



Building Cities Building Dreams

KOH BROTHERS GROUP LIMITED

**ANNUAL GENERAL MEETING
17 APRIL 2019**

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BUSINESS OVERVIEW



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Diversified & Synergistic Business Portfolio

Real Estate

(Development & Investment)

- Residential Developments
- Investment Properties

Construction

- Infrastructure
- Building
- Water & Wastewater Treatment
- Hydro-Engineering
- Bio-Refinery & Bio-Energy

Building Materials

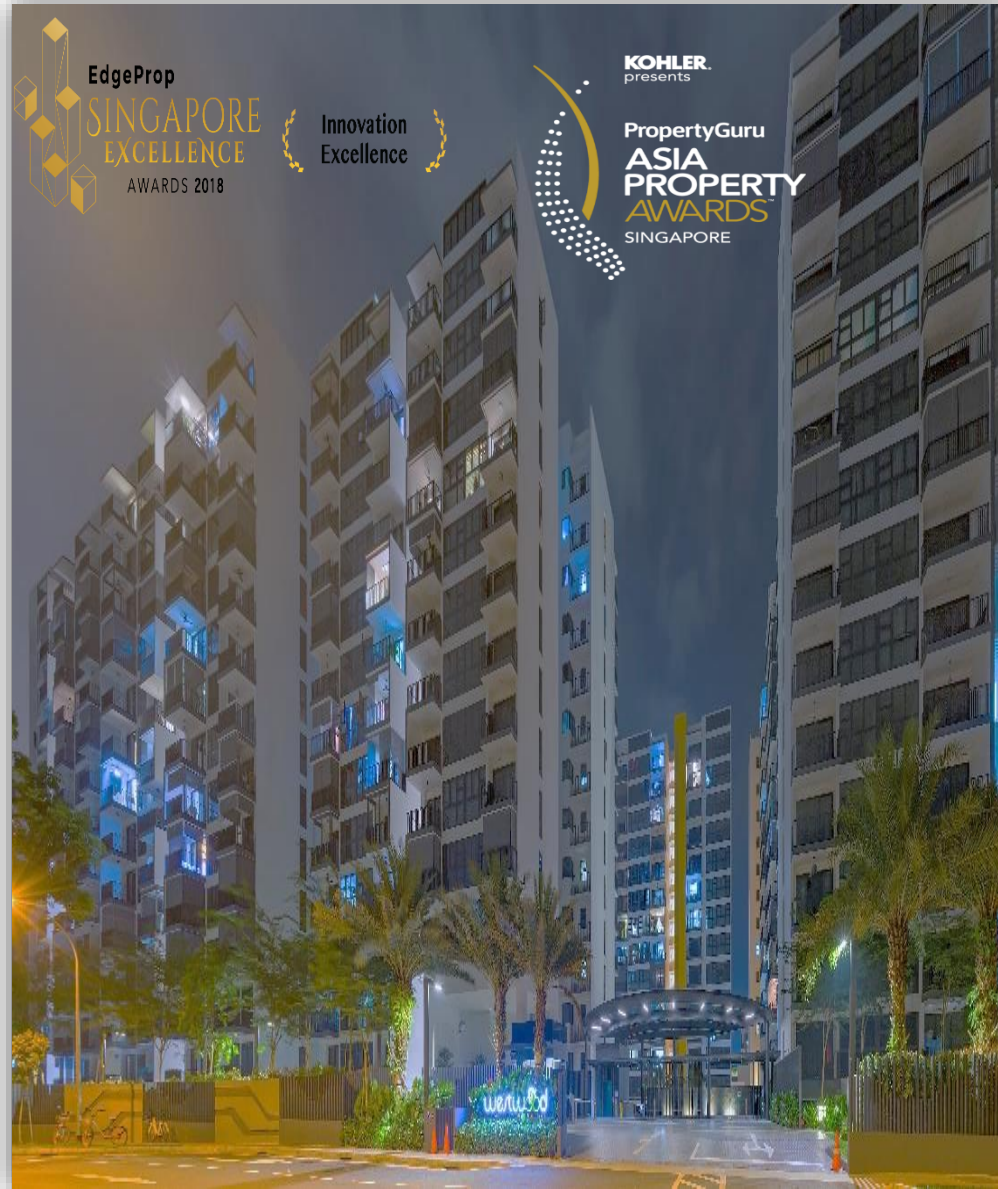
- Cement
- Ready-Mixed Concrete
- Precast Concrete Products
- Concrete Pump Rental

Leisure & Hospitality

- Hotel

Real Estate - Recently Completed Project

Westwood Residences



Location	Westwood Avenue
Residential Units	480
Year of TOP	2017
Project Brief	<ul style="list-style-type: none">• First cycling-themed development• First outdoor mini-velodrome• First secured covered bike garage with biometric vein scanner access and CCTV monitoring system• First bike maintenance area with washing, air drying, central tyre pumping and repair stations
Awards	<ul style="list-style-type: none">• Edgeprop S 'pore Excellence Awards<ul style="list-style-type: none">- Innovation Excellence• PropertyGuru Asia Property Awards<ul style="list-style-type: none">- Best EC- Best EC Architectural Design- Best EC Landscape Architectural Design
Group's Stake (%)	80
% Sold	100

Real Estate - Recently Launched Project

Nonhyeon IPARK (Gangnam, Seoul)



Location

Gangnam District in Seoul

Project Brief

- Nonhyeon IPARK, comprises 99 apartment units, 194 “OfficeTel” SoHo units and 53 retail units within a land area of 4,611 sqm and gross floor area of 30,816 sqm.
- Offering doorstep integrated lifestyle amenities to its residents in the prime Gangnam district of Seoul
- To address demand gap for centrally-located and compact residential units for single professionals, double-income families, and real estate investors

Expected Completion

~ 2H 2020

% Sold

97 (75% of all units sold within the first 7 days of launch)

Group's Stake (%)

45

Real Estate - Recently Launched Project **Nonhyeon IPARK (Gangnam, Seoul)**

Sales launch in March 2018



Sales Status Overview

As at 31 March 2019

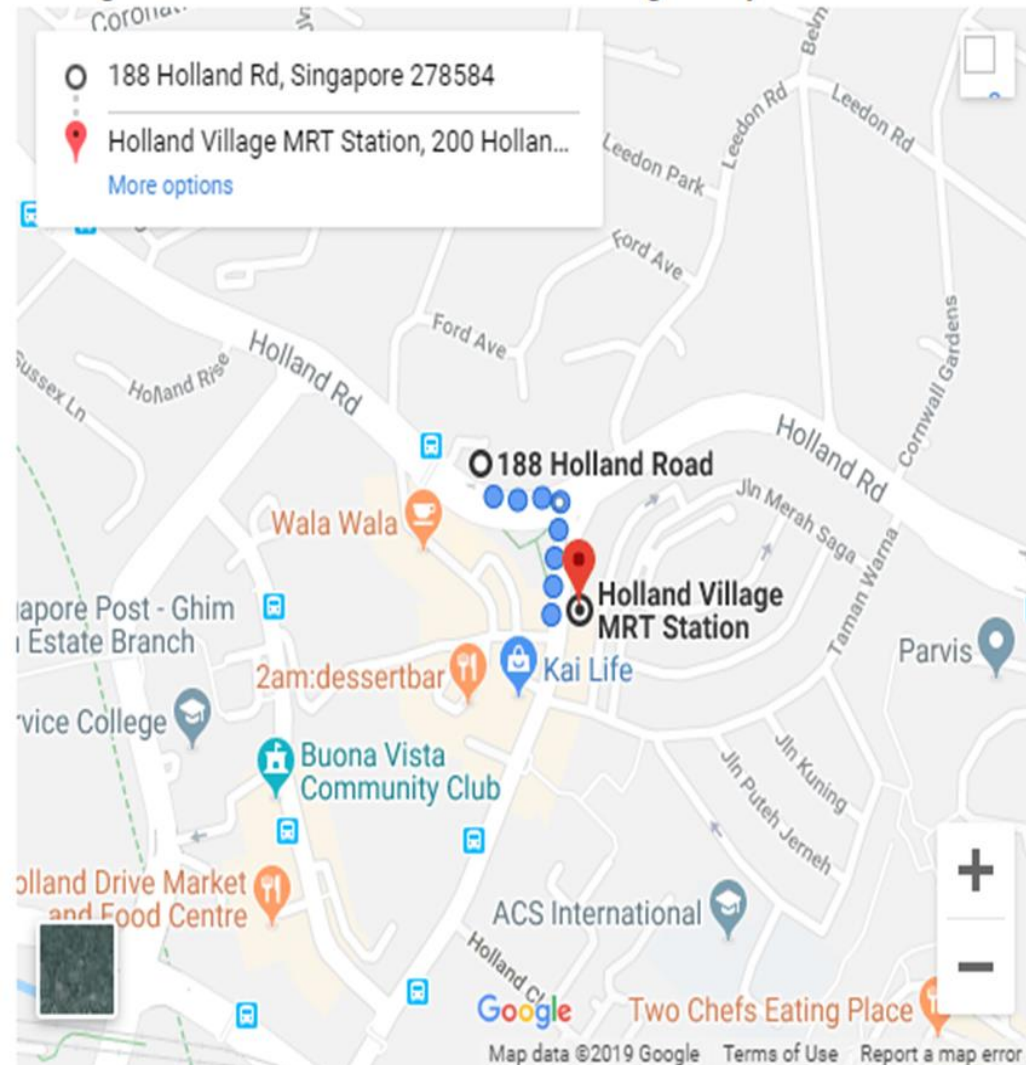
	Total Units	Units Sold	% Sold
Apartment	99	98	99
OfficeTel	194	184	95
Retail	53	53	100
Total	346	335	97



Real Estate – Project To Be Launched

Van Holland

Walking Distance From Van Holland To Holland Village is only **230m!**



Group's Stake	100%
Location	Holland Road
Expected Launch	2H2019
Expected Completion	~ 2022
Total Land Size	4,428 sqm
No. of Units	80 to 100
Project Brief	<ul style="list-style-type: none">• Freehold condo strategically located just next to Good Glass Bungalow housing estate and also a short distance away from Holland Village Shopping Centre• Introducing a new concept that will deliver its residents better living spaces coupled with convenience and excellent connectivity• High development baseline and in proximity to Holland Village MRT Station.

Real Estate Track Record (Past Projects)



Name of Development	Fiorenza	Lincoln Suites	Parc Olympia
Location	42 Florence Road	1 and 3 Kiang Guan Ave	50 Flora Drive
Residential Units	28	175	486
Year of TOP	2011	2014	2015
Project Brief	Italian modern living with sky gymnasium and glass jacuzzi in the balcony	Prime condo in Newton featuring 360-degree spa pool and sky gym	Sports-themed condo with specialized facilities
Group's Stake (%)	100	25	100
% Sold	100	97	100

Real Estate Investments



Sun Plaza – completed asset enhancement exercise in 2015 to optimise space utilisation and improve retail tenant mix; achieved full occupancy and improved revenues



Alocassia – located in prime district along Bukit Timah Road and the proximity to Stevens MRT Station



First City Complex, Batam (Indonesia) – Commercial and office units, as well as apartments

Construction Track Record (Past Projects)



Marina Barrage



Punggol Waterway



Vine Grove (Yishun) HDB



**Bugis MRT Station
(Downtown Line)**



Changi Water Reclamation Plant



Bukit Timah Canal Diversion

Ongoing Construction Projects



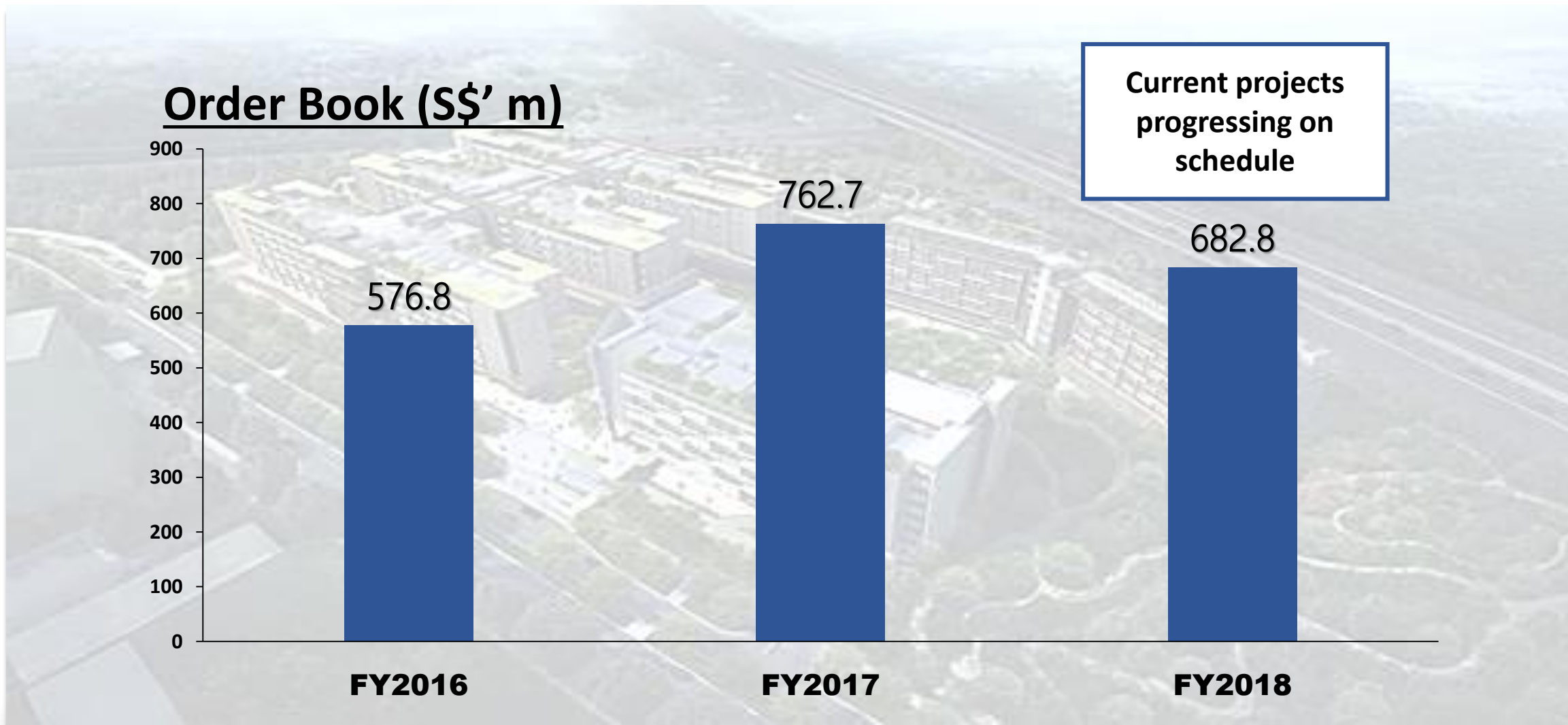
	Deep Tunnel Sewerage System (Phase 2)	Circle Line 6	Marina East Desalination Plant
Approximate Contract Value	S\$520.0M	S\$225.4M	S\$153.6M
Client	PUB	LTA	Keppel Seghers Pte. Ltd.
Expected Completion	1H2023	1H2025	1H2020
	<ul style="list-style-type: none"> Section from South Tunnel at Tuas Road and Industrial Tunnel at Pioneer Road to the Tuas Water Reclamation Plant (10km) Design and construction of the tunnels, shafts and other features required 	<ul style="list-style-type: none"> All civil, structural, architectural, electrical & mechanical and system works relating to the construction of cut-and-cover tunnels and other structures from the east of the planned Prince Edward Station to the existing Marina Bay Station 	<ul style="list-style-type: none"> KBE to tap on newly-acquired civil engineering capabilities and existing expertise in hydro-engineering to design and build the piling, civil, structural, building and piping service works

Ongoing Construction Projects



	Woodlands Health Campus	Changi Airport Runway 3 (Package 1)	Kallang-Bishan River Upgrading
Approximate Contract Value	S\$960.1M	S\$1.12B	S\$86.3M
Client	Ministry of Health	Changi Airport Group	PUB
Expected Completion	1H2021	2H2019	2H2019
	<ul style="list-style-type: none"> To develop the Woodlands Health Campus Singapore's first smart hospital campus comprises an acute hospital, a community hospital, specialist outpatient clinics and nursing home The first all facilities are conceptualized and built simultaneously 	<ul style="list-style-type: none"> Largest contract win to-date (30% stake) Effect three-runway operations at Changi Airport Terminal 5 Tap on Koh Brothers' flood alleviation and drainage expertise, and ability to produce building materials 	<ul style="list-style-type: none"> Section of Kallang River between Bishan and Braddell Road ABC Waters project to transform this section of the canal into a beautiful stream that is integrated with the surroundings

Healthy Construction Order Book



Building Materials (G&W Group)

- The Building Materials division established in 1980 is a renowned one-stop quality provider of concrete solutions to the construction industry
- Supply chain includes cement, ready-mix concrete, pre-cast concrete products such as facades, household shelters, pre-fabricated bathroom units, columns and planks
- Provides rental services of equipment, namely concrete pumps
- Implements a central truck-mixer dispatch system to facilitate the efficient dispatch of trucks to meet the demands of clients around Singapore so as to achieve greater efficiency
- Operates precast plants at Tuas in Singapore and one in Senai within Iskandar, Malaysia
 - Total land area: approximately 49,300 sqm



Leisure & Hospitality – Oxford Hotel



- Freehold 130-room hotel strategically located in Singapore's CBD (Queen Street)
- Easy connectivity: Near Bras Basah MRT station
- Completed asset enhancement in 2014 to improve quality of services
- Meanwhile, the Group will continue to seek investment opportunities in hotel properties locally and overseas



BUSINESS STRATEGIES



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Competitive Strengths



Business Strategies

Capitalise On Business Synergies

- Increase collaboration opportunities amongst various business lines
- Harness operating synergies and economies of scale amongst various businesses
- Sharpen the Group's competitive edge amidst challenging operating environment

Pursue Higher Value Projects

- Develop real estate projects with unique or innovative features for greater product differentiation
- Prudently pursue high-yield projects and tenders
- Explore growing opportunities in the water and wastewater and hydro-engineering sectors with enhanced capabilities

Raise Productivity

- Continue investing in productivity management measures
- Increase the use of automation and technology
- Adopt innovative methods to drive productivity and efficiency

Diversify Portfolio

- Export established brand and niche overseas through JV/strategic partnerships
- Prudently diversify portfolio geographically and across sectors to gradually reduce dependency on Singapore market
- Enhance recurring income streams



FINANCIAL HIGHLIGHTS



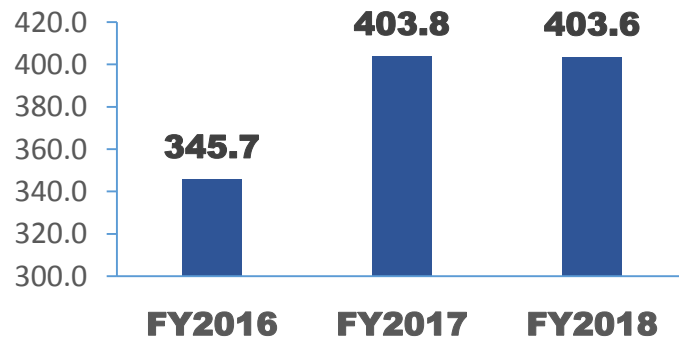
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Financial Snapshot – Summary

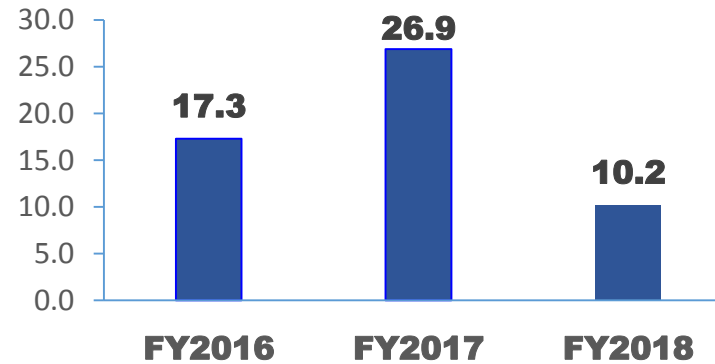
S\$'m	FY2016	FY2017*	FY2018
Revenue	345.7	403.8	403.6
Gross Profit	29.0	15.5	21.5
Gross Profit Margin (%)	8.4	3.8	5.3
Profit Before Tax	17.3	26.9	10.2
Net Profit attributable to Equity Holders	13.3	20.6	6.6
Earnings per share (SGD cents)	3.21	4.98	1.60

*FY2017 results have been restated due to adoption of SFRS(I)

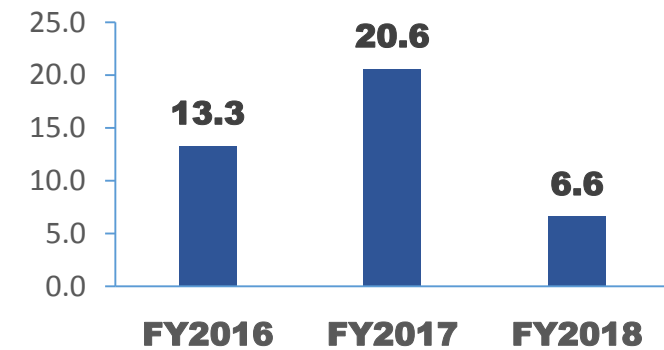
Revenue (S\$'m)



Profit Before Tax (S\$'m)

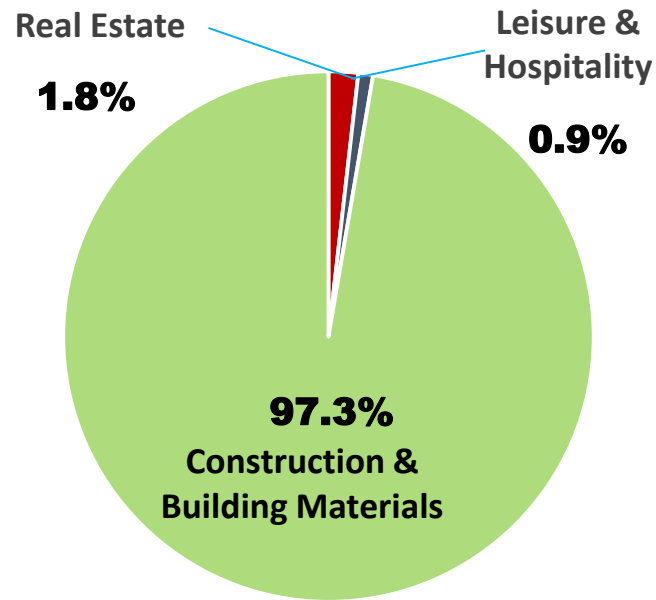


Net Profit attributable to Equity Holders (S\$'m)

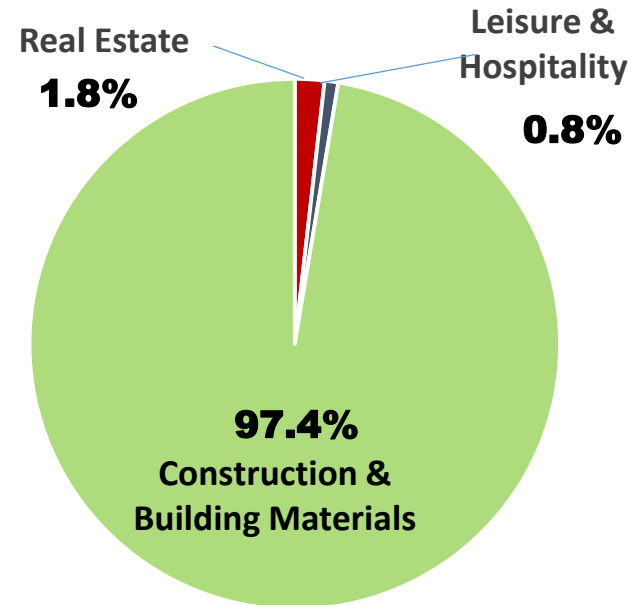


Net Revenue By Business Segments

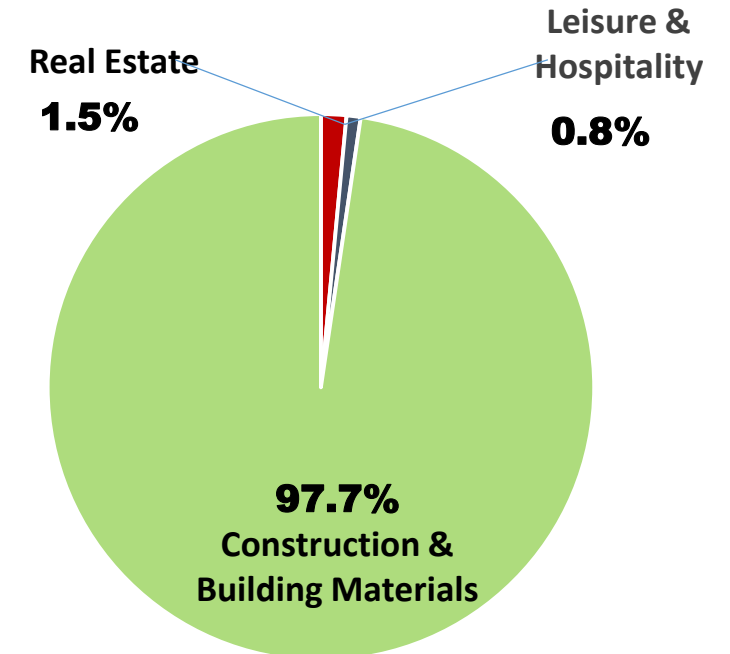
FY2016



FY2017



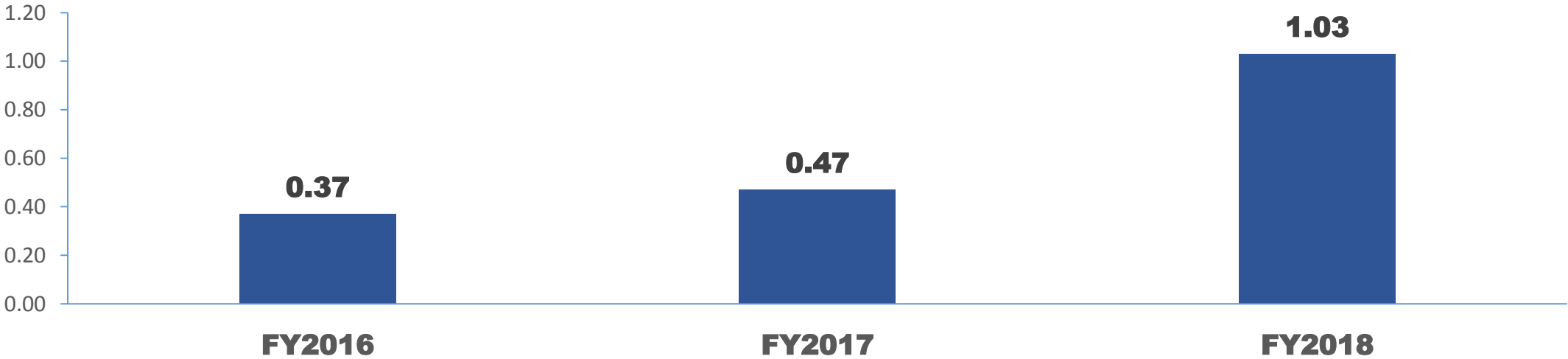
FY2018



Gearing (Net Debt to Equity)

S\$'m	Dec 31, 2016	Dec 31, 2017	Dec 31, 2018
Cash and Bank Balances	43.2	64.8	32.7
Net Debt	96.7	133.3	289.4
Net Debt to Equity (x)	0.37	0.47	1.03

Net Debt to Equity (x)



Balance Sheet & Key Ratios

S\$'m	Dec 31, 2016*	Dec 31, 2017*	Dec 31, 2018
Current Assets	320.2	363.9	450.7
Current Liabilities	215.1	233.1	227.4
Net Current Assets	105.1	130.8	223.3
Current Ratio (x)	1.49	1.56	1.98
Total Assets	619.3	711.0	799.2
Total liabilities	343.1	405.3	493.7
Net Tangible Assets Attributable to Equity Holders	259.2	278.8	277.1
Net Tangible Assets Per Share (SGD cents)	62.66	67.55	67.19

*FY2016 and FY2017 balance sheets have been restated due to adoption of SFRS(I)



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THANK YOU