

FY2018 RESULTS PRESENTATION

CASTING ANCHORS
IN GREAT
DESTINATIONS

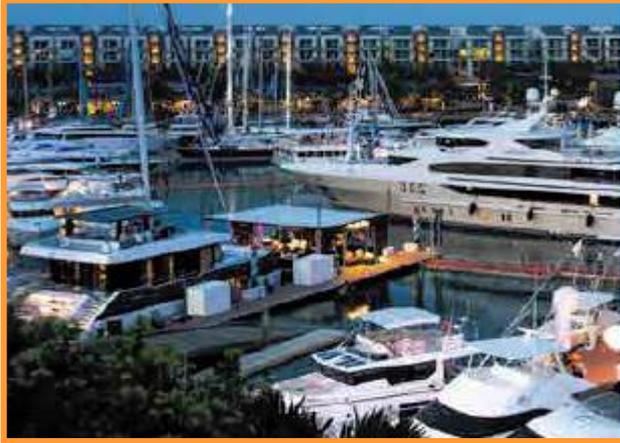
DISCLAIMER

The presentation herein may contain forward looking statements by the management of SUTL Enterprise Limited (“SUTL”) that pertain to expectations for financial performance of future periods vs past periods.

Forward-looking statements involve certain risks and uncertainties because they relate to future events. Actual results may vary materially from those targeted, expected or projected due to several factors. Such factors are, among others, general economic conditions, foreign exchange fluctuations, competitive product and pricing pressures as well as changes in tax regimes and regulatory developments. Such statements are not and should not be construed as management’s representation on the future performance of SUTL. Therefore, the actual performance of SUTL may differ significantly from expressions provided herein.

This Results Presentation should be read in conjunction with the full text of the “Full Year Financial Statement Announcement 2018” for the 12 months ended 31 December 2018.

CONTENT



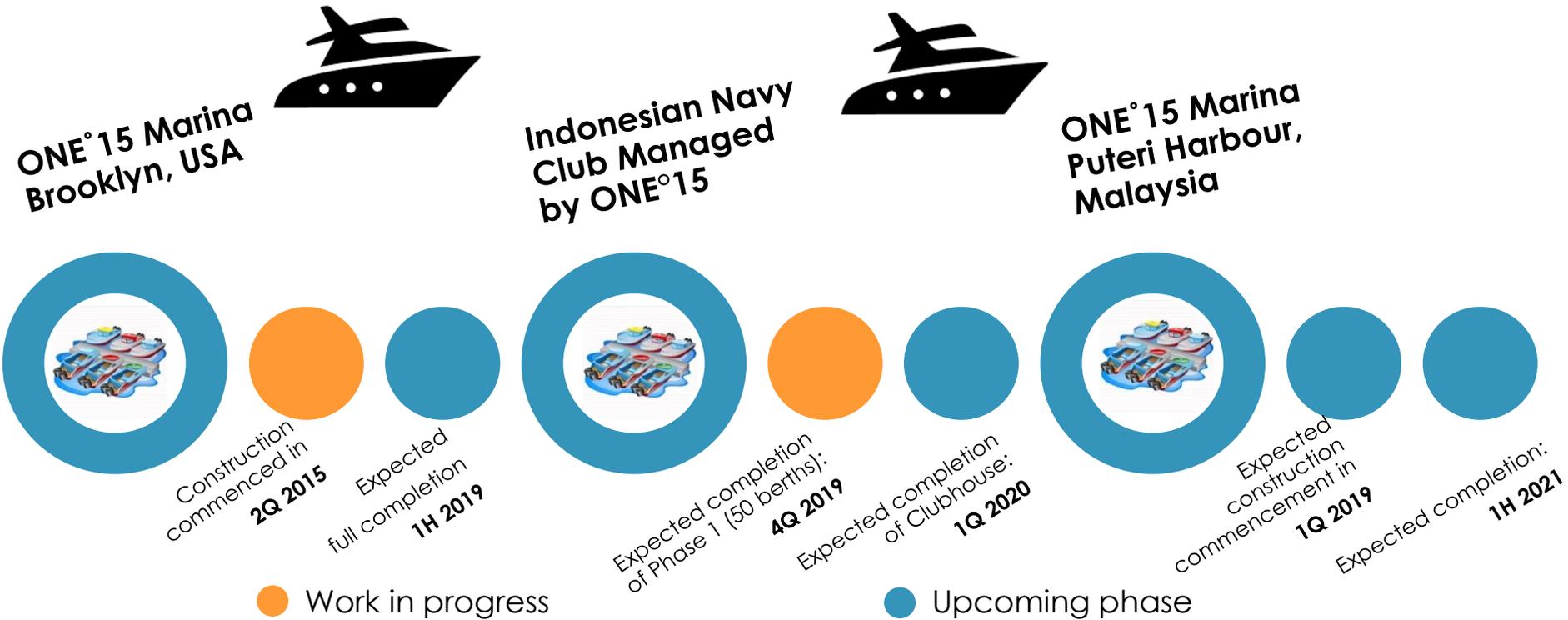
- Corporate Pipeline
- Financial Highlights
- Prospects & Growth Plans
- Summary
- Q&As



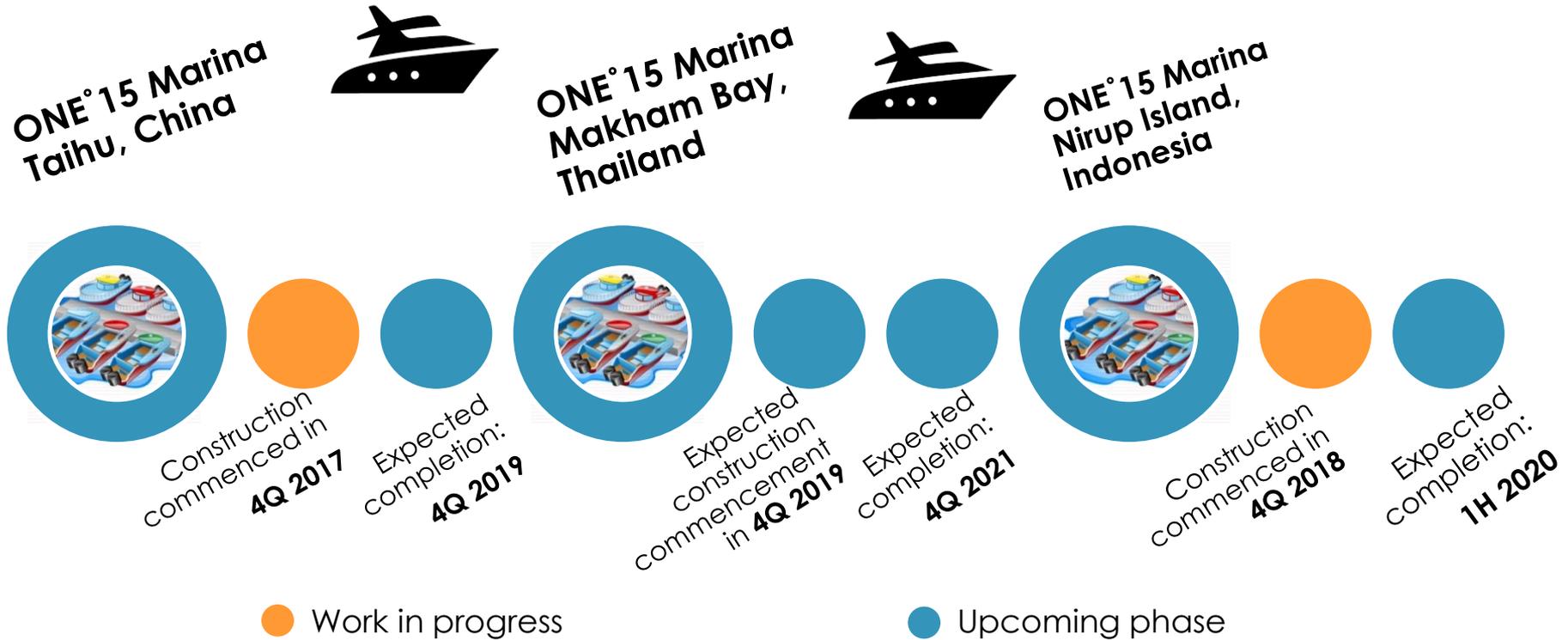
ONE°15 Marina, Sentosa Cove, Singapore

CORPORATE PIPELINE

TIMELINE OF PREVIOUSLY ANNOUNCED PROJECTS



TIMELINE OF PREVIOUSLY ANNOUNCED PROJECTS



ONE° 15 MARINA PUTERI HARBOUR, MALAYSIA



ONE° 15 Marina Puteri Harbour, Malaysia

- Received approval for construction and membership sales
- Ground breaking in **1Q 2019**
- Sales gallery under construction, membership sales to start in **2Q 2019**
- Clubhouse completion and operational in **2Q 2021**

YOU'RE INVITED



SUTL Enterprise and UEM Sunrise cordially invite you
to witness the ground breaking ceremony of

ONE°15 MARINA PUTERI HARBOUR MALAYSIA

DATE	14 March 2019 (Thursday)
VENUE	ONE°15 Marina Puteri Harbour Malaysia
ATTIRE	Business
GUEST OF HONOUR	His Majesty, Sultan of Johor
PROGRAMME	<p>2.30pm Arrival of guests and VIPs at ONE°15 Marina Puteri Harbour Malaysia in Johor</p> <p>3.00pm Arrival of Guest of Honour</p> <p>3.15pm Welcome formalities</p> <p>3.30pm Welcome speech by Mr Arthur Tay, Executive Director/Chief Executive Officer of SUTL Enterprise Ltd</p> <p>3.45pm Ground breaking ceremony activities</p> <p>4.00pm Light Refreshments</p> <p>5.00pm End</p>

- GETTING THERE**
- Please use Tuas link and take 2nd link expressway to Lebuhraya Nusajaya in Geylang Patah. Exit from 2nd link expressway E3 to Puteri Harbour.
 - Kindly park at Fraser Place Puteri Harbour, Residensi & Hotel Marina, Persiaran Tanjung, Pengkalan Puteri, 79100 Iskandar Puteri, Johor Darul Takzim, Malaysia
 - Please bring along your passport (minimum 6 months validity)
 - Please bring along this e-Invite for event entry at security gantry.

RSVP By 8 March 2019 to Joyce Choo
(Tel: 6590 7129/ Email: joyce.choo@sutl.com)

ONE°15 MARINA NIRUP ISLAND, INDONESIA

Partner / Contract Details

- Asset Owner: **PT Tritunas Sinar Benua** is an Indonesian company based in Batam
- Consult on the project and manage the marina and its clubhouse upon completion under a **10-year contract**
- First rights of refusal for the purchase of the ONE°15 Marina Nirup Island assets should the property ever be up for sale



ONE°15 MARINA NIRUP ISLAND - OVERVIEW



Project Details:

- 8th ONE°15 branded marina
- Located at Pulau Nirup, Indonesia. In close proximity to Singapore (8 nautical miles), Batam, and Bintan
- Marina basin lease – 50 years
- Total Area – 4.71 hectares
- Features: 70 berths (including superyacht berthing and facilities), a club house on the land-side, marina amenities, a sea sports centre and fuelling and bunkering services

ONE°15 MARINA NIRUP ISLAND - OVERVIEW



ONE°15 MARINA NIRUP ISLAND - OVERVIEW

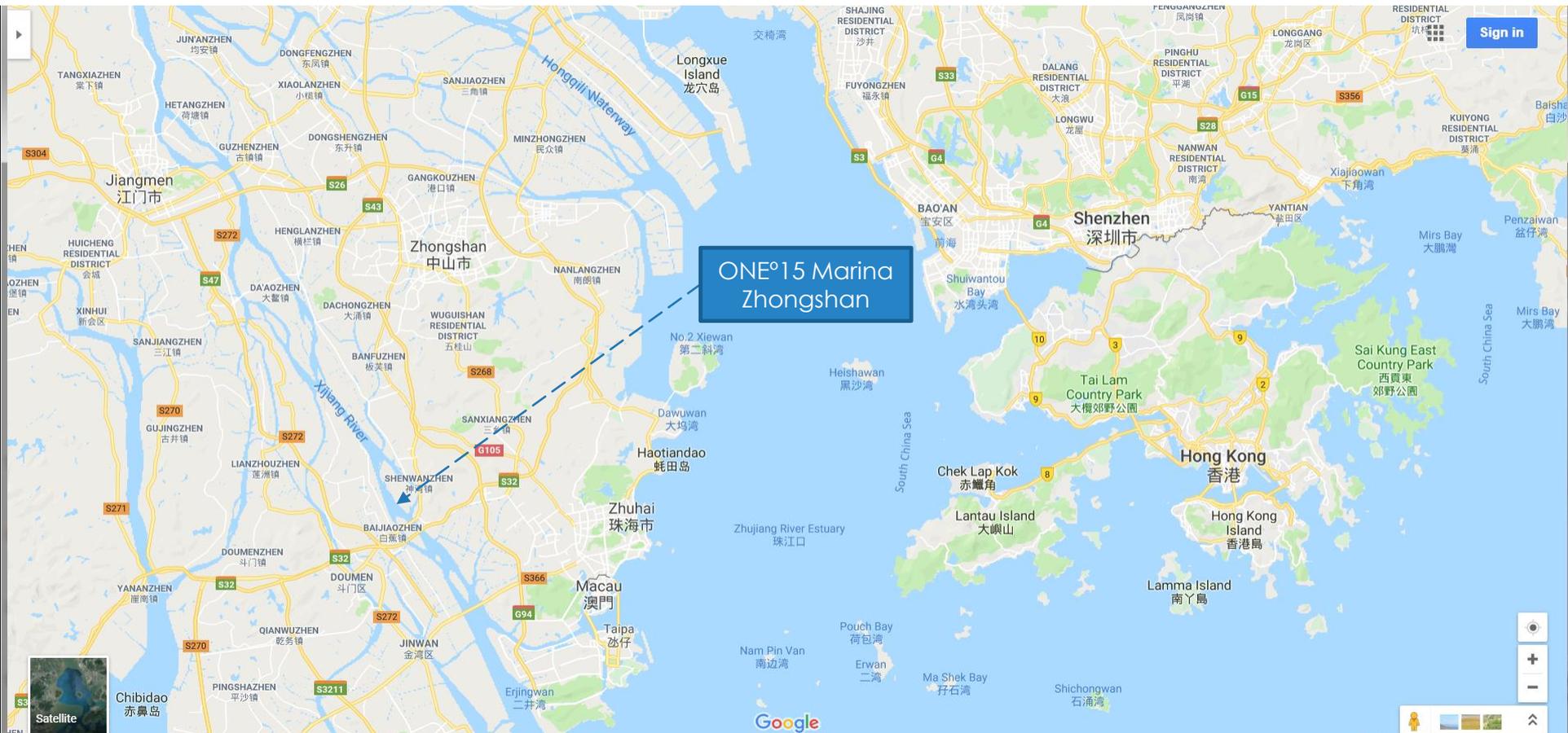


ONE°15 MARINA ZHONGSHAN, CHINA



- 5-year management contract
- Location: Xijiang River bank
- USP: Houses Guangdong's first CIQP post within a private marina, and is the first direct sailing gateway between Zhongshan and Macau
- Phase I:
 - 80 wet berths in the outer lagoon and 42 waterfront villas with private berths, is fully operational
 - Clubhouse with F&B and recreational amenities will be operational in 4th quarter 2019
- Phase II:
 - Remaining 78 wet berths, hotel accommodation, boat retail, spa, fitness centre, chandlery and other service-related businesses.
 - Expected to complete in 2020

ONE°15 MARINA ZHONGSHAN, CHINA



ONE°15 MARINA ZHONGSHAN, CHINA



UPDATES - OTHER PROJECTS



ONE°15 Makham Bay (Phuket, Thailand)

- Shareholder's Agreement to be finalized in **1Q 2019**.
- Finalising design specifications, layouts of land & water, etc
- Prep-work started on dredging, local compliance, administrative procedures
- On track for **4Q 2021** opening

ONE°15 Taihu (Suzhou, China)

- 134 berths completed
- Construction on the land to commence in **1Q 2019**
- Will be operational upon completion of landside development
- Targeted to be completed in **4Q 2019**

UPDATES - OTHER PROJECTS



Indonesian Navy Club Jakarta Indonesia (Managed by ONE°15)

- Construction of structure/external façade to be completed in **Q3 2019**
- Target operational date **Q1 2020**
- Sales & marketing in final stages of production
- Membership sales soft launch in **Q3 2019**

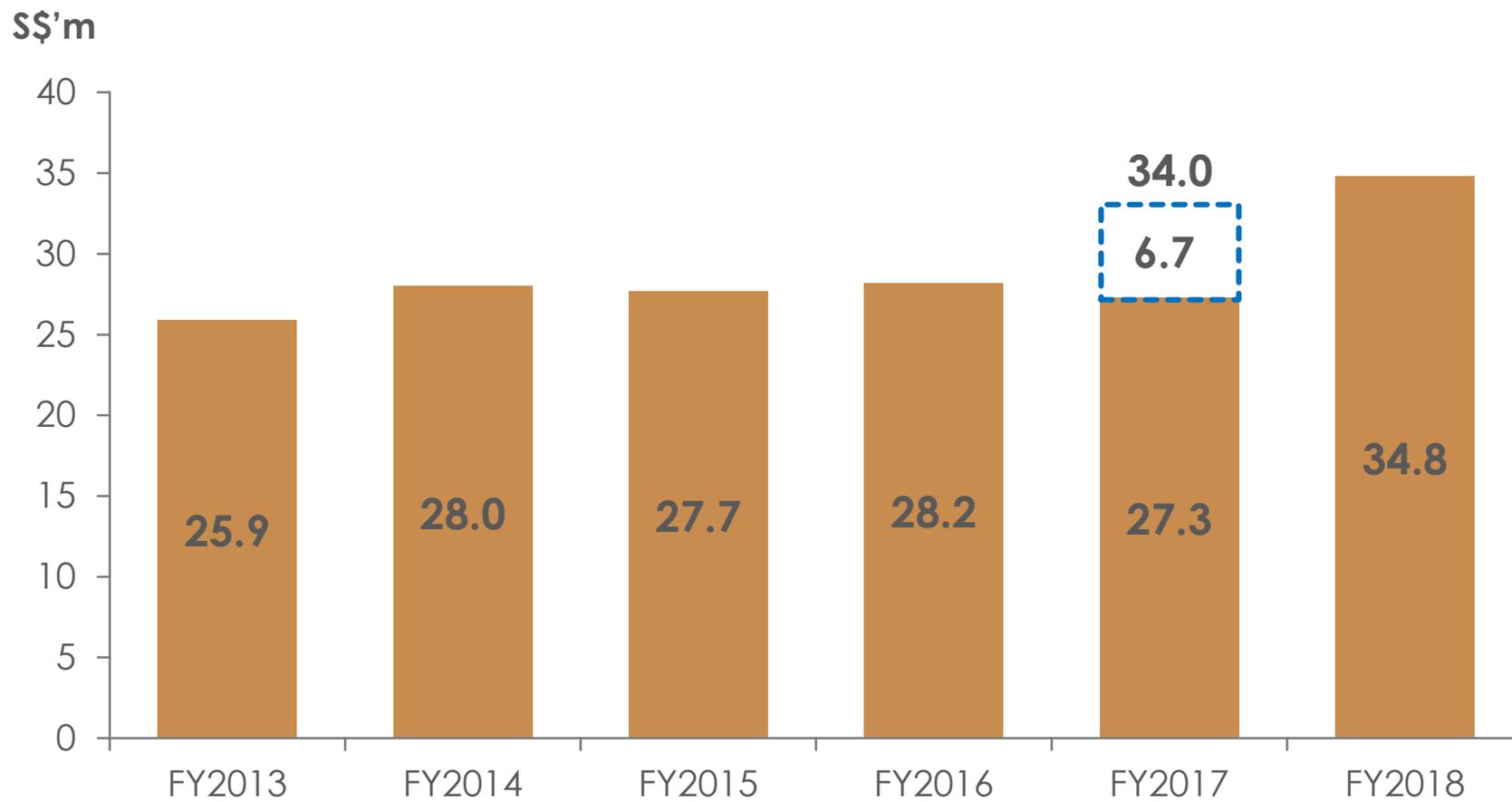


ONE°15 Puteri Harbour, Johor, Malaysia

FINANCIAL HIGHLIGHTS

**12 MONTHS ENDED
31 DECEMBER 2018**

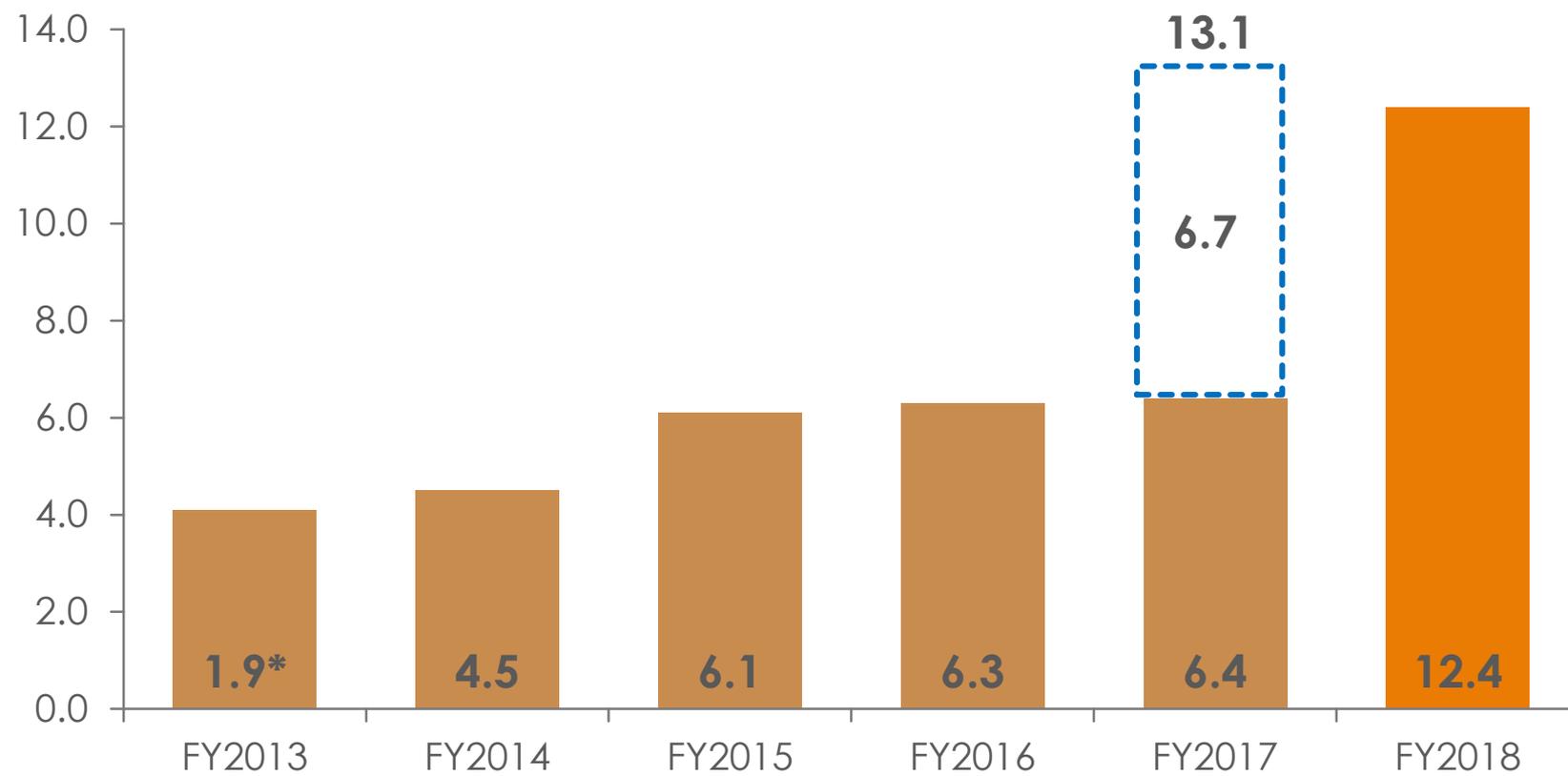
TOTAL INCOME



 Due to change in accounting standard SFRS (I) 15 and SFRS (I) 1-16

EBITDA (CONTINUING OPERATIONS)

S\$'m



 Due to change in accounting standard SFRS (I) 15 and SFRS (I) 1-16

BALANCE SHEET

	As at 31 Dec 2018	As at 31 Dec 2017	Change (%)
Cash and cash equivalents (S\$m)	45.4	45.1	0.7
Total equity attributable to owners of the company (S\$m)	57.3	53.3	7.5
Current ratio (times)	4.5	4.3	4.7
Net asset value per share (S'pore cents)	66.32	61.60	7.7
Net cash per share (S'pore cents) *	52.52	52.20	0.6
Earnings per share (S'pore cents) *	6.71	7.81	(14.1)

* Calculated based on weighted average of approximately 86.5 million shares. The Company has no borrowings.



**PROSPECTS &
GROWTH
PLANS**

TRENDS DRIVE DEMAND FOR MARINA INFRASTRUCTURE*

Global leisure boat market size expected to expand at a CAGR of 4.3% from 2018 to 2025

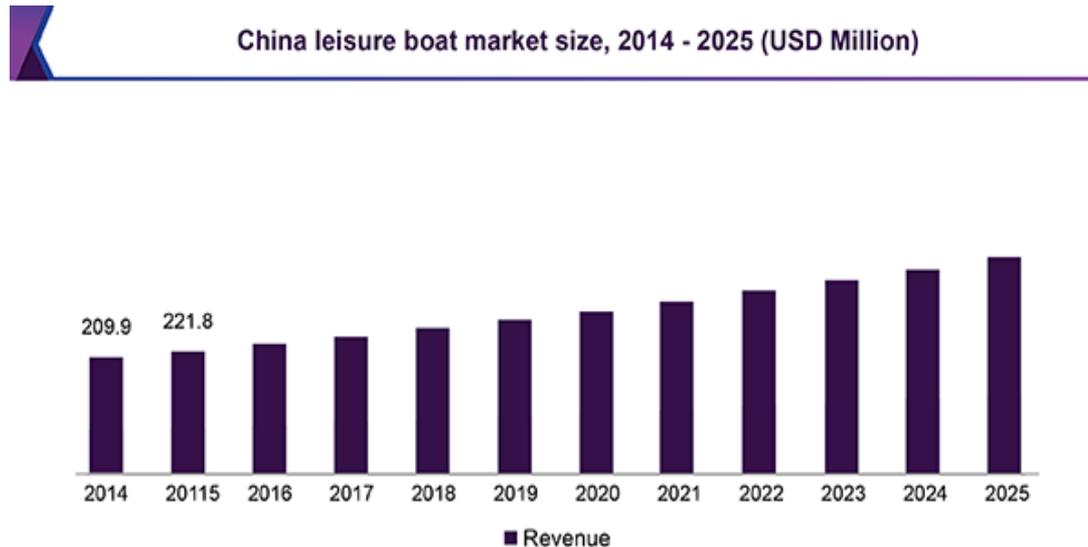
Attributed to:

- Booming tourism sector and rising disposable income of citizens in emerging economies, such as Brazil and China
- Growing participation of people in recreational and competitive boating activities across the globe

China's leisure boating market likely to exhibit the highest CAGR of 5.9% between 2018 and 2025

Attributed to:

- Abundance of water resources such as vast coastline, inland lakes, and rivers
- Measures taken by Chinese government to promote yachting as a leisure activity are estimated to trigger the demand for recreational watercrafts in the country.



*Source: Leisure Boat Market Analysis Report By New Leisure Boat (Motorized, Non-Motorized), By Used Leisure Boat, By Equipment (Monitoring Equipment, IoT Sensors, Telematics Solutions), And Segment Forecasts, 2018 – 2025 by Grand View Research (<https://www.grandviewresearch.com/industry-analysis/global-leisure-boat-market>)

CREATING A DESTINATION ATMOSPHERE

Value Proposition of an integrated marina:

To create experiences that resonate with the boating customer base over the long term and connect with them directly.



Providing recreational rentals such as bicycle, scooters, kayaks, concierge services



Retail, leisure services and on-site restaurants cater to boaters, transients and locals in the area who may or may not be boaters.

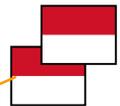


Having a boat club or boat rentals for individuals and families to get out on the water and spend time at the marina.

Goal: To create a community that will attract people to the marina and increase the likelihood of other amenities/services being used.

ONE°15 – A GLOBAL BRAND

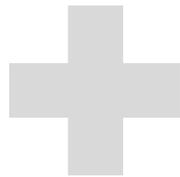
Since June 2015, SUTL Enterprise has expanded its network of ONE°15 branded marinas from just 1 to 9 globally



TWO-PRONG STRATEGY

**Emerging
Markets**

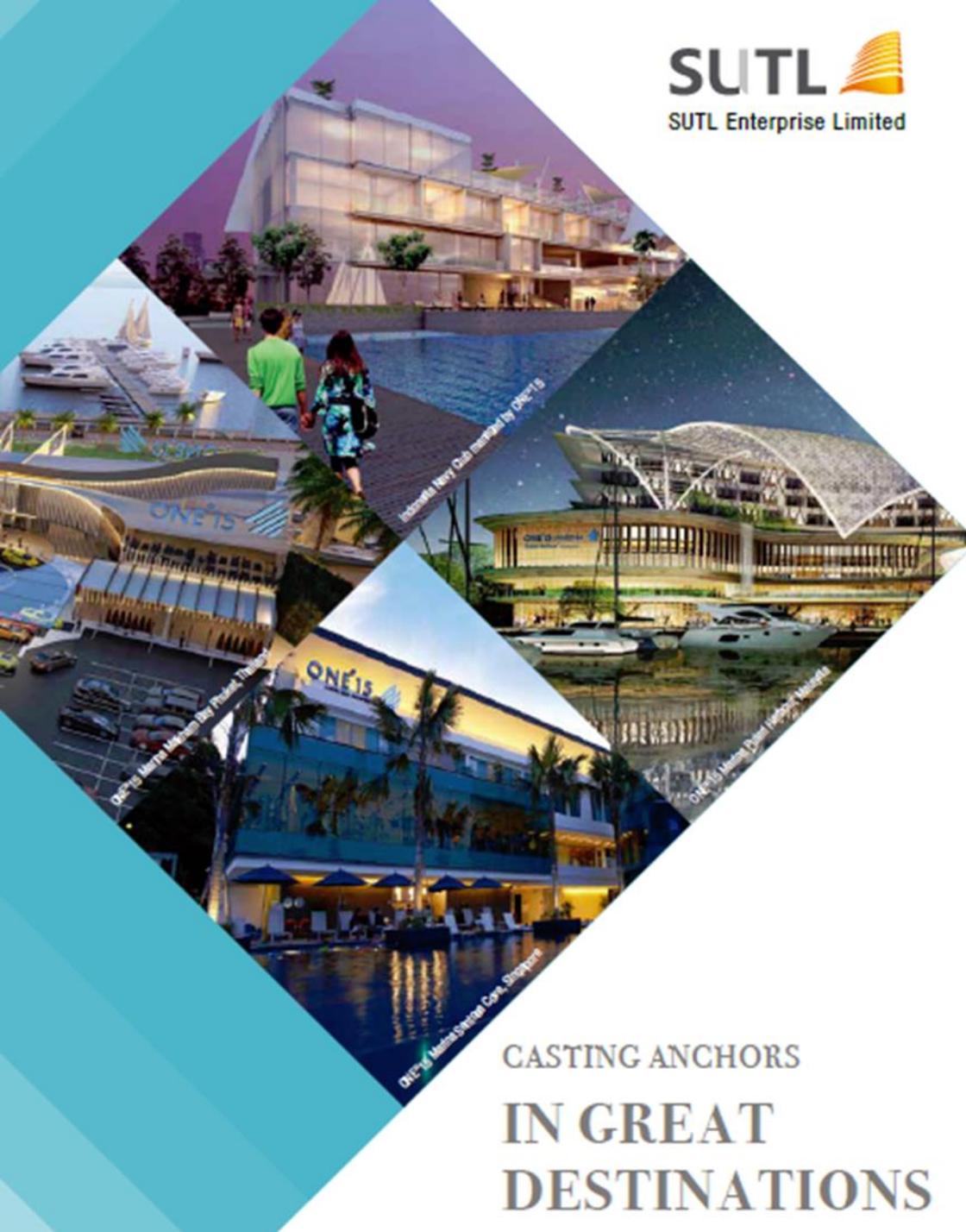
*Consultation
projects and
management
contracts
under ONE°15
brand*



**Mature
Markets**

*Acquire
established
marinas to
transform and
rebrand*





SUMMARY

CASTING ANCHORS
IN GREAT
DESTINATIONS

VISION

**TO BE THE
LEADING,
PREMIER
INTEGRATED
MARINA
DEVELOPER**



KEY INVESTMENT MERITS

1

• Strong cash position to fund growth plans

2

• Zero gearing

3

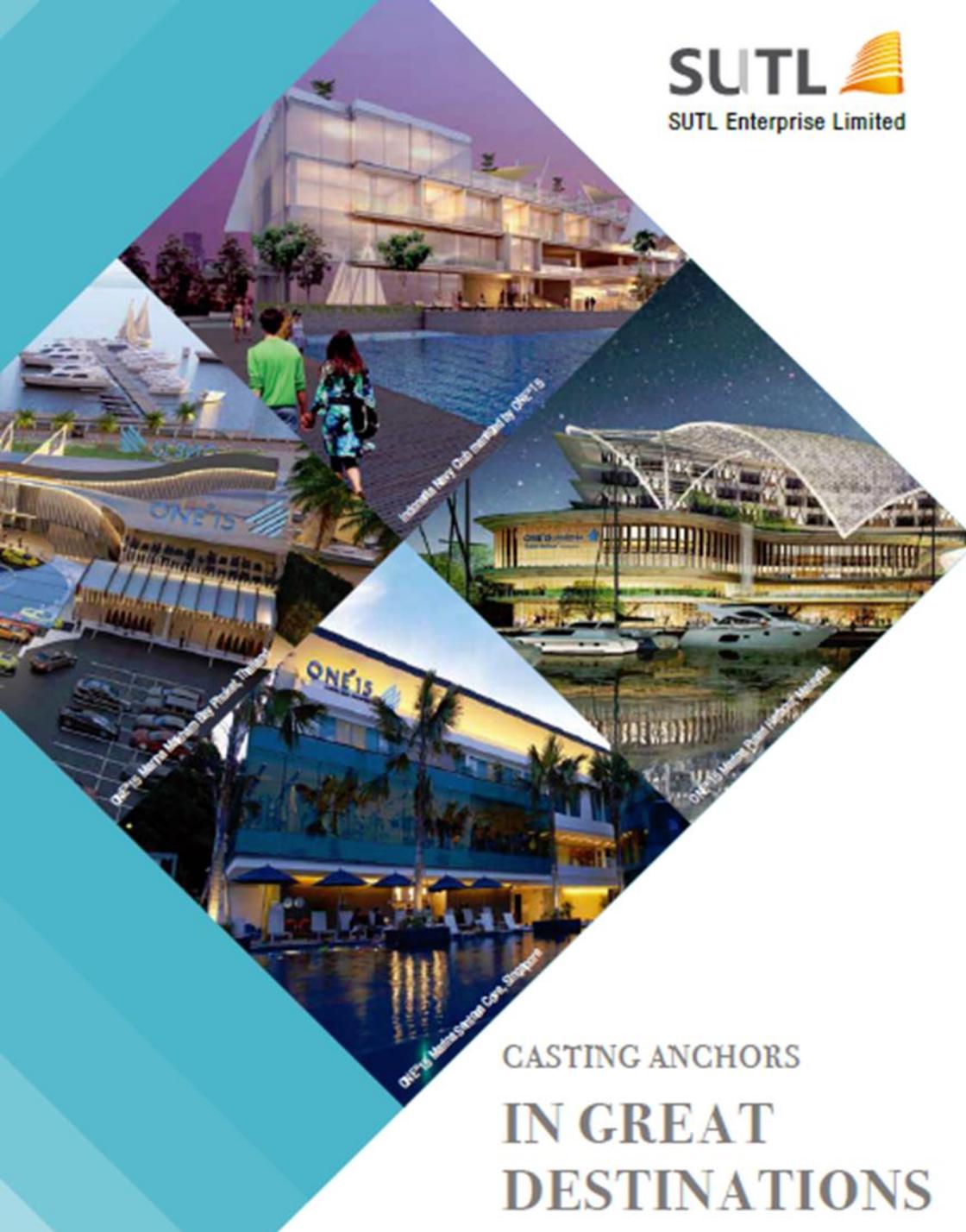
Solid project pipeline

4

Existing operations generate stable cash flow

5

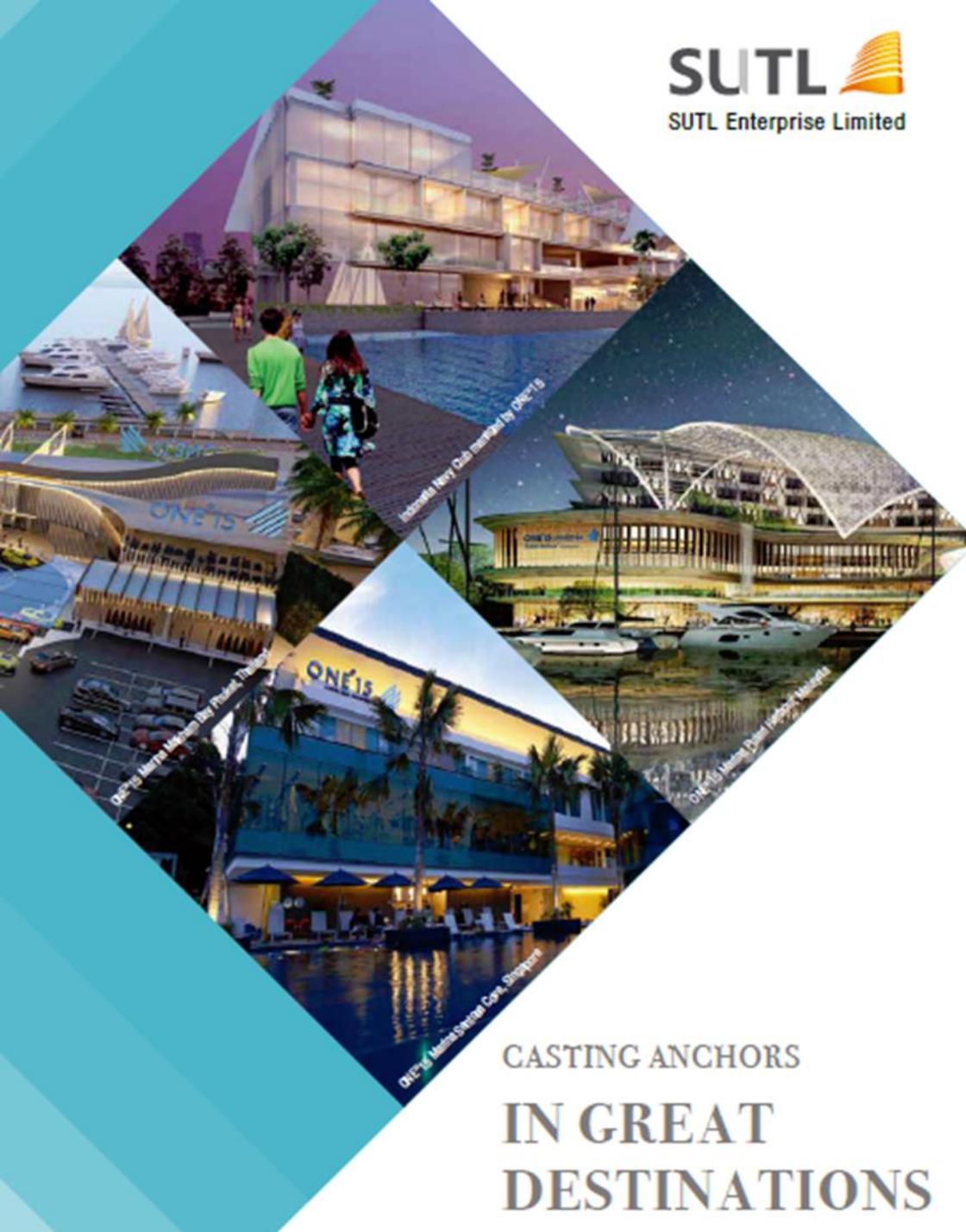
Strength of our ONE°15 brand



THANK YOU

QUESTIONS?

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THANK YOU

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