

Creating Productive Environments, Generating Values

4.0M+
SQFT MANAGED



1200+
CLIENTS



36
PROPERTIES

300+
STAFF



38
CAR PARK
LOCATIONS



ACTIVE IN
4
COUNTRIES

7000+
CAR PARK LOTS



1Q2017 RESULTS PRESENTATION

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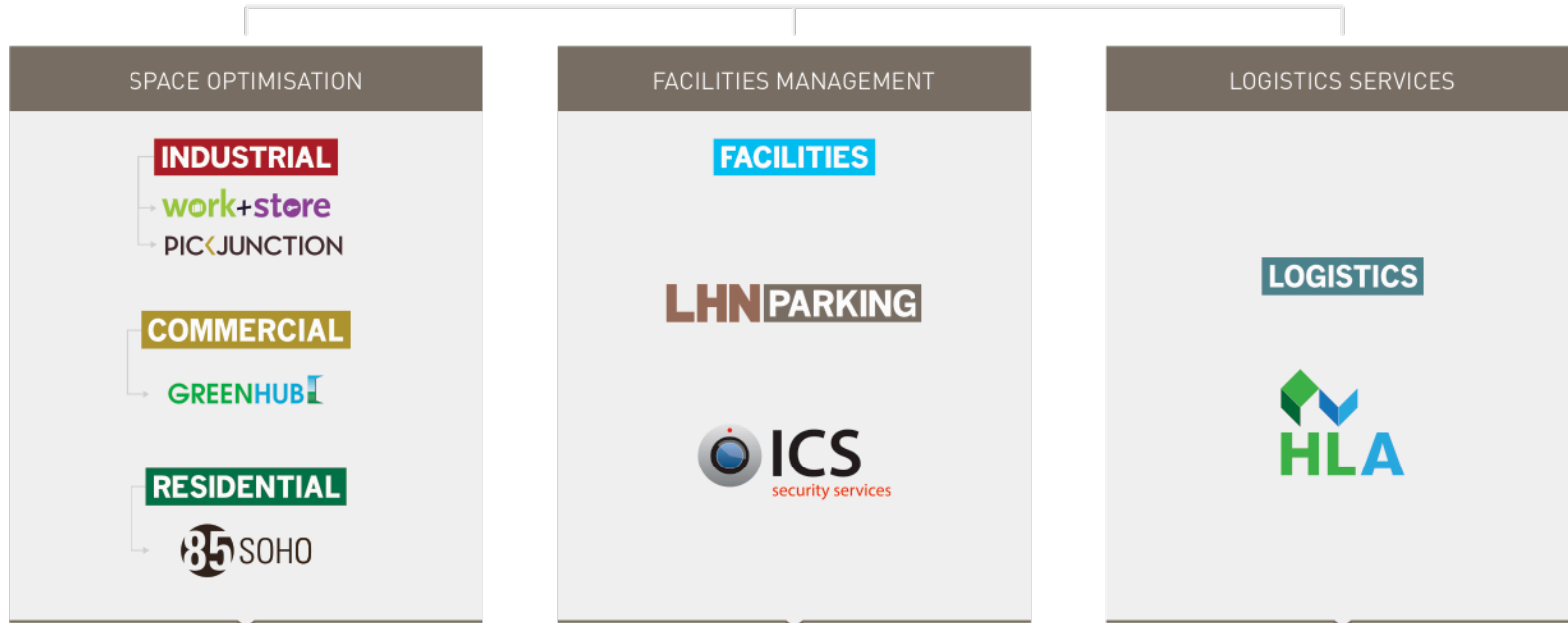
LOOKING FORWARD

Q&A



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 up to 7,000 TEUs

SINGAPORE (REGIONAL HQ)

- 33 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
- Transportation services business

JAKARTA, INDONESIA

- 2 GreenHub branded Suited Offices

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1Q2017 BUSINESS AT A GLANCE

20.69 cents
NET ASSET VALUE
PER SHARE



S\$5.0M
PROFIT AFTER TAX



S\$4.9M
PROFIT ATTRIBUTABLE TO
SHAREHOLDERS



89%

AVERAGE OCCUPANCY RATE
OF INDUSTRIAL PROPERTIES



92%

AVERAGE OCCUPANCY RATE
OF COMMERCIAL PROPERTIES



S\$26.4M
GROUP REVENUE



S\$17.2M
SPACE OPTIMISATION
REVENUE



S\$3.8M
FACILITIES MANAGEMENT
REVENUE



S\$5.4M
LOGISTICS SERVICES
REVENUE



1200+
CLIENTS



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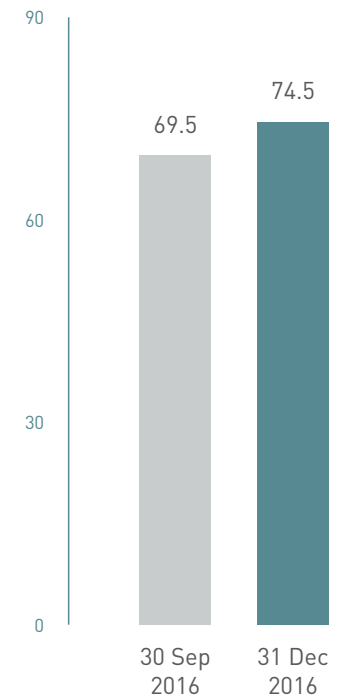
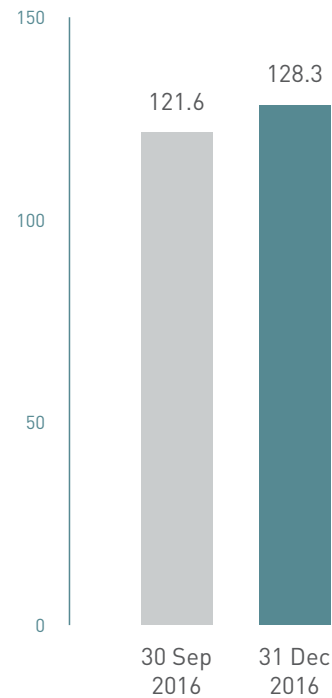
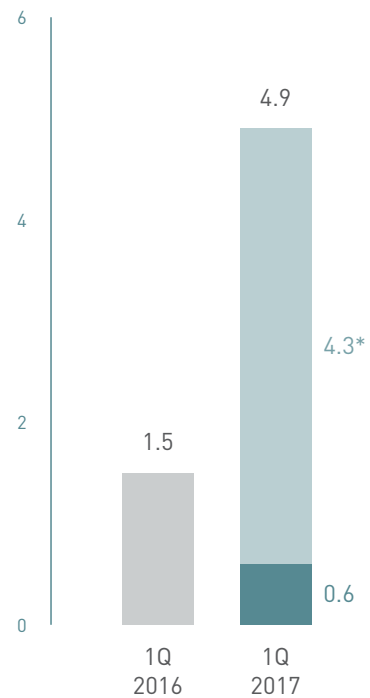
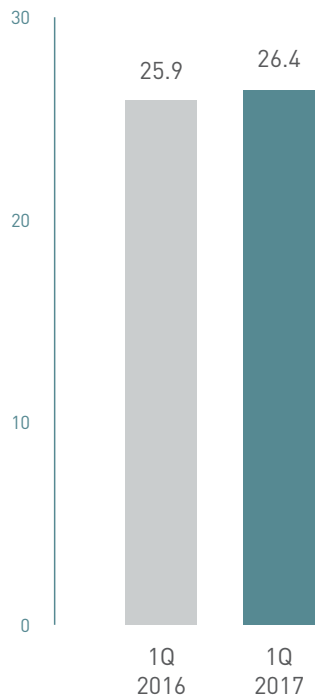
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FINANCIAL PERFORMANCE



REVENUE (S\$'M)

▲ 1.9%

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

▲ 218.4%

TOTAL ASSETS (S\$'M)

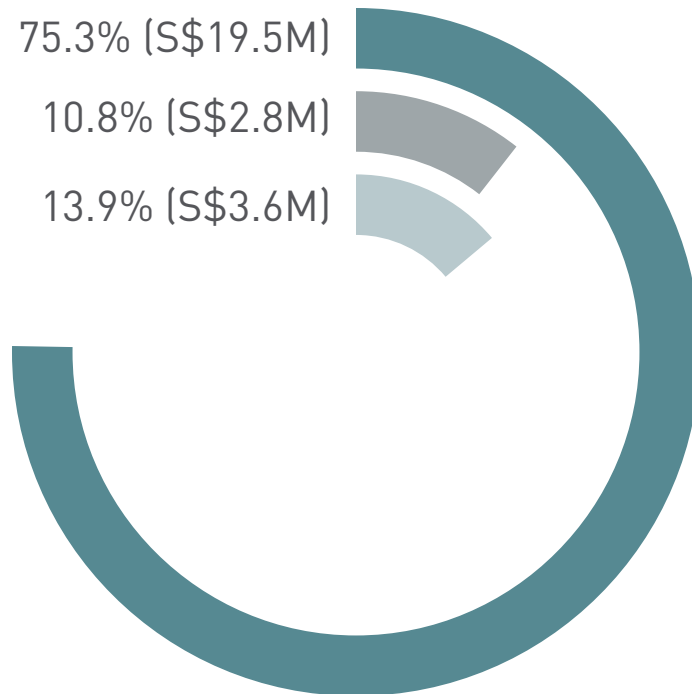
▲ 5.6%

NET ASSETS (S\$'M)

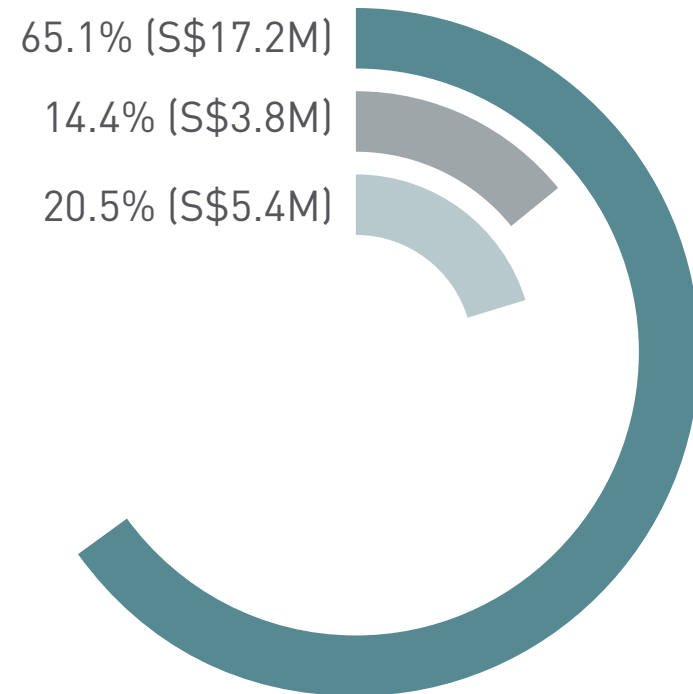
▲ 7.1%

*Refers to a non-recurring gain of approximately S\$4.3 million on acquisition of Four Star Industries Pte. Ltd.

GROUP REVENUE BY SEGMENTS

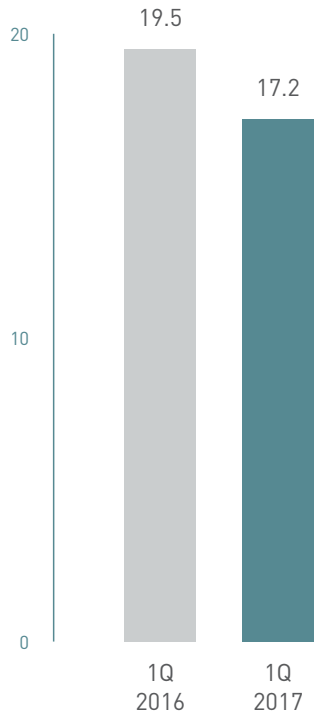


1Q2016



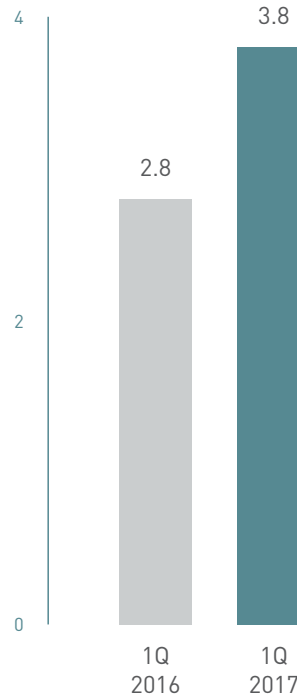
1Q2017

GROUP REVENUE BY SEGMENTS



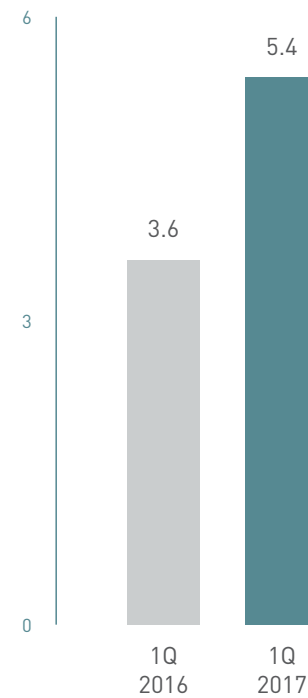
SPACE OPTIMISATION (\$'M)

▼ 11.8%



FACILITIES MANAGEMENT (\$'M)

▲ 35.7%

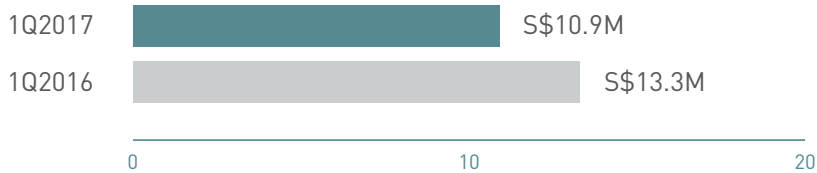


LOGISTICS SERVICES (\$'M)

▲ 50.0%

SPACE OPTIMISATION REVENUE

INDUSTRIAL PROPERTIES: ▼18.0%



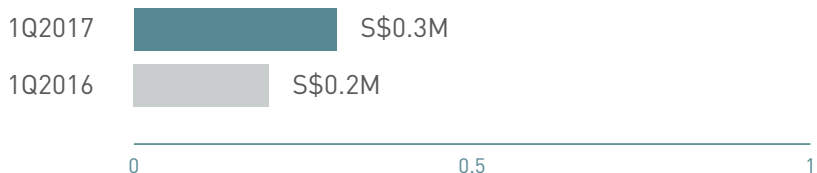
- Expiry of some head leases
- Movement of tenants arising from renewal of sub-leases
- Average occupancy in 1Q2017: 89%

COMMERCIAL PROPERTIES: REMAIN UNCHANGED

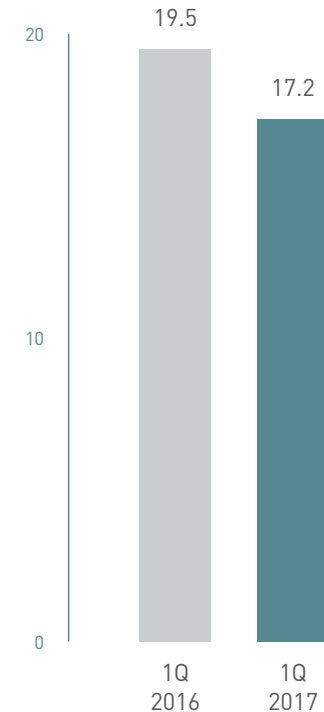


- Average occupancy in 1Q2017: 92%

RESIDENTIAL PROPERTIES: ▲50.0%



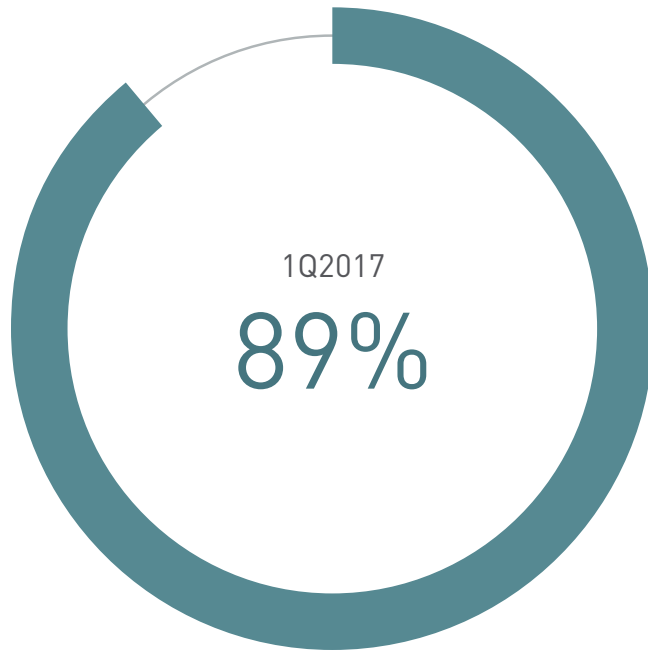
- Increase in rental income from our Residential Property in Myanmar



SPACE OPTIMISATION (S\$M)

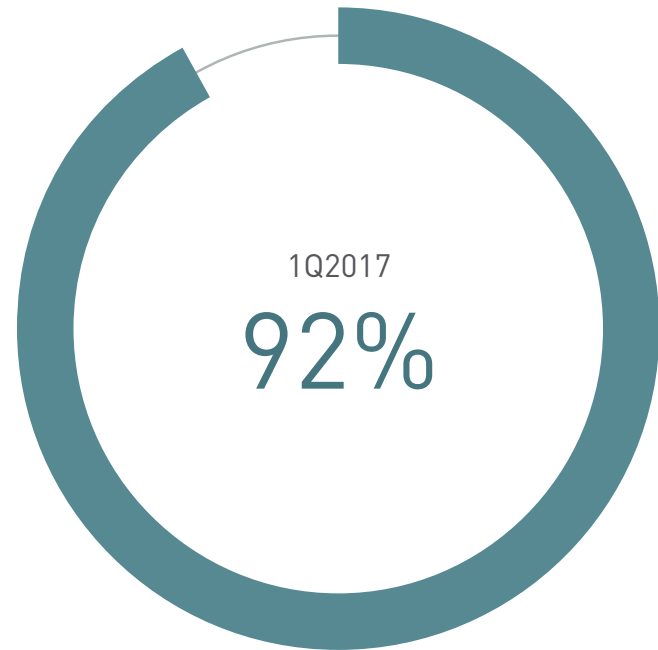
▼11.8%

AVERAGE OCCUPANCY RATE



INDUSTRIAL PROPERTIES

Remaining Vacant Space for Lease
As at 31 Dec 2016: approx 273,000 sqft# } ▼153,000 sqft
Current: approx 120,000 sqft#

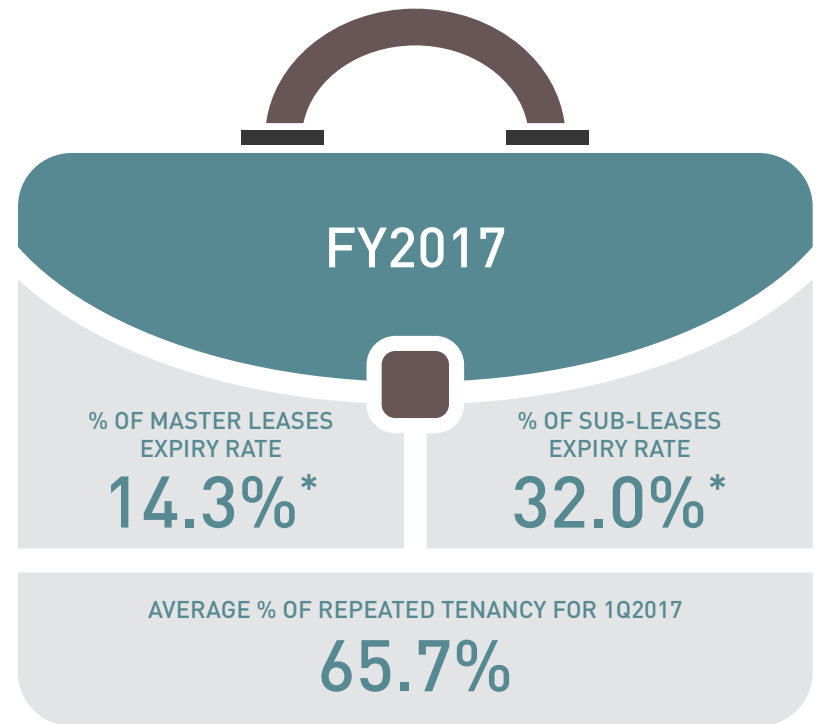
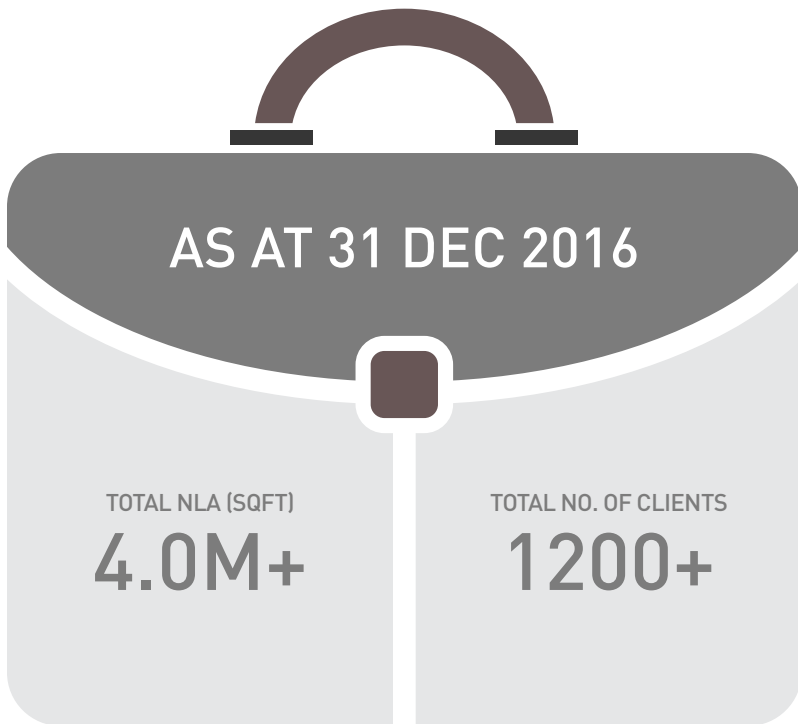


COMMERCIAL PROPERTIES

Remaining Vacant Space for Lease
As at 31 Dec 2016: approx 45,000 sqft } ▼17,000 sqft
Current: approx 28,000 sqft

Exclude 100 Eunus Avenue 7 and our Joint Venture Properties at 38 Ang Mo Kio Industrial Park 2 & 44 Kallang Place

LEASE PROFILE

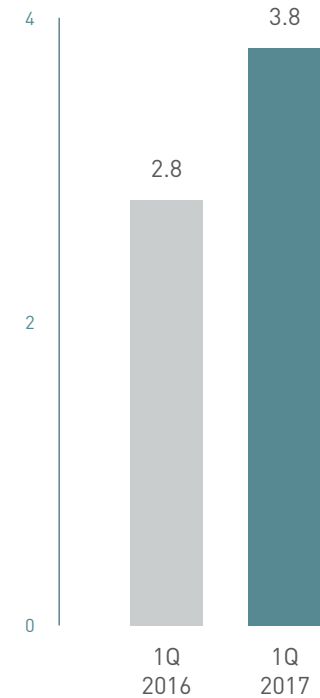


* Subjected to changes upon renewal of leases

FACILITIES MANAGEMENT REVENUE

REVENUE: ▲ 35.7%

- 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



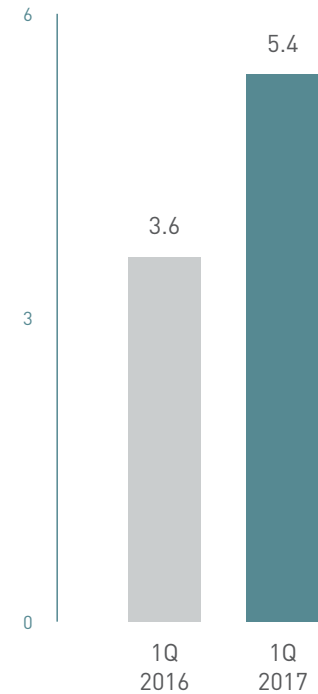
FACILITIES MANAGEMENT (S\$'M)

▲ 35.7%

LOGISTICS SERVICES REVENUE

REVENUE: ▲ 50.0%

- Increase in revenue mainly from our container depot business arising from more storage and repairs of leasing containers contributed by the slow down of shipments worldwide



LOGISTICS SERVICES (\$\$'M)

▲ 50.0%

KEY FINANCIAL RATIOS

	As at 31 Dec 2016	As at 30 Sep 2016	Change (%)
Cash and fixed deposits (S\$'M)	26.7	25.6	4.2
Total assets (S\$'M)	128.3	121.6	5.6
Total equity (S\$'M)	74.5	69.4	7.3
Current ratio (times)	1.5	1.6	(6.3)
Net asset value per share (S'pore cents) ⁽¹⁾	20.69	19.32	7.1

(1) Based on the total issued number of ordinary shares (excluding treasury shares) of 360,004,200 as at 31 Dec 2016 and 30 Sep 2016.

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SALE & LEASEBACK @ 72 EUNOS AVENUE 7



Entered into a put & call option agreement on the sale & leaseback of the property for a period of up to 10 years with HSBC Institutional Trust Services (Singapore) Limited (the “Trustee”) for a sale price of S\$20 million.

Upon completion, the Group will continue its existing operations in the property by entry into a lease agreement with the Trustee and entry into a service agreement for the Group to carry out lease management services.

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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 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 experiential centre for consumers to visit to have a touch and feel of the actual products.
- Current location in operation:
→ 72 Eunos Avenue 7
- New location under renovation:
→ 44 Kallang Place



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 upcoming locations:
 - 100 Eunos Avenue 7; and
 - 38 Ang Mo Kio Industrial Park 2.



FY2017 PIPELINE

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

A. Joint Venture Properties:



work+store

38 Ang Mo Kio Industrial Park 2

- GFA approx 319,000 sqft
- NLA approx 256,000 sqft
- Currently undergoing renovation with Phase 1 completed: 119,400 sqft
- Current occupancy rate: 37.1%



PICKJUNCTION

44 Kallang Place

- GFA approx 123,000 sqft
- NLA approx 99,000 sqft
- Currently undergoing renovation
- Manufacturing area: 41,000 sqft
- Current occupancy rate: 21.7%

B. Own Property:



work+store

100 Eunos Avenue 7

- GFA after renovation approx 68,000 sqft
- NLA approx 49,000 sqft
- Obtained TOP in mid January 2017
- Current occupancy rate: 2.6%

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

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



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THANK YOU

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