



THAKRAL
CORPORATION LTD

Annual General Meeting

30 April 2019

Delivering Sustainable Value

Presentation by:
Inderbethal Singh Thakral



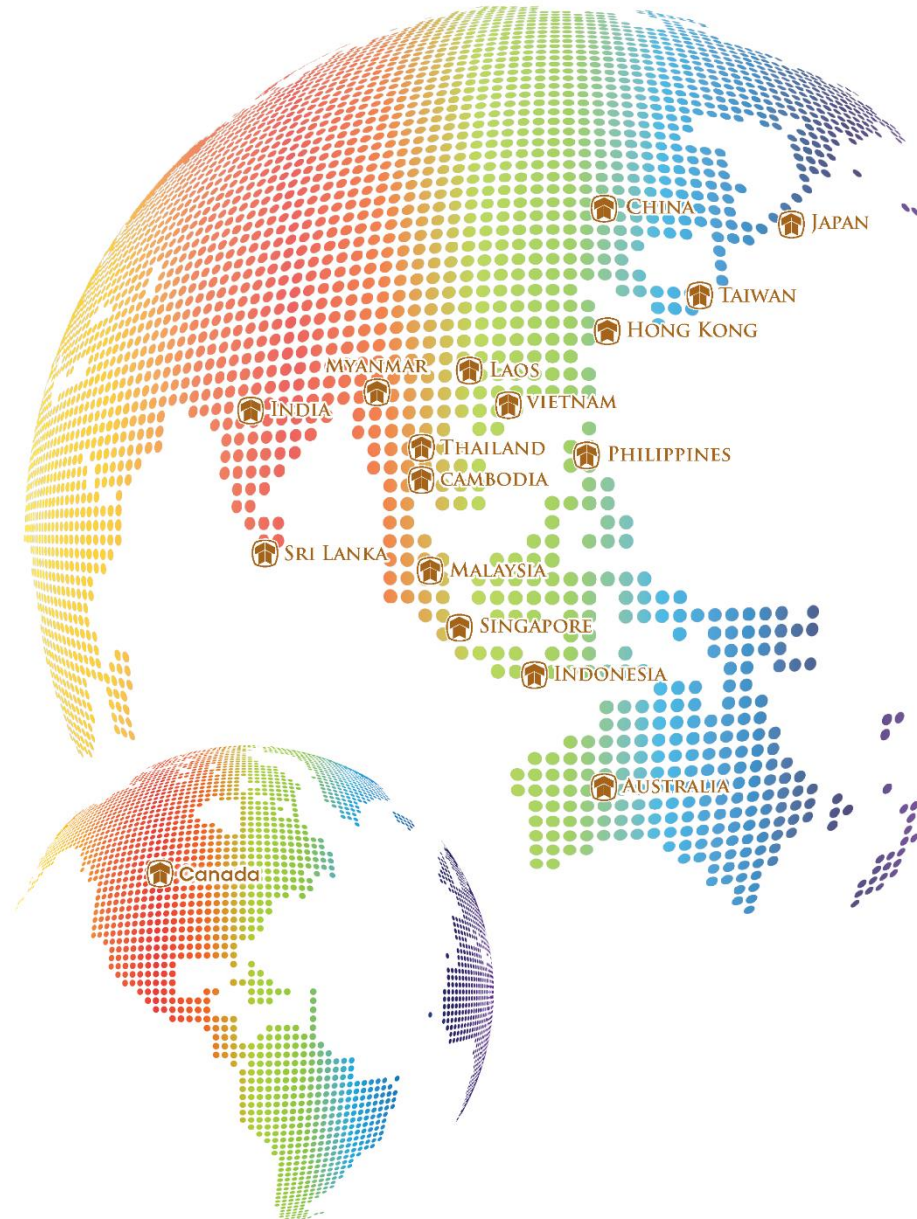
About Thakral

- Listed on the SGX Mainboard since December 1995, Thakral Corporation Ltd (“TCL” or the “Group”) has two divisions – Lifestyle Division and Investment Division.





Our Global Network





About Investment Division

- We invest directly or with co-investors in real estate and other investment opportunities including property-backed financial instruments.
- The Group also earns income from the services rendered from originating, packaging and managing of such projects.





Investment Division

Key Markets

- Primary Markets
 - Australia
 - Japan
 - Singapore
- Secondary Markets
 - Other parts of Asia : China





Thakral Capital (TCap)

Investments in Australia

- Since 2010, the Group has invested and committed in excess of A\$380 million of capital into projects with an end value surpassing A\$3.5 billion.
- To date, the Group has successfully completed 17 projects, with another 2 in the pipeline (not including retirement projects).
- In the retirement space, there are 5 GemLife resorts, 3 of which have welcomed residents and have over 170 homes occupied. One resort has commenced sales & construction, and the other resort is awaiting development approval.





TCap Investment Track Record

Completed Projects



Australia Towers Stage 1
Sydney



The Quay
Melbourne



GLNG Portfolio
Gladstone



Harbour One
Melbourne



Emerant Lane
Sydney



Union Balmain
Sydney



TCap Investment Track Record

Completed Projects



**Sephora
Brisbane**



**Gateway
Mackay**



**VIDA
Brisbane**



**FV
Brisbane**



**Sanctuary Cammeray
Sydney**



**Newstead Series
Brisbane**



TCap Investment Track Record

Completed Projects



The Grove
Richlands



Eden
Sydney



Grange Residences
Brisbane



Portavilla
Murarie



Ancassa
Cannon Hill



The Residences
Carindale



TCap Investment Track Record

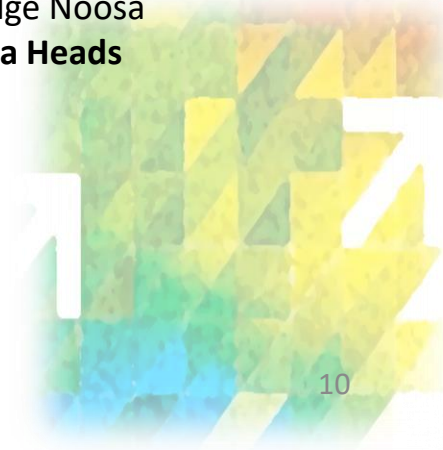
Projects under Construction & Contracted



The Oxford Residences
Sydney



Parkridge Noosa
Noosa Heads





TCap Investment Track Record

Project Updates : Grange Residences

- Grange Residences project completed in October 2018, largely sold and settled.
- Group recouped the principal and most of the returns from this project with remaining part of the profit share expected to be received by the second quarter of 2019.





TCap Investment Track Record

Project Updates : Newstead Series

- Newstead Series project was completed in June 2018 with most of the 300 units sold. The remaining stock is being progressively sold, this is expected to be completed by the end of 2019.





TCap Investment Track Record

Project Updates : Parkridge Noosa

- Parkridge Noosa project, consisting of 179 units, was the number 1 most viewed apartment project in Queensland on realestate.com.au for new apartments of 2018.
- Construction on Stage 1 consisting of 80 units, of which 72 units have been sold, is progressing well and the first settlements are expected in the second quarter of 2019
- Strong demand (27 of 45 Stage 2 units sold) resulted in earlier commencement of Stage 2 in the first quarter of 2019.





TCap Investment Track Record

Project Updates : Oxford Residences

- Oxford Residences project consisting of 55 luxury apartments in Sydney's Bondi Junction continues, with practical completion expected in June 2020.





TCap Investment Track Record

Project Updates : GLNG Housing

- The Group owns 101 houses in Gladstone, Queensland that are on lease to GLNG up to June 2020.
- The carrying value of the 101 houses (at 2018) was A\$35.2 million.

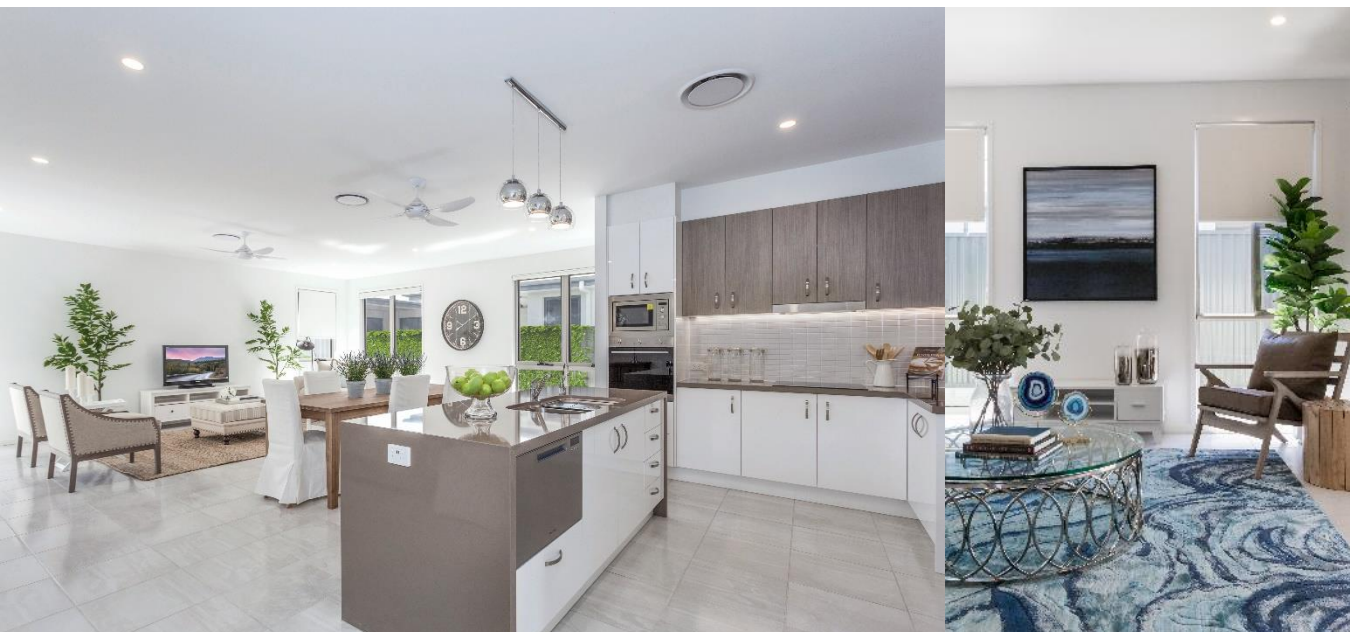




Australia Investment Highlights

GemLife

- GemLife provides resort style retirement housing as a joint venture between TCL's Investment Division and a subsidiary of Australia-based Living Gems Lifestyle Resorts.
- Focused on the creation and management of several master-planned, gated lifestyle resorts in Queensland, New South Wales and Victoria.





Australia Investment Highlights

GemLife

- To date, GemLife has 5 resorts with more than 1,200 homes to be built throughout the east coast of Australia, of which 4 resorts have commenced construction.
- A total of 6 more resorts with more than 1,100 homes have been contracted.



GemLife
BRIBIE ISLAND



GemLife
HIGHFIELDS



GemLife
WOODEND



GemLife
LENNOX HEAD



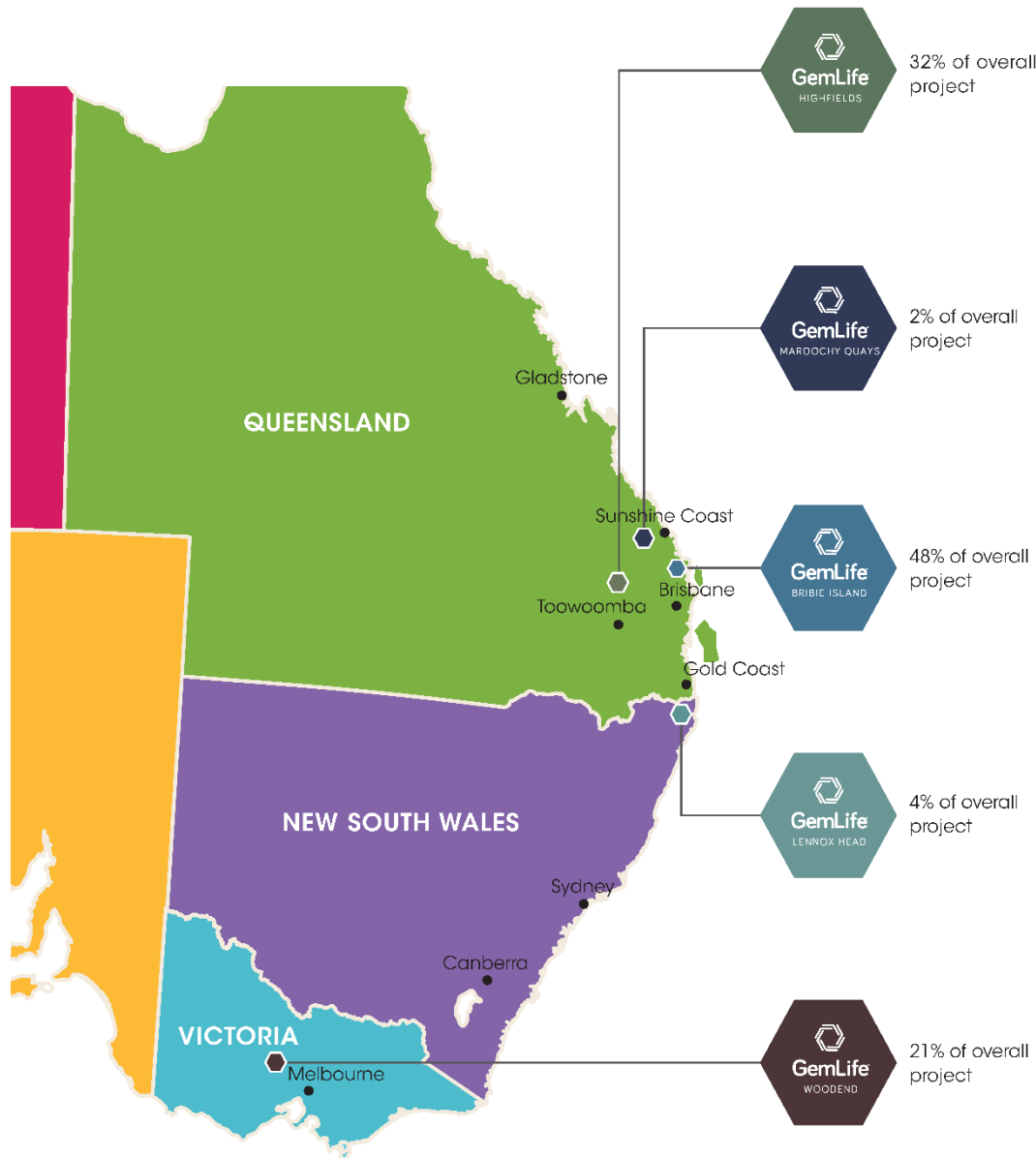
GemLife
MAROOCHY QUAYS





Australia Investment Highlights

GemLife Projects – Completion Status





Australia Investment Highlights

GemLife Bribie Island and Highfields – Updates

- Sales and settlements at the Bribie Island and Highfields projects are progressing well.
- Over 160 houses are occupied for both these resorts.
- The community facilities were completed late Dec 2018.





Australia Investment Highlights

GemLife

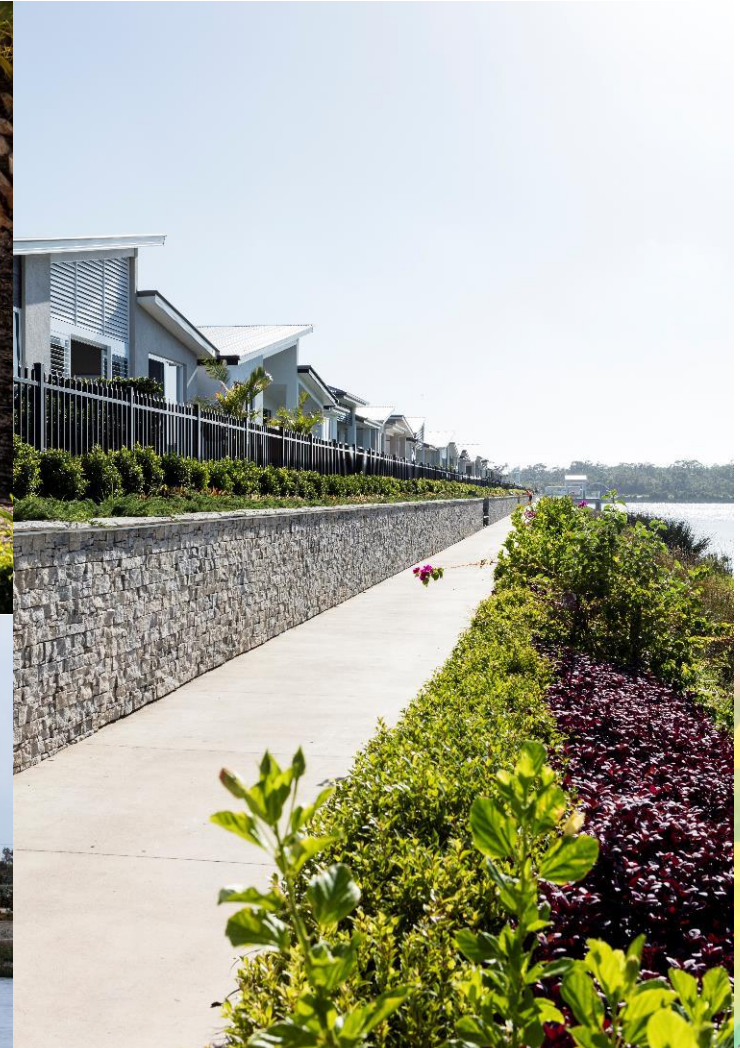


Official opening of the Club House of GemLife Bribie Island



Australia Investment Highlights

GemLife



GemLife Bribie Island



Australia Investment Highlights

GemLife



GemLife Bribie Island - Facilities



Australia Investment Highlights

GemLife



GemLife Bribie Island - Facilities



Australia Investment Highlights

GemLife



GemLife Bribie Island - Interior



Australia Investment Highlights

GemLife



Official opening of the Club House of GemLife Highfields



Australia Investment Highlights

GemLife



GemLife Highfields - Facilities



Australia Investment Highlights

GemLife



GemLife Highfields - Facilities



Australia Investment Highlights

GemLife



GemLife Highfields - Interior



Australia Investment Highlights

GemLife Woodend, Lennox Head and Maroochy Quays – Updates

- Construction of the display village and first homes at the Woodend resort have completed – first residents moved into the resort in January 2019, and there are over 10 houses occupied.
- Development approval for the Lennox Head project is awaited.
- Sales and construction for the Maroochy Quays resort have commenced.
- GemLife continues to review other land sites for acquisition.





Australia Investment Highlights

GemLife



GemLife Woodend



Australia Investment Highlights

GemLife



GemLife Woodend - Interior



Australia Investments

Outlook for 2019

- With weakening property prices in Australia, the Investment Division will reduce housing development projects and concentrate on growing the GemLife retirement resorts business.
- Retirement living segment is expected to provide sustainable returns as it is less affected by movements in the core housing market.
- Demand for retirement living homes expected to grow in line with Australia's aging population.
- The Group maintains cautious outlook for Australian market.



Japan Investments

Thakral Japan Properties Pte Ltd & TJP Pte Ltd

- Thakral Japan Properties Pte Ltd – 50.6% subsidiary.
- Focused mainly on commercial properties.
- Investments all located in Osaka.
- Investments in Japan contributed an unrealised fair value gain of S\$5.3 million in FY2018 (taken up as revenue upon adoption of SFRS (I) 9 accounting standard from 1 January 2018).
- Net asset value of Japanese property investments rose to S\$44.7 million at FY2018 from S\$34.2 million in 2019.
- Part of the Japanese properties are invested through an associate company by TJP Pte Ltd – the value as of 31 Dec 2018 was S\$28.4 million in the associate, including unrealised fair valuation gains on the properties.



Japan Investment Highlights

Japan Properties Portfolio

5 Office Buildings



Yotsubashi East Building



Yotsubashi Nakano Building



Legal Itachibori Building



Utsubo East Building



Kitahama Building





Japan Investment Highlights

Japan Properties Portfolio

3 Business Hotels



R Hotels Inn Osaka Kita Umeda



Best Western Osaka Tsukamoto Hotel



Hotel WBF Namba Motomachi



Japan Investment Highlights

Japan Properties Portfolio

*Retail redevelopment site in Namba District
completed and presently occupied by the tenant*



Nambanaka Thakral Building



Japan Investments

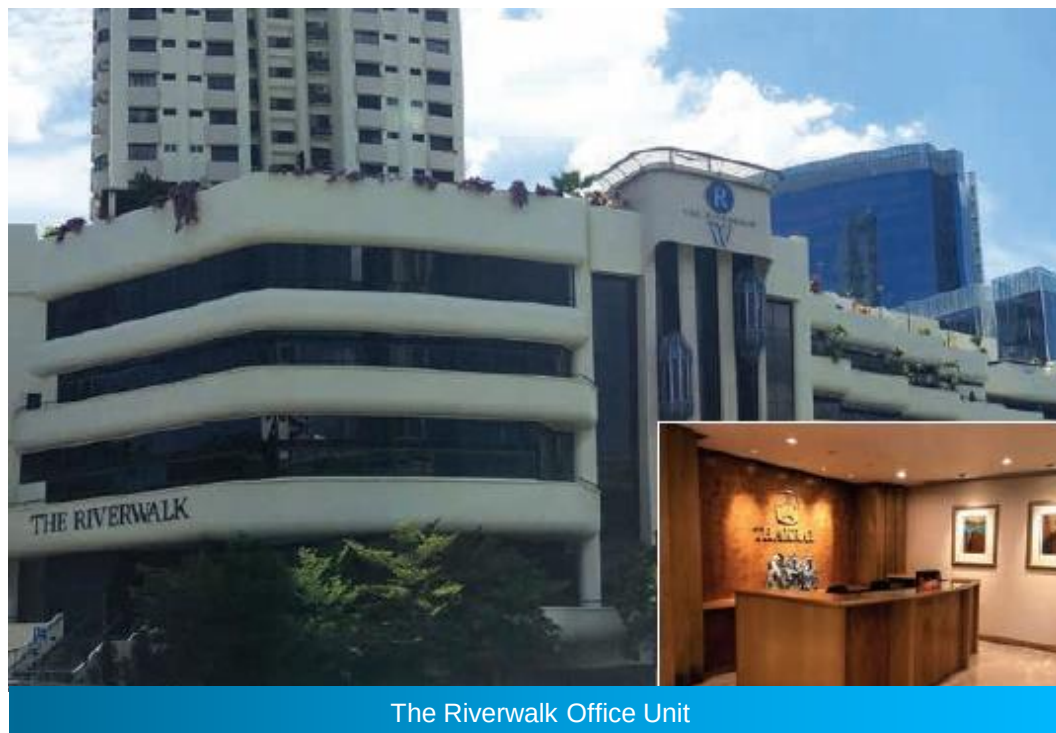
Outlook for 2019

- Uptrend expected ahead of the 2020 Olympics, World Expo 2025 and Japan's low interest rates.
- Demand for rental remains strong with tightening of vacancy rates.
- Strong growth in rental revenues will bring higher valuations on the Group's properties in Osaka.
- Strong occupancy rates of the rentable units to provide a steady rental income stream.
- The construction of retail property in Namba was completed in March 2019 and the tenant commenced operations – contributing rental income from end-April.



Expansion of Investment into Southeast Asia

- Maiden entry into the Singapore property market through acquisition of an office property at The Riverwalk in July 2018 to provide a stable source of recurring rental income for the Group.

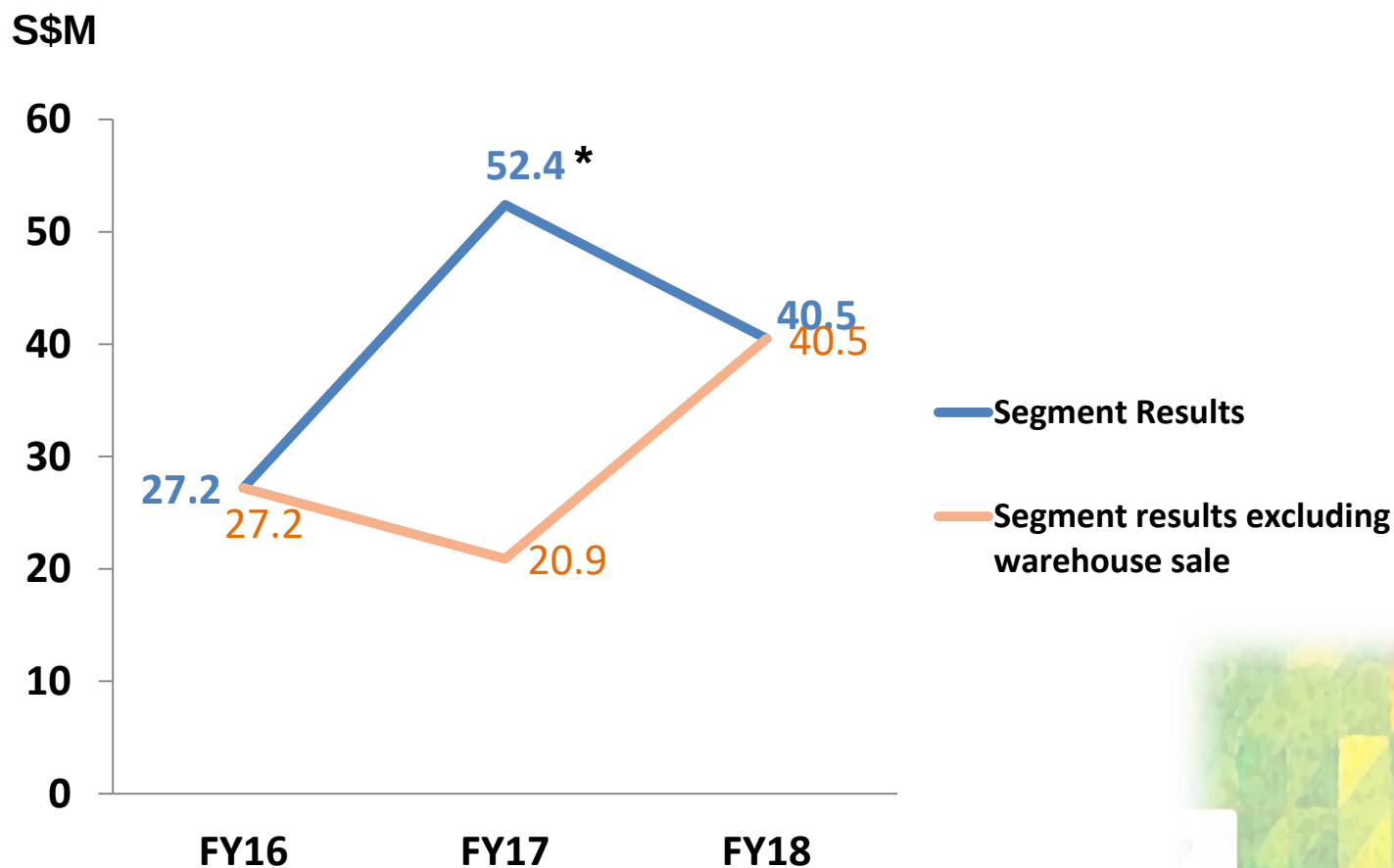


The Riverwalk Office Unit



Investment Division:

Financial Highlights



* Includes net gain of S\$31.5 million from sale of warehouse properties in Hong Kong in 4Q2017;



Investment Division

Overall Outlook 2019

- Aim to improve returns from all our markets.
- Focus on growing our GemLife projects and Investments in Japan.
- Overall outlook remains positive.





Lifestyle Division

TORSTEN STOCKER
COO, Lifestyle Division



Lifestyle Division Focus

- Marketing & distribution of beauty, wellness and lifestyle brands with a unique and differentiated positioning.
- Supporting sourcing needs of Greater China based wholesalers, retailers and ecommerce players.





Executing our Strategy in 2018

- Continued our transition to beauty, wellness and lifestyle brands in Greater China.
- Strengthened our category and channel platforms (both online and offline).
- Invested into building our brands.





Expanding our Brand Portfolio

At-Home
Beauty &
Wellness



Skin & Hair
Care



Fragrance
(from 2019)



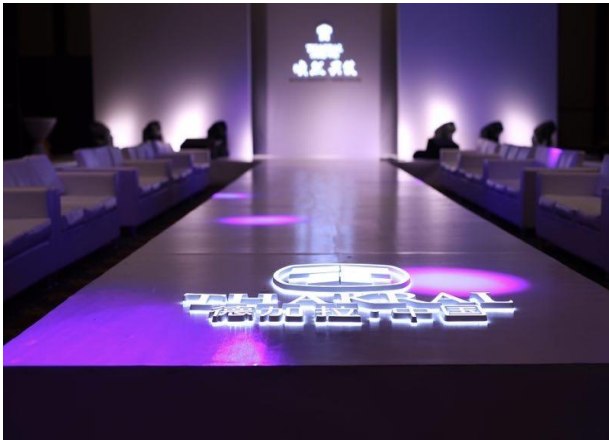
Lifestyle





Investing into our Future

Thakral Beauty Summit
May 2018





Investing into our Future

China Beauty Expo Live Streaming



- Online live broadcast with 3 KOL - total viewership over 3 million

Codage Paris Campaign



- Social media fans increased from 2,000 to 30,000

Slendertone Public Transport Campaign



- Total exposure more than 3.5 million in one month



Strengthening Channel Relationships

Ecommerce 'Big Platforms'

天猫
TMALL.COM

淘宝网
Taobao.com

小红书
全世界的好东西

魅力惠 MEI
.COM

京东
JD.COM

Ecommerce New Channels



Yi Tiao



WeChat
Ecommerce



IDS

O2O Prestige Beauty

SEPHORA

SPACE.NK

THE
BEAST
野兽派

氣味圖書館
SCENT LIBRARY

PARKSON 百盛

金鷹
GOLDEN EAGLE



O2O Lifestyle

CHIC BUS



美承
MEICHENG

一兆韦德
TERA WELLNESS

Example: TMall Collaboration

John Masters Organics TMall Flagship Store



Slendertone TMall Flagship Store



Ikoo TMall Flagship Store





Example: Sephora Management

2014

2016

2018

Brands in Sephora

ReFa

ReFa SIXPAD

ReFa

cm.
PRO EDITION



PHILIPS

STAGE Q

Maison Margiela
PARIS
(since January 2019)

Stores Covered



25



200



235

CoreTeam Size





Strengthening Offline POS

Refa Flagship Store



Maison Margiela at Sephora



Ikoo in New World Department Store





Expanding into EC Retail with CurrentBody JV



We can deliver to China in as little as 5 days

We accept:



Change: CN (GBP) ▼



GBP MY ACCOUNT

FREEPHONE 0800 959 6565

CURRENTBODY
THE BEAUTY DEVICE EXPERTS

Search for top products and expert advice



FACIAL CLEANSING

HAIR REMOVAL

ANTI-AGEING

SKINCARE

ALL BEAUTY DEVICES

BRANDS A-Z

EDITORIAL

UPS express delivery in just 5 days / Free tracked shipping available / PayPal payment option

TRUSTPILOT Rated 9.6 out of 10

- Global ecommerce retailer focusing on at-home beauty devices
- Deep relationships with top global brands
- Strong content creation and advanced customer service
- 50/50 JV with Thakral, set to launch on China EC platforms

Exclusive 25% NuFACE gift, NuFACE Supercharged uses award-winning Microcurrent technology with expert skincare

SHOP NUFACE





Outlook for 2019

- Drive sales of our current portfolio, selectively add new brands in our key categories.
- Launch and scale CurrentBody – Thakral China EC retail business.
- Continue to deepen relationships with key channels.
- Work towards profitability.





Group Financial Results

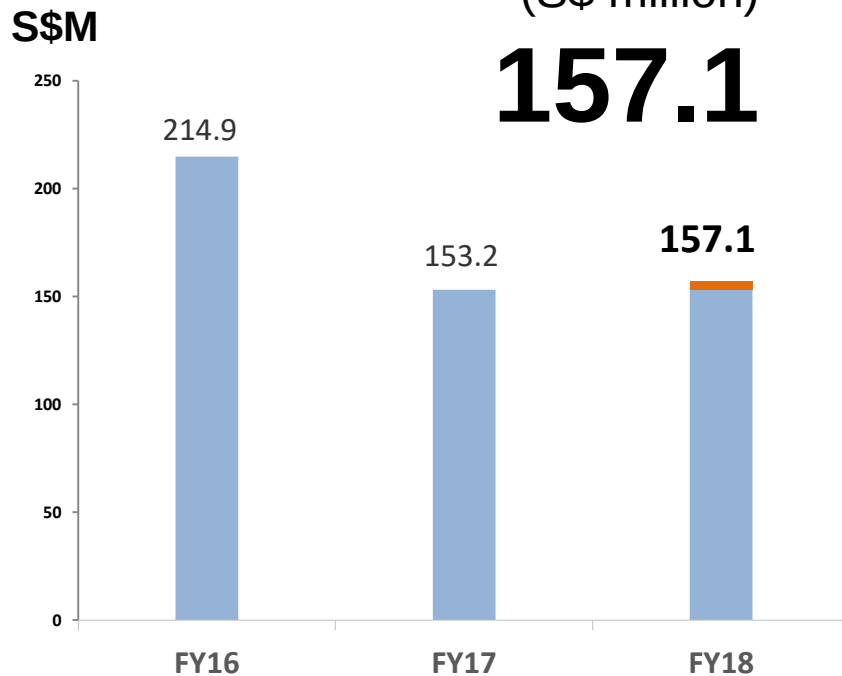
By Anil Daryanani

CFO

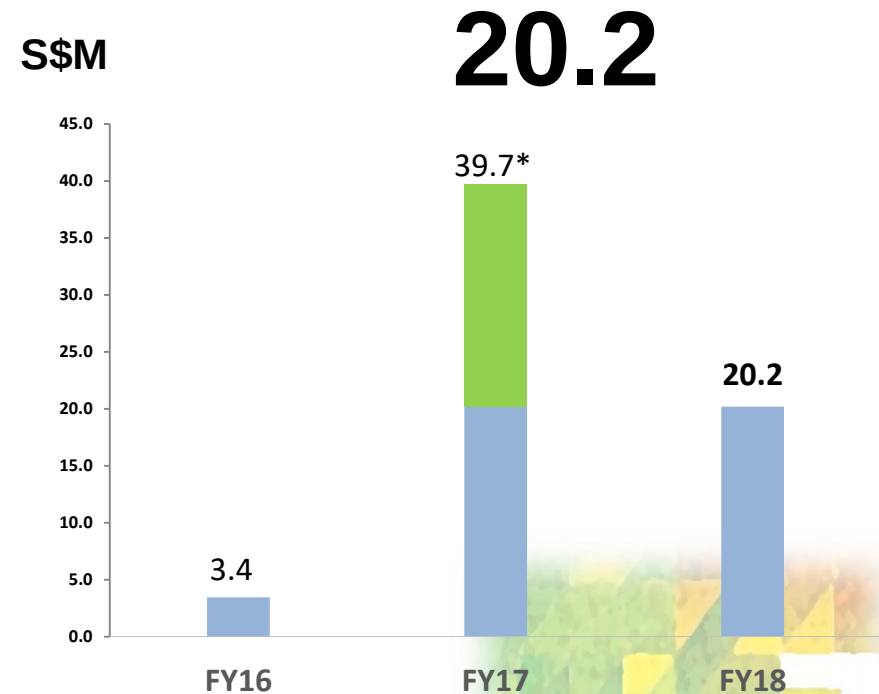


Group Financial Snapshot

FY 2018 Revenue
(S\$ million)



FY 2018 Net Profit (S\$ million)

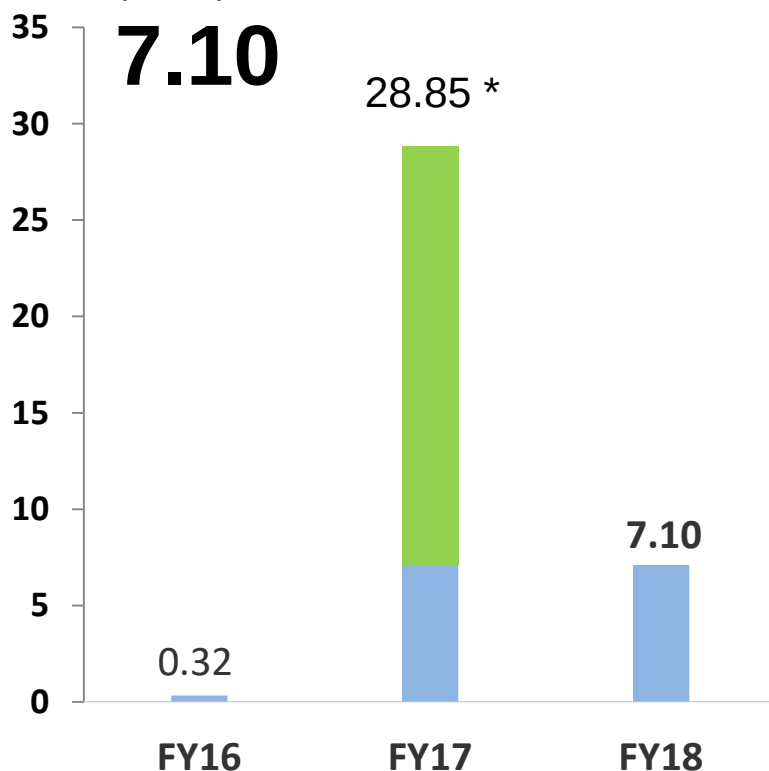


***Includes net gain of S\$31.5 million from sale of warehouse properties in Hong Kong in 4Q2017**



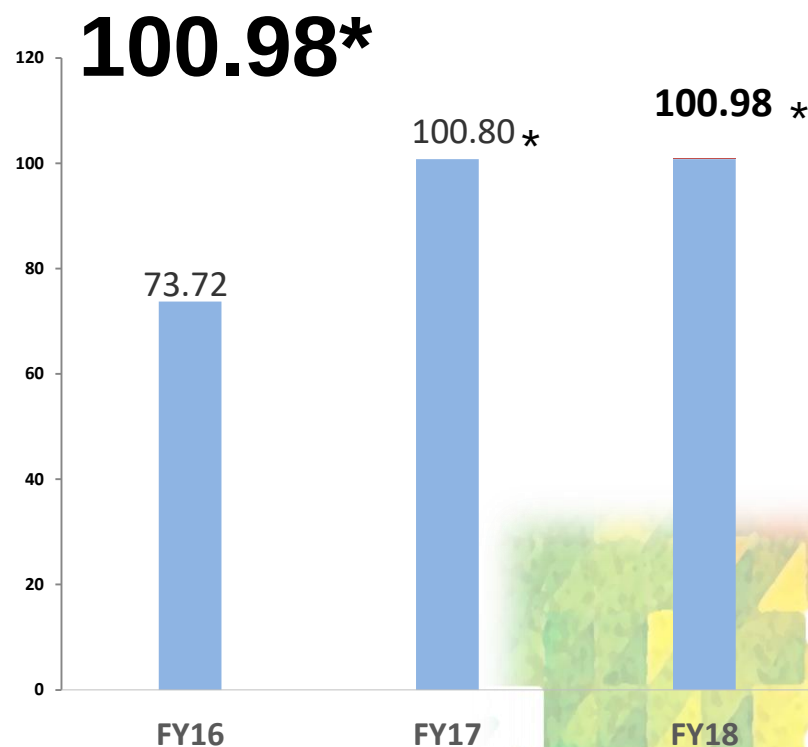
Group Financial Snapshot

FY 2018 - Earnings Per Share
(cents)



*Includes net gain of S\$31.5 million from sale of warehouse properties in Hong Kong

FY2018 - Net Asset Value
(cents)



*Enhancement in value from disposal of the warehouse properties as well as strong growth in the valuation of the Japanese investments



Group Geographic Revenue

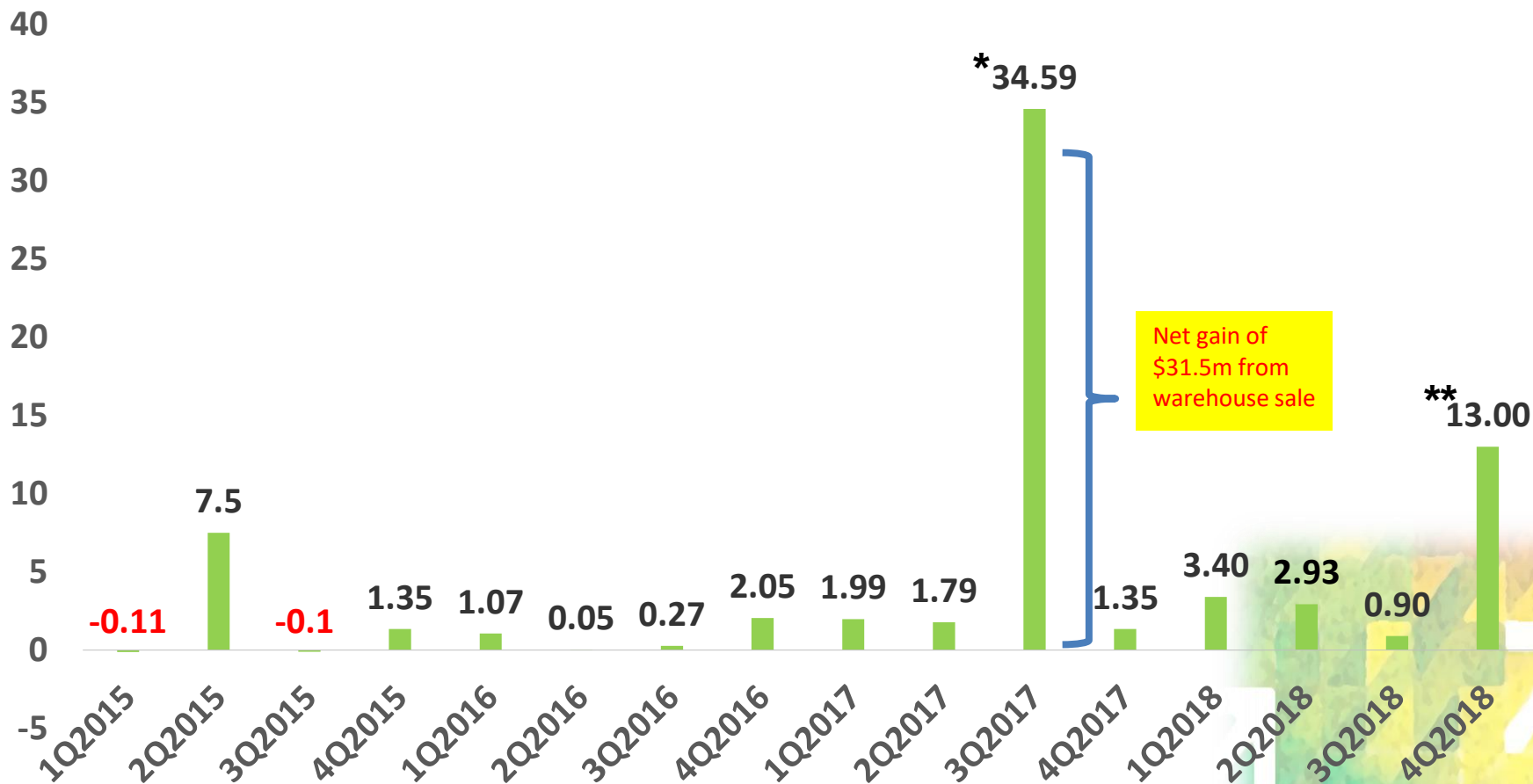


Geographic revenue stated above is the aggregate of the relevant figures from companies incorporated in those countries



Group-Sequential Net Profit

S\$M



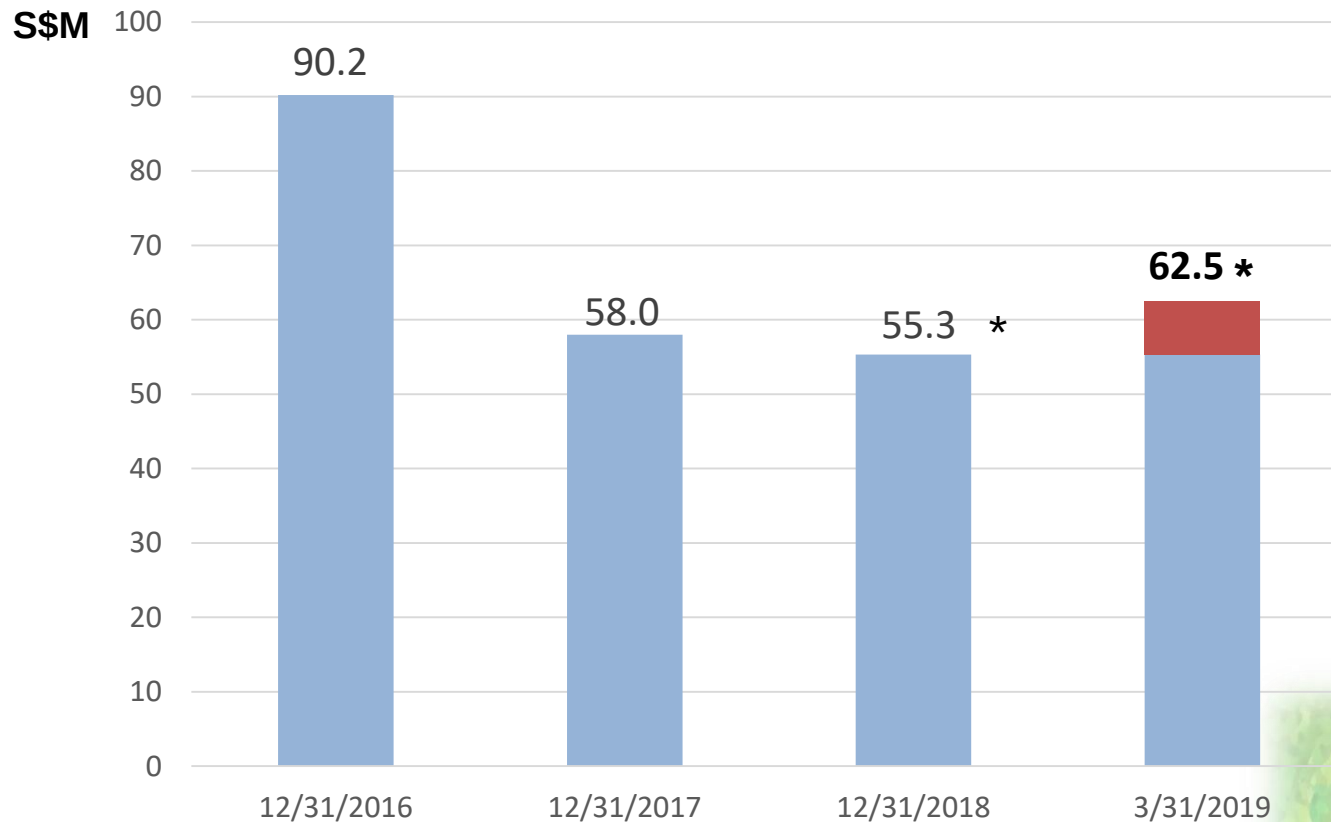
*Includes net gain of S\$31.5 million from sale of warehouse properties in Hong Kong

**Enhancement in value from strong growth in the valuation of the Japanese investments



Group Debt

(incl. trust receipts and lease liabilities outstanding)



* Includes S\$21 million loan added upon acquisition of the Riverwalk office property



Group Key Financial Ratios (FY2018)

■ Share Price	: S\$0.52 (29 Apr 2019)
■ PE Ratio	: 7.32 *
■ Earnings/Share	: 7 cents *
■ Price/Revenue	: 0.43 time *
■ Shares Outstanding	: 130.86m shares
■ Dividend Yield	: 7.69%

* Source: Bloomberg





Investor Relations Activities

- Quarterly announcements/press releases on financial results
- Major corporate/business developments – announcements/press releases
- Annual Report
- General Meeting(s)





Investor Relations Activities

Media coverage

- Value of total media coverage for 2018 >S\$200,000
- The return of investment was > 5 times





THANK YOU!

For further enquiries, please contact

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