
RESPONSES TO QUESTIONS RECEIVED FROM A SHAREHOLDER FOR ANNUAL GENERAL MEETING ("AGM") FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2020 ("FY2020")

The Board of Directors of Figtree Holdings Limited (the "**Company**" or "**Figtree**", and together with its subsidiaries, the "**Group**") refers to its Annual Report for FY2020 (the "**AR**") and its related documents released on SGXNet on 13 April 2021. The Company has received several questions from a shareholder. The responses from the Company is appended as below:

Q1. It was stated in the AR that Changshu Fervent High Tech Industrial Park is at 85% occupancy. What is the latest occupancy rate as some time has passed since the preparation of the AR? What is the Company's internal target for this industrial park to reach 100% occupancy?

Phase 2 is at 100% occupancy as these are Built-to-Suit facilities that are on long term leases to Faurecia and Ingevity until 2026 and 2028, respectively. Phase 1 is historically fully leased to Multi-National Companies ("**MNCs**"). Some leases expired in FY2020 but we have managed to secure new tenants, which has resulted in a current occupancy rate of 89%. We have received strong interest to lease the unoccupied space from three potential MNCs. The leases are pending approval from the MNCs' respective headquarters and, barring unforeseen circumstances, are expected to be confirmed by 3Q or 4Q 2021.

Q2. Describe Figtree's financial performance over the past few years. What strategies have you put in place to maintain or accelerate the growth trajectory?

Our financial performance and strategies over the past few years reflected the changing market conditions and competitive landscape in the property construction industry, as well as our efforts to ensure the consistent growth and long-term sustainability of our business.

One of our key strategies is to ensure a more stable and recurrent source of income for the Group rather than depend solely on design and build ("**D&B**"), development and project management projects.

As such, Figtree made the move from being a largely Singapore-based D&B specialist in the industrial and commercial space into the regional property development and investment arena in 2014. We went on to develop and/or invest in several successful residential, commercial and industrial projects in China and Australia including a 32% investment interest in Fervent High Tech Industrial Park which to this day, continues to stably generate rental income for us.

Over 2018-2019, we divested our interests in several property assets to unlock their value. Our aim is to reinvest the capital into new opportunities that will drive the next phase of growth for Figtree.

The outbreak of COVID-19 accelerated the digital and tech revolution worldwide and highlighted the growth potential of the global data centre colocation and interconnection market ("**DCI**"). We saw an opportunity and took a strategic 27.5% stake in DC Alliance Pte Ltd, which gave us our first strategic investment in a ready-for-service Tier III data centre in Perth, Australia called Pier DC Pty Ltd ("**DCA Pier**"). Once ramped up, DCA Pier is expected to enhance Figtree's base of recurring

income and allow us to gain fit-for-purpose design capabilities catered to colocation facilities, and eventually move us up the D&B value chain.

Even as we work to grow our sources of recurring income, we intend to continue to leverage on our D&B track record for food processing, industrial, logistics and warehousing facilities as well as our property development experience to seek out new opportunities for Figtree.

Q3. What are the factors that are critical to Figtree's success against competition? What differentiates Figtree from competition?

The D&B and project management work we undertake are typically specialised and high-specs projects that require skill, experience and a focus on quality and safety. We have built an established track record for such projects, particularly for facilities in the industrial, logistics, warehousing and food processing industries. Figtree has completed 20 such projects across Singapore, China and Malaysia since 2012, which puts us in good stead against competition.

We have a seasoned and robust team both at the management level and on the ground. Our management team is highly experienced with, on average, over 20 years of relevant experience in the design and construction industry. Given their years in the business, they have fostered a strong network and business relations with customers, sub-contractors and consultants across the Group's geographical markets. On the ground, the management team is supported by subject experts in property development, civil engineering, construction, M&E and QS (budgeting) among others.

Another key factor is that we can provide integrated design solutions to our customers. This is made possible by our in-house design team that is well-versed in architectural design, structural design and M&E solutions. Figtree is therefore able to provide integrated cost and time efficient design solutions to our customers at a faster turn-around time. This capability also reduces our reliance on external third parties and enable us to efficiently utilise our resources.

Q4. What notable developments can shareholders expect from Figtree in the coming year(s)?

Notwithstanding the construction delays and setbacks arising from the pandemic, we have two projects targeted for completion in 2022, namely OJJ Food's food processing facility in Singapore and the residential redevelopment project at the Blackburn Property in Melbourne, Australia.

In addition, DCA Pier is currently undergoing capacity expansion which, once completed, will enable it to capitalise on the rising wave of Cloud adoption and wireless networking technologies in Australia. This planned expansion, coupled with the fact that DCA Pier is the only facility of its kind south of the Perth Central Business District, augurs well for the Group.

The Group will make any necessary announcement(s) as and when there are material developments.

Q5. What are some of the key Environmental, Social and Governance factors that are material to the Group?

The Group's key environmental, social and governance factors that are material include economic performance, environmental compliance, employment and training and education. Please refer to our FY2020 Sustainability Report which will be published in May 2021 on the Company's website at <http://www.figtreeasia.com> and on SGXNet at <https://www.sgx.com/securities/company-announcements-for-more-information>.

Q6. What is Figtree's value proposition to its shareholders and potential investors? What do you think investors may have overlooked about Figtree's business?

In Asia Pacific, the growth in e-commerce presents attractive opportunities for logistics providers. According to [Transport Intelligence](#), Asia Pacific's e-commerce logistics market grew 22% in nominal terms in 2020 and was the largest regional e-commerce logistics market with a value of 153 billion euros. It accounted for 41.6% of the global market.¹ Given our established track record in the D&B of industrial, logistics and warehousing facilities, Figtree is positioned to potentially benefit from this growth in e-commerce logistics.

At the same time, with our strategic stake in DCA Pier, we are well-positioned to capture opportunities in the global DCI market especially Australia, which is projected to grow to [US\\$92.4 billion by 2025](#).²

The [rise in property prices](#) in Australia has been fuelled by record low borrowing rates, an improving economic outlook, an under-supply of new houses and government incentives along with buyers' preference for bigger homes with more space to work in.³ Such positive market developments bode well for our residential redevelopment project, Blackburn Property, which is slated for completion in 2022. In addition, we believe there could be other potential development opportunities for Figtree to explore in the future.

BY ORDER OF THE BOARD

Siaw Ken Ket @ Danny Siaw
Managing Director
28 April 2021

About Figtree Holdings Limited

*Founded in 2009, Figtree Holdings Limited ("**Figtree**" or the "**Company**", and together with its subsidiaries and associates, the "**Group**"), is a provider of commercial and industrial real estate solutions. The Group typically acts as the main contractor for its projects in Singapore, covering new construction, A&A works on existing buildings as well as refurbishment and upgrading of existing buildings. In China and Malaysia, the Group provides design, project and construction management consulting services.*

The Group has established a strong presence in China in the property development sector with a diverse portfolio of residential, commercial and industrial properties. The Group continues to explore suitable property development and investment opportunities in Australia.

Figtree was listed on SGX Catalist on 11 November 2013.

¹ The Business Times, "[E-commerce boom to benefit Apac logistics players](#)", 19 April 2021
<https://www.businesstimes.com.sg/companies-markets/e-commerce-boom-to-benefit-apac-logistics-players>

² Structure Research, "[2020: Global Data Centre Colocation & Interconnection Report](#)"
<https://structureresearch.net/product/2020-global-data-centre-colocation-interconnection-report/>

³ The Straits Times, "[Australia housing boom builds as prices soar most since 1988](#)", 1 April 2021
<https://www.straitstimes.com/business/property/australia-housing-boom-builds-as-prices-soar-most-since-1988>

*This announcement has been reviewed by the Company's sponsor, PrimePartners Corporate Finance Pte. Ltd. (the "**Sponsor**"). It has not been examined or approved by the Singapore Exchange Securities Trading Limited (the "**Exchange**") and the Exchange assumes no responsibility for the contents of this document, including the correctness of any of the statements or opinions made or reports contained in this document.*

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