6.0 <sup>1</sup>	66.0 acres	RM15.0 billion

**Note:**

1. Hatten Group's estimation taking into account similar developments in surrounding area, subject to development order approval.



# Rico Development



Strategically located along upcoming new towns in Melaka, the Rico Development land parcel is slated to be developed into an integrated mixed-use development.

- Location : Pekan Klebang Sek. III, Daerah Melaka Tengah, Melaka
- Land Size : Approximately 6.1 acres
- Developer : Rico Development Sdn. Bhd.





# Rico Ventures

Strategically located along upcoming new towns in Melaka, the Rico Ventures land parcel is slated to be developed into an integrated mixed-use development.

- Location : Pekan Klebang Sek. IV, Daerah Melaka Tengah, Melaka
- Land Size : Approximately 6.7 acres
- Developer : Rico Ventures Sdn. Bhd.



# Cyberjaya Project



- 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
- A 25.55 acres plot of freehold land located at Cyberjaya (known as H.S.(D) 36153, PT No. 50494 and H.S.(D) 36152, PT No. 50493 Mukim Dengkil, Daerah Sepang), Negeri Selangor
- Gross development value is currently estimated to be RM3.0 billion

# Movie-Town Project



- The Movie-Town Project is slated to be developed into an integrated mixed development comprising a mix of retail, residential and hospitality units
- 8.86 acres of leasehold land located in Melaka (known as No. PN 54197, No. Lot 12057 and No. HS (D) 80587, No. PT 976), Kawasan Bandar XL, Daerah Melaka Tengah

# Plot K to E Project



- The Plot K to E Project is 66.0 acres of leasehold land (Plot E, F, G, H, I, J & K) located at Kawasan Bandar XL, Daerah Melaka Tengah, Melaka

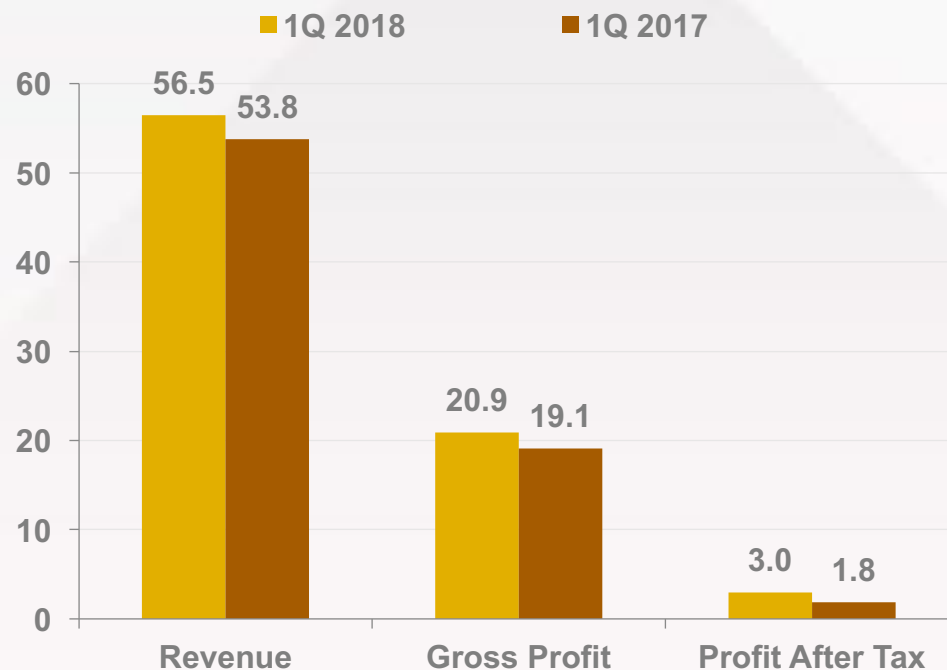


### 3. 1Q 2018 Performance



# 1Q 2018 Financial Highlights

RM 'million	1Q 2018	1Q 2017	Change
<b>Revenue</b>	56.5	53.8	5.0
<b>Gross Profit</b>	20.9	19.1	9.3
<b>Gross Profit Margin</b>	37.0%	35.5%	1.5 ppt
<b>Profit After Tax</b>	3.0	1.8	63.2
<b>Earnings Per Share (sen)</b>	0.22	0.15	46.7%



- 1Q 2018 revenue increased 5.0% to RM56.5 million on progress of construction for Harbour City.
- Gross profit growth of 9.3% to RM20.9 million in 1Q 2018 outpaced revenue growth.
- 63.2% increase in 1Q 2018 profit after tax to RM3.0 million reaffirms the Group's commitment to enhance shareholder value.
- Strong sales from first phase of Satori lifted unrecognised revenue to RM760 million as at 30 September 2017.



# Financial Position

RM 'million	30 Sep 2017	30 Jun 2017	Change
<b>Cash &amp; Cash Equivalents</b>	62.2	83.6	-25.6
<b>Current Assets</b>	1,147.3	1,136.4	1.0%
<b>Non-Current Assets</b>	164.3	156.0	5.4%
<b>Current Liabilities</b>	601.6	579.5	3.8%
<b>Non-Current Liabilities</b>	480.0	485.5	-1.1%
<b>Net Assets</b>	230.0	227.4	1.1%
<b>Net Gearing Ratio<sup>1</sup> (times)</b>	1.25	1.20	4.2%

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



## 4. Outlook



- Major infrastructure works in Melaka will support tourism and investment in the area which should bolster the value of the Hatten Land's properties and underpin demand for its projects.
- The Right of First Refusal and Call Options place Hatten Land in a near-unrivalled position with priority access to many plots of prime land.
- In FY2018, Hatten Land intends to launch Harbour City Luxury Hotel, the last phase of the Harbour City development.
- As at 30 September 2017, Hatten Land has unrecognised revenue of approximately RM760 million.

**Thank You**

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