

LHN GROUP

SPACE OPTIMISED

INDUSTRIAL
COMMERCIAL
LOGISTICS
RESIDENTIAL
FACILITIES

CREATING PRODUCTIVE ENVIRONMENTS,
GENERATING VALUE



9M2016 Results Presentation

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BUSINESS OVERVIEW

Business Segments

COMMERCIAL



INDUSTRIAL



RESIDENTIAL



LOGISTICS



FACILITIES



Listed on SGX-ST's Catalist on 13 April 2015 and
with a history dating back to 1991

Three (3) Business Segments

**Space Optimisation
Business**

**Facilities Management
Business**

**Logistics Services
Business**

Our Presence

YANGON, MYANMAR SPACE OPTIMISATION

- GreenHub branded SOHO-style Serviced Residence

LAEM CHABANG, THAILAND

LOGISTICS SERVICES

- Container depot able to handle 7,000 TEUS.

SINGAPORE

SPACE OPTIMISATION, FACILITIES MANAGEMENT & LOGISTICS SERVICES

- Regional HQ
- 34 commercial, industrial and residential properties, including 3 GreenHub suited offices and up to 5 "W+S" concept offices
- Facilities Management services for our properties and other properties
- Container depot at 27 Benoi Sector able to handle up to 6,200 TEUS.
- Transportation services business

JAKARTA, INDONESIA

SPACE OPTIMISATION

- 2 GreenHub branded Suited Offices



Space Optimisation Business

We Create Productive Environments by

Securing master leases for unused, old and underutilised industrial, commercial and residential properties

Transforming them to increase net lettable area and potential rental yields by applying our space optimisation expertise

Leasing out optimised space to our tenants, who are willing to pay more for thoughtfully designed and highly usable space



Industrial Property Showcase

INDUSTRIAL

Singapore Handicrafts Building

72 Eunos Avenue 7 | Acquired in 2012



Gross Floor Area: 65,600 sqft
Net Lettable Area: 45,000 sqft
Usage: Storage



Gross Floor Area: 67,977 sqft
Net Lettable Area: 51,000 sqft
Usage: B1 light industrial space/general warehousing and storage

Commercial Property Showcase

COMMERCIAL

10 Raeburn Park Lease commenced in 2007

Before



Gross Floor Area: 159,000 sqft
Net Lettable Area: 115,000 sqft
Usage: School

After



Gross Floor Area: 163,000 sqft
Net Lettable Area: 130,000 sqft
Usage: Office/ancillary café/commercial school/
office cum club house

A Unique Position in the Industry

Developers

**REITS /
Landlords**

Tenants

**LHN
GROUP**
SPACE OPTIMISED

**LHN Limited acts as a bridge
between landlords and tenants:**

- We offer tenants creative and productive spaces
 - We generate value for landlords

Space Optimisation Generates Value for...

Our Suppliers

- Approximately half of master leases are secured from various government bodies



Our Diverse Mix of Tenants

- Willing to pay additional dollar for thoughtfully designed and highly usable space
- Over 700 local and international tenants from a wide range of industries



Facilities Management Business

Complements Space Optimisation Business with integrated services

- Provide safe and conducive environment
- Tenants can focus on achieving maximum returns from their core business activities

Cleaning & Related Services

- Repair, maintenance and cleaning of buildings and offices
- Pest control and fumigation
- Landscaping



Car Parks

- Manages over 33 car parks, equivalent to approximately 5,900 parking lots



Security Services

- Ground security personnel
- Supply, install, repair and maintain security systems



Logistics Services Business

Transportation Services



- over 35 prime movers
- over 10 road tankers
- over 110 trailers

- Transport mainly ISO tanks, containers, base oil and bitumen
- Customers: PetroChina Company Limited, Total Oil Asia-Pacific Pte Ltd, Idemitsu Lube (Singapore) Pte. Ltd.

Container Depot Management Services



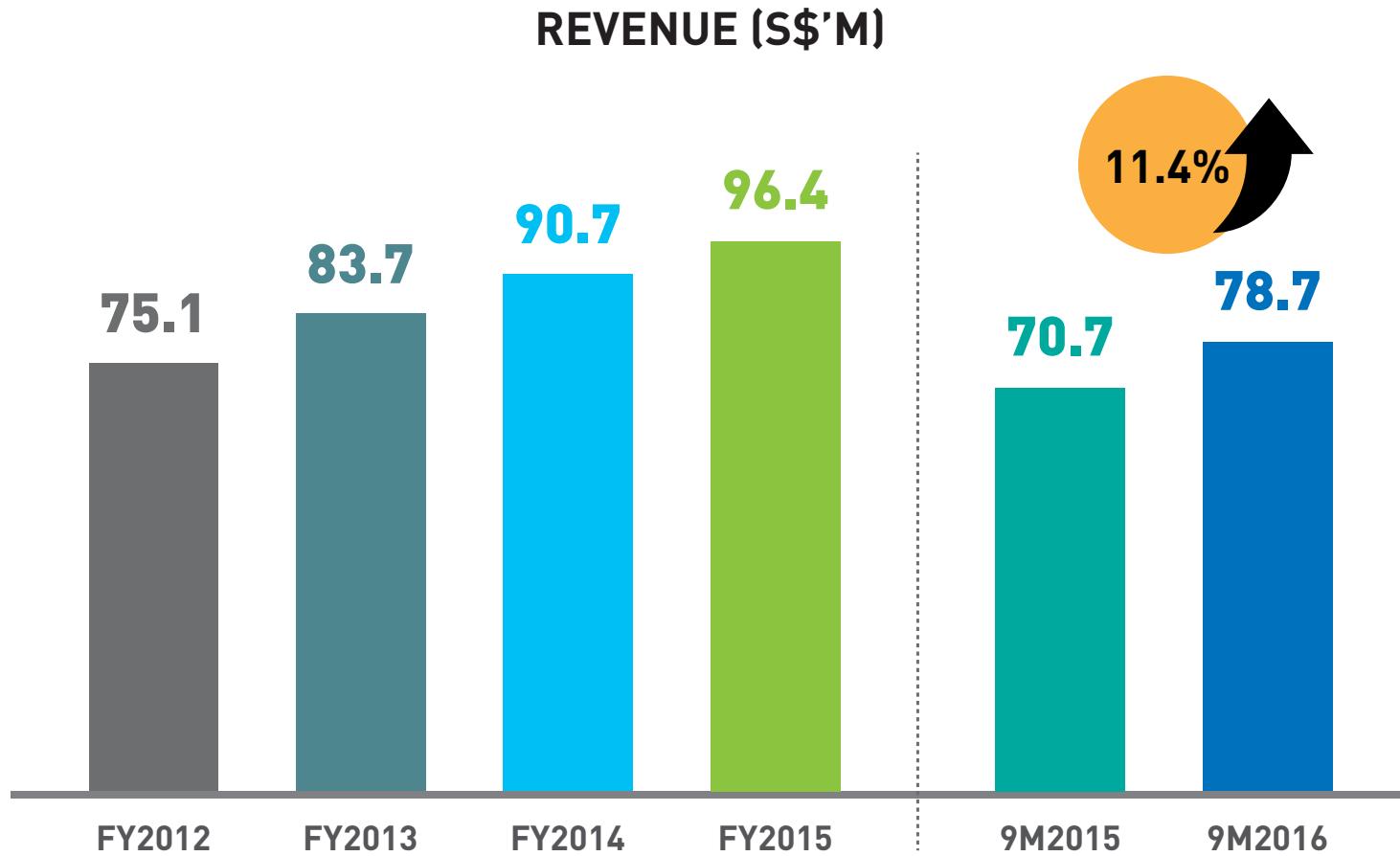
- Located at
- 27 Benoi Sector
- Laem Chabang, Thailand

- Container surveying by IICL-certified inspectors
- Stacking and lifting of containers
- On-site repair as well as cleaning and storage of empty general purpose and refrigerated containers (reefer)

Financial Highlights

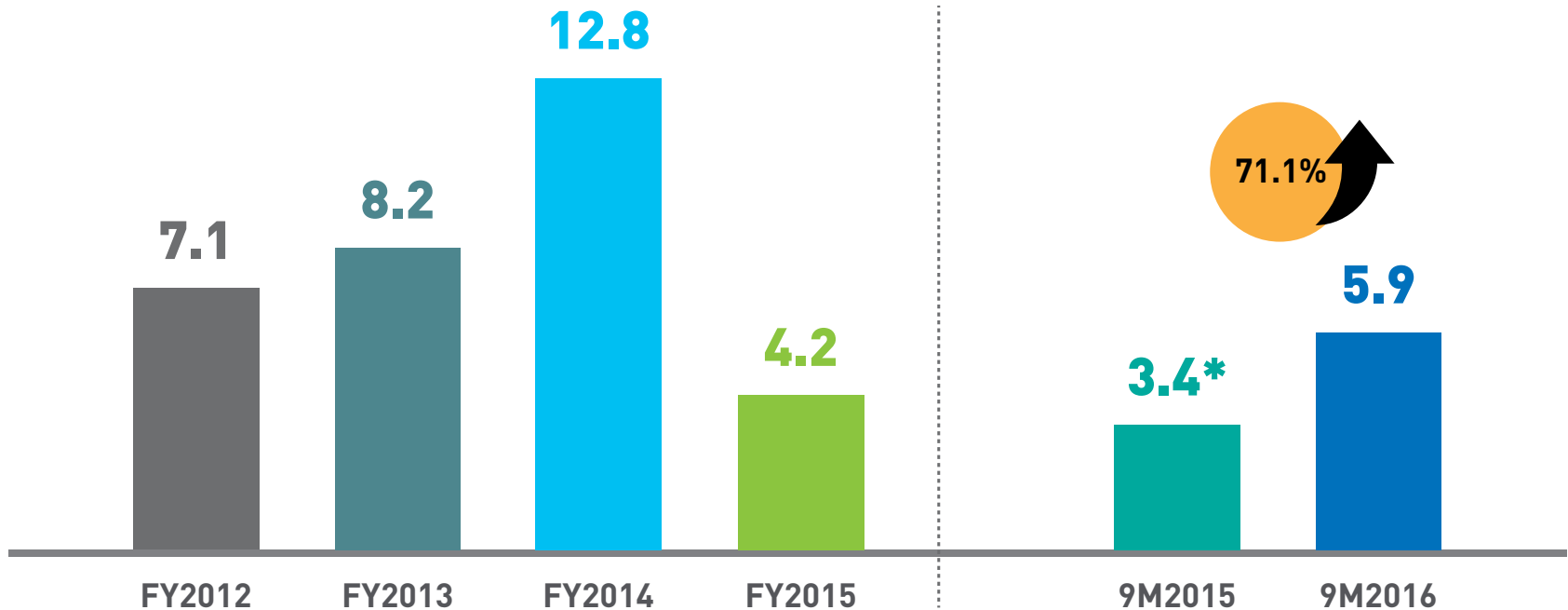
**Third quarter ended 30 Jun 2016
(9M2016)**

Financial Highlights



Financial Highlights

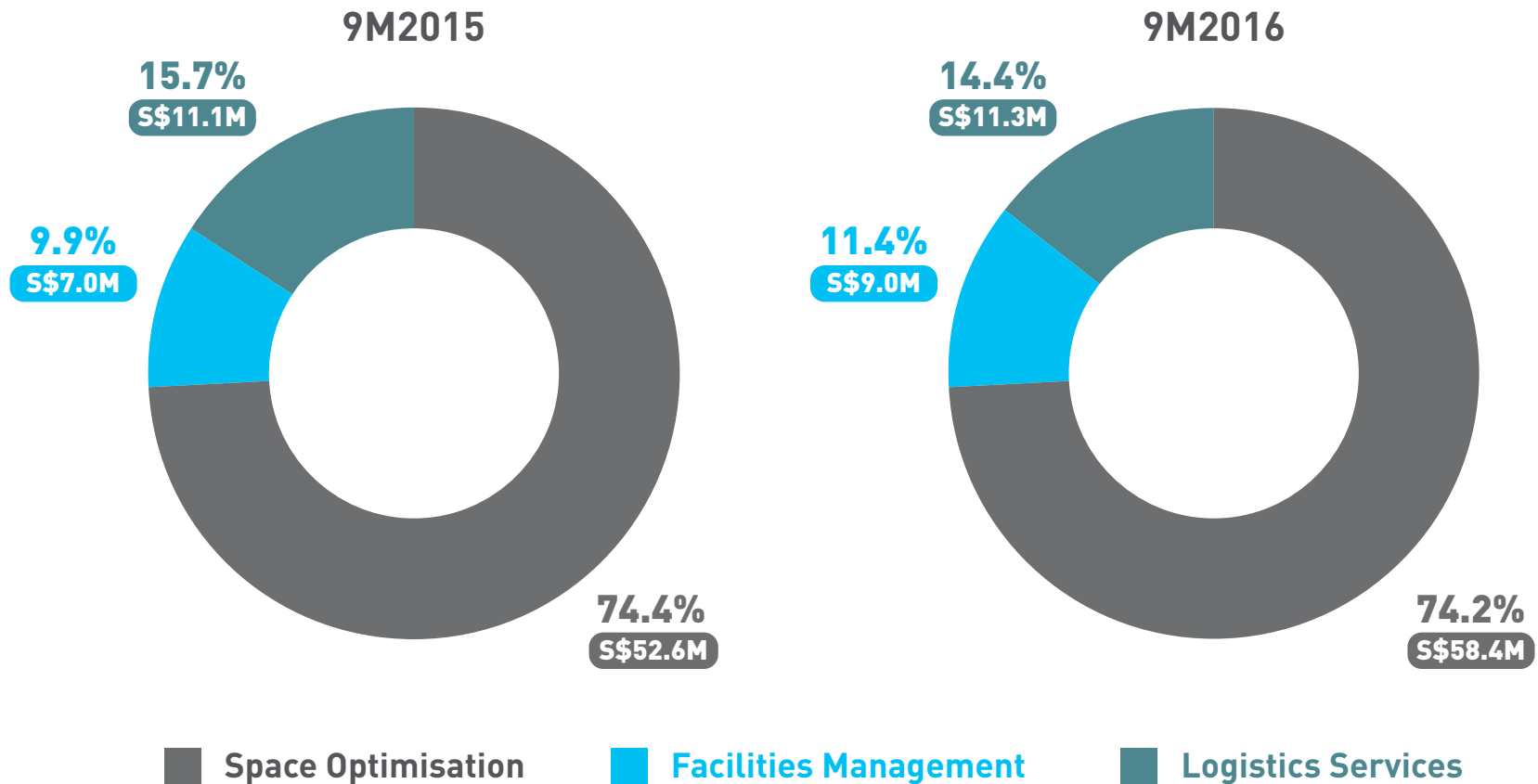
PROFIT ATTRIBUTABLE TO SHAREHOLDERS OF THE COMPANY (S\$'M)



* Includes IPO expenses of S\$1.6 million.

Financial Highlights

REVENUE BY SEGMENTS

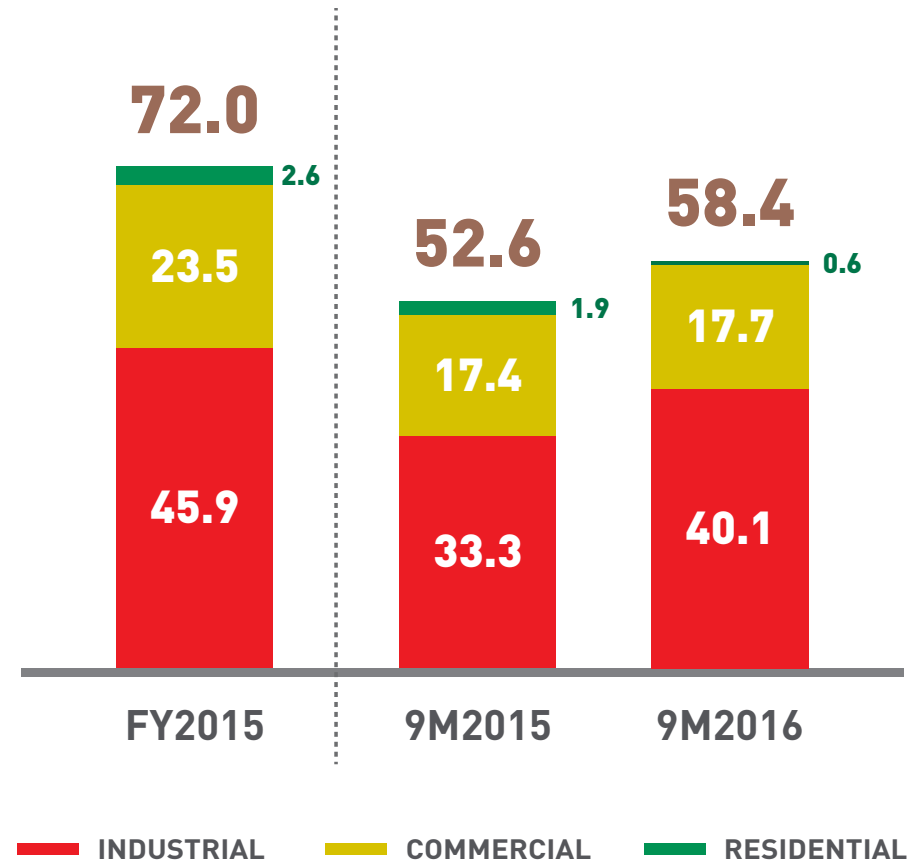


Space Optimisation Revenue

Revenue ↑11.0%

- **Industrial Properties: ↑20.4%**
 - Secured new master leases
 - Higher rental income from new master leases
 - Average occupancy in 9M2016: 94%
- **Commercial Properties: ↑1.7%**
 - Higher rental income from existing properties
 - Average occupancy in 9M2016: 94%
- **Residential Properties: ↓68.4%**
 - Expiry of a managing agent contract in October 2015

(S\$'M)



Average Occupancy Rate

Industrial Properties

Q1	Q2	Q3	9M2016 Avg
90%	95%	95%	94%

Remaining Vacant Space for Lease as at 30 Jun 2016: **109,730 sq ft**

Commercial Properties

Q1	Q2	Q3	9M2016 Avg
95%	93%	94%	94%

Remaining Vacant Space for Lease as at 30 Jun 2016: **33,461 sq ft**

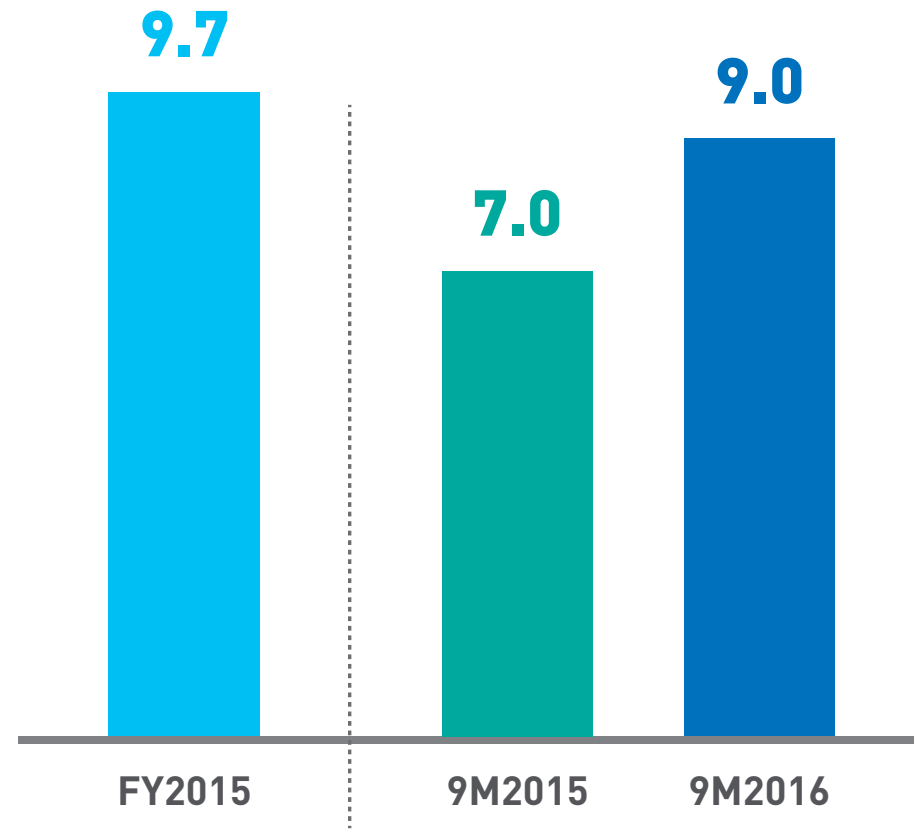
Facilities Management Revenue

Revenue **↑28.6%**

- Increase in security services
- Increase in car park management services



(S\$'M)



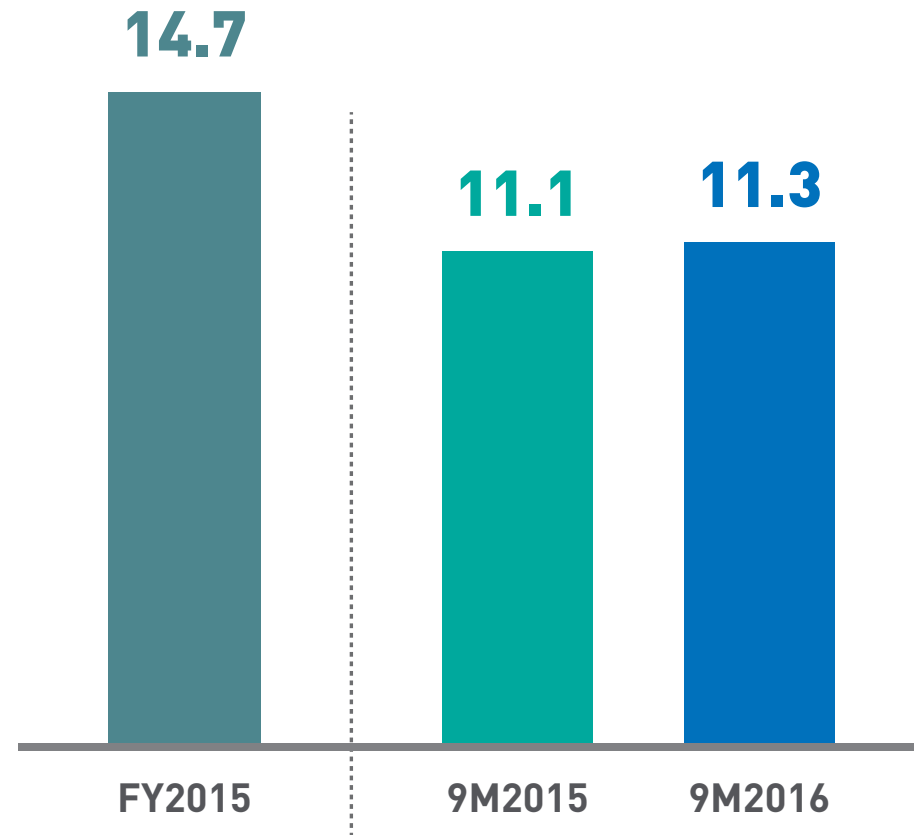
Logistics Services Revenue

Revenue **↑1.8%**

- Increase in revenue from our container depot business in Thailand



(S\$'M)



Key Financial Ratios

	As at 30 Jun 2016	As at 30 Sep 2015	Change (%)
Cash and fixed deposits (S\$'m)	27.1	30.3	(10.6)
Total assets (S\$'m)	108.3	106.7	1.5
Total equity (S\$'m)	59.7	55.3	8.0
Current ratio (times)	1.7	1.6	6.3
Net asset value per share (S'pore cents) ⁽¹⁾	16.51	15.33	7.7

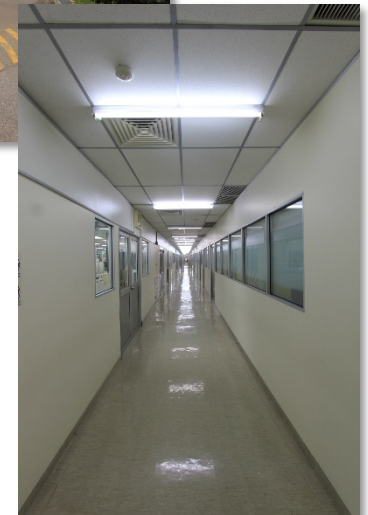
(1) Based on the total issued number of ordinary shares (excluding treasury shares) of 361,857,200 and 361,524,300 as at 30 Jun 2016 and 30 Sep 2015 respectively.

Recent Corporate Updates

New Property Acquisition

38 Ang Mo Kio Industrial Park 2

- Completed the acquisition of the property on 12 May 2016
- Comprises a part 3 / part 4 / part 8-storey purpose-built detached factory with an adjoining 2-storey annex building
- Classified as B2 Clean & Light Industrial property with a gross plot ratio of 2.5
- **Intended usage:** Self Storage cum Last Mile Logistics
- **GFA:** approx 341,000 sq ft



New Space Concept Launch

work+store

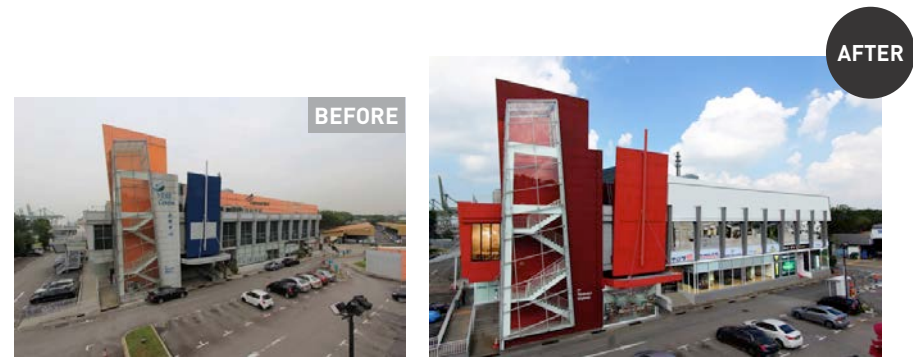
- Another innovative space concept rollout in 2015, after our GreenHub Suited Offices
- Fits the needs of smaller e-commerce businesses that require smaller work spaces with fully integrated self-storage capacity
- Complemented by last mile logistics services
- 3 locations in operation:
 - 680 Upper Thomson Road;
 - 18 New Industrial Road; and
 - 18 Tampines Industrial Crescent
- A fourth location at 100 Eunos Ave 7, 45,505.51 sq ft, currently undergoing renovation
- Successfully acquired a fifth location at 38 Ang Mo Kio Industrial Park 2



Project Pipeline

FY2016 Pipeline

- 1. Full-year income stream expected from the master lease at 18 Tampines Industrial Crescent**
 - Signed **7-year master lease** in April 2015; already achieved over **90% occupancy** within 9 months
- 2. Major revamp of 27 West Coast Highway completed** - tenure of 3+3+1 years
 - GFA approx 68,000 sq ft
- 3. Obtained master lease renewal for 20-25 Depot Lane** - tenure of 3+3+3 years
- 4. Incorporated a JV “Epika Pte. Ltd.”** on 23 March 2016 to carry out the business of provision of accelerator services to early stage technology companies.



Major revamp of WestWay (27 West Coast Highway)

FY2016 Pipeline

5. **Participated in the re-tender exercise at 10 Raeburn Park, S088702** - tenure of 3+3+3 years
6. **Completed the purchase of 38 Ang Mo Kio Industrial Park 2**
 - GFA approx 341,000 sq ft
7. **Exercised option to purchase a carpark property at No. 6001 Beach Road, Golden Mile Tower** for S\$26 million
 - To add 540 carpark lots to existing portfolio
8. **Entered into a sales and purchase agreement together with a business partner to acquire Four Star Industries Pte Ltd** for a purchase consideration of S\$900,000 to be borne equally by both partners
 - Paves the way for LHN to employ its space optimisation expertise on the furniture business and property.



Thank you

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