



TUAN SING HOLDINGS LIMITED

Creating A Clear Distinction



47th ANNUAL GENERAL MEETING

26 April 2017



TUAN SING HOLDINGS LIMITED

Creating A Clear Distinction

Our Performance in 2016



Scorecard

- Group posted revenue of \$404.0m and net profit attributable to shareholders of \$33.6m
- Free cash inflow of \$158.9m during the year; an increase of \$11.4m as compared to last year
- Gross gearing improved to 1.10 times and net gearing to 0.92 times, as compared to last year's 1.25 times and 1.09 times respectively
- Shareholders' funds grew 4.9% or \$42.6m to \$919.4m from \$876.8m a year ago
- Net asset value backing further strengthened to 77.7 cents per share
- All business segments were profitable



Challenging Operating Landscape & Uncertain Global Economic Outlook

“The Group reported lower revenue and profits as all the three development projects were completed during the year”



REVENUE

\$404.0M

Dropped 40% as compared to last year; All the three residential developments in Singapore were completed



CASH AND BANK BALANCES

\$163.7M

Increased 15.5% mainly as more cash were received from development properties following their completion



TOTAL ASSETS

\$2,123.1M

Decreased 1.8% as there was lower carrying amount of the three development properties



GROSS GEARING

1.10 TIMES

Improved from 1.25 times last year



PROFIT AFTER TAX

\$33.8M

Decreased 51% mainly on the account of lower contribution from Property



TOTAL BORROWINGS

\$1,020.8M

Decreased 7.7% attributable to repayment of certain loans after the completion of development properties



SHAREHOLDERS' FUNDS

\$919.4M

Grew 4.9% reflect mainly profit made & revaluation gain on properties



NET ASSET VALUE PER SHARE

77.7 CENTS

Increased from 74.4 cents a year ago



Proposed Dividend

- The Directors are proposing a first & final dividend of 0.6 cent / share for FY2016
 - Same as Last Year's 0.6 cent / share
 - Total payout: approx. \$7.1m (LY: \$7.1m)
 - Dividend payout ratio: 22.6% (LY: 9.5%) based on core earnings, net profit before fair value adjustments of \$31.3m
 - Dividend yield: 2.0% based on the average share price for the year of 30.0 cents (LY: 1.7%)
- Once approved at AGM, it shall be paid on 23 June 2017
- Scrip Dividend Scheme applies to enable shareholders to grow with the Company



Dividend Policy

- We are aware of the shareholders' wish for more dividends, however, we have to balance shareholders' desire to have a high dividend vs. sustainable annual returns and prudence to preserve cash and maintain sufficient working capital to support growth
- The Group has been declaring dividends every year since 2009. Total gross payout amount to \$43.2m, including \$7.1m proposed for FY2016

	2016	2015	2014	2013	2012	2011	2010	2009
Dividend per share (cent)	0.6	0.6	0.5	0.5	0.5	0.3	0.4	0.3
Number of shares (million)	1,183	1,179	1,176	1,173	1,161	1,154	1,146	1,138
Gross payout (\$'000)	7,097	7,073	5,881	5,864	5,806	3,463	4,586	3,412
Cumulative payout (\$'000)	43,182	36,085	29,012	23,131	17,267	11,461	7,998	3,412



TUAN SING HOLDINGS LIMITED

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Our Business Strategy



Delivering Our Strategy

MEETING CHALLENGES, DEVELOPING SOLUTIONS, SHAPING THE FUTURE

“Our objective is to deliver sustainable long-term value for all our stakeholders”

GROWTH IN UNDERLYING PROFITABILITY

- Group posted revenue of \$404.0 million and net profit attributable to shareholders of \$33.6 million
- All business segments were profitable, led by Hotels Investment
- Robinson Towers, under redevelopment, will contribute positively to both top and bottom lines when it is completed by end 2018

ENHANCED EARNINGS STABILITY

- Hotels investment business has been contributing meaningfully to both top and bottom lines which highlighted our right decision to acquire full ownership of GHG in 2014
- Core assets (development portfolio, investment portfolio and hotel portfolio) constituted majority of the Group's total assets base of \$2,123.1 million at end-December 2016
- Focused on maintaining a diversified property portfolio to achieve greater balance in revenues and profitability stream

GOOD GOVERNANCE

- Moved up to 7th place for Singapore Governance and Transparency Index in 2016

STRENGTHENED FINANCIAL POSITION

- Managed cash flow proactively – Free cash inflow of \$158.9 million during the year; an increase of \$11.4 million as compared to last year
- Reduced financial debt – Gross gearing improved to 1.10 times and net gearing to 0.92 times, as compared to last year's 1.25 times and 1.09 times respectively
- Improved loan maturity profile and competitively priced refinancing
- Maintained appropriate capital structure after taking cognizance of a balance between performance, leverage risk and flexibility

DELIVERED SHAREHOLDERS VALUE

- Shareholders' funds grew 4.9% or \$42.6 million to \$919.4 million
- Net asset value per share increased in tandem to 77.7 cents
- Recommended dividend for the year of 0.6 cent, the same as last year
- Bought back and cancelled 414,600 shares



Core hotel and property businesses have broadened our asset base.



Our Growth

“Growth is never by mere chance; it is the result of seizing the opportunity and getting it done”

JAN

- Seletar Park Residence obtained its Certificate of Statutory Completion (“CSC”)

FEB

- GulTech completed the acquisition of the remaining 38.6% shareholding in GulTech Suzhou it did not already own from an interested party

APR

- Won the bidding for a plot of residential 99-year leasehold land, to be known as “Kandis Residence”

JUN

- Agreed to acquire, subject to conditions precedent, approximately 850,000 sq m of land in Batam, Indonesia with the intention to develop it into an integrated mixed-development township
- Appointment of new Independent and Non-Executive Director, Neo Ban Chuan, on board, following the cessation of Director, Ng Siow How
- Awarded “Best CEO” & “Best Investor Relations (Silver)” from 2016 Singapore Corporate Awards
- Sennett Residence obtained its Temporary Occupation Permit (“TOP”)

JUL

- Cluny Park Residence obtained its TOP

AUG

- Ranked 7th amongst 631 listed companies in the Singapore Governance and Transparency Index 2016

OCT

- Cluny Park Residence obtained its CSC
- Establishment of a wholly owned subsidiary – Fuchsia Land Pty Ltd in Australia

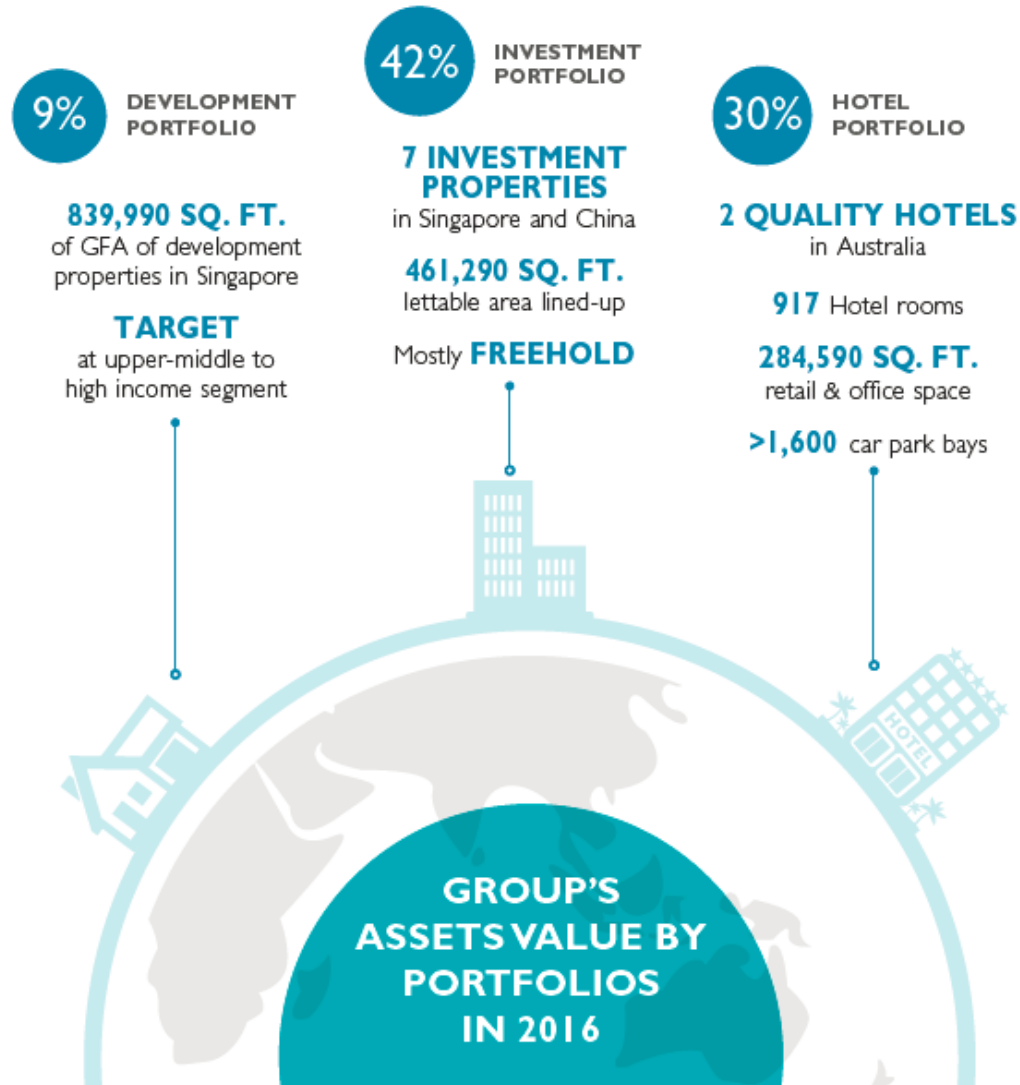
DEC

- Celebrated 30th anniversary of Grand Hyatt Melbourne



Building on our progress

“The Group will continue to seek well-located sites for residential and / or commercial developments as well as investment properties to broaden our assets base”





TUAN SING HOLDINGS LIMITED

Creating A Clear Distinction

Our Property Interests



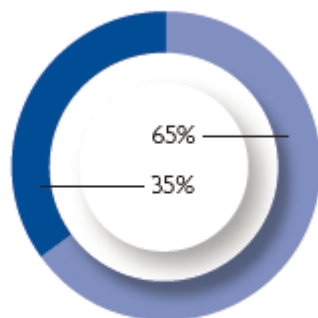
Portfolio Highlights (1/3)

“Diversified Portfolio – Greater Balance in Revenue and Profitability”

DEVELOPMENT PORTFOLIO IN SINGAPORE

PROPERTY VALUE – \$160.5M

BY STAGE

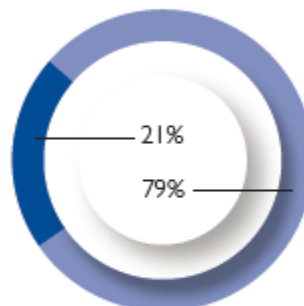


- Completed
- Under development

Property under development pertains to Kandis Residence.

NUMBER OF RESIDENTIAL UNITS – 790 UNITS

BY UNITS SOLD



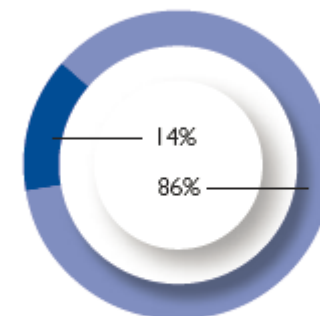
- Sold or booked
- Unsold

The unsold residential units include 130 units from Kandis Residence which have not been launched.

Excluding Kandis Residence, unsold units would have been 5%.

GROSS FLOOR AREA – 839,990 SQ. FT.

BY STAGE



- Completed
- Under development

Property under development pertains to Kandis Residence.

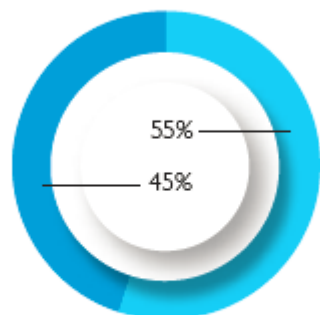


Portfolio Highlights (2/3)

INVESTMENT PORTFOLIO IN SINGAPORE & CHINA

PROPERTY VALUE – \$881.3M

BY STAGE

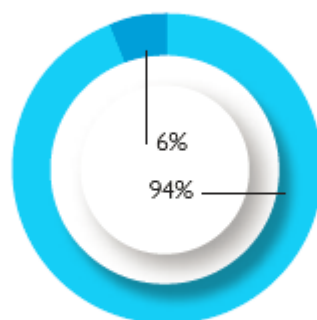


- Completed
- Under development

Under development property pertains to Robinson Tower Redevelopment.

PROPERTY VALUE – \$881.3M

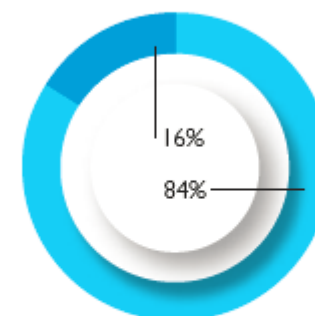
BY STAGE



- Commercial
- Industrial

ESTIMATED LETTABLE/STRATA AREA – 461,290 SQ. FT.

BY TYPE



- Commercial
- Industrial

Commercial buildings include estimated lettable area of Robinson Tower Redevelopment upon completion.

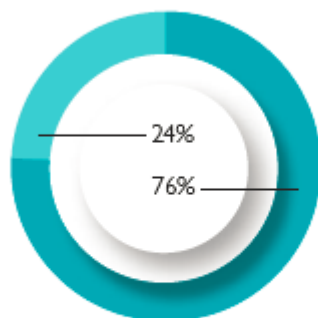


Portfolio Highlights (3/3)

HOTEL PORTFOLIO (INCLUDING RELATED COMMERCIAL SPACE)

PROPERTY VALUE – A\$613.1M

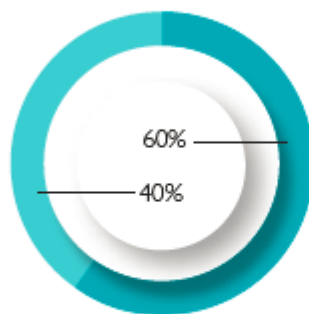
BY LOCATION



■ Melbourne
■ Perth

NUMBER OF HOTEL ROOMS –
917 ROOMS

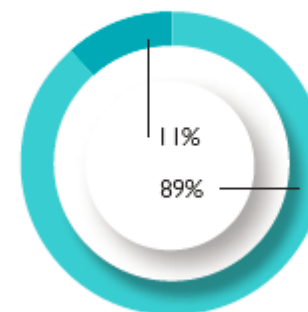
BY LOCATION



■ Melbourne
■ Perth

COMMERCIAL SPACE BY
LETTABLE AREA – 284,590 SQ. FT.

BY LOCATION



■ Melbourne
■ Perth

Note: Investment properties held by GHG is excluded and presented under "Hotel Portfolio" as an integral part of hotel property



Development Properties - completed



Seletar Park Residence

- 276-unit condominium development, located within the established Seletar Hills private estate
- 273 units had been sold as at end-March 2017



Cluny Park Residence

- 52-unit freehold luxurious residential along Cluny Park Road
- 36 units had been sold or booked as at end-March 2017

Sennett Residence

- 332-unit residential development & 3 shop units, located next to the Potong Pasir MRT station & overlooks the landed Sennett estate
- 320 units had been sold as at end-March 2017



Investment Properties



Robinson Point

- A 21-storey freehold office building at 39 Robinson Road, in the heart of Singapore CBD
- Net lettable area: 134,320 sq. ft. including 3 retail units on the ground floor & 57 car park bays located at Level 3-5

Robinson Tower Redevelopment

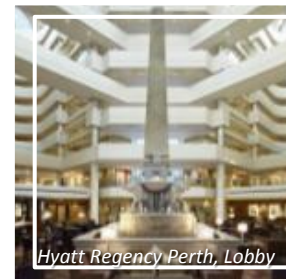
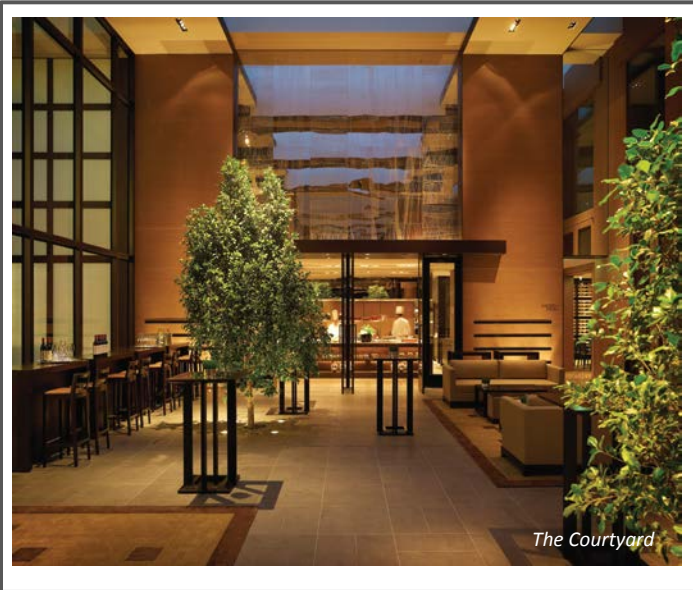
- Proposed 28-storey commercial building comprising office tower, retail podium, sky terrace and an underground mechanised carpark
- Feature high-ceiling office space, retail podium, F&B space, urban windows revealing interior functions to the street
- Planned GFA 259,260 sq. ft. (including GM GFA); Total lettable area of 194,380 sq. ft.
- Expected TOP in 2018



Artist's Impression

Overseas Projects/Properties

“We had full ownership of GHG as from December 2014, thus adding breadth to our asset base, revenue and earnings.”





New Project – Jalan Kandis Site, Singapore

- The Group won the bidding for a plot of land, to be known as “Kandis Residence” in April 2016
- The 99-year leasehold land is located within a tranquil landed housing estate with proximity to Sembawang Park and amenities
- About 130 one- to three-bedrooms units spread over three- and seven-storey buildings with full condominium facilities
- The Group intends to launch in third quarter of 2017



Land Parcel

(Source: OneMap)



TUAN SING HOLDINGS LIMITED

Creating A Clear Distinction

Going Forward



Business Philosophy as Our Guiding Principles



Growing sustainable PROFIT

We secure sustainable growth and performance through maintaining a high standard of corporate governance and strengthening risk-centric culture.

Caring for PEOPLE

We are committed to nurturing and developing our employees through continuous training and development.



Nurturing our PLANET

We feel privileged to give back to community and society. We cultivate a green mind set among our employees and encourage them to volunteer for charitable causes.



Creating Sustainable Value for All Stakeholders

Stakeholders

Business Philosophy

How do we create value

TO OUR INVESTORS



We deliver shareholders' long-term & sustainable returns

- Maintaining profitability with reduced volatility
- Appropriate use of capital leverage to enhance shareholders' returns
- Good corporate governance and sound risks management

TO OUR EMPLOYEES



We offer ample opportunities to develop employees' potential while taking care of their well-being and work-family balance

- Career growth and rotation where appropriate
- Competitive compensation and rewarding opportunities
- Safe working environment

TO OUR CUSTOMERS



We create customer value and pleasant experience

- Innovative and quality products but competitive pricing
- Sustainable products and focus on development of green buildings
- Quality customer service, including service reliability and product knowledge

TO OUR BUSINESS PARTNERS



We treat our partners fairly and as equal partners

- Upholding the principles of ethical and fair trading
- Proactive engagement for mutual benefits
- Strong and long-term relationships

TO OUR COMMUNITY



We care for and contribute to the economic, environmental and social development of the communities

- Striking a balance between economic objectives and environmental sustainability
- Continual improvement on environmental, health and safety practices
- Economic and social contributions, including jobs, local procurement, taxes and communities engagement



Going forward and prospects

- The Group had completed its three residential developments and planned to dispose the remaining units in the coming months
- Kandis Residence, 99-year leasehold residential land, is scheduled to be launched in third quarter of 2017
- Robinson Point has been fully leased under various leases terms until years 2017/18; Robinson Tower redevelopment is progressing well with expected completion before the end of 2018
- Hotels Investment is expected to continue to perform satisfactorily
- The Group will continue to seek well-located sites for residential and/or commercial developments. The Group will also look for suitable investment properties that generate stable income
- Barring unforeseen circumstances, the Group is optimistic of achieving a satisfactory operational performance for the year 2017





Strategic Review

- Continue to expand property-related businesses to spearhead future growth
- Enhance diversified property portfolio to achieve a balanced revenue profile
- Seek good sites for residential, commercial and mixed development in Singapore and overseas
- The Group will explore an exercise which may lead to our disposal of all non-core businesses and assets; Rationalise non-property businesses to provide long-term value



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Upcoming Projects and Future Plans



Upcoming Project Launch: Kandis Residence

- Tendered and awarded by URA in April 2016 under GLS programme.
- 99-year leasehold land of about 75,838 sq ft located in the northern region of Singapore, an established private residential estate near Sembawang Park.
- Proposed 3 to 7-storey residential development with 130 apartments ranging from 1 to 3 bedrooms.
- Minutes walk to the scenic and tranquil Sembawang Park, tucked away from the hustle and bustle of the city. Together with a beautiful beach front and a stunning view of the Johor Straits, it is a great gathering place for the family and friends.
- Target project launch in 3Q2017



Artist's Perspectives





Latest Acquisition: 1 Jalan Remaja

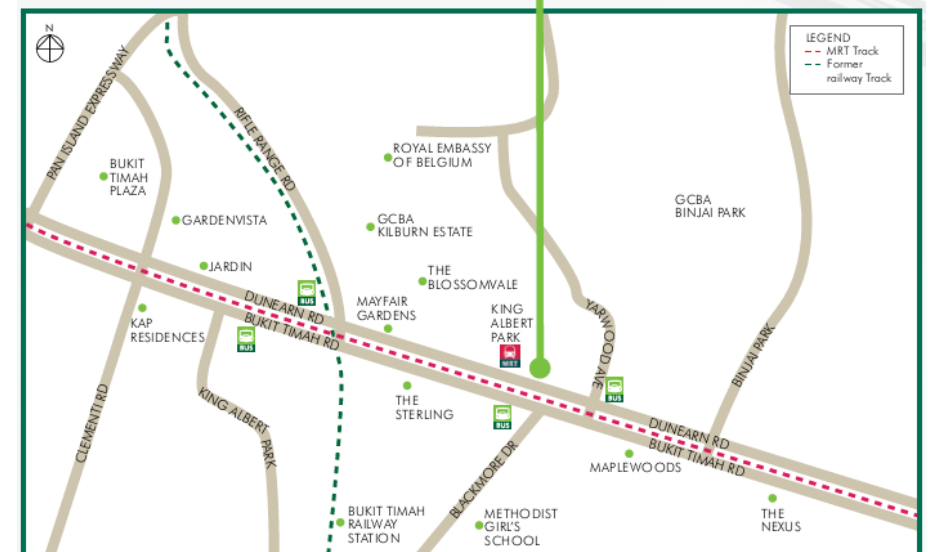
- Successful acquisition of 1 Jalan Remaja site in April 2017.
- 1 Jalan Remaja is located at Hillview, a private residential enclave. The site is within walking distance to Hillview MRT Station.
- Hillview is naturally endowed with lush greenery surrounded by the woodlands of Bukit Timah Nature Reserve, Bukit Batok Nature Park and Bukit Gombak “Little Guilin”.
- The freehold residential site has a land area of 4,046.6 sqm (43,557 sq ft) and permissible gross floor area of 7,769.5 sqm (83,630 sq ft).
- The plan is to develop approximately 100 exclusive condominium apartments
- Target project launch in 2Q2018





Latest Acquisition: Sime Darby Centre

- Successful acquisition of Sime Darby Centre at 896 Dunearn Road in April 2017.
- The property sits on a part freehold and part 999 years leasehold, located in the prime Bukit Timah district.
- Sited adjacent to King Albert Park MRT Station and near reputable education institutions.
- The commercial zoned property has a land area of 13,088.8 sqm (140,886 sqft) and a permissible gross floor area of 23,559.8 sqm (253,595 sqft).
- The property currently achieves 96% occupancy over a net lettable area of approximately 18,832 sqm (202,712 sqft).
- There is a significant potential to reposition the property into a hub of activities that can serve the needs of the vast residential community in the vicinity.





Future Development Plan: Vacant Plots at Perth Hyatt Regency

- The 2.5ha site is inclusive of 2 vacant plots, office and retail plaza and the hotel over looking the famous Swan River.
- We intend to reposition and enhance the office and retail plaza through refurbishment and an increase in the retail space.
- The asset enhancement initiative involves the overall master-planning of the entire site for office towers, F&B services, hotel and service apartments.
- Development Application for Phase 1 has been submitted to the City of Perth Council in Mar 2017. A presentation to the Design Advisory Committee has also been made in Apr 2017.



(Source: Google Map)



Stunning view of Swan River and Perth CBD to the West



Panoramic view of the vast land, Midgegoroo and Helena National Park to the East





Phase 1: External Enhancement



Façade enhancement and street activation



Phase 1: Internal Enhancement





Thank You

For further information, please contact:

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