

HATTEN LAND LIMITED

Shaping the Future,
Melaka and Beyond

FY2017 Results

Corporate Presentation | 17 August 2017



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1. FY2017 Financial Performance



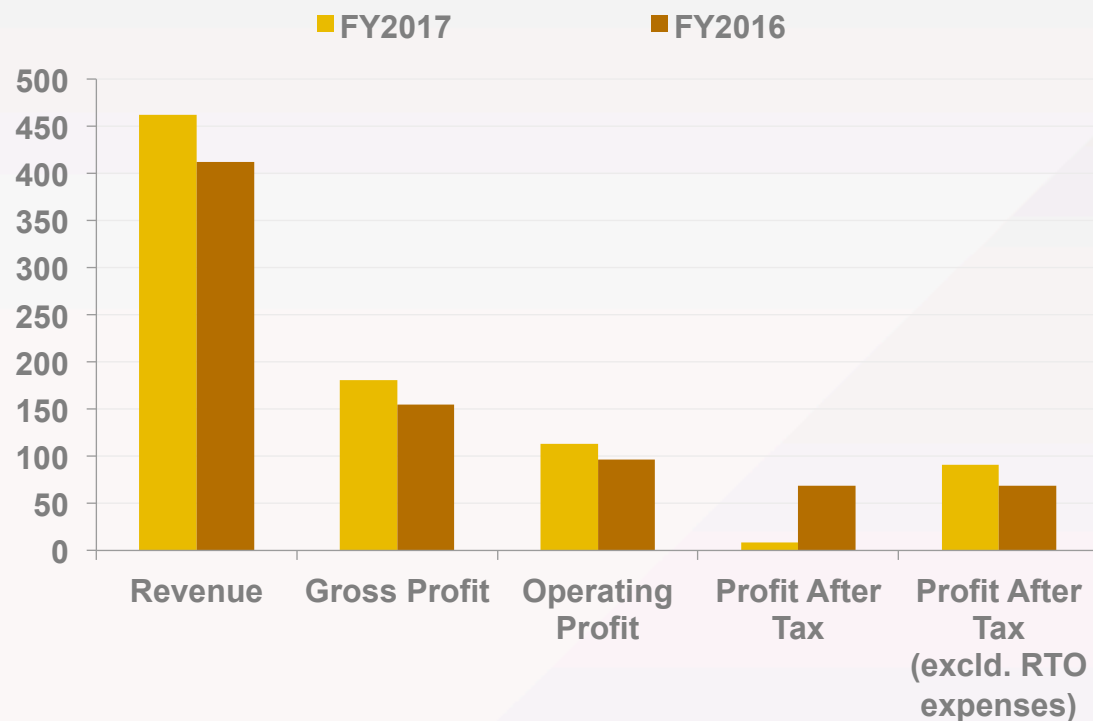
FY2017 Financial Highlights

- FY2017 marks Hatten Land's first full year financial results since completion of the RTO on SGX
- FY2017 profit after tax rose 32.6% to RM91.0 million from RM68.8 million in FY2016, excluding one-off RTO expenses of RM82.2 million
- Proposes to declare maiden dividend of 0.05 Singapore cent per share
- Unbilled revenue of RM662 million as at 30 June 2017, which will be recognised progressively from FY2018

Key Financials

| RM 'million | FY2017 | FY2016 | Change |
|--|--------|--------|--------|
| Revenue | 462.4 | 412.3 | 12.1% |
| Gross Profit | 180.3 | 154.7 | 16.6% |
| Gross Profit Margin | 39.0% | 37.5% | 1.5% |
| Operating Profit | 112.7 | 96.4 | 16.8% |
| Profit After Tax | 8.7 | 68.6 | -87.3% |
| Profit After Tax (excluding RTO expenses) | 91.0 | 68.6 | 32.6% |

FY2017 Highlights



- FY2017 revenue increased 12.1% to RM462.4 million (FY2016: RM412.3 million)
- FY2017 gross profit increased 16.6% to RM180.3 million (FY2016: RM154.7 million)
- Operating profit rose 16.8% to RM112.7 million in FY2017 (FY2016: RM96.4 million)
- FY2017 profit after tax came to RM8.7 million (FY2016: RM68.6 million)
- Excluding one-off RTO expenses (RM82.2 million), profit after tax rose 32.6% to RM91.0 million year-on-year

Financial Position

| RM 'million | 30 Jun 2017 | 30 Jun 2016 | Change |
|--|-------------|-------------|--------|
| Cash & Cash Equivalents | 83.6 | 81.9 | 2.1% |
| Current Assets | 1,148.9 | 817.9 | 40.5% |
| Non-Current Assets | 156.0 | 115.4 | 35.2% |
| Current Liabilities | 592.3 | 500.8 | 18.3% |
| Non-Current Liabilities | 485.2 | 371.9 | 30.5% |
| Net Assets | 227.4 | 60.6 | 275.1% |
| Net Gearing Ratio¹ (times) | 1.6 | 2.8 | -42.9% |

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



2. Recent Developments



2017 Milestones

28 February

First day of trading of
Hatten Land Limited on
SGX

4 May

Completed the acquisition of
MICC Project (Melaka
International Convention
Centre), through Prolific
Revenue Sdn. Bhd.

2017

24 January

Completed RTO of Sky
Win Management
Consultancy Pte. Ltd.
and its subsidiaries

24 March

Completed the acquisition of
Satori (formerly known as
Thea Wellness Project),
Melaka's first wellness hub,
through Prolific Properties
Sdn. Bhd.

21 July

Launched Satori at a
ceremony officiated by
Melaka's Chief Minister



Satori

SATORI

SANCTUARY IN THE CITY

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

- Location : Melaka Raya, fronting the Melaka Straits
- Land Size : Approximately two acres
- Estimated GDV : RM300.0 million (as at 30 June 2017)
- Developer : Prolific Properties Sdn. Bhd.



MICC Project

The MICC 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
- Land Size : Approximately nine acres
- Estimated GDV : RM942.0 million (as at 30 June 2017)
- Developer : Prolific Properties Sdn. Bhd.

Sales Update

| | | Total Units | GFA (sq ft) | Net Saleable Area (sq ft) | NSA Sold (%) ⁽¹⁾ | Percentage Completion (%) ⁽¹⁾ |
|----------------------------|----------------------------------|--------------|------------------|---------------------------|-----------------------------|--|
| Hatten City Phase 1 | Elements Mall | 1,530 | 1,530,238 | 686,682 | 34 | 100 |
| | SilverScape Residences | 745 | 820,188 | 591,638 | 85 | 100 |
| | Hatten Suites | 589 | 240,616 | 165,132 | 93 | 100 |
| Hatten City Phase 2 | Imperio Mall | 786 | 622,313 | 285,885 | 60 | 88 |
| | Imperio Residence | 950 | 797,478 | 545,478 | 56 | 88 |
| Vedro by the River | Vedro by the River | 736 | 213,547 | 95,504 | 65 | 99 |
| Harbour City | Harbour City Mall ⁽²⁾ | 1,831 | 1,766,847 | 1,033,914 | 18 | 15 |
| | Harbour City Suites | 648 | 661,498 | 297,706 | 95 | 15 |
| | Harbour City Resort | 637 | 586,771 | 407,545 | 49 | 15 |
| | Harbour City Luxury Hotel | 325 | 322,959 | 233,055 | N.A. ⁽³⁾ | 15 |
| Satori | Satori Suites | 336 | 199,524 | 139,667 | TBA ⁽³⁾ | TBA ⁽³⁾ |
| | Satori Residences | 192 | 109,163 | 81,872 | TBA ⁽³⁾ | TBA ⁽³⁾ |
| | Satori (Commercial) | 14 | 216,251 | 85,520 | TBA ⁽³⁾ | TBA ⁽³⁾ |
| Total | | 9,319 | 8,087,393 | 4,649,598 | | |

Notes:

(1) As at 30 June 2017

(2) Harbour City Mall includes the theme park

(3) As at 30 June 2017, Harbour City Luxury Hotel, Satori Suites, Satori Residences, and Satori (Commercial) have not been launched

Upcoming Projects

- Hatten Land has entered into a non-binding memorandum of understanding in relation to the proposed acquisition of the following assets:

| Project | Plot Ratio | Land Area | Status Of The Project |
|----------------------------|------------------|-------------|--|
| Cyberjaya Project | 5.2 ¹ | 25.55 acres | Conditional SPA signed on 22 February 2017 |
| Movie-Town Project | 6.0 ¹ | 8.86 acres | Concept Planning |
| Plot K to E Project | 6.0 ¹ | 66.0 acres | Concept Planning |

Note:

(1) Hatten Group's estimation taking into account similar developments in surrounding area, subject to development order approval.

Cyberjaya Project



- 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
- A 25.55 acres plot of freehold land located at Cyberjaya (known as H.S.(D) 36153, PT No. 50494 and H.S.(D) 36152, PT No. 50493 Mukim Dengkil, Daerah Sepang), Negeri Selangor
- Gross development value is currently estimated to be RM3.0 billion

Movie-Town Project



- The Movie-Town Project is slated to be developed into an integrated mixed development comprising a mix of retail, residential and hospitality units
- 8.86 acres of leasehold land located in Melaka (known as No. PN 54197, No. Lot 12057 and No. HS (D) 80587, No. PT 976), Kawasan Bandar XL, Daerah Melaka Tengah

Plot K to E Project



- The Plot K to E Project is 66.0 acres of leasehold land (Plot E, F, G, H, I, J & K) located at Kawasan Bandar XL, Daerah Melaka Tengah, Melaka



3. Asset Portfolio



Portfolio of Projects

Hatten Land's current development portfolio comprises five integrated mixed-use developments and a retail mall with an aggregate gross floor area of approximately 9.6 million square feet.

Hatten City Phase 1



GFA: 2.6 million sq ft

Hatten City Phase 2



GFA: 1.4 million sq ft

Vedro by the River



GFA: 0.2 million sq ft

Harbour City



GFA: 3.3 million sq ft

Satori



GFA: 0.5 million sq ft

MICC Project



GFA: 1.6 million sq ft



4. Outlook



Outlook

- Major infrastructure works in Melaka will support tourism and investment in the area and lead to capital appreciation of the properties in the vicinity thus potentially increasing demand for the Group's projects
- In FY2018, the Group intends to launch Harbour City Luxury Hotel, the last phase of the Harbour City development
- As at 30 June 2017, the Group has unbilled revenue of approximately RM662 million to be recognised progressively from FY2018



5. Overview of Hatten Land



Corporate Profile

- Hatten Land Limited 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 conglomerate Hatten Group, which is a leading brand in Malaysia with core businesses in property development, property investment, hospitality, retail and education.
- Hatten Land's current development portfolio comprises five integrated mixed-use development projects and one retail mall in Melaka, Malaysia. They are:
 1. **Hatten City Phase 1** (incorporating Elements Mall, SilverScape Residences, Hatten Suites, and a tower block that has been taken up by DoubleTree by Hilton)
 2. **Hatten City Phase 2** (incorporating Imperio Mall and Imperio Residence)
 3. **Harbour City** (incorporating a mall, a theme park and three hotels)
 4. **Satori** (incorporating a mall, hotel, and serviced suites)
 5. **The MICC Project** (incorporating a shopping mall, cineplex, convention centre, a hotel and a serviced apartment block)
 6. **Vedro by the River** (a retail mall)
- Hatten Land Limited began trading on the Catalist board of SGX-ST on 28 February 2017 after the completion of the reverse takeover of the Sky Win Group.



One of the Leading Developers in Malaysia



- Hatten Land has over 10 years of track record in developing award-winning integrated residential, hotel and commercial developments in Melaka.

WINNER OF OVER 50
PRESTIGIOUS
PROPERTY AWARDS
(Since 2011)



Group Structure



SKY WIN MANAGEMENT CONSULTANCY PTE. LTD.

HATTEN INTERNATIONAL PTE. LTD.

Marketing & Development Consultancy Services

FUYUU RESOURCES SDN. BHD.

Hatten City Phase 1

- SilverScape Residence
- Elements Mall
- Hatten Suites

FUYUU VENTURES SDN. BHD.

Hatten City Phase 2

- Imperio Mall
- Imperio Residence

FUYUU GROUP SDN. BHD.

Vedro by the River

GOLD MART SDN. BHD.

Harbour City

- Retail Mall
- Thematic Suites
- Resort Suites
- Theme Park
- Luxury Hotel

PROLIFIC REVENUE SDN. BHD.

MICC Project

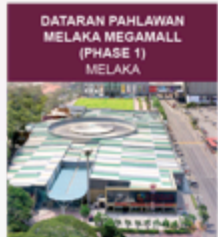
PROLIFIC PROPERTIES SDN. BHD.

Satori

- Satori Suites
- Satori Residences
- Retail Mall



Our Track Record



Flagship Project.
Largest mall in Melaka
(DPMM)



Completion of
Hatten Square and Hatten Hotel

Hatten City Phase 2
Sales Launch

Completion of
Terminal Pahlawan

Completion of
Hatten City Phase 1

2006

2008

2009

2010

2011

2012

2013

2014

2015

2016

2017

Completion of the
expansion of DPMM

Hatten City Phase 1
Sales Launch

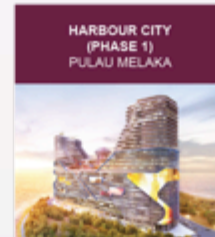
Vedro by the River
Sales Launch

Completion of
Estadia Hotel

Harbour City
Phase 1
Sales Launch

Harbour City
Phase 2
Sales Launch

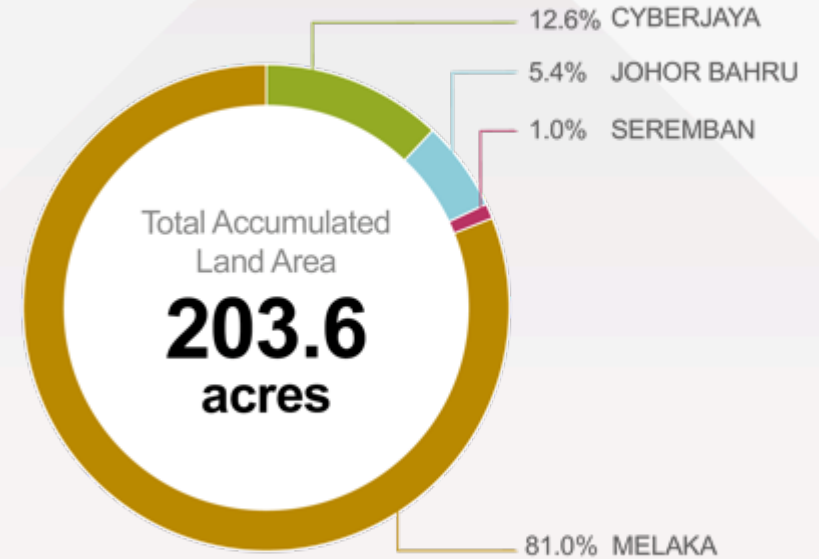
Satori
Sales Launch



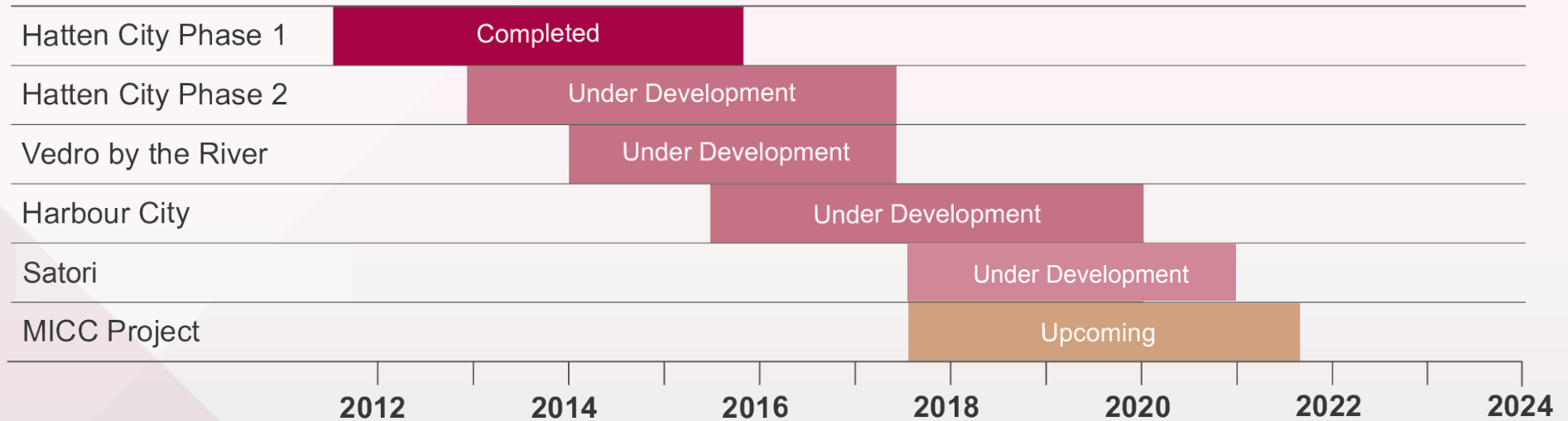
20 Land Bank & Development Rights in High Growth Cities



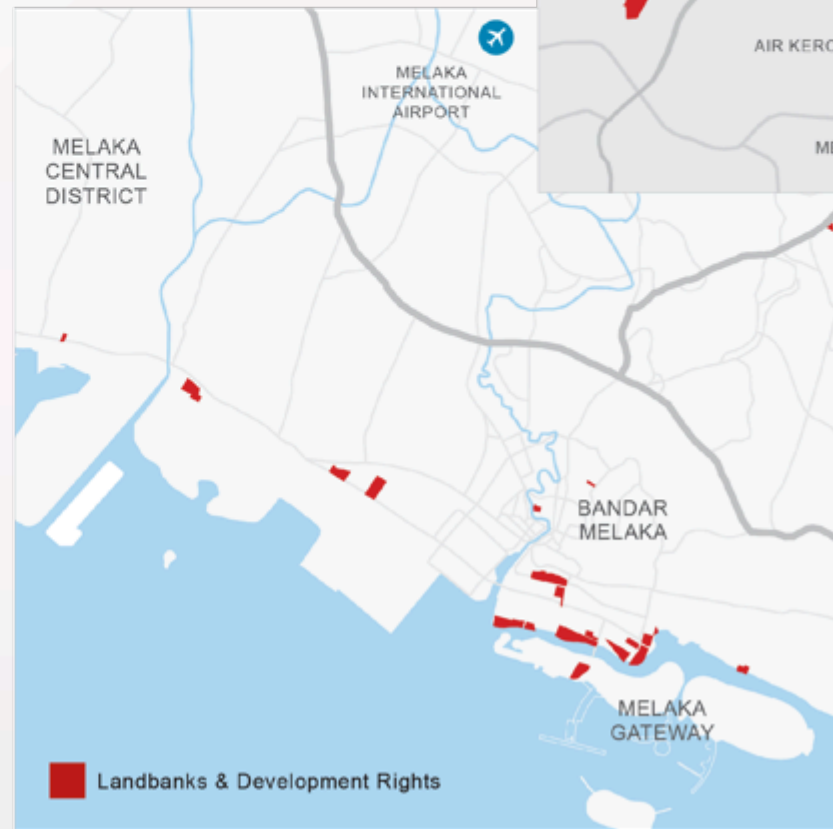
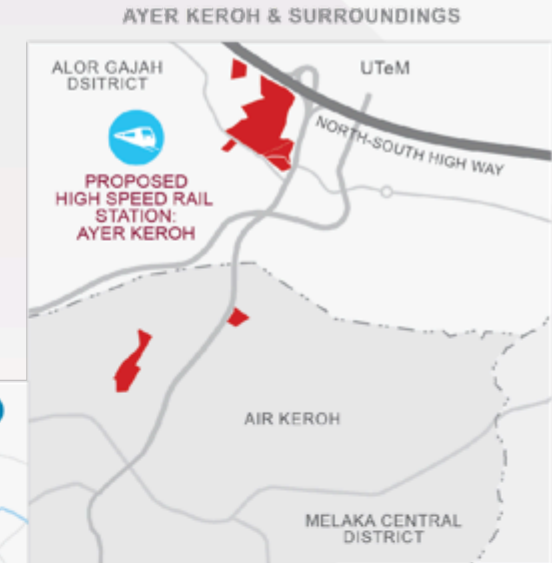
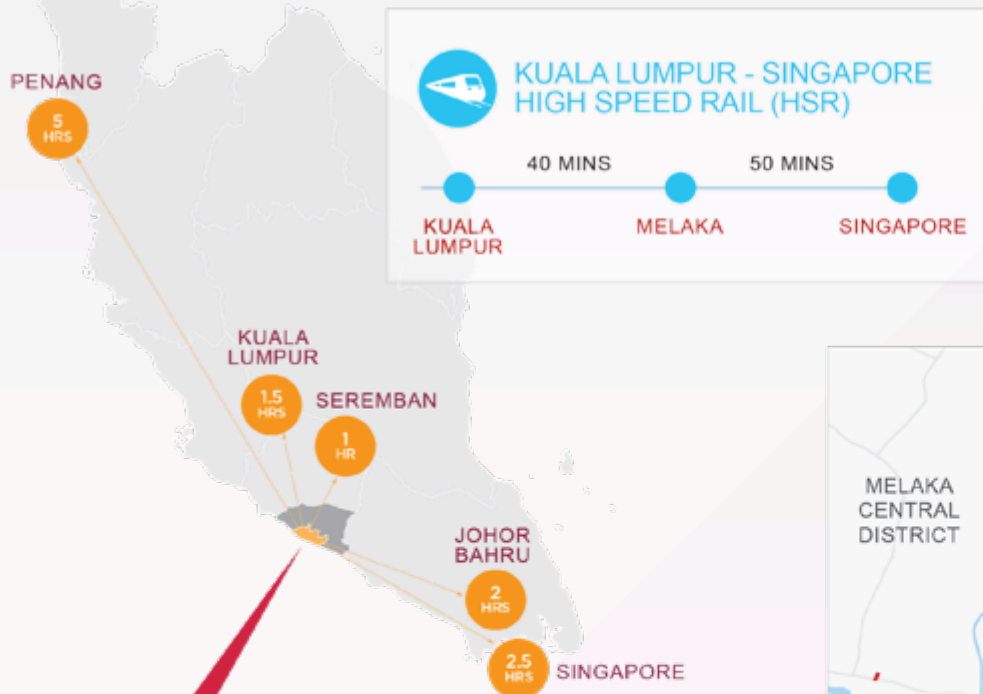
- Hatten Land has access to 20 land bank and development rights in high growth cities held by the Hatten Group for future development.
- Through the right of first refusal and call options granted to the Company, Hatten Land is able to periodically review whether such land bank held by the Hatten Group would be suitable for property development.



PROJECTS PIPELINE



20 Land Bank & Development Rights in High Growth Cities

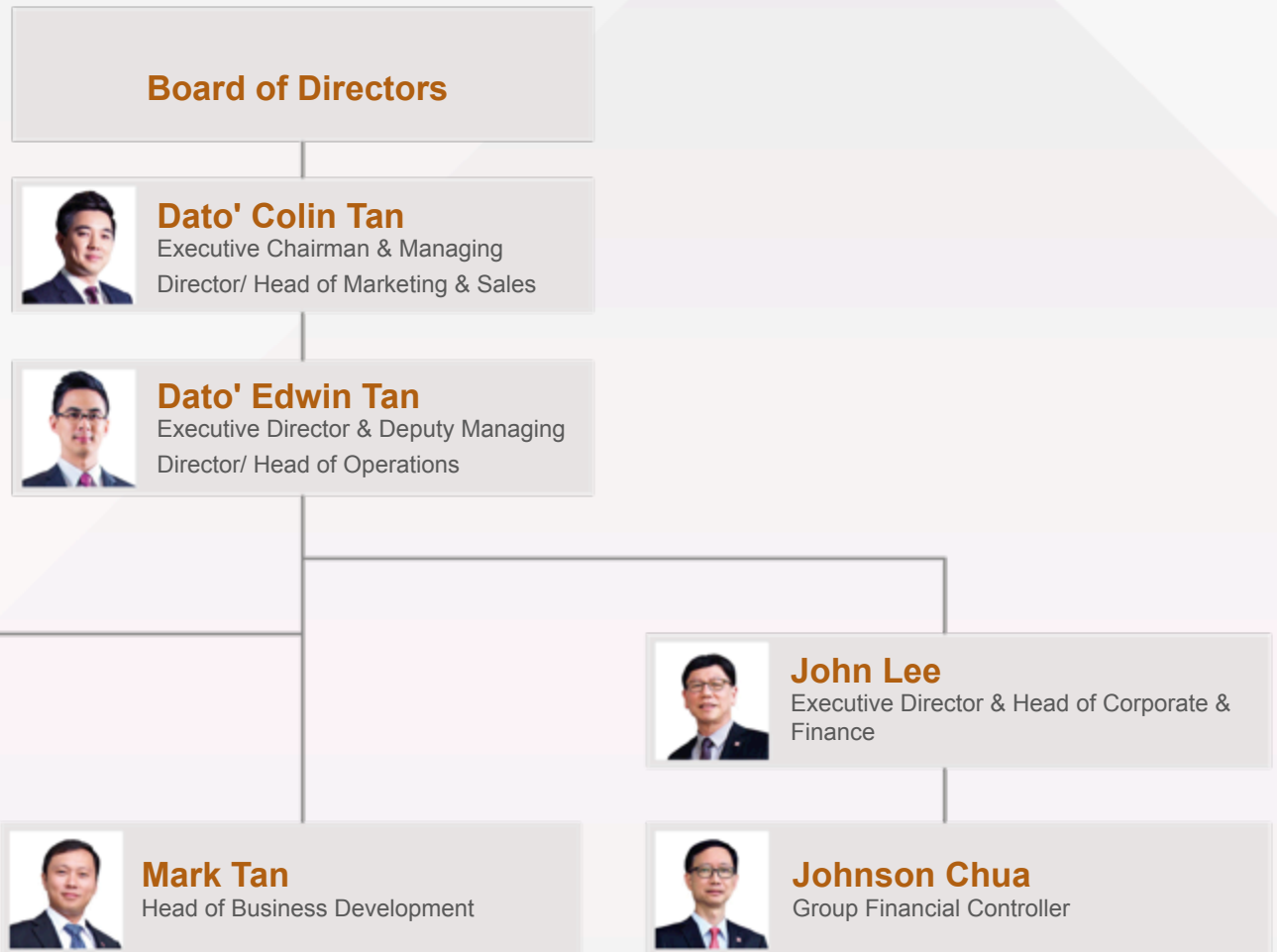


MELAKA - HIGH GROWTH CITY

- 5.5% GDP growth for 2015 (Source: Department of Statistics Malaysia)
- Tourism receipts grew 39.5% from 2014 to 2015
- Upcoming KL-Singapore High Speed Rail, which has a stop at Ayer Keroh, Melaka
- Weekly scheduled flights to and from Guangdong, China
- Construction of the Melaka Gateway in the Straits of Melaka

 Landbanks & Development Rights

Management Structure



Thank You



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