

Shaping the Future, Melaka and Beyond

Corporate Presentation | March 2019



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1. MELAKA – A KEY TOURISM STATE

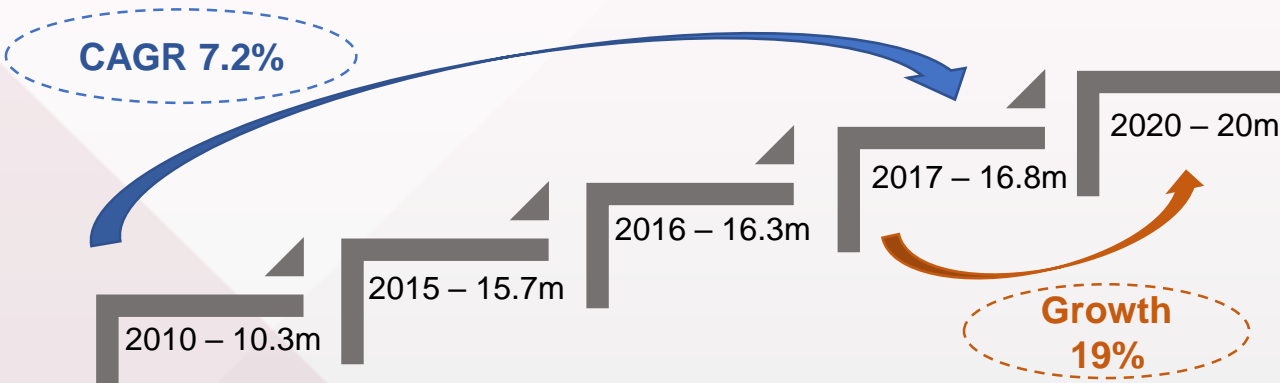
MELAKA – A KEY TOURISM STATE

2nd Most Visited State in Malaysia in 2017



- 2nd Most Visited State in Malaysia - 1st was KL/Selangor/Putrajaya combined
- Melaka provides visitors with unique experiences combining rich history, local baba-nyonya culture and cuisines and modern retail and hospitality services

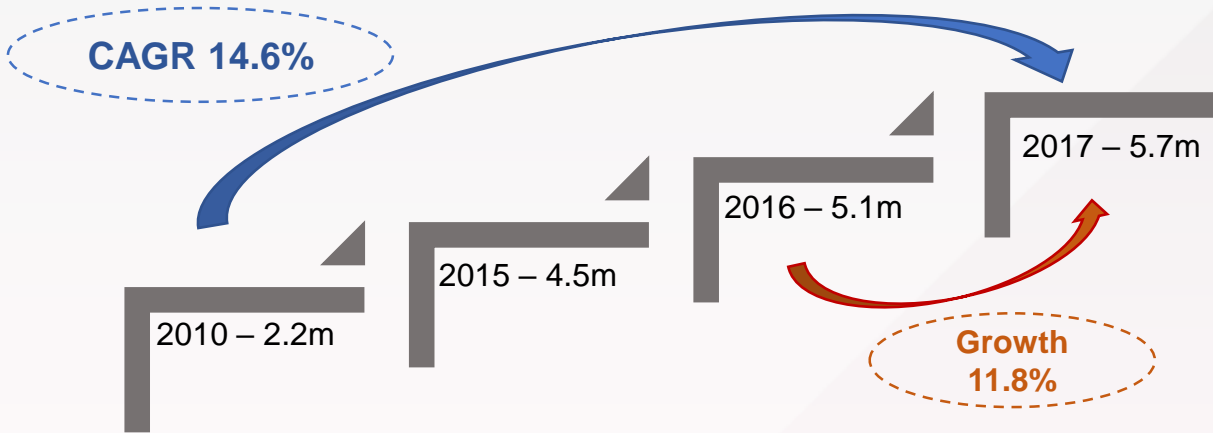
Growing Tourist Arrivals



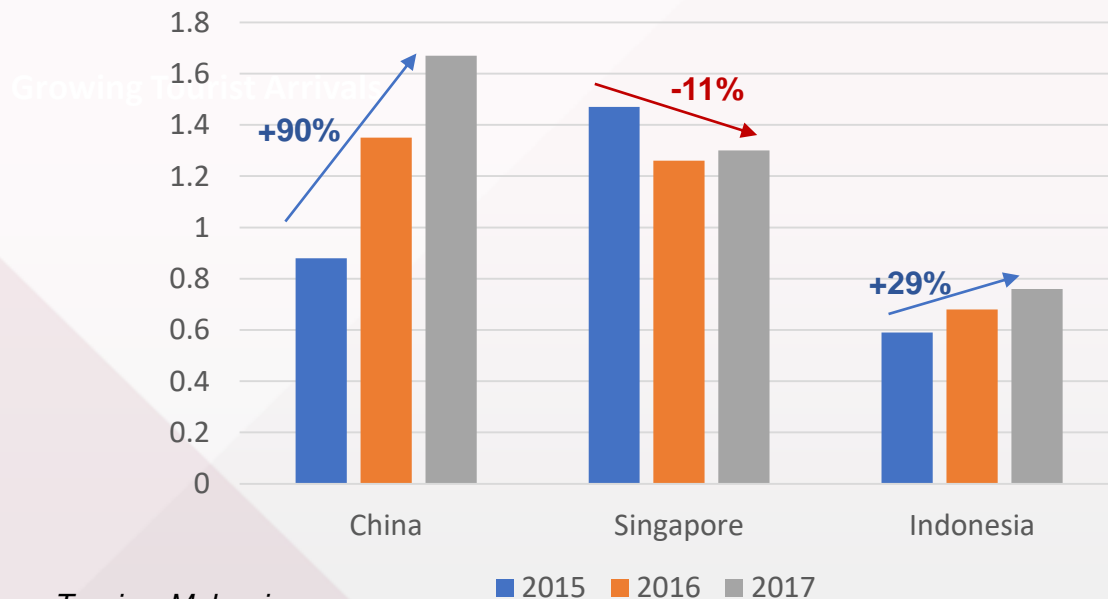
- Recognised as Unesco World Heritage Site in 2008, Melaka received 16.8 million visitors in 2017. Expected to hit above 20 million in 2020
- 66% of Melaka’s visitors in 2017 were domestic visitors, providing Melaka with a stable flow of recurring visitors

MELAKA – A KEY TOURISM STATE

Foreign Visitors Fueling Tourist Growth



- Foreign visitors contribute to a higher tourism growth in Melaka, with an estimated CAGR of 14.6%
- China was now Melaka’s largest visitor since 2016, overtaking Singapore
- Chinese visitors are also growing at breakneck rate of 90% over 2015 to 2017



2. CORPORATE PROFILE

- Hatten Land Limited (“Hatten Land”), 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, 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 three integrated mixed-use development projects and retail malls in Melaka and Seremban, 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 VGO Corporation Limited.

PROVEN TRACK RECORD IN PROPERTY DEVELOPMENT

- Changing the landscape of Melaka with landmark properties:-
 - *Dataran Pahlawan Megamall*
 - *Hatten Hotel*
 - *SilverScape Residences with Skydeck*
 - *Splash Water Theme Park*
- Multiple award winners and named among Malaysia's Top 10 Developers 2017 at the Property Insight Prestigious Developer Awards



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

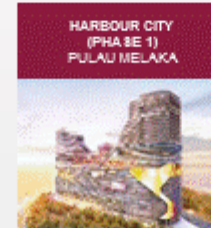
Vedro by the River
Sales Launch

Completion of
Estadia Hotel

Harbour City
Phase 1
Sales Launch

Harbour City
Phase 2
Sales Launch

Satori
Sales Launch



3. PROJECTS PORTFOLIO

PROJECT PORTFOLIO

←---- Completed Projects ----→ ←-----

Ongoing Projects -----→



Project Name	Hatten City Phase 1	Vedro by River	Hatten City Phase 2	Harbour City	Satori	Unicity
Asset Type						
- Retail Mall	√	√	√	√		√
- Residential	√		√		√	√
- Hotel	√			√	√	
- Others				Theme Park		
No. of Units	2,580	736	1,734	3,376	528	711
Expected Completion	Completed		1Q2019	1Q2020	2Q2020	1Q2019
Estimated GDV (RM)	2.3 billion	293 million	1.6 billion	2.2 billion	243 million	299 million

GDV - Grand Total **RM6.9 billion (US\$1.7 billion)***

* Exchange rate conversion US\$1 : RM4.1

UPCOMING PROJECTS



The **MICC** (Melaka International Convention Centre) 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, Melaka**
- Land Size : **Approximately 9.34 acres**
- Estimate GDV : **RM942m**
- Developer : **Prolific Revenue Sdn Bhd**

UPCOMING PROJECTS



The **Cyberjaya Project** will be Hatten Land's first venture into medical tourism.

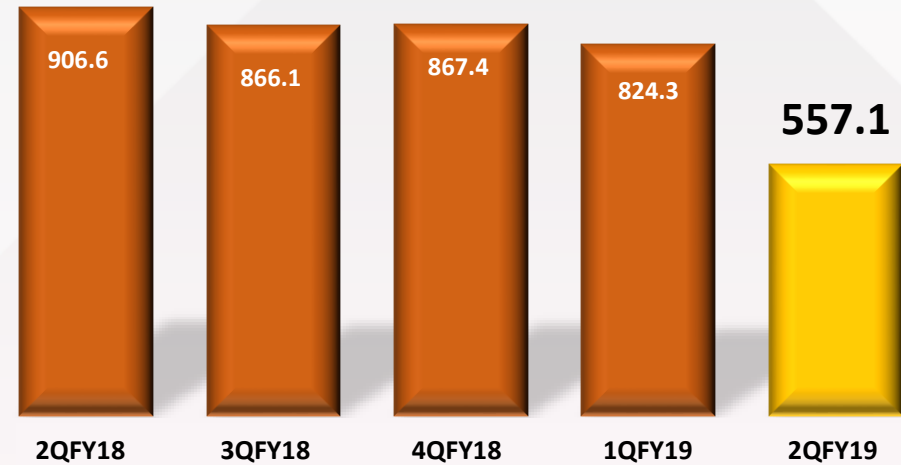
Slated to be developed over three phases, the integrated mixed development will include retail, commercial (offices), residential and hospitality units as well as a hospital.

- Location : **Cyberjaya (known as H.S.(D) 36153, PT No. 50494 and H.S.(D) 36152, PT No. 50493 Mukim Dengkil, Daerah Sepang), Negeri Selangor.**
- Land Size : **25.55 acres**
- Estimate GDV : **RM3.0b**
- Developer : **Admiral Merger Sdn Bhd**

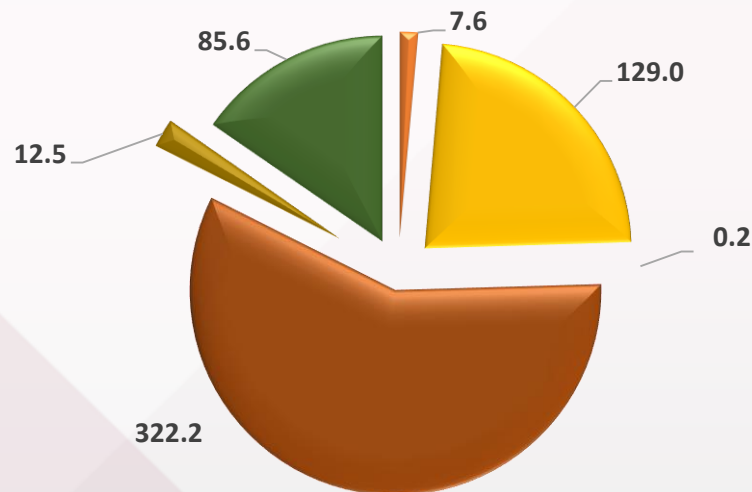
4. PROSPECTS AND OUTLOOK

Strong unbilled sales driven by steady sales across ongoing and new projects, especially for Harbour City and Hatten City Phase 2.

UNBILLED SALES (RM' mil)



BREAKDOWN of 2Q FY2019 UNBILLED SALES (RM' mil)



Unbilled sales to translate into strong cash inflows in 3Q FY2019

- Hatten City Phase 2 has completed in 2Q FY2019 which allows immediate conversion of sales into billings.

FUTURE SALES

EXISTING PROJECTS		TOTAL GDV* (RM'mil)	SALES ** GDV (RM'mil)	BALANCE UNSOLD* GDV (RM'mil)
HC PHASE 1	Elements Mall	1,406	446	752
	Hatten Place	273	225	7
	SilverScape Residences	633	361	54
VEDRO by The River	Vedro by The River	293	151	89
HC PHASE 2	Imperio Mall	952	320	267
	Imperio Residences	661	363	123
HARBOUR CITY	Harbour City Mall	1,069	367	604
	Harbour City Suites	341	244	7
	Harbour City Resort	507	331	111
	Harbour City Premier Resort	285	104	159
SATORI	Satori Suites	174	123	30
	Satori Serviced Residences	69	13	55
UNICITY	Unicity Mall	235	27	201
	Unicity Serviced Suites	64	48	6
TOTAL		6,962	3,123	2,465

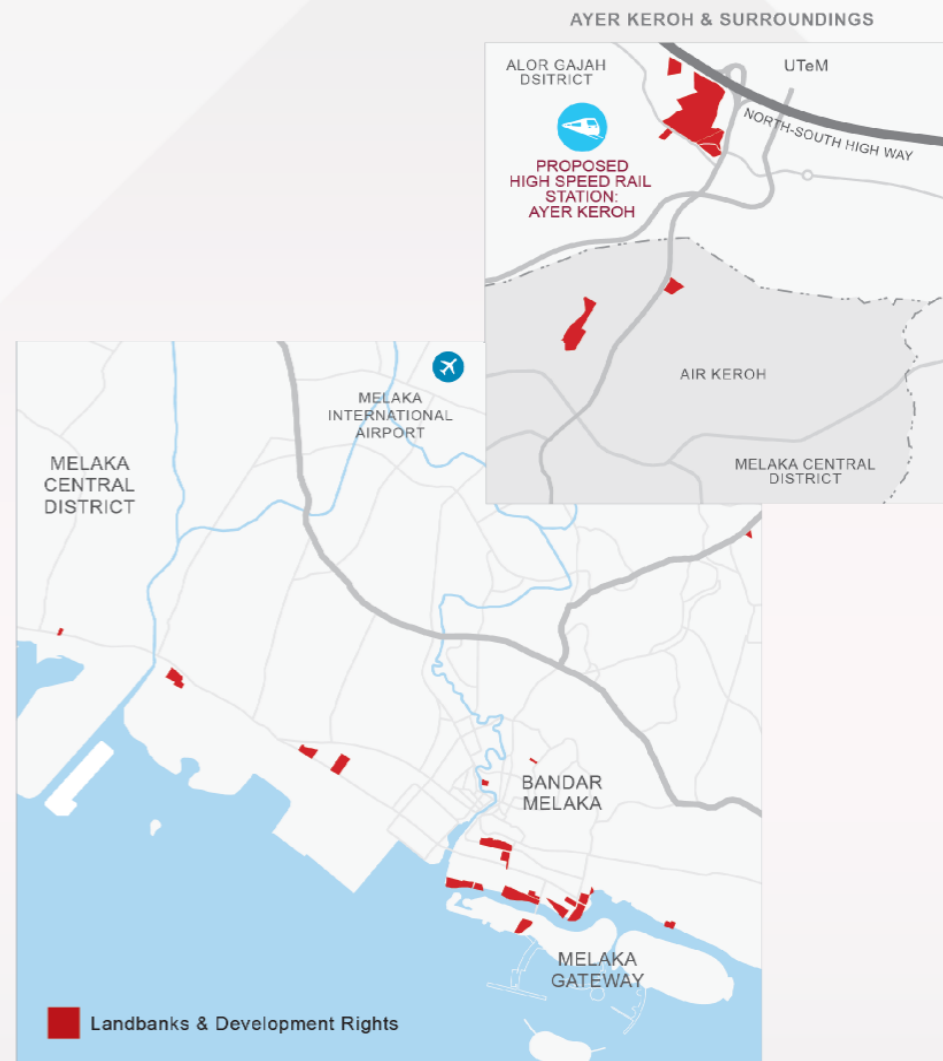
NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

ACCESS TO LAND BANKS & DEVELOPMENT RIGHTS FOR FUTURE DEVELOPMENT

COMPANY-PROJECT	TENURE	LAND SIZE (acres)	ESTIMATED GDV (RM' mil)
Melaka			
Mayatrade	Freehold	11.83	4,968
Mayatrade	Leasehold	0.97	407
Prolific Assets	Freehold	0.26	109
Prolific Resources	Freehold	0.91	382
Prolific Synergy	Freehold	0.81	340
Fuyuu Success	Leasehold	2.00	840
Fuyuu Assets	Freehold	6.06	2,545
Fuyuu Properties	Freehold	8.63	3,625
Prolific Acres	Leasehold	10.51	4,414
Prolific Holdings	Leasehold	2.95	1,239
Prolific Holdings	Freehold	16.92	5,867
Rico Land	Freehold	3.42	1,436
Egah Group	Leasehold	66.00	15,000
Prolific Hectares	Leasehold	17.97	7,540
Prolific Revenue - MICC	Leasehold	9.34	942
Prolific Acres – Movie Town (PT976)	Leasehold	8.86	1,200
Pavilion Hectares	Leasehold	5.96	2,503
Johor Bahru			
Fuyuu Land	Freehold	0.86	361
Total		128.55	48,277



New Recurring Income Stream

- New mall management arm complements core property development business and provides an alternative revenue stream. Revenue contribution from maiden project, Elements Mall, to commence from 2QFY2019.
- Imperio Mall obtained certificate of completion and compliance in 2QFY2019. Revenue contribution from this mall to commence from 4QFY2019.
- Splash World @ Harbour City, Melaka's largest water theme park unveiled in August 2018, will further boost recurring income after completion expected by end 2019.

Expansion of business outside Melaka

- In addition to the growing existing business in Melaka, the Group explored opportunities to expand outside Melaka with the Cyberjaya project and Unicity project in Selangor and Negeri Sembilan respectively.
- Group recently expanded into Melbourne Australia with its maiden overseas project

Technology

- Unveiled in 2018 StayCay, Southeast Asia's 1st Proptech Blockchain for Hotels and Retail Malls

THANK YOU

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