

BLUEPRINT FOR SUSTAINABLE GROWTH



THAKRAL
CORPORATION LTD

1H2024 RESULTS UPDATE

7 August 2024

DISCLAIMER

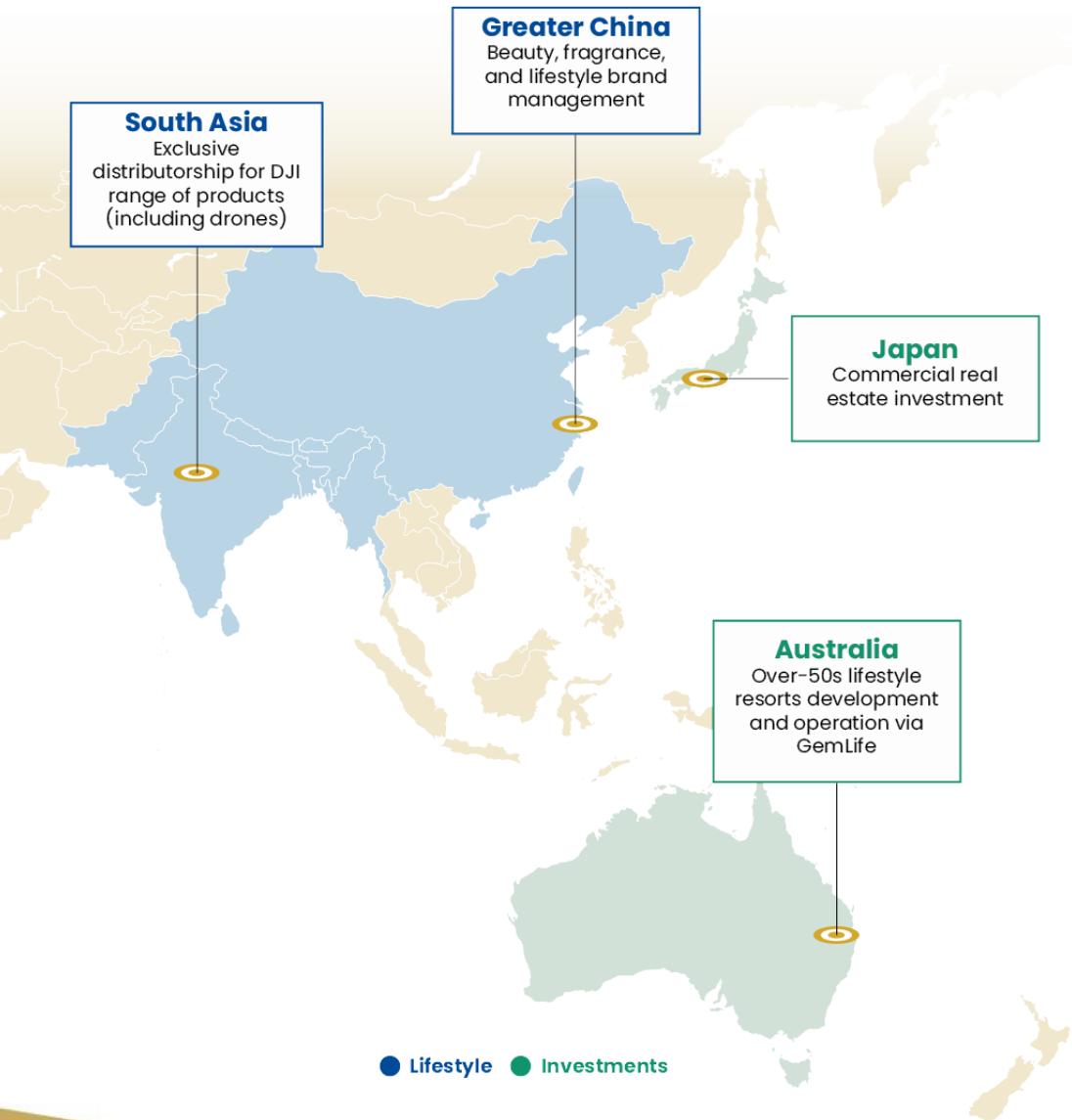
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THAKRAL AT A GLANCE



SGX-listed since 1995

S\$0.615
Share Price*

S\$78.6m
Market Cap*

Attractive Valuation

6.6%
Dividend Yield[^]

S\$1.19
NAV/Share[#]

Dual Growth Drivers

Over-50s Lifestyle Resorts in Australia

where demand growth outpaces supply

Strategic expansion in **beauty, fragrance** and **drone** businesses

*as of 7 August 2024

[^]Based on annualised dividend per share of 4.0 cents (1H2024 DPS x 2) and share price as of 30 June 2024

[#]as of 30 June 2024

1H2024 SNAPSHOT

Revenue

S\$128.4m

+23.2% YoY

Share of profit
from associates /
joint ventures

S\$8.5m

-15.5% YoY

Profit before tax

S\$15.0m

-2.0% YoY

Profit attributable
to equity holders

S\$10.8m

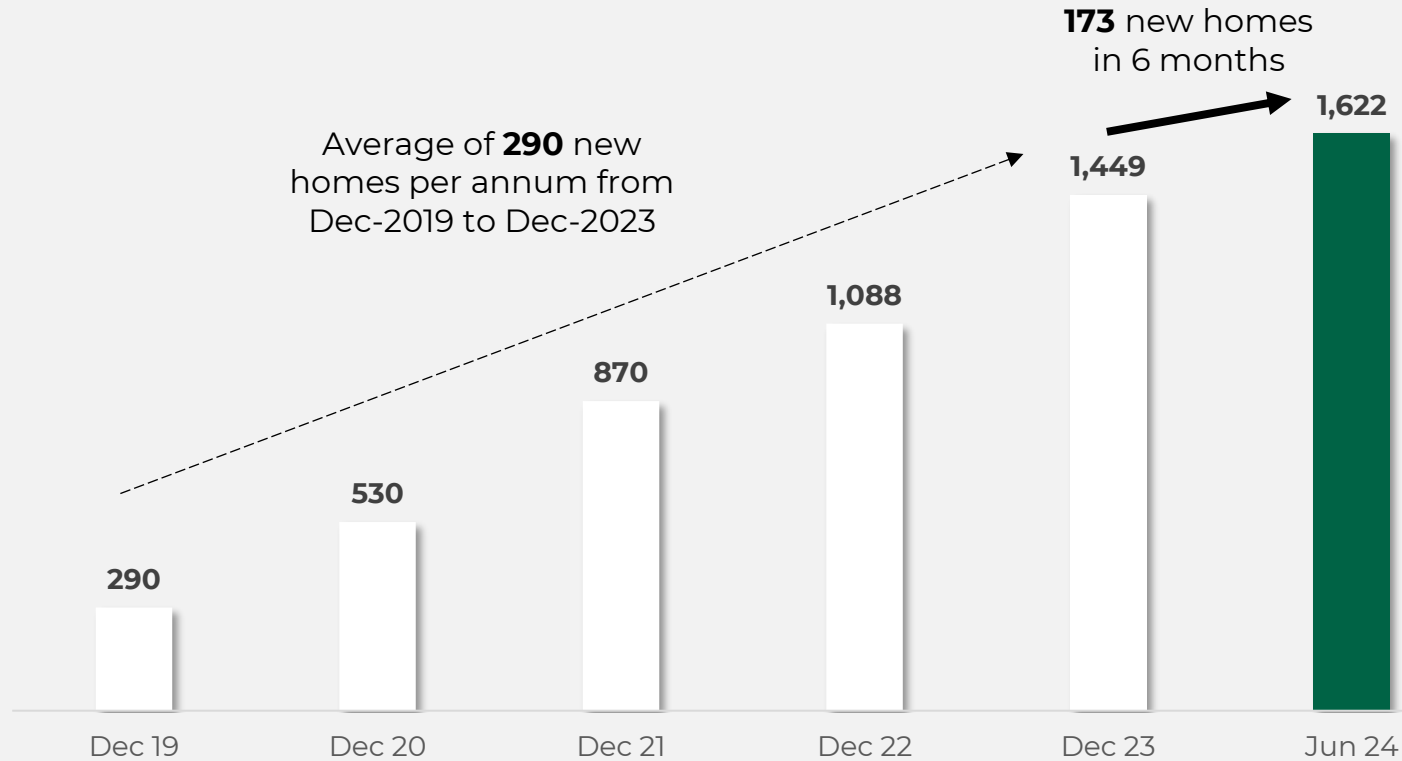
+45.1% YoY

INVESTMENT: GEMLIFE UPDATES

DELIVERED 173 HOMES FOR 1H2024; OCCUPIED HOMES 33% HIGHER THAN JUN-23



Growing number of occupied homes leading to higher recurring weekly site fees



Target of
6,500

homes within the decade based on current project pipeline



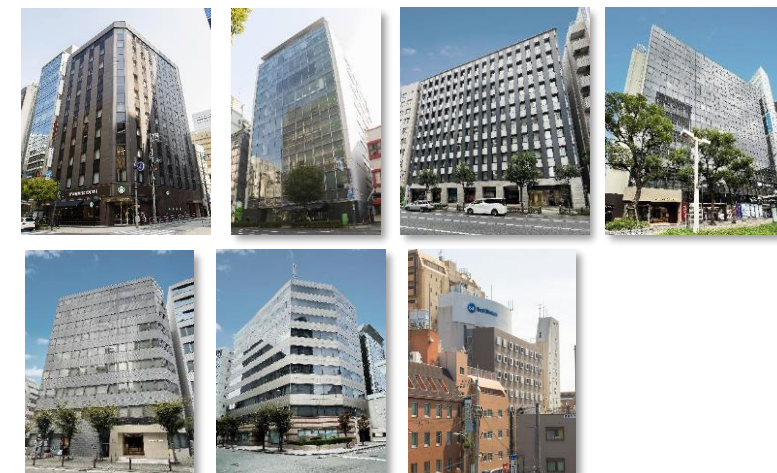
Supported by strong demand based on **ageing population trend and government incentives**

INVESTMENT: JAPAN UPDATES

VALUATION UPLIFT FOR UMEDA PACIFIC BUILDING

**Full Occupancy in 5 out of 6 office buildings
in Japan with average occupancy of ~98%**

Property	Type	Effective Ownership	Occupancy
Yotsubashi East Building	Office	50%	100%
Yotsubashi Nakano Building	Office	50%	100%
Yotsubashi Grand Building	Office	55%	100%
Umeda Pacific Building	Office	56%	90%
Itachibori Square	Office	55%	100%
Utsubo East Building	Office	55%	100%
Best Western Osaka Tsukamoto	Hotel	50%	NA



Valuation uplift due to increased occupancy – increased from 86% in Dec 23 to 90% in Jun 24

Sale of 3 properties on hold in view of weakened Japanese Yen

LIFESTYLE: DJI UPDATES

EXPANDED PRODUCT RANGE AND WIDER ADOPTION IN SOUTH ASIA



Expanded range of offerings and newly awarded distributorship rights for certain products



DJI Dock 2

Remotely conduct autonomous aerial missions in diverse environments and weather conditions through cloud-based operations



DJI Flycart 30

Cargo drone



Consumer



Agriculture



Enterprise

New Segments



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FINANCIAL RESULTS

INCOME STATEMENT HIGHLIGHTS

Guide to Thakral's I/S

	1H2024 (S\$'000)	1H2023 (S\$'000)	YoY Change
Revenue	128,392	104,196	23.2%
Gross profit	22,492	23,165	(2.9%)
Gross margin	17.5%	22.2%	(4.7 pts)
Profit from operations	6,692	6,597	1.4%
Operating margin	5.2%	6.3%	(1.1 pts)
Share of profit of associates/joint ventures	8,495	10,052	(15.5%)
Profit attributable to equity holders	10,801	7,443	45.1%
Net margin	8.4%	7.1%	1.3 pts
EPS (Diluted)	8.45 cents	5.82 cents	45.2%

Lifestyle Business
(~97%)

Group Level

Investment Business
(100%)

Group Level

Key Drivers

Stronger consumer demand and increased line-up of beauty, fragrance and lifestyle products

Compression due to volume sales and margin normalisation for Lifestyle products

Lower administrative expenses (down 31.3%) from restructuring exercise partially offset gross margin compression

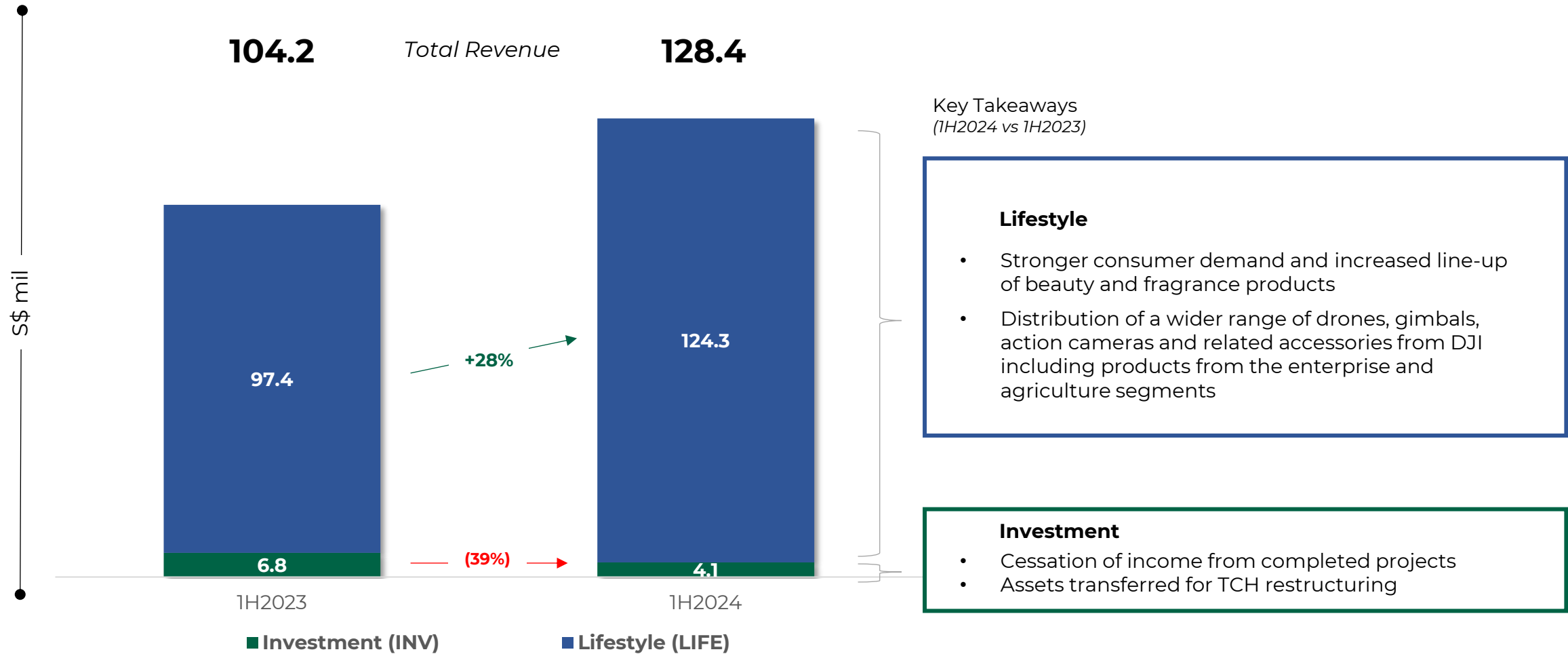
Decreased due to lower shareholding in GemLife post-restructuring

Net positive impact from restructuring exercise with a more proportionate shareholder's rights for the Group including savings in staff costs and taxation as well as unrealised exchange gain in this period

ppts = Percentage Points

REVENUE BREAKDOWN BY SEGMENT

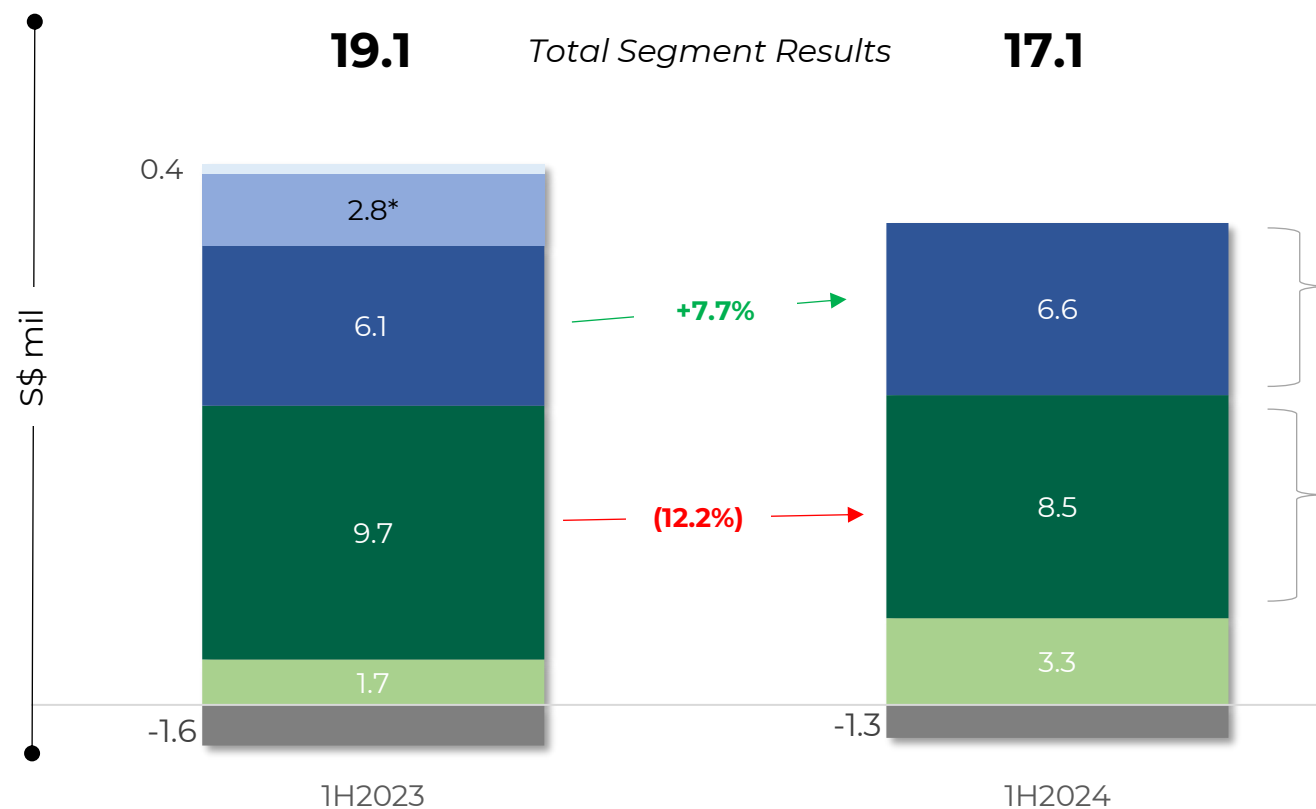
~97% of 1H2024 revenue was contributed by Lifestyle business



Note: Revenue from the Investment Segment does not include business activities from its associates/joint ventures

SEGMENTAL RESULTS BREAKDOWN

Net impact from restructuring was positive despite lower segmental results shown here



Key Takeaways
(1H2024 vs 1H2023)

LIFE (Group)

- Core segmental results were up after excluding a one-off item from the share swap of Currentbody-Thakral (~S\$2.8m) in 1H2023

INV (Associates/JV)

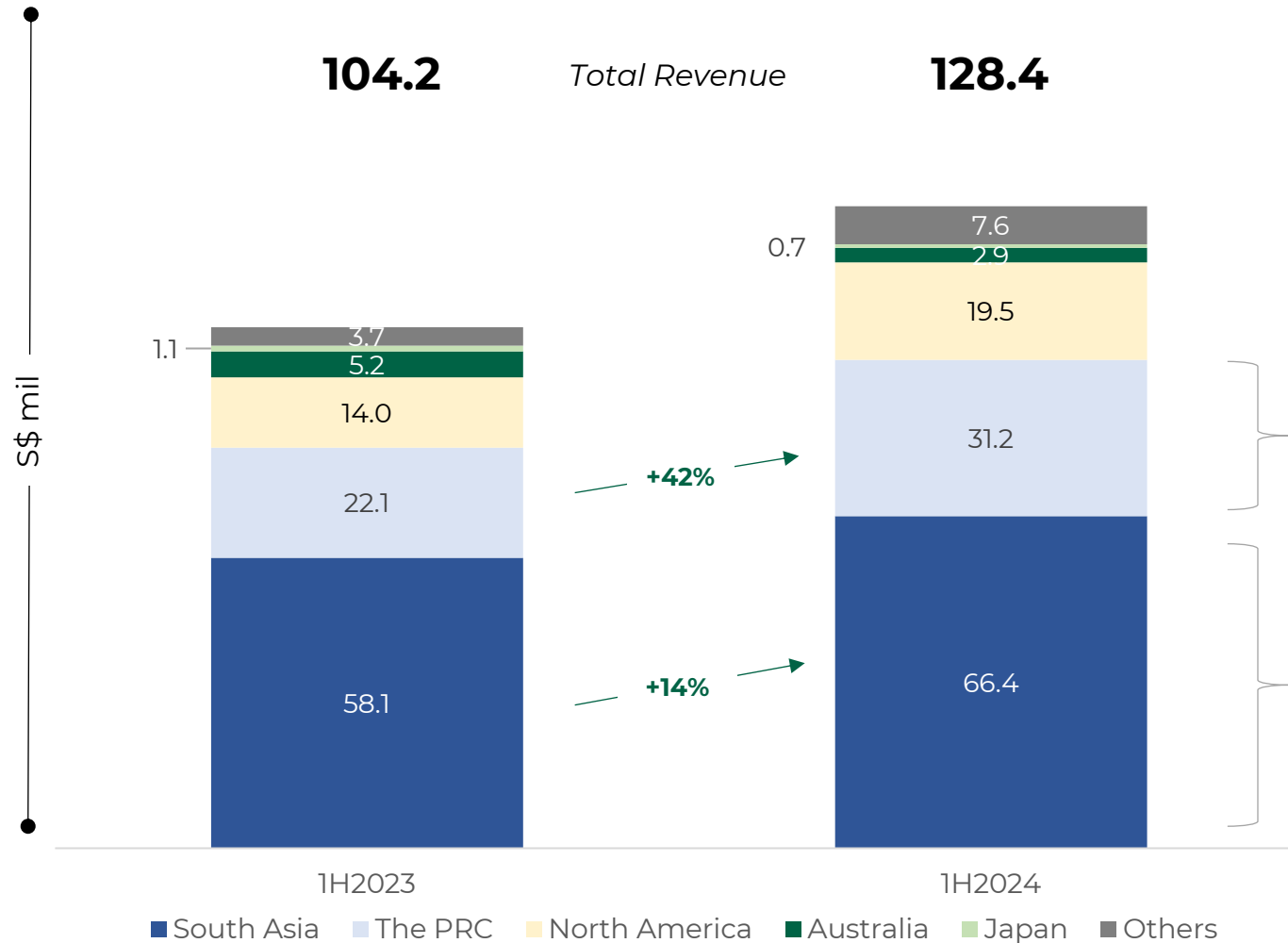
- GemLife's operating results have improved with higher number of homes delivered for 1H2024
- Decreased due to lower shareholding in GemLife post-restructuring

■ INV (Group)** ■ INV (Associates/JV) ■ LIFE (Group)**
■ LIFE (Group) - Non-recurring ■ LIFE (Associates/JV) ■ Others

* Non-recurring portion under Lifestyle business: One-off gain of S\$2.75 million related to the share swap of CurrentBody joint venture
 ** Inclusive of valuation adjustments on investment properties and/or fair value adjustment on derivative financial instruments

REVENUE BREAKDOWN BY GEOGRAPHY

Stronger sales from both the PRC (beauty and fragrance) and South Asia (drones)



Key Takeaways
(1H2024 vs 1H2023)

The PRC

- Revenue mainly derived from brand management of beauty and fragrance products
- Solid underlying demand for beauty and fragrance products and selective point-of-sale

South Asia

- Revenue mainly derived from distribution of drones and related accessories
- Distribution of a wider range of drones, gimbals, action cameras and related accessories from DJI including products from the enterprise and agriculture segments

BALANCE SHEET HIGHLIGHTS

<i>Selected Items Only</i>	30 JUN 2024 (\$'000)	31 DEC 2023 (\$'000)	Change
Cash and bank balances	13,503	11,257	20.0%
Associates	126,106	124,058	1.7%
Total Assets	329,406	328,985	0.1%
Total Short-Term Debt*	41,685	49,203	(15.3%)
Total Long-Term Debt	20,361	6,887	+195.6%
Total Liabilities	129,532	128,234	+1.0%

Key Drivers

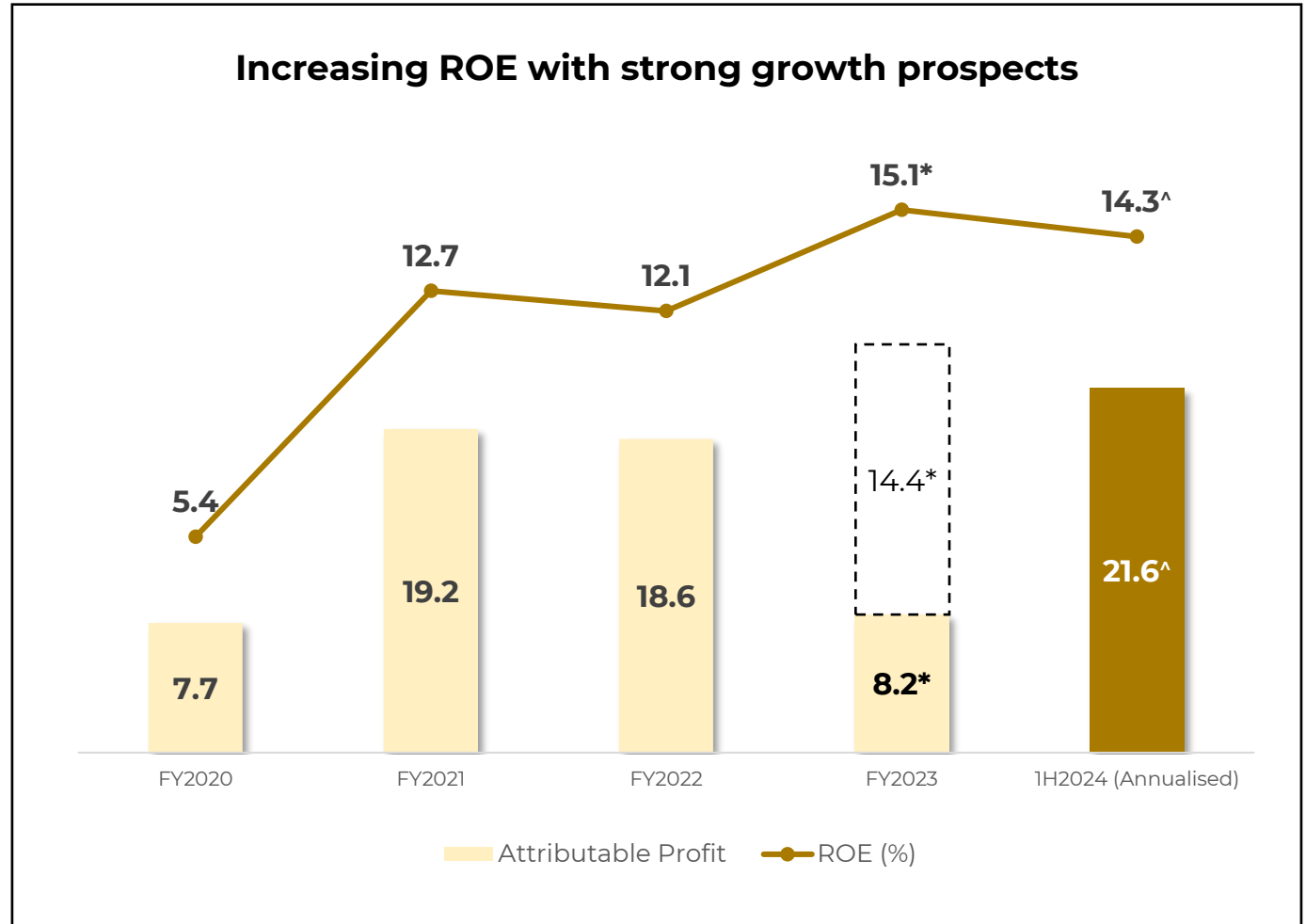
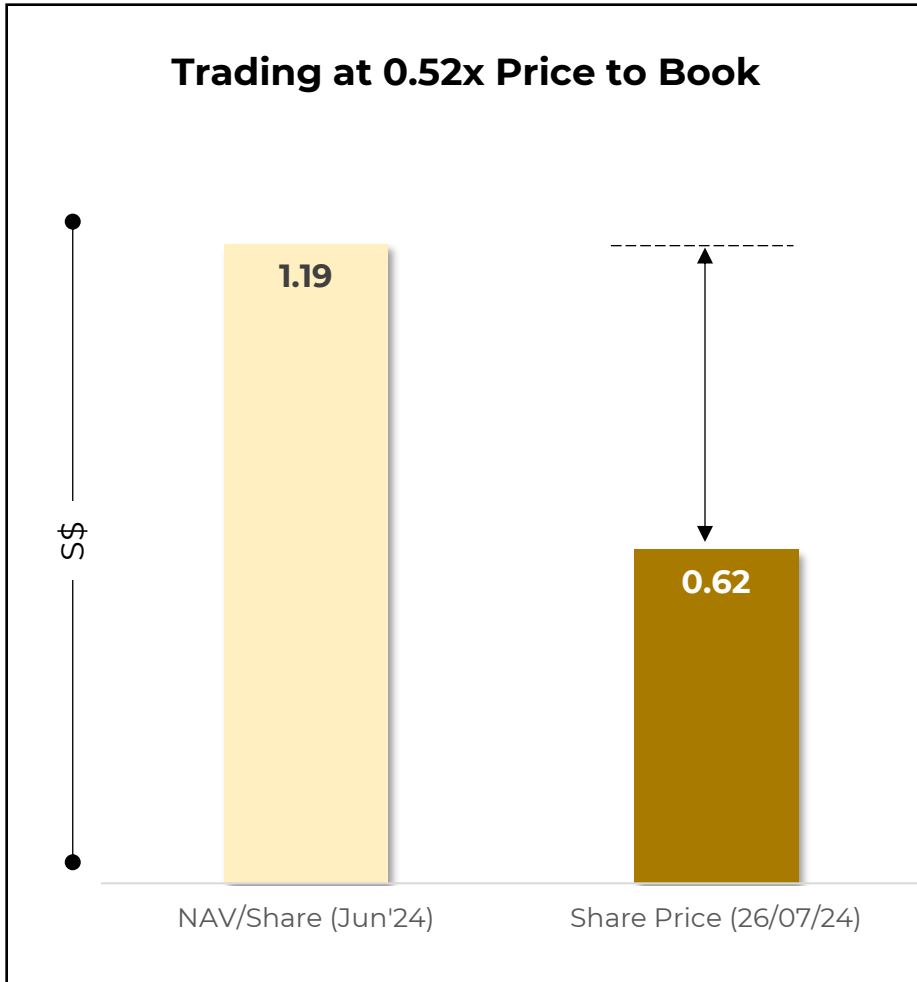
Sale of houses in Gladstone, Australia and sell-down of certain GemLife related debt notes

Increased due to additional trade finance funding utilised by the Lifestyle business units to support expansion

Increased due to debt refinancing attributed to Singapore property from short-term to long-term

* Inclusive of trust receipts and bank and other borrowings

ATTRACTIVE VALUATION WITH STRONG GROWTH



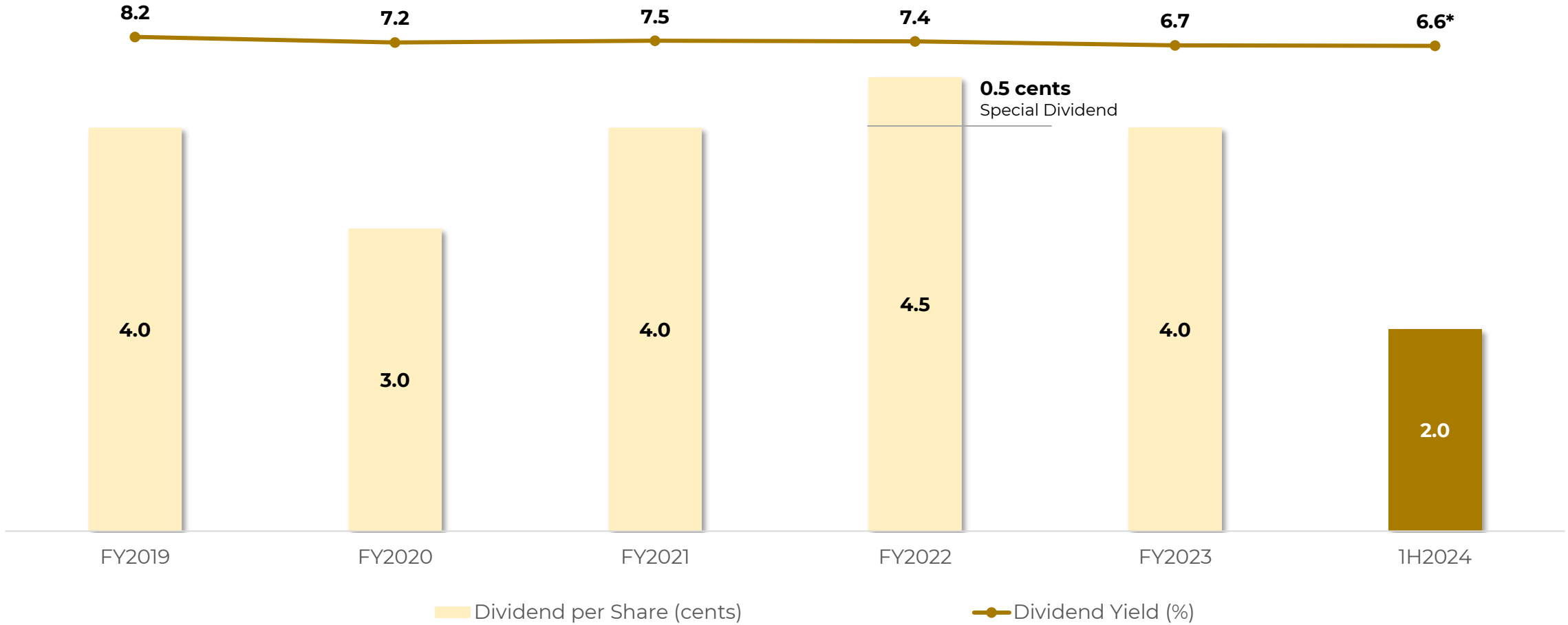
*Assuming pro-forma after-tax profit of S\$22.5 million (S\$8.2 million + S\$14.4 million post-tax** impact in the absence of restructuring costs)

**Assuming a tax rate of 29.5% (based on FY2023 effective tax rate)

^Formula used: [(1H2024 net profit) x 2]/Equity attributable to equity holders of the Company as of end 30 Jun 2024]

HIGH DIVIDEND YIELD

Stable dividend track record over the past years



Note: Dividend yields are calculated based on share prices as of last trading day of the respective financial year
*Based on annualised dividend per share of 4.0 cents (1H2024 DPS x 2)



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