

LHN GROUP

SPACE OPTIMISED

INDUSTRIAL
COMMERCIAL
LOGISTICS
RESIDENTIAL
FACILITIES

CREATING PRODUCTIVE ENVIRONMENTS,
GENERATING VALUE



1H2016 Result Presentation

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BUSINESS OVERVIEW

Business Segments



Listed on SGX-ST's Catalist on 13 April 2015 and
with a history dating back to 1991

Three (3) Business Segments



Our Presence

YANGON, MYANMAR

SPACE OPTIMISATION

- GreenHub branded SOHO-style Serviced Residence

LAEM CHABANG, THAILAND

LOGISTICS SERVICES

- Container depot able to handle 7,000 TEUS.

SINGAPORE

SPACE OPTIMISATION, FACILITIES MANAGEMENT & LOGISTICS SERVICES

- Regional HQ
- 36 commercial, industrial and residential properties, including 3 GreenHub suited offices and up to 5 “W+S” concept offices
- Facilities Management services for our properties and other properties
- Container depot at 27 Benoi Sector able to handle up to 6,200 TEUS.
- Transportation services business



JAKARTA, INDONESIA

SPACE OPTIMISATION

- 2 GreenHub branded Suited Offices

Space Optimisation Business

We Create Productive Environments by

Securing master leases for unused, old and underutilised industrial, commercial and residential properties

Transforming them to increase net lettable area and potential rental yields by applying our space optimisation expertise

Leasing out optimised space to our tenants, who are willing to pay more for thoughtfully designed and highly usable space



A Unique Position in the Industry

Developers

**REITS /
Landlords**

Tenants



**LHN Limited acts as a bridge
between landlords and tenants:**

- We offer tenants creative and productive spaces
- We generate value for landlords

Space Optimisation Generates Value for...

Our Suppliers

- Approximately half of master leases are secured from various government bodies



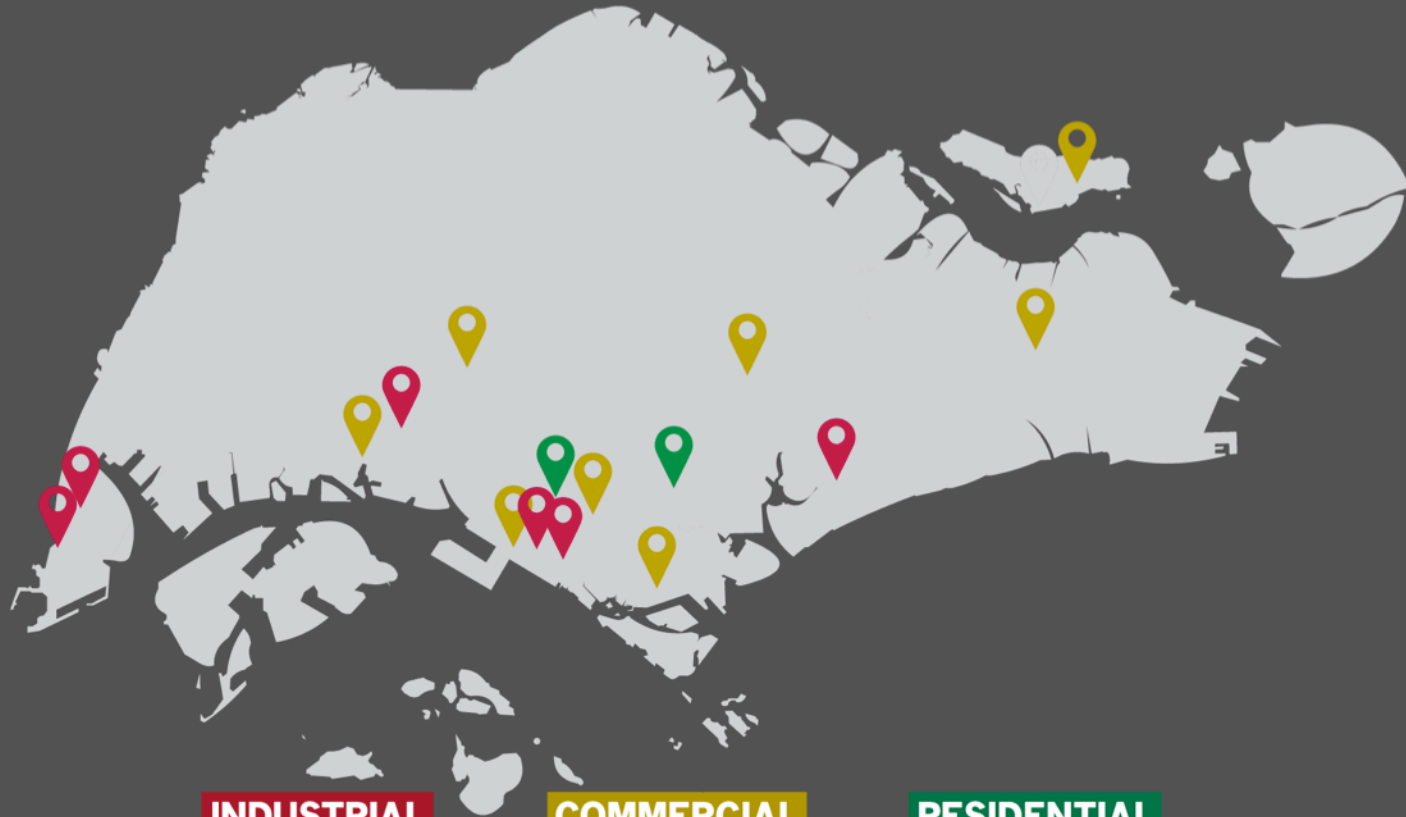
Far East Organization
INSPIRING BETTER LIVES

Our Diverse Mix of Tenants

- Willing to pay additional dollar for thoughtfully designed and highly usable space
- Over 700 local and international tenants from a wide range of industries



Our Presence in Singapore



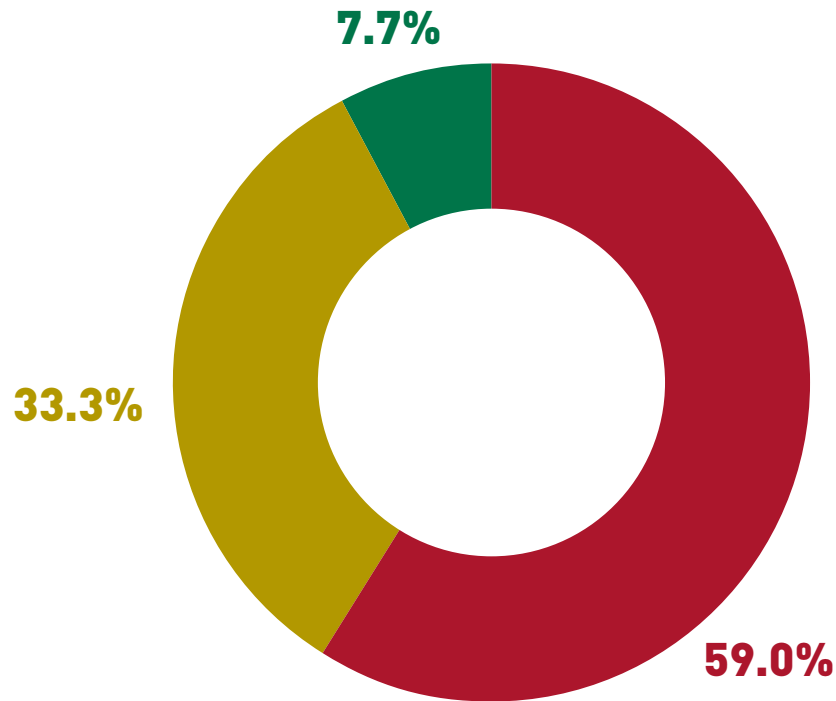
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Diversified Property Portfolio

Portfolio by Property Type



We currently manage a total of 39 properties:

- **Singapore** - **36** commercial, industrial and residential properties
- **Indonesia** - **2** commercial properties
- **Myanmar** - **1** residential property

Total net lettable area:

- Over **4.5 million square feet**

Facilities Management Business

Complements Space Optimisation Business with integrated services

- Provide safe and conducive environment
- Tenants can focus on achieving maximum returns from their core business activities

Cleaning & Related Services

- Repair, maintenance and cleaning of buildings and offices
- Pest control and fumigation
- Landscaping



Car Parks

- Manages over 5,400 equivalent parking lots



Security Services

- Ground security personnel
- Supply, install, repair and maintain security systems



Logistics Services Business

Transportation Services



→ over 35 prime movers
→ over 10 road tankers
→ over 110 trailers

- Transport mainly ISO tanks, containers, base oil and bitumen
- Customers: PetroChina Company Limited, Total Oil Asia-Pacific Pte Ltd, Idemitsu Lube (Singapore) Pte. Ltd.

Container Depot Management Services



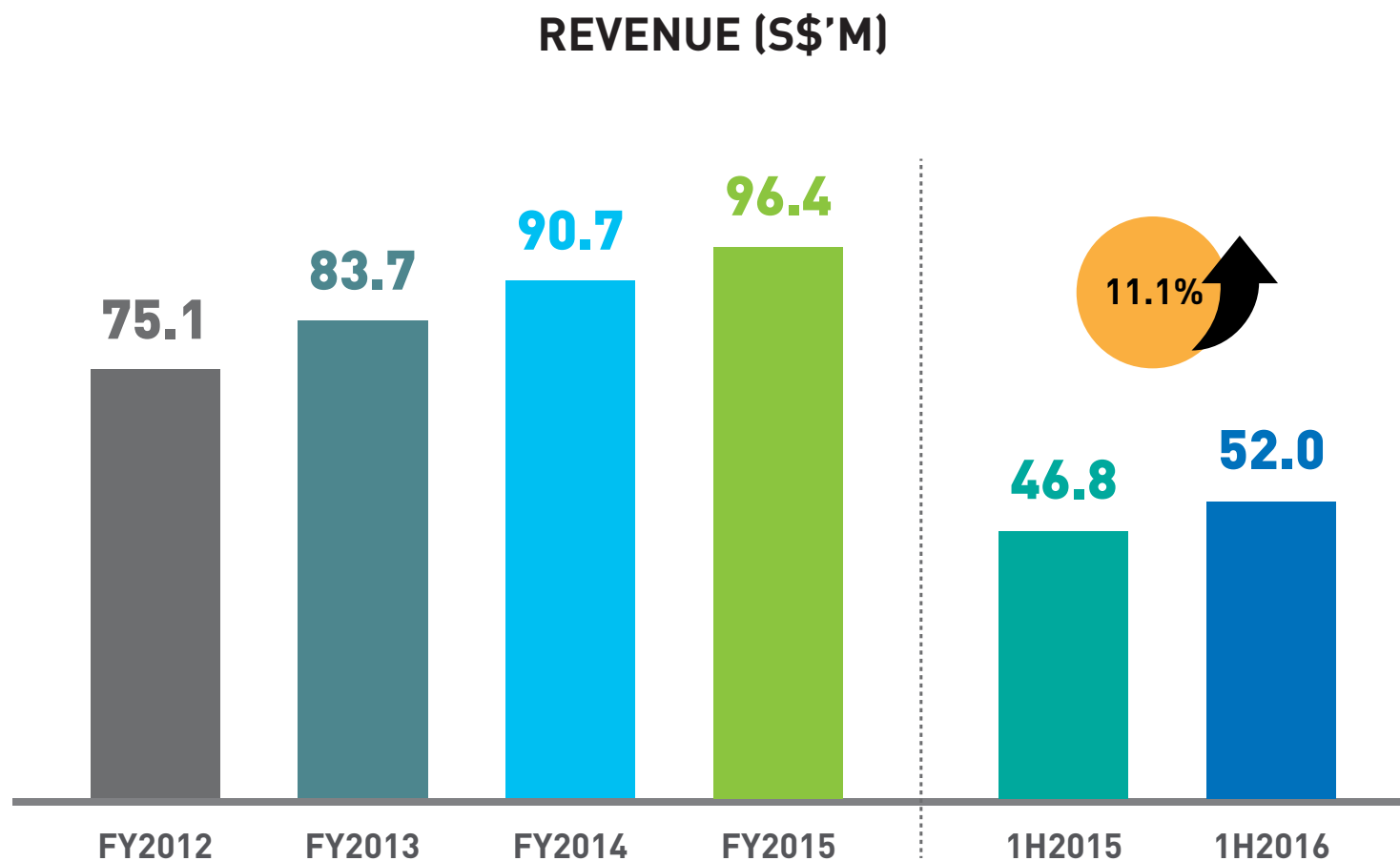
Located at
→ 27 Benoi Sector
→ Laem Chabang, Thailand

- Container surveying by IICL-certified inspectors
- Stacking and lifting of containers
- On-site repair as well as cleaning and storage of empty general purpose and refrigerated containers (reefer)

Financial Highlights

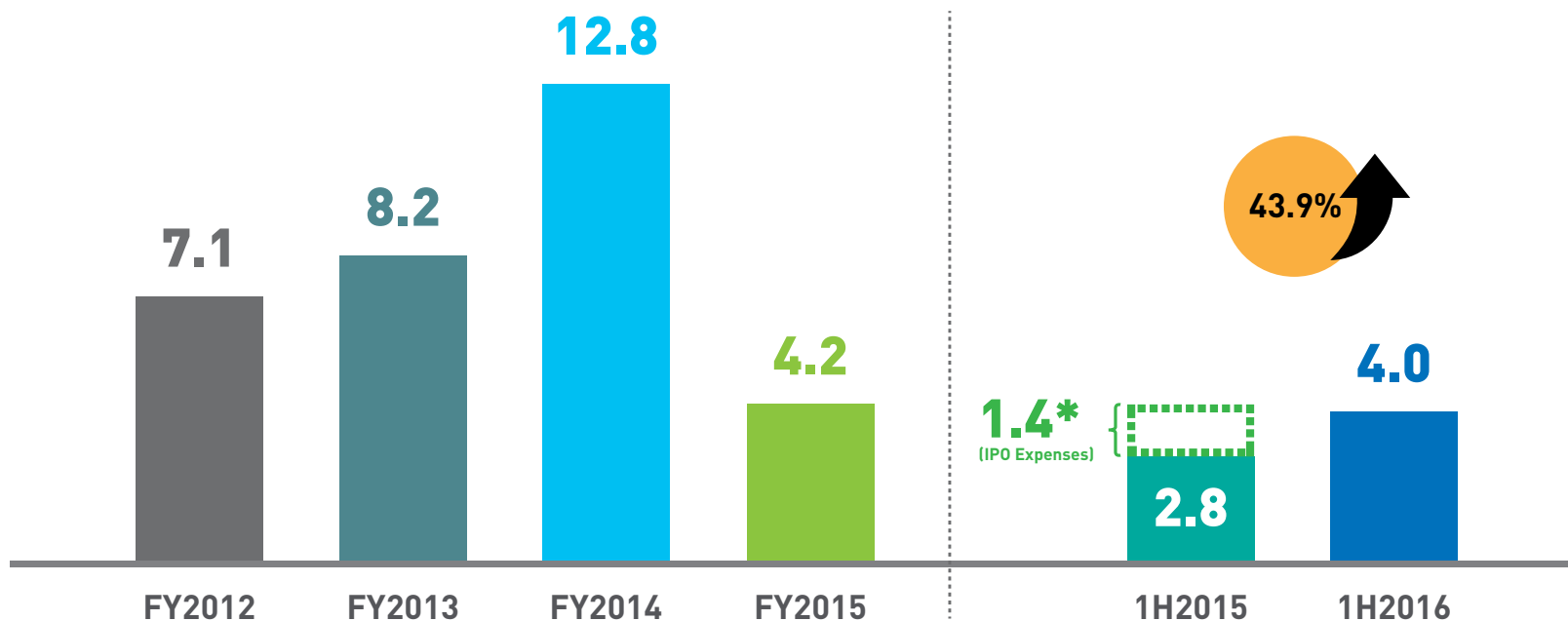
**First half ended 31 Mar 2016
(1H2016)**

Financial Highlights



Financial Highlights

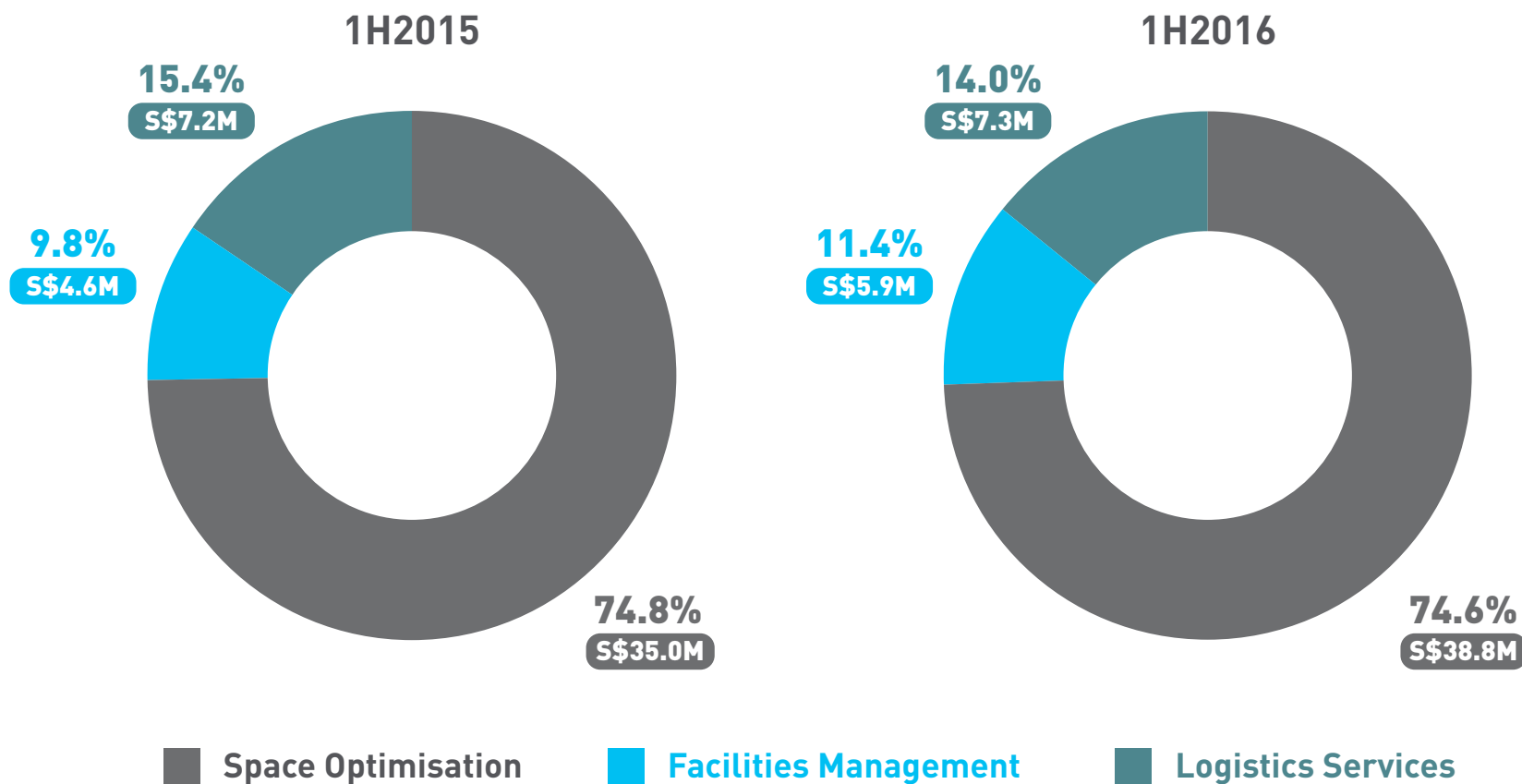
PROFIT ATTRIBUTABLE TO SHAREHOLDERS OF THE COMPANY (S\$'M)



* If IPO expenses of \$1.4 million (1H2016: Nil) are excluded, the Group would have achieved a net profit attributable to equity owners of approximately \$4.2 million (1H2016: \$4.0 million).

Financial Highlights

REVENUE BY SEGMENTS

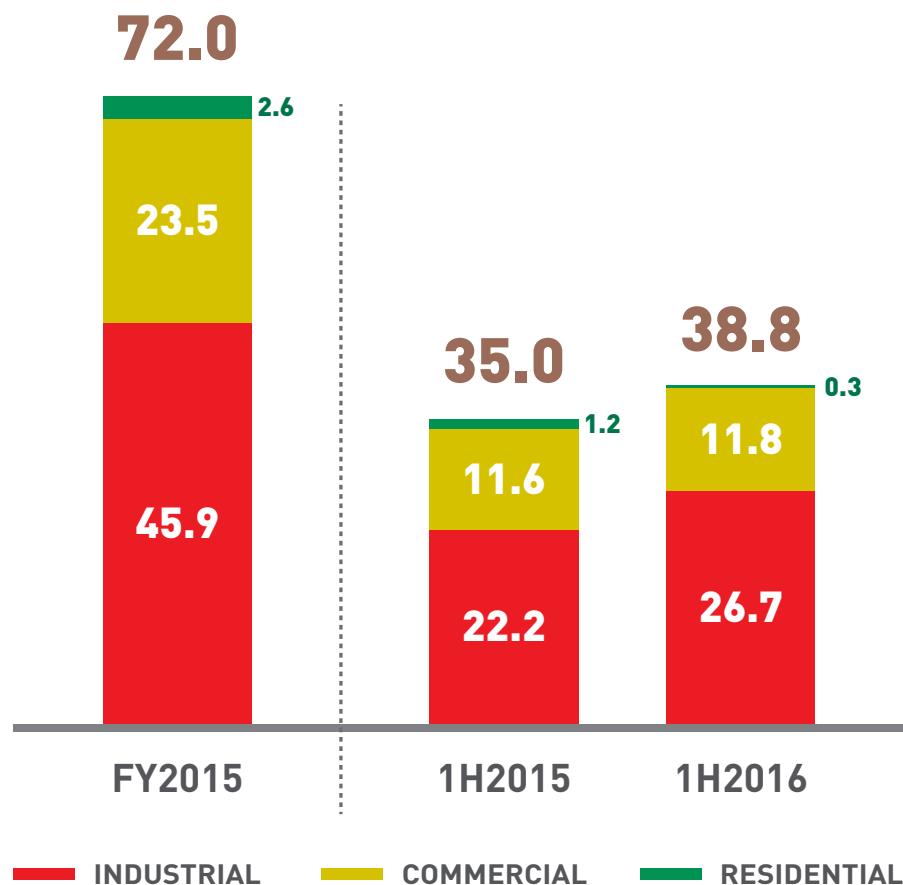


Space Optimisation Revenue

Revenue ↑10.9%

- **Industrial Properties: ↑20.3%**
 - Secured new master leases
 - Higher rental income from new master leases
 - Average occupancy in 1H2016: 93%
- **Commercial Properties: ↑1.7%**
 - Higher rental income from existing properties
 - Average occupancy in 1H2016: 94%
- **Residential Properties: ↓75.0%**
 - Expiry of a managing agent contract in October 2015

(S\$'M)



Average Occupancy Rate

Industrial Properties

Q1	Q2	1H2016 Avg
90%	95%	93%

Remaining Vacant Space for Lease as at 31 Mar 2016: **101,850 sq ft**

Commercial Properties

Q1	Q2	1H2016 Avg
95%	93%	94%

Remaining Vacant Space for Lease as at 31 Mar 2016: **40,082 sq ft**

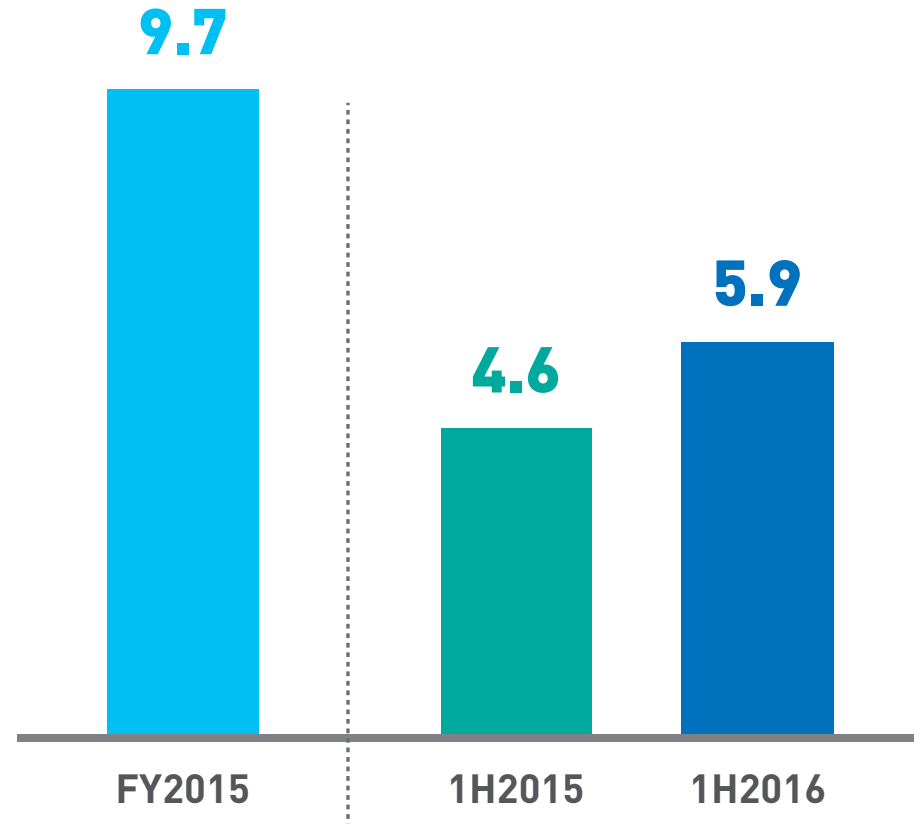
Facilities Management Revenue

Revenue ↑28.3%

- Increase in security services
- Increase in car park management services



(S\$'M)



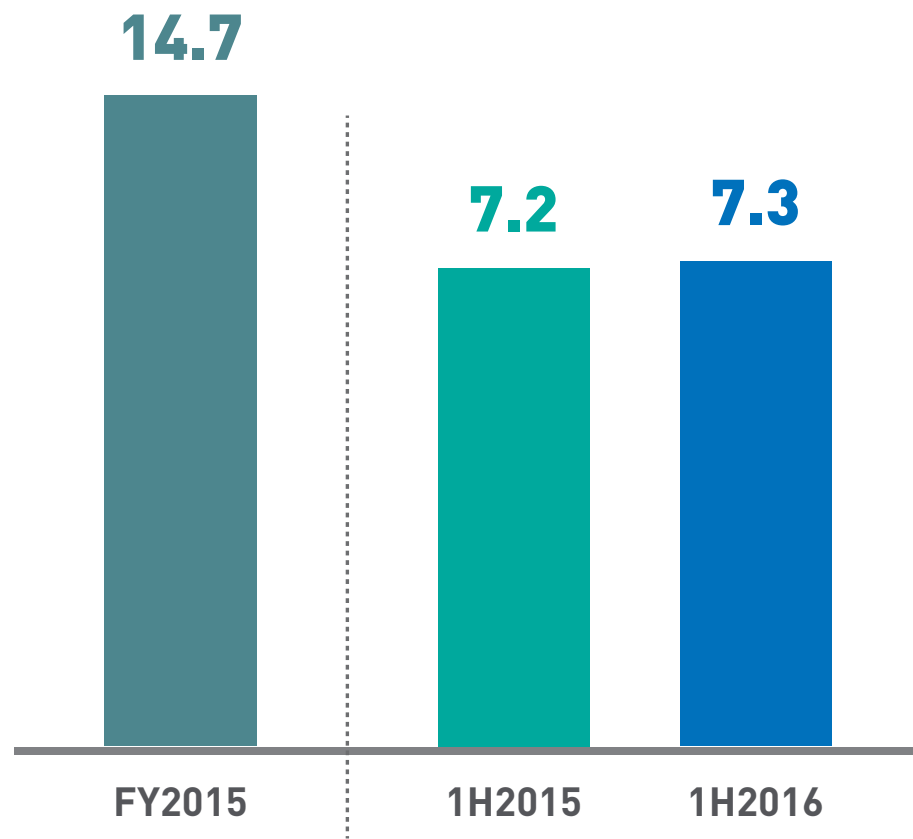
Logistics Services Revenue

Revenue **↑1.4%**

- Increase in revenue from our container depot business in Thailand



(S\$'M)



Key Financial Ratios

	As at 31 Mar 2016	As at 30 Sep 2015	Change (%)
Cash and fixed deposits (S\$'m)	28.4	30.3	(6.3)
Total assets (S\$'m)	107.8	106.7	1.0
Total equity (S\$'m)	58.5	55.3	5.8
Current ratio (times)	1.7	1.6	6.3
Net asset value per share (S'pore cents) ⁽¹⁾	16.19	15.33	5.6

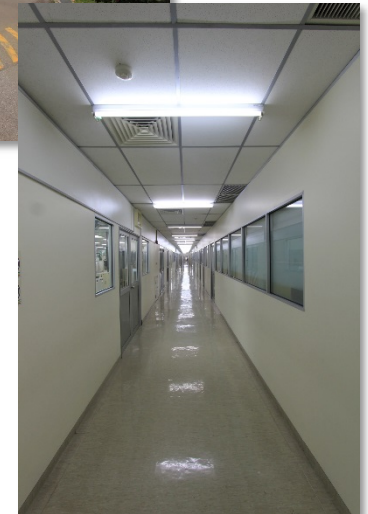
(1) Based on the total issued number of ordinary shares (excluding treasury shares) of 361,857,200 and 361,524,300 as at 31 Mar 2016 and 30 Sep 2015 respectively.

Recent Corporate Updates

New Property Acquisition

38 Ang Mo Kio Industrial Park 2

- Completed the acquisition of the property on 12 May 2016
- Comprises a part 3 / part 4 / part 8-storey purpose-built detached factory with an adjoining 2-storey annex building
- Classified as B2 Clean & Light Industrial property with a gross plot ratio of 2.5
- **Intended usage:** Self Storage cum Last Mile Logistics
- **GFA:** approx 341,000 sq ft



New Space Concept Launch

work+store

- Another innovative space concept rollout in 2015, after our GreenHub Suited Offices
- Fits the needs of smaller e-commerce businesses that require smaller work spaces with fully integrated self-storage capacity
- Complemented by last mile logistics services
- 3 locations in operation:
 - 680 Upper Thomson Road;
 - 18 New Industrial Road; and
 - 18 Tampines Industrial Crescent
- A fourth location at 100 Eunos Ave 7, 45,505.51 sq ft, currently undergoing renovation
- Successfully acquired a fifth location at 38 Ang Mo Kio Industrial Park 2



Major Revamp for WestWay

WestWay

- Obtained lease renewal for 27 West Coast Highway for tenure of 3 years, which is renewable for another 3+1 years
- Recently completed a major space revamp and set to launch on 2 Jun 2016
- The newly revamped WestWay offers attractive recreational and dining options for individuals, corporates and families - Family Korean BBQ, Collagen Herbal Bak Kut Teh Hotpot, Western Bistro Bar and Family KTV, etc.

Parents can also beat the heat by sending their kids to the new Indoor Swimming School.



Project Pipeline

What's In the Pipeline for FY2016

1. **Full-year income stream expected from the master lease** at 18 Tampines Industrial Crescent
 - Signed **7 year master lease** in April 2015; already achieved over **90% occupancy** within nine months
2. **Major revamp of 27 West Coast Highway completed** - tenure of 3+3+1 years
 - GFA approx 68,000 sq ft
3. **Obtained master lease renewal for 20-25 Depot Lane** - tenure of 3+3+3 years
4. **Incorporated a JV “Epika Pte. Ltd.”** on 23 March 2016 to carry out the business of provision of accelerator services to early stage technology companies.
5. **Participate in the re-tender exercise at 10 Raeburn Park, S088702** - tenure of 3+3+3 years
6. **Completed the purchase of 38 Ang Mo Kio Industrial Park 2**
 - GFA approx 341,000 sq ft



Summary: Key Investment Merits



Committed, qualified and experienced management team



Distinguishing expertise in space optimisation: Manages over 4.5 million sq ft of space



Diversified portfolio of 36 properties in strategic locations in Singapore and a total of 3 properties in Myanmar and Indonesia



Established track record and reputation: Occupancy rates of over 90%



A diverse mix of over 700 tenants: Providing a base for sales and marketing through intelligent information systems



Close working relationships with our tenants: High average tenant renewal rate



Ability to provide value-added integrated solutions

Thank you

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