



KSH HOLDINGS LIMITED

FY2022 Results & Corporate Presentation
30 May 2022

DISCLAIMER

This presentation and the information contained herein does not constitute or form any part of any offer or invitation to sell or issue, or any solicitation of any offer to subscribe for or purchase any securities of KSH Holdings Limited (the "Company") or any of its subsidiaries, associated companies or joint ventures (collectively with the Company, the "Group") in any jurisdiction or an inducement to enter into investment activity and nothing contained herein shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. This presentation is being furnished to you solely for your information and may not be reproduced or redistributed to any other person or published, in whole or in part, for any purpose. No representation or warranty, express or implied, of any nature is given as to, and no reliance should be placed on, the fairness, correctness, accuracy or completeness of the information or opinions contained herein. This presentation is being communicated only to persons who have professional experience in matters relating to investments and to persons to whom it may be lawful to communicate it to (all such persons being referred to as "relevant persons"). This presentation is only directed at relevant persons. Solicitations resulting from this presentation will only be responded to if the person concerned is a relevant person. Other persons should not rely or act upon this presentation or any of its contents. The information and opinions in this presentation are provided as at the date of this presentation and are subject to change without notice. No assurance is made as to the accuracy of this presentation and it may be incomplete or condensed and it may not contain all material information concerning the Company or the Group. The information in this presentation is not financial product advice and does not take into consideration the investment objectives, financial situation or particular needs of any particular person. Any forward-looking statement in this presentation is accurate only as of the date hereof, and there is no obligation to update, modify or amend this communication or to otherwise notify the recipient if information, opinions, assumptions, projections, forecasts or estimates set forth therein, changes or subsequently becomes inaccurate. None of the Company, or any member of the Group, or any of their respective affiliates, officers, employees, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of or reliance on the information or opinions contained in this presentation. No offering of the Company's securities will be registered under the U.S. Securities Act of 1933, as amended, or with any securities regulatory authority of any state or other jurisdiction of the United States. Subject to certain exceptions, the Company's securities may not be offered, sold or delivered within the United States or to, or for the account or benefit of, any U.S. person (as defined in Regulation S under the U.S. Securities Act). Neither this presentation nor any copy of such presentation may be taken or transmitted into the United States or distributed, directly or indirectly, in the United States. The information presented here is not an offer for sale within the United States of any securities of the Company. The distribution of this presentation in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, any such restrictions. By attending this presentation or by accepting this document, you will be taken to have represented, warranted and undertaken that: (i) you are a relevant person (as defined above); (ii) you are not a person located in the United States or any agent, fiduciary or other intermediary acting on a non-discretionary basis for a principal giving instructions from within the United States or any U.S. person; (iii) you are bound by the foregoing limitations; and (iv) that any investment in any securities of the Company will be made solely on the basis of the disclosure document prepared by the Company and not on the basis of this presentation. Any failure to comply with these restrictions may constitute a limitation of applicable securities law.



PRESENTATION OUTLINE

- 1. Corporate Overview**
- 2. Financial Highlights**
- 3. Construction**
- 4. Property Development**
- 5. Property Investment**
- 6. Outlook & Strategies**
- 7. Investment Merits**





CORPORATE OVERVIEW

CORPORATE OVERVIEW

- A well-established construction, property development and property investment group
- Incorporated in 1979 and listed on the SGX Mainboard since 8 February 2007

Construction

- Over 40 years of established track record across various sectors including residential, commercial, industrial, hotels, institutions, infrastructure, etc
- Strong order book, balance sheet; low gearing and receivables risk
- BCA A1 Grade (CW01 – General Building): Ability to tender for public construction projects of unlimited value
- BCA A2 Grade (CW02 – civil engineering): Ability to tender for public projects for values up to S\$85M
- Projects performed well in CONQUAS, a standard assessment system on the quality of building projects
- Won BCA Construction Excellence Awards for the construction of Fullerton Bay Hotel, NUS University Town's Educational Resource Centre, and Madison Residences. Received the BCA Construction Excellence Award (Excellence) for NUS University Sports Centre and Construction Excellence Award (Merit) for Heartbeat@ Bedok in 2019

Property Development

- Development projects of residential, mixed development, office and commercial in Singapore
- Development in Beijing, PRC on residential development – 靓景明居. Sequoia Mansion (红衫公馆)
- Development in Gaobeidian, PRC. Sino Singapore Health City (中新健康城)

Property Investment

- 69% of Tianjin Tianxing Riverfront Square (天星河畔广场) in Tianjin, PRC
- Investments of hotel properties overseas

GEOGRAPHICAL FOOTPRINT

UK

- **England:** Mixed used development in Central Leeds (including Hampton by Hilton); LUMA Concept Hotel; IBIS Gloucester Hotel; Holiday Inn Express Manchester City Centre; Crown Plaza London Kensington, Day Inns Liverpool, DoubleTree by Hilton London Kensington and Heeton Concept Hotel City Centre Liverpool
- **Scotland:** Hotel Indigo Glasgow

Japan

- Expanded footprint with investment in 2 hotels in **Hokkaido** (Super Hotel Sapporo) and **Tokyo** (Smile Hotel Asakusa)

PRC

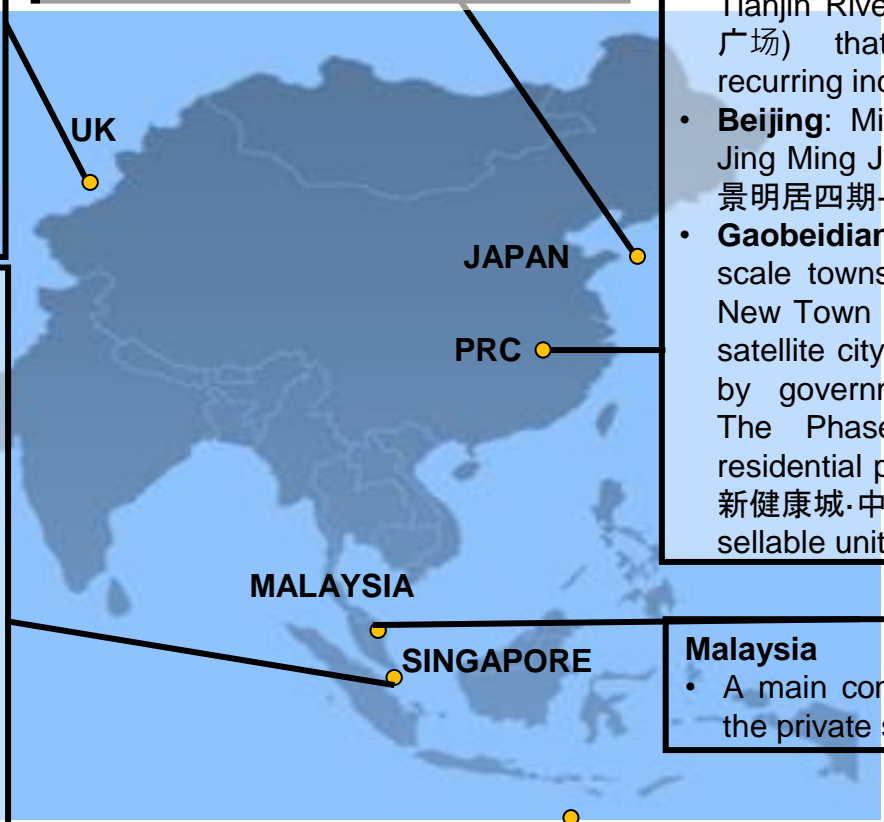
- Amassed strong network and market knowledge since entry in 2001
- **Tianjin:** Mixed-use development, Tianjin Riverfront Square (天星河畔广场) that contributes healthy recurring income
- **Beijing:** Mixed-development, Liang Jing Ming Ju- Sequoia Mansion (靓景明居四期- 红衫公馆)
- **Gaobeidian:** Co-developing large-scale township project, Gaobeidian New Town (高碑店新城上东新区), a satellite city near Beijing earmarked by government for development. The Phase 1 of Stage 1 of residential project in Gaobeidian (中新健康城·中新悦朗一期) with 812 sellable units

Singapore

- A main contractor for both public and private construction sectors
- Strong construction track record of projects across residential, commercial, mixed-development, institutional sectors, including Fullerton Bay Hotel, One°15 Marina Club, Suntec City, Bedok Integrated Complex, Singapore Chinese Cultural Centre, amongst others
- Developed many successful residential, commercial and mixed-use projects
- Existing ongoing developments include – Affinity@Serangoon, Riverfront Residences, Park Colonial and Rezi 24

Malaysia

- A main contractor for the private sector

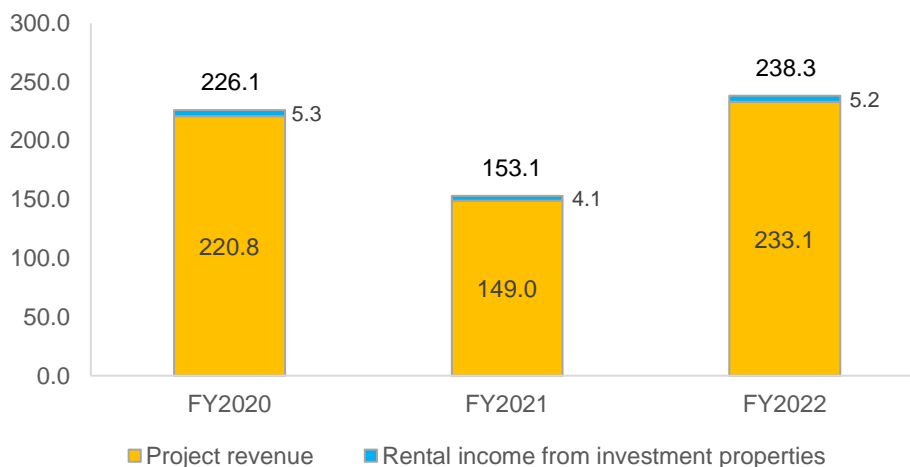




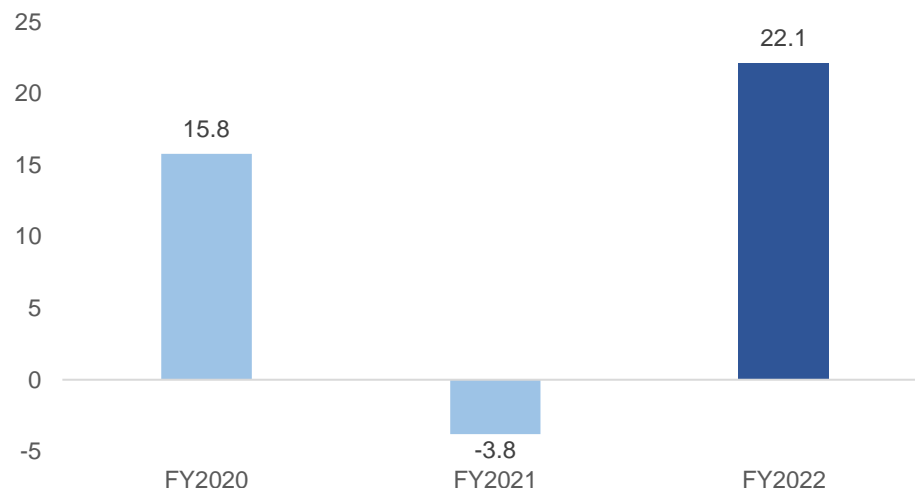
FINANCIAL HIGHLIGHTS

FINANCIAL HIGHLIGHTS

REVENUE



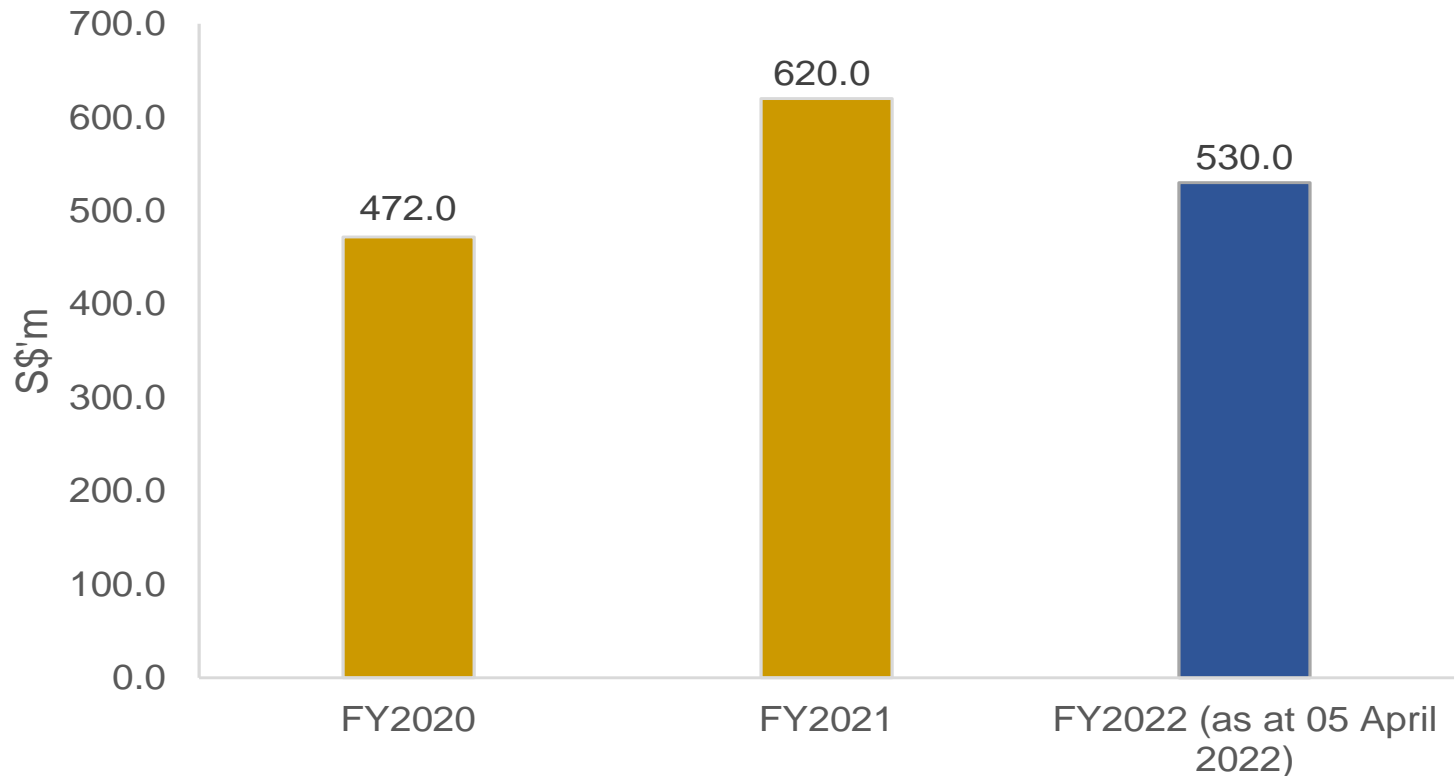
PROFIT / (LOSS) ATTRIBUTABLE TO OWNERS



- Revenue improved, driven by Construction works which increased significantly with the resumption of construction activities. Rental income from investment properties increased in People's Republic of China ("PRC") as the situation of the pandemic improved during FY2022 as compared to FY2021
- The Group achieved a net profit attributable to Owners of the Company of S\$22.1 million for FY2022, a turnaround from a loss of S\$3.8 million in FY2021, attributed to the increase in revenue as well as higher share of profits of associates and joint ventures



HEALTHY CONSTRUCTION ORDER BOOK

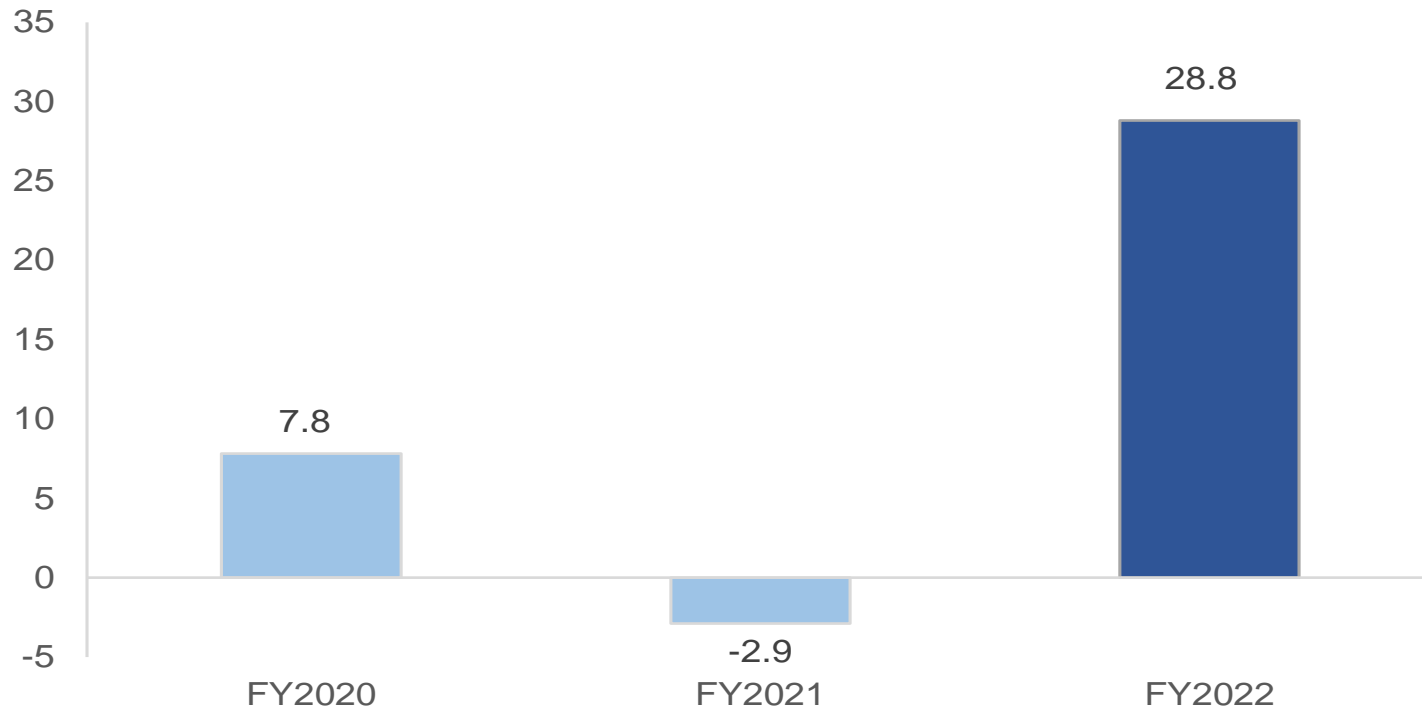


- Order book remains higher than pre-COVID levels and at a healthy level at over S\$530.0 million after acceptance of a Letter of Award for a new construction project on 05 April 2022
- Desirable mix of public and private projects in the existing order book with a 57 : 43 private vs public ratio



EARNINGS

Share of Results of Associates and Joint Ventures (S\$'m)



- Share of results of associates and joint ventures recorded a profit of S\$28.8 million in FY2022
- This is mainly attributable to the progress of completion of property development projects in Singapore and revaluation gain on hotel properties owned by associate companies



HEALTHY BALANCE SHEET

S\$m	31 Mar 2020	31 Mar 2021	31 Mar 2022
Total Assets	617.1	603.7	622.9
Total Liabilities	265.5	260.1	262.4
Net Tangible Assets (Attributable to Shareholders)	328.6	320.4	336.5
NTA Per Share (Cents)*	58.18	56.86	59.73

**NTA Per Share was computed based on 564,862,245 shares as at 31 March 2020, 31 March 2021 and 31 March 2022*



HEALTHY DEBT COVERAGE & LOW GEARING

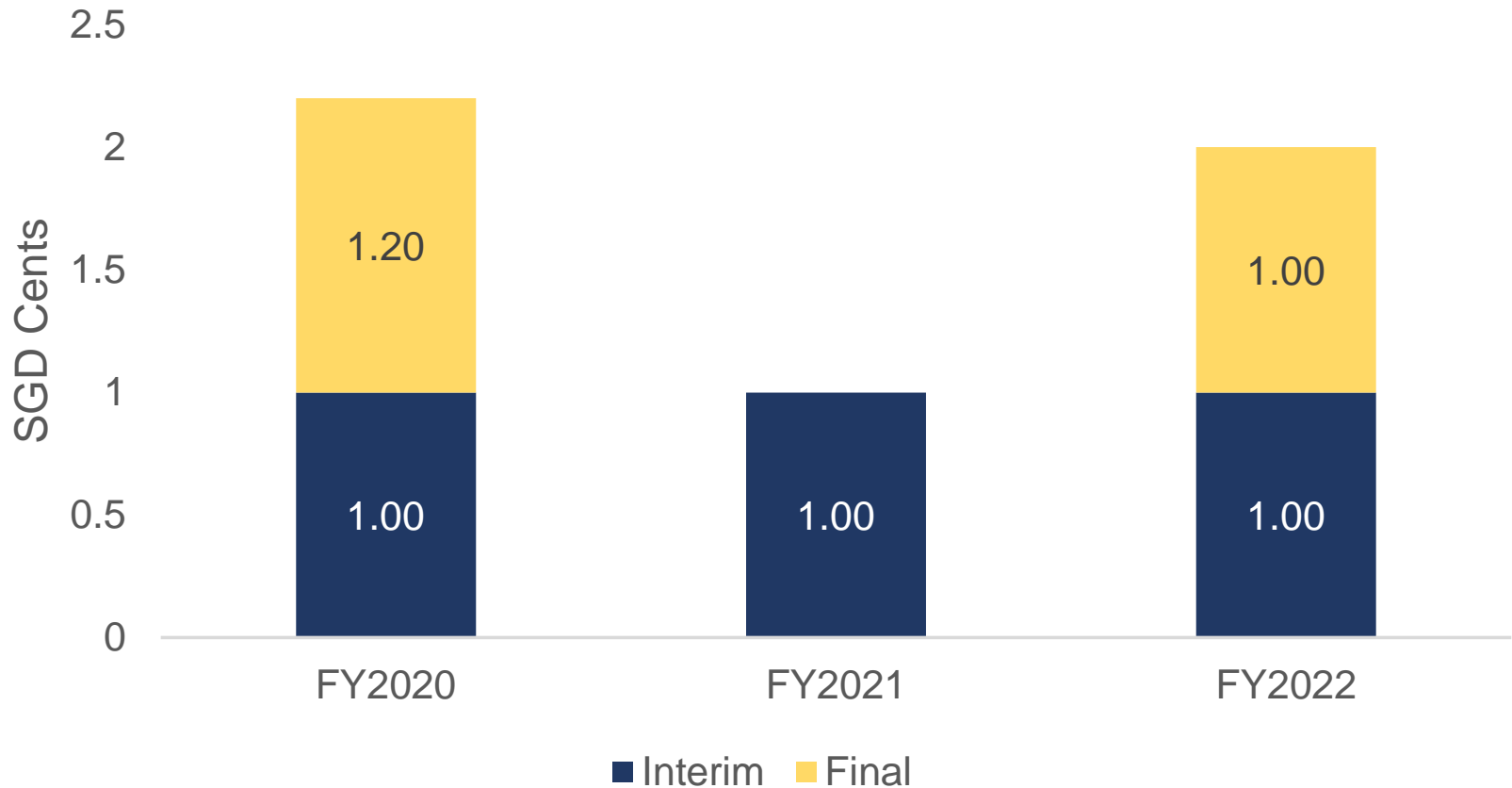
S\$m	31 Mar 2020	31 Mar 2021	31 Mar 2022
Total Borrowing & Debts	153.2	143.2	119.9
Fixed Deposit, Cash & Bank Balances	130.3	122.9	143.1
Net (Debt)/Cash	(22.9)	(20.3)	23.2
Gearing (Total Borrowings & Debts/Total Assets)	0.25	0.24	0.19

Group's net cashflow from operating activities, which remain strong at S\$45.9 million in FY2022 (FY2021: S\$20.1 million)



DIVIDENDS

Total Dividends:



SHARE PRICE PERFORMANCE

Key Data

Share price	S\$0.35
Market Capitalisation	S\$200.0 million
Shares Outstanding	563.4 million
52-week range	High: S\$0.385 (15 June 2021) Low: S\$0.325 (27 January 2022)

Source: Bloomberg; 27 May 2022





CONSTRUCTION

CONSTRUCTION



- Gradual recovery of our construction business though productivity remains affected
- Continue to exercise prudence and financial discipline in view of the lingering challenges ahead, with labour shortages, a global disruption in supply chain, and compliance cost increases due to safe distancing working requirements
- Order book remained healthy at more than **\$530.0 million** with a desirable ratio of 57 : 43 in terms of private and public projects
- The existing order book is expected to progressively contribute positively to KSH's financial performance



PROPERTY DEVELOPMENT

PROPERTY DEVELOPMENT

- *All property development projects in Singapore are either fully or almost fully sold – Including **Affinity @Serangoon, Riverfront Residences, Park Colonial and Rezi 24 which are sold at positive margins**
- Phase 1 of Stage 1 of residential project in Gaobeidian (中新健康城·中新悦朗一期) with 812 sellable units, was well received by market. **Approximately 596 units have been sold to-date** with average selling price expected to earn a positive profit margin
- Group's attributable share of progress billings stood at more than S\$212.0 million as at 31 March 2022.

** Based on options issued*



PROPERTY DEVELOPMENT

Singapore

AFFINITY @ SERANGOON



Location

- 99-year residential development
- Situated at Serangoon Avenue, a serene enclave that's just minutes away from various amenities and recreational facilities

Facilities

- Sits on a massive 296,913 sq ft piece of land with a plot ratio of 2.8
- Houses 1,052 residential units and 5-retail shops
- Units include 1- to 4- bedrooms and townhouses

Status

- Launched in June 2018



RIVERFRONT RESIDENCES



Location	<ul style="list-style-type: none">• 99-year leasehold project• Located at Hougang Avenue 7, near several shopping malls such as Hougang Mall, Heartland Mall and Hougang 1
Facilities	<ul style="list-style-type: none">• Comprises a total of 1,478 units. It offers a plethora of choices from 1- to 5-bedroom units, including strata terraces and retail shops• Situated on the Rio Casa site, a former HUDC estate, residents of Riverfront Residences can look forward to having an extensive variety of full condo facilities to suit their every need due to its relatively large land area
Status	<ul style="list-style-type: none">• Launched in July 2018

PROPERTY DEVELOPMENT PORTFOLIO

Singapore

PARK COLONIAL



Location

- 99-year leasehold high rise luxury condominium. Located behind Avon Park, along Upper Serangoon Road/Woodleigh Lane and near to Woodleigh MRT station along the North East Line

Facilities

- With a total of about 805 units, the development is situated within the Bidadari URA Masterplan estate
- Residents can expect a wide variety of entertainment, F&B options and excellent public transport connectivity

Status

- Launched in July 2018



PROPERTY DEVELOPMENT

Singapore

REZI 24



Group's Stake	48%
Tenure	Freehold
Location	31-51 (odd) Lorong 24, Geylang
Facilities	<ul style="list-style-type: none">• Proposed block of 8-storey residential flats, with a total of 110 units• Featured facilities include sky garden, swimming pool and multi-storey carpark, subject to necessary approvals from relevant authorities• An abundance of urban amenities within the easy reach
Status	<ul style="list-style-type: none">• Launched in March 2019

PROPERTY DEVELOPMENT PORTFOLIO

Singapore


PEACE CENTRE/PEACE MANSION

Group's Stake	30%
Location	Mount Sophia, Singapore
Land area	7,118 sqm
Gross Plot Ratio	7.89
Project Brief	<ul style="list-style-type: none">• Peace Centre/Peace Mansion enbloc redevelopment<ul style="list-style-type: none">– KSH together with CEL Development and Sing-Haiyi have made a successful enbloc offer for the property for S\$650 million in December 2021– Located in the Mount Sophia residential enclave, the property has visible frontage to Sophia Road and Selegie Road, and is close to the Ophir-Rochor Growth Corridor– Enjoys proximity to six MRT stations and connected to four MRT lines and accessible to lifestyle conveniences and major expressways• To be redeveloped into a mixed-use commercial and residential development<ul style="list-style-type: none">– The commercial component will be 60% of the total gross floor area and the residential component will be 40% of the total gross floor area– Completion of the acquisition subject to obtaining sale order approval, and Outline Planning Permission and SLA In-Principle Top-up Consent for the land tenure

PROPERTY DEVELOPMENT PORTFOLIO (PRC)

People's Republic of China

GAOBEIDIAN PROJECT – SINO-SINGAPORE HEALTH CITY Phase 1 of Stage 1 (中新健康城 . 中新悦朗一期)

Group's Stake	22.50%	
Location	Gaobeidian, PRC (82 km from Beijing)	
Gross Sellable Area	Approx. 83, 636 sqm	
Units	812 residential units	
Status	Approximately 596 units sold-to-date with average selling price expected to earn a positive profit margin. Construction expected to complete in FY2023.	



PROPERTY INVESTMENT

PROPERTY INVESTMENT (HOTELS)



Starting to see some recovery on occupancy and average daily room rate as international borders open up gradually

Currently 9 hotel properties are in operation* and generating recurring income

Project Name	Location	Status
LUMA Concept Hotel	Glenthorne Road, London, England, UK	In Operation
IBIS Gloucester Hotel	Gloucester, Gloucestershire, England, UK	
Holiday Inn Express Manchester City Centre	Manchester City, England, UK	
Hotel Indigo Glasgow	Glasgow, Scotland, UK	
DoubleTree by Hilton London Kensington	London, England, UK	
Hampton by Hilton Leeds	Leeds, England, UK	
Heeton Concept Hotel City Centre Liverpool	Liverpool, England, UK	
Smile Hotel Asakusa	Tokyo, Japan	
Super Hotel Sapporo – Susukino	Chuo, Hokkaido, Japan	
Hotel Resort at Paro, Bhutan	Paro district, Bhutan	Development In Progress
Hotel at Gaobeidian, People’s Republic of China	Gaobeidian, People’s Republic of China	

PROPERTY INVESTMENT (CHINA)



Name of Project	Tianjin Tianxing Riverfront Square (天星河畔广场)
Group's Stake	69%
Location	Tianjin, the PRC
Total Lettable Area	37,033 sqm
Tenure	~50 years from 29 November 1993
Occupancy	Approximately 78% (As at 31 March 2022)



OUTLOOK & STRATEGIES

BUSINESS OUTLOOK

Construction Sector

- The construction sector continues to operate at below pre-pandemic level due to labour shortages
- The construction sector expanded by 2.1%¹ in the first quarter of 2022, slowing from a growth of 2.9% in the previous quarter
- Cost of construction is also rising due to high manpower cost and high material costs due to rising commodities prices and widespread disruption to global supply chain

Real Estate Sector

- According to real estate statistics from the Urban Redevelopment Authority (“**URA**”) released on 22 April 2022, prices of private residential property prices in Singapore increased 0.7% quarter-on-quarter in the first quarter of 2022, compared to the 5.0% increase in the preceding quarter
- Pipeline supply for private residential market (excluding ECs) as at end of 3Q2021 was 47,415 units, compared with 46,276 units in the previous quarter
- Of these units, 14,087 remain unsold as at the end of 1Q2022, lower than 14,154 units in the previous quarter²

Sources:

¹ MTI Maintains 2022 GDP Growth Forecast at “3.0 to 5.0 Per Cent”, Ministry of Trade & Industry Singapore – 25 May 2022

² Release of 1st Quarter 2022 real estate statistics, Urban Redevelopment Authority (URA) – 22 April 2022



STRATEGIES & OPPORTUNITIES



CONSTRUCTION

1. Continue to aggressively tender for public and private projects with emphasis on the former while protecting margins
2. Capitalise on Group's strong track record and BCA A1 grade to tender for public projects of unlimited value, riding on government impetus
3. Leverage on the Group's healthy balance sheet and low receivables risk as competitive advantage



PROPERTY DEVELOPMENT

1. Continue to prudently seek opportunities in Singapore while deepening existing footprint in overseas markets
2. Pursue overseas projects with reputable partners with extensive local knowledge, network and expertise
3. Expand geographical footprint in new markets with favourable property market cycle together with JV partners



PROPERTY INVESTMENT

1. Continues to review and streamline its portfolio to rationalise its investment strategy
2. Continue to seek investment opportunities in hotel properties overseas together with JV partners
3. Expand geographical footprint in new markets with favourable property market cycle together with JV partners



INVESTMENT MERITS

INVESTMENT MERITS

Committed and experienced management team and support staff

- Each Executive Directors has at least 40 years of experience in the construction industry
- Management team is supported by a pool of long serving and committed staff including engineers, quantity surveyors and site coordinators

Established and proven track record and reputation; Diversified businesses

- Diversified businesses – construction, property development and property investment across Asia-pacific and the UK
- Received several awards and certifications including International Organization for Standardisation (“ISO”) certifications

Cost competitive

- Continuing relationships with pool of sub-contractors and suppliers allows KSH to obtain better credit terms , keeping costs low
- Commitment to drive productivity and efficiency through technology, innovation, as well as through a new fabrication plant and equipment

Ability to leverage on construction experience to enhance property development business in Singapore and PRC

- Synergistic effects of property development business and construction business
- Able to offer value-added services when carrying on property development work based on construction experience

Strong working relationships with joint venture partners and business network

- Established wide network of contacts in the PRC
- Participated in successive series of joint venture development projects in Singapore since 2008
- Extensive experience in construction industry



THANK YOU