

Creating Productive Environments, Generating Values



FY2016 RESULTS PRESENTATION

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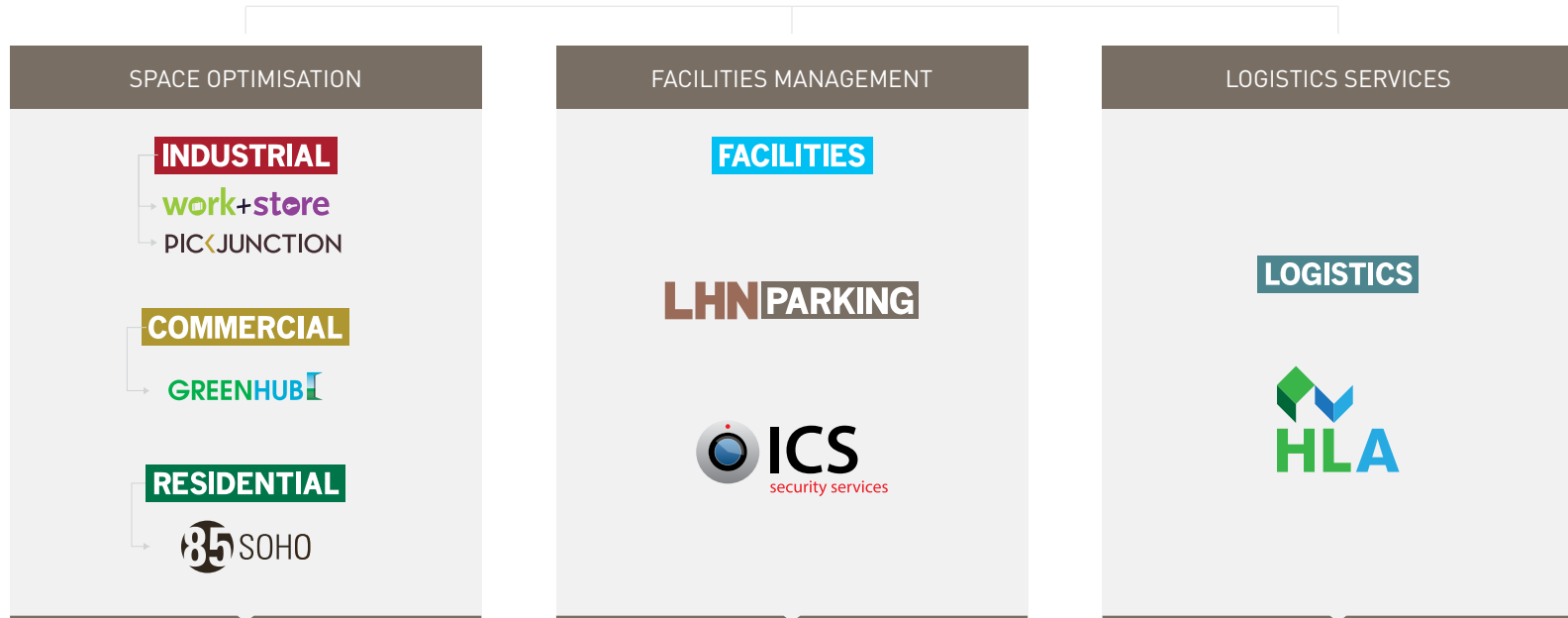
ABOUT LHN GROUP



[View this video on Youtube](#)

GROUP STRUCTURE

LHN GROUP SPACE OPTIMISED

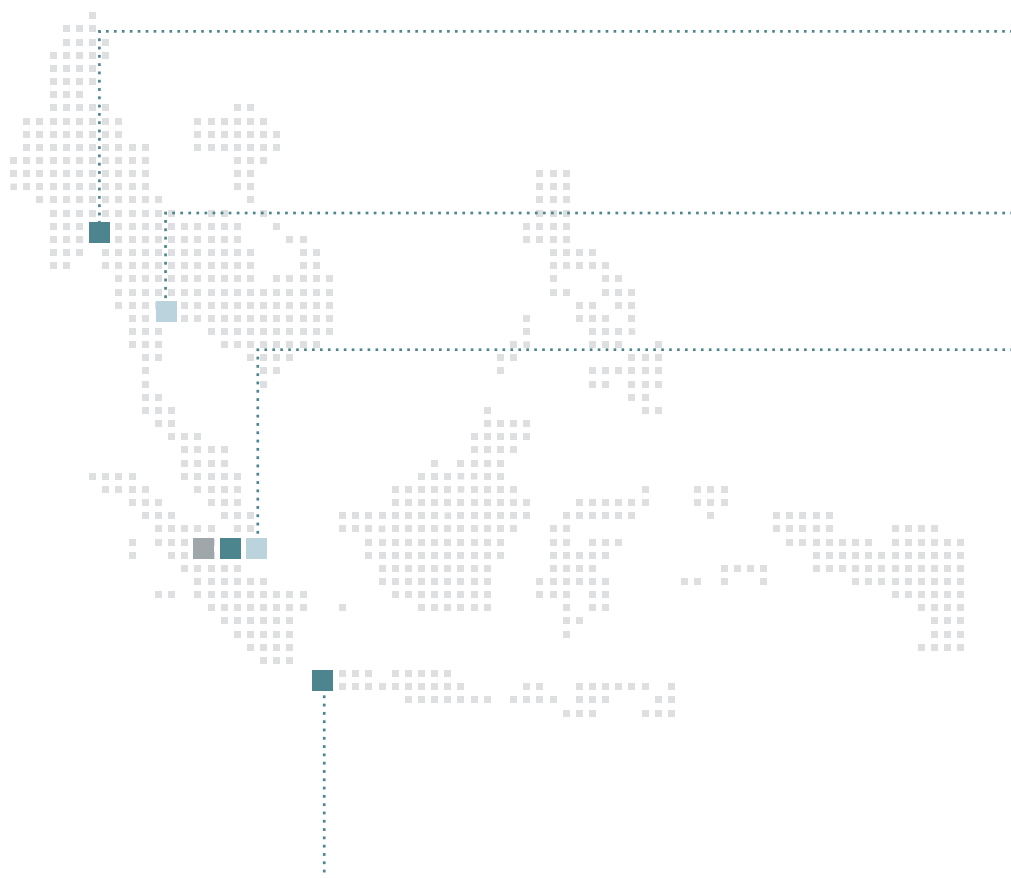


- Redesign unused, old and under-utilised spaces to maximise their leasable area.
- Provide value-added services including marketing, subleasing and management of the converted properties to provide our customers a safe and conducive environment.

- 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 40 prime movers, 15 road tankers and over 120 trailers.

GROWING PRESENCE IN ASEAN



YANGON, MYANMAR

- GreenHub branded SOHO-style Serviced Residence.

LAEM CHABANG, THAILAND

- Container depot able to handle 7,000 TEUS.

SINGAPORE

- Regional HQ
- 34 commercial, industrial and residential properties, including 3 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.
- Transportation services business.

JAKARTA, INDONESIA

- 2 GreenHub branded Suited Offices

QUALITY ASSETS DRAW LOYAL CUSTOMERS

	As at 30 Sep 2016
Total NLA (sqft)	4.3M+
Total number of customers	1200+
Average % of repeated tenancy for FY2016:	67%

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**LHN
GROUP**
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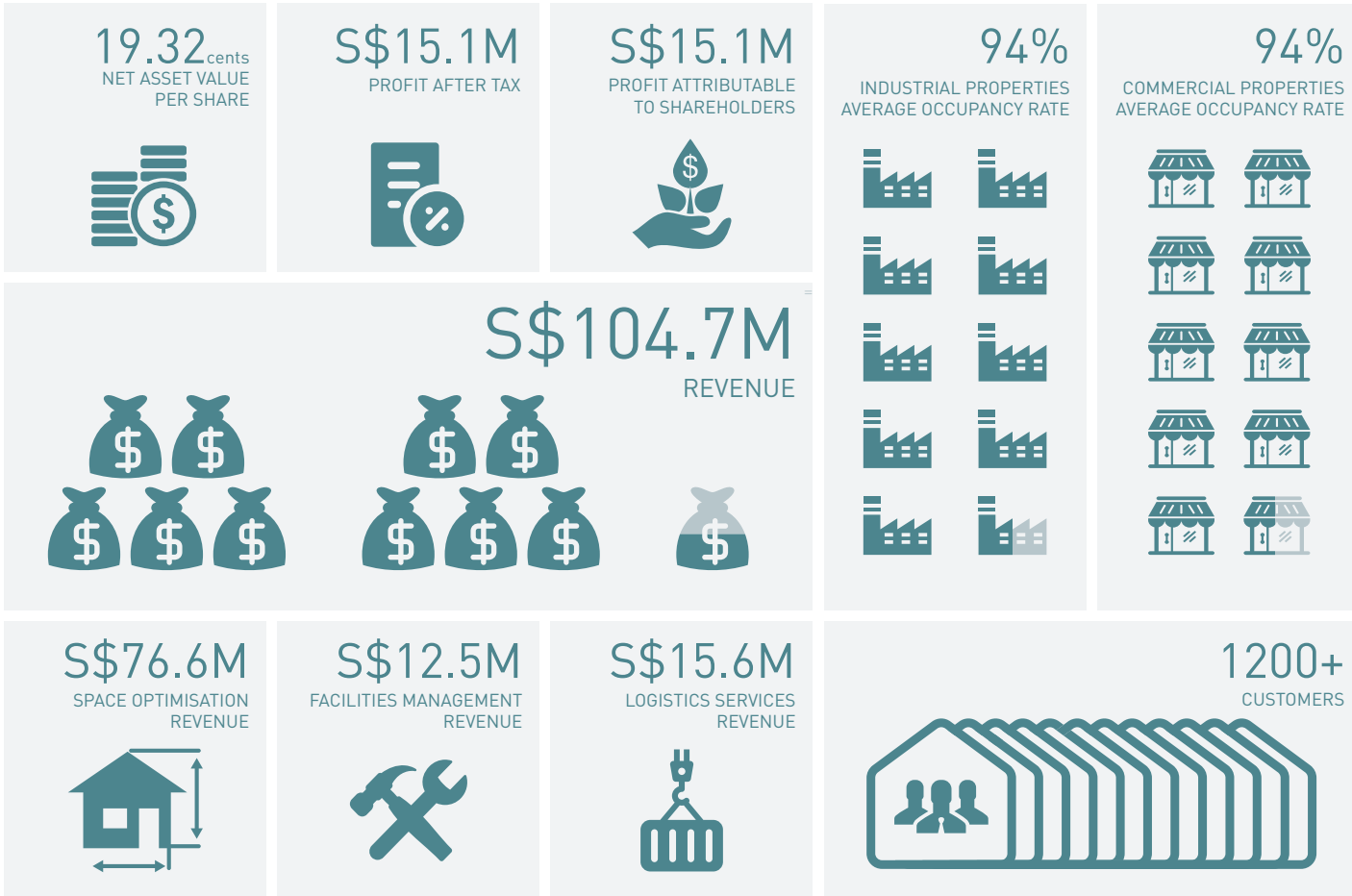
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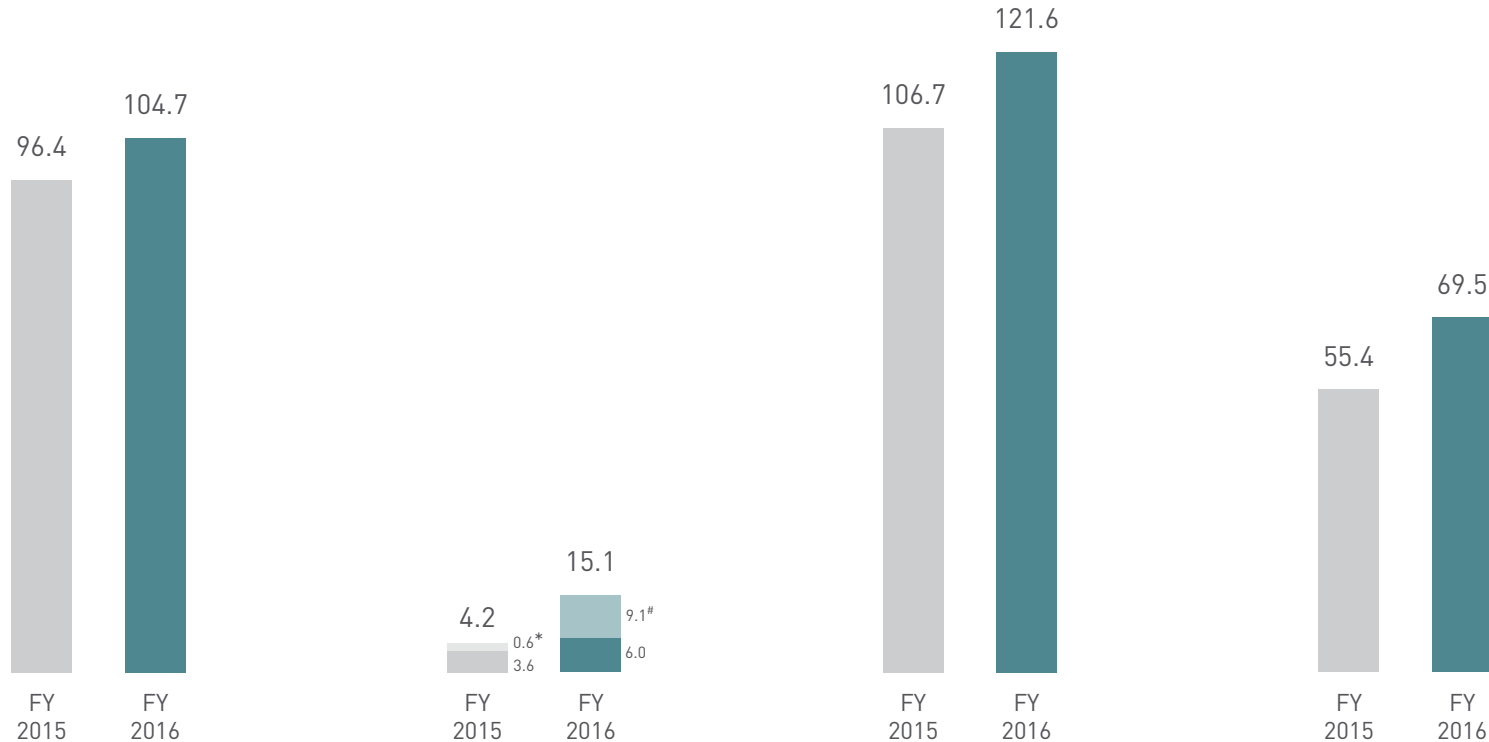
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LHN
GROUP
SPACE OPTIMISED



FINANCIAL PERFORMANCE



REVENUE (S\$'M)

▲ 8.6%

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

▲ 257.4%

TOTAL ASSETS (S\$'M)

▲ 14.0%

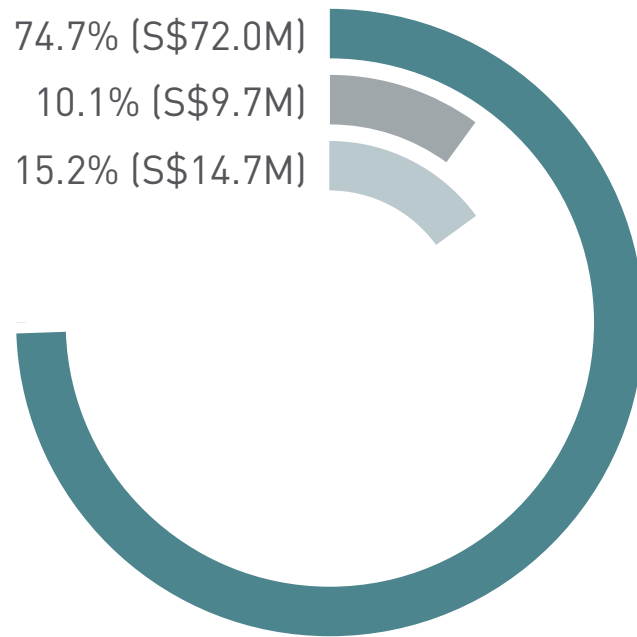
NET ASSETS (S\$'M)

▲ 25.5%

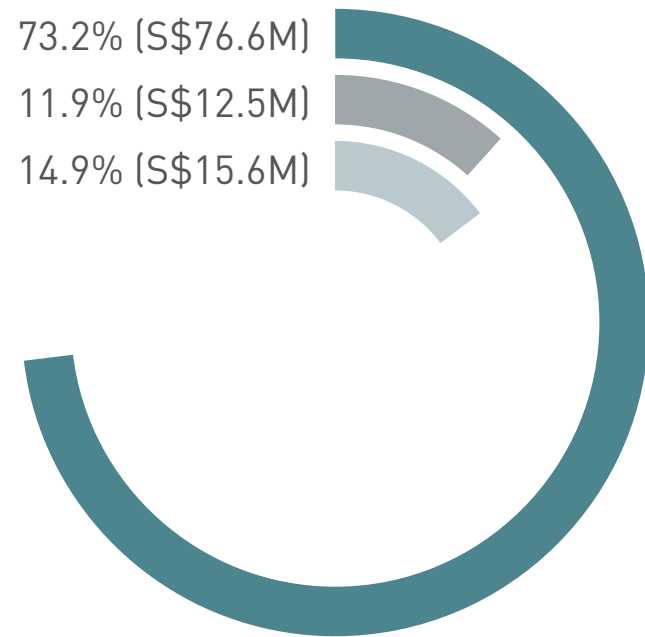
* Refers to fair value gain on investment properties of the Group.

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



FY2015



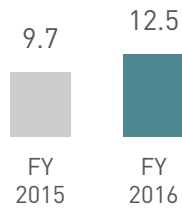
FY2016

GROUP REVENUE BY SEGMENTS



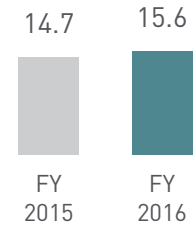
SPACE OPTIMISATION (S\$'M)

▲ 6.4%



FACILITIES MANAGEMENT (S\$'M)

▲ 28.9%



LOGISTICS SERVICES (S\$'M)

▲ 6.1%

SPACE OPTIMISATION REVENUE

INDUSTRIAL PROPERTIES: ▲13.3%

FY2016  S\$52.0M

FY2015  S\$45.9M

- Higher rental income from new master leases
- Average occupancy in FY2016: 94%

COMMERCIAL PROPERTIES: ▲0.9%

FY2016  S\$23.7M

FY2015  S\$23.5M

- Increase in rental income from our Indonesia office
- Average occupancy in FY2016: 94%

RESIDENTIAL PROPERTIES: ▼65.4%

FY2016  S\$0.9M

FY2015  S\$2.6M

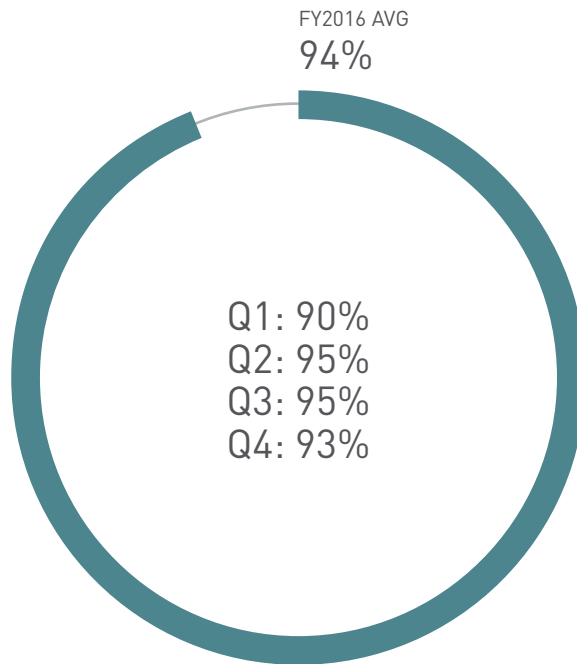
- Expiry of a managing agent contract in October 2015



SPACE OPTIMISATION (\$'M)

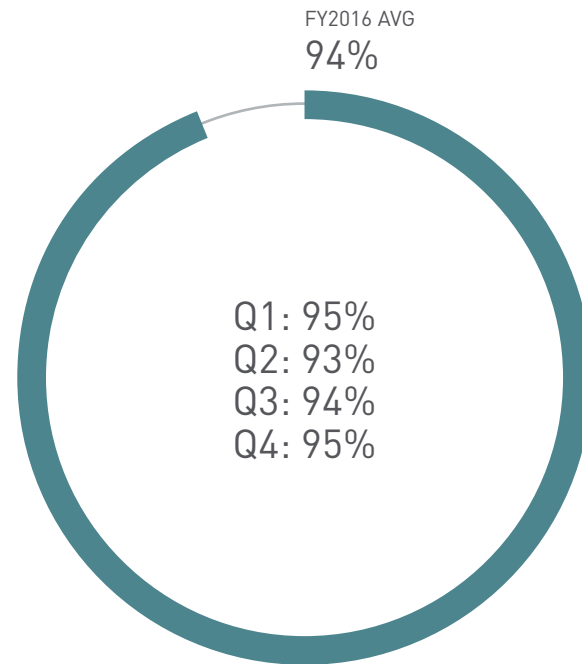
▲ 6.4%

AVERAGE OCCUPANCY RATE



INDUSTRIAL PROPERTIES

Remaining Vacant Space for
Lease as at 30 Sep 2016:
344,270 sqft



COMMERCIAL PROPERTIES

Remaining Vacant Space for
Lease as at 30 Sep 2016:
28,823 sqft

FACILITIES MANAGEMENT REVENUE

REVENUE: ▲ 28.9%

- Increase in security services
- Increase in car park management services from both existing and new car parks managed by the Group



FACILITIES MANAGEMENT (S\$'M)

▲ 28.9%

LOGISTICS SERVICES REVENUE

REVENUE: ▲6.1%

- Increase in revenue from our container depot business



LOGISTICS SERVICES (\$'M)

▲6.1%

KEY FINANCIAL RATIOS

	As at 30 Sep 2016	As at 30 Sep 2015	Change (%)
Cash and fixed deposits (S\$'M)	25.6	30.3	(15.5)
Total assets (S\$'M)	121.6	106.7	14.0
Total equity (S\$'M)	69.4	55.3	25.5
Current ratio (times)	1.6	1.6	-
Net asset value per share (S'pore cents) ⁽¹⁾	19.32	15.33	26.0
Return on equity (%)	21.8	7.3	14.5 ppt
Earnings per share (S'pore cents) ⁽²⁾	4.18	1.34	211.9

(1) Based on the total issued number of ordinary shares (excluding treasury shares) of 360,004,200 and 361,524,300 as at 30 Sep 2016 and 30 Sep 2015 respectively.

(2) Based on the weighted average number of ordinary shares in issue of 361,334,660 and 316,019,763 for the full year ended 30 Sep 2016 and 30 Sep 2015 respectively.

ppt denotes percentage points.

DIVIDEND FOR FY2016

- Proposed final dividend for FY2016:
0.45 Singapore cents per ordinary share
- Total dividend for FY2016:
0.65 Singapore cents per ordinary share
(including interim dividend of 0.20
Singapore cents per ordinary share)
- Dividend payout ratio:
approximately 39% (excluding fair value
adjustments)



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ACQUISITION OF FOUR STAR INDUSTRIES

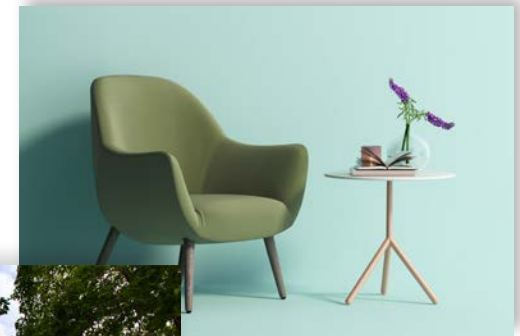
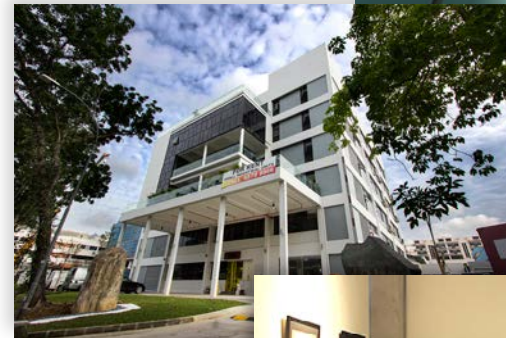
- Four Star is engaged in the business of manufacture and wholesale trade of mattresses and related furniture products
- The company comes with a leasehold 6-storey property at 44 Kallang Place, with 17 years remaining on its lease
- The Group expects to employ its space optimisation expertise on the furniture business and property



NEW SPACE CONCEPT

PICKJUNCTION

- PickJunction-a new home furnishings related space concept that brings people closer to their local community of artisans, boutiques and studios.
- Comprises of 3 main features:
 1. a digital directory to tell the story of each independent business.
 2. an e-commerce component to showcase the product offerings of each business for purchase.
 3. an experimental centre for consumers to visit to have a touch and feel of the actual products.
- Current location in operation:
72 Eunos Avenue 7



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
- 2 locations currently undergoing renovation:
 - 100 Eunos Avenue 7, TOP expected in mid December 2016.
 - 38 Ang Mo Kio Industrial Park 2.



NEW SPACE CONCEPT LAUNCH

[View this video on Channel8](#)

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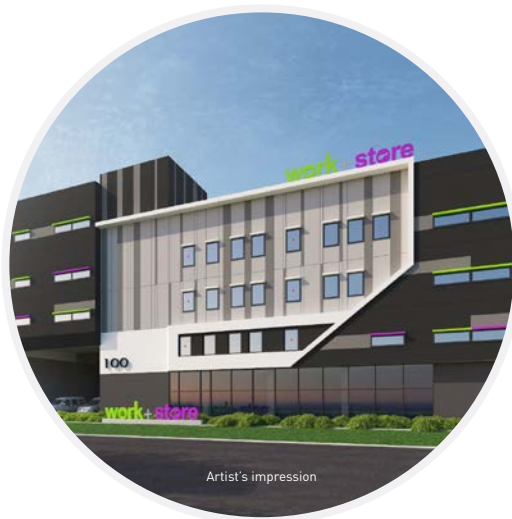
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FY2017 PIPELINE

1. The following developments are expected to come on stream and become operational in FY2017:



100 Eunos Avenue 7

- GFA after renovation approx 68,000 sqft



38 Ang Mo Kio Industrial Park 2

- GFA approx 327,000 sqft



44 Kallang Place

- GFA approx 123,000 sqft

FY2017 PIPELINE

2. Addition of 200 more GreenHub workstations in 2017 through:

- Expansion of GreenHub at Raeburn Park to be completed in mid-January 2017
- Opening of 4th GreenHub premium fitted office at Beach Road in February 2017
- Number of GreenHub workstations to cross 1,000 mark



3. The following properties have obtained master renewal upon their expiry for a period between 1 year to 3 years:

Industrial:

- 18 Penjuru Road
- 8 Jalan Papan
- 2 Soon Wing Road

Commercial:

- 1557 Keppel Road
- 215 Upper Bukit Timah Road

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THANK YOU

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