

Creating Productive Environments, Generating Values



# FY2017 RESULTS PRESENTATION

# IMPORTANT NOTES

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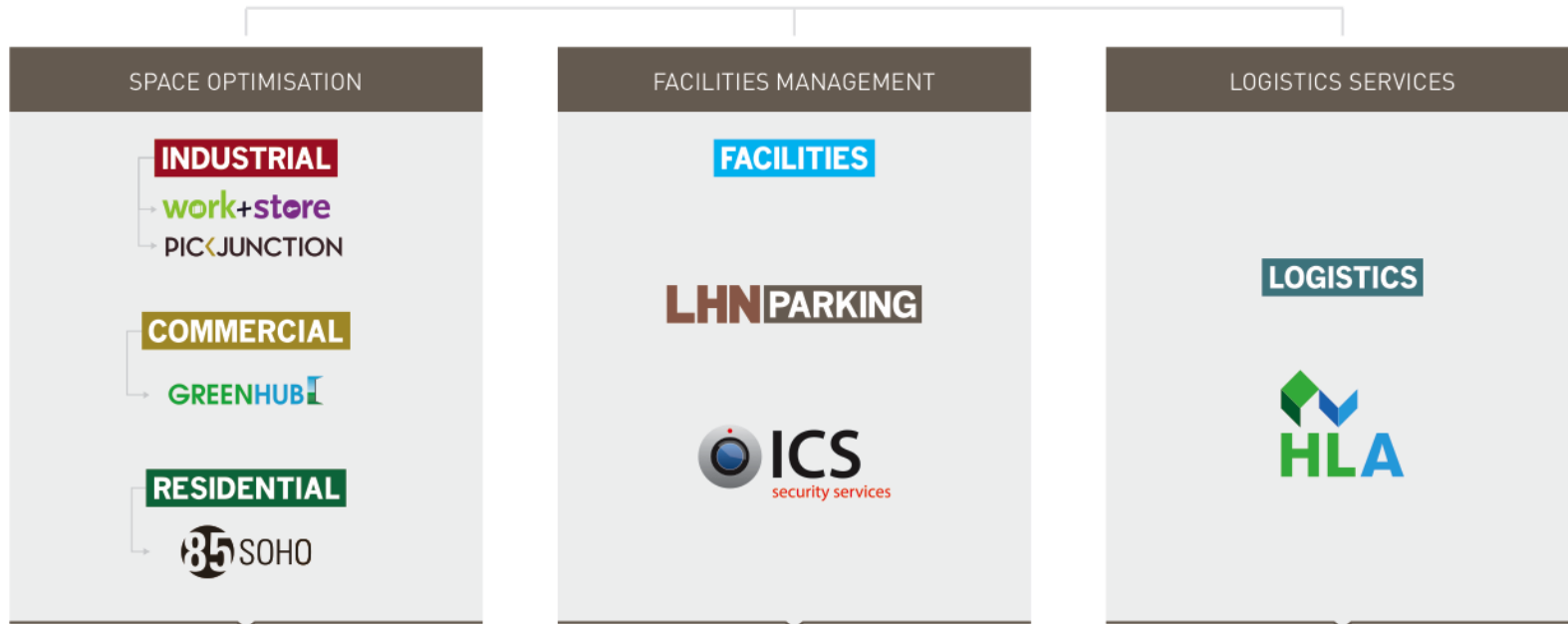
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# GROUP STRUCTURE

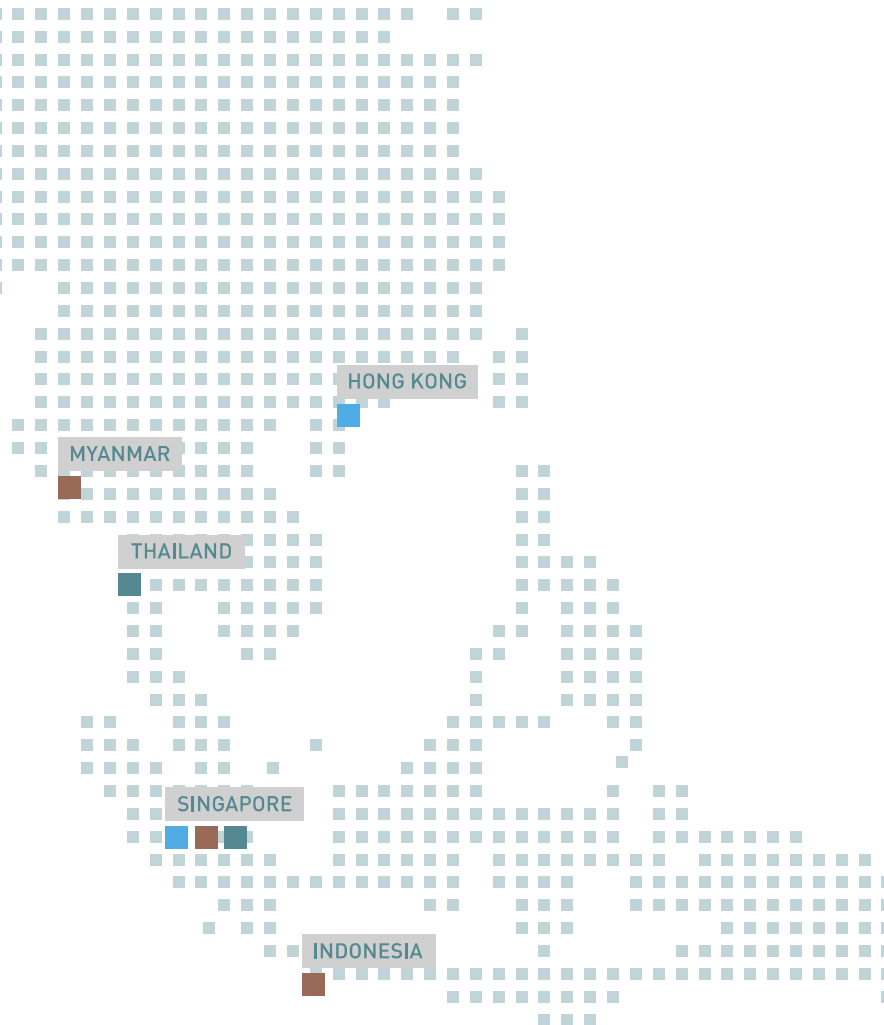


- Redesign unused, old and under-utilised spaces to maximise their leasable area.
- Provide value-added services including marketing, subleasing and management of the converted properties to provide our customers a safe and conducive environment.

- Provide a full spectrum of facilities, carpark and security management services to commercial, industrial and residential properties we manage, as well as to third parties.
- Operate under the framework of Quality Management System (QMS) which conforms to ISO 9001:2008 standards.

- Provide a one-stop logistics service for our customers from transportation to container depot management services.
- Own a fleet of 43 prime movers, 15 road tankers and over 120 trailers.

# GROWING PRESENCE IN THE REGION



## HONG KONG

- Awarded a 3-year contract to manage a car park at No.1 Ting Kok Road, Tai Po, New Territories, Hong Kong
- Intent to lease a new car park at Tsim Sha Tsui, Kowloon

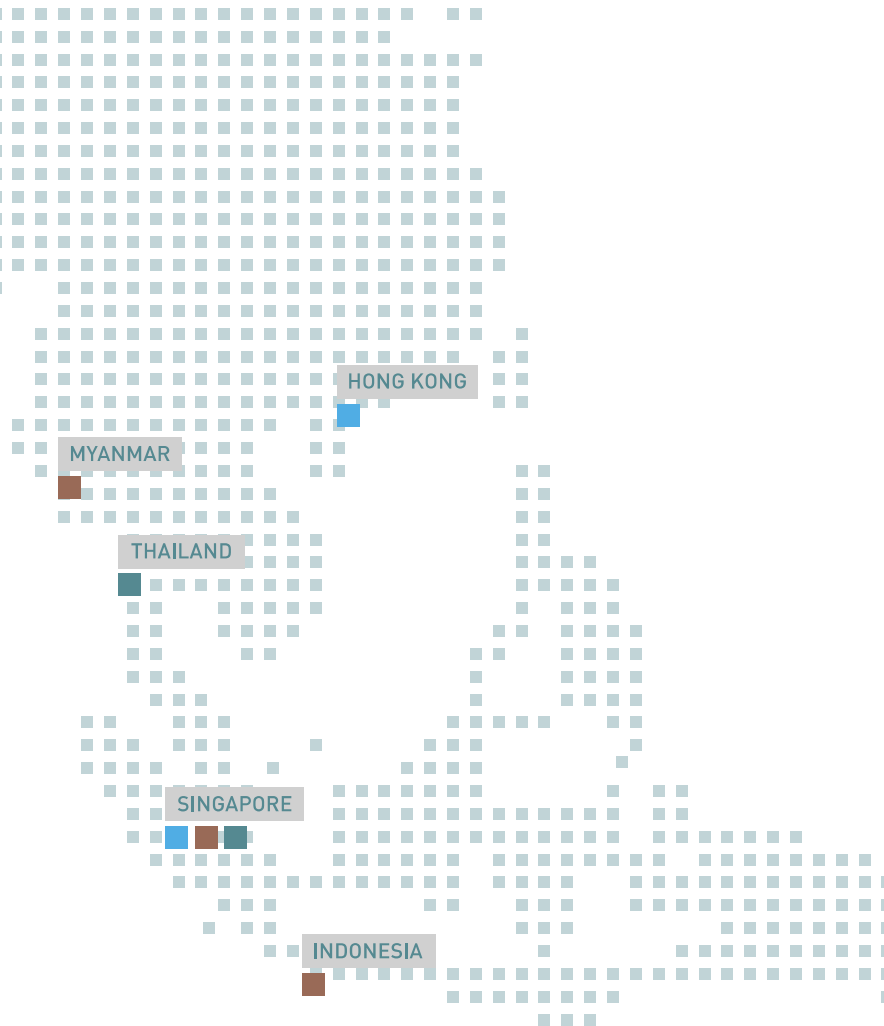
## YANGON, MYANMAR

- GreenHub branded SOHO-style Serviced Residence

## LAEM CHABANG, THAILAND

- Container depot able to handle up to 7,000 TEUs
- Entered into a lease agreement in the vicinity of Bangkok, Thailand, and intend to operate a new container depot

# GROWING PRESENCE IN THE REGION



## SINGAPORE (REGIONAL HQ)

- 30 commercial, industrial and residential properties, including 4 GreenHub Suited Offices
- Facilities Management services for our properties and other properties
- Container depot at 27 Benoi Sector able to handle up to 6,200 TEUs
- Signed a letter of intent with a potential Joint Venture to set up, manage and operate a new container depot
- Transportation services business
- Offered an option to purchase of a property in Singapore to operate our ISO Tank Depot

## JAKARTA, INDONESIA

- 2 GreenHub branded Suited Offices

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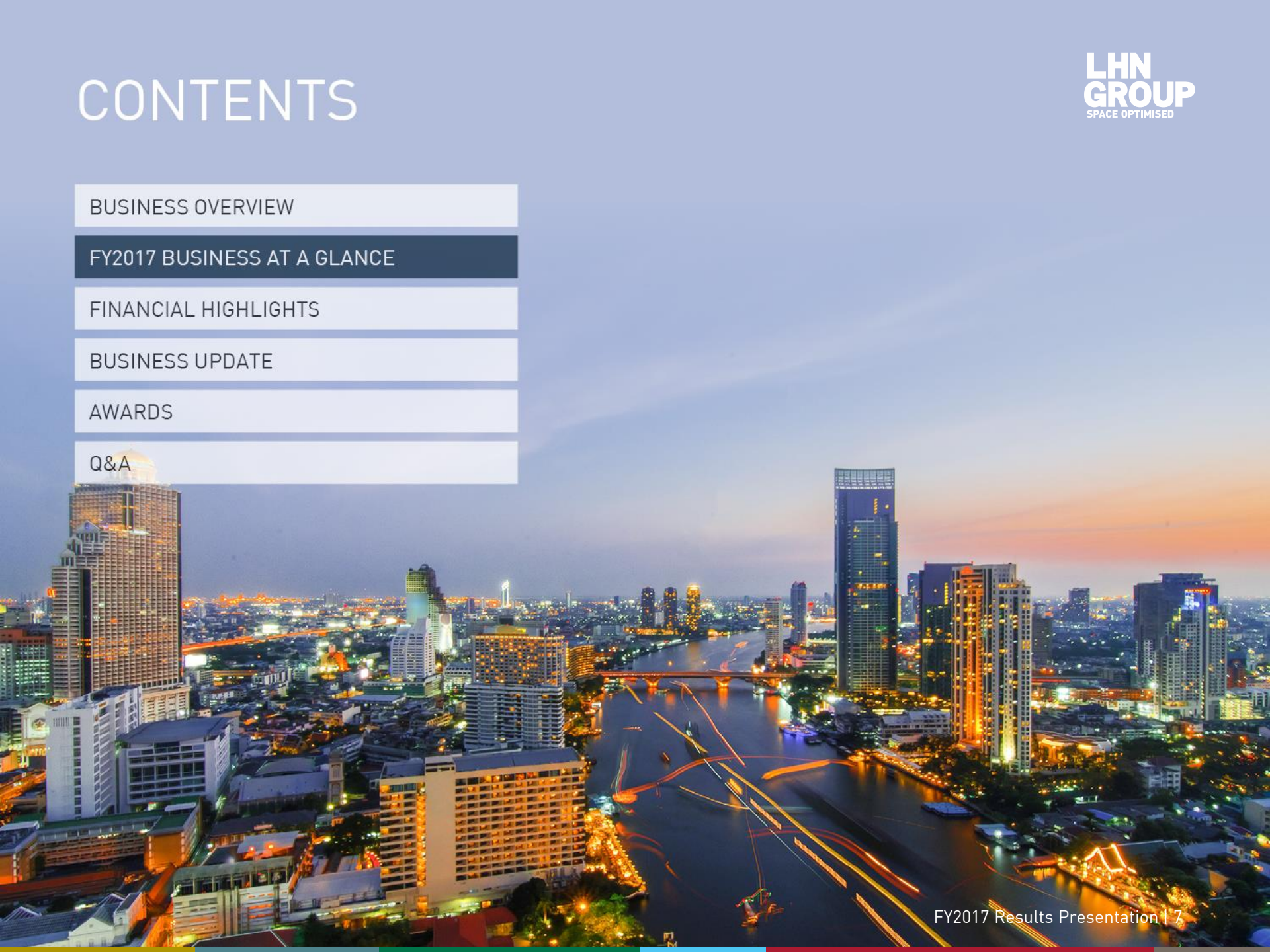
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# FY2017 BUSINESS AT A GLANCE

19.59 Singapore cents  
NET ASSET VALUE  
PER SHARE



S\$2.8M  
PROFIT AFTER TAX



S\$2.3M  
PROFIT ATTRIBUTABLE TO  
SHAREHOLDERS



88%

AVERAGE OCCUPANCY RATE  
OF INDUSTRIAL PROPERTIES



91%

AVERAGE OCCUPANCY RATE  
OF COMMERCIAL PROPERTIES



S\$106.3M  
GROUP REVENUE



= S\$20M

S\$67.8M  
SPACE OPTIMISATION  
REVENUE



S\$17.3M  
FACILITIES MANAGEMENT  
REVENUE



S\$21.2M  
LOGISTICS SERVICES  
REVENUE



2400+  
CLIENTS





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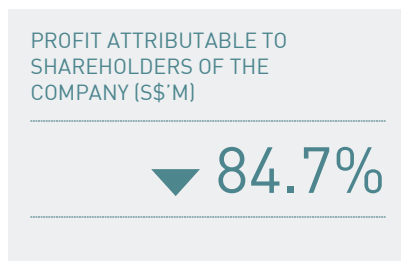
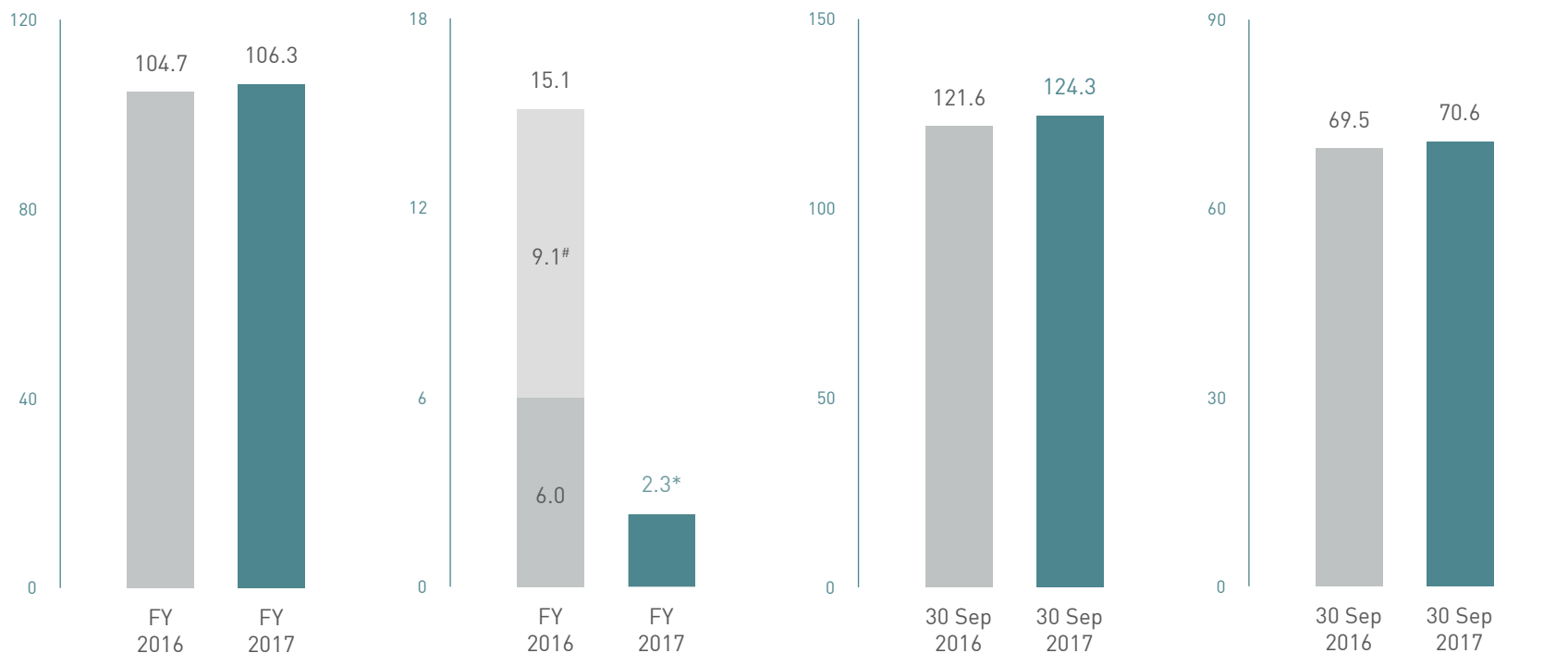
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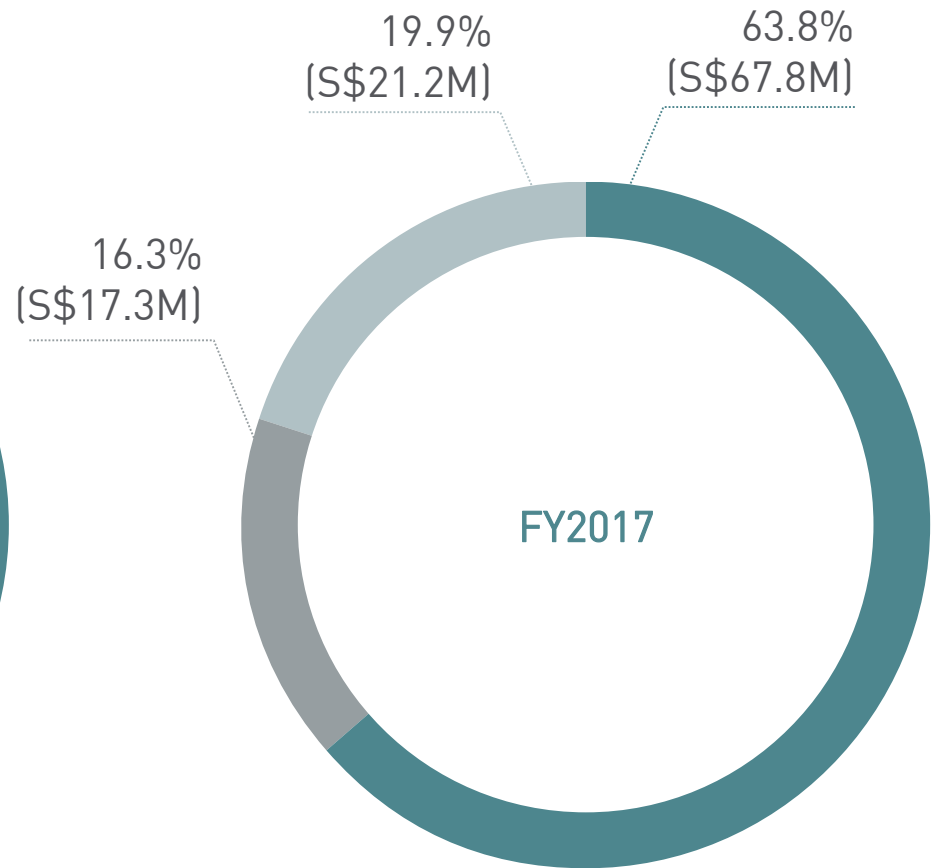
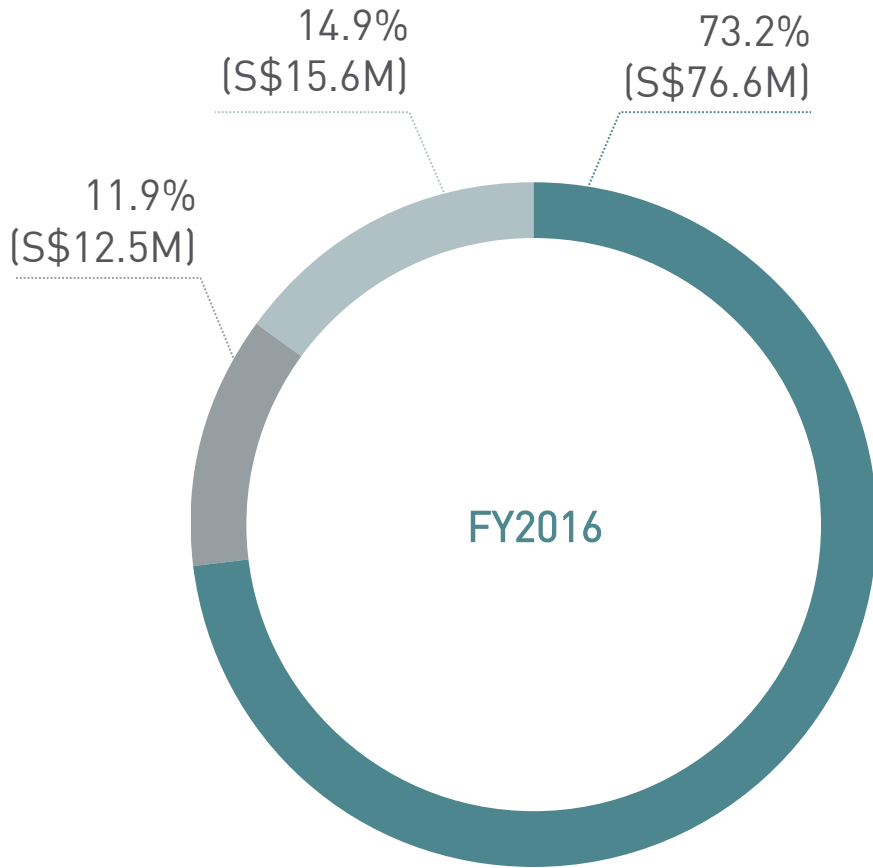


# FINANCIAL PERFORMANCE



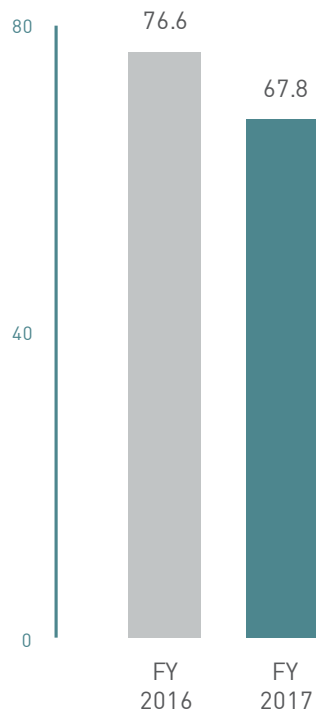
\*Includes a non-recurring gain of approximately S\$3.8 million on acquisition of Four Star Industries Pte. Ltd., dual listing expenses of approximately S\$3.0 million and fair value loss on investment properties of approximately S\$1.9 million.  
#Refers to fair value gain on investment properties of the Group and share of joint ventures' fair value gain on investment properties of approximately S\$2.1 million and S\$7.0 million respectively.

# GROUP REVENUE BY SEGMENTS



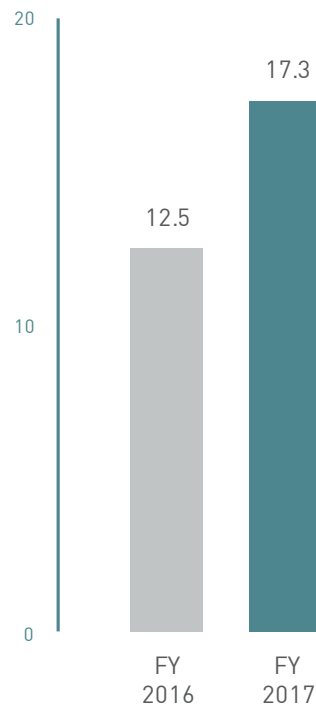
■ SPACEOPTIMISATION ■ FACILITIES MANAGEMENT ■ LOGISTICSSERVICES

# GROUP REVENUE BY SEGMENTS



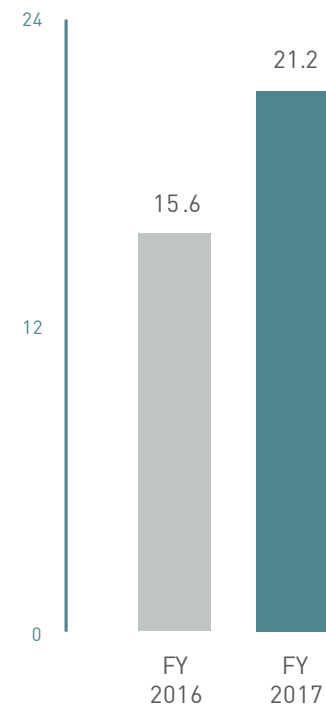
SPACE OPTIMISATION (\$'M)

▼ 11.5%



FACILITIES MANAGEMENT (\$'M)

▲ 38.4%



LOGISTICS SERVICES (\$'M)

▲ 35.9%

# SPACE OPTIMISATION REVENUE

## INDUSTRIAL PROPERTIES: ▼16.9%



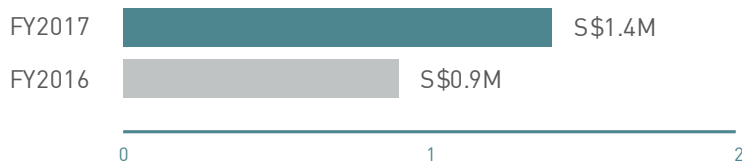
- Expiry of some head leases
- Movement of tenants and lower rental rates arising from expiry and renewal of sub-leases
- Average occupancy in FY2017: 88%

## COMMERCIAL PROPERTIES: ▼2.1%

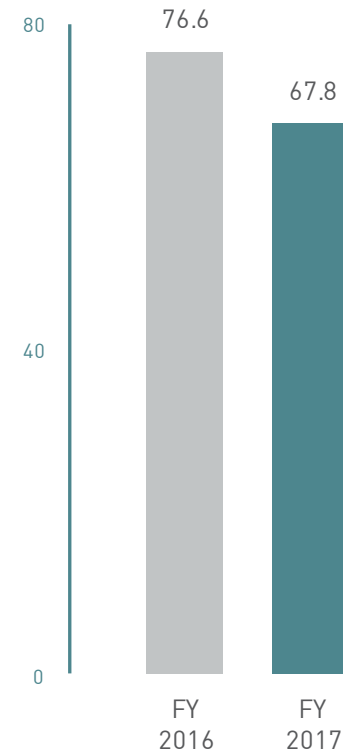


- Movement of tenants and lower rental rates arising from expiry and renewal of sub-leases
- Average occupancy in FY2017: 91%

## RESIDENTIAL PROPERTIES: ▲55.6%



- Increase in rental income from our residential property in Myanmar



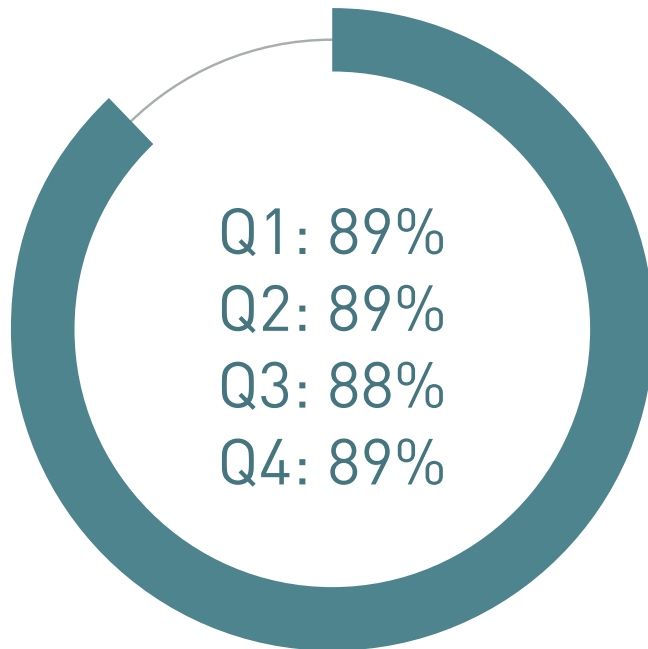
SPACE OPTIMISATION (S\$'M)

▼11.5%

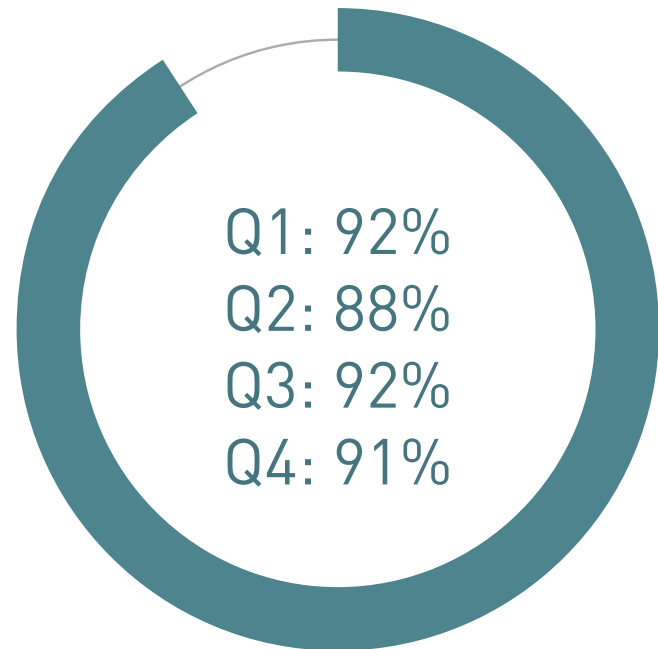
# OCCUPANCY RATE

## A. Owned & Leased Properties:

### INDUSTRIAL PROPERTIES FY2017 AVG **88%**



### COMMERCIAL PROPERTIES FY2017 AVG **91%**



# OCCUPANCY RATE

## B. Joint Venture Properties



### **work+store**

#### **38 Ang Mo Kio Industrial Park 2**

- GFA approx 329,000 sqft
- NLA approx 256,000 sqft
- Obtained Certificate of Statutory Completion in mid July 2017
- Current occupancy rate: 29.8%



### **Four Star**

SUPPORTING YOU ALWAYS

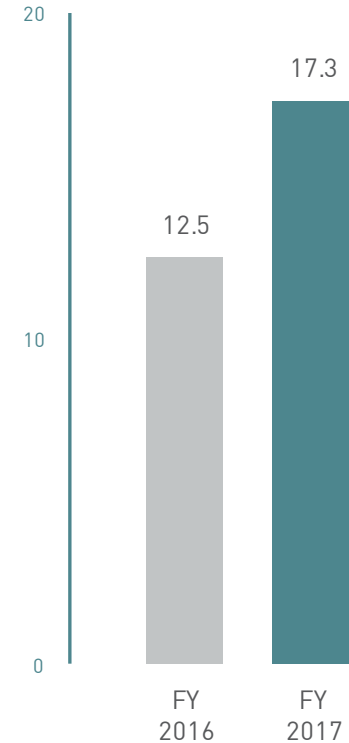
#### **44 Kallang Place**

- GFA approx 123,000 sqft
- NLA approx 99,000 sqft
- Obtained Certificate of Statutory Completion in 8 November 2017
- Soft opening: 13 October 2017
- Current occupancy rate: 26.7%

# FACILITIES MANAGEMENT REVENUE

REVENUE: ▲38.4%

- Increase in security services
- Increase in car park management services due to increase in car park rate of its existing sites and new car parks managed by the Group



FACILITIES MANAGEMENT (\$M)

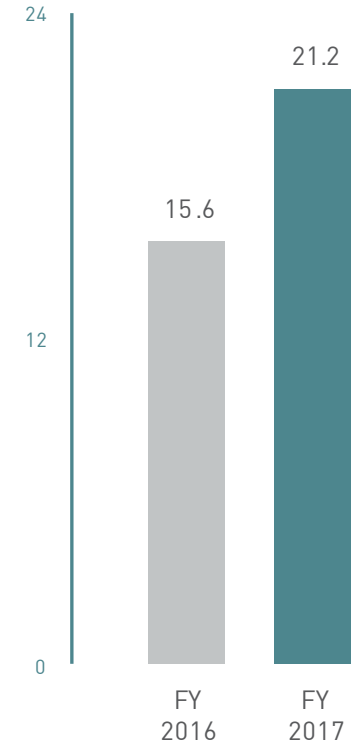
▲38.4%



# LOGISTICS SERVICES REVENUE

REVENUE: ▲35.9%

- Increase in revenue mainly from the increase in transportation services and increase in demand of storage and repairs of leasing containers which in turn was the result of the slow-down of shipments worldwide.



LOGISTICS SERVICES (S\$ M)

▲35.9%

# KEY FINANCIAL RATIOS

	As at 30 Sep 2017	As at 30 Sep 2016	Change (%)
Cash and fixed deposits (S\$'M)	19.5	25.6	(23.8)
Total assets (S\$'M)	124.3	121.6	2.3
Total equity (S\$'M)	70.9	69.4	2.2
Current ratio (times)	1.4	1.6	(12.5)
Net asset value per share (S'pore cents) <sup>(1)</sup>	19.59	19.32	1.4
Return on equity (%)	3.9%	24.2%	(20.3) ppt
Earnings per share (S'pore cents) <sup>(2)</sup>	0.64	4.18	(84.7)

(1) Based on the total issued number of ordinary shares (excluding treasury shares) of 360,445,000 as at 30 Sep 2017 and 360,004,000 as at 30 Sep 2016.

(2) Based on the weighted average number of ordinary shares in issue of 360,314,000 and 361,335,000 for the full year ended 30 Sep 2017 and 30 Sep 2016 respectively.

ppt denotes percentage points.

# DIVIDEND FOR FY2017

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- Proposed final dividend for FY2017:  
0.2 Singapore cents per ordinary share
- Dividend payout ratio:  
approximately 21% (excluding fair value adjustments, dual listing expenses and non-recurring gain on acquisition of Four Star Industries Pte. Ltd.)



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# ELECTRICITY RETAILER LICENSE

- We have obtained the ELECTRICITY RETAILER LICENSE on 6 September 2017 to streamline our Space Optimisation Business so as to reduce our business costs and to source electricity on wholesale basis.




# EXPANDING OUR LOGISTICS OPERATION

## Container Depot Management Services

**27 September 2017:** Entered into a lease agreement in the vicinity of Bangkok, Thailand, with the intention to operate a new container depot.

With our current two container depots that are near to the ports of Bangkok, Laem Chabang and Sri Racha, we believe that the port related service like container depot management services will benefit from the growing demand of export through these ports.

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1. Bangkok Port
  2. Sri Racha Port
  3. Laem Chabang Port
  4. Bang Chalong Subdistrict Depot
  5. 133/5 Moo 9, Surasak Subdistrict Depot

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**LHN  
GROUP**  
SPACE OPTIMISED





## SINGAPORE PRESTIGE BRAND AWARD 2017-HERITAGE BRAND

*Overall Winner & Our Brand has also been inducted into the Hall of Fame of SPBA 2017 Heritage Brand*

*Awarded by:*

**The Association of Small & Medium Enterprises (ASME) and Lianhe Zaobao**



# AWARDS



**SINGAPORE CORPORATE  
GOVERNANCE 2017, CATALIST  
CATEGORY**  
*Awarded by:*  
**Securities Investors Association  
(Singapore)**

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## THANK YOU

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