



Annual General Meeting

26 July 2019



Agenda

- ❖ Opening Speech
- ❖ Presentation on Doors Business
- ❖ Presentation on Property Business
- ❖ AGM Resolutions



KLW HOLDINGS LIMITED

Opening Speech

Gloria Wong
Executive Director

What Has Transpired Under Current Board & Management

10 July 2019: Announces sale of Vietnam subsidiary holding land and factory for US\$7.02m (expected gain of S\$2.10m)

13 May 2019: Completes land acquisition in Jakarta

April 2019: Secures planning permit for Melbourne property Lincoln Square Carlton, a 5-storey freehold office building acquired in 2015

2017 to early 2018: Upgrading of factories in Johor and Dongguan

21 Aug 2017: Ambertree Indonesia Ventures forms JV with PT Codefin to acquire land in South Jakarta for a mixed-use development

1 March 2017: Forms Ambertree Indonesia Ventures as part of diversification into property business

28 Dec 2016: Announces sale of Melbourne property, 301 Flinders Lane, for A\$34.20m. Sale completed on 21 April 2017, yielding A\$5.63m gain

Ongoing...

- Recovered S\$3.82m of S\$7m paid out as commitment fee to Michael Chan. Remaining S\$4.05m expected to be received by end-2019
- Feasibility studies to determine best commercial option for Lincoln Square Carlton in Melbourne
- Planning development milestones for Jakarta property project
- Seeking to grow doors business



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Presentation on Doors Business



Doors Business

Factory in Johor, Malaysia

- ❖ 60-year leasehold factory owned by KLW
- ❖ ISO-certified since April 2015
- ❖ Upgraded in 2017 and early 2018, with opening ceremony in March 2018
- ❖ Production capacity of up to 30,000 doors a month
- ❖ Products targeted at mass market



Doors Business

Factory in Johor, Malaysia

- ❖ Use of high-frequency machines, which require fewer workers to operate
- ❖ From the time raw materials reach the factory to the completion of the final product, production takes about a week
- ❖ All products earmarked for sale in USA will be made in Johor factory to avoid tariffs from trade war
- ❖ Upgraded factory better positioned to meet requirements of potential customers

Doors Business

Factory in Dongguan, China



- ❖ Production of premium and customised doors
- ❖ Operates in an industrial hub in Dongguan that enables more efficient procurement and sourcing



Doors Business

Factory in Dongguan, China

- ❖ Doors made in Dongguan factory still in demand despite higher raw material costs stemming from trade-war tariffs

Well placed to meet stricter environmental regulations in China after being upgraded in recent years



Doors Business

Revenue by Geographical Market

	FY2019 (S\$)	FY2018 (S\$)
Singapore	1,083,627	305,569
United Kingdom	26,068,457	29,981,625
Brunei	24,171	563,802
Ireland	2,918,699	2,232,621
USA	199,995	130,997
	30,294,949	33,214,614*

*Excludes revenue of S\$93,034 generated from Australia which comprised only rental income

Doors Business

Growth Plans & Outlook

Expand Product Range

- ❖ Fire-rated doors for UK market

Expand Geographical Reach

- ❖ Deepen reach in existing markets like USA and Ireland, while looking to penetrate new markets like France and Kuwait

Focus on Returning to Profitability in FY2020

- ❖ FY2019 segmental loss of S\$1.25m substantially smaller than FY2018 segmental loss of S\$3.41m



Presentation on Property Business

Property Business

Property in Jakarta



What Has Transpired?

- ❖ Completed in May 2019 the third and final tranche of the acquisition of 15 adjacent land parcels with combined area of 7,913m² in South Jakarta

What's the Plan?

- ❖ Land to be turned into a residential development with retail and commercial spaces

Property Business

Property in Jakarta



What's the Buzz?

- ✓ Prime location:
 - ❖ Next to Jakarta MRT station
 - ❖ 30-minute drive from Jakarta international airport

Property Business

Property in Jakarta



What's the Buzz?

- ✓ Federal government committed to boosting property market and home ownership:
 - ❖ Higher price threshold at which luxury sales tax of 20% is applied to high-end properties
 - ❖ Launch of zero down-payment housing scheme

(video)

Property Business

Property in Melbourne

What Has Transpired?

- ❖ Planning permit granted for proposed redevelopment of Lincoln Square Carlton, a 5-storey freehold office building with land area of 906m² acquired in March 2015

What's the Plan?

- ❖ Feasibility study to determine best commercial option for this property



Property Business

Property in Melbourne

What's the Buzz?

- ✓ Prime location:
 - ❖ Located on city fringe, less than 500m north of CBD and flanked by Melbourne University and RMIT
 - ❖ Major attractions nearby include Carlton Gardens, Melbourne Museum, Royal Exhibition Building



Property Business

Property in Melbourne

What's the Buzz?

- ✓ Various options available:
 - ❖ Refurbishment and leasing
 - ❖ Multi-level residential apartments
 - ❖ Student accommodation
 - ❖ Boutique hotel
 - ❖ Sell it





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AGM Resolutions