



TA CORPORATION LTD

An Established Quality Property and Construction Group



Corporate Presentation

May 2015

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Agenda

- 1. Group Overview**
- 2. Our Business**
- 3. Financial Highlights**
- 4. Corporate Developments**
- 5. Prospects, Growth Strategies & Future Plans**
- 6. Q & A**
- 7. Appendix**



Group Overview



Estilo (Artist Impression)

Group Overview

An Established Quality Property and Construction Group

Construction

- Over 40 years experience
- Diverse portfolio of projects for government bodies and established real estate developers
- Air-conditioning mechanical ventilation systems
- BCA-approved workers' training and testing centres
- Pre-cast concrete components manufacturing plant
- Complementary competencies:
 - Steel fabrication, erection of metal frameworks, managing the Group's fleet of construction equipment & machineries



Real Estate

- Over 16 years experience
- Reputation for delivering quality small to medium size residential developments
- Regional presence in the PRC, Thailand and Cambodia via JVs
- Worker dormitories



Others (Distribution)

Singapore

- High performance motor oils and lubricants

Myanmar

- High performance motor oils and lubricants
- Aviation lubricants
- 'Continental' brand of passenger & light truck tyres
- 'Iveco' and 'Astra' brands of trucks, buses, vans and other commercial vehicles

Thailand

- High performance motorcycle lubricants and other related products



Our Business



Gambir Ridge (Artist Impression)

Real Estate Development & Investment

Real Estate Development

- **Gained reputation as a developer targeting the middle to upper middle markets**
 - Quality developments at competitive prices
- **Focused on small to medium size residential & mixed developments**
- **Leveraged on competencies in construction business**
 - Cost efficiencies, quality & reliability
- **Overseas projects via JVs (in PRC, Thailand and Cambodia)**



Real Estate Investment

- **Recurring income via:**
 - Worker dormitories
 - Leasing out of JTC factories
 - Rental income from commercial building (New World Centre)



Construction

➤ Established track record of over 40 years

- Reputation as a reliable builder
- Ability to undertake a wide spectrum of projects
 - Private and public sector
 - Iconic projects e.g. SOTA, St James Power Station and Ascott Raffles Place
- ACMV⁽¹⁾ business
- BCA approved training & testing centres
- Pre-cast components manufacturing plant
- Complementary competencies
- Our clients include:
 - Government bodies: URA, HDB, JTC
 - Major real estate developers: Allgreen Properties, CapitaLand, The Ascott Group, Keppel Land Realty, Wheelock Properties & Wing Tai Holdings



Others: Distribution

LUBRICANTS

➤ Singapore

- Sino Tac Resources (wholly-owned): *Sole distributor of BP's high performance motor oils and lubricants in Singapore since 2007*

➤ Thailand

- Viva Energia (50:50 JV): *'Repsol' brand of high performance lubricants and other related products*

➤ Regional

- Synergy Performance Oil (50:50 JV): *'Synergy' brand of lubricants and related products*



LUBRICANTS AND TYRES

➤ Myanmar

- Que Holdings (51%-owned):
 - *Shell Petroleum's high-performance automotive and industrial lubricant products to the B2B and B2C sectors, and Shell's aviation lubricant products*
 - *'Continental' brand of passenger & light truck tyres*
- Eternal Synergy (50:50 JV)
 - *'GS Oil' brand of lubricants and related products*



COMMERCIAL VEHICLES, BUSES & AUTO SPARE PARTS

➤ Myanmar

- Synergy Truck (50:50 JV): *'Iveco' and 'Astra' brands of trucks, buses, vans and other commercial vehicles*



Financial Highlights



1Q2015 Financial Snapshot

- Revenue rose 2.6% to S\$67.7 million in 1Q2015, from S\$66.0 million in 1Q2014, on higher contributions from real estate development and distribution segments
- Contributions from lubricants and tyres distribution business up 21.2% as compared with 1Q2014
- Gross profit margin stable at 16.9%
- Strong balance sheet and working capital position with healthy cash and bank balances at S\$114.2 million as at March 31, 2015
- Healthy construction order book worth S\$296.6 million for delivery over the next 24 months
- Healthy gearing ratio of 1.4x



Financial Highlights

(S\$' million)	1Q2015	1Q2014	Change (%)
Revenue	67.7	66.0	2.6
Gross profit	11.4	11.6	(1.4)
Share of profit (losses), net of tax of associates and joint ventures	0.4	(1.0)	NM
Profit before tax	2.0	5.9	(65.9)
Profit after tax	0.8	4.8	(83.4)
Profit attributable to Owners of the Company	0.6	4.5	(87.5)

NM=Not meaningful

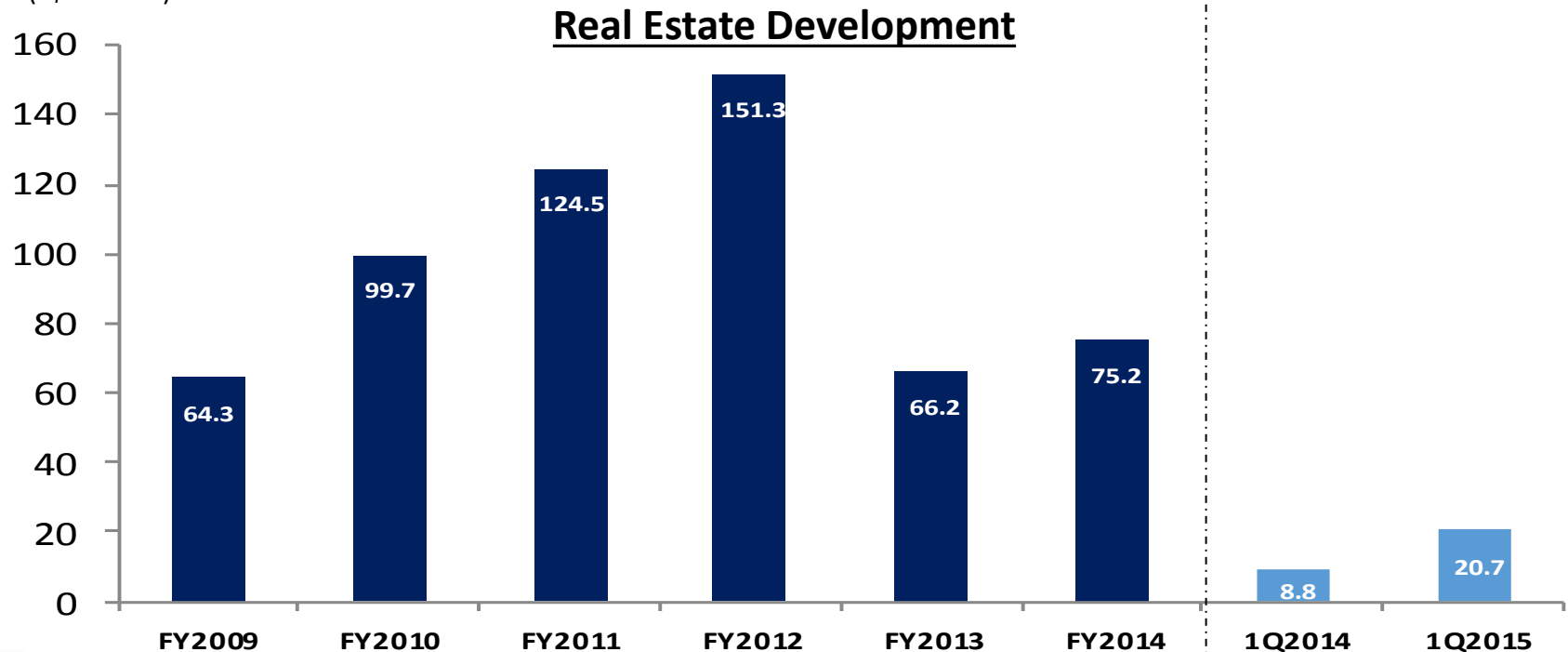


Segmental Revenue (Real Estate Development)

Real Estate Development jumped 135.2% to S\$20.7 million in 1Q2015, backed by:

- Higher contributions from on-going private development projects *i.e. Gambir Ridge (residential) & Ascent @ 456 (retail/residential mixed development)*; and
- S\$1.8 million in contributions from projects in Thailand

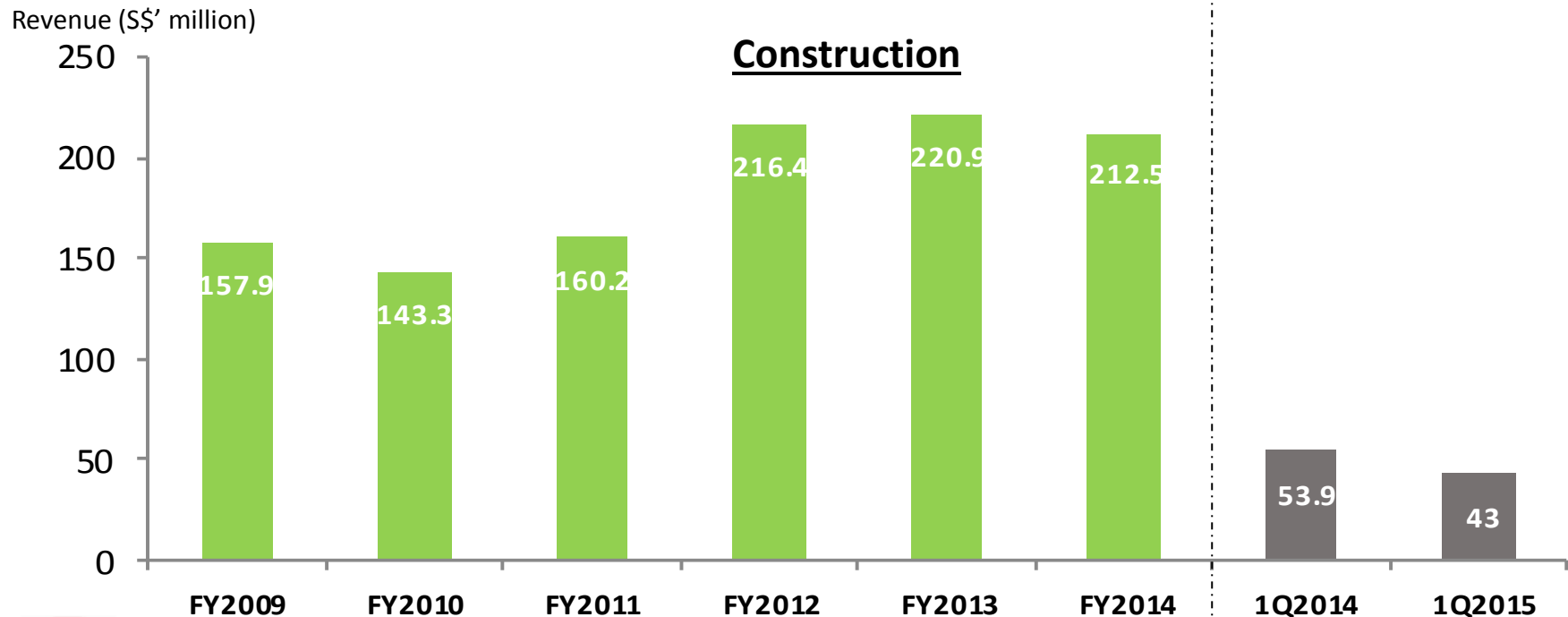
Revenue (S\$' million)



Segmental Revenue (Construction)

Construction business contributed S\$43.0 million in 1Q2015, from:

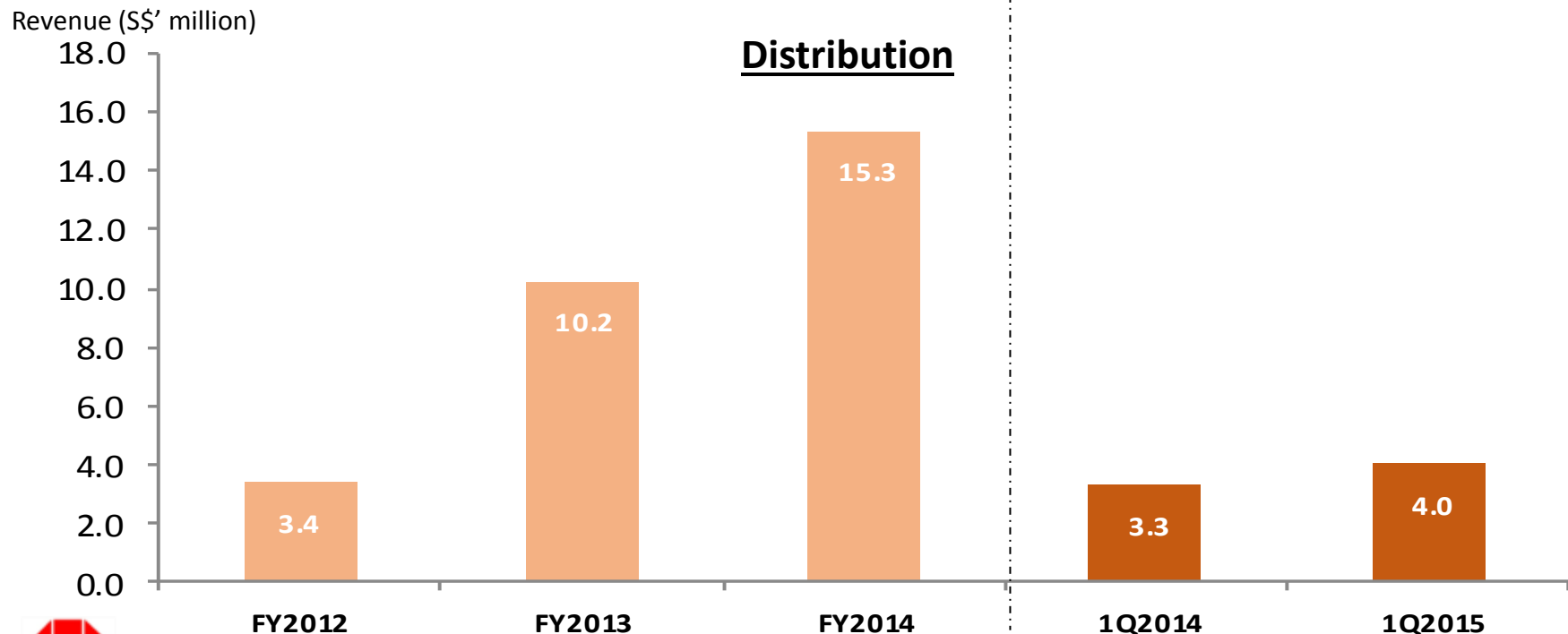
- Revenue recognised from progressive completion of on-going projects *i.e. Riversails, The Skywoods, Marine Blue, Highline Residences, Foresque Residences, Nouvel 18 and The Sorrento*
- Contributions from ACMV business; and BCA approved construction workers training and test centres in India and Singapore



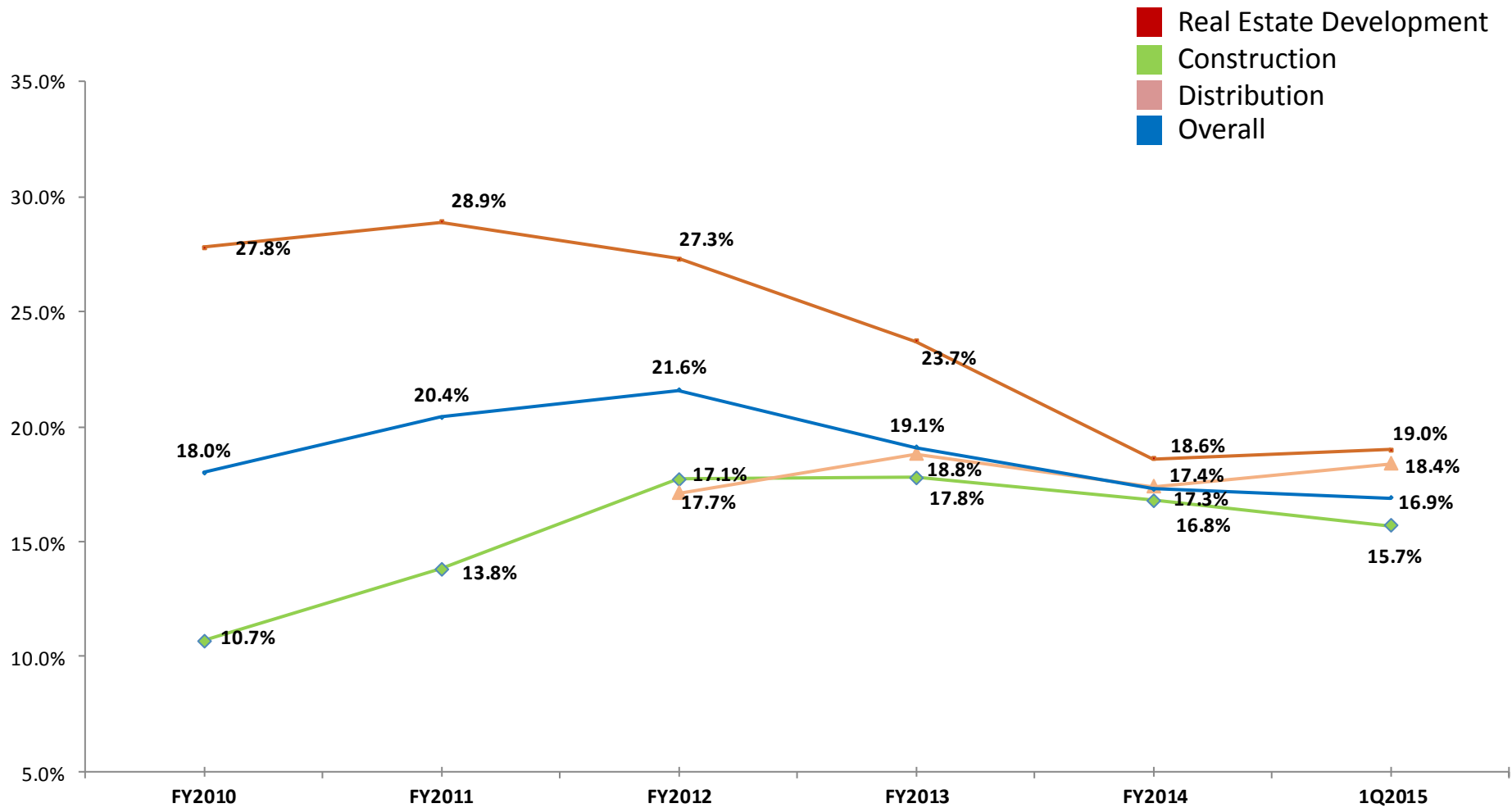
Segmental Revenue (Distribution)

Distribution business revenue rose 21.2% to S\$4.0 million in 1Q2015, backed by:

- Higher contributions from distribution operations in Myanmar



GP Margins



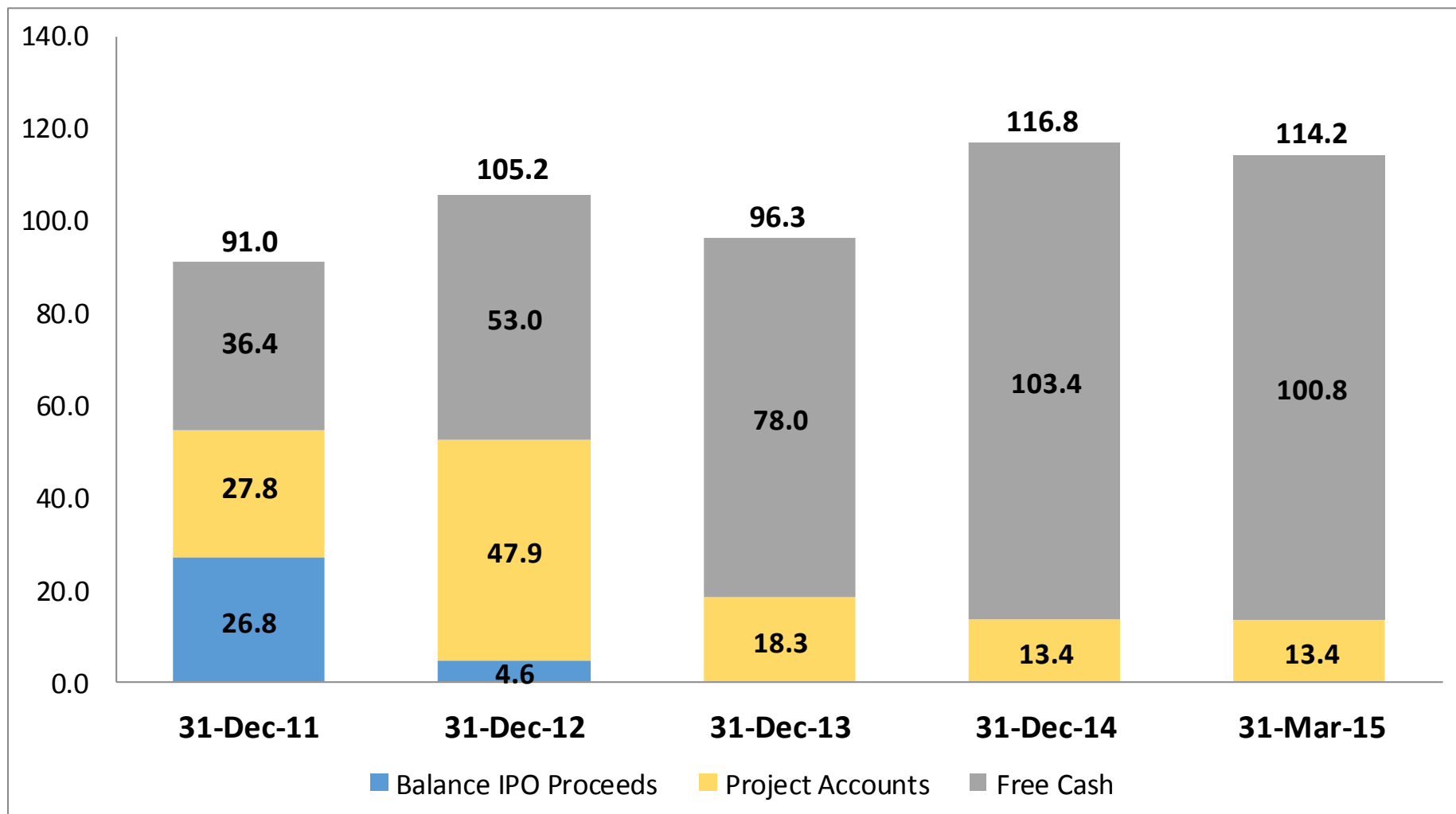
Key Financial Indicators

	31 Mar 15	31 Dec 14	Change + / (-)
Equity attributable to owners of the Company (S\$' million)	246.1	244.4	1.7
Gearing Ratio (times)	1.4	1.4	-
NAV Per Share (cents)	52.9	52.6	0.3
Dividend Per Share (cents)	-	1.0	-
Dividend Yield (%)	-	3.3 ⁽¹⁾	-
Earnings Per Share (cents)	0.1	4.4	(4.3)
Return On Equity (%)	0.7	9.1	(8.3)

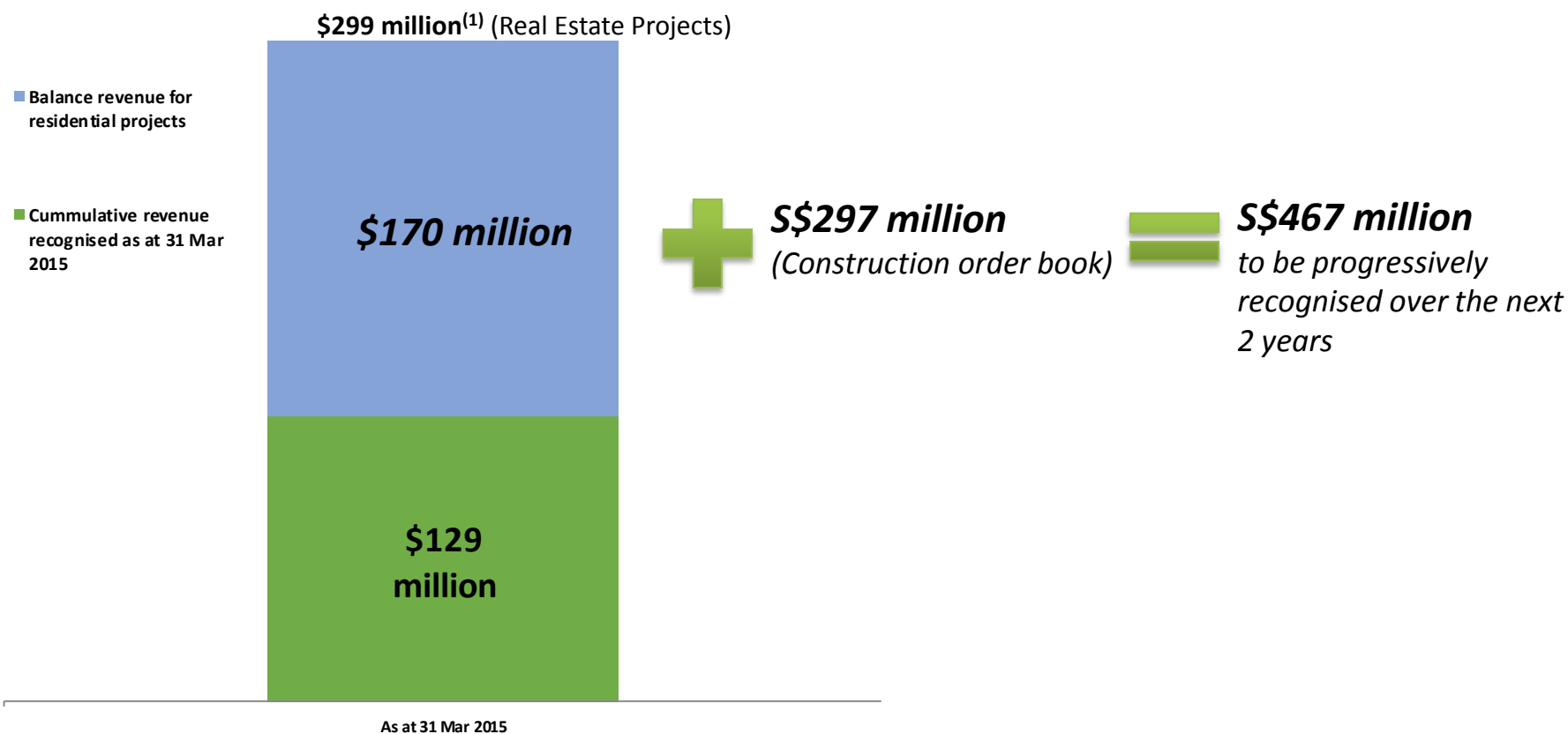


Strong Cash Flow

(S\$' million)



Ongoing Projects: Progressive Revenue Contributions



Corporate Developments



Developments in 4Q2014/1Q2015

4Q2014

- Commenced construction of pre-cast concrete components manufacturing facilities in Johor, Malaysia. This facility is expected to be operational in 2016

1Q2015

- Investments in 50:50 joint-ventures
 - **Synergy Truck Pte Ltd:** Involved in the business of distribution of trucks, buses, vans and other commercial vehicles under the 'Iveco' and 'Astra' brands in Myanmar
 - **Eternal Synergy Pte Ltd:** Involved in the business of distribution in lubricants and related products under the 'GS Oil' brand in Myanmar
 - **Synergy Performance Oil Pte Ltd:** Involved in the business of distribution of lubricants and related products under the 'Synergy' brand in the region
 - **Viva Energia Pte Ltd:** Involved in the business of distributions of high performance lubricants for motorcycles and other related products under the 'Repsol' brand in Thailand
- Completed a new workers' training and testing centre in Chennai, India



Expansion of Dormitory Business

Secured a 9,200-bed worker dormitory at Tuas South Street 13

- 20-years lease term; 37,105.5 sq m plot awarded by JTC in 2014
- Development in progress into one of the larger fully integrated & modern workers' accommodation facilities in Singapore
- To be outfitted with communal facilities such as games rooms, gymnasiums, reading rooms, a fitness corner, basketball courts, cricket fields and includes commercial facilities such as minimart, canteen, beer gardens and ATMs.
- Conveniently located opposite one of the four planned recreation centers by the government for foreign workers
- Paves the way for further recurring income when operational
- Two strategic JV partners each holding 19% equity
- Construction undertaken by the Group's subsidiary, Tiong Aik Construction, as the main contractor



Proposed dormitory at Tuas South Street (Artist's Impression)



Real Estate Development: Ongoing Projects

Project name	Project type	Tenure	Number of units	Estimated date of TOP/ TOP Obtained	Balance units as at Mar 31, 2015
Singapore					
The Cristallo	3 blocks of 5-storey apartments with communal facilities	Freehold	74	February 2015	11
Gambir Ridge	2 blocks of 5-storey apartments with communal facilities	Freehold	77	December 2015	Fully Sold
Ascent @ 456	Part 3/12 storey Residential & Commercial mixed development	Freehold	45	December 2017	28
Terra Villas	3-storey strata terrace houses with attic & basement	Freehold	7	September 2016	7
Thailand					
De Iyara	3.5 storey townhouses	Freehold	65	June 2014	Fully Sold
De Iyara Share	3.5 storey townhouses	Freehold	42	March 2015	Fully Sold
De Iyara Grande	3.5 storey townhouses	Freehold	72	October 2015	44



Real Estate Development: Ongoing Projects by Associates

Project name	Project type	Tenure	Number of units	Estimated date of TOP
Singapore				
Starlight Suites	35-storey apartment with communal facilities	Freehold	105	Completed
The Skywoods	Condominium	99-yrs leasehold	420	December 2016
PRC				
Singapore Garden Phase 7	11- and 18- storeys residential apartments cum retail shops with communal facilities and basement car parks	70-yrs from November 2007 and March 2006	691	2014/2015
Cambodia				
Serene Villas	21 Semi-detached villas	Freehold	21	Completed



Land Bank for Future Development

Location	Type of Planned Development	Approximate Site Area (sq m)	Approximate Planned GFA (sq m)	Tenure	Effective Equity Interest (%)
Singapore (Subsidiary)					
Shan Road	14/15 -storey residential flats	2,058	6,336	Freehold	100
The PRC (Owned by PRC Associate)					
Singapore Garden Phase 8 Xiaonan Village, Shuishiying Street, Lvshunkou District, Dalian	Commercial, shopping complex and hotels	N.A.	96,398	50-yrs from March 2006 and November 2007	25.37



Land Bank for Future Development (cont'd)

Location	Type of Planned Development	Approximate Site Area (sq m)	Approximate Planned GFA (sq m)	Tenure	Effective Equity Interest (%)
Thailand					
Lot No 416, Klong Nueng Subdistrict, Klong Luang District, Pathum Thani	Proposed Condotel	1,600	To be advised	Freehold	70
Cambodia					
Phum 10, Sangkat Phsar Depo, Khan Toul Kork, Phnom Penh	High-rise Mixed Development	6,071	78,521	Freehold	85
Phum Preychisak, Sangkat Chom Chao, Khan Dongkor, Phnom Penh	Mixed Development	20,515	To be advised	Freehold	49



Construction: Ongoing Projects

Project Name	Project Description	Approximate Contract Value ⁽¹⁾ (S\$'million)
The Sorrento	Proposed condominium at West Coast Road	40
Riversails	Proposed condominium development at Serangoon Crescent/Upper Serangoon Road	231
The Skywoods	Proposed condominium at Dairy Farm Road	117
Marine Blue	Proposed condominium at Marine Parade Road	60
Whitley Road	Proposed mixed landed housing development at Whitley Road	17
Highline Residences	Proposed condominium development at Kim Tian Road	174



Prospects, Growth Strategies & Future Plans



The Cristallo (Artist Impression)

Prospects: Real Estate Development & Investment

Singapore

Real Estate Development

- According to the Urban Redevelopment Authority's 1Q2015 real estate statistics¹, prices of private residential properties continued to decline in 1Q2015 on a q-o-q basis
- Therefore, the Group expects the challenging outlook for the real estate market in Singapore to persist. Notwithstanding the near-term weaknesses, the Group remains positive on underlying demand for quality well-located residential properties in Singapore
- The Group will continue to be prudent, and selectively participate in development and investment opportunities in both Singapore and the neighbouring region

Real Estate Investment

- Expects demand for quality purpose-built accommodation for foreign workers to be backed by growth in demand for foreign labour, which is supported by:
 - Promising outlook for Singapore's offshore and marine industries⁽²⁾; and
 - strong demand for public sector projects⁽³⁾



Prospects: Real Estate Development & Investment

Regional

- **Thailand:** Thailand expects to see higher GDP growth of 3.6% in 2015 and 4.1% in 2016, backed by an improving political environment, the restoration of government investment, better prospects for exports to the major industrial economies, and lower fuel costs for businesses and consumers⁽¹⁾
- **Cambodia:** Projected GDP growth of 7.3% in 2015 ⁽¹⁾. Domestic property sector is expected to perform well in 2015 driven by increasing demand from domestic/foreign investors, retailers and multinational companies, as well as a shift in the living habits of Cambodians, with local buyers wanting to live in newly constructed condominium developments with modern facilities and amenities.⁽²⁾
- **Myanmar:** Economic growth forecast to accelerate to 8.3% in 2015, propelled by investment stimulated by structural reform, an improved business environment, and Myanmar's gradual integration into the subregion of Southeast Asia⁽¹⁾
- **PRC:** Economic growth target set at approximately 7% for 2015, a reduced target from the 7.4% achieved in 2014⁽³⁾

The Group will continue to tap suitable real estate development opportunities both in Singapore and emerging markets such as Cambodia and Myanmar with local joint venture partners



Prospects: Construction

- BCA's outlook on private sector construction demand:⁽¹⁾
 - 2015: Expected to moderate to S\$11 to S\$15 billion
- Backed by healthy construction order book
 - S\$296.6 million worth of construction contracts for delivery over the next 2 years



Prospects: Distribution

- Que Holdings (51% owned) distributes the following:
 - Shell Petroleum's high-performance automotive and industrial lubricants and ancillary petroleum based products (B2B & B2C sectors) in Myanmar;
 - Shell Petroleum's aviation lubricant products in Myanmar; and
 - 'Continental' brand of passenger & light truck tyres in Myanmar;

- New (50:50) joint ventures for the distribution of:
 - 'Iveco' and 'Astra' brands of trucks, buses, vans and other commercial vehicles in Myanmar;
 - 'Repsol' brand of high performance motorcycle lubricants, and other related products in Thailand; and
 - Lubricants and related products in Myanmar and regional markets

- Sino Tac Resources (wholly-owned) is an exclusive distributor of British Petroleum's high performance motor oils and lubricants to the automotive industry in Singapore

- Continue to seek earnings accretive opportunities in neighbouring countries to expand our existing businesses



Growth Strategies & Future Plans

Continue to focus on our core business and markets

- Build niche residential developments targeted at middle to upper middle markets
- Seek opportunities for the construction business in both the private and public sectors

Acquisition of new development sites for our land bank

- Source for development sites located at vibrant and accessible areas with well-developed amenities
- To expand project profiles and capitalise on suitable development opportunities
- Monitor emerging market trends to adjust land acquisition strategy accordingly

Expand our business overseas

- Real Estate Development & Investment: Via partnerships with local partners in the PRC, Thailand, Cambodia and other neighbouring countries, with a focus on the mid-range market
- Construction Business : To render project management services on building projects mainly in South & Southeast Asia
- Distribution of lubricants: To tap into expanding regional market

Expand our complementary businesses

- On active lookout for synergistic complementary businesses in Singapore and the region
- Establishing concrete precast components manufacturing plant in Johor, Malaysia



Investment Summary

Established reputable player in Singapore with complementary business segments

Strong construction order book and revenue yet to be recognized from real estate projects

Recurring income via real estate investment and distribution businesses

Footprint in promising emerging markets

Dividend Yield



Q & A



Riversails (Artist Impression)

Appendix



Serene Villas



Auralis

The Cristallo

The Cristallo (Artist Impression)



Pool View (Artist Impression)



Gambir Ridge



Gambir Ridge (Artist Impression)



Pool View (Artist Impression)



Real Estate: Completed Projects



Leonie Hill Residences (Freehold)

Type: 29-storey apartment with communal facilities

No. of units: 80

TOP: 5 December 2005

The Citrine (Freehold)

Type: 22 storey apartment with communal facilities

No. of units: 54

TOP: 26 June 2008



Real Estate: Completed Projects



Parc Seabreeze (Freehold)

Type: 20-storey apartment with communal facilities

No. of units: 94

TOP: June 2012



The Inspira* (Freehold)

Type: 13-storey apartment with communal facilities

No. of units: 120

TOP: 24 December 2009



Construction: Completed Projects

Private Residential – Condominiums



Belle Vue Residences

Contract Value: S\$137.0 mil*

Completed: June 2010

Client: WinQuest Investment Pte Ltd (a member of the Wing Tai Holdings Ltd group of companies)



The Shelford

Contract Value: S\$56.7 mil*

Completed: July 2005

Client: CapitaLand Residential Ltd



Park Infinia

Contract Value: S\$112.9 mil*

Completed: March 2008

Client: Keppel Land Realty Pte Ltd



TA Corporation Ltd

**Contract values are approximate & excludes the value of works carried out pursuant to variations orders*

Construction: Completed Projects

Commercial/Industrial Developments



Ascott Raffles Place (Serviced Apartments)

(conversion of an existing office building)

Contract Value: S\$50.8 mil*

Completed: November 2008

Client: Ascott Raffles Place Pte Ltd

St. James Power Station

(addition & alteration)

Contract Value: S\$17.9 mil*

Completed: June 2006

Client: The HarbourFront Pte Ltd (A member of the Mapletree Investments Pte Ltd group of companies)



Wilkie Edge (Office Concept Serviced Apartments)

Contract Value: S\$75.6 mil*

Completed: November 2008

Client: Capitaland Selegie Pte Ltd (A member of CapitaLand Commercial Ltd group of companies)



TA Corporation Ltd

**Contract values are approximate & excludes the value of works carried out pursuant to variations orders*

Construction: Completed Projects

Education Institution



School of The Arts (SOTA)

Contract Value: S\$99.8 mil*

Completed: October 2010

Client: *Ministry of Information, Communications and the Arts*



TAC Resources

Test Centre in Chennai, India



Dalian Shicheng PRC

Development in Dalian, the PRC



Dalian Shicheng PRC

Development in Dalian, the PRC



Overseas JV Project: Cambodia

Serene Villas



Overseas JV Project: Thailand

De Iyara(Artist Impression)



Awards & Accreditations

Year	Award / Accreditation	Awarded To Tiong Aik/Project
BCA		
Since 1995	ISO 9001:2008 and SS ISO 9001:2008	Tiong Aik
1996	Best Buildable Design Award	Jurong West N3 C25
2000	Best Buildable Design Award	Yusof Ishak Secondary School
Since 2002	OHSAS 18001:2007	Tiong Aik
Since 2002	ISO 14001:2004 and SS ISO 14001:2004	Tiong Aik
2005	BCA Construction Excellence Award (Merit)	The Tessarina
2007	BCA Construction Excellence Award (Merit)	The Shelford & The Waterina
2008	BCA Construction Excellence Award (Merit)	The Nexus
2009	BCA Green and Gracious Builder Award (Excellent)	Tiong Aik
2011	BCA Design and Engineering Safety Excellence Award	Tiong Aik/Ascott Raffles Place Singapore
2013	BCA Quality Mark (QM) For Good Workmanship	Tiong Aik/Viva
2013	BCA Quality Mark (QM) For Good Workmanship	Tiong Aik/Nouvel 18
2014	BCA Construction Excellence Award (Merit)	Tiong Aik/Viva



Awards & Accreditations

Year	Awards/Accreditations	Awarded To Tiong Aik/Project
HDB		
1996	Site Safety Suggestion Scheme Annual Awards – Top Contributor Award	Tiong Aik
1996	HDB Contractors Quality Award	Tiong Aik
1997	HDB Contractors Quality Award	Tiong Aik
1997	Clean & Green Competition for Construction Sites Certificate of Award – Merit Prize	Tiong Aik
URA		
2008	Architectural Heritage Awards – Category A	43 Amber Road (The Seaview)
2009	Architectural Heritage Awards – Category A	2 Finlayson Green (Ascott Raffles Place)
2010	Architectural Heritage Awards – Category A	3 Sentosa Gateway (St. James Power Station)
Others		
2010	Structural Steel Design Merit Awards for Community, Residential & Institution Structures	School of the Arts (SOTA)
2010	bizSAFE Partner Certificate	Tiong Aik
2011	bizSAFE Star Certificate	Tiong Aik
2012	President’s Design Award 2011 (Design of the Year for School of the Arts)	Tiong Aik

