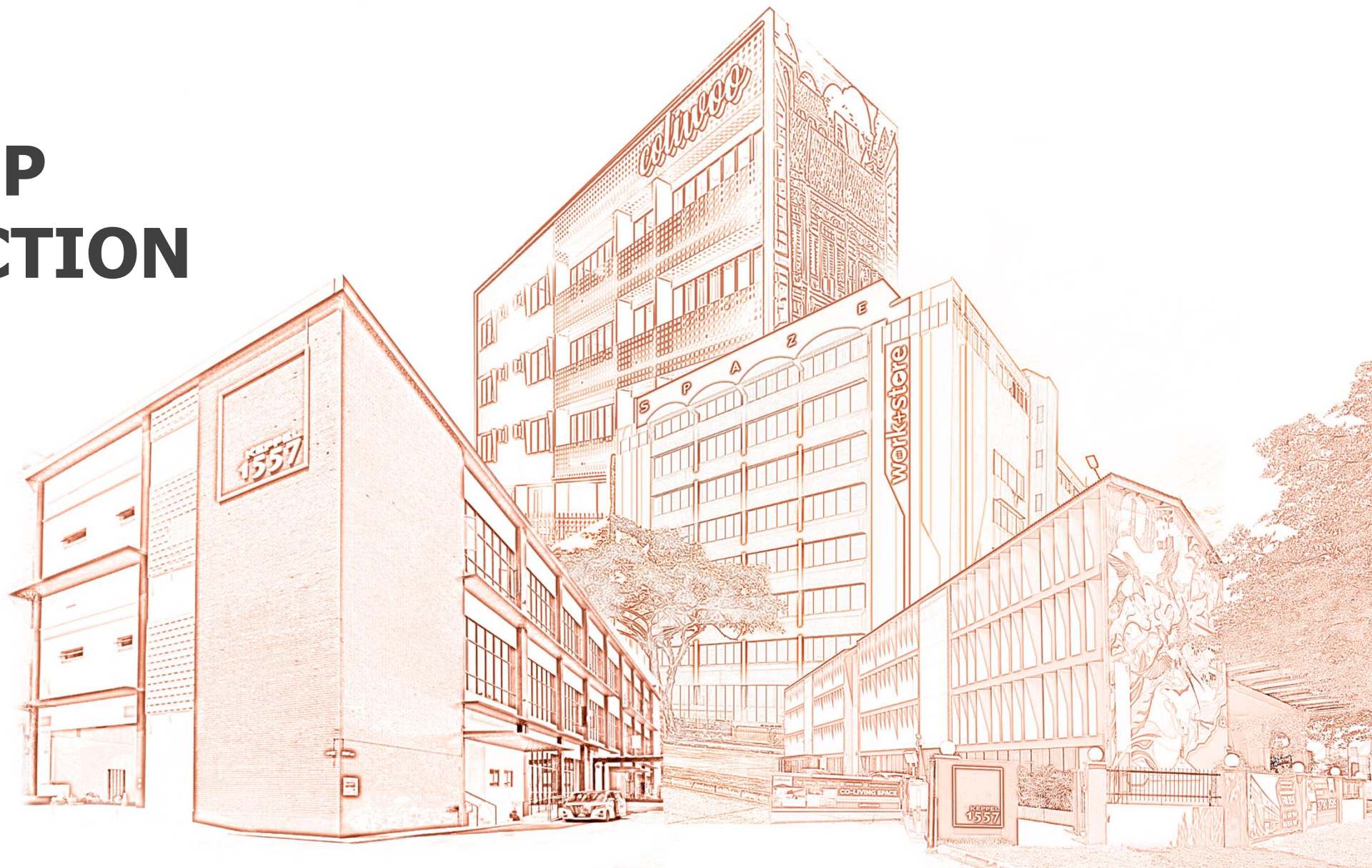


**LHN
GROUP**
SPACE OPTIMISED

LHN GROUP INTRODUCTION



IMPORTANT NOTE



This presentation should be read in conjunction with the Company's announcement dated 28 November 2022 for the unaudited results for the six months and full year ended 30 September 2022.

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Information disclosed in this presentation are derived from the publication of the Company, including announcements, interim reports, annual reports and circulars. Please refer to these documents, which are available on the Company's website at lhngroup.com, the SGX-ST website at sgx.com and The Stock Exchange of Hong Kong Limited website at www.hkexnews.hk, for the detailed information.

If you are in any doubt as to the action you should take, you should consult your legal, financial, tax or other professional adviser(s).



SPACE OPTIMISATION



FACILITIES MANAGEMENT



LOGISTICS SERVICES

LHN GROUP INTRODUCTION

CONTENT

- 1 About Us
- 2 Our Businesses
- 3 Environmental, Social and Corporate Governance (ESG)
- 4 Financial Performance
- 5 Q&A



ABOUT US

WE CREATE PRODUCTIVE ENVIRONMENTS

With an illustrious history dating back to 1991, LHN Limited is a real estate management services group that provides integrated real estate management offerings and services across ASEAN and China.

Our three business segments are Space Optimisation Business, Facilities Management Business and Logistics Services Business, contributing 38.1%, 37.5% and 24.4% respectively of our Group revenue for FY2022.



OUR BUSINESSES

 **SPACE OPTIMISATION**

Redesign unused, old and under-utilised spaces to maximise their leasable area and create productive environments for our space users.

 **FACILITIES MANAGEMENT**

Provide a full spectrum of integrated facilities management services, workers' dormitory management services, car park management services and renewable energy services to our clients.

 **LOGISTICS SERVICES**

Provide comprehensive logistics management services from transportation to container depot management to meet the needs of our clients.

What We Do

Subsidiaries

COMMERCIAL SPACE	 SUITED OFFICES FOR BORN GLOBAL FIRMS	CLEANING & RELATED SERVICES		TRANSPORTATION	
INDUSTRIAL SPACE		CAR PARK MANAGEMENT		CONTAINER DEPOT MANAGEMENT	
RESIDENTIAL SPACE	 	RENEWABLE ENERGY			

Countries where we operate

 Singapore	 Indonesia	 Myanmar	 Cambodia	 China	 Singapore	 Hong Kong SAR (China)	 Singapore	 Thailand	 Myanmar	 Malaysia
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SPACE OPTIMISATION

14 Owned Properties

7 Joint Venture Properties

24 Master Leased Properties

COMMERCIAL



INDUSTRIAL



RESIDENTIAL



- Manage a diversified portfolio of commercial spaces consisting of offices, serviced offices, sports & recreation centres, lifestyle hubs and food & beverages establishments

- 7** properties in Singapore
- 1** property in Indonesia



- 3** offices worldwide
- 17.7%** of FY2022 revenue

- Manage B1 and B2 business spaces, including self storage spaces, supporting companies engaging in light to medium industrial and e-commerce activities

- 18** properties in Singapore

work+store

- 8** Self Storage facilities in Singapore with close to 1,500 storage units
- 44.3%** of FY2022 revenue

- Manage white collar & student hostels, hotels, serviced apartments and co-living

colivoo

- 17** locations in Singapore with over 1,600 keys

85 SOHO

- 4** locations in Myanmar, Cambodia and China with close to 400 keys
- 38.0%** of FY2022 revenue



INDUSTRIAL SPACE CONCEPT

work+store

- Suit the needs of e-commerce businesses that require smaller functional storage spaces with fully integrated self-storage capacity
- Flexible unit sizes and lease period

Occupancy **95%**

*As of 30.9.22, excluding JV properties

8 Locations in Singapore

~650 Basic Storage

~750 Business Storage

~60 Locker Storage

OUR SERVICES



Basic Storage



Business Storage



Valet Storage



Warehouse Management

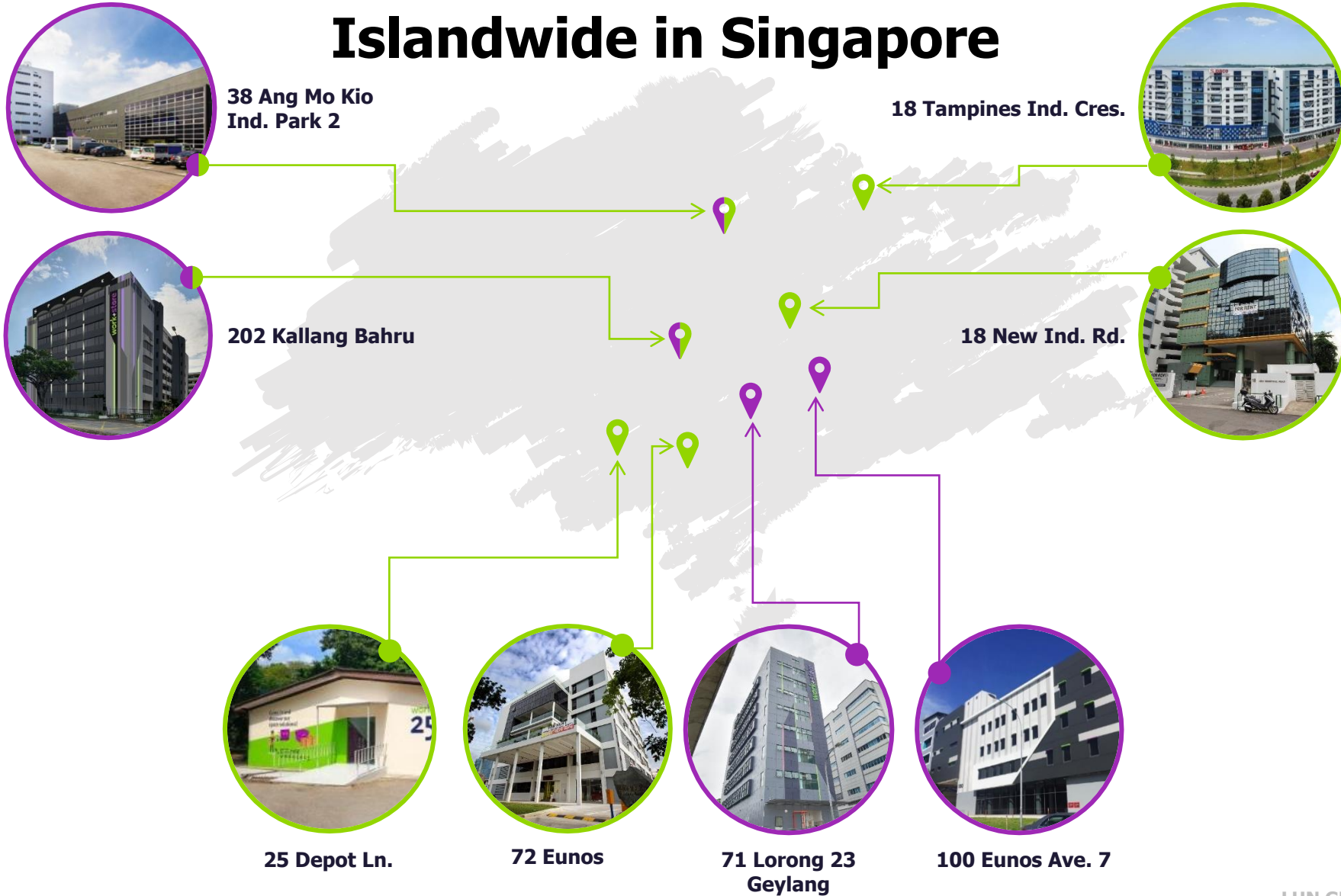


Our Growth Strategies:

- Target to open three more Work+Store facilities within next three years.

CURRENT PROJECTS

Our Current 8 Work+Store Facilities Islandwide in Singapore



-  *Owned Property*
-  *Joint Venture*
-  *Leased Property*

CO-LIVING AND SERVICED RESIDENCES

Urbanized living space concepts in strategic and tranquil locations that cater to the emerging needs of savvy locals, expats and young professionals, integrating aspects of work, life and play.

Table - No. of Keys by Projects



	Coliving – Singapore Projects		85 SOHO – Overseas Projects		Total
	Master Lease	Owned / Joint Venture	Master Lease	Owned / Joint Venture	
FY2022	811	204	117	108	1,240
FY2023*	1,327	262	275	108	1,972

* Include properties that are in FY2023 pipelines based on current projects secured.

Our Growth Strategies:

- To expand our current properties portfolio in Singapore through master leases and acquisition.
- Target to add at least 800 rooms every year for 3 years.

Our Current 17 Locations Islandwide in Singapore

 Self-operated under Coliwoo
 Sub-lease to operator



1

31 Boon Lay Dr.



2

1A Lutheran Rd.



3

471 Balestier Rd.



4

320 Balestier Rd.



5

Lavender Collection
(Upcoming, estimated 1HFY23)



6

115 Geylang Rd.



7

40-42 Amber Rd.



17

404 Pasir Panjang
(Upcoming, estimated 1HFY24)



16

48 Arab Street
(Upcoming, estimated 1HFY24)



15

52 Arab Street
(Upcoming, estimated 1HFY24)



14

150 Cantonment Rd.



13

10 Raeburn Park



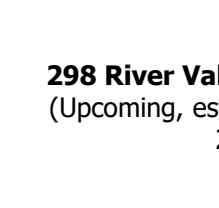
12

1557 Keppel Rd.



11

75 Beach Rd.



10

298 River Valley Rd.
(Upcoming, estimated 2HFY23)



9

450 & 452 Serangoon Rd.
(Upcoming, estimated 1HFY23)



8

2 Mount Elizabeth
(Upcoming, estimated 1HFY23)



9



UPCOMING PROJECTS IN FY2024



52 ARAB STREET



404 PASIR PANJANG



48 ARAB STREET

Type	A 5-storey intermediate conserved building	4-storey guest house and a basement carpark accommodating a total of 54 guestrooms.	A 4-storey intermediate terrace shophouse
Approx. GFA (sqft)	4,400	26,400	3,900
No. of Keys	12	54	12

FACILITIES MANAGEMENT

Consisting of full spectrum of integrated facilities management services, workers' dormitory management services, car park management and renewable energy, our suite of facility management offerings greatly complement one another, and in turn, strengthens the space optimisation unit, which gives it an edge over the market.



CLEANING AND RELATED SERVICES

- One-stop Facilities Management (FM) Services for properties we manage or for external clients and include workers' dormitory management services. With years of experience and expertise, our team of specialised FM personnel ensures properties are always in a good condition to provide productive and healthy environments for our space users to work and live in.

67
Customers

43
External Customers

24
Within the Group



CARPARK MANAGEMENT

- With the intelligent use of cutting-edge technology and fully equipped Operations Team, LHN Parking provides the most efficient and reliable parking management service to all our clients.

Managed
77 Carparks
75 (SG) | 2 (HK)

With over
20,000
Carpark lots

FACILITIES MANAGEMENT

A low carbon future is imminent. Our adaption strategies include continually expanding our renewable energy generation capacity through photovoltaic installation (PV) on suitable rooftop spaces atop our buildings, as well as installation of electric vehicle (EV) charging stations.



- Further advance our transition to a lower carbon future by having more solar panels installed at our sites. We currently have a portfolio of nine solar projects in Singapore
- Completed its first two client-facing PV projects at Kallang Place and Loyang Way with capacity of more than 426 kilowatts at peak performance (kWp)
- Continue upgrading the Group's internal renewable energy network
- Provision of Electric Vehicle (EV) charging stations at 8 carpark locations across the island.



LOGISTICS SERVICES

The logistics management business unit includes transportation in Singapore and Malaysia and container depot services in Singapore, Thailand and Myanmar. On 29 April 2022, the Group has successfully spin-off its Logistics Services Business with LHN Logistics Limited shares (SGX stock Code: GIH) being listed and commenced trading on the Catalist Board of the SGX-ST on the same day.



LHN GROUP
LOGISTICS

TRANSPORTATION

- We offer a wide range of services, from bulk transportation of chemicals in ISO Tanks, containers and Flexitanks, oversized project cargo transportation to transit yard provision.



Singapore



Malaysia

70+ Prime Movers

360+ Trailers

Our Growth Strategies:

- Setting up the ISO tank depot and self-use logistics vehicle parking yard at 7 Gul Avenue to expand the range of chemical logistics services such as ISO Tank washing and repair services, and storage of Dangerous Goods to our customers.

Information as at 30.9.22



LOGISTICS SERVICES



LOGISTICS SERVICES



CONTAINER DEPOT SERVICES

- Our Container Depot Services Division provides a wide range of container depot services for major shipping lines and container leasing companies. We provide our customers fast turnaround for their containers with the support of our experienced workforce and advanced automated technologies.

Up to

19,000

TEUs
in Thailand

Up to

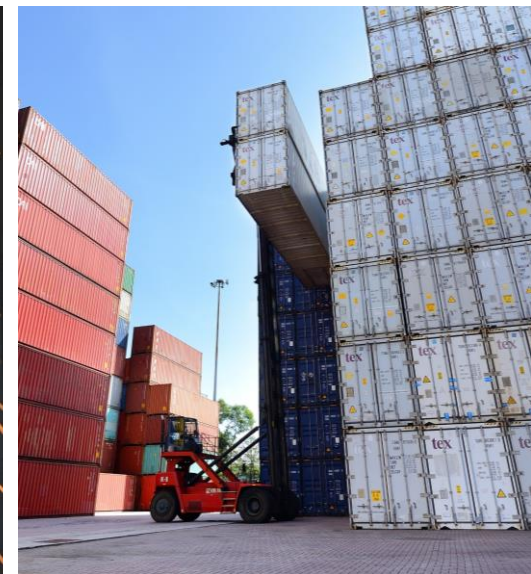
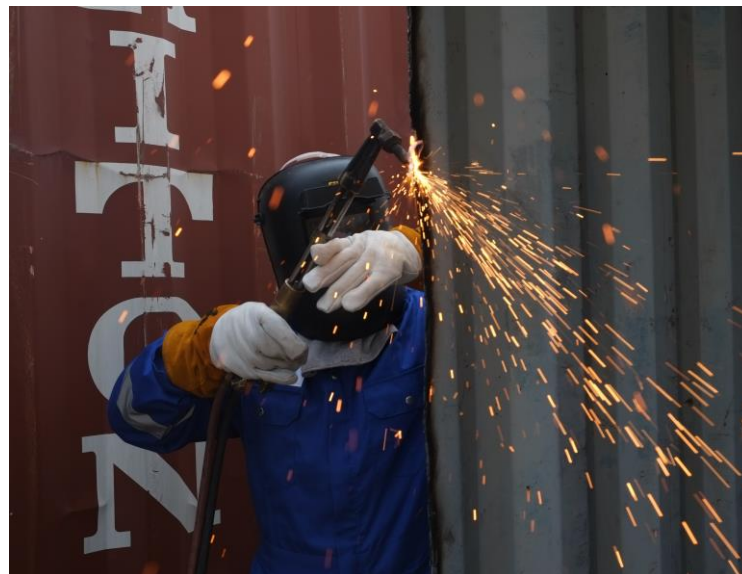
4,000

TEUs
in Myanmar

Up to

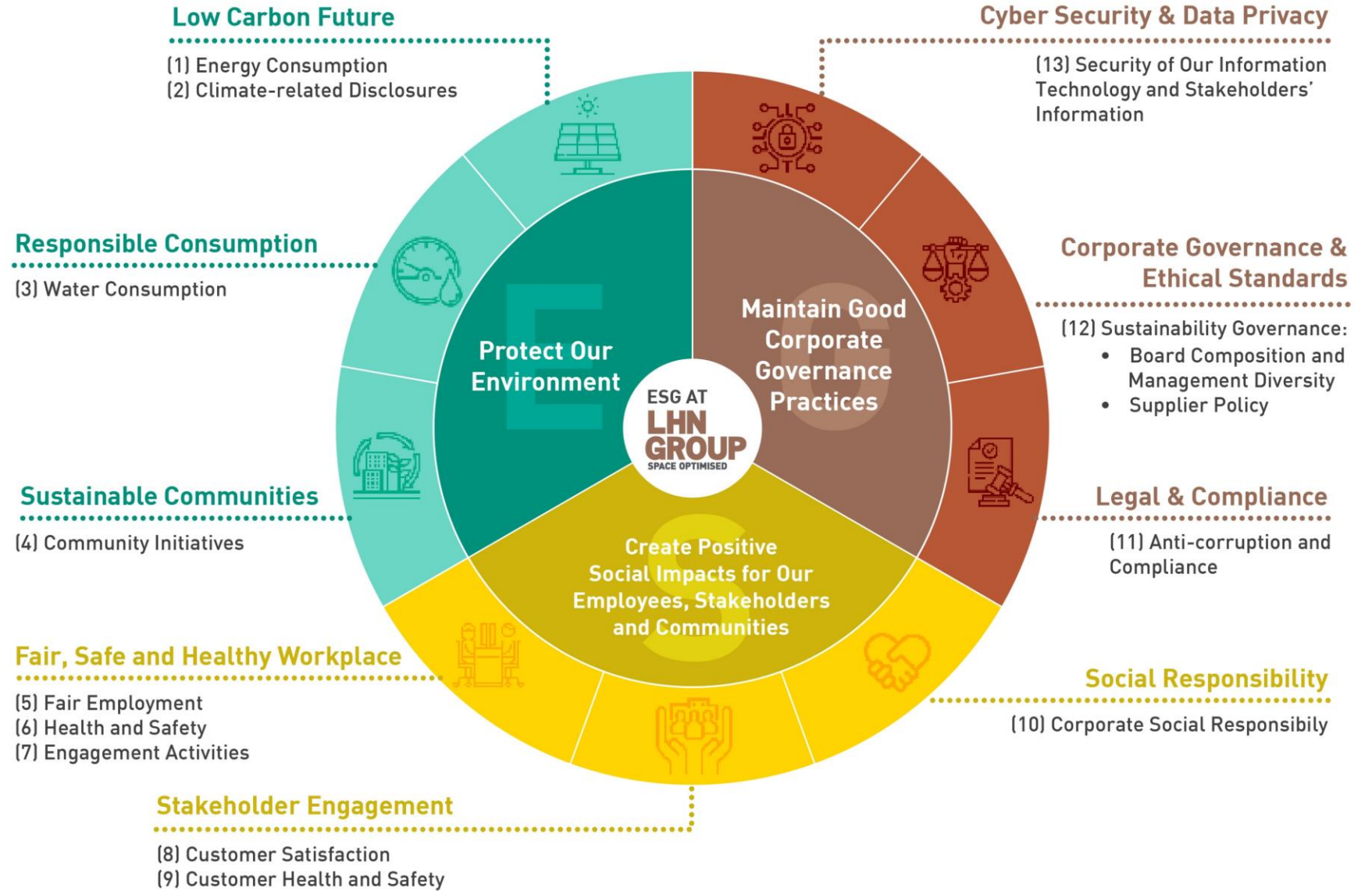
4,500

TEUs
in Singapore



ENVIRONMENTAL, SOCIAL AND CORPORATE GOVERNANCE (ESG)

CREATING POSITIVE IMPACTS TO THE ENVIRONMENT AND COMMUNITIES WE OPERATE IN.



FINANCIAL PERFORMANCE

FY2022 FINANCIAL RESULTS



FY2022 FINANCIAL RESULTS

Segmental Revenue Breakdown

	FY2022 S\$'000	FY2021 S\$'000	VARIANCE	
			S\$'000	%
- INDUSTRIAL	18,877	17,663	1,214	6.9
- COMMERCIAL	7,555	7,735	(180)	(2.3)
- RESIDENTIAL	16,160	12,998	3,162	24.3
SPACE OPTIMISATION BUSINESS	42,592	38,396	4,196	10.9
FACILITIES MANAGEMENT BUSINESS	41,871	55,419	(13,548)	(24.4)
LOGISTICS SERVICES BUSINESS	27,309	27,162	147	0.5
TOTAL	111,772	120,977	(9,205)	(7.6)

FY2022 FINANCIAL RESULTS

Segmental Profit before Taxation Breakdown

	FY2022 S\$'000	FY2021 S\$'000	VARIANCE	
			S\$'000	%
- INDUSTRIAL	10,194	10,908	(714)	(6.5)
- COMMERCIAL	6,938	(938)	7,876	NM
- RESIDENTIAL	29,867	987	28,880	>100
SPACE OPTIMISATION BUSINESS	46,999	10,957	36,042	>100
FACILITIES MANAGEMENT BUSINESS	10,488	18,637	(8,149)	(43.7)
LOGISTICS SERVICES BUSINESS	(2,667)	4,716	(7,383)	NM
CORPORATE	(1,808)	(52)	(1,756)	> 100
TOTAL	53,012	34,258	18,754	54.7

NM – not meaningful

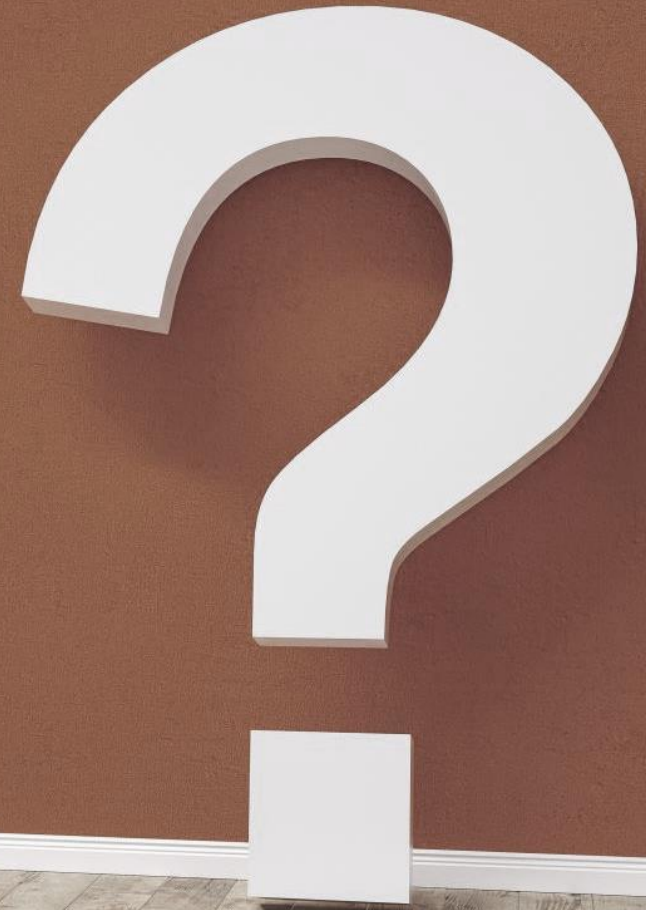
FINANCIAL PERFORMANCE

KEY FINANCIAL INDICATORS

	FY2022	FY2021
<u>DIVIDENDS</u>		
DIVIDEND PER SHARE (S'PORE CENTS)	Interim - 0.60 Special - 0.15 Final - 1.00* Total - 1.75	Interim - 0.75 Final - 1.00 Total - 1.75
DIVIDEND YIELD	5.7%	4.7%
EARNINGS PER SHARE (S'PORE CENTS)	11.21	6.94
	AS AT 30 SEP'22	AS AT 30 SEP'21
NET ASSET VALUE PER SHARE (S'PORE CENTS)	45.46	35.63

* Subject to shareholders' approval at the annual general meeting of the Company to be convened in due course.

Q&A



**LHN
GROUP**
SPACE OPTIMISED

E: enquiry@lhngroup.com.sg
lhngroup.com

THANK YOU