

A MEMBER OF THE TECITY GROUP

135 Years New

1H2022 Results Briefing

18th August 2022

PROGRAMME OUTLINE



Time	Programme	Presenter
9:30 AM	Opening Address	Ms. Selina Ho Head, Investors' Relations & Corporate Secretariat Head, Corporate Communications
9:35 AM	 1H2022 Highlights Business Highlights (Property) Business Highlights (Hospitality) Business Highlights (Resources) Financial Highlights 	Dr. Allen Tan Head, Portfolio Management Mr. James Kwie Portfolio Manager, Portfolio Management Ms. Joyce Tan Group Financial Controller
10:00 AM	Q&A Session	Key Management Team
11:00 AM	End of Session	

Business Highlights	Business Highlights	Business Highlights	Financial Highlights
Property	Hospitality	Resources	1H2022



1H2022 Highlights

By: Dr. Allen Tan

1H2022 KEY HIGHLIGHTS



EBITDA grows 3.9 times, SRE growth target on track

Financial Highlights

Group EBITDA grows 3.9 times to \$\$729.1 million

Real Estate PATNCI up 5.4 times to S\$676.1 million

 Mainly from a net gain on disposal of ARA; lower net fair value gains from investment properties in Australia (logistics) and the UK

Resources PATNCI up 3.8 times to S\$17.4 million

Mainly due to higher average tin prices as compared to the previous corresponding period

Hospitality returned to profitability with PATNCI of S\$0.9 million

 Due to stronger corporate and leisure demands as more countries reopen their borders

Corporate Highlights

Robust performance across all segments

Real Estate

- SRE on growth track with new acquisitions: Two office buildings in Australia (A\$150 million); and properties and development land in Gloucester Business Park, UK (GBP130 million)
- Straits City, Penang Butterworth, top out in May 2022. Crowne Plaza hotel with 343 rooms projected to open in 3Q 2023

Resources

 Acquired Asas Baiduri Sdn Bhd ("ABSB"), which holds a mining lease over a land parcel (568.4 ha) adjacent to RHT's mining site; opening access to additional tin resources

Hospitality

Recovering as travel restrictions ease

Group

 Proposed special dividend via distribution in specie in the form of ESR or STC shares to reward shareholders

Business Highlights **Property** Business Highlights *Hospitality* Business Highlights **Resources**

PROPOSED DIVIDEND IN SPECIE



To celebrate the strong set of results and reward shareholders

For <u>every 1,000 units</u> of The Straits Trading Company's shares, shareholders are entitled to either:





145 number of ESR Group Limited shares

OR





180 number of The Straits Trading Company shares

- Investment in ARA represented an 18.2% IRR or 3.7 times equity multiple over Straits Trading's original cost of investment
- Proposed distribution worth approximately \$\$0.50 per Straits Trading share based on the closing price of HK\$19.86 per ESR Share on 12 August 2022

Business Highlights **Property** Business Highlights *Hospitality* Business Highlights **Resources**



Business Highlights: Property

By: Dr. Allen Tan

SRE: INVESTMENT FOOTPRINT

A MEMBER OF THE TECITY GROUP

Focused Diversification Driven by Secular Growth Trends

135 Years New

UNITED KINGDOM



Bourne Business Park S\$133.3m



UK Warehouse Retail Parks (1) S\$99.1m



Gloucester Business Park (3) S\$222.1m



Chongqing Retail Mall S\$174.2m



Suntec Place - Sanlin Mall S\$226.0m





Anseong Logistics S\$45.1m

Malaysia Retail Portfolio

S\$175.0m



JAPAN

KOREA

AUSTRALIA



1010 La Trobe. Melbourne (2)



Key Developments in 1H2022

Completed acquisition of 2 offices in Docklands, Melbourne for A\$150.0M

Exchanged sales contract for purchase

of properties in Gloucester Business

Innovation Building, Melbourne (2)

S\$155.9m

Park in UK for GBP130.0M



Logistics Portfolio S\$355.6m



45 St Georges Terrace, Perth S\$62.9m



320 Pitt Street, Sydney S\$393.8m

Figures represent SRE's pro-rata share of property value as of 30 June 2022

- SRE committed up to ~S\$108.6m into UK Warehouse Retail Parks. Portfolio of 5 Warehouse Retail Parks
- Acquired in February 2022
- Exchanged Sales Contract in June 2022 pending completion

Business Highlights Property

Business Highlights Hospitality

MALAYSIA

Resources

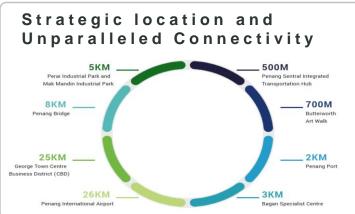
STCPM: STRAITS CITY, FUTURE CITY

Unlocking value of prime land in Butterworth, Penang





A **smart** and **sustainable** integrated mixed-use development over 40 acres of land with offices, residential apartments, hotels, service apartments, and retail components.



Key Drivers

- Business Improvement Districts (BIDs) initiative to enhance Butterworth's urban amenities, including smart infrastructures will drive the growth of Seberang Perai's smart industries and add value to Straits City
- North Butterworth Container Terminal (15 mins by car) gazetted as a Free Trade Zone on 1 Feb 2021.
- Positive spillover effects from Indonesia-Malaysia-Thailand Growth Triangle and Belt and Road initiatives.

Key Developments in 1H2022

- Partnership with IHG Hotels & Resorts to bring Crowne Plaza Hotels & Resorts to Butterworth, Penang inked in July 2022
- The Crowne Plaza will be the flagship hotel for Straits City with 343 rooms, MICE facilities and quality retail space; ~ 41,800 sq ft NLA

Business Highlights **Property** Business Highlights *Hospitality* Business Highlights **Resources**

SIM: EXPANDING PORTFOLIO



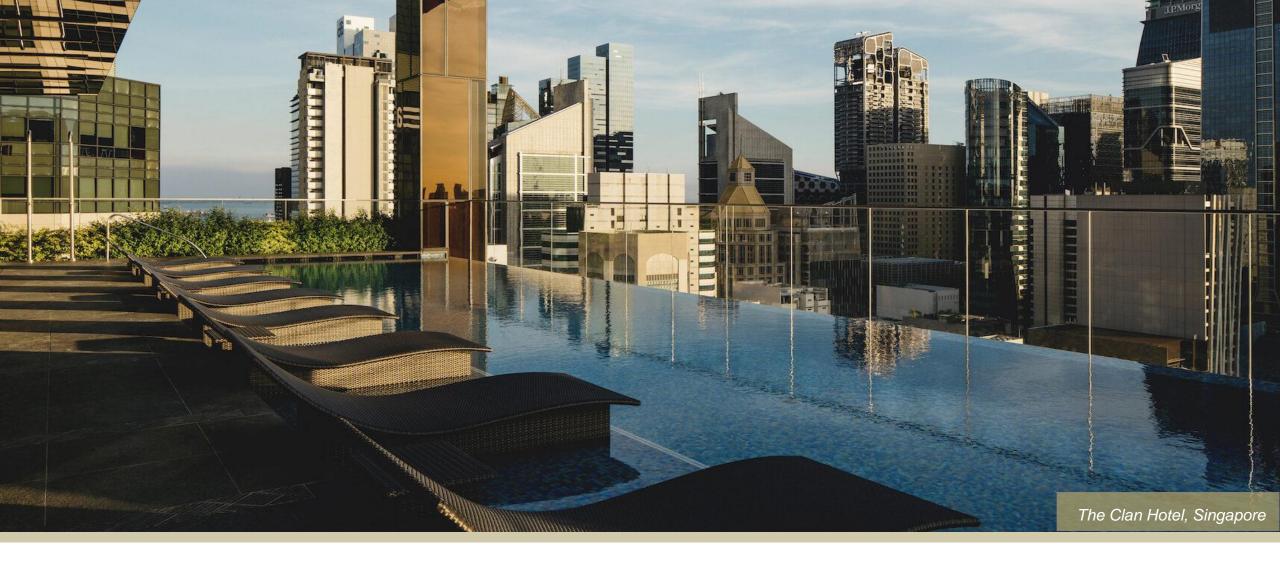
Identifying unique investment opportunities in public markets

Global fund manager with capabilities in equities, fixed income and alternative investments

- Assets under management/advisory: S\$628 million
- Growth in assets: 55% CAGR over 6-year period
- Strategic partner with Nikko AM
 - ✓ NikkoAM-Straits Trading Asia Ex-Japan REIT ETF
 - ✓ NikkoAM-Shenton Global Property Securities Fund
 - ✓ NikkoAM-Straits Trading MSCI China Electric Vehicles and Future Mobility ETF
- Strategic partner with UBS
 - ✓ Straits Global Property Strategy
 - ✓ Straits Define Risk Strategy



SIM holds a Capital Markets Services licence for fund management issued by the Monetary Authority of Singapore ("MAS")



Business Highlights: Hospitality

By: Mr. James Kwie

FEHH: A PREMIER HOTEL OWNER & OPERATOR

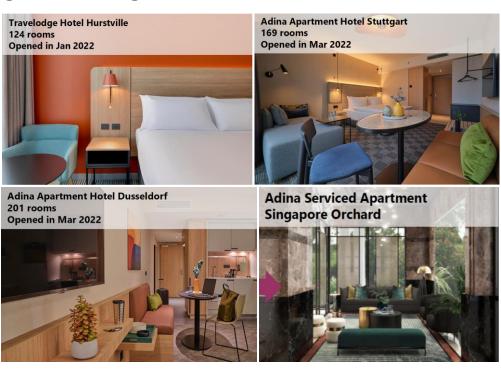


Well-positioned in key markets to seize post COVID-19 recovery opportunities

- Joint venture with Far East Orchard 30% equity stake in FEHH
- Manages >100 properties with >18,000 rooms across 9 countries

KEY 1H2022 DEVELOPMENTS

- Stronger operating performance in 1H as borders opened and global travel picked up from 2Q
- Launched 494 keys in Australia and Germany in 1Q2022
- Introduced 2 Australian hospitality brands to Singapore
 - 88-key Adina Serviced
 Apartments Singapore Orchard
 - 256-key Vibe Hotel Singapore Orchard
- 40% owned JV with Real Hospitality Group to expand into China's domestic tourism market



OUTLOOK



 Remains cautious about the recovery momentum of the tourism industry in 2H2022 due to rising costs and global economic uncertainties.

Business Highlights **Property** Business Highlights Hospitality Business Highlights *Resources*

Financial Highlights **1H2022**

Sources: Far East Orchard Limited announcements



Business Highlights: Resources

By: Mr. James Kwie

MSC: A RECORD PERFORMANCE



Enhanced operating efficiencies; focus on logistics and costs management

World's leading producer of tin metal and a global leader in custom tin smelting since 1887

- Our tin brand is registered on the London Metal Exchange and Kuala Lumpur Tin Market



KEY DEVELOPMENTS IN 1H2022

Net profit up more than 4-fold to RM103.8 million (1H2021: RM25.1 million) attributed to high tin prices and increased tin production

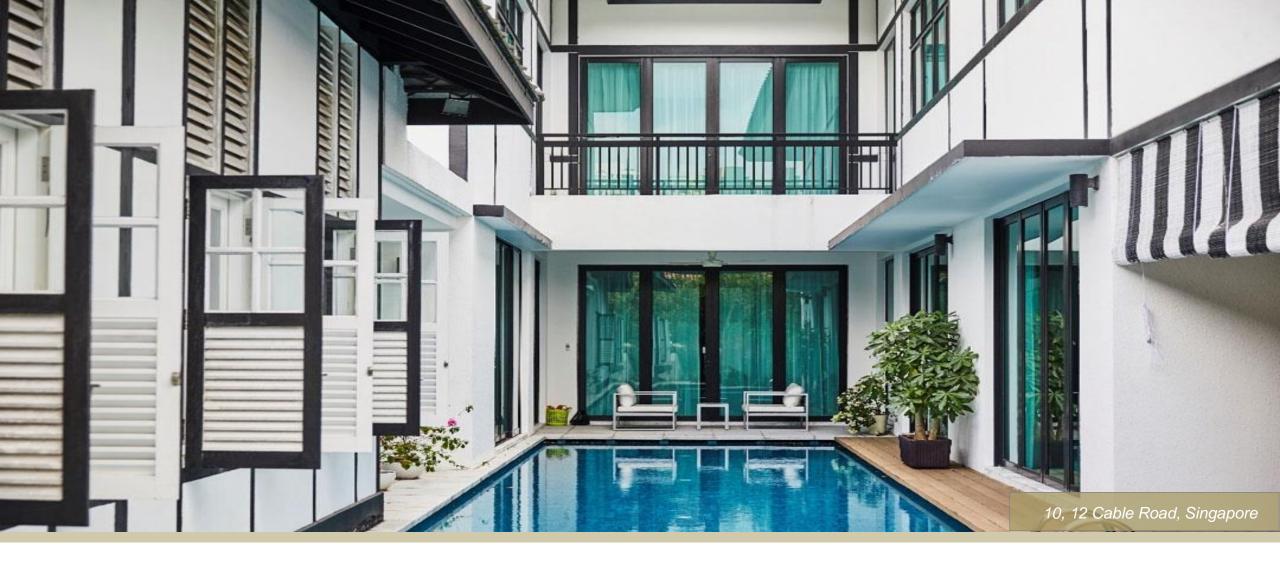
Net Profit (RM'mil)	1H2022	1H2021
Tin Mining	78.0	36.2
Tin Smelting	21.3	(2.8)

- Established ESG Committee, with senior management participation
- Upgrading the existing 0.75MW mini hydro plant to 5.00 MW, which will provide zero-carbon energy to the existing mine

OUTLOOK

- MSC expects to continue benefiting from the current tin price despite inflationary pressures and higher operating costs
- Focus on further expanding RHT existing mining pit eastward to improve throughput volume
- Pulau Indah smelter expected to hit full capacity in 4Q2022

Business Highlights **Property** Business Highlights *Hospitality* Business Highlights *Resources*



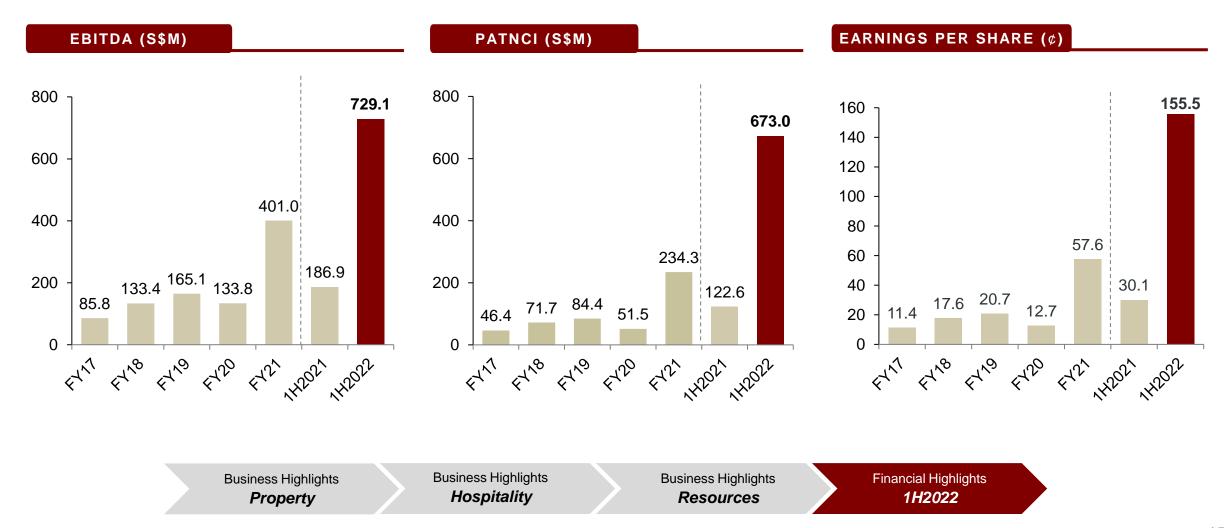
Financial Highlights: 1H2022

By: Ms. Joyce Tan

GROUP FINANCIAL HIGHLIGHTS



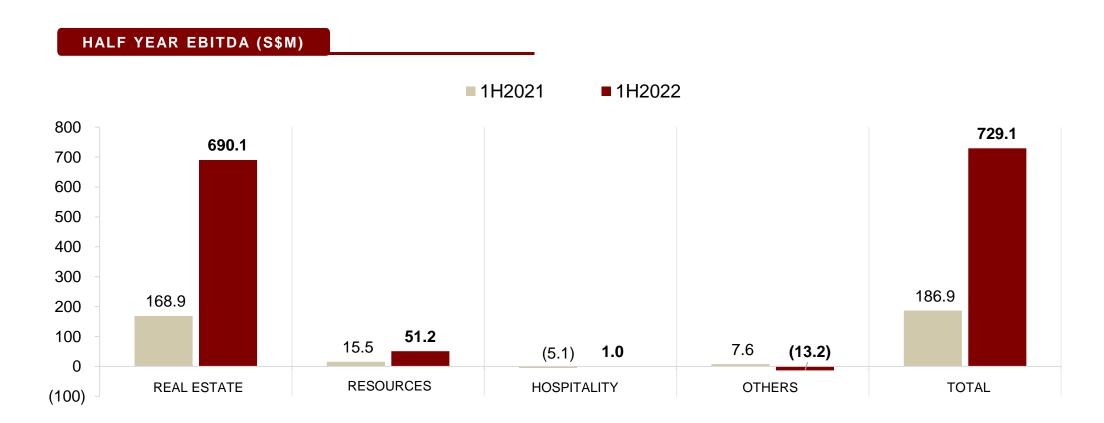
Strong Financial Position



EBITDA BY SEGMENTS



Main Profit Driver: Real Estate



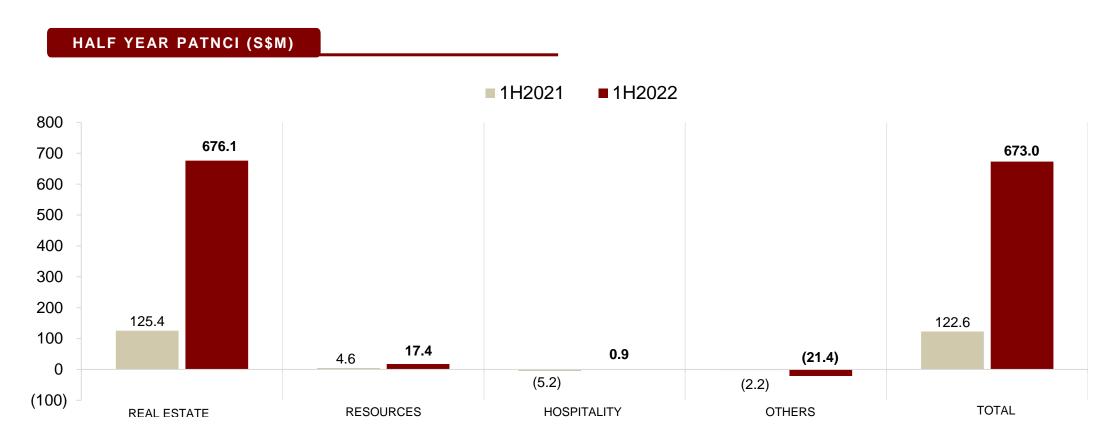
Note: Others comprise corporate expenses and others

Business Highlights	Business Highlights	Business Highlights	Financial Highlights	
Property	Hospitality	Resources	1H2022	

PATNCI BY SEGMENTS



Main Profit Driver: Real Estate



Note: Others comprise corporate expenses and others

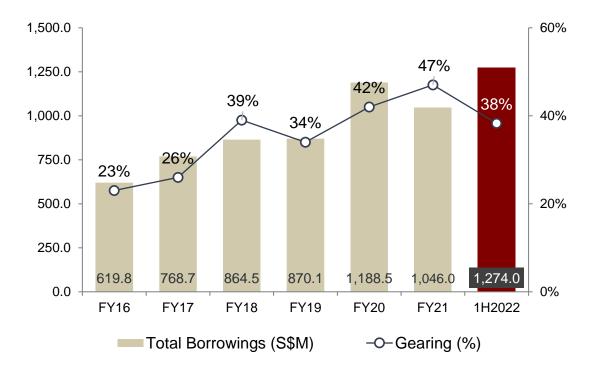
Business Highlights Business Highlights Business Highlights Financial Highlights
Property Hospitality Resources 1H2022

GROUP FINANCIAL HIGHLIGHTS

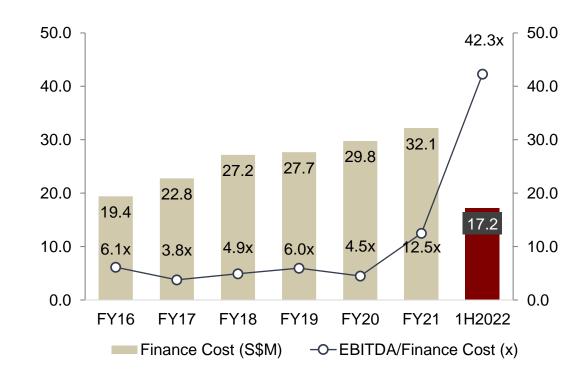


Prudent Financial Metrics

GEARING



INTEREST COVERAGE RATIO



Business Highlights **Property** Business Highlights *Hospitality* Business Highlights **Resources**

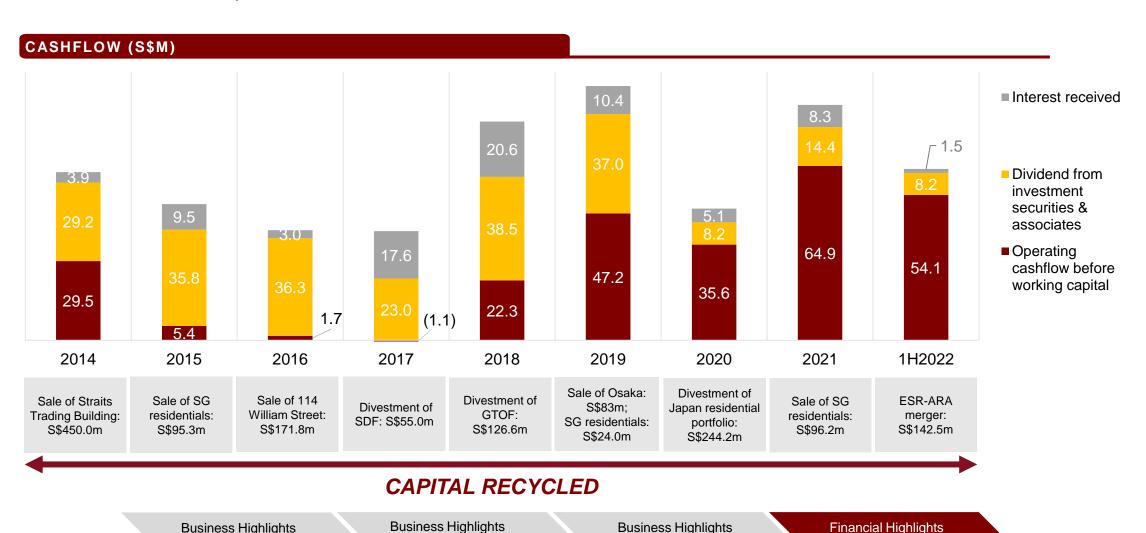
KEY SOURCES OF GROUP CASHFLOW

Business Highlights

Property



Cashflow from multiple sources



Hospitality

Business Highlights

Resources

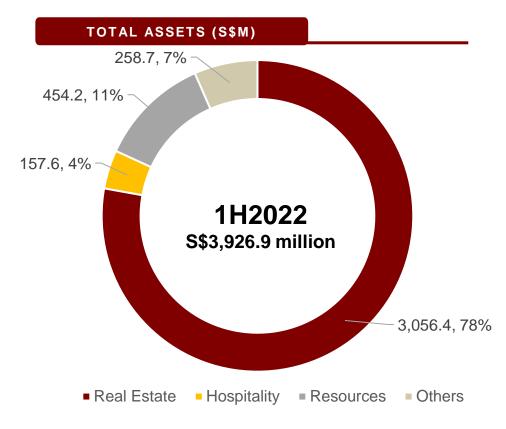
Financial Highlights

1H2022

TOTAL ASSETS



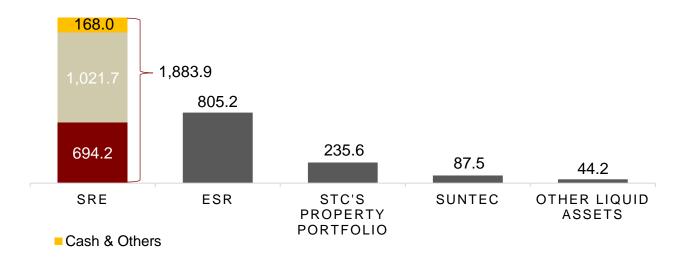
82% in Real Estate and Hospitality



^{*} Others comprise mainly Group-level cash, securities portfolio

REAL ESTATE ASSETS BREAKDOWN (S\$M)

REAL ESTATE ASSETS BREAKDOWN



- Chongqing Mall, 45 St Georges Terrace, Logistics assets, Bourne Business Park & Docklands
- Harmony III, JVF II, 320 Pitt St, Logistics JV in Korea, Suntec Place JV, SIM UK & investment in secured notes

Business Highlights **Property** Business Highlights *Hospitality*

Business Highlights *Resources*

BALANCE SHEET REMAINS HEALTHY



Stable financial position

S\$ Million	31 Dec 2021	30 June 2022
Cash and short-term deposits	141.6	341.4
Total Assets	3,187.9	3,927.0
Total Borrowings	1,046.0	1,274.0
Total Liabilities	1,253.1	1,490.7
Total Equity	1,934.9	2,436.3
NAV/share (S\$)	4.35	5.23
Net debt/Total equity	46.7%	38.3%
Group ROE	14.2%	33.4% ⁽¹⁾

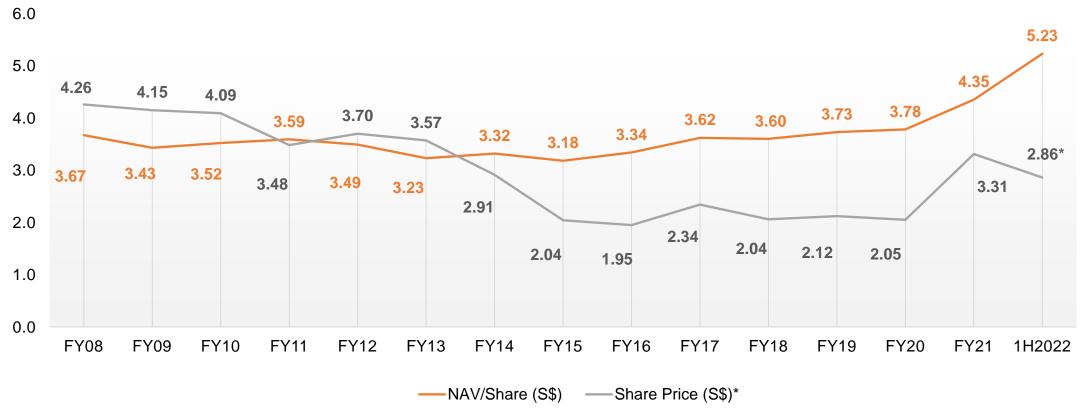
⁽¹⁾ Return on Equity = 1H2022 PATNCI / Average Shareholders' Equity

Business Highlights	Business Highlights	Business Highlights	Financial Highlights	
Property	Hospitality	Resources	1H2022	

NAV PER SHARE



NAV increased S\$0.88/share over FY21 post-ARA-ESR merger



^{*} Closing price as at the last trading day of the financial year / period

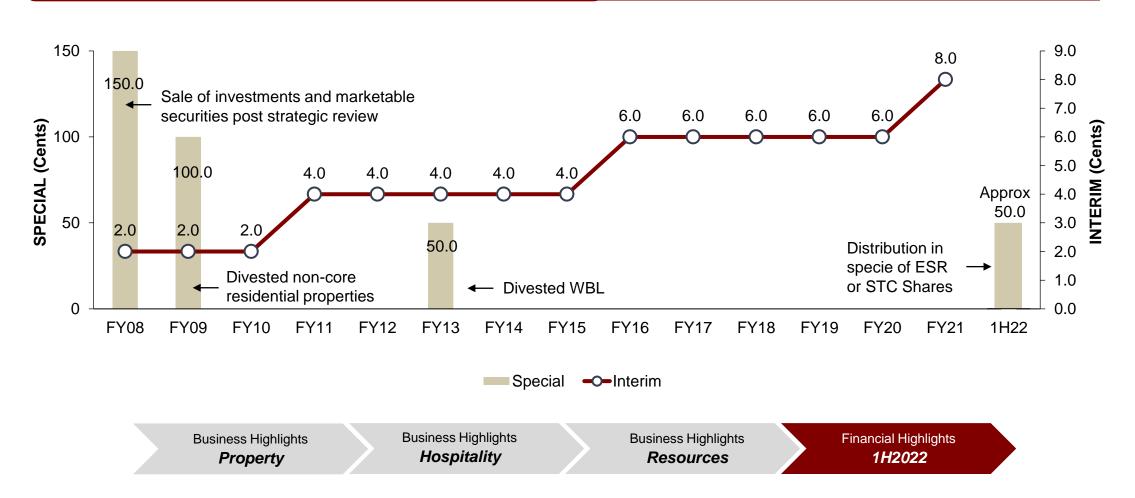


SUSTAINED DIVIDEND GROWTH



A one-tier tax-exempt interim dividend of S\$0.08 per share, up 33.3% compared to FY20

DIVIDEND PER SHARE



DISCLAIMER



The information contained in this presentation (the "Presentation") is for information purposes only. The Presentation does not constitute or form part of any offer or invitation to sell or the solicitation of an offer or invitation to purchase or subscribe for, or any offer to underwrite or otherwise acquire any securities of The Straits Trading Company Limited (the "Company") or any other securities, nor shall any part of the Presentation or the fact of its presentation or communication form the basis of, or be relied on in connection with, any contract, commitment or investment decision in relation thereto.

The information in this Presentation is based on the views of and certain assumptions held by the management of the Company. While the Company has made reasonable efforts to ensure the accuracy of the information, the Company has not independently verified such information. In addition, the Company does not make any representation or warranty as to the accuracy or completeness of the information contained in this Presentation or the reasonableness of any assumptions contained herein and any liability in respect therefore is expressly disclaimed. Further, nothing in this Presentation should be construed as constituting legal, business, tax or financial advice and you should consult your own independent professional advisers.

The information in this Presentation has been provided by the Company as of 11 August 2022 except as otherwise indicated, and aforward-lookingre subject to change without notice or update and does not purport to be complete or comprehensive. The Company does not make any representation or warranty that there have been changes in the affairs of the Company after such date.

This Presentation may contain forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, expected performance, trends, anticipated developments in the Company's industries, market position, expenditures, and financial results, are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The Company does not guarantee that these assumptions and expectations are accurate or will be realised. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Although the Company believes that such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met.

These factors include, but are not limited to, (i) general global, regional and local political, social and economic conditions (including, but not limited to, factors such as the political landscape, environmental conditions and viral epidemics such as human avian flu and severe acute respiratory syndrome) that may result in reduced occupancy rates and room rates for the hospitality investments of the Company or affect the other investments of the Company, (ii) the cyclical nature of the property market and tourism industry in the countries in which the Company operates and fluctuations in tin prices, (iii) the Company not being successful in the implementation of its business strategies or in managing its growth, (iv) regulatory developments and changes in the industries in which the Company operates, the general economic condition of, and changes in, the economy in Asia-Pacific and Europe, (v) competition in the hospitality industry and the hospitality related industry in the Asia-Pacific and Europe region, (vi) hostilities (including future terrorist attacks) or fear of hostilities that affect travel in general, within or to the Asia-Pacific region or any other countries in which the hospitality investments of the Company are located or have operations, (viii) changes in the supply and demand for tin metres trates or inflation rates, (ix) wars or acts of international or domestic terrorism, (x) occurrences of catastrophic events, natural disasters and acts of God that affect the business or properties of the Company, and (xi) other factors beyond the control of the Company. You are cautioned not to place undue reliance on these forward-looking statements, which are based on current view of the Company's management on future events. The Company assumes no responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise.

This Presentation includes statistical data provided by us and various third parties and cites third party projections regarding growth and performances of the industry and markets in which we operate. Such data is taken or derived from information published by industry sources, various third parties and from our internal data. In each such case, the sources are identified in this Presentation.

This Presentation is directed only at persons which are neither resident in the United States nor "U.S. persons" as defined under Regulation S of the U.S. Securities Act of 1933, as amended (the "Securities Act") and, in addition, which are lawfully able to receive this document under the laws of the jurisdictions in which they are located or other applicable laws. Securities of the Company have not been, and will not be, registered under the Securities Act, or the securities laws of any state of the United States or other jurisdiction, and may not be offered or sold within the United States or other jurisdiction, and may not be offered or sold within the United States or other jurisdiction, and may not be offered or sold within the United States or other jurisdiction, and the securities Act and any applicable U.S. state or local securities are not incorporated in, and do not form part of, this Presentation.

Neither this Presentation or any part thereof may be (a) used or relied upon by any other party or for any other purpose, (b) copied, photocopied, duplicated or otherwise reproduced in any form or by any means, or (c) forwarded, published, redistributed, passed on or otherwise disseminated or quoted, directly or indirectly, to any other person either in the participants' organisations or elsewhere. By attending this presentation, participants agree to be bound by the terms above.

This advertisement or publication has not been reviewed by the Monetary Authority of Singapore.



135 Years New

THANK YOU



Q&A Session

Reminder

When asking a question:

- Use the 'Raise Hand' function and wait for the Host to call you. Please click unmute when promoted and state your name and organisation before asking your question.
- Alternatively, you can type your question in the Q&A box.