

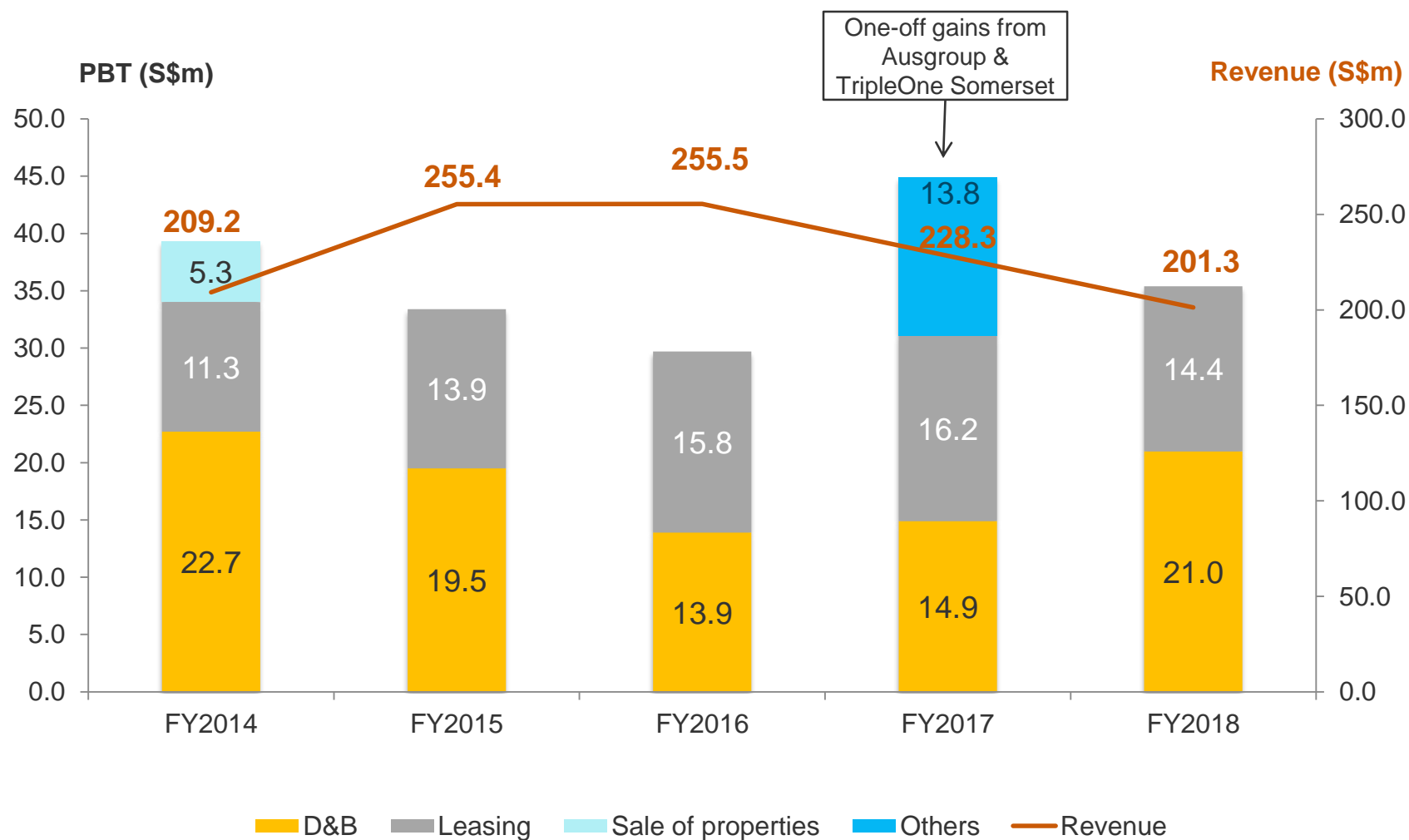
Boustead Projects Limited

FY2018 Annual General Meeting

26 July 2018

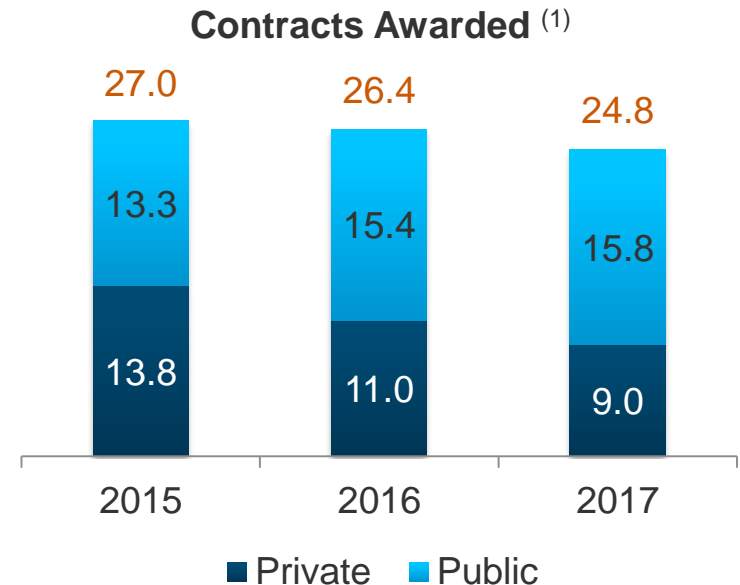


Group Financial Performance



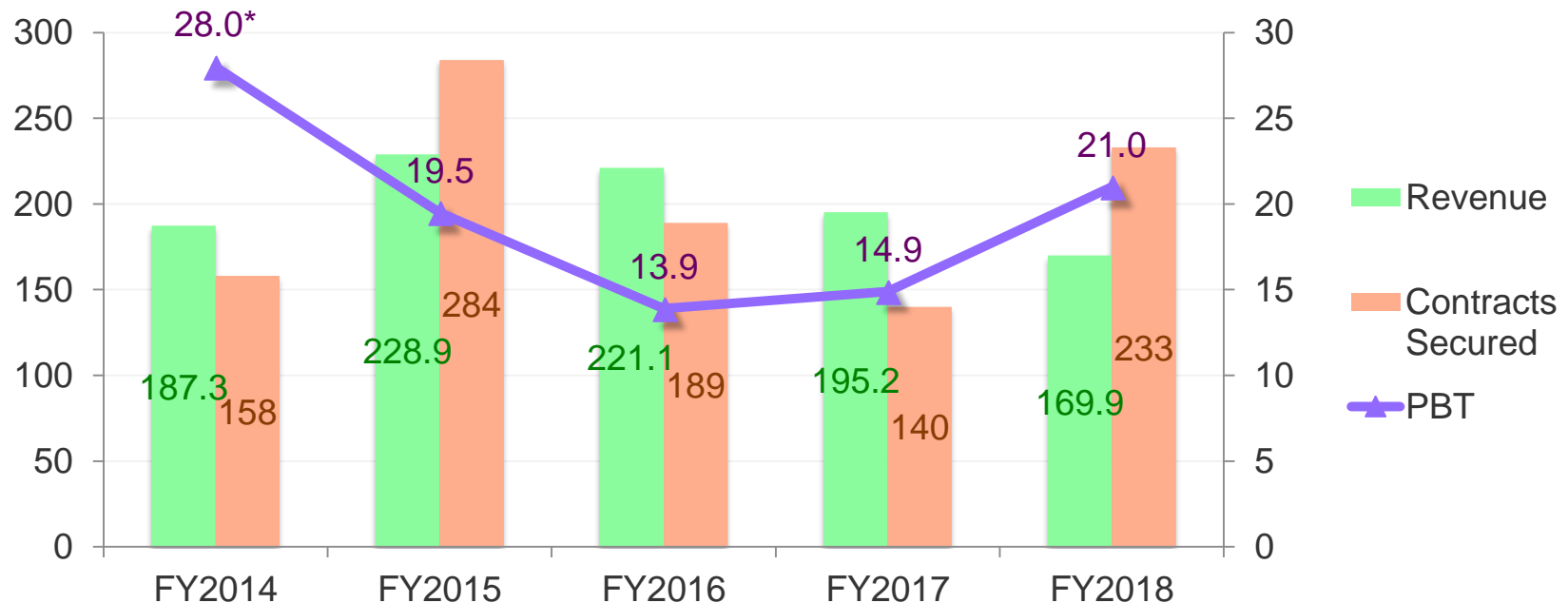
Design-and-build Review (1)

- Public sector continued to dominate total construction demand.
(~64% in CY2017)
- During CY2017, the Singapore Government awarded ~\$1.67bil⁽¹⁾ worth of industrial building construction contracts.



Design-and-build Review (2)

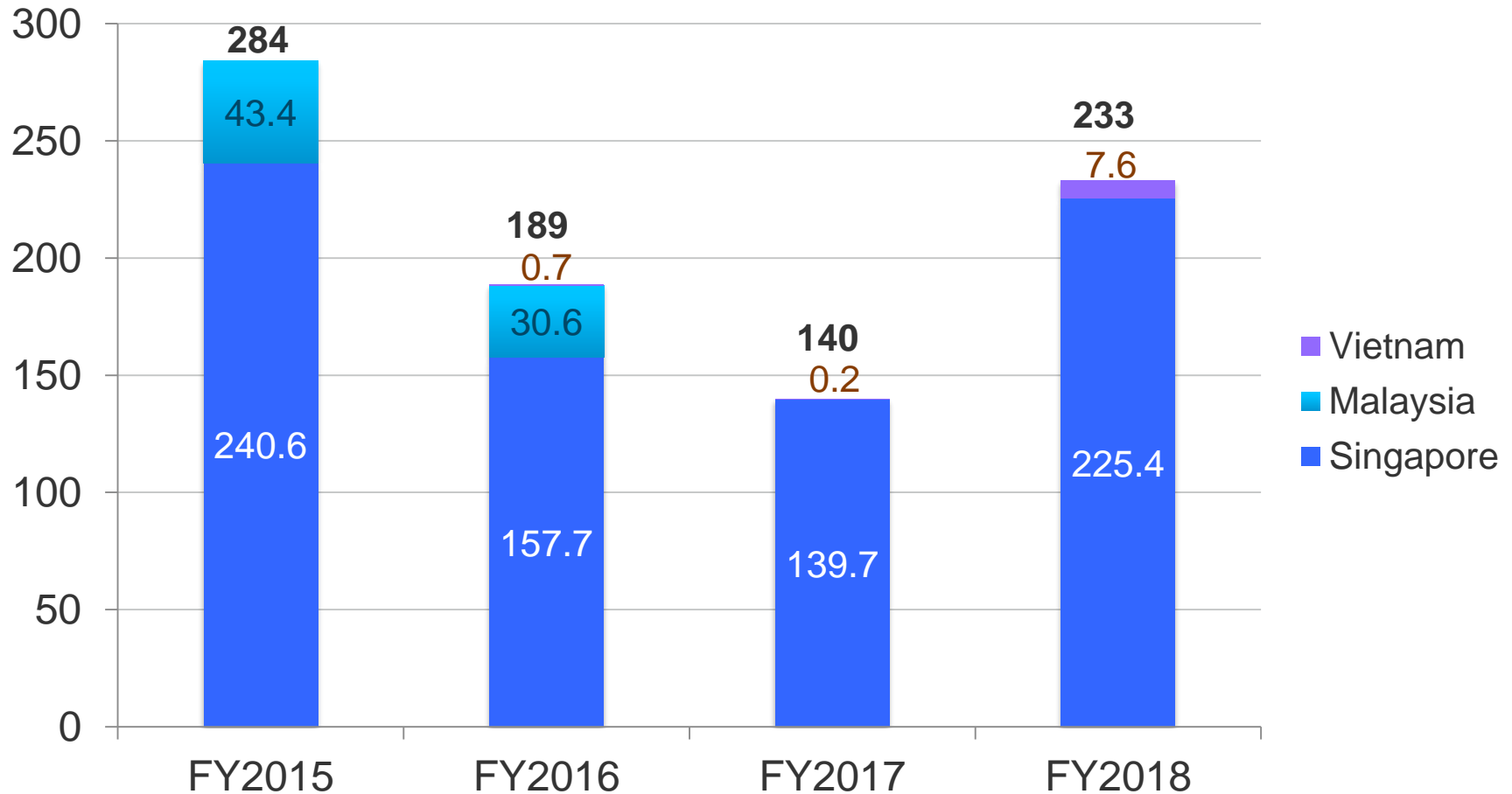
- Revenue fell 13% year-on-year on usually low value of contracts secured during FY2017 for revenue conversion in FY2018, and completion of a project with significant revenue contribution in FY2017
- Profit before income tax (PBT) growth **on productivity improvements, unlocking of cost savings and conversion of projects with higher margins**
- Healthy level of new contracts secured amid challenging market



*Includes \$5.3m contribution from sale of properties

Construction Contracts Secured by Country

S\$'million



Leasing Review (1)



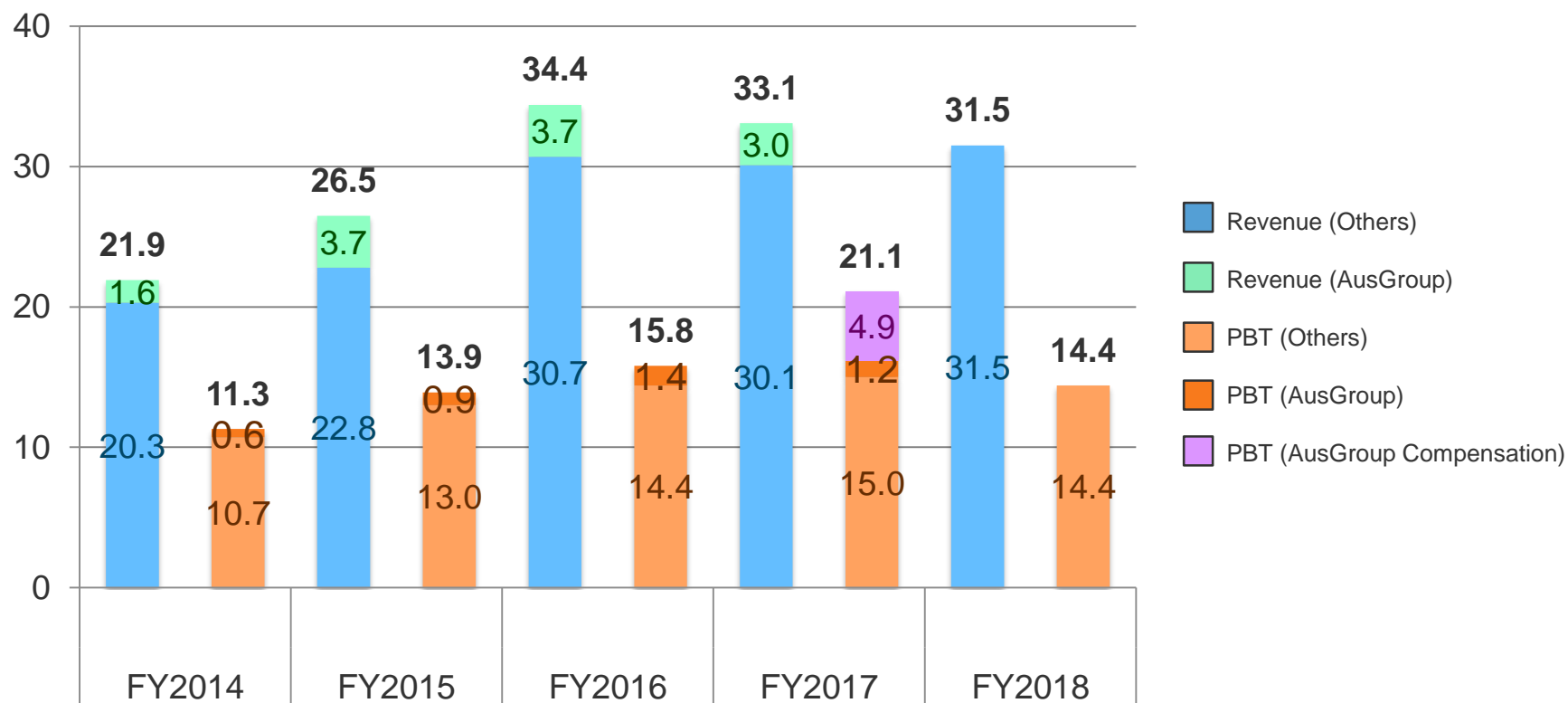
- Overall market demand for industrial spaces remain soft.
(Overall rental index fell 2.0% year-on-year whilst occupancy rates slipped 0.4%.)
- Business park space remains a bright spot with rental index increasing 6.9% year-on-year.
- Limited government land tender and industrial land allocation opportunities for developers.

	Property Type	1Q 2018	Y-o-y Change
Rental Index ⁽¹⁾	All	91.1	-2.0%
	Multi-user factory	89.1	-1.8%
	Single-user factory	97.5	-2.4%
	Business park	111.5	+6.9%
	Warehouse	85.5	-5.5%

Leasing Review (2)

- Lower leasing revenue mainly due to AusGroup's early lease termination (for 36 Tuas Road property) and lease expiry for 85 Tuas South Ave 1
- Lower profit before income tax (PBT) mainly due to AusGroup early lease termination, lease expiry at 85 Tuas South Ave 1 and absence of one-off other gains

S\$'mil



Development Highlights

SINGAPORE

Under Boustead Development Partnership:

- Completed Continental Building Phase 3
- Launched marketing of ALICE @ Mediapolis



MALAYSIA

Under THAB:

- Completed iBP @ Nusajaya
- Completed logistics hub at Port of Tanjung Pelepas



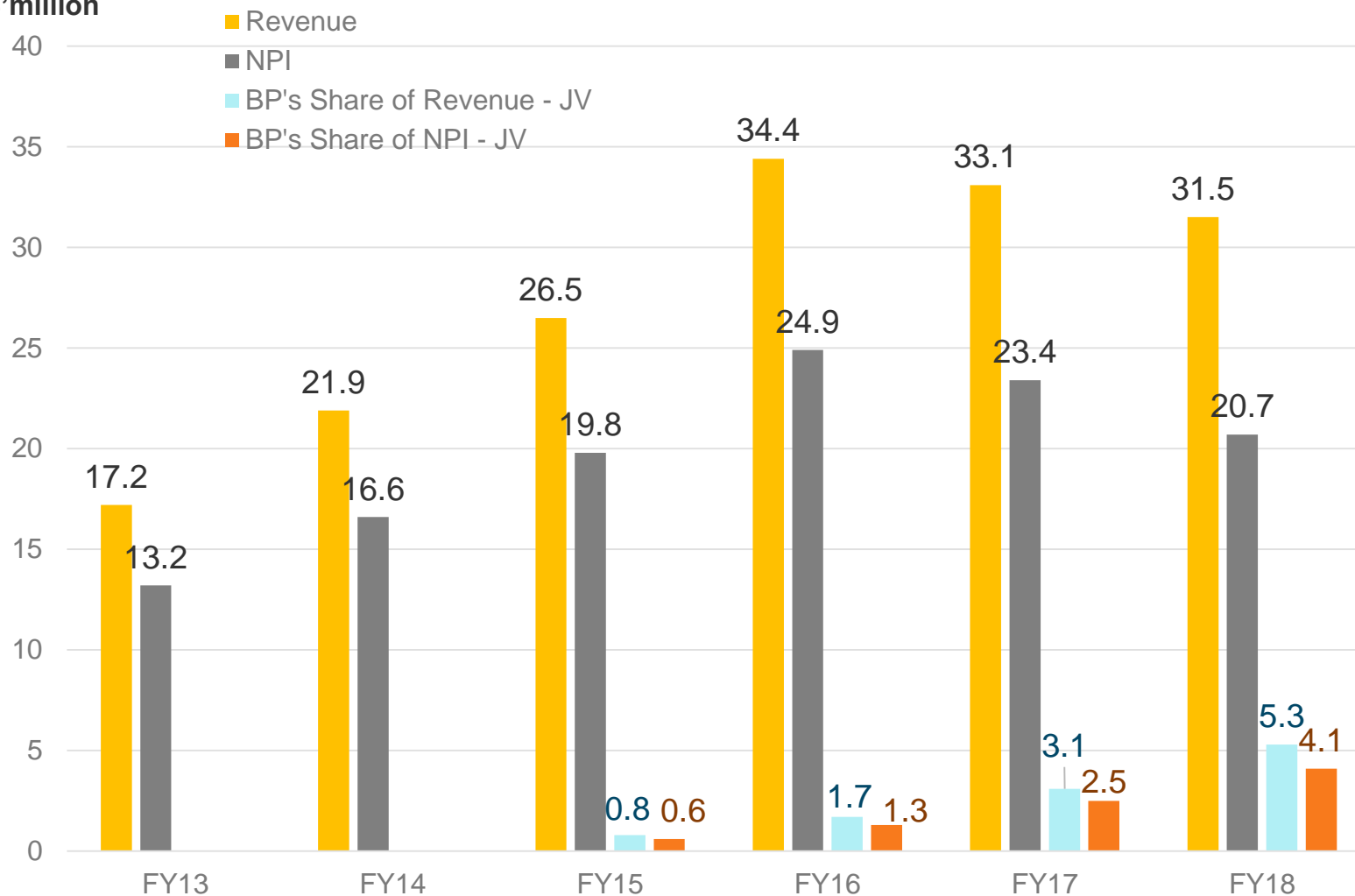
VIETNAM

- Subleased land for development of Boustead Industrial Park
- Commenced construction and marketing of Phase 1 (ready-built factories)



Growth in Leasing Revenue & NPI

S\$'million

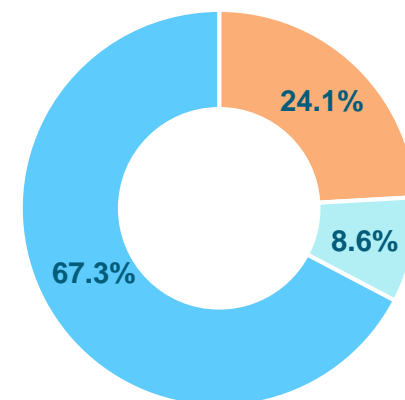
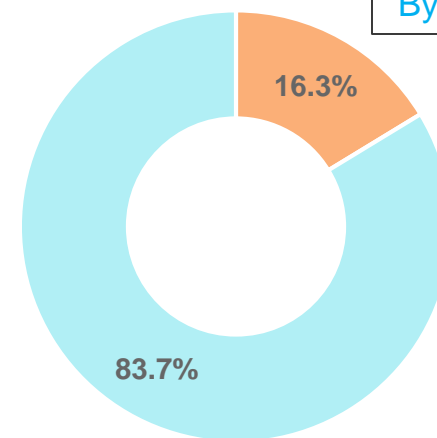


Portfolio Statistics (FY2018)

Wholly-Owned	FY17	FY18
No. of Properties	14	14
Property Value (\$'million)	351.8	345.9
Total Portfolio GFA (Million sqf)	1.8	1.8
Portfolio Occupancy (by NLA)	87%	83%
Weighted Average Lease Expiry (by NLA)	4.3	3.8
Weighted Average Land Tenure Expiry (by area)	36.2	35.1

Jointly-Owned	FY17	FY18
No. of Properties	3	5
Property Value (\$'million)	196.0	236.7
Total Portfolio GFA (Million sqf)	0.3	0.7
Portfolio Occupancy (by NLA)	100%	77%
Weighted Average Lease Expiry (by NLA)	10.2	6.9
Weighted Average Land Tenure Expiry (by area)	27.8	31.9

By Revenue



- Light Industrial
- General Industrial
- Business Park

Joint Venture Projects (FY2018)



Completed



GSK Asia House



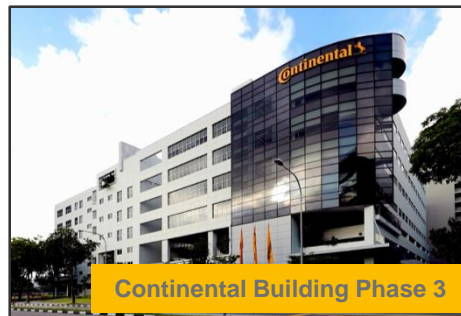
Safran Turbomeca



Edward Boustead Centre



PTP Warehouse



Continental Building Phase 3

Under Development



ALICE @ Mediapolis

Financial Position



(in S\$'m)	FY2017	FY2018	
Total borrowings	88.4	70.5	} 93% non-current debt, on floating interest rates with well-staggered maturity profile (over next 5 years)
Cash & cash equivalents	113.4	111.4	
Net cash/(borrowings)	25.0	40.9	} Strong cash position
Total equity	229.4	244.1	} Improved net cash position
Debt-to-equity ratio	39%	29%	} Increased on higher retained profits
Loan to valuation ratio*	25%	20%	} Ample gearing headroom

*For wholly-owned properties

Highlights (FY2018)



Financial Position

\$111.4mil

Cash position

20%

Loan-to-valuation ratio

Industrial Portfolio

-5%

Y-O-Y revenue change
for 100%-owned properties

+71%

Y-O-Y change in BP's share of
revenue for JV properties

Joint Venture Developments

~120,028 sqf

New development completed in SG

~259,463 sqf

New development completed in MY

Design & Build

13 Contracts

Secured in Singapore and Vietnam

Accolades

2 Awards

Green and Gracious Builder Award
(Excellent)
Green Mark Platinum for ALICE @
Mediapolis

Engineering & Construction

- Staying ahead in the industrial built environment through areas of quality / productivity / safety / technology.
- Participate in selected GeBIZ industrial construction tender(s).
- Continuing to tap on Singapore network and capabilities to expand into target countries.
- Extend efforts in M&A to increase scalability and competitiveness.
- Further opportunities in joint venture development(s).

Real Estate

- Proactive asset management – AEI / Redevelopment / Disposal.
- Extend efforts to grow the portfolio via acquisition of brownfield sites or completed properties.
- Participation in selected multi-user development(s).
- Extend relations with capital / development partners – Particularly in target countries and land banking opportunities.
- Establishment of real estate platform to inject portfolio and augment future growth plans