

Shaping the Future, Melaka and Beyond

Corporate Presentation | 3Q FY2019



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1. OVERVIEW

- **Corporate Profile**
- **Group Structure**

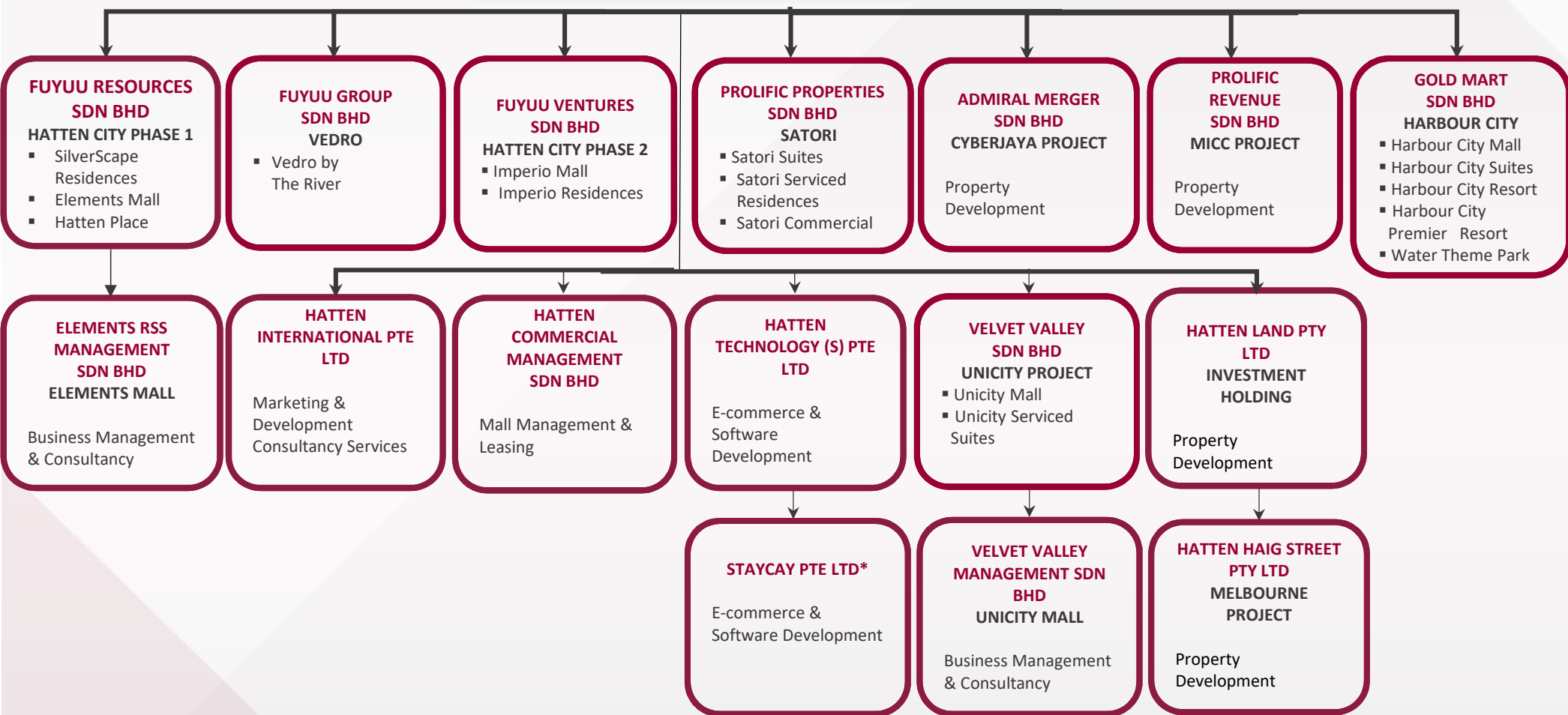
CORPORATE PROFILE

- Hatten Land Limited (“Hatten Land”), is one of the leading property developers in Malaysia specialising in integrated residential, hotel and commercial developments.
- Headquartered in Melaka, it is the property development arm of the Hatten Group conglomerate, which is a leading brand in Malaysia with core businesses in property development, property investment, hospitality, retail and education.
- It has an established track record as a visionary developer, winning over 50 awards and accolades for its quality developments, innovative designs and avant-garde architectural concepts.
- Hatten Land’s current development portfolio comprises five integrated mixed-use development projects and retail malls in Melaka and Seremban, Malaysia.
- Hatten Land Limited began trading on the Catalist board of SGX-ST on 28 February 2017 after the completion of the reverse takeover of VGO Corporation Limited.

GROUP STRUCTURE



SKY WIN MANAGEMENT CONSULTANCY PTE LTD



NOTE : *All subsidiaries above are 100% owned except StayCay Pte Ltd is 85% owned.

2. PROJECTS PORTFOLIO

- Completed Projects
- Ongoing Projects

COMPLETED PROJECTS



The mixed development, **Hatten City Phase 1**, integrates four distinct components: Elements Mall, SilverScape Residences, Hatten Place and a hotel which is managed by Hilton Worldwide as part of its DoubleTree brand.

- Location : **Jalan Syed Abdul Aziz, Bandar Hilir, Melaka (Fronting the Melaka Straits)**
- Land Size : **Approximately 6 acres**
- Estimated GDV : **RM2.3b**
- Developer : **Fuyuu Resources Sdn Bhd**



PROJECT	TOTAL DEVELOPMENT		SALES		BALANCE UNSOLD		COMPLETION DATE
	GDV * (RM'mil)	UNITS	GDV ** (RM'mil)	UNITS	GDV * (RM'mil)	UNITS	
Hatten Place	273	582	225	574	7	8	Nov-15
Elements Mall	1,406	1,251	446	865	752	386	Nov-15
SilverScape (Tower A & B)	635	747	361	695	54	52	Mar-16
Total	2,314	2,580	1,032	2,134	813	446	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

COMPLETED PROJECTS



Vedro by the River is a retail mall which features an eclectic mix of tenants ranging from fashion house to retailers of novelty gadgets and chic accessories.

- Location : **Kee Ann Road, along Melaka River**
- Land Size : **Approximately 2 acres**
- Estimated GDV : **RM293m**
- Developer : **Fuyuu Group Sdn Bhd**

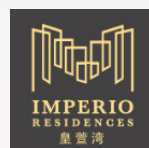
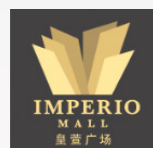
PROJECT	TOTAL DEVELOPMENT		SALES		BALANCE UNSOLD		COMPLETION DATE
	GDV * (RM'mil)	UNITS	GDV ** (RM'mil)	UNITS	GDV * (RM'mil)	UNITS	
Vedro by The River	293	736	150	513	82	200	Jul-17
Total	293	736	150	513	82	200	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

COMPLETED PROJECTS



Hatten City Phase 2 is a mixed development which comprises Imperio Mall and Imperio Residences. It utilizes an iconic “cascading steps” design which functions as an outdoor jogging route with views of the coast and surrounding city. Imperio Residences will also feature 10 Cabana Villa units each of which will measure approximately 3,930 square feet across 3 storey along with two private carparks, its own lift and pool. Imperio Mall and Imperio Residences will be connected to the rest of Hatten City via an air-conditioned link bridge.

- Location : **Jalan Syed Abdul Aziz, Bandar Hilir, Melaka (Fronting the Melaka Straits)**
- Land Size : **Approximately 4 acres**
- Estimated GDV : **RM1.6b**
- Developer : **Fuyuu Ventures Sdn Bhd**

PROJECT	TOTAL DEVELOPMENT		SALES		BALANCE UNSOLD		COMPLETION DATE
	GDV * (RM'mil)	UNITS	GDV ** (RM'mil)	UNITS	GDV * (RM'mil)	UNITS	
Imperio Mall	952	784	318	584	256	171	Nov-18
Imperio Residence A	333	494	174	333	77	154	Nov-18
Imperio Residence B	328	456	196	380	43	69	Nov-18
Total	1,613	1,734	688	1,297	376	394	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

COMPLETED PROJECTS




The **Unicity Project** is to be served as the Company's first venture into the Seremban area and outside of Melaka. It is located next to University Teknologi MARA, providing the Company with access to a new customer base comprises mostly property users for education purpose.

- Location : No. 219890 P.T. N.O. 436 in Bandar Seremban 3, Daerah Seremban, Negeri Sembilan, Malaysia
- Land Size : 1.96 acres
- Estimated GDV : RM299m
- Developer : Velvet Valley Sdn Bhd

PROJECT	TOTAL DEVELOPMENT		SALES		BALANCE UNSOLD		COMPLETION DATE
	GDV * (RM'mil)	UNITS	GDV ** (RM'mil)	UNITS	GDV * (RM'mil)	UNITS	
Unicity Mall	235	464	27	120	200	344	Jan-19
Unicity Serviced Suites	64	247	48	226	6	21	Jan-19
Total	299	711	75	346	206	365	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

ONGOING PROJECTS




@ PULAU MELAKA

Harbour City is a mixed development which consists of Harbour City Mall, a water theme park and three hotel blocks. By incorporating the elements of retail, hotels and the theme park, Harbour City aims to change Malacca's tourism and entertainment landscape.

- Location : Pulau Melaka (Fronting the Melaka Straits)
- Land Size : Approximately 6 acres
- Estimated GDV : RM2.2b
- Developer : Gold Mart Sdn Bhd

PROJECT\	TOTAL DEVELOPMENT		SALES		BALANCE UNSOLD		COMPLETION DATE
	GDV * (RM'mil)	UNITS	GDV ** (RM'mil)	UNITS	GDV * (RM'mil)	UNITS	
Harbour City Mall	1,069	1,792	368	877	605	915	2QFY20
Harbour City Suites	341	717	243	709	9	8	2QFY20
Harbour City Resort	507	576	336	521	105	55	2QFY20
Harbour City Premier Resort	285	291	108	190	157	101	2QFY20
Total	2,202	3,376	1,055	2,297	876	1,079	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

ONGOING PROJECTS



SATORI

SANCTUARY IN THE CITY

Satori is Melaka's first wellness-themed integrated development that comprises a hotel, serviced residences and retail mall, which seeks to make a definitive statement on the wellness theme.

- Location : PN14975, No. Lot 850, Kawasan Bandar XXXIX, Daerah Melaka Tengah, Melaka
- Land Size : Approximately 2 acres
- Estimated GDV : RM243m
- Developer : Prolific Properties Sdn Bhd

PROJECT	TOTAL DEVELOPMENT		SALES		BALANCE UNSOLD		COMPLETION DATE
	GDV * (RM'mil)	UNITS	GDV ** (RM'mil)	UNITS	GDV * (RM'mil)	UNITS	
Satori Suites	174	336	128	287	26	49	4QFY20
Satori Serviced Residences	69	192	13	43	76	149	4QFY20
Total	243	528	141	330	102	198	

NOTE

* GDV as per LIST PRICE

** GDV as per SPA (discounted)

3. 9M FY2019 FINANCIAL RESULTS

- **9M FY2019 Financial Results Highlights**
- **Year-to-Date Financial Highlights**
- **Financial Position**

9M FY2019 FINANCIAL RESULTS HIGHLIGHTS

RM' mil	3QFY2019	3QFY2018	% CHANGE	9M FY2019	9M FY2018	% CHANGE
Revenue	77.2	85.5	-9.7%	185.9	185.4	0.3%
Gross Profit ("GP")	33.3	4.3	N.M.	60.8	59.8	1.7%
Gross Profit Margin	43.1%	5.0%	N.M.	32.7%	32.2%	1.6%
Profit/(Loss) Before Tax ("PBT")	3.2	(17.0)	N.M.	7.5	3.4	N.M.
Profit/(Loss) After Tax ("PAT")	0.8	(13.2)	N.M.	2.9	0.6	N.M.
Earnings Per Share (RM 'cents)	0.06#	(0.96)#	N.M.	0.21#	0.04^	N.M.
PBT Margin	4.1%	-19.9%		4.0%	1.8%	
PAT Margin	1.0%	-15.4%		0.4%	0.3%	

Revenue increased by 0.3% in 9M FY2019 due to

- Higher revenue recorded from Harbour City, Satori and Unicity Projects.

GP margin increased by 1.6% in 9M FY2019 due to

- Lower estimated gross development costs for Unicity project arising from the management's review of the project development budget in 9MFY2019.

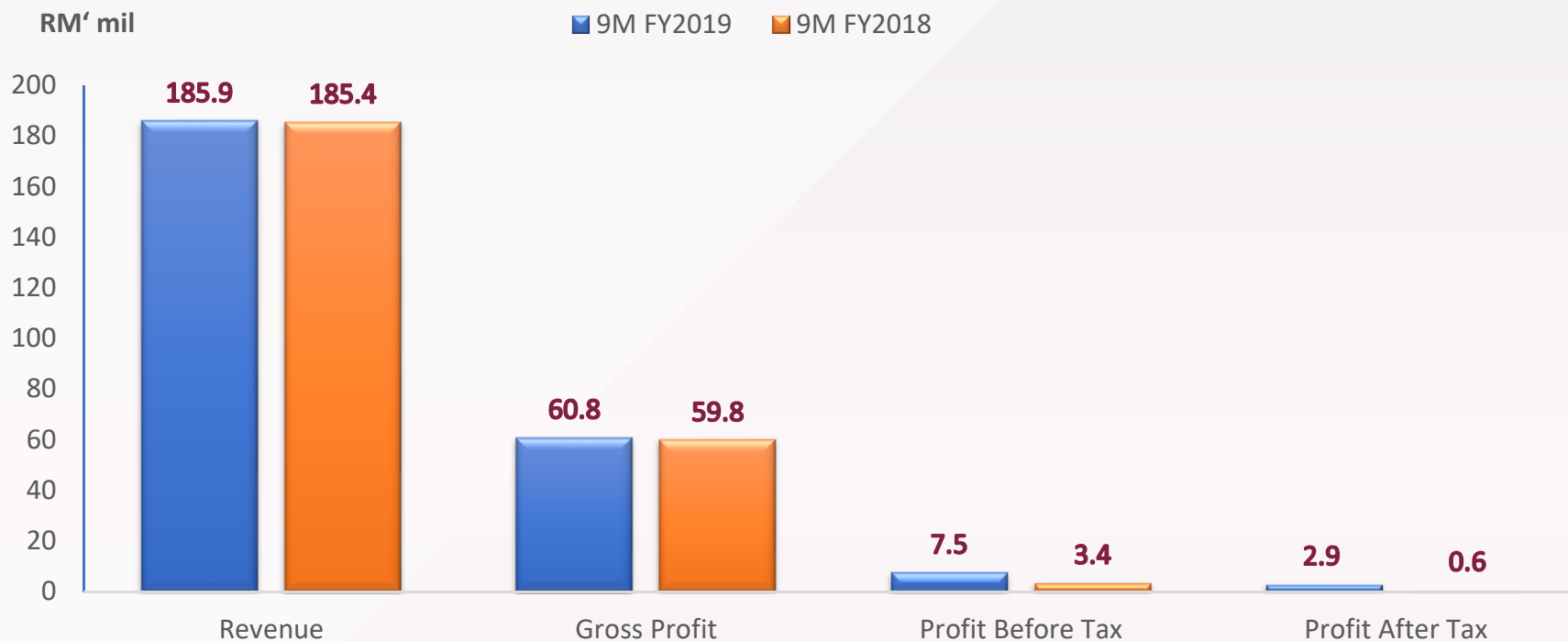
PAT increased in 9M FY2019 due to

- Lower estimated gross development costs for Unicity project arising from the management's review of the project development budget.
- Increase in rental income from Hatten Place and Elements mall under Hatten City Phase 1.
- A non-recurring back charged of expenses to third party property management office.

NOTE : ^ Based on weighted average share base of 1,376m shares for 9MFY2018.

Based on shares issued of 1,378m shares for 3QFY2019, 3QFY2018 and 9MFY2019

YEAR-TO-DATE FINANCIAL HIGHLIGHTS



FINANCIAL POSITION

RM' mil	31 Mar 2019 (UNAUDITED)	30 Jun 2018 (AUDITED)	% CHANGE
Current Assets	1,530.3	1,234.5	23.9%
Non-Current Assets	308.8	232.5	32.8%
Total Assets	1,839.1	1,467.0	25.4%
Current Liabilities	918.2	798.7	15.2%
Non-Current Liabilities	720.1	438.1	64.4%
Total Liabilities	1,638.3	1,236.9	32.6%
Net Assets	200.8	230.2	-12.7%
Cash and bank balances	64.7	59.5	8.7%
Net Gearing Ratio¹ (times)	1.9	1.9	
Total No. of Shares ('000)	1,378.0	1,378.0	
Net Assets/ Share (RM' cents)	14.6	16.7	

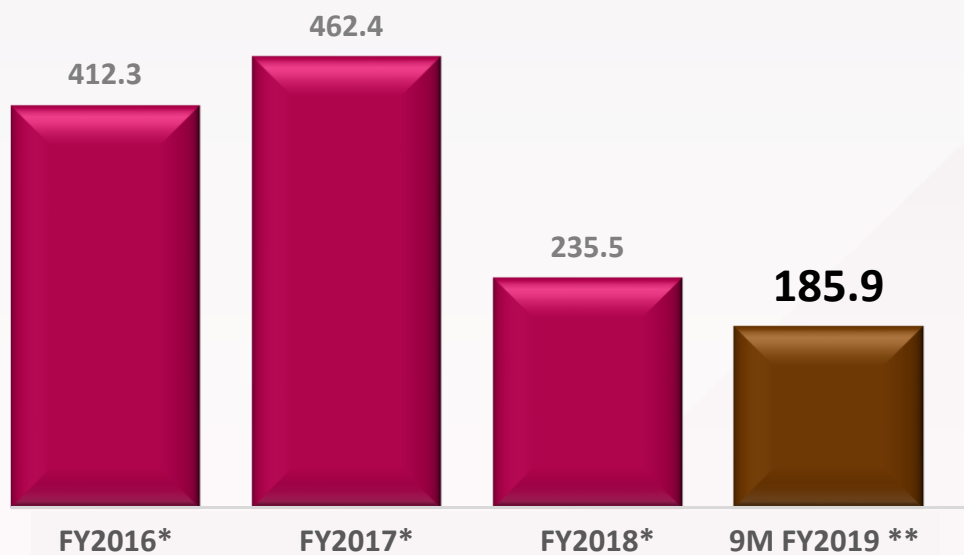
NOTE : ¹ The net gearing ratio is computed as borrowings net of cash & cash equivalents divided by total equity.

4. PROJECTS SALES AND PROGRESS

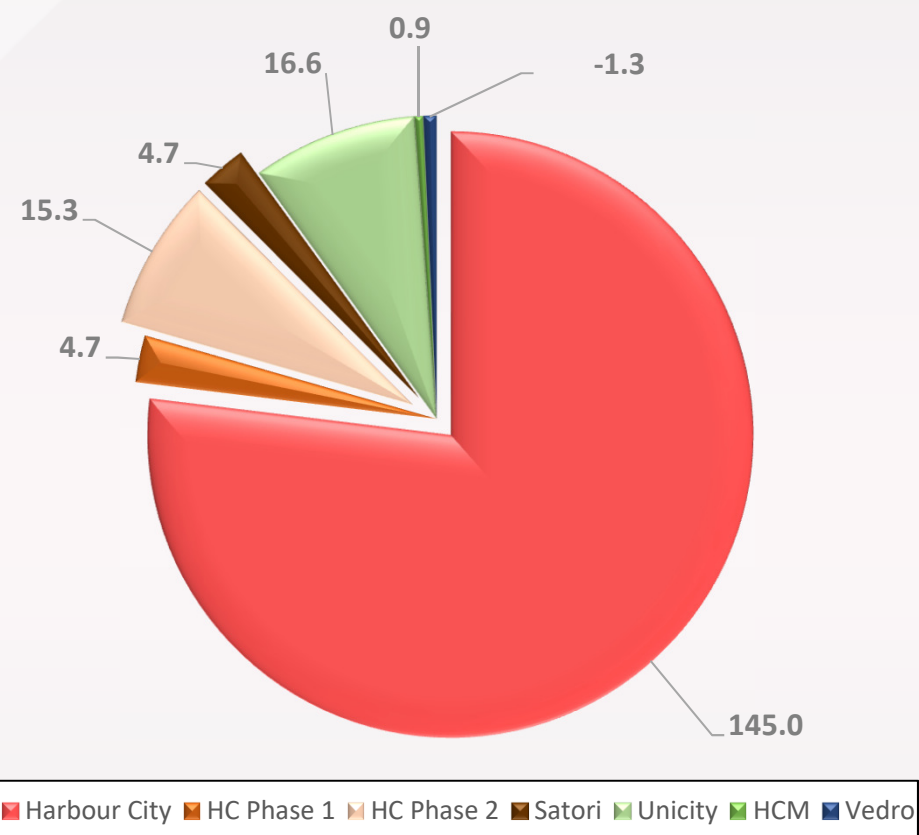
- **Sales Achieved**
- **Future Sales**
- **Unbilled Sales**

SALES ACHIEVED

SALES (RM' mil)



BREAKDOWN of 9M FY2019 SALES (RM' mil)



Recognised revenue of RM185.9m in 9M FY2019

- In terms of value of revenue, 78.0% was from Harbour City, 8.9% from Unicity and 8.2% was from Imperio. The remaining projects constitute 4.9%.

NOTE

- * Revenue achieved per Audited Accounts.
- ** Revenue achieved per Unaudited Accounts.

FUTURE SALES

EXISTING PROJECTS		TOTAL GDV* (RM'mil)	SALES ** GDV (RM'mil)	BALANCE UNSOLD* GDV (RM'mil)
HC PHASE 1	Elements Mall	1,406	446	752
	Hatten Place	273	225	7
	SilverScape Residences	635	361	54
VEDRO by The River	Vedro by The River	293	150	82
HC PHASE 2	Imperio Mall	952	318	256
	Imperio Residences	661	370	120
HARBOUR CITY	Harbour City Mall	1,069	368	605
	Harbour City Suites	341	243	9
	Harbour City Resort	507	336	105
	Harbour City Premier Resort	285	108	157
SATORI	Satori Suites	174	128	26
	Satori Serviced Residences	69	13	76
UNICITY	Unicity Mall	235	27	200
	Unicity Serviced Suites	64	48	6
TOTAL		6,964	3,141	2,455

NOTE

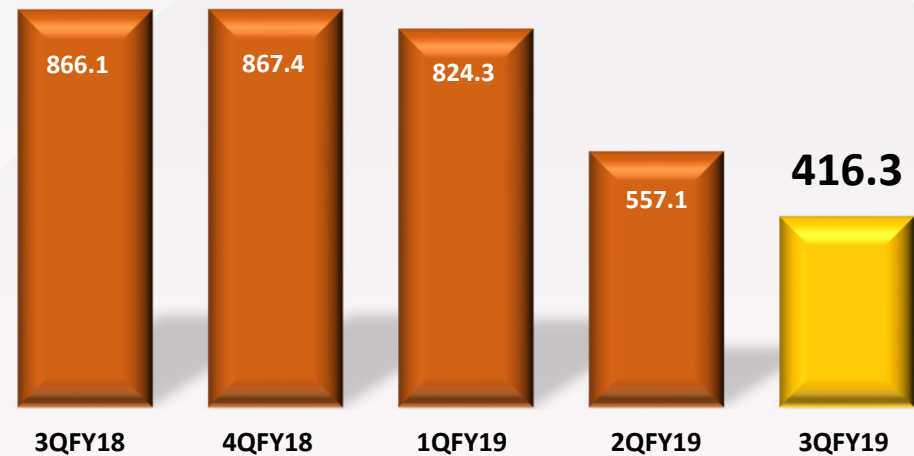
* GDV as per LIST PRICE

** GDV as per SPA (discounted)

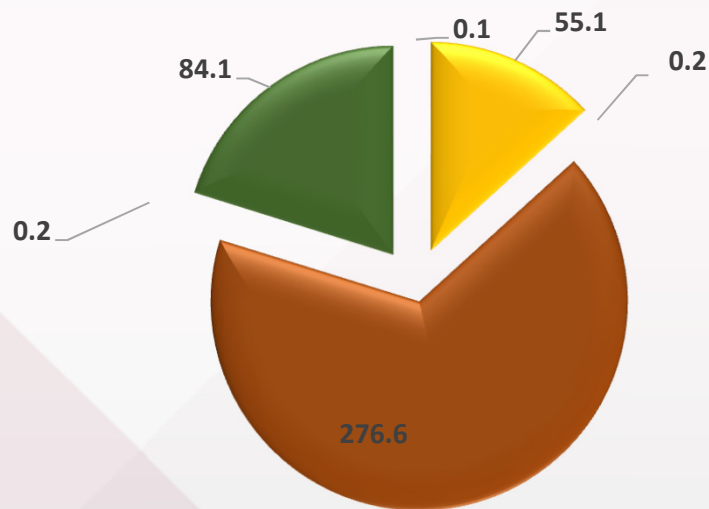
UNBILLED SALES STOOD AT RM416.3m

Strong unbilled sales driven by steady sales across ongoing and new projects, especially for Harbour City and Satori.

UNBILLED SALES (RM' mil)



BREAKDOWN of 3Q FY19 UNBILLED SALES (RM' mil)



Unbilled sales to translate into strong cash inflows in 2Q FY20

- Harbour City project is expected to complete in 2Q FY20 which allows immediate conversion of sales into billings.

5. PROSPECTS AND OUTLOOK

- **Outlook**

OUTLOOK

Clear Earnings Visibility

- Unbilled Sales of RM416.3m to be recognized in FY2019 and beyond.

New Recurring Income Stream

- New mall management arm complements core property development business and provides an alternative revenue stream.
- Imperio Mall obtained certificate of completion and compliance in 2QFY2019. Revenue contribution from this mall to commence from 4QFY2019.
- Splash World @ Harbour City, Melaka's largest water theme park unveiled in August 2018, will further boost recurring income after completion expected by end 2019.

Growth in Melaka and Malaysia

- Malaysia's central bank forecasted economic growth at 4.3%-4.8% in 2019. It has on 7 May 2019 cut its benchmark interest rate by 25 basis point to 3% for the first time since July 2016, seeking to support the economy as global risks mount¹. Therefore, the Group is hopeful that the reduced interest rate as well as the new policies rolled out by the newly elected Federal Government could stimulate investment activities and improve the property sector in Malaysia.
- Melaka's growth is anchored by continued growth of tourist arrivals, expected to hit 17.8 million in 2018. The launch of Visit Melaka Year (VMY) 2019 promotion will focus on improving services in the Melaka's tourism sector to realise its target of attracting 20 million tourist in 2019².

Expansion of business outside Melaka

- The Group explored opportunities to expand outside Melaka with the Cyberjaya project and Unicity project in Selangor and Negeri Sembilan respectively. Soft launch of the Cyberjaya Project Phase 1 is expected to commenced by the fourth quarter of financial year ending 30 June 2019 ("FY2019"), subject to obtaining the relevant regulatory approvals.
- The Company has recently announced its maiden overseas expansion with the mixed-used development comprising of retail and hospitality units in Melbourne, Australia.

Note:

1. Source: Bloomberg
2. Source: The StarOnline

APPENDIX

- **Upcoming Projects**

UPCOMING PROJECTS



The MICC (Melaka International Convention Centre) Project is slated to be developed into an integrated mixed development that will comprise a shopping mall, cineplex, convention hall, an auditorium, meeting rooms, a hotel block and a serviced apartment block.

- Location : **Kawasan Bandar I, Daerah Melaka Tengah, Melaka**
- Land Size : **Approximately 9.34 acres**
- Estimate GDV : **RM942m**
- Developer : **Prolific Revenue Sdn Bhd**

UPCOMING PROJECTS



The **Cyberjaya Project** will be Hatten Land's first venture into medical tourism.

Slated to be developed over three phases, the integrated mixed development will include retail, commercial (offices), residential and hospitality units as well as a hospital.

- Location : **Cyberjaya (known as H.S.(D) 36153, PT No. 50494 and H.S.(D) 36152, PT No. 50493 Mukim Dengkil, Daerah Sepang), Negeri Selangor.**
- Land Size : **25.55 acres**
- Estimate GDV : **RM3.0b**
- Developer : **Admiral Merger Sdn Bhd**

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The contact person for the Sponsor is Ms Lam Siew Hwa, Vice President, at 8 Anthony Road, #01-01, Singapore 229957, telephone (65) 6590 6881.

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For further information, please contact :

Mr Clarence Chong, Head of Business Development and Corporate Finance

t | +65 9782 0833

e | clarence.chong@hattengrp.com

w | www.hattengrp.com