**TUAN SING HOLDINGS LIMITED**
(Registration No. 196900130M)

# PRESS RELEASE

## Tuan Sing reports a 5% increase in PATMI to $4.8 million for FY2023

- ***Revenues increased by 35% across all three business segments***
- ***The Group remains cautiously optimistic amidst high interest rates and slower global economic outlook***
- ***Shareholders to receive an unchanged first and final one-tier tax exempt dividend of 0.7 cent per share***

*Summary of unaudited financial results for the six-month & 12-month period ended 31 December 2023*

| | **2H2023** $' million | **2H2022** $' million | **Variance** % | **FY2023** $' million | **FY2022** $' million | **Variance** % |
|---|---|---|---|---|---|---|
| **Revenue** | 159.0 | 111.3 | 43 | 303.7 | 225.3 | 35 |
| Net profit attributable to shareholders | (1.2) | (5.1) | 77 | 4.8 | 4.6 | 5 |
| **Earnings per share (cents)** | (0.09) | (0.42) | 79 | 0.39 | 0.38 | 3 |

**SINGAPORE - 23 February 2024 -** SGX Mainboard-listed Tuan Sing Holdings Limited ("**Tuan Sing**" or the "**Group**"), a regional real estate company focused on real estate development, real estate investment and hospitality, today reported net profit attributable to shareholders of $4.8 million for the financial year ended 31 December 2023 ("**FY2023**"), an increase of 5% compared to $4.6 million in the previous financial year ("**FY2022**"). Profit after tax for FY2023 was $5.4 million, an increase of 90% compared to $2.9 million in FY2022.

Revenue rose 35% to $303.7 million in FY2023 from $225.3 million in FY2022. This was largely due to higher revenue from all three segments of the Group's business - Real Estate Development, Real Estate Investment and Hospitality.

Higher revenue from Real Estate Development in FY2023 was mainly due to higher progressive recognition of units sold in Peak Residence, partly offset by lower contribution from Mont Botanik Residence which obtained TOP in February last year.

Real Estate Investment's higher revenue contribution was driven mainly by the stronger performance from the Group's investment properties in Singapore, namely 18 Robinson in the CBD area and Link@896 along Dunearn Road.

Higher revenue from Hospitality reflected the continued recovery of the Group's hotel operations in Melbourne following the easing of Covid-19 related restrictions in 2022. However, revenue from the Group's hotel operations in Perth was lower as revenue from the previous corresponding period was boosted by guaranteed payments during the state requisition period while the current 2023 operations were affected by the ongoing asset enhancement works at the Hyatt Regency Perth complex.

Meanwhile, the Group's share of results of equity accounted investees decreased marginally to $29.3 million in FY2023. This was due mainly to the Group's share of initial operating losses in The Grand Outlet-East Jakarta as well as its Sanya development project which were both completed in the last quarter of 2023. However, the Group's 44.5% stake in Gul Technologies Singapore Pte Ltd ("**GulTech**") chipped in with higher net profit contribution despite weaker demand for printed circuit boards and lower selling prices.

The Group's balance sheet remained robust. As at 31 December 2023, the Group had cash and cash equivalents of $222.8 million, compared with $252.0 million a year ago.

Mr William Liem, Chief Executive Officer of Tuan Sing, expressed confidence in the Group's resilience amidst economic uncertainties, attributing the Group's commendable results for 2023 to a well-diversified portfolio of businesses aided by prudent financial management.

Looking ahead, Tuan Sing remains poised to capitalise on opportunities as they arise, enhancing our existing assets and working with potential strategic partners through joint ventures or acquisitions in Singapore and in the regions where we already have a presence, while ensuring a steadfast balance sheet.

To reward shareholders for their unwavering support, the Board of Directors has proposed an unchanged first and final one-tier tax exempt dividend of 0.7 cents per share for FY2023. The proposed dividend falls under the Tuan Sing Scrip Dividend Scheme, which was implemented since 2009.

**Property development and investment updates**

Amidst high interest rates and slower global economic outlook, the Group continues to adopt a cautiously optimistic outlook for the real estate market.

**In Singapore**, the office market is still resilient despite weaker leasing demand from the tech sector which is offset somewhat by demand from the professional services and workspace sectors. The retail sector faces its own challenges such as manpower shortages and higher operating costs. Nevertheless, tourism continues to shine with a robust schedule of concerts and events this year. These activities should boost tourism and in turn lend support to retail rentals.

Of the Group's commercial properties,18 Robinson continues to enjoy improving occupancies and contribute to recurring income for the Group. However, contribution from Link@896 for 2024 is expected to be affected with commencement of asset enhancement works this year. When completed in 2025, Link@896 will be able to offer elevated retail experience by improving tenant mix along with new amenities.

On the residential front, all units at the Peak Residence development have been sold and the project is expected to be completed in 2024. The Group is closely monitoring the residential market which is expected to remain stable due to continued interest from local homebuyers.

**In Australia**, Grand Hyatt Melbourne continues to benefit from the positive outlook in the tourism sector, with international and domestic spending projected to exceed pre-pandemic level in 2024.

At Hyatt Regency Perth, conversion of 42 rooms into serviced apartments is nearing completion and is expected to be operational in the first half of 2024. Targeted at mid-and-long term stay segments, the Group expects occupancy to improve with additional contribution to the income stream.

Meanwhile, the stable and improving occupancies at the Group's Melbourne and Perth investment properties are expected to contribute to the performance of the Group in 2024 and beyond.

**In Indonesia**, the 125-hectare Opus Bay project in Batam is being developed in phases into an integrated township, with construction of Balmoral Tower and Cluny Villas progressing on schedule. Sales of both projects are in line with expectations.

Last December, the Group soft-opened its international luxury outlet mall known as The Grand Outlet-East Jakarta at Karawang, a joint venture project with a subsidiary of Mitsubishi Estate Asia. About 75% of the outlet mall has been leased to numerous brand-name tenants, with PT Mitra Adiperkasa as the anchor tenant. This project is expected to contribute to recurring income stream from 2024 onwards.

**In China**, GulTech continues to record a positive performance in FY2023. *T*he Group has been informed that Gultech (Jiangsu) Electronics Co., Ltd ("Gultech Jiangsu"), an indirect wholly-owned subsidiary of GulTech (through Gultech China Pte Ltd), has recently decided that the potential listing plans of Gultech Jiangsu should be halted due to current geopolitical and economic conditions.

In Sanya, construction of the Group's 7.8%-owned development project was completed in December 2023. The retail portion of the project known as Sanya Summer Plaza has commenced operations and is expected to contribute to the recurring income stream from 2024 onwards.

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## About Tuan Sing Holdings Limited

Tuan Sing Holdings Limited is a regional investment holding company with interests mainly in real estate development, real estate investment and hospitality. Over the years, the Group has developed a portfolio of strategically located real estate assets in Singapore and across the region and established a reputation for the delivery of good quality and iconic developments.

The Group also holds a 44.5% interest in Gul Technologies Singapore Pte Ltd., a printed circuit board manufacturer with manufacturing plants in China.

Since marking its Golden Jubilee in 2019, Tuan Sing has embarked on a business transformation to reposition itself from a niche developer to a major regional player with a presence in commercial, residential and hospitality properties in various key Asian cities across Singapore, China, Indonesia and Australia. Leveraging on its strengths and track record in property development and investment across a diverse range of property segments, the Group intends to participate in large-scale integrated developments and townships as it enters the next phase of growth.

For more information on Tuan Sing Holdings Limited, please visit http://www.tuansing.com.

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