



**KSH HOLDINGS LIMITED**

**Corporate Presentation  
May 24, 2011**



# Presentation Outline



- Business Overview
- Financial Performance
- Corporate Developments
- Corporate Strategies
- Outlook



# Business Overview



# Our Business



## Construction

Public and Private sectors in Singapore

Private sector in Malaysia

## Property Development and Property Management in the PRC

Tianxing Riverfront Square in Tianjin\*

\* *Currently held as Investment Property*

Liang Jing Ming Ju in Beijing

Gaobeidian Development

## Property Development in Singapore

Via Joint Ventures:

- Lincoln Suites
- Cityscape @ Farrer Park
- The Boutiq
- Site at 5 Lorong 26 Geylang
- Macpherson Green
- Camay Court





# Financial Performance



# FY2011 Results Highlights



- Achieved 23% increase in net profit after tax to S\$22.6 million despite 10% decline in revenue to S\$262.8 million
- Strong balance sheet and working capital position with total cash of approximately S\$91.5 million
- Low net debt-to-equity ratio of 0.02 times
- Strong order book of approximately S\$245 million as at May 19, 2011



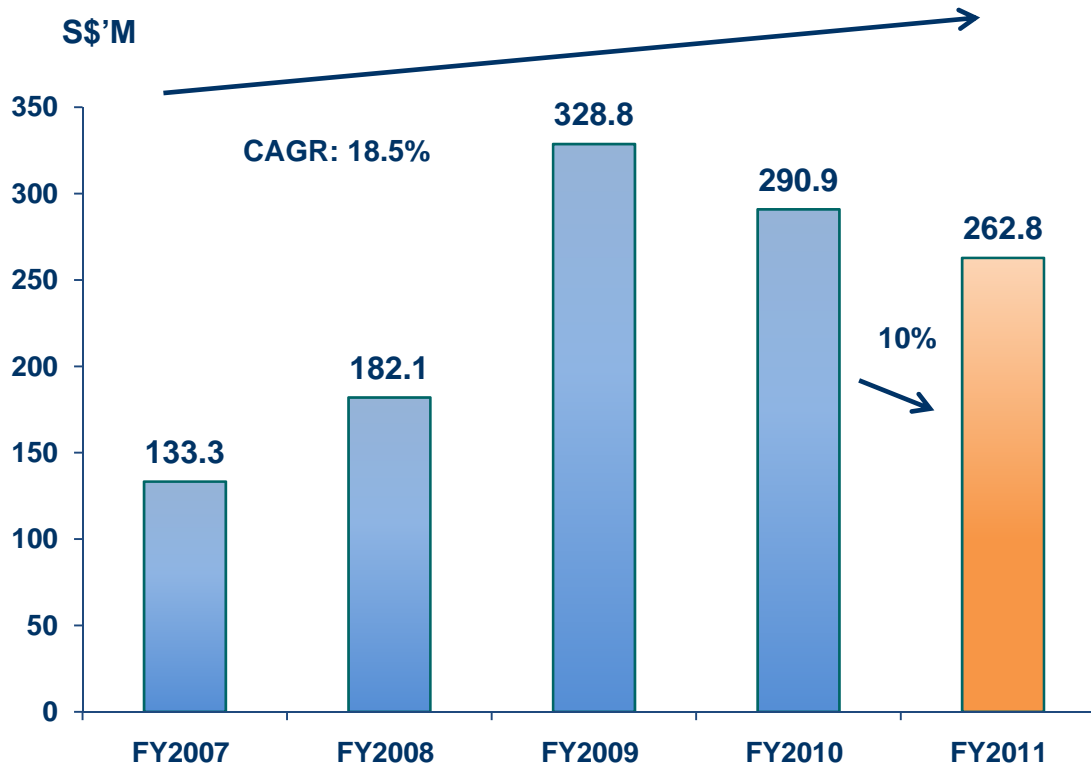
# FY2011 Results Highlights



S\$'m	FY2011	FY2010	Change (%)	FY2009	FY2008	FY2007
Revenue	262.8	290.9	10 ↓	328.8	182.1	133.3
Profit before Tax	29.3	23.0	27 ↑	17.3	54.3	8.2
Profit after Tax	22.6	18.3	23 ↑	13.6	41.7	6.6
Net Profit Margin (%)	8.6	6.3	2.3 pts ↑	4.1	22.9	5.0
EPS (cents)	6.72	7.05	4.7 ↓	7.95	17.81	9.16
NAV/share (cents)	36.42	36.88	1.2 ↓	51.38	42.13	51.36



# Revenue



## FY2007 to FY2011

- CAGR: 18.5%
- Revenue declined mainly due to decline revenue from construction business





# Profit from Operations



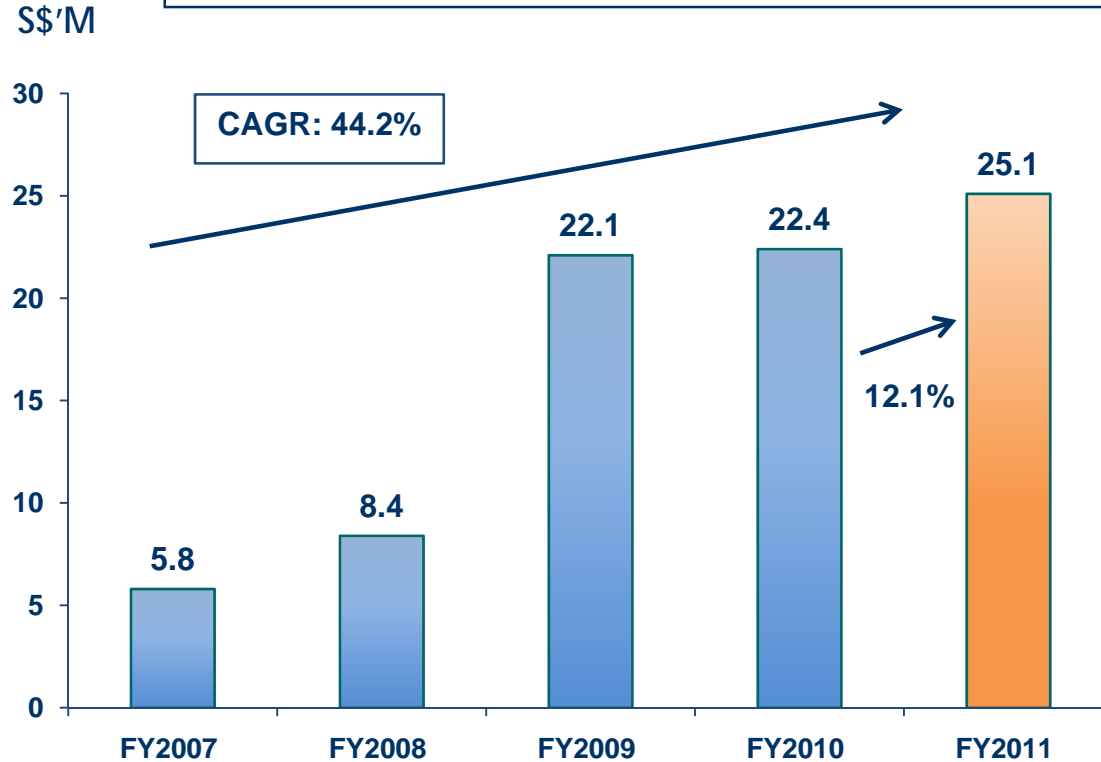
Profit from Operations	FY2011	FY2010	FY2009	FY2008	FY2007
All in Thousands					
<b>Profit from Operation before Tax and NCI</b>	29,260	22,963	17,323	54,285	8,245
<i>Excluding items below:-</i>					
Add back/(less):-					
- (Gain)/loss from fair value adjustment of investment properties	(4,120 )	(1,926)	3,766	(43,461)	(2,480)
- Fair value gain of embedded derivative on convertible notes	-	-	(4,759)	(4,100)	-
- Amortisation of issuance costs on convertible notes	-	182	551	598	-
- Interest expenses - imputed interest on convertible notes	-	729	5,501	1,099	-
- Loss/(gain) on redemption on convertible notes	-	487	(246)	-	-
<b>Adjusted Profit from Operations before tax and NCI</b>	<b>25,140</b>	<b>22,435</b>	<b>22,136</b>	<b>8,421</b>	<b>5,765</b>



# Profit from Operations (Before Tax and Non-Controlling Interests)



Excluding fair value adjustments and items relating to convertible notes

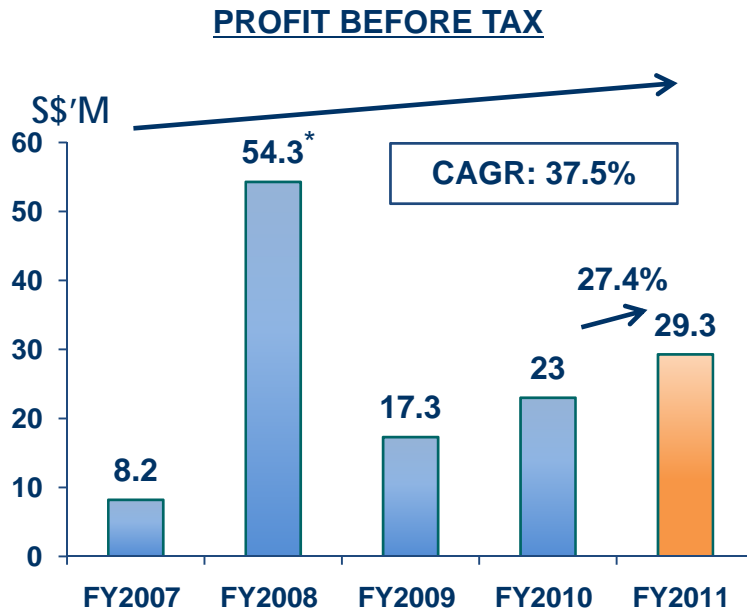


## FY2007 to FY2011

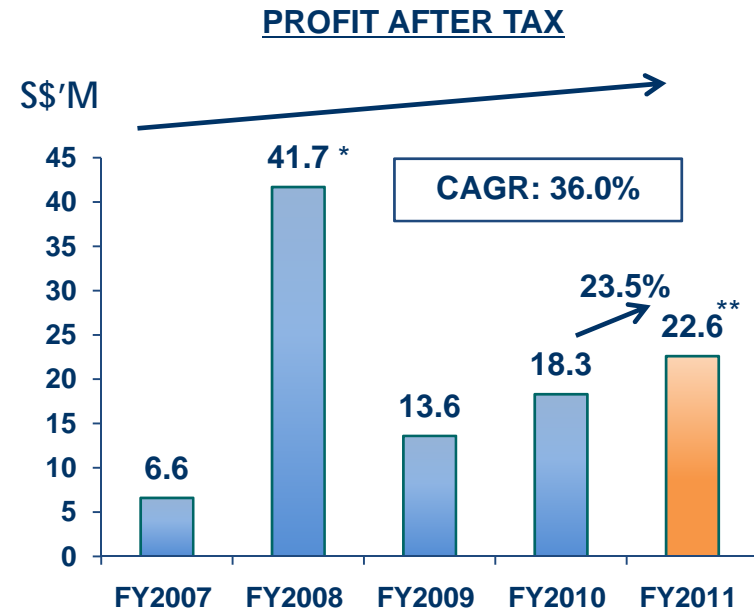
- 5 years of continued growth



# Profit before Tax and Profit after Tax



- FY2007 to FY2011 CAGR: 37.5%



- FY2007 to FY2011 CAGR: 36.0%

\* Included a gain from fair value adjustment of investment properties

\*\* Increase in profit after tax in FY2011 was mainly due to cost efficiencies



# Balance Sheet Highlights



S\$'m	FY2011	FY2010	Change (%)	FY2009	FY2008	FY2007
Current Assets	191.4	194.3	1.5 ↓	160.8	139.1	105.6
Current Liabilities	144.5	150.0	3.7 ↓	119.0	74.6	62.7
Net Current Assets	46.9	44.4	5.6 ↑	41.9	64.6	42.8
Total Assets	359.7	356.8	0.8 ↑	314.5	273.1	131.6
Total Liabilities	215.9	229.1	5.8 ↓	203.4	180.3	78.1
Shareholders' Equity	124.6	108.4	14.9 ↑	90.6	74.3	45.3
Net Tangible Assets	143.8	127.6	12.7 ↑	111.1	92.8	53.5



# Debt Coverage



S\$m	FY2011	FY2010	Change (%)	FY2009	FY2008	FY2007
Total Borrowing & Debts	94.5	103.0	8.3 ↓	102.7	95.8	24.1
Total Cash	91.5	94.2	2.9 ↓	62.4	30.6	21.3
Net Borrowings & Debt	3	8.8	65.9 ↓	40.3	64.7	2.8
Net Debt-To-Equity	0.02	0.07	0.05pts ↓	0.36	0.70	0.05





# Corporate Developments



# Ongoing Construction Projects

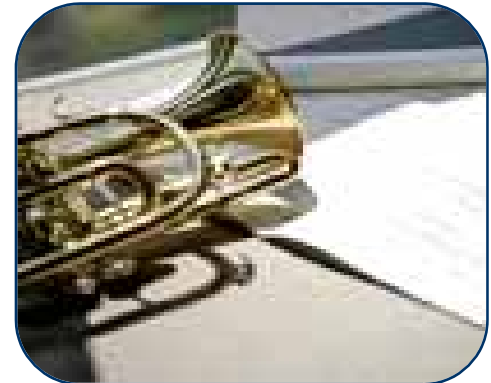


Project Name	Project Type
<i>Singapore:</i>	
Ardmore Three at Ardmore Park	Private, Residential
Primary Schools at Punggol Place and Anchorvale Link	Public, School
Centennia Suites	Private, Residential
NUS- Education Resource Centre	Public, Institution
Madison Residences	Private, Residential
Watten Residences	Private, Residential
NUS- Cinnamon and Tembusu	Public, Institution



# Ongoing Construction Projects

## Ardmore Three



## Ardmore Three

- Located in Singapore's most desirable residential enclave
- An ultra luxury niche 36-storey development in Ardmore Park.
- A freehold address
- Offers convenient access to the heart of Orchard Road,
- Remains exclusive and retains all privacy, away from the hustle and bustle of the city.



# Ongoing Construction Projects

## Primary Schools



Proposed Erection of Primary Schools at:  
(1) Punggol Site 18 at Punggol Place.  
(2) Sengkang Site 12A at Anchorvale Link



- Punggol Site 18 at Punggol Place



- Sengkang Site 12A at Anchorvale Link

# Ongoing Construction Projects

## National University of Singapore



## NUS University Town

### Cinnamon and Tembusu

- Two undergraduate residential colleges - Cinnamon and Tembusu
  - Each residential college admitting up to 600 students
  - Students will have a choice of living in single rooms or sharing a 6 bedroom suite.
  - Equipped with facilities such as theme rooms, multipurpose halls, dining halls, student lounges and common lounges
  - A supportive friendly environment, cultivating spirited communities through social, educational and cultural interaction.

# Ongoing Construction Projects

## National University of Singapore



## Education Resource Centre, National University of Singapore (NUS)

- Set against lush surrounding greenery
- Prime location at the heart of the campus
- Research facilities, computer labs, lecture theatres, seminar rooms, e-learning cafes
- Clusters of study spaces
- The pulse of activities at University Town.

# Ongoing Construction Projects

## Watten Residences



MASTER BEDROOM



KITCHEN & DINING



LIVING ROOM

Developer: Sin Heng Chan/ Y Development/ A.C.T. Holdings

# Ongoing Construction Projects

## Centennia Suites



## CENTENNIA SUITES



Developer: Lippo Group

# Ongoing Construction Projects

## Madison Residences



## MADISON RESIDENCES



Developer: Keppel Group

# Notable Public Sector Projects Completed



**Choa Chu Kang Sports Complex**

**The Frontier Community Place**

**Primary Schools at Sengkang  
Anchor Green, North Vista**



**Nanyang Polytechnic**

**Jalan Bahar SCDF Rescue  
Training Centre**

**Tanah Merah Ferry Terminal**

**Air Traffic Control Tower  
at Biggin Hill**

# Notable Private Sector Residential Projects Completed



**Turquoise**



**The Marina Collection**



**The Orange Grove**



**Seascape**



**The Berth by the Cove**



**The Spectrum**



**Montview**



**The Coast**



**Illoura (Old Holland Road)**



# Notable Private Sector Industrial and Commercial Projects Completed



**One°15 Marina Club**



**Mustafa Shopping Centre Extension**



**Restoration of Far East Square**



**International Business Park**



**Tampines One**

# Ongoing Property Projects Singapore



Project Name	Percentage Holdings	Location
<b>Singapore:</b>		
<sup>1</sup> JV - Lincoln Suites	25%	Khiang Guan, off Newton Rd
<sup>2</sup> JV – Cityscape @ Farrer Park	35%	Mergui Road
<sup>3</sup> JV – The Boutiq	35%	145 Killiney Road
<sup>3</sup> JV – Site at 5 Lorong 26 Geylang	45%	5 Lorong 26 Geylang
<sup>4</sup> JV - MacPherson Green	25%	MacPherson Road
<sup>3</sup> JV - Camay Court	32%	Lorong M, Telok Kurau Road

<sup>1</sup>Joint venture with Koh Brothers Group, Heeton Group and Lian Beng Group

<sup>2</sup>Joint venture with IOI Group and LBH Pte. Ltd.

<sup>3</sup>Joint venture with Heeton Group and TEE International Group

<sup>4</sup>Joint venture with Heeton Group, Tee International Group and Zap Piling

# Lincoln Suites



- Freehold District 11 condominium
- 2 blocks of 30-storey apartment flats
- 175 units in total
- Provision for 1 block of 6-deck level of multi-storey carpark, 2 levels of sky Terraces, sky gym, swimming pool
- Located near to Velocity @ Novena Square and United Square.
- Launched in October 2009



# Cityscape @ Farrer Park



- Freehold condominium located at 10 Mergui Road
- District 8
- Comprises of 250 units with full condo facilities.
- Located near City Square Mall, Mustafa, Velocity @ Novena Square; United Square and Serangoon Plaza.
- Launched in October 2010



# The Boutiq



## Launched in April 2011\*



- Address** : 145 Killiney Road,  
Singapore 239565  
(Former Mitre Hotel)
- Tenure** : Freehold
- Site area** : 39,972 square feet
- No. of stories** : 2 Blocks of 10-Storey  
Apartments
- No. of units** : 130 (comprising 1 to 2  
Bedroom Apartment units  
and 1 to 3 Bedroom  
Penthouses)

\* Please refer to SGX announcement dated 20<sup>th</sup> April – Consortium to soft launch luxury development at Killiney Road – The Boutiq

# Other Property Developments



## Camay Court

- Freehold
- Located at Lorong M, Telok Kurau Road
- Land area of 31,930 square feet
- Plot ratio of about 1.4
- Used for the development of a residential project

## MacPherson Green

- Freehold
- Located at 568 & 570 Macpherson Road
- Land area of 66,932 square feet
- Plot ratio of about 2.1
- Used for the development of a residential project.

## Site at 5 Lorong 26, Geylang

- Freehold
- Land area of approximately 26,625 square feet
- Plot ratio of about 2.8
- Used for the development of a residential development.



# Property Development

## People's Republic of China



### PRC:

- **Liang Jing Ming Ju Phase 4**
  - First 3 phases were successful and all units are fully sold
  - Subjected to approval from the relevant authorities
  - Phase 4 of approximately 40,000 sqm targeted to commence in 2011



# Property Development

## People's Republic of China



### PRC:

- **Gaobeidian New Town Shangdong New Area**
  - Entered into a heads of agreement with the People's Government of Gaobeidian City on 5 November 2010
  - Total investment is RMB 16 billion, land size is 8,000 Mu (533.3 hectares)
  - Entered into a joint venture agreement on 23 March 2011
  - With Heeton Group and TEE International Group to invest in the Gaobeidian Project





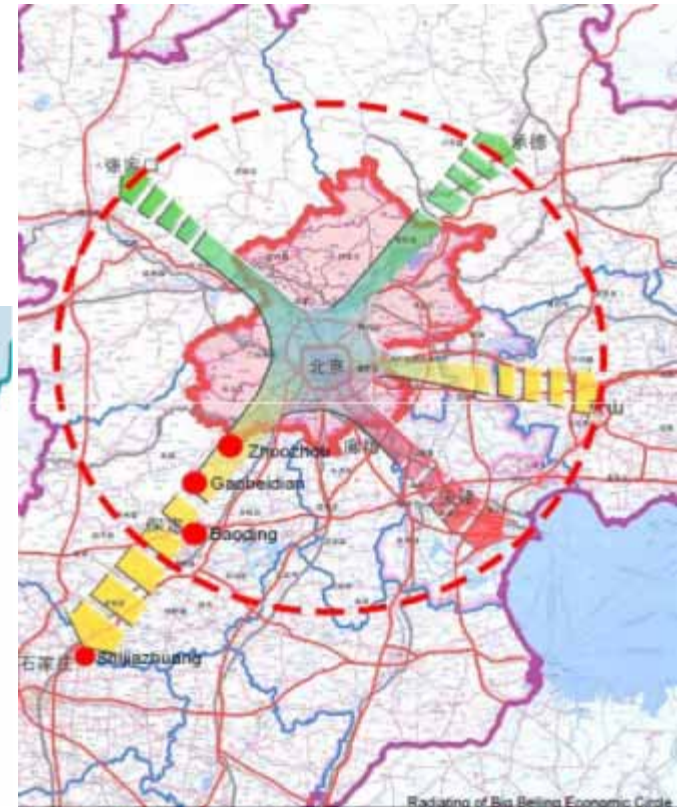
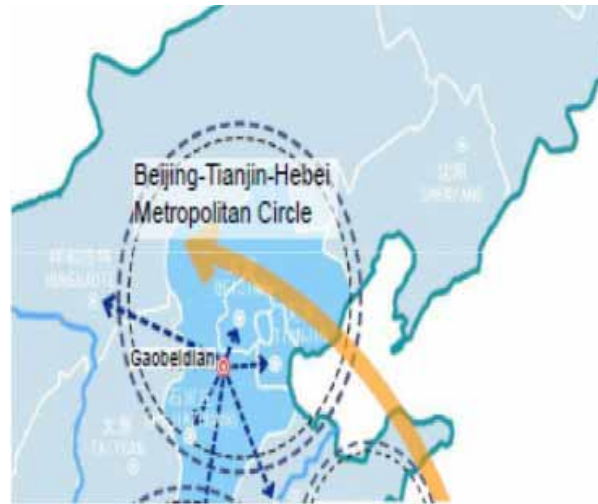
# Property Development

## People's Republic of China



### PRC:

- **Gaobeidian New Town Shangdong New Area**
  - Attractive location of New City Zone of Gaobeidian City
  - Situated next to the Beijing-Shijiazhuang Expressway and the Beijing-Shijiazhuang High-speed Rail passenger line, 82 km from Beijing City
  - One of the satellite cities surrounding Beijing that is earmarked for development



河北省环首都经济圈规划年底前完成 政策上比当年深圳经济特区更优惠

# 环绕首都将建十个“卫星城”

据中央人民广播电台报道 河北省 11 日表示,将统筹区域资源,科学确定京东、京南、京北 3 个新城的选址,并于年底前完成环首都新城总体规划。

记者从河北省环首都经济圈规划编制座谈会上获悉,河北省将统筹区域资源,科学确定京东、京南、京北 3 个新城的选址;并于今年年底前完成新城的概念性总体规划。河北日前启动环首都经济圈规划方案的意见征集。方案总体思路是在邻近北京将近 1000 公里的范围内,建设一个发展特区。

河北省副省长赵勇表示,发展特区将包括京东、京南、京北 3 个新城以及 7 个人口在 30 万人以上的中等规模城市,将给予比深圳更优惠的政策。规划上,将借鉴东京、首尔等首都经济圈的经验,制订总体规划、专项规划、控制性详细等;预计将在明年 1 月底前完成。

在 11 日举行的“河北省环首都经济圈规划编制座谈会”上,河北省常委、常务副省长赵勇表示,河北省建设环首都经济圈,将在环绕着北京 1000 公里、27 万平方公里 13 个县市区范围内,建成政策上比当年深圳更优惠的经济特区,具体是重点规划打造五个带,最终把环首都经济圈建成发展高地、科技高地、人才高地,创新高地和绿色生活高地。

据赵勇介绍,这五个带分别是现代化城市带、特色鲜明的产业带、城乡一体化示范带、休闲度假旅游带,风光秀丽的生态带。

在城市带规划上,河北省将建设 3 个百万人口新城,曹河、二河、大(清河)整合建设京东新城,在涿州市周边建设京南新城,怀来县整合坝上建设京北

新城。此外,还要建设 7 个 30 万人口以上规模的中等城市,10 个城市围绕北京形成封闭圈,计划用五年时间,使人口规模聚集到 300 万人以上。

在产业带规划上,将结合沿海地区和首都的产业转移,充分利用首都的科研院所、大专院校和首都产业功能的分解,建设高端产业带,具体将建设四区六基地:高层次人才创业园区、科技成果转化园区、新兴产业示范园区、现代物流园区以及环首都养老基地、健身基地、休闲度假基地、现代旅游基地、有机蔬菜基地、宜居生活基地。

城乡一体化示范带规划将包括环城市和乡村在内的全区城规划。这个区域范围,将城市周边 10 公里、县城周边 5 公里以内全部纳入到城市居民范

畴,在城市周边 10 公里、县城周边 5 公里以外范围内,对农村民居实施大规模改造,建设若干个中心村;三到五年让农民基本住上新房子,过上与城里人生活品质相同的生活。

养老、健康休闲度假旅游带以体验式旅游为主,将打造环首都经济圈新的休闲模式、养老模式和旅游业态,吸引首都人民来这里养老、休闲、旅游。

在打造风光秀丽的生态带过程中,环首都 13 个县原则上将减少粮食播种面积,减少的粮食产量由其他地方通过增加单产来解决。大规模植树造林,发展园艺,增加碳汇。同时,在 13 个县治理大气和水环境质量,坚决淘汰转移高能耗、高污染企业,形成高水准的生态圈。

## 提供 13 万套廉租房 建设 13 个蔬菜发展基地

在环首都 13 个县(市、区)各规划建设一个高层次人才创业园区,每个园区规模不低于 5 平方公里;从项目扶持、企业培育、产业推进等提供配套服务;每个县(市、区)还将建一个总量不低于 1 万套、以廉租房为主体的“人才家园”,每套房屋面积在 80 平方米以上,总计 13

万套,为北京高层次人才到河北创业提供服务。

针对北京生活成本高、住房紧张的状况,瞄准首都住房需求,在 13 个县(市、区)建设以住房消费为主要内容的宜居生活基地,每个基地的容量不少于 5 万户,吸引首都居民购房置业。

在环首都 13 个县(市、

区)分别建设 1 个高标准的蔬菜发展基地,每个县(市、区)先选择 30 至 50 个村,每个村建设不低于 1000 亩的蔬菜生产标准园。通过政策引导、市场运作等方式,力争经过 3 至 5 年努力,河北蔬菜在首都市场的占有率达到 60% 以上,其中高档蔬菜占到 50% 以上。

Satellite Cities in the PRC around Beijing earmarked for development, 14 November 2010

Source: Sohu.Com, 022net.Com, 360doc.com



# Corporate Strategies



# Corporate Strategies



## Focus on Construction Business in Singapore

Continue to tender for projects, in line with general Construction climate

Pay greater emphasis to public sector construction activities

Leverage on Group's strong track record in public sector projects, healthy balance sheet and low receivables risk

Capitalise on Group's certified A1 grading under CW01 category for general building by the BCA to tender for Public construction projects of unlimited value

## Maintain Property Development Business in Singapore and PRC

Adopt well-calculated approach for property development

Form JVs with reputable partners

Development via JV on Phase 4 of Liang Jing Ming Ju

Development of Gaobeidian New Town Shangdong New Area



- Positive outlook projected by Building and Construction Authority
  - Sustained workload from 2010's steady growth in total construction demand
  - Strong economic fundamentals
  - Expected continual demand from private sector
- The Group is cautiously optimistic on the outlook of its construction business in Singapore
  - Due to uncertainties in global and domestic economic conditions
  - Due to Government's policies and measures on construction and properties related industries
  - Due to inflationary pressure on business operation costs





**Thank You**

