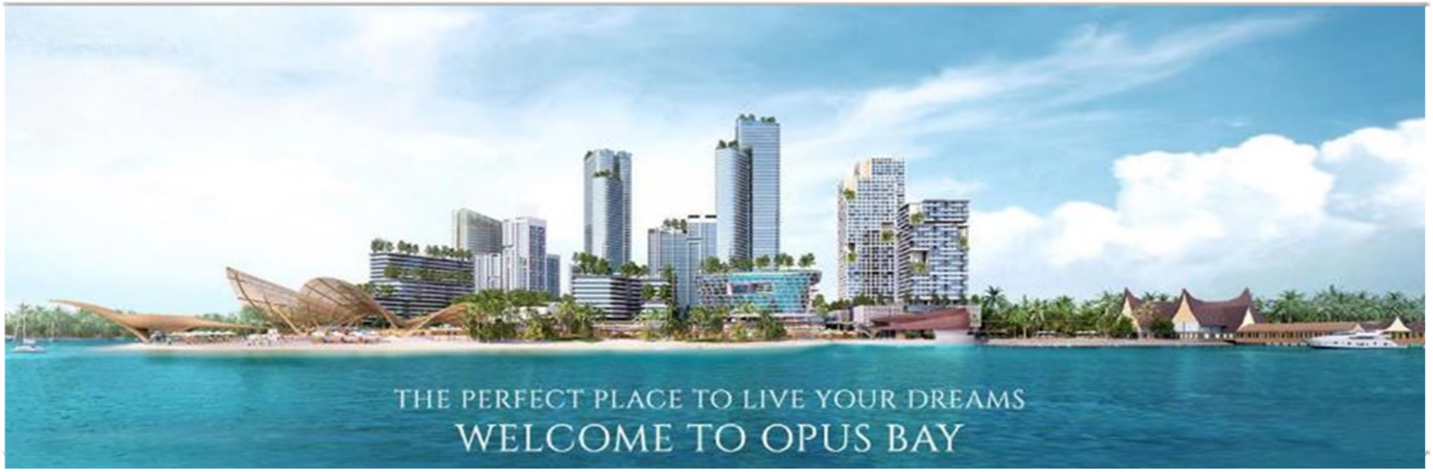
TUAN SING HOLDINGS LIMITED

Creating A Clear Distinction



2H2024 AND FY2024 UNAUDITED RESULTS ANNOUNCEMENT

27 February 2025

Notice & Disclaimer

This document has been prepared for discussion purposes and does not constitute an offer or solicitation, nor it is the basis for any contract, for the purchase or sale of any investment. The information contained in this document is strictly confidential and is made available to the recipient on the express condition that it will be held in complete confidence. It may not be copied or circulated, in whole or in part, without the prior express or written consent of Tuan Sing Holdings Limited (TSH).

Recipients should not consider the contents in this documents as legal, tax, business or investment advice. Each recipient should consult with its own counsel, accountant and/or business advisor as to legal, tax and related matters. Any investment decision must be based upon the results of each recipient's own investigations and such investigations shall be at each recipient's own risk.

The value of investments may rise as well as fall. Past performance is not necessarily indicative of future returns. Target returns are not guaranteed. Property investments can be illiquid and there is no guarantee that properties can be sold at valuation levels. Investments may be subject to gearing and should be considered higher risk than a similar ungeared investment. Investment returns may be subject to foreign currency exchange risks.

The information contained herein has been based on the information reasonably available at the time of the preparation of this document. TSH uses such information without verification by itself, and shall not be liable for the accuracy or completeness of such information. The information contained in this document is subject to change without notice. No representation or warranty, expressed or implied, is made in respect of the information in this document.

Group Financial Performance

($'m)	2H2024	2H2023	Better/ (Worse)	FY2024	FY2023	Better/ (Worse)
Revenue	86.0	159.0	(46%)	192.5	303.7	(37%)
Gross profit	35.3	43.7	(19%)	76.2	90.0	(15%)
Adjusted EBIT	16.3	26.7	(39%)	40.8	56.7	(28%)
Profit/(Loss) before tax	5.1	0.3	1,409%	(1.2)	2.7	nm
Profit/(Loss) after tax	7.7	(0.3)	nm	1.2	5.4	(77%)
Net profit/(loss) attributable to shareholders	9.0	(1.2)	nm	2.3	4.8	(52%)
EPS (cents)	0.72	(0.09)	nm	0.19	0.39	(51%)

nm: not meaningful

Overview

- **Revenue decreased by 46% to $86.0 million in 2H2024.** The decrease was largely driven by lower revenue from Real Estate Development, Real Estate Investment and Hospitality.
- **Revenue decreased by 37% to $192.5 million in FY2024.** The decrease was largely driven by lower revenue from Real Estate Development, Real Estate Investment and Hospitality.

- **Net profit attributable to shareholders for 2H2024 was $9.0 million, as compared to a net loss of $1.2 million in 2H2023** due mainly to net gain from divestment of approximately 72.06% of the Group's indirect investment in a parcel of greenfield land in Fuzhou City, Fujian, China, partly offset by lower contribution from Real Estate Investment, Hospitality and Other Investments as well as costs and expenses related to the termination of the hotel management agreements in Perth.
- **Net profit attributable to shareholders for FY2024 was $2.3 million, a decrease of 52% as compared to FY2023** due mainly to lower contribution from Real Estate Investment, Hospitality and Other Investments as well as costs and expenses related to the termination of the hotel management agreements in Perth, partly offset by net gain from divestment of approximately 72.06% of the Group's indirect investment in a parcel of greenfield land in Fuzhou. Contribution from Real Estate Investment was adversely affected by the commencement of asset enhancement works at Link@896 whereas contribution from Hospitality was affected by the cessation of Hyatt Regency Perth as a Hyatt-managed hotel as well as initial net operating losses from the newly rebranded Residence on Langley Park. Contribution from Other Investments was also lower due mainly to weaker performance from GulTech as a result of the slow-down in demand for printed circuit boards.

- **Earnings per share for 2H2024 was 0.72 cents, as compared to loss per share of 0.09 cents for 2H2023.**
- **Earnings per share for FY2024 was 0.19 cents, as compared to 0.39 cents for FY2023.**

Revenue by Segment

($'m)	FY2024	FY2023	Better/ (Worse)
Real Estate Investment	53.4	60.0	(11%)
Real Estate Development	44.9	150.3	(70%)
Hospitality	88.4	90.2	(2%)
Other Investments^	7.8	7.6	3%
Corporate@	(2.0)	(4.4)	55%
Group Total Revenue	**192.5**	**303.7**	**(37%)**

Revenue decrease was mainly driven by lower revenue from Real Estate Investment, Real Estate Development and Hospitality.

^ The revenue is derived from the manufacturing business of polypropylene woven bags in Malaysia. GulTech and Pan-West were not included as their results were equity accounted for.

@ Comprise mainly group-level services and consolidation adjustments.

Adjusted EBIT by Segment

($'m)	FY2024	FY2023	Better/ (Worse)
Real Estate Investment	19.0	25.7	(26%)
Real Estate Development	(5.5)	(7.3)	25%
Hospitality	12.1	14.6	(17%)
Other Investments	26.6	33.1	(19%)
Corporate*	(11.4)	(9.4)	(22%)
Group Total Adjusted EBIT**	**40.8**	**56.7**	**(28%)**

- Lower Adjusted EBIT was due mainly from Real Estate Investment, Hospitality and Other Investments, partially offset by lower losses from Real Estate Development.
- Lower contribution from Real Estate Investment due mainly to contribution from Link@896 adversely affected by the commencement of asset enhancement works
- Contribution from Hospitality was affected by the cessation of Hyatt Regency Perth as a Hyatt-managed hotel as well as initial net operating losses from the newly rebranded Residence on Langley Park.
- Lower contribution from Other Investments was due mainly to weaker performance from GulTech as a result of the slow-down in demand for printed circuit boards.
- Higher contribution from Real Estate Development was due mainly to higher construction costs incurred in FY2023 in relation to its residential project in Singapore.

* Comprise mainly group-level services and consolidation adjustments

** Adjusted earnings before interest and tax, excluding the effects of (i) gain or loss on disposal of subsidiaries, joint venture/associate, investment properties, and property, plant and equipment, (ii) fair value gain or loss on investment properties and derivative financial instruments, (iii) revaluation deficit on property, plant and equipment, (iv) impairment/writeback of impairment on investments in joint venture/associate, and property, plant and equipment, (v) non-recurring termination costs and expenses and (vi) net foreign exchange gain or loss.

Real Estate Investment

- Revenue decreased by 11% to $53.4 million in FY2024 due mainly to the lower contribution from Link@896, the Group's investment property in Singapore. The occupancy rate at Link@896 was adversely affected with the commencement of asset enhancement works in FY2024. Whilst the on-going asset enhancement works at Shoppe on Langley Park in Perth are being completed in phases, tenants in the completed phases have commenced trading in FY2024 and started to contribute to the recurring revenue stream.

- Adjusted EBIT decreased by 26% to $19.0 million in FY2024 which was largely in line with the decrease in revenue. The Group's share of initial net operating losses in the Grand Outlet – East Jakarta at Karawang and the retail mall at Summer Station in Sanya also contributed to the decrease in Adjusted EBIT. The decrease in Adjusted EBIT was partly offset by positive contribution from the completed phases of asset enhancement works at Shoppe on Langley Park in Perth.

Real Estate Development

- Revenue decreased by 70% to $44.9 million in FY2024 due mainly to lower progressive revenue recognition of units sold in Peak Residence.

- Adjusted EBIT was a lower loss of $5.5 million in FY2024 as compared to a loss of $7.3 million in FY2023 due mainly to higher construction costs incurred in the previous corresponding year in relation to its residential project in Singapore. Adjusted EBIT in FY2024 continued to be negatively impacted by operating costs from Batam Opus Bay's development.

Hospitality

- Revenue decreased by 2% to $88.4 million in FY2024 due mainly to the cessation of Hyatt Regency Perth as a Hyatt-managed hotel on 31 August 2024. The property was rebranded as Residence on Langley Park in September 2024 and has started to contribute positively to the revenue. The Group also recorded a stronger performance from its hotel operations in Melbourne as well as recorded revenue contribution from its newly acquired property known as Fraser Residence River Promenade in the second half of 2024.

- Adjusted EBIT decreased by 17% to $12.1 million in FY2024. The decrease largely arose from the cessation of Hyatt Regency Perth as a Hyatt-managed hotel as well as initial net operating losses in the newly branded Residence on Langley Park.

Other Investments

- In FY2024, the Group reported revenue of $7.8 million from the manufacturing of polypropylene woven bags in Malaysia, which was largely similar to the revenue reported in FY2023.

- Adjusted EBIT decreased by 19% to $26.6 million in FY2024 due mainly to GulTech turning in a weaker performance in FY2024 as a result of the slow-down in demand for printed circuit boards.

Group Financial Position

($'m)	31.12.24	31.12.23	Increase/ (Decrease)
Total assets	2,700.3	2,619.4	3%
Total liabilities	1,480.0	1,391.3	6%
Total borrowings	1,323.9	1,229.5	8%
Cash and cash equivalents	156.9	222.8	(30%)
Shareholders' equity	1,219.3	1,225.9	(1%)
NAV per share (cents)	98.0	99.0	(1%)
Gross gearing^	1.08x	1.00x	8%
Net gearing^^	0.96x	0.82x	17%

^ Gross gearing = total borrowings / total equity

^^ Net gearing = net borrowings / total equity; Net borrowings = total borrowings – cash and cash equivalents

Review of Financial Position

- **Total assets increased by 3% to $2,700.3 million.**
  - Investment properties and property, plant and equipment were higher mainly due to the acquisition of Fraser Residence River Promenade and asset enhancement works incurred during the year at Link@896 and Shoppe on Langley Park in Perth. Trade and other receivables were higher mainly due to the deposits paid for assets in Batam and amounts receivable from related parties in connection with the divestment of the Group's indirect investment in a land in Fuzhou. The increase in total assets was partly offset by lower cash and cash equivalents, arising mainly from interest and operational payments, and a net decrease in contract assets and development properties which arose from the consideration received in respect of the sold residential units.

- **Total liabilities increased by 6% to $1,480.0 million.**
  - The increase was due mainly to a net drawdown of banks loans and borrowings to finance the acquisition of Fraser Residence River Promenade and assets in Batam. The increase in bank loans and borrowings was partly offset by the repayment of a project loan secured against a residential project which was completed during the year.

Review of Financial Position

- **Net gearing increased from 0.82x to 0.96x.** Gross gearing increased from 1.00x to 1.08x.

- **Shareholders' equity decreased by 1% to $1,219.3 million.**

- **Net asset value per share was 98.0 cents per share as at 31 December 2024**, as compared to 99.0 cents as at 31 December 2023.

Group Cash Flow

($'m)	FY2024	FY2023
Operating cash flow	79.3	143.4
Investing cash flow	(180.1)	(53.3)
Financing cash flow	28.2	(122.6)
Foreign currency translation adjustments	(3.6)	(2.6)
Cash and cash equivalents at end of year^	136.9	213.1
Free cash flow^^	(100.6)	90.1

^ Net of encumbered fixed deposits and bank balances
^^ Free cash flow = operating cash flow + investing cash flow

Review of Cash Flow

- **The Group had cash and cash equivalents of $136.9 million as at 31 December 2024**, as compared to $213.1 million as at 31 December 2023.

- Cash and cash equivalents movement was due mainly to:
  - Operating cash inflow of $79.3 million: mainly from operating cash flows and collection of progress billings from residential development projects in Singapore, partly offset by payments for development costs for residential projects.
  - Investing cash outflow of $180.1 million: mainly to the acquisition of Fraser Residence River Promenade and assets including the ferry terminal in Batam as well as assets enhancement works incurred at Link@896 and Shoppe on Langley Park in Perth, offset by net proceeds received from divestment of the Group's indirect investment in a land in Fuzhou.
  - Financing cash inflow of $28.2 million: due mainly to the net drawdown of bank loans and borrowings of $109.5 million, partly offset by interest payments of $63.2 million, an increase in encumbered bank deposits of $10.6 million placed and dividend payments of $7.3 million.

Outlook

- The Group is focused primarily on real estate investment, real estate development and hospitality businesses. The Group has embarked on a business transformation to reposition itself from a niche developer to a strong regional real estate player.

- Amidst a complex global economic landscape with steady yet modest growth projections and high interest rates, the Group maintains a cautiously optimistic outlook for the real estate market. Global economic growth is projected to reach 3.3% in 2025, consistent with 2024, but still slightly below the pre-pandemic historical average of 3.7%. Global headline inflation is expected to decline to 4.2% in 2025. The global outlook remains clouded by downside risks, including policy uncertainties and geopolitical tensions[1].

[1] https://www.imf.org/en/Publications/WEO/Issues/2025/01/17/world-economic-outlook-update-january-2025

Outlook: Singapore

- **In Singapore,** the last quarter of 2024 was another quarter of low office leasing activity with only a few large leases concluded. The growing adoption of technology and uncertain economic outlook has led to the rationalisation of work forces, thus impacting office leasing and space usage. With demand expected to remain subdued in 2025, companies are facing tighter budgets for relocations and expansion. However, many multinational firms which have secured large office spaces will see their leases expire in 2025 and 2026, giving them the flexibility to move to new buildings or downsize their space. Retailers' expansionary appetite is expected to remain strong in 2025, although ongoing challenges, especially rising labour costs, have slightly weakened demand. Expectations of a full tourism recovery to pre-pandemic levels and below-historical-average future supply should support retail rents.

- The Group has initiated an asset enhancement program at Link@896. Work commenced in 2024 and will be completed in phases, with overall project completion expected in the last quarter of 2025. The asset enhancement is expected to introduce new varieties of lifestyle trade mix and improve circulation within the five-storey mall, thereby enhancing the shopping experience, as well as introduce a redesigned facade with a direct sheltered connection to King Albert Park MRT Station. The Group expects the mall to contribute positively to the recurring revenue upon completion of the asset enhancement.

Outlook: Singapore

- The Group's other commercial property, 18 Robinson, remains a steady source of income and continues to contribute to the Group's recurring revenue.

- In terms of residential development, Mont Botanik Residence received its Certificate of Statutory Completion ("CSC") on 29 May 2024. Peak Residence obtained its Temporary Occupation Permit ("TOP") on 17 October 2024, ahead of the timeline of 8 November 2024 stipulated by one of the remission conditions under the Stamp Duties (Housing Developers) (Remission of ABSD) Rules, as reported in the financial results announcement for the half year ended 30 June 2024 on 8 August 2024. The Group continues to closely monitor the residential market, which is expected to remain stable, driven by government policies and strong demand from aspiring young Singaporeans and HDB upgraders.

Outlook: Singapore

- In May 2024, the Group entered into a sales and purchase agreement to acquire a property known as Fraser Residence River Promenade ("FRRP") for approximately $140.9 million. The newly-completed mixed-use property comprising a 4-storey block of 72 serviced apartments, 3 conservation warehouses and 47 carpark lots, is strategically located within Robertson Quay. The acquisition, which was completed in July 2024, is part of the Group's broader growth strategy to further expand its hospitality business by enlarging the product offering and geographical presence.

- FRRP is well-positioned to capitalise on the positive outlook for international markets in 2025. The anticipated increase in inbound tourism, driven by enhanced global flight connectivity and the launch of major initiatives such as Terminal 5 and world-class events like the World Aquatics in Singapore, is expected to drive higher occupancy rate. FRRP's key source markets include China, Indonesia, and Malaysia. With a robust recovery in the tourism sector, the Group expects a steady contribution to the Group's performance from this property in 2025.

Outlook: Australia

- **In Australia,** with the growth of domestic tourism and improved international flight connections to Melbourne, Grand Hyatt Melbourne is positioned to experience enhanced performance. The resurgence of international visitors, coupled with a resilient domestic market, is expected to sustain this momentum. Additionally, major sporting and music events are set to further boost tourism.

- In Perth, Hyatt ceased its tenure as the hotel operator of the property known as Hyatt Regency Perth on 31 August 2024. The property was repositioned and rebranded as Residence on Langley Park ("ROLP"), commencing trading in September 2024. The newly converted serviced apartments on level 2 of the property started operations in phases from January 2025 onwards. These apartments feature kitchenettes and appliances such as refrigerators and cooktops, which target the extended stay market segment. This approach is anticipated to increase room rates and occupancy, reinforcing the Group's long-term strategy to broaden its hospitality offerings. Planning is underway for the conversion of the remaining floors of the property into serviced apartments in phases.

- Meanwhile, the stable occupancies at the Group's commercial property in Melbourne are expected to continue to contribute to the Group's recurring revenue. In Perth, the lease of the anchor tenant, Fortescue Metal Group, will be expiring in 2025 and 2026. The Group is in the process of securing replacement tenants for its commercial property.

Outlook: Australia

- Asset enhancement works at Shoppe on Langley Park are currently underway and will be completed in phases. The upgrades are set to increase the leasable retail area and have already attracted interest from key tenants. The initial phases, featuring anchor tenants like Foodies Market and Track Gym, have commenced trading and contribution to the recurring income stream in 2024. Subsequent phases are scheduled for completion over the next 1-2 years, with tenant occupancy and revenue generation anticipated to follow a phased approach.

- In November 2024, the Group submitted a Town Planning Application to the City of Melbourne for a major mixed-use redevelopment of its properties at 121-131 Collins Street and 23-25 George Parade ("the Property"). This transformative project aims to redefine the landmark location in Melbourne, infusing it with modern, luxury amenities while preserving its historic character. The Property currently houses the 550-room Grand Hyatt Melbourne along with various retail spaces. The proposed redevelopment will revitalise the podium levels, creating a dynamic luxury retail and F&B (food and beverage) precinct. A portion of the existing podium structure will be retained, allowing business operations for tenants and Grand Hyatt Melbourne to continue as usual. This initiative was driven by the limited supply of prime luxury retail space in Melbourne, which has traditionally been centered on Collins Street and extended to nearby Russell Street. Recent changes in demand, such as Chanel acquiring its own building and Dior relocating to Russell Street, have significantly increased the attractiveness of the site.

Outlook: Indonesia

- **In Indonesia,** the Opus Bay project in Batam is being developed in phases into an integrated township. The construction of Balmoral Tower and Cluny Villas is progressing with the handover of Cluny Villas expected to commence from the first half of 2025 onwards. The Group is collaborating with like-minded partners to establish Opus Bay as an attractive lifestyle entertainment destination with a proposed retail promenade being the one of the first few projects to be completed. As part of the Group's strategy to expand its hospitality business in the region, Opus Bay will feature dedicated hospitality and independent luxury hotel offerings. In the meanwhile, the Group continues to recognise operating costs from Opus Bay's development, the initial phases of which are slated to be opened progressively from 2026 onwards.

- In November 2024, the Group acquired Teluk Senimba Ferry Terminal, one of the five international ferry terminals in Batam, from interested persons. With direct connection to Opus Bay, the acquisition enables Opus Bay to extend its hospitality to the Group's valued customers directly to the point of disembarkation. An asset enhancement initiative ("AEI") for Teluk Senimba Ferry Terminal is scheduled to commence in 2025, with existing operations continuing during the upgrading works. The AEI is targeted for completion in 2026 and aims to enhance the ferry terminal's functionality and solidify its role as a key entry point to the integrated township.

Outlook: Indonesia

- The Group's international luxury outlet mall, The Grand Outlet – East Jakarta at Karawang ("TGO"), a joint venture with a subsidiary of Mitsubishi Estate Asia, had a grand opening in July 2024. The mall is strategically positioned along the Jakarta-Cikampek Toll Road, the country's busiest toll road. The newly operational Karawang High-Speed Rail, which commenced operations in December 2024, is expected to further enhance the mall's connectivity, making it more accessible from/to Jakarta, Bandung and surrounding areas. In its first full year of operations, TGO has attracted over 2.3 million visitors and achieved a strong occupancy rate of 87%, featuring approximately 120 tenants, including brands such as Hugo Boss, Coach, Kate Spade and Michael Kors. Looking ahead, TGO will focus on strengthening its brand portfolio by onboarding new tenants and leveraging the improved connectivity to drive higher foot traffic, further establishing its position as a retail destination in Indonesia.

Outlook: China

- **In China,** GulTech is expected to continue to contribute a positive performance in 2025, despite a weaker demand for printed circuit boards across all segments. In Sanya, leasing is in progress at the retail mall at Summer Station held by the Group's 7.8%-owned investee company, Sanya Summer Real Estate Co., Ltd, and the Group's 19 commercial units in one of the buildings at Summer Station.

- In December 2024, the Group divested approximately 72.06% of its indirect investment in a parcel of greenfield land in Fuzhou City, Fujian, China to interested persons and recognised a net gain of $18.5 million. The divestment of the remaining 24.87% is expected to complete in 2025.

Outlook

- The Group will continue to develop and enhance its asset portfolio, explore potential strategic partnerships and acquisitions to expand its footprints to seize growth opportunities in Singapore and in key cities in China, Indonesia and Australia where the Group has already a significant presence. The Group is also not averse to consider options and opportunities to divest, develop, streamline, restructure and/or reorganise its non-real estate investments and business when opportunities arise with the view to potential value maximisation.

Thank You

For further information, please contact:

Tan Choong Kiak
Group Chief Financial Officer
tan_ck@tuansing.com