



# EMERGING TOWNS & CITIES SINGAPORE LTD.

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2Q2019 Corporate Presentation

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# DISCLAIMER





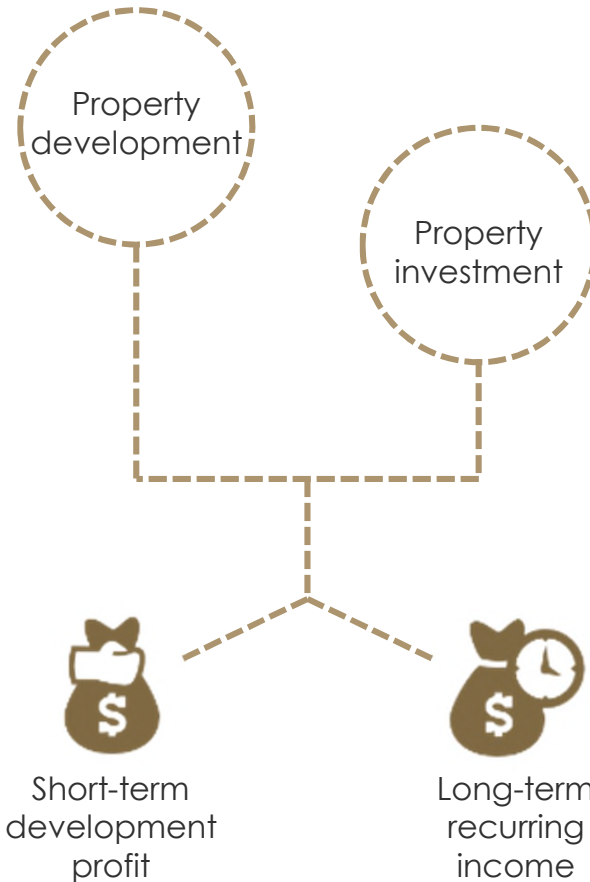
Property  
developer and  
investor in niche  
markets

Listed on SGX  
Catalist board  
(SGX:1C0)

# OVERVIEW

Focus on quality investments that would maximise shareholder returns

# MODEL



Assess each investment case rigorously to include only the right assets into the Group's existing portfolio

# PRESENCE

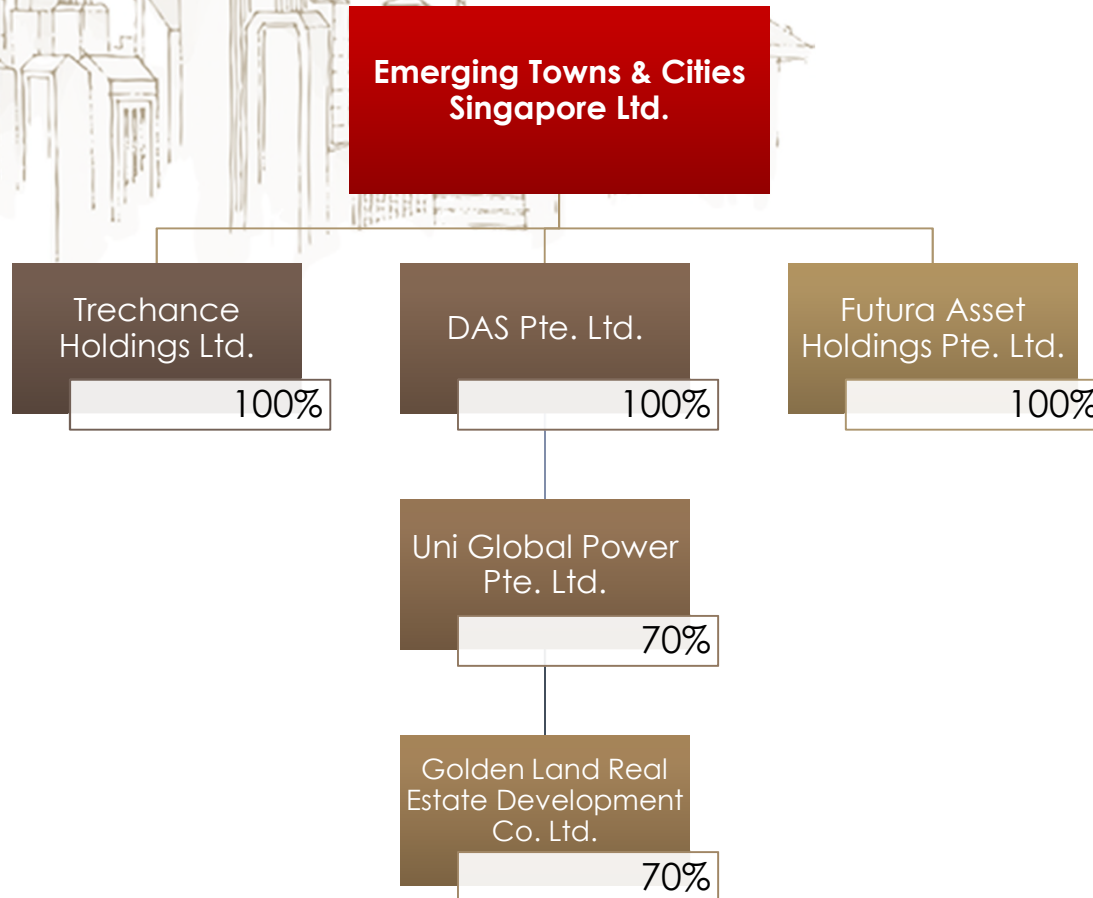


Golden City,  
Yankin Township,  
Yangon,  
Myanmar

Total GFA as at 30 June 2019 = ~2.2 million sq ft

# GROUP STRUCTURE

As at 30 June 2019









# GOLDEN CITY

Yankin, Yangon, Myanmar

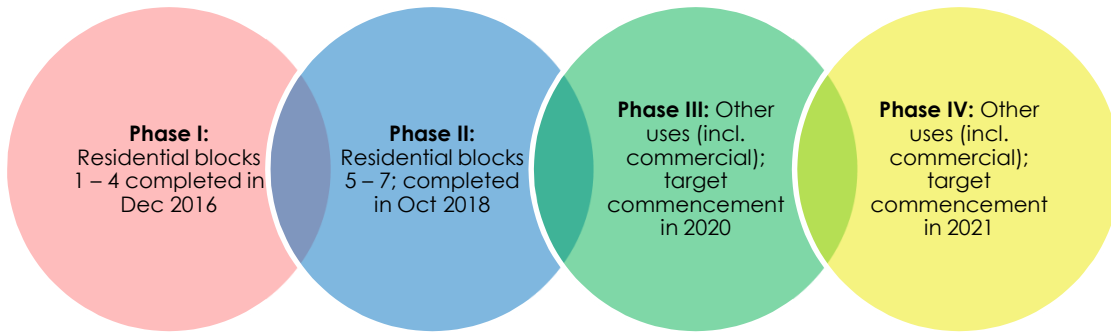
GFA: ~2.2m sq ft  
GDV: ~US\$400m  
(Phases 1 and 2 and  
CMA building only)

Brownfield

Average  
selling price:  
~US\$260 psf

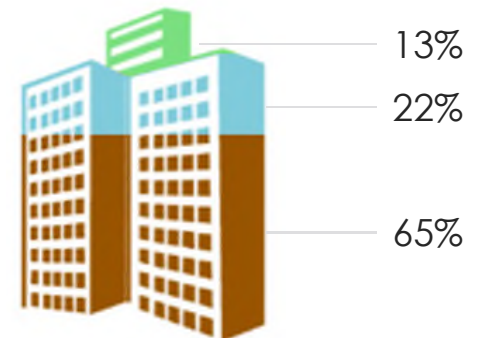
- Acquisition cost: US\$24.9m for 49.0% stake (completed in Feb 2017)
- Luxury mixed-use development including residential and commercial
- Iconic: Tallest building in Myanmar; clear views of key landmarks including Shwedagon Pagoda and Inya Lake
- Vicinity area contains prestigious real estate and lifestyle amenities, including five-star hotels, fine dining, international schools, hospitals, embassies, and office headquarters (e.g. Telenor, Unilever, MIC, LG, Petronas, Bangkok Bank, Keppel)
- Top-selling high-end residential project; buyers are mainly affluent locals; apartment units have been transacted at between US\$250 to US\$320 psf
- Engages local community through Golden City Charity Foundation, donations, volunteer work, and other CSR activities
- <http://www.glredcl.com/>

# DEVELOPMENT UPDATE @ 30 June 2019



# SALES UPDATE @ 30 June 2019

## Phase I (Comprises larger-sized units)



## Phase II (Comprises smaller-sized units)



Sold
  Unsold
  Leased

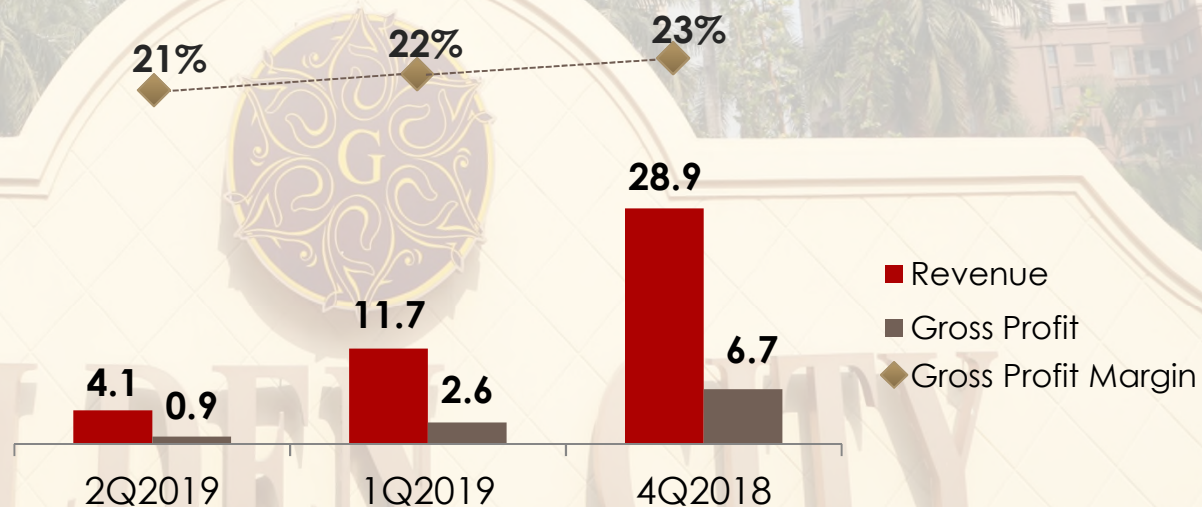
	Sales value (USD million)	No. of units	Total floor area ('000 sq ft)
Sold (SPA signed & stated at gross)	213.7	600	806.6
Unsold (Incl. deposit received but contract not signed)	175.5	465	662.1
<b>Total</b>	<b>389.2</b>	<b>1,065</b>	<b>1,468.7</b>
Notified and Handed over	149.5	463	613.5
Notified, but not handed over	8.5	25	35.2
<b>Total Sold and Recognized in P&amp;L (at Gross)</b>	<b>158.0</b>	<b>488</b>	<b>648.7</b>

## SALE OF RESIDENTIAL DEVELOPMENT PROPERTIES as at 30 June 2019

# SALE OF DEVELOPMENT PROPERTIES as at 30 June 2019

	2Q2019				1Q2019				4Q2018			
	Sales value (USD million)	No. of units	Total floor area ('000 sq ft)	Price/sq ft (USD)	Sales value (USD million)	No. of units	Total floor area ('000 sq ft)	Price/sq ft (USD)	Sales value (USD million)	No. of units	Total floor area ('000 sq ft)	Price/sq ft (USD)
Sold (SPA signed & stated at gross)	2.2	5	7.5	290	10.6	31	37.7	281	2.4	7	8.5	282
Total Sold & Recognized in P&L	4.1	17	18.7	220	11.7	51	49.6	236	28.9	145	128	217

## GP Analysis\* (USD million)

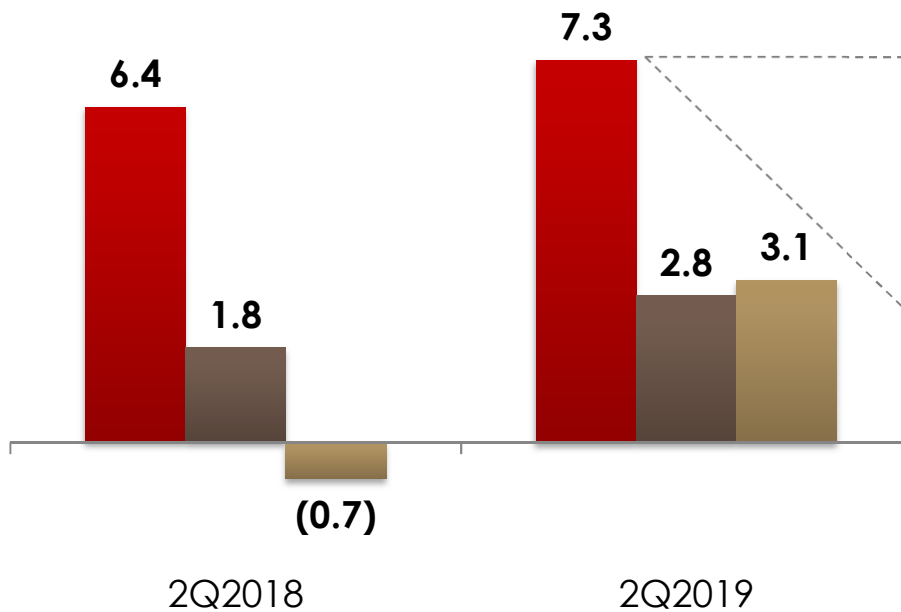


\*GP analysis solely represents the sale of development properties only. Rental property contribution is not represented in revenue, gross profit and gross profit margin figures above.



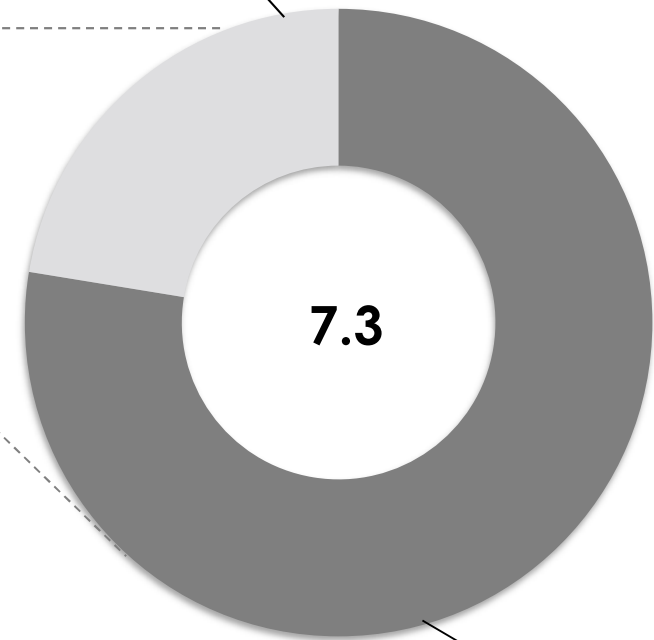
# 2Q2019 FINANCIAL HIGHLIGHTS

REVENUE, GROSS PROFIT, AND NET PROFIT / (LOSS) ATTRIBUTABLE TO OWNERS (IN SGD MILLION)



- Revenue
- Gross Profit
- Net Profit Attributable to Owners of the Company

Recurring income from rental of apartments & commercial units  
22.4%



Sale of property units  
77.6%

# 2Q2019 FINANCIAL HIGHLIGHTS

	As at 30 June 2019 (SGD million)	As at 31 December 2018 (SGD million)
Development properties	162.9	219.6
Cash and cash equivalents	1.5	3.0
Borrowings	46.3 <sup>1</sup>	48.2 <sup>1</sup>
Non-controlling interests	9.4	4.7
Shareholders' equity attributable to equity holders of the Company	113.8	111.7
Gearing ratio (excluding non-controlling interest) (%)	40.7	43.2
Gearing ratio (including non-controlling interest) (%)	37.6	41.4
Net asset value per share (Singapore cents)	12.69 <sup>2</sup>	12.10 <sup>3</sup>

<sup>1</sup> Related to loans granted by banks, certain related parties of DAS Group and a third party

<sup>2</sup> Based on share capital of 971 million shares as at 30 June 2019

<sup>3</sup> Based on share capital of 962 million shares as at 31 December 2018





# MYANMAR OUTLOOK

- Lacklustre property market expected to continue until next year
- Overall, Myanmar's real estate industry remains at a nascent stage
- Rental property market rebounded this year with pronounced demand for traditional office space
- Possibility of easing of sanctions will lead to higher demand
- Any further liberalisation of policies by the government will lead to continued support and development of the sector and the broader economy

# THANK YOU

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## Board of Directors / Non-Executive Directors



**Ang Mong Seng BBM**

Non-Executive and Independent Group Chairman, Chairman of the Nominating & Corporate Governance Committee and Member of both Audit and Remuneration Committees



**Lim Jun Xiong Steven**

Independent Director, Chairman of both Audit and Remuneration Committees and Member of the Nominating & Corporate Governance Committee



**Teo Cheng Kwee**

Non-Executive Director and Member of both Audit and Remuneration Committees

## Board of Directors / Executive Directors



**Tan Thiam Hee**  
Executive Director and Group  
Chief Executive Officer



**Zhu Xiaolin**  
Executive Director and Group  
President

## Management Team



Joseph Lim  
Group Chief Financial Officer



Lai Xuejun  
Senior Vice President &  
Regional General Manager –  
Myanmar



William Lau  
Vice President (Investment) &  
Regional Chief Financial  
Officer – Myanmar



Li Bo  
Vice President (Sales &  
Marketing) & Regional Sales &  
Marketing Director – Myanmar



Irwin Ang Chee Liong  
Vice President (Quality  
Assurance)

# KEY CORPORATE DEVELOPMENTS



2016

## **FEBRUARY:**

- Signing of share subscription agreement

## **MARCH:**

- Resumption of trading

## **APRIL:**

- Completion of placement
- Release of Annual Report 2015
- AGM 2015

## **SEPTEMBER:**

- Completion of rights issue
- Loan from controlling shareholder, Luo Shandong ("LSD") of US\$5,000,000 at 6% per annum

## **NOVEMBER:**

- Closure of Special Audit

## **DECEMBER:**

- Completion of Phase I acquisition of Golden City project
- Completion of 25:1 share consolidation



2017

## **JANUARY:**

- Completion of capital reduction
- Conversion of loan from LSD to Convertible Loan of US\$29,302,144 (comprising US\$5,000,000 incurred by Company, US\$24,125,000 incurred by DAS before SPA, and accrued interest) at 1% per annum

## **FEBRUARY:**

- Completion of Phase II acquisition of Golden City project
- Change of company name

## **OCTOBER:**

- Forged strategic collaboration with Yoma Bank to introduce 15-year home loan programmes

## **NOVEMBER:**

- Trading suspension in view of legal action with respect to unauthorised withdrawals from Daya Bay

# KEY CORPORATE DEVELOPMENTS



2018

## **JANUARY:**

- Arrived at a settlement deed in relation to legal action in respect of unauthorised withdrawals from Daya Bay

## **MARCH:**

- EGM convened on 15 March 2018; Shareholders approved the following:-
  - i) Disposal of Daya Bay
  - ii) Extension of the Convertible Loan Agreement ("CLA")
  - iii) Novation by Mr Luo of the CLA

## **MAY:**

- Appointment of new independent directors

## **JUNE:**

- Resumption of trading

## **OCTOBER:**

- Inked agreement with Huawei Technologies to lease out 147 apartments from Golden City



2019

## **MARCH:**

- Entered into a second addendum deed to extend the maturity date of 25 April 2019 in the CLA by an additional 12 months to 25 April 2020

## **April:**

- AGM convened on 23 April 2019; Shareholders approved the Second extension of the CLA