



TUAN SING HOLDINGS LIMITED

Creating A Clear Distinction

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# Tuan Sing Group Business Overview

**CORPORATE UPDATE**

**25 July 2018**

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- Corporate Profile
- Group Businesses
- Our Real Estate Business
- Our Focus
- Other Businesses
- Looking Ahead



## Corporate Profile

- Established in 1969 & listed on SGX Mainboard in 1973
- Market Cap : SGD 476.5million (as at 30 June 2018), NTA : SGD 986million (as at 31 Dec 2017)
- RNAV by CIMB Research on 3 Nov 2017 : SGD 1,298.6 million (at \$1.10 per share)
- Singapore HQ, Over 60 subsidiaries and associates
- Interests in property development & investment, hotel investment and industrial services
- Footprint in Singapore, Australia, China, Malaysia, Indonesia, and other ASEAN countries
- Solid track record in developing mid to high-end residential projects in Singapore and Shanghai



## Group Businesses

1. **Property** : develops and invests in residential, commercial and industrial properties in Singapore, Australia, Indonesia and China
2. **Hotel** : 2 five-star hotels managed by Hyatt in Melbourne and Perth
3. **Industrial Services** : SGX listed SP Corporation and Hypak in Malaysia
  - SP Corp : commodities trading
  - Hypak : polypropylene packaging bags and radiant barrier films
4. **Other Investments**
  - Gul Technologies : Printed circuit board manufacturer and trader in China and Singapore
  - Pan-West : Retailer of golf related products



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# Our Real Estate Business

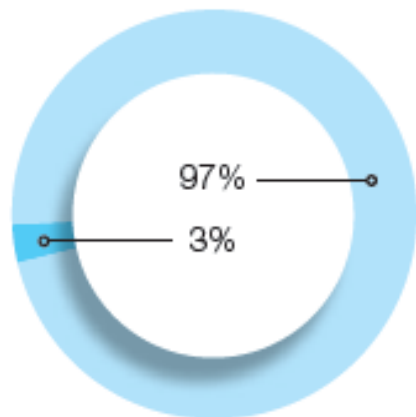
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# Investment Portfolio : Singapore, Australia, China

PROPERTY VALUE –  
\$1,592.7M

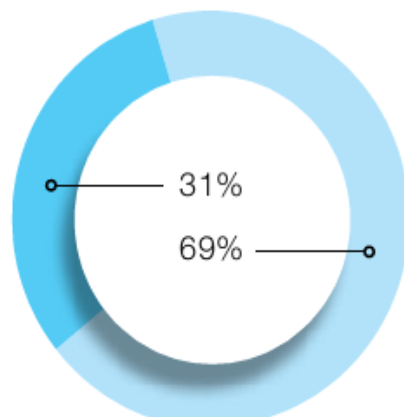
BY TYPES



Commercial  
Industrial

PROPERTY VALUE –  
\$1,592.7M

BY STAGES

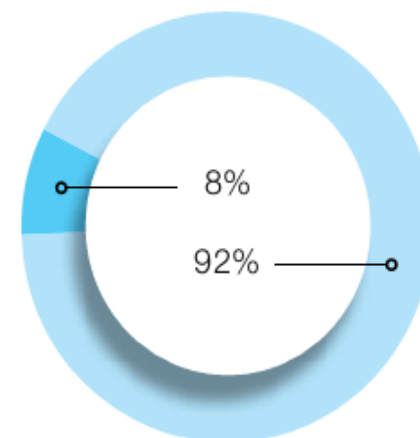


Completed  
Under redevelopment

18 Robinson, under redevelopment, is expected to be completed in the later part of 2018.

ESTIMATED  
LETTABLE AREA –  
943,340 SQ. FT.

BY TYPES



Commercial  
Industrial

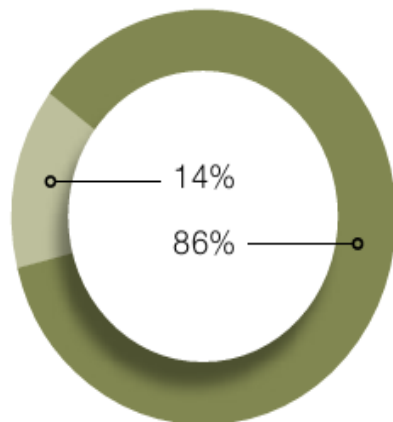
Commercial buildings include estimated lettable area of 18 Robinson, under redevelopment.



# Hotels Portfolio

PROPERTY VALUE –  
A\$425.9M

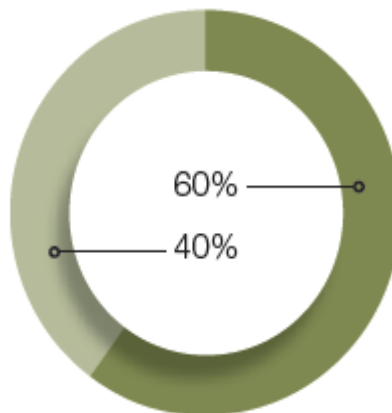
BY LOCATION



Melbourne  
Perth

NUMBER OF HOTEL  
ROOMS –  
917 ROOMS

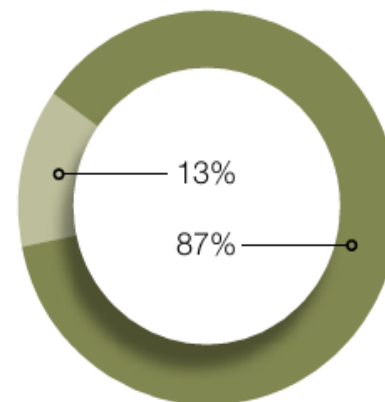
BY LOCATION



Melbourne  
Perth

NET PROPERTY  
INCOME – A\$25.1M

BY LOCATION



Melbourne  
Perth



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# Our Focus

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## 18 Robinson

- 28-storey Grade A commercial building comprising 7 levels of retail podium, 19 levels of office tower and 6 basement state of the art AGV (Automated Guided Vehicle) carpark
- New York-based KPF as concept architect and Singapore Architect 61 as local architect
- Main construction commenced in June 2016
- Expected TOP : 3Q2018
- Total GFA ~ 260,000 sq ft
- Retail NLA ~ 58,000 sq ft
- Office NLA ~ 136,000 sq ft
- ~50% leased (as at July 2018)
- *Projected occupancy rate by TOP: ~ 70%*

- **Awarded MIPIM**
- **Best Futura Project 2014 (Silver)**
- **Awarded 2016 BCI Asia Awards Top Ten Developers**
- **Awarded 2017 Green Mark (Goldplus) by BCA Singapore**





## 896 Dunearn Road

- Largest plot of commercial land along Bukit Timah Road
- Connected to King Albert Park MRT
- On freehold & 999-year leasehold land : 140,886 sqft
- 5-storey commercial building : NLA over 200,000 sqft with 80 plus tenants
- Earmarked for repositioning and tenancy mix following acquisition in 2017
- Asset Enhancement Initiative (AEI) : expected to commence in 4Q 2018







## Kandis Residence

- 99-year leasehold land located near Sembawang Park
- Within proximity to Sembawang MRT
- Approximately land area of 75,838 sqft and saleable area of 104,000 sqft
- Proposed four blocks of 3 and 7-storey residential development comprising 130 units of 1-bedroom, 2-bedroom and 3-bedroom type
- Expected completion in 3Q2019





# Mont Botanik Residence

- Rare freehold land at Hillview, Bukit Timah, within proximity to Hillview MRT station
- Approximately land area of 43,557 sq ft and gross floor area of approximately 83,630 sqft
- Proposed two blocks of 10-storey residential development comprising 108 units of 2-bedroom and 3-bedroom type
- Target project launch 3Q2018
- Expected completion in 2021





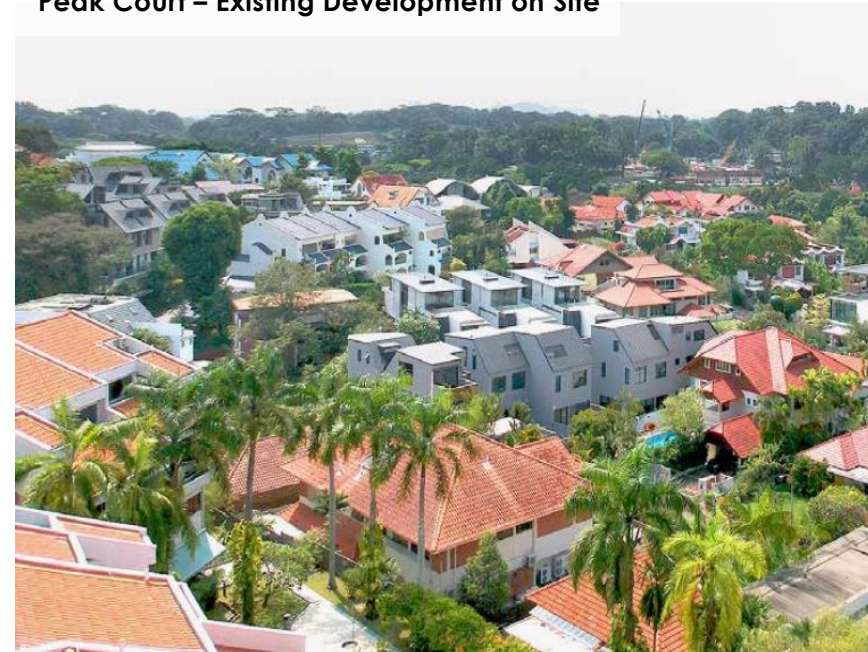


## 333 Thomson Road (formerly known as Peak Court)

- Acquired through private tender in April 2018 with 70% interest in Joint Venture development
- Freehold tenure with land area of about 57,378 sqft and GFA of about 80,331 sqft
- Located in exclusive Thomson precinct and within close proximity to Novena MRT and the upcoming Mt Pleasant MRT of the Thomson-East Coast Line
- Proposed residential development of 90 units ranging from 1-bedroom to 4-bedroom type
- Target project launch in 2019
- Expected completion in 2022



Peak Court – Existing Development on Site







## Perth : Hyatt Regency & GHG Centre

- 5-star hotel : 367 rooms, over 1,000 car park bays and comprehensive hotel and conference facilities.
- Site with 3 street frontages : Adelaide Terrace, Terrace Road and Plain Street
- Close proximity to Langley Park, Swan River, Perth Stadium and Eastern end of CBD
- Office, Commercial and F&B component : Fortescue HQ and Friends Restaurant
- AEI Tender closed in June 2018, evaluation & appointment of Builder on- going
- Expect to commence AEI work in 1Q2019





# Future Development Plan

- AEI comprises an overall master plan for the 2.5ha site :
  - ❑ office towers, retail plaza, F&B services, hotel, serviced apartments, residential buildings
- Future development potential two vacant plots of approximately 3,000 sqm
- Stunning views overlooking Swan River
- Reposition Centre and unlock full potential
- City of Perth approval for Phase 1 Development Application given in August 2017
- AEI Construction works to commence in 1Q2019
- Staged completion is expected from 1Q2020 to 3Q2020



(Source: Google Map)





# Perth GHG Centre – Phase 1 Internal Views



*Proposed event court at atrium*



*Proposed roof top entertainment area*



*Proposed F&B at internal landway*



*View from Hotel into Public Plaza*





# Grand Hyatt, Melbourne

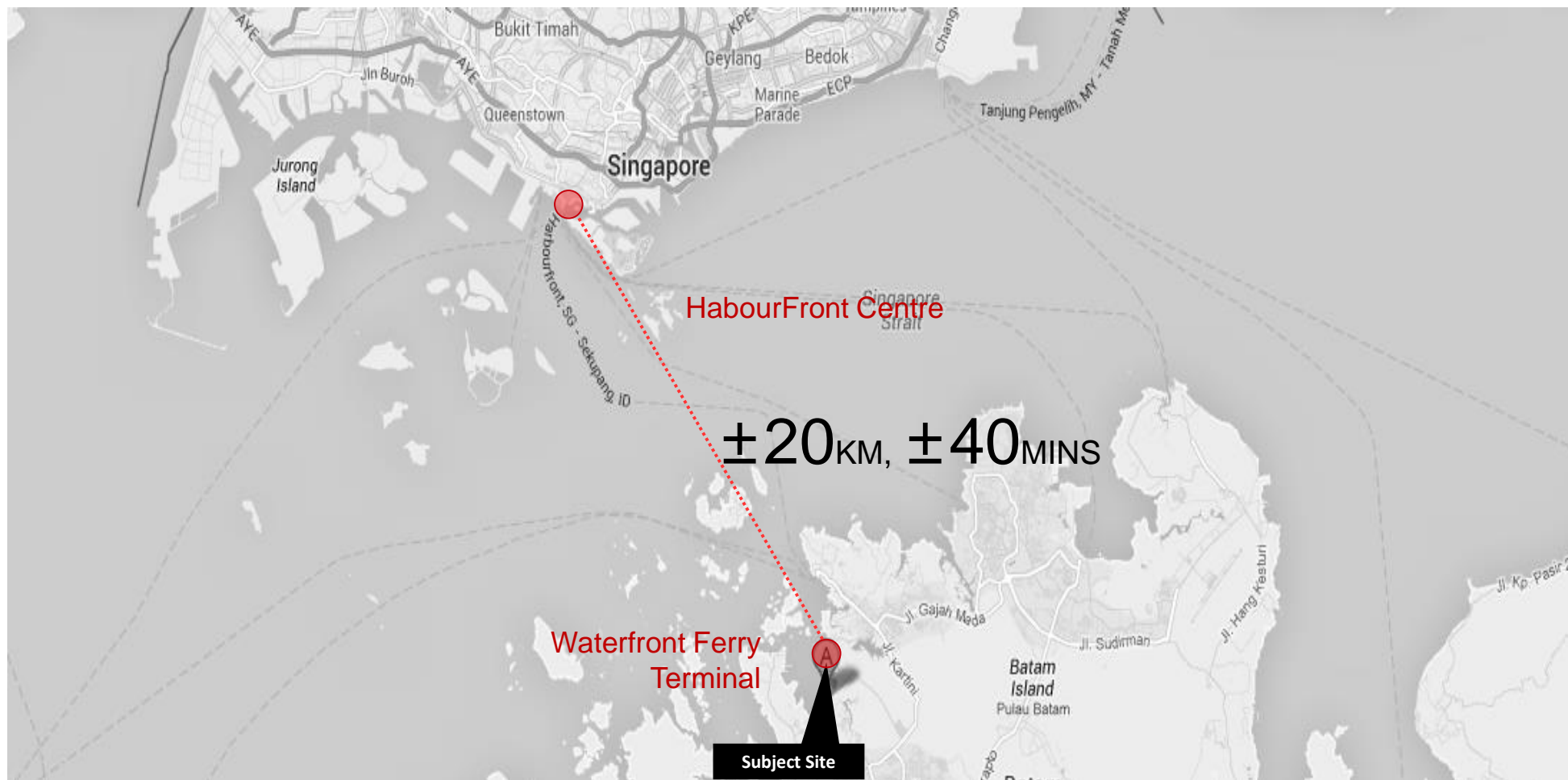
- 5-star hotel : 544 rooms, over 500 car park bays and comprehensive hotel and conference facilities
- Located within Melbourne CBD at the junction of Collins Street and Russell Street
- Potential AEI to enhance asset value





## Batam Marina City

- The share purchase acquisition was completed in June 2018 for 4 plots of land of about 85 ha.
- Situated next to Waterfront City ferry terminal, about 45 minutes ferry ride from Singapore.







# Batam Marina City – Preliminary Concept Design

- Proposed iconic integrated development comprising :
  - Retail, Entertainment, Leisure
  - Hotels and Convention Centre
  - Education & medical hub
  - Residential including co-living, wellness/spa, retirement living
- Phase 1 target launch in 2019, subject to authority’s approval







# Batam Marina City – Preliminary Concept Design





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# Other Businesses

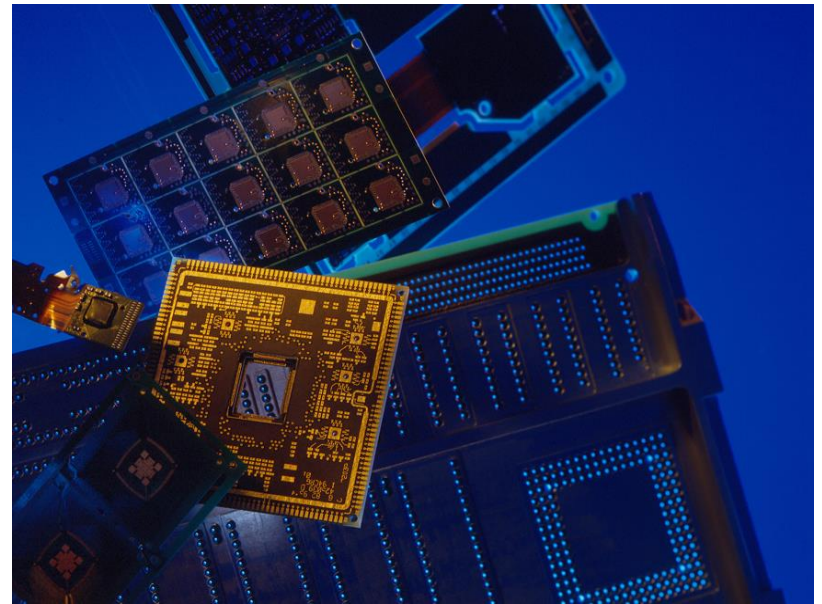
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## Gul Technologies

- 44.5% shareholding
- Established printed circuit boards manufacturer and trader
- 3 manufacturing plants in China
- Customers base in automotive, computer peripheral, consumer electronics, telecommunication, healthcare and instrument & control. E.g Visteon Corporation, Continental AG and Wistron Corporation.
- Reported revenue of US\$165 million and PAT of US\$15.4 million (1H2018)





## SP Corporation

- 80.2% shareholding
- Listed on the Mainboard of the Singapore Stock Exchange
- Principally engages in commodities trading

## Hypak Sdn Berhad

- 97.9% shareholding
- Leading industrial packaging producer and supplier of polypropylene woven bags and laminated bags
- Plants in Malaysia

## Pan-West

- 49% shareholding
- Distributes golf-related lifestyle products including exclusive distributorship for top brands
- 9 on and off-course outlets & concessionaires in Singapore and Malaysia



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# Looking Ahead

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## Looking Ahead from 2H2018 to 1Q2019

**18 Robinson**

TOP in 3Q2018 and continue leasing activities

**896 Dunearn Road**

Repositioning – AEI and tenancy mix review

**Kandis Residence**

Drive sales. Construction in progress

**Mont Botanik Residence**

Project launch in 3Q2018

**333 Thomson Road**

Project launch in 2019

**Batam Marina City**

Complete Master Planning 2H2018  
Project launch in 2019

**Perth GHG Centre**

Award Building Contract and Commence AEI work in 1Q2019



## Looking ahead, we will...

- Continue to grow real estate business with value-added opportunities in residential, commercial and integrated development in Singapore and overseas
- Enhance property portfolio to achieve a balanced revenue profile
- Explore platforms : eg. REITs, Business Trusts, Private Equity Funds, Partnership
- Rationalise non-property businesses to provide long-term value
- Consider the purchase of Real Estate and to pursue M&A opportunities - seeking IPT mandate
- Potential target assets are in China (Hainan, Shanghai) and Indonesia (Bali, Jakarta)



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# Thank You

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