



HATTEN LAND LIMITED
(formerly known as VGO Corporation Limited)
(Company Registration No.: 199301388D)
(Incorporated in the Republic of Singapore)

Press Release
For Immediate Release

SGX-listed Hatten Land Unveils Mall Management Arm; to Complement Core Property Development Business and Drive Recurring Revenue Stream

- **Appoints industry veteran Ms. Pow Lay Kuan as CEO of new unit, Hatten Commercial Management**
- **The new unit will undertake mall management of all the Group's malls, with a combined 4,900 commercial retail units, starting with Elements Mall**

SINGAPORE / MELAKA, MALAYSIA, 3 May 2018 – Hatten Land Limited (惠勝置地有限公司) ("Hatten Land" or the "Group") announced today a new mall management arm – as part of its strategy to complement its core property development business and drive recurring revenue – which will undertake the management of commercial retail units within the shopping malls developed by the Group.

The Singapore Exchange Catalist-listed award-winning developer currently has two completed malls, Elements Mall @ Hatten City Phase 1 and Vedro by the River. It also has three malls pending completion, which will bring the total number of commercial retail units to 4,900 with a combined gross floor area of 4,349,196 square feet.

The new unit, Hatten Commercial Management Sdn Bhd ("Hatten Commercial Management") will provide leasing and retail management starting with Elements Mall, Melaka's largest shopping centre nestled along the Melaka Straits waterfront. Completed in November 2015, Elements Mall comprises 1,530 units with a net saleable area of 686,682 square feet.

Apart from enhancing the proposition to owners of commercial retail units, the mall management arm provides an alternative revenue stream to the Group with revenue contribution from its maiden project expected to commence from first half of the financial year ending 30 June 2019.

Hatten Commercial Management will be headed by Chief Executive Officer Ms. Pow Lay Kuan, an industry veteran with over 20 years' experience in retail. Prior to joining the Group, Ms. Pow was the CEO of APM Property Management Pte Ltd, which managed properties such as Suntec City Mall, Park Mall and Capital Square. Ms. Pow has also provided management services to major developers in Malaysia such as the Pavillion Group.

Dato' Colin Tan, Executive Chairman and Managing Director of Hatten Land, said: "Our expansion into property management dovetails our core business in property development



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and allows us to build a new revenue stream without incurring substantial capital expenditure. This initiative will allow us to improve experiences of patrons across our malls while enhancing value for shareholders.”

Ms. Pow Lay Kuan said: “The rapid growth of e-commerce has redefined the retail scene on a global scale placing fresh demands on retailers. We intend to introduce innovative technologies and concepts across the Group’s malls to revitalise the shopping experience and draw new crowds to our developments.”

Dato’ Colin Tan added: “Ms. Pow brings with her a wealth of experience in retail management having been involved in numerous iconic projects across Asia Pacific. I am confident she will be an invaluable asset to the Group.”

Hatten Commercial Management was incorporated on 29 April 2018 as a wholly-owned indirect subsidiary of the Group. It will offer mall conceptualisation and market positioning, mall advertising and marketing, re-orientation and leasing strategies for malls as well as channel management and retailing.

****End of Release ****

Issued on behalf of Hatten Land Limited by WeR1 Consultants Pte Ltd:

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About Hatten Land Limited

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 conglomerate Hatten Group, which is a leading brand in Malaysia with core businesses in property development, property investment, hospitality, retail and education.

Hatten Land’s current development portfolio comprises five integrated mixed-use development projects and one retail mall in Melaka, Malaysia. They are:

1. Hatten City Phase 1 (incorporating Elements Mall, SilverScape Residences, Hatten Place, and a tower block that has been taken up by DoubleTree by Hilton);
2. Hatten City Phase 2 (incorporating Imperio Mall and Imperio Residence);
3. Harbour City (incorporating a mall, a theme park and three hotels);
4. Satori (incorporating a retail mall, hotel and serviced residences);
5. Vedro by the River (a retail mall); and
6. The MICC Project (incorporating a shopping mall, cineplex, convention hall, an auditorium, meeting rooms, a hotel and a serviced apartment block).



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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.

For more information, visit: www.hattenland.com.sg

*Hatten Land Limited (the "**Company**") was listed on Catalist 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**").*

This press release has been prepared by the Company and its contents have been reviewed by the Sponsor for compliance with the SGX-ST Listing Manual Section B: Rules of Catalist. The Sponsor has not verified the contents of this press release.

This press release has not been examined or approved by the SGX-ST. The Sponsor and the SGX-ST assume no responsibility for the contents of this press release, including the accuracy, completeness or correctness of any of the information, statements or opinions made or reports contained in this press release.

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