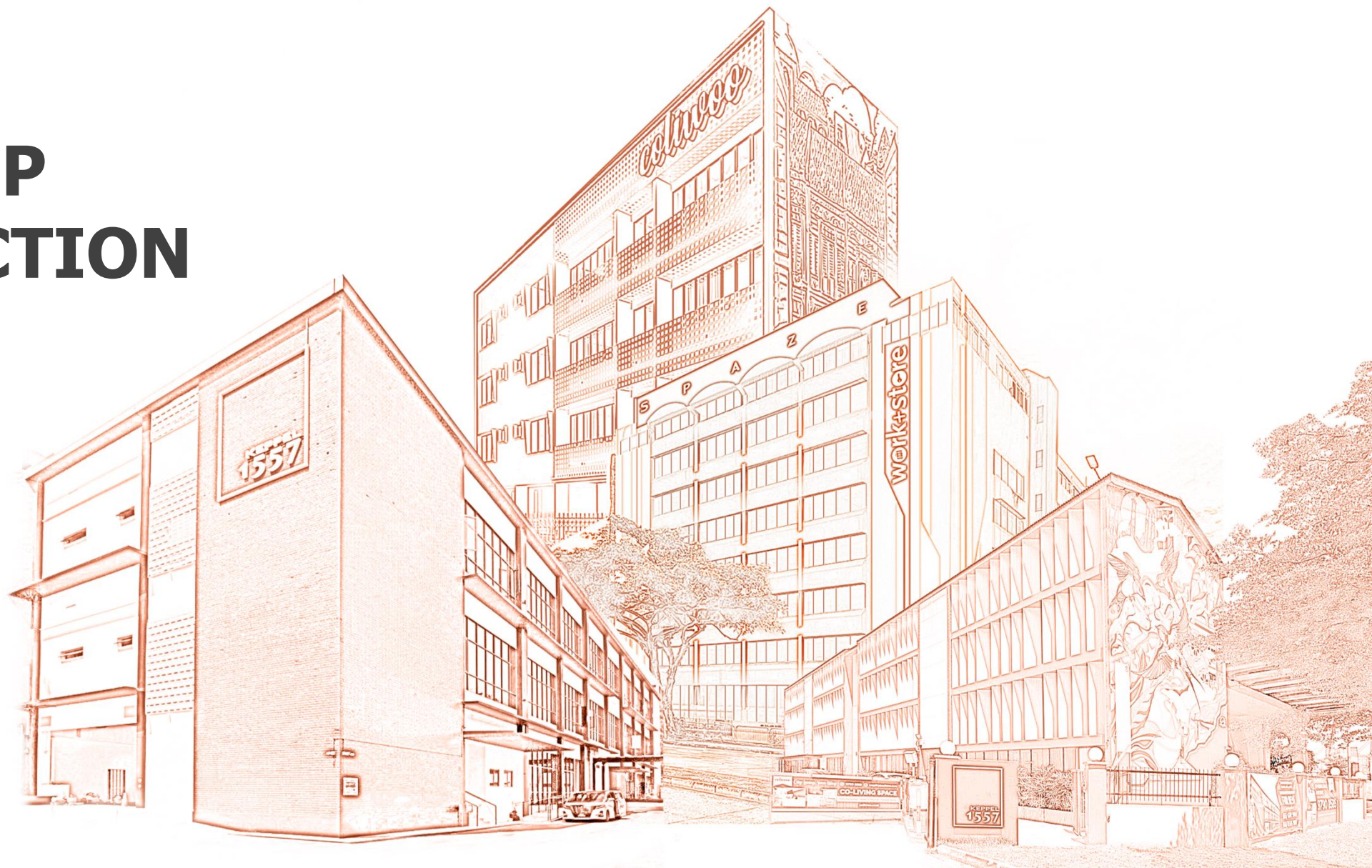


**LHN
GROUP**
SPACE OPTIMISED

LHN GROUP INTRODUCTION



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SPACE OPTIMISATION



FACILITIES MANAGEMENT



LOGISTICS SERVICES

LHN GROUP INTRODUCTION

CONTENT

- 1 About Us
- 2 Our Businesses
- 3 Financial Performance
- 4 Q&A



ABOUT US

WE CREATE PRODUCTIVE ENVIRONMENTS

With an illustrious history dating back to 1991, LHN Limited is a real estate management services group that provides integrated real estate management offerings and services across ASEAN and China.

Our three business segments are Space Optimisation Business, Logistics Services Business and Facilities Management Business, contributing 34.8%, 22.9% and 42.3% respectively of our revenue for 1H2022.

LHN GROUP
SPACE OPTIMISED



OUR BUSINESSES

 **SPACE OPTIMISATION**

 **LOGISTICS SERVICES**

 **FACILITIES MANAGEMENT**









What We Do

Redesign unused, old and under-utilised spaces to maximise their leasable area and create productive environments for our space users.

Provide comprehensive logistics management services from transportation to container depot management to meet the needs of our clients.

Provide a full spectrum of integrated facilities management services, workers' dormitory management services, car park management services and renewable energy services to our clients.

Subsidiaries

COMMERCIAL SPACE		TRANSPORTATION		CLEANING & RELATED SERVICES	
INDUSTRIAL SPACE		CONTAINER DEPOT MANAGEMENT		CAR PARK MANAGEMENT	
RESIDENTIAL SPACE				RENEWABLE ENERGY	

Countries where we operate



SPACE OPTIMISATION

10 Owned Properties

8 Joint Venture Properties

26 Master Leased Properties

COMMERCIAL



INDUSTRIAL



RESIDENTIAL



- Manage a diversified portfolio of commercial spaces consisting of offices, serviced offices, sports & recreation centres, lifestyle hubs and food & beverages establishments

- 8** properties in Singapore
- 1** property in Indonesia



- 3** offices worldwide
- 18.1%** of revenue

- Manage B1 and B2 business spaces, including self storage spaces, supporting companies engaging in light to medium industrial and e-commerce activities

- 19** properties in Singapore

work+store

- 8** Self Storage facilities in Singapore with close to 1,500 storage units
- 46.0%** of revenue

- Manage white collar & student hostels, hotels, serviced apartments and co-living

colivoo

- 14** locations in Singapore with close to 1,600 keys

85 SOHO

- 4** locations in Myanmar, Cambodia and China with close to 400 keys

- 35.9%** of revenue



INDUSTRIAL SPACE CONCEPT

work+store

- Suit the needs of e-commerce businesses that require smaller functional storage spaces with fully integrated self-storage capacity
- Flexible unit sizes and lease period

Occupancy **97.9%**

*As of 31.03.22, excluding JV properties

8 Locations in Singapore

~650 Basic Storage

~750 Business Storage

~60 Locker Storage

OUR SERVICES



Basic Storage



Business Storage



Valet Storage



Warehouse Management

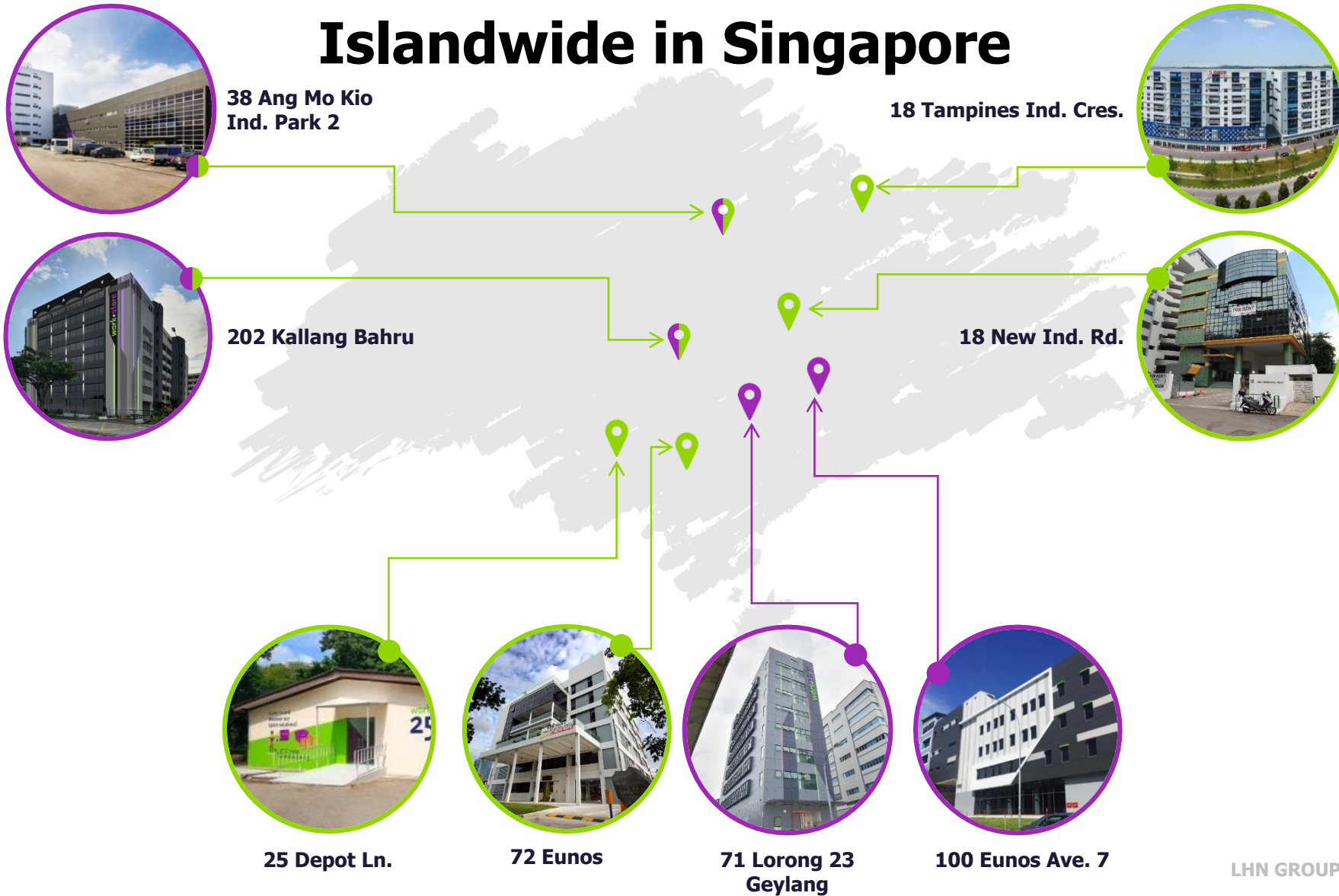


Our Growth Strategies:

- Target to open three more Work+Store facilities within next three years.

CURRENT PROJECTS

Our 8 Work+Store Facilities Islandwide in Singapore



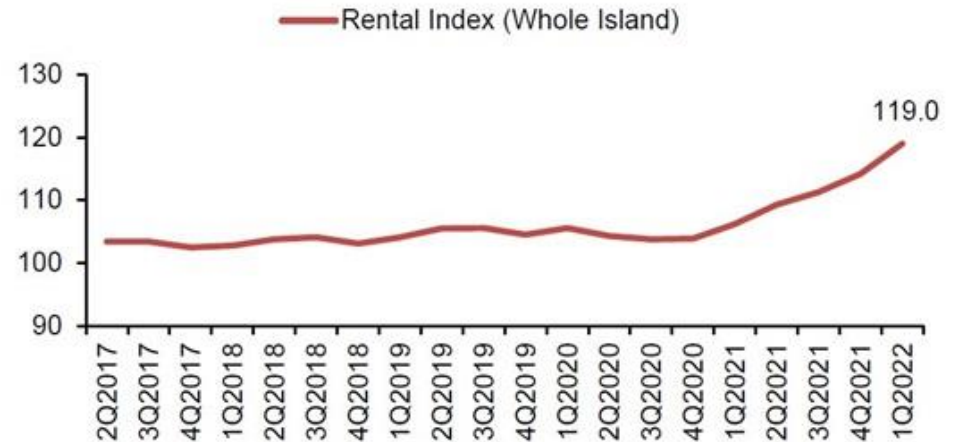
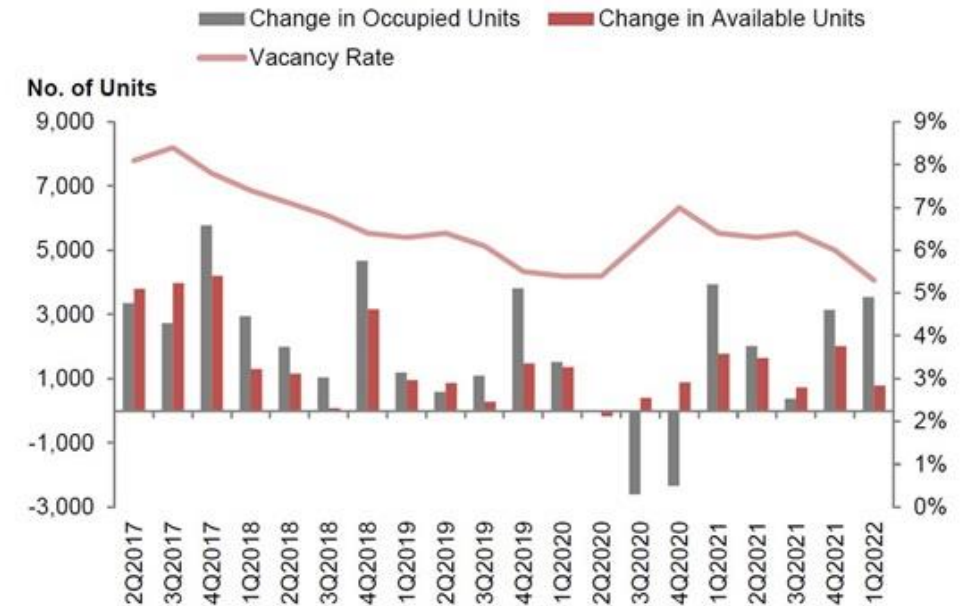
-  *Owned Property*
-  *Joint Venture*
-  *Leased Property*

A market poised for huge growth

Housing values have risen to a point in comparison with average earnings that has made buying increasingly unaffordable for many, especially young people, who wish to live in cities, close to their jobs and amenities. As such, investors, developers and operators are all looking to diversify away from more 'traditional' real estate asset classes, into the 'Living' sectors.

- The private residential leasing market increased by 4.2% in Q1 2022 – the highest quarter-on-quarter rental growth since Q2 2010 when rent rose by 5.9%, marking a sixth consecutive increase in rents.*
- Vacancy rates continued to tighten from 6.0% in Q4 2021 to 5.3% in Q1 2022, reaching a 9-year low.*

*According to "1st Quarter 2022 real estate statistics" released by The Urban Redevelopment Authority (URA) .
<https://www.ura.gov.sg/Corporate/Media-Room/Media-Releases/pr22-18> and
<https://www.cushmanwakefield.com/en/singapore/news/2022/04/comments-on-q1-2022-ura-real-estate-statistics>



- Construction delays caused by the pandemic and supply chain disruptions would continue to increase demand for interim housing arrangements from many families.
- Gradual return of foreign expats is expected to underpin rental growth amidst further reopening of economic activities in Singapore.

CO-LIVING AND SERVICED RESIDENCES

Urbanized living space concepts in strategic and tranquil locations that cater to the emerging needs of savvy locals, expats and young professionals, integrating aspects of work, life and play.

Table - No. of Keys by Projects



	Coliving – Singapore Projects		85 SOHO – Overseas Projects		Total
	Master Lease	Owned / Joint Venture	Master Lease	Owned / Joint Venture	
FY2022	811	204	117	108	1,240
FY2023*	1,327	262	275	108	1,972

* Include properties that are in FY2023 pipelines based on current projects secured.

Our Growth Strategies:

- To expand our current properties portfolio in Singapore through master leases and acquisition.
- Target to add at least 1,000 rooms every year for 3 years.

Our 14 Locations Islandwide in Singapore

 Self-operated under Coliwoo
 Sub-lease to operator



1

31 Boon Lay Dr.



2

1A Lutheran Rd.



3

471 Balestier Rd.
(Upcoming, estimated 2HFY22)



4

320 Balestier Rd.



5

Lavender Collection
(Upcoming, estimated 1HFY23)



14

150 Cantonment Rd.

1



13

10 Raeburn Park.



6

115 Geylang Rd.
(Upcoming, estimated 2HFY22)



7

40-42 Amber Rd.



12

1557 Keppel Rd.



11

75 Beach Rd.
(Upcoming, estimated 2HFY22)



10

298 River Valley Rd.
(Upcoming, estimated 1HFY23)



9

450 & 452 Serangoon Rd.
(Upcoming, estimated 1HFY23)



8

2 Mount Elizabeth
(Upcoming, estimated 1HFY23)



RESIDENTIAL SPACE CONCEPT

West	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22
Occupancy Rate (%)	99	99	100	99	98	99
No. of keys	555	555	555	555	555	555
Average room rate (S\$)	1,522	1,563	1,548	1,604	1,607	1,644
Revpar (S\$)	1,503	1,554	1,543	1,587	1,577	1,630

Central	Oct 21	Nov 21	* Dec 21	Jan 22	Feb 22	Mar 22
Occupancy Rate (%)	98	99	47	55	57	63
No. of keys	47	47	101	101	101	101
Average room rate (S\$)	2,417	2,475	2,600	2,562	2,525	2,700
Revpar (S\$)	2,376	2,461	1,228	1,408	1,433	1,711

East	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22
Occupancy Rate (%)	-	-	-	-	1	11
No. of keys	-	-	-	-	60	60
Average room rate (S\$)	-	-	-	-	3,385	3,214
Revpar (S\$)	-	-	-	-	26	356

* Addition of a new property as renovation had been completed.

UPCOMING PROJECTS



471 Balestier Road

115 Geylang Road

75 Beach Road

450 & 452 Serangoon Road

2 Mount Elizabeth

298 River Valley

Lavender Collection

Type

Joint Venture

Owned property

Owned property

Joint Venture

Master Lease

Owned property

Master Lease

GFA

Approx.
10,365 sqft

Approx.
9,689 sqft

Approx.
7,157 sqft

Approx.
11,894 sqft

Approx.
93,973sqft

Approx.
6,173 sqft

Approx.
53,672 sqft

No. of Keys

Estimated 90 keys in 2HFY22

Estimated 574 Keys in FY23

LOGISTICS SERVICES

The logistics management business unit includes transportation in Singapore and Malaysia and container depot services in Singapore and Thailand. On 29 April 2022, the Group has successfully spin-off its Logistics Services Business with LHN Logistics Limited shares (SGX stock Code: GIH) being listed and commenced trading on the Catalist Board of the SGX-ST on the same day.

LHN GROUP LOGISTICS TRANSPORTATION

- We offer a wide range of services, from bulk transportation of chemicals in ISO Tanks, containers and Flexitanks, oversized project cargo transportation to transit yard provision.



Singapore



Malaysia

70+ Prime Movers

350+ Trailers

Our Growth Strategies:

- To setup an ISO tank depot and self-use logistics vehicle parking yard to expand the range of chemical logistics services to our customers.



HLA

CONTAINER DEPOT SERVICES

- Our Container Depot Services Division provides a wide range of container depot services for major shipping lines and container leasing companies. We provide our customers fast turnaround for their containers with the support of our experienced workforce and advanced automated technologies.

8,200

TEUs
in Singapore

19,000

TEUs
in Thailand

3,750

TEUs
in Myanmar
(upcoming)

FACILITIES MANAGEMENT

Consisting of full spectrum of integrated facilities management services, workers' dormitory management services, car park management and renewable energy, our suite of facility management offerings greatly complement one another, and in turn, strengthens the space optimisation unit, which gives it an edge over the market.



CLEANING AND RELATED SERVICES

- One-stop Facilities Management (FM) Services for properties we manage or for external clients and include workers' dormitory management services. With years of experience and expertise, our team of specialised FM personnel ensures properties are always in a good condition to provide productive and healthy environments for our space users to work and live in.

60
Customers

39
External Customers

21
Within the Group



CARPARK MANAGEMENT

- With the intelligent use of cutting edge technology and fully equipped Operations Team, LHN Parking provides the most efficient and reliable parking management service to all our clients.

Managed
74 Carparks
72 (SG) | 2 (HK)

With over
20,000
Carpark lots

FACILITIES MANAGEMENT

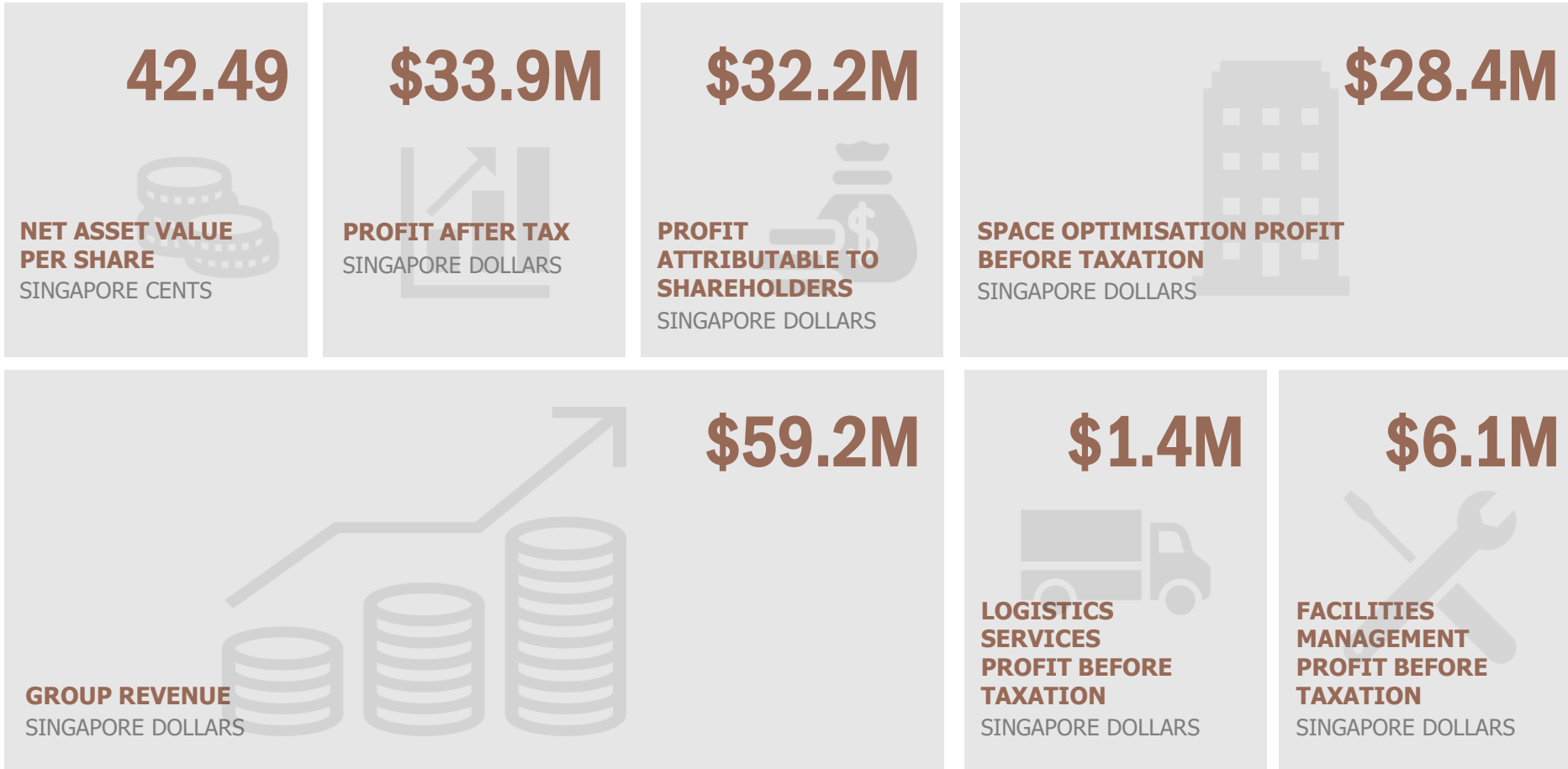
A low carbon future is imminent. Our adaption strategies include continually expanding our renewable energy generation capacity through solar panels installation on suitable rooftop spaces atop our buildings, as well as installation of electric vehicle (EV) charging stations.



- Further advance our transition to a lower carbon future by having more solar panels installed at our sites. We currently have a portfolio of nine solar projects in Singapore
- Commencement of our first Power Purchase Agreement, delivering up to 240MWh of electricity
- Operating 12 EV chargers across 8 locations, delivering approx. 2MWh of electricity to its users per month



1H2022 FINANCIAL RESULTS



1H2022 FINANCIAL RESULTS

Segmental Revenue Breakdown

	1H2022 S\$'000	1H2021 S\$'000	VARIANCE	
			S\$'000	%
- INDUSTRIAL	9,454	8,760	694	7.9
- COMMERCIAL	3,735	4,075	(340)	(8.3)
- RESIDENTIAL	7,381	6,518	863	13.2
SPACE OPTIMISATION BUSINESS	20,570	19,353	1,217	6.3
FACILITIES MANAGEMENT BUSINESS	25,044	31,622	(6,578)	(20.8)
LOGISTICS SERVICES BUSINESS	13,567	13,503	64	0.5
TOTAL	59,181	64,478	(5,297)	(8.2)

1H2022 FINANCIAL RESULTS

Segmental Profit before Taxation Breakdown

	1H2022 S\$'000	1H2021 S\$'000	VARIANCE	
			S\$'000	%
- INDUSTRIAL	2,407	5,334	(2,927)	(54.9)
- COMMERCIAL	4,222	(1,035)	5,257	NM
- RESIDENTIAL	21,777	(1,847)	23,624	NM
SPACE OPTIMISATION BUSINESS	28,406	2,452	25,954	>100.0
FACILITIES MANAGEMENT BUSINESS	6,109	11,719	(5,610)	(47.9)
LOGISTICS SERVICES BUSINESS	1,438	2,035	(597)	(29.3)
CORPORATE	(58)	2,070	(2,128)	NM
TOTAL	35,895	18,276	17,619	96.4

NM – not meaningful

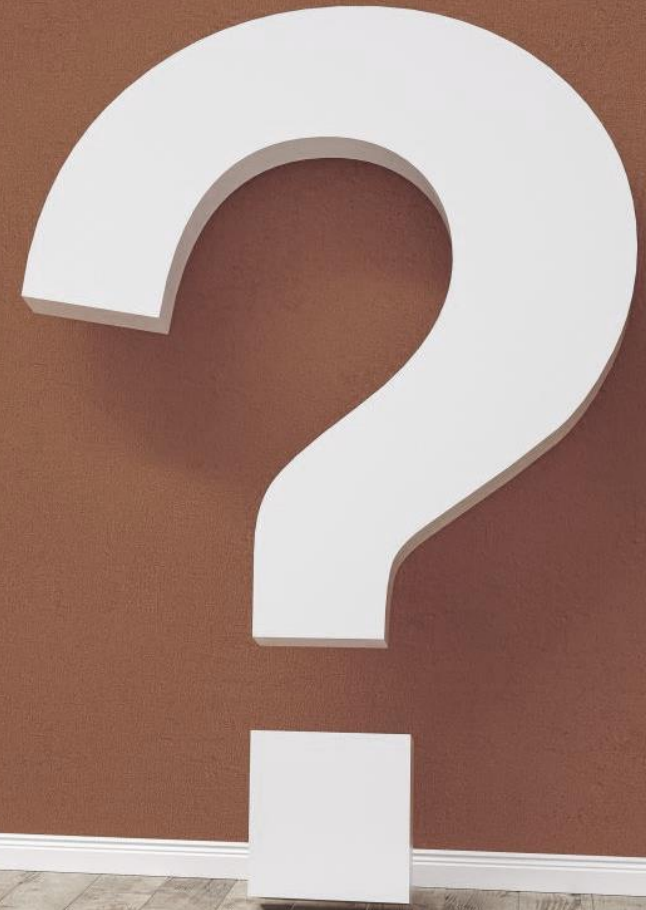
FINANCIAL PERFORMANCE

KEY FINANCIAL INDICATORS

	1H2022	1H2021
<u>DIVIDENDS</u>		
DIVIDEND PER SHARE (S'PORE CENTS)	Interim - 0.60 Special - 0.15* Total - 0.75	Interim - 0.75
DIVIDEND YIELD	2.2%	2.1%
EARNINGS PER SHARE (S'PORE CENTS)	7.87	3.68
	AS AT 31 MAR'22	AS AT 30 SEP'21
NET ASSET VALUE PER SHARE (S'PORE CENTS)	42.49	35.63

** Subject to shareholders' approval at the extraordinary general meeting of the Company to be convened in due course pursuant to the successful listing of LHN Logistics Limited.*

Q&A



**LHN
GROUP**
SPACE OPTIMISED

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lhngroup.com

THANK YOU