

### **Corporate Update**

May 2020

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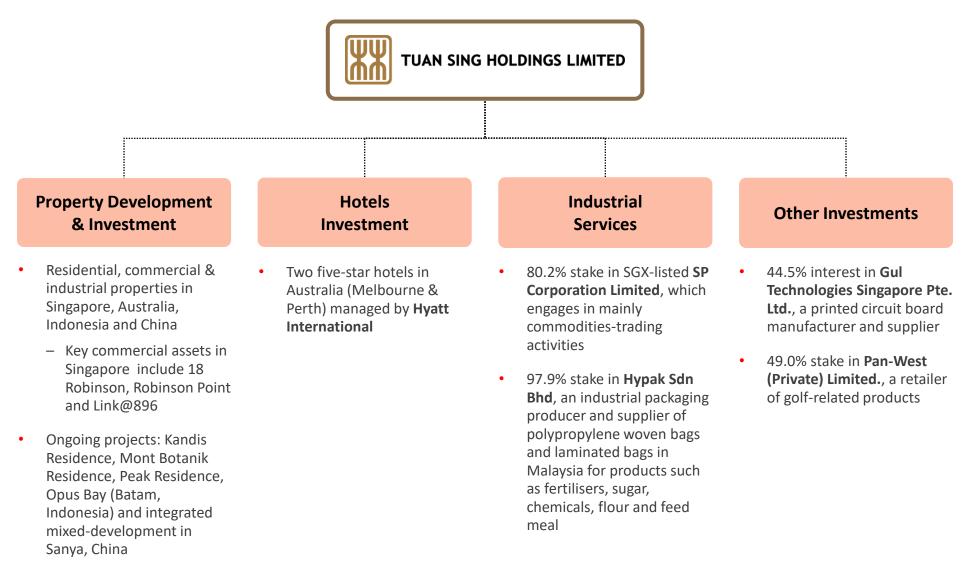
## **About Tuan Sing Holdings Limited**

- Established in 1969 and listed on SGX-ST in 1973
- Market capitalization of approximately S\$325.9 million as at Latest Practicable Date<sup>1</sup>
- Owns strategically located properties across the region
- Diversified portfolio comprise property development & property investment, hotels investment, industrial services and other investments
- Business presence across five geographical markets Singapore, Australia, Indonesia, China and Malaysia
- Total Asset size of approximately \$\$3.0 billion as at 31 December 2019
- Net Gearing of 1.38x as at 31 December 2019

<sup>&</sup>lt;sup>1</sup> Latest Practicable Date as of 10 March 2020.



## **About Tuan Sing Holdings Limited**



## **Our Property Portfolio**

Diversified across Region and Developments

- Property Portfolio across 5 countries:
   Singapore,
   Australia,
   Indonesia, China,
   and Malaysia
- Land Banks: China and Indonesia
- Manufacturing Plants and Retail Outlets: China, Singapore and Malaysia

### China

- Lakeside Ville, Shanghai
- 6 Shop Units and Basement
- Commercial Space within Lake Side Ville Phase III, Shanghai
- No. 2950 Chun Shen Road, Shanghai
- Underground Carpark (Lane 558, Baochun Road, Shanghai)
- 📕 Land at Yuxiu Road, Sanya, Hainan \_
- 📕 Land at Hairun Road, Sanya, Hainan
- Land in Fuzhou, Fujian
- Gultech Suzhou Factory Building
- Gultech Wuxi Factory Building
- Gultech Jiangsu Factory Building

### Malaysia

Hypak Factory Building

### Indonesia

- Batam Opus Bay Land (I)
- Batam Opus Bay Land (II)

### Legend

### Properties

- Completed Developments
- Under Development
- Investment
- Hotels
- Held Under Industrial Services
- Held Under Other Investments
- Land Bank

### Singapore

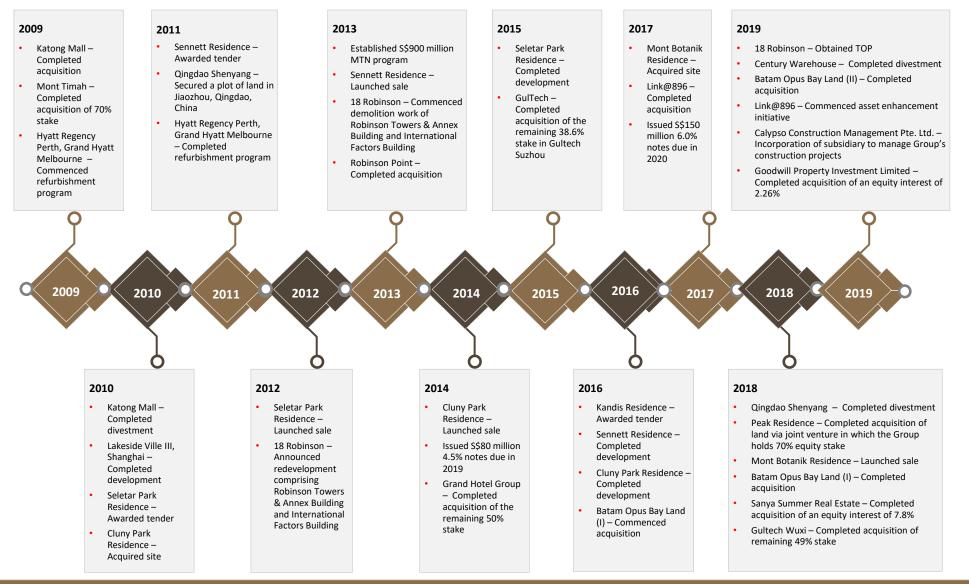
### Botanika

- Mont Timah
- Seletar Park Residence
- Sennett Residence
- Cluny Park Residence
- Kandis Residence
- Mont Botanik Residence
- Peak Residence
- 18 Robinson
- Link@896
- Robinson Point
- The Oxley
- FEFB Units
- L&Y Building (3 strata units)

### Australia

- Grand Hyatt Melbourne
- Hyatt Regency Perth
- Commercial Centre and Carpark within Grand Hyatt Melbourne Complex
- Commercial Centre and Carpark
- within Hyatt Regency Perth Complex (also known as Fortescue Centre), including 2 vacant land plots (Lots 11 and 12) along Terrace Road

## **Our Milestones**



## **Our Competitive Strengths**

Proven track record and reputation associated with award-winning projects

Strong relationships with architects, designers and international business partners



Demonstrated abilities to deliver unique and high quality projects

Investment properties offer strategic location and unique strength

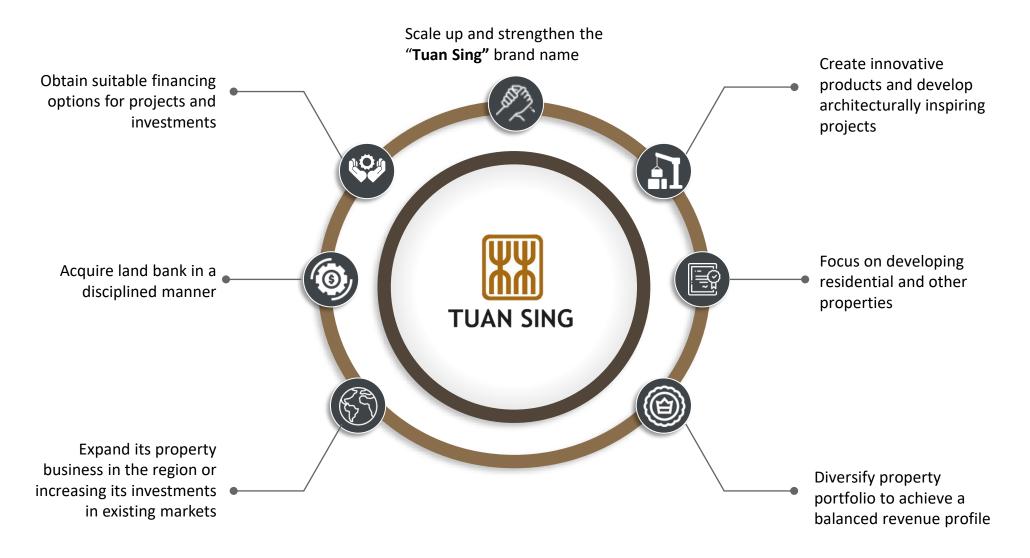
Wide property portfolio range

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Experienced and committed board of directors and management team



## **Our Business Strategy**



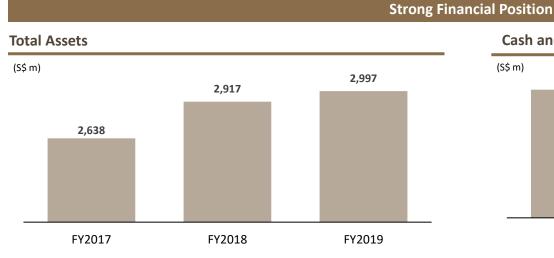




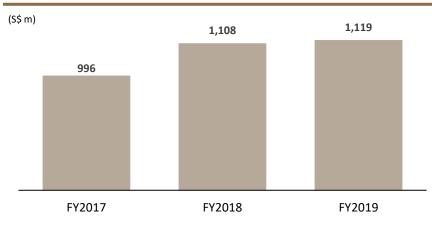
## **Financial Overview**

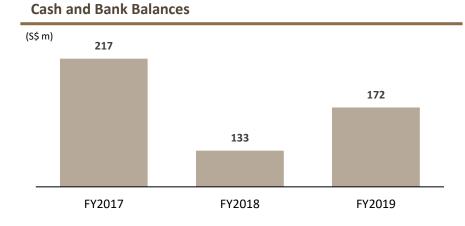
S\$ m	Audited FY2017	Audited FY2018	Audited FY2019
Revenue	358	336	311
Net Profit After Tax	63	135	33
Total Assets	2,638	2,917	2,997
Total Debt	1,458	1,630	1,711
Net asset value per share (in cents)	83.0	92.2	93.1

## **Financial Overview**

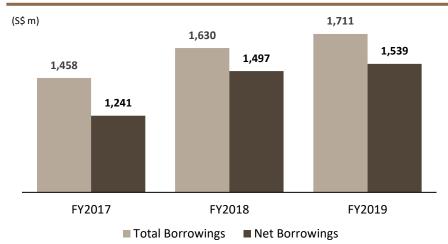


### **Total Equity**



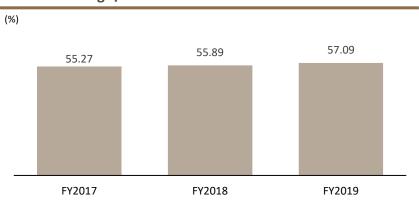


### **Total Borrowings and Net Borrowings**



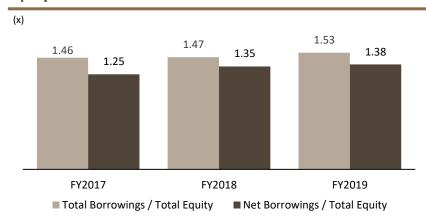
## **Financial Overview**

**Strong Financial Position** 



### **Total Borrowings / Total Assets**

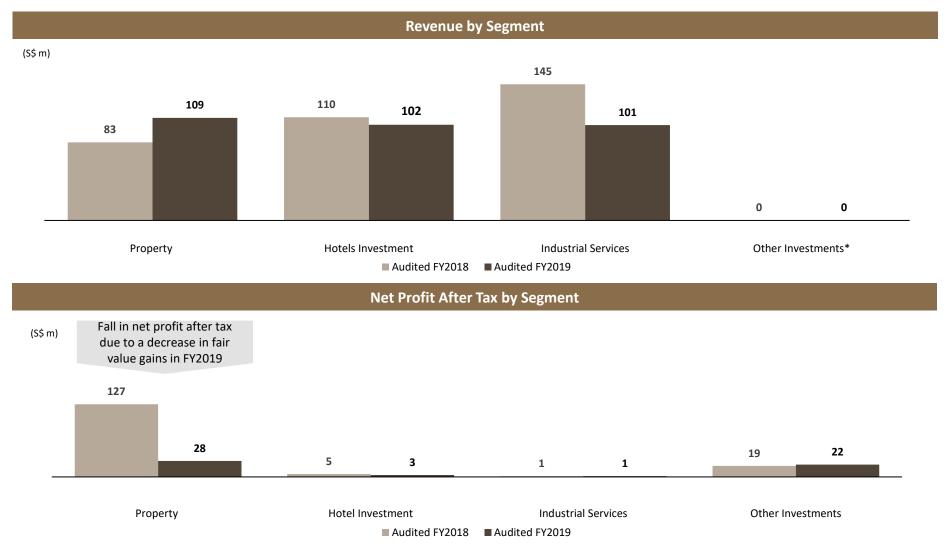
Total Borrowings / Total Equity and Net Borrowings / Total Equity



### Favourable Access to Diversified Sources of Funding

	FY2019
Average Cost of Funds – From Financial Institutions	2.9%

## **Breakdown by Segment**



Note: No revenue is reported under "Other Investments" as the Group equity accounts for its investment in GulTech.

### Part C

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## **Our Businesses**

## Investment Property

- Development Property
- Hotels Investment
- Industrial Services
- Other Investments



## Singapore

18 Robinson



Description	<ul> <li>28-storey Grade A commercial building in the heart of CBD</li> <li>6 basement state-of-the-art Automated Guided Vehicle carpark</li> <li>TOP obtained in Jan 2019</li> <li>New York-based Kohn Pedersen Fox Associates as concept architect and Singapore Architects 61 as local architect</li> <li>Awarded BCA Universal Design Mark Gold<sup>PLUS</sup> (Design) Award in 2018</li> </ul>
Location	18 Robinson Road, Singapore
Tenure	<ul> <li>999 years from 1884 and 1885 (83% of the land area)</li> <li>99 years from 2013 (17% of the land area)</li> </ul>
Туре	Retail & Office
Net Lettable Area	<ul> <li>Retail NLA ~ 4,297 square metres</li> <li>Office NLA ~ 13,537 square metres</li> </ul>
Average Occupancy Rate	• 23% in 2019 <sup>1</sup>
Average Gross Rental	S\$108 per square metre
Valuation	\$\$681.5m as at 31 Dec 2019
Current Major Tenants	Singapore Tanjong Pagar Centre No. 4 Pte Ltd

Link@896



Description	<ul> <li>5-storey commercial building on the largest plot of commercial land of 13,089 square metre along Bukit Timah Road and connected to King Albert Park MRT</li> <li>Additions &amp; Alterations (A&amp;A) commenced in 2019 to reposition and introduce more lifestyle retail and F&amp;B tenants</li> </ul>
Location	896 Dunearn Road, Singapore
Tenure	<ul> <li>Estate in Fee Simple (Lot 1182K), Estate in Fee Simple and 999 years from 7 May 1879 (Lot 1185L), Estate in Perpetuity (Lot 99907P), 999 years from 7 May 1879 (Lot 99891X)</li> </ul>
Туре	Retail & Office
Net Lettable Area	17,917 square metres
Average Occupancy Rate	• 66% in 2019
Average Gross Rental	S\$44 per square metre
Valuation	• S\$388.0m as at 31 Dec 2019
Current Major Tenants	Cold Storage

<sup>1</sup> The total committed occupancy rate as at 31 December 2019 was approximately 64%.

## Singapore

**Robinson Point** 





Description	<ul> <li>21-storey commercial development with 3 levels of carpark in the heart of Singapore CBD acquired in 2013</li> <li>A&amp;A completed in 2015</li> <li>Robinson Point was awarded the BCA Green Mark (Gold)</li> </ul>	
Location	39 Robinson Road, Singapore	
Tenure	Freehold	
Туре	Office and Retail	
Net Lettable Area	12,483 square metres	
Average Occupancy Rate	• 80% in 2019	
Average Gross Rental	S\$85 per square metre	
Valuation	• S\$374.4m as at 31 Dec 2019	
Current Major Tenants		



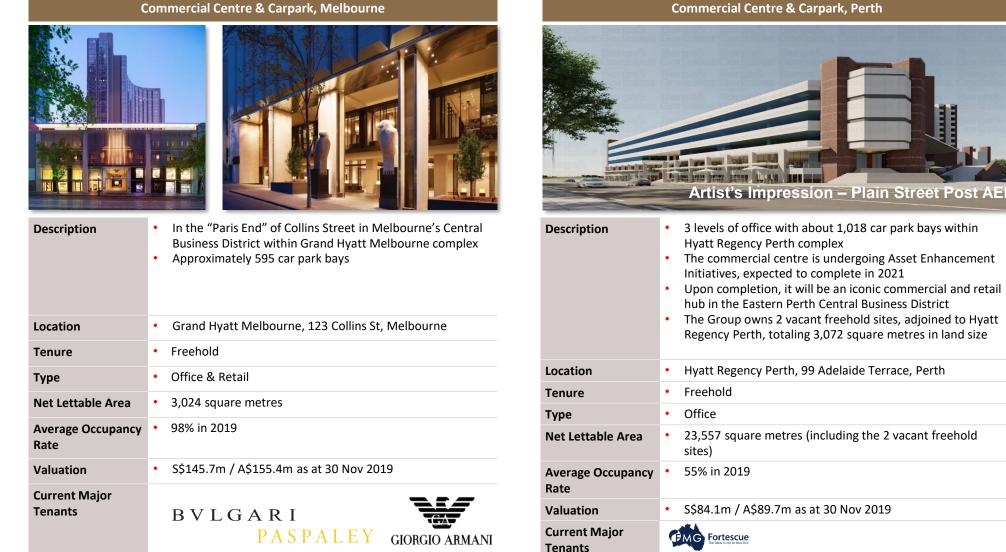


Description	<ul> <li>A freehold 10-storey mixed commercial-cum-residential building completed in 1996</li> <li>Current corporate headquarters of Tuan Sing Group</li> <li>Within prime District 9 along Oxley Rise</li> </ul>
Location	9 Oxley Rise, Singapore
Tenure	• Freehold
Туре	Office
Net Lettable Area	2,557 square metres
Average Occupancy Rate	• 100% in 2019
Average Gross Rental	S\$86 per square metre
Valuation	• S\$64.7m as at 31 Dec 2019
Current Major Tenants	



## **Australia**

**Commercial Centre & Carpark, Melbourne** 





## **Our Businesses**

- Investment Property
- Development Property
- Hotels Investment
- Industrial Services
- Other Investments



## Singapore

### **Kandis Residence**





Description	<ul> <li>Within North Coast Innovation Corridor, a short drive to Woodlands Regional Centre and Punggol Creative Cluster</li> <li>Designed by Ong &amp; Ong Architects</li> <li>Tuan Sing was awarded BCI Asia Top 10 Developers Award in 2018 for this project</li> <li>Site area of 7,046 square metres</li> </ul>
Equity Interest	• 100%
Location	Jalan Kandis, Singapore
Tenure	99-year leasehold from 2016
Estimated Planned GFA	10,850 square metres
Total Units	• 130 units
Launch Date	Quarter ended 30 September 2017
Units Sold/Booked	• 90 units as at 31 Dec 2019
Estimated Completion Date	• 2020



## Singapore

Mont Botanik Residence



Description	<ul> <li>Walking distance to Hillview MRT Station and surrounded by lush greenery such as Bukit Timah Nature Reserve</li> <li>Land area of approximately 4,047 square metres</li> <li>Designed by AGA Architects</li> </ul>
Equity Interest	• 100%
Location	Jalan Remaja, Singapore
Tenure	• Freehold
Estimated Planned GFA	8,546 square metres
Total Units	• 108 units
Launch Date	Quarter ended 30 September 2018
Units Sold/Booked	• 49 units as at 31 Dec 2019
Estimated Completion Date	• 2021



Description	<ul> <li>Close proximity to Novena MRT and upcoming Mount Pleasant MRT of the Thomson-East Coast Line</li> <li>Land area of approximately 5,331 square metres</li> <li>Designed by Ong &amp; Ong Architects</li> </ul>
Equity Interest	• 70% (30% held by Rich Capital Realty Pte. Ltd.)
Location	333 Thomson Road, Singapore
Tenure	Freehold
Estimated Planned GFA	8,209 square metres
Total Units	• 90 units
Expected Launch Date	To be launched by 2020
Estimated Completion Date	• 2022



## Indonesia



Initial phase in 2020

**Estimated Launch** 

Date



Description	<ul> <li>Currently infrastructure works are in progress for roads, bridges, foot path, power, telecommunication, storm water</li> <li>Enable diversification for variety of projects in retail, hotels, condotel and apartments</li> <li>To leverage on TSH's real estate development and management expertise to bringing on other investors and partners for strategic development</li> </ul>
Equity Interest	<ul> <li>Acquired 2.26% stake in Goodwill Property Investment Limited (GPI), the 80% shareholder of PT Bali Turtle Island (BTID) in Jul 2019</li> </ul>
Location	<ul> <li>Turtle Island in South East of Bali, a 15-minute drive from Bali International airport</li> </ul>
Total site area	500 hectares of gross development area
Estimated Launch Date	• 2020

#### 24



## China

### Sanya Integrated Development, Hainan, China



Description	<ul> <li>A mixed-use project connected to Sanya High-Speed Railway Station</li> <li>Positioned as an iconic landmark that houses commercial, residential and retail components</li> </ul>
Equity Interest	7.8% acquired through stake in Sanya Summer Real Estate
Location	<ul> <li>Hainan Sanya Yuxiu Road</li> <li>Hairun Road</li> </ul>
Tenure	<ul> <li>40-year leasehold from 2017 (Hainan Sanya Yuxiu Road)</li> <li>70-year leasehold from 2019 (Hairun Road)</li> </ul>
Total site area	<ul> <li>Land area of 44,485 square metres (Hainan Sanya Yuxiu Road)</li> <li>Land area of 28,569 square metres (Hairun Road)</li> <li>Saleable and leasable area of approximately 242,000 square metres for the mixed-use project at Hainan Sanya Yuxiu Road</li> </ul>
Estimated Completion Date	• 2021



## **Completed & Fully Divested Projects**



"We differentiate ourselves by creating products that are architecturally inspiring and unique without compromising layout and practicality "



## **Completed Projects**

Sennett Residence, Singapore



Description	<ul> <li>Next to Potong Pasir MRT station overlooking the landed Sennett estate</li> <li>Designed by MKPL Architects</li> <li>Land area of approximately 8,664 square metres</li> </ul>
Equity Interest	• 100%
Location	Pheng Geck Ave, Singapore
Tenure	99-year leasehold from 2011
Total Planned GFA	33,328 square metres
Total Units	332 units and 3 retail shops
Units Sold/Booked	• 326 units as at 31 Dec 2019
Completion Date	• 2016

Cluny Park Residence, Singapore



Description	<ul> <li>Opposite Singapore Botanic Gardens</li> <li>Luxury apartments designed by SCDA Architects</li> <li>Land area of approximately 4,544 square metres</li> </ul>
Equity Interest	• 100%
Location	Cluny Park Road, Singapore
Tenure	• Freehold
Total Planned GFA	• 6,997 square metres
Total Units	• 52 units
Units Sold/Booked <sup>1</sup>	• 52 units as at 31 Dec 2019
Completion Date	• 2016

<sup>1</sup> Includes remaining 1 unit that belongs to Habitat Properties, in exchange for Batam land sale.



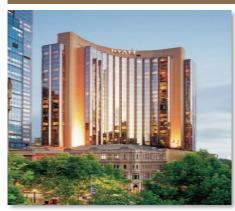
## **Our Businesses**

- Investment Property
- Development Property

## Hotels Investment

- Industrial Services
- Other Investments

## Australia







### **Grand Hyatt Melbourne** Mixed development comprising a 5-star hotel built over 34 levels with a total of 550 guestrooms Description and suites Within Melbourne's Central Business District, at the "Paris End" of Collins Street 121 - 131 Collins St, Melbourne, Victoria Location Freehold Tenure 5,776 square metres Land Area • 550 Rooms **Average Room** 91% in 2019 **Occupancy Rate** \$\$355.9m / A\$379.5m as at 30 Nov 2019 Valuation<sup>1</sup> 4 food and beverage outlets and 15 meeting rooms Facilities Fully equipped health and fitness club with a swimming pool Tennis court, basketball court and a golf driving area 2019 Tourism Accommodation Australia (Victoria) Accommodation Awards for Excellence -Awards in 2019 Outstanding Community Service Achievement; Outstanding Achievement in Training; Excellence in Innovation; Sales Employee of the Year; Back of House Employee of the Year 2019 Spice Hot 100 Hotels, Resorts & Venue Awards 2019 Australian Hotels Association (AHA) National Awards for Excellence - Best Outstanding Achievement in Training 2019 Business Traveller Asia-Pacific Awards - Best Business Hotel in Melbourne; Best Business Hotel Brand in the world – Grand Hyatt 2019 World Luxury Hotel Awards – Australasia's Luxury City Hotel

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## Australia





#### At eastern end of Perth's Central Business District with three road frontages to • Adelaide Terrace, Plain Street and Terrace Road Location 87 – 123 Adelaide Terrace, East Perth, Western Australia ٠ Freehold Tenure 22,754 square metres Land Area ٠ 367 • Rooms **Average Room** 76% in 2019 **Occupancy Rate** S\$46.0m / A\$49.0m as at 30 November 2019 Valuation • 4 food and beverage outlets **Facilities** 15 conference and meeting rooms Outdoor heated swimming pool and a fitness centre ٠ Awards in 2019 2019 WA Catering Institute of Australia Gold Plate Awards - Excellence in Health ٠ and High Tea 2019 WA Perth Airport WA Accommodation Awards for Excellence – Winner of ٠ Hotel Conference and Events Award, Hotel Housekeeping Award and Hotel Engineering and Maintenance Award

Integrated 5-star hotel, office, retail and parking complex with the adjacent

**Hyatt Regency Perth** 

Fortescue Centre

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Description

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## **Our Businesses**

- Investment Property
- Development Property
- Hotels Investment
- Industrial Services
- Other Investments

## **Industrial Services**

SP Cornoration Limited

Description	<ul> <li>Diversified industrial group principally engaged in commodities trading such as coal, rubber and metals</li> <li>Listed on SGX-ST</li> <li>Market capitalization of S\$15.4m as at Latest Practicable Date<sup>1</sup></li> </ul>	Description	•

Hypak Sdn Berhad



Description	Leading industrial packaging producer and supplier of polypropylene woven bags and laminated bags Plants located in Malaysia

Shareholding by TS • 97.9%

Financials for Industrial Services (FY2019)

80.2%

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Revenue – S\$101.4m

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• Profit after tax – S\$1.3m

Shareholding by TS



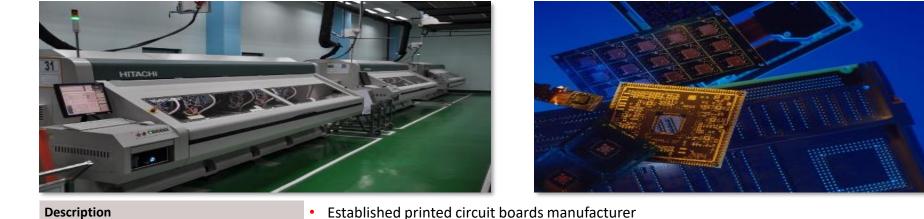
## **Our Businesses**

- Investment Property
- Development Property
- Hotels Investment
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- Other Investments



### **Other Investments :**

### **Gul Technologies**



Description	<ul> <li>Established printed circuit boards manufacturer</li> <li>3 manufacturing plants in China: Suzhou and Wuxi</li> <li>Customers base in automotive, computer peripheral, consumer electronics, telecommunication, healthcare and instrument &amp; control.</li> <li>High quality customer base: Visteon Corporation, Continental AG and Wistron Corporation</li> </ul>
Shareholding by TS	• 44.5%

Pan-West	
Description	<ul> <li>Distributes golf-related lifestyle products including exclusive distributorship for top brands</li> <li>A variety of on-course and off-course outlets &amp; concessionaires in Singapore</li> </ul>
Shareholding by TS	• 49.0%
Financials for Other Investments (FY2019)	<ul> <li>Revenue – No revenue is reported under "Other Investments" as the Group equity accounts for its investment in GulTech and Pan-West</li> <li>Other Investments segment mainly consists of the Group's 44.5% equity stake in GulTech</li> <li>Profit after tax – S\$21.7m</li> </ul>





## **Outlook and Prospects**

- Business operations impacted by COVID-19 outbreak amid national and transnational lockdowns and travel containment measures
  - Impact largely confined to hospitality segment
- Diversified portfolio across segments and regions ensures high degree of resilience
  - Commercial (mainly office) and Residential segments form more than 80% of our asset portfolio
  - Hospitality segment comprises less than 15% of asset portfolio

### Singapore

- Kandis Residence, Mont Botanik Residence and Peak Residence remain on track as contracted
- All development properties will benefit from the recent government relief measures (e.g. ABSD) announced on 6 May 2020
- Low inventories for development properties expected to be sold within approaching ABSD deadlines
- Commercial segment (largely office tenants) remains stable and resilient
  - Healthy occupancy, medium-term leases, diversified tenant base
  - Retail tenants classified as essential services remain operational. Other tenants that are in education, health and wellness sectors are expected to be resilient after the easing of circuit breaker measures
  - Assistance to tenants include rent rebates & deferments, property tax rebates

## **Outlook and Prospects**

- Australia
  - Portfolio comprises 1/3 commercial assets covering
    - Anchor office tenants (e.g. Fortescue Metals Group) and car park leases
    - Quality high-end retailers (e.g. Bvlgari, Giorgio Armani)
    - Streamlining and containment of costs via working with tenants & operators and tapping into governments' reliefs/subsidies
  - Pre-COVID Hotels fundamentals (e.g. occupancy rates) were strong
  - Temporary suspension of operations at Grand Hyatt Melbourne; considering the same for Hyatt Regency Perth\*
  - Hotels staff have been furloughed during COVID-19 and temporary suspension
  - Competitive and attractive contract package secured for AEI work in Perth

### Indonesia

- Development plans for Batam Opus Bay and Kura Kura Bali remain on track
  - Phase 1 launch of Batam Opus Bay in 3Q2020: 300 luxury villas and 1500 apartments
  - Commencement of construction in 2H2020
  - Expected to secure competitive construction contract packages
  - Bali: Joint development of 120 luxury villas commencing in 4Q 2020
- Funding for Indonesian projects via progress payments from end-purchasers

\*Western Australian government returned Hyatt Regency Perth after utilising it to house returning Australians for 1 month in April



## **Outlook and Prospects**

### Other Investments

- PCB business benefited from increased demand for data storage in various form of electronic devices, expected to be a continuing trend
- New customer orders for Gul Technologies as some competitors & peers struggled to operate amid China's containment measures
- Revenue and Profit outperformed Y-o-Y in 1Q2020
- Exploring further upstream of a significant dividend in 2H2020

### Strategy & Opportunities

- Our fundamentals remain strong, despite the impact of COVID-19
- We are well-positioned to capitalise on pockets of opportunities, e.g. secure competitive contracts for our various projects in anticipation of eventual upturn
- Leverage on diversified funding instruments and distribution channels to further strengthen our position and create more flexibilities to capture the opportunities
- Our well-diversified assets & business portfolio across segments and geographies, coupled with disciplined approach and cost containment measures will help us navigate the challenges ahead



# **Thank You**

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