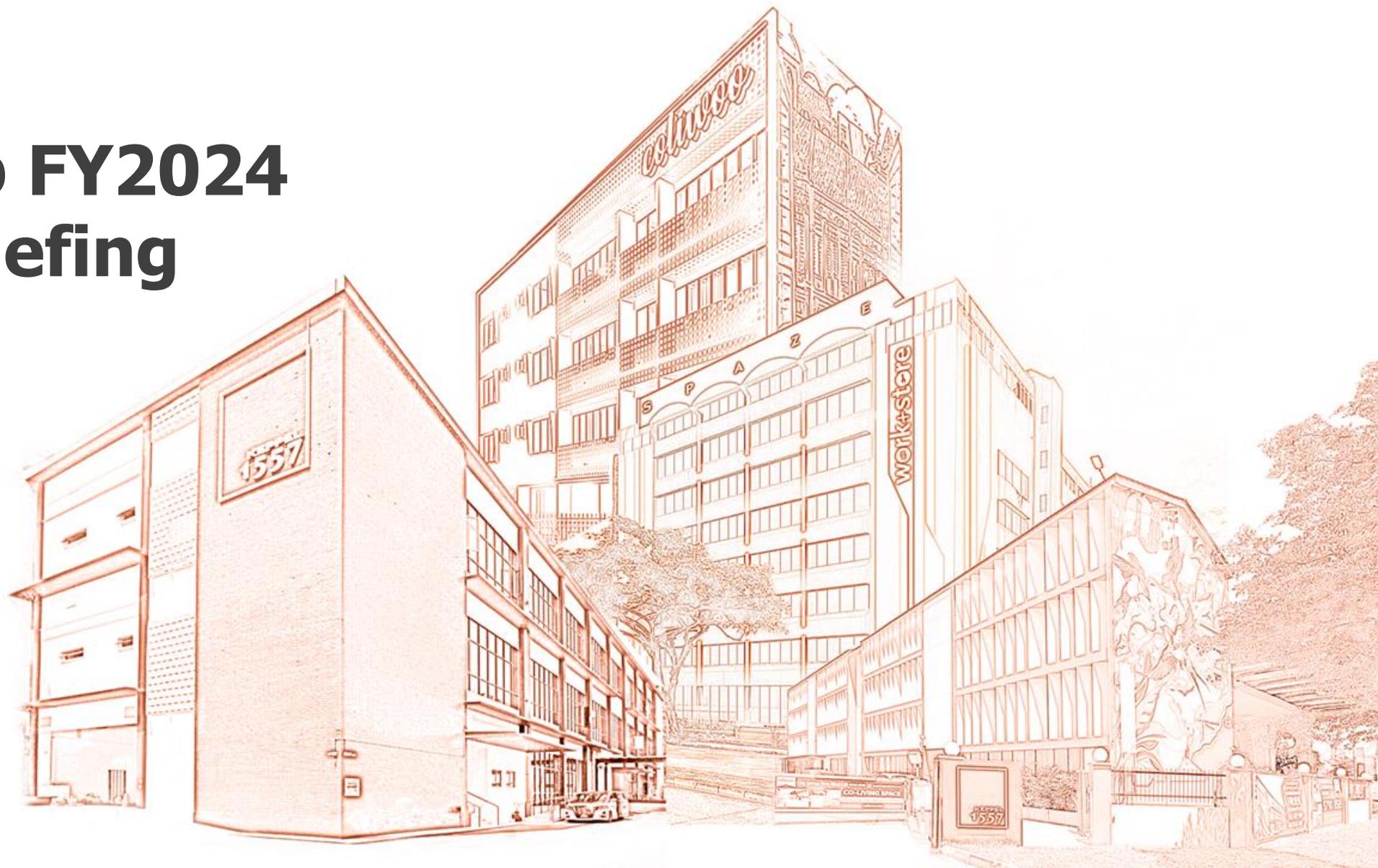


**LHN
GROUP**
SPACE OPTIMISED

LHN Group FY2024 Results Briefing

Nov 2024



Disclaimer

This presentation should be read in conjunction with the announcement of LHN Limited (the "Company") dated 25 November 2024 for the unaudited results for the six months and full year ended 30 September 2024.

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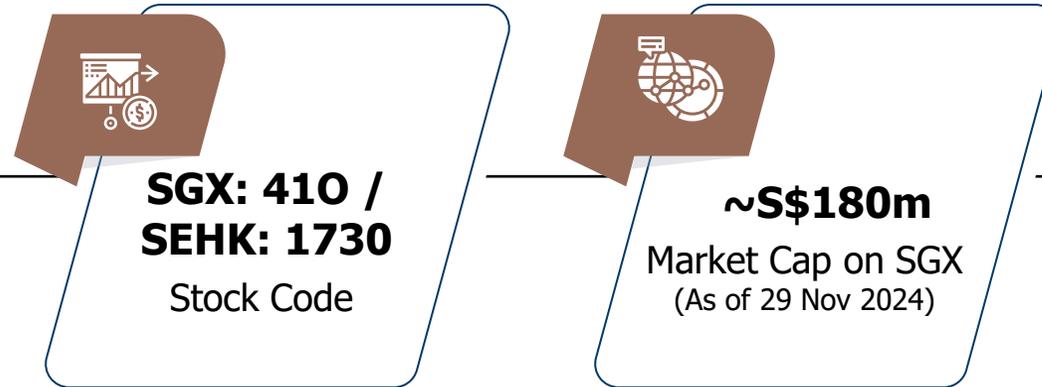
Table of Content

- 1 Corporate Overview
- 2 FY2024 Financial Highlights
- 3 Business Outlook

Corporate Overview



Real estate management services company providing integrated real estate management services across Asia.



* Approximate figures

OUR BUSINESSES

SPACE OPTIMISATION

Redesign unused, old and under-utilised spaces to maximise their leasable area and create productive environments for our space users.

PROPERTY DEVELOPMENT

Engage in property development activities such as the acquisition, development and/or sale of various types of properties and property investment activities.

What We Do

COMMERCIAL SPACE

GREENHUB
SUITED OFFICES FOR BORN GLOBAL FIRMS

INDUSTRIAL SPACE

work+store

RESIDENTIAL SPACE

colivoo 85 SOHO

55 TUAS PROJECT - FOOD FACTORY

TOP in Sep'24, the 9-storey industrial building was converted to a multi-user food processing industrial development.

Where We Operate



Singapore



Indonesia



Myanmar



Cambodia



China



Singapore

OUR BUSINESSES

FACILITIES MANAGEMENT

ENERGY RESOURCES

What We Do

Provide a full spectrum of integrated facilities management services and car park management services to our clients.

Provide efficient and innovative renewable energy and expertise for our clients.

CLEANING & RELATED SERVICES

No. of external customers: 87
No. of internal customers: 26



CAR PARK MANAGEMENT

Total no. of car parks under management:

- In Singapore: 99
- In Hong Kong: 3

Total no. of carpark lots under management: over 28,000



RENEWABLE ENERGY (SOLAR PANELS, EV CHARGING STATIONS, ELECTRICITY RETAILING)

Total solar energy system capacity: approximately 8.8 MW
Total no. of EV charging points under management: 23



Where We Operate



Singapore



Hong Kong SAR (China)



Singapore

OUR BUSINESSES

SPACE OPTIMISATION

15 Owned Properties **6** Joint Venture Properties **25** Master Leased Properties / Management Contract

COMMERCIAL

Contributed
5.2%
to FY2024
Space Op.
Revenue



- Manage a diversified portfolio of commercial spaces consisting of offices, serviced offices, sports & recreation centres, lifestyle hubs and food & beverages establishments.
- 6** properties in Singapore.
- 1** property in Indonesia.
- Over 330,000 sqft of space managed.



- 2** offices worldwide.

INDUSTRIAL

Contributed
30.4%
to FY2024
Space Op.
Revenue



- Manage B1 and B2 business spaces, including self storage spaces, supporting companies engaging in light to medium industrial and e-commerce activities.
- 14** properties in Singapore.
- Over 1,800,000 sqft of space managed.

work+store

- 7** Self Storage facilities in Singapore with over 1,600 storage units.

RESIDENTIAL

Contributed
64.4%
to FY2024
Space Op.
Revenue



- Manage **1** Foreign Domestic Workers' Dormitory at Keramat Road (Singapore).
- Manage and operate over **2,800 keys** in co-living, hostels, hotels, serviced residences under Coliwoo and 85 SOHO brands.

coliwoo

- 25** locations in Singapore.

85 SOHO

- 3** locations in Myanmar, Cambodia and China.

SELF-OPERATED UNDER COLIWOO



31 Boon Lay Dr.



1A Lutheran Rd.



320 Balestier Rd.



Lavender Collection



1557 Keppel Rd.



75 Beach Road (L5, L6)



**450 & 452
Serangoon Rd.**



2 Mount Elizabeth Lk.



298 River Valley Rd.



288 River Valley Rd.



**268 River Valley
Rd.**



404 Pasir Panjang Rd.



**141 Middle Rd.
(Upcoming)**



**50 Armenian St.
(Upcoming)**



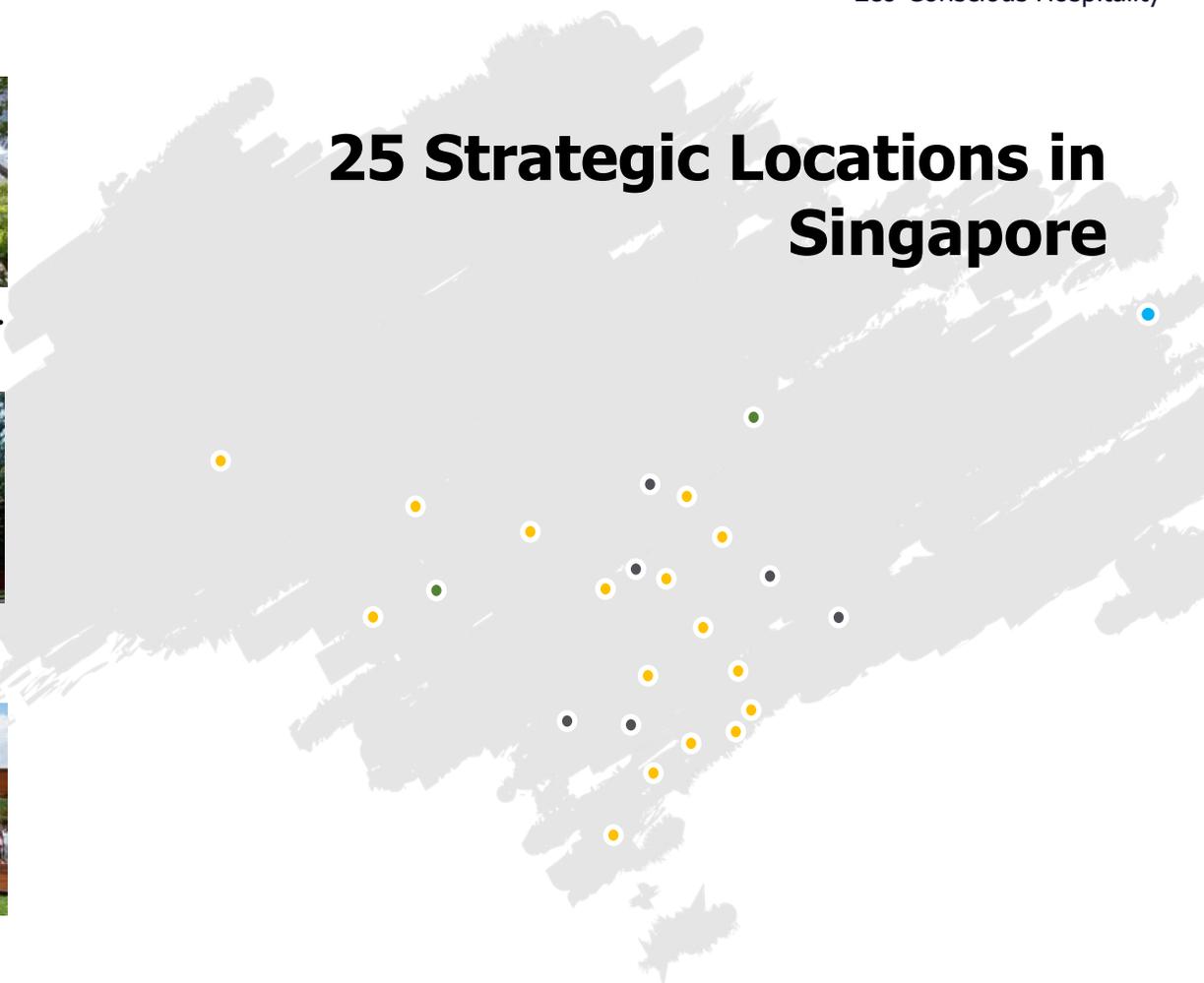
**48 & 50 Arab St.
(Upcoming)**



**260 Upper Bukit
Timah Rd.
(Upcoming)**

- Self-operated under Coliwoo
- Sub-lease to operator
- Healthcare Professional Accommodation
- Eco-Conscious Hospitality

25 Strategic Locations in Singapore



- Self-operated under Coliwoo
- Sub-lease to operator
- Healthcare Professional Accommodation
- Eco-Conscious Hospitality

SUB-LEASE TO OTHER OPERATORS



10 Raeburn Pk.



150 Cantonment Rd.



99 Rangoon Rd.



40 & 42 Amber Rd.



471 Balestier Rd.



115 Geylang Rd.

HEALTHCARE PROFESSIONAL ACCOMMODATION



Boundary Cl.



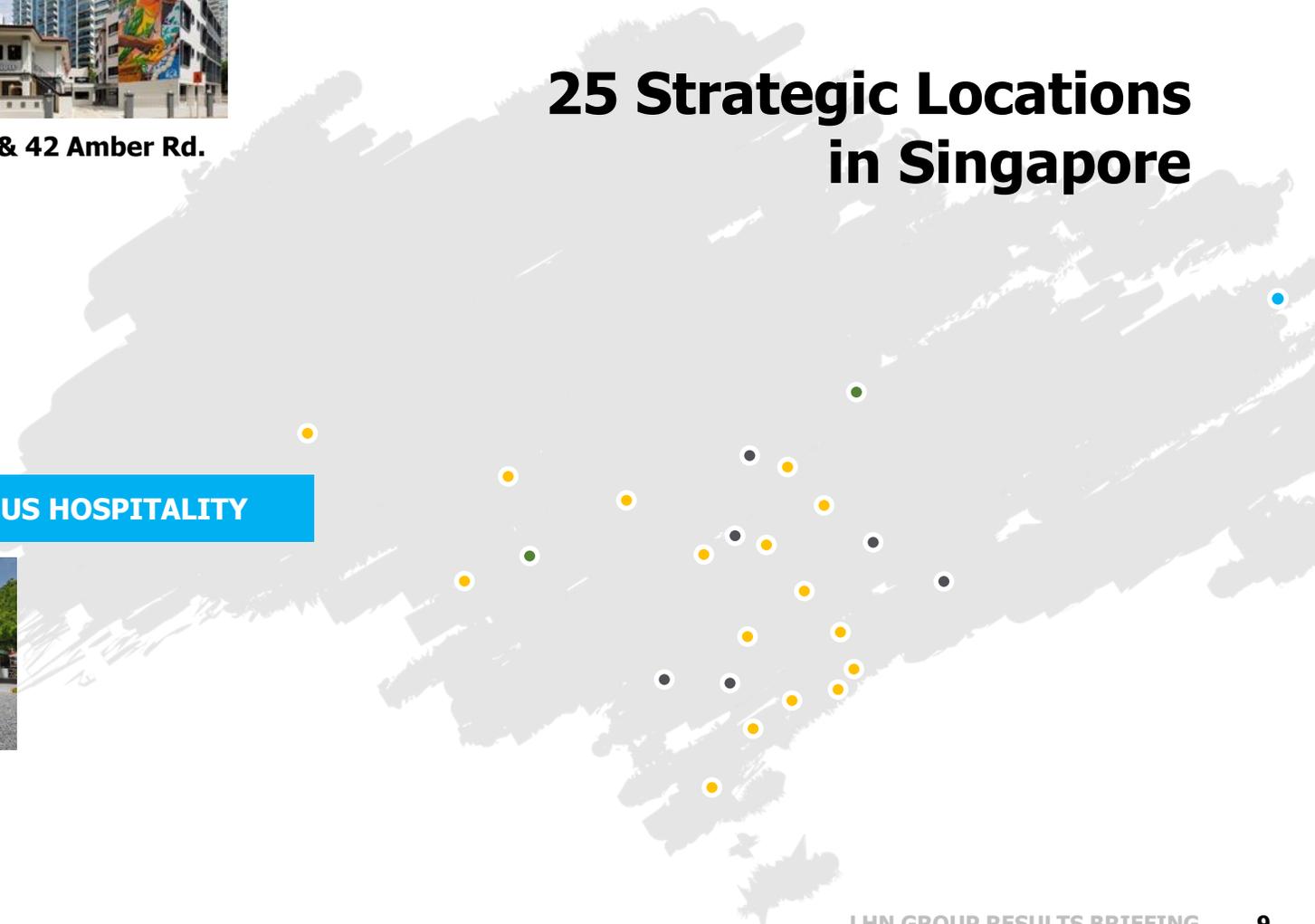
Ulu Pandan.

ECO-CONSCIOUS HOSPITALITY



5 Telok Paku Rd.

25 Strategic Locations in Singapore

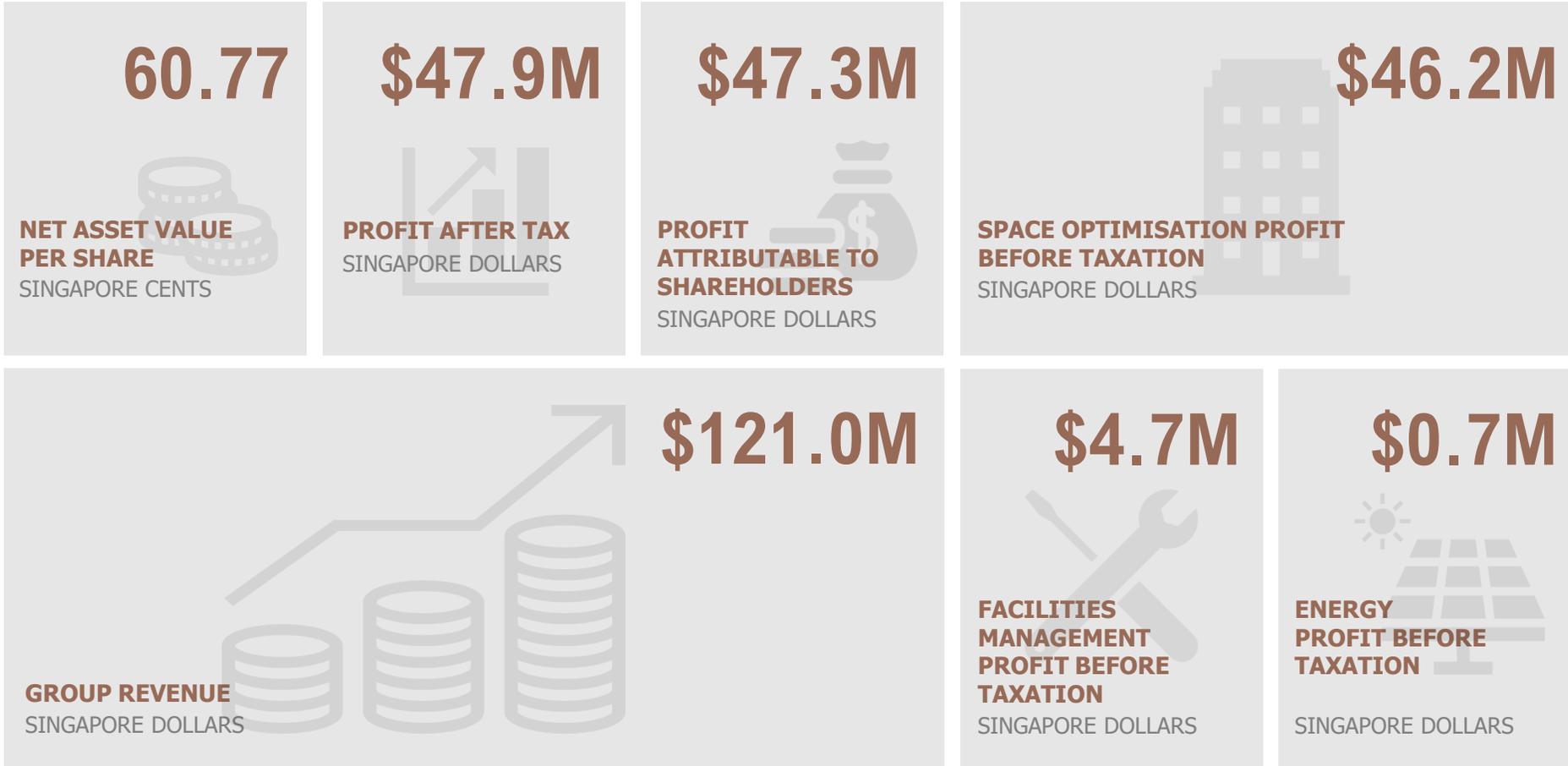


FY2024 Financial Highlights



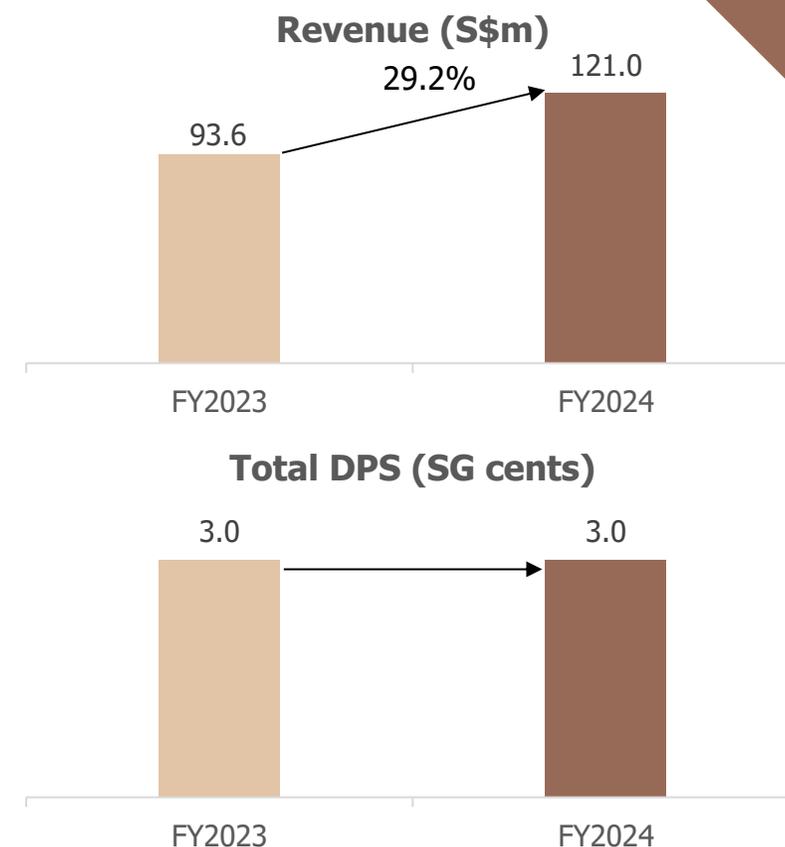
FINANCIAL PERFORMANCE

FY2024 FINANCIAL RESULTS



FY2024 Income Highlights

S\$ MILLION (except per share)	FY2024	FY2023	Y-o-Y % change
Revenue	121.0	93.6	29.2%
Gross Profit	62.2	51.9	20.0%
Gross Profit Margin	51.4%	55.4%	
Profit Attributable to Shareholders			
- From continuing operations	47.3	18.5	155.1%
- From discontinued operations	-	19.7	NM
- Total	47.3	38.2	23.8%
Total DPS (SG cents)	3.0	3.0	-



NM - Not Meaningful

FY2024 FINANCIAL RESULTS

Segmental Revenue Breakdown

	FY2024 S\$'000	FY2023 S\$'000	VARIANCE	
			S\$'000	%
- INDUSTRIAL	25,321	25,192	129	0.5
- COMMERCIAL	4,314	5,911	(1,597)	(27.0)
- RESIDENTIAL	53,572	29,331	24,241	82.6
SPACE OPTIMISATION	83,207	60,434	22,773	37.7
FACILITIES MANAGEMENT	35,548	31,340	4,208	13.4
ENERGY BUSINESS	1,581	545	1,036	190.1
CORPORATE	685	1,325	(640)	(48.3)
GROUP TOTAL	121,021	93,644	27,377	29.2

FY2024 FINANCIAL RESULTS

Adjusted Segmental Profit before Taxation Breakdown

	FY2024 S\$'000	FY2023 S\$'000	VARIANCE	
			S\$'000	%
- INDUSTRIAL	16,255	19,713	(3,458)	(17.5)
- COMMERCIAL	926	1,319	(393)	(29.8)
- RESIDENTIAL	14,315	9,610	4,705	49.0
SPACE OPTIMISATION	31,496	30,642	854	2.8
PROPERTY DEVELOPMENT	(38)	(7)	(31)	(442.9)
FACILITIES MANAGEMENT	2,271	4,929	(2,658)	(53.9)
ENERGY BUSINESS	677	370	307	83.0
CORPORATE	(118)	8,356*	(8,474)	NM
ADJUSTING FOR/(DEDUCTING):				
FV GAIN/(LOSS)	14,737	(8,666)	23,403	NM
OTHER ONE-OFF ITEMS**	2,396	5,546	(3,150)	(56.8)
DISCONTINUED BUSINESSES***	-	3,119	(3,119)	(100.0)
GROUP TOTAL	51,421	44,289	7,132	16.1

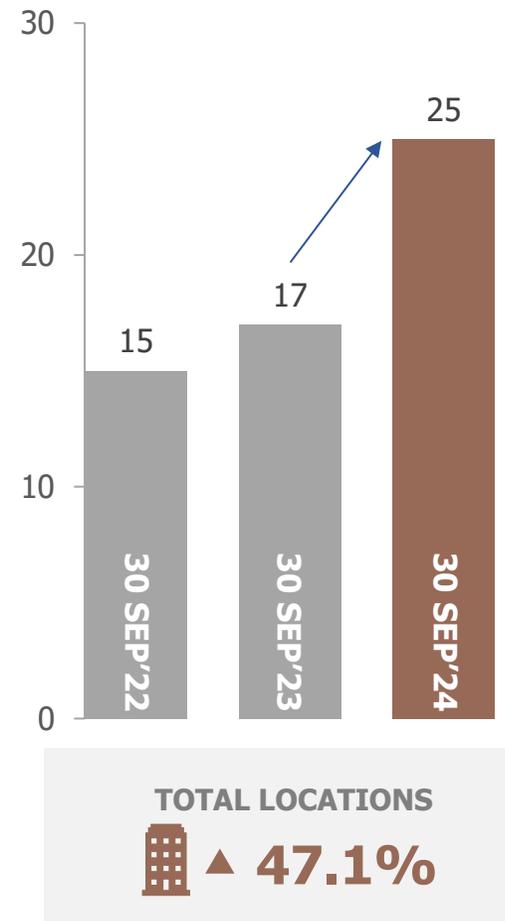
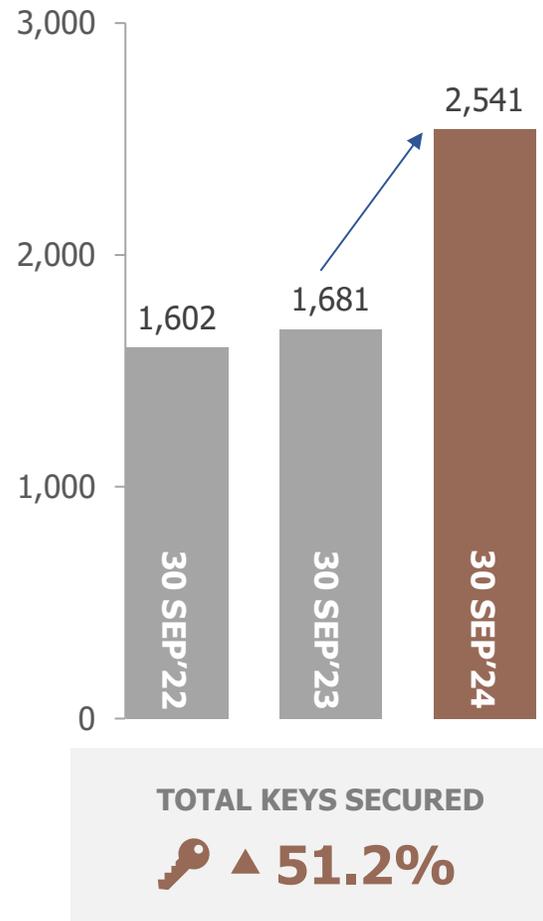
NM - Not Meaningful

* Includes the gain on disposal of the Logistics Group.

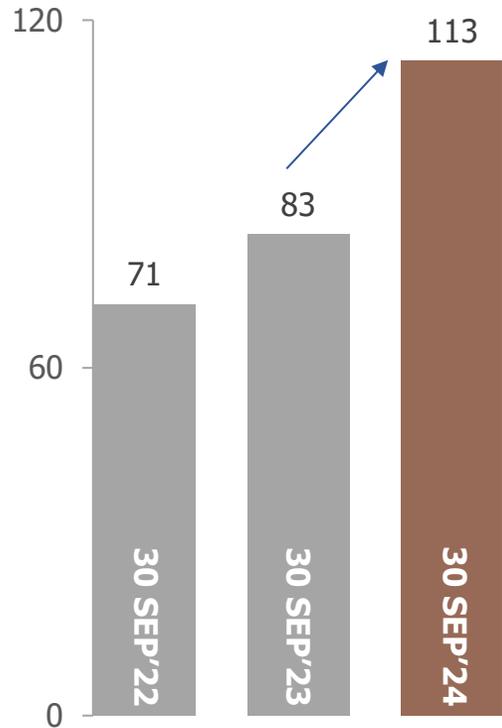
** Includes gain/(loss) on disposal of associate and joint ventures, gain on disposal of associate's property, plant and equipment ("PPE") and impairment loss on PPE.

*** Includes operating profit/(loss) before tax from the Logistics Group.

SELECTED OPERATING SEGMENTS DATA (COLIWOO)

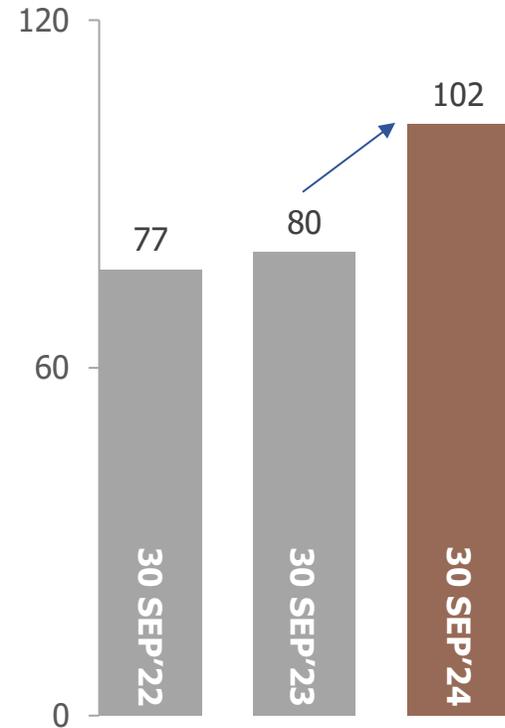


SELECTED OPERATING SEGMENTS DATA (FACILITIES MANAGEMENT)



NUMBER OF ICFM CUSTOMERS

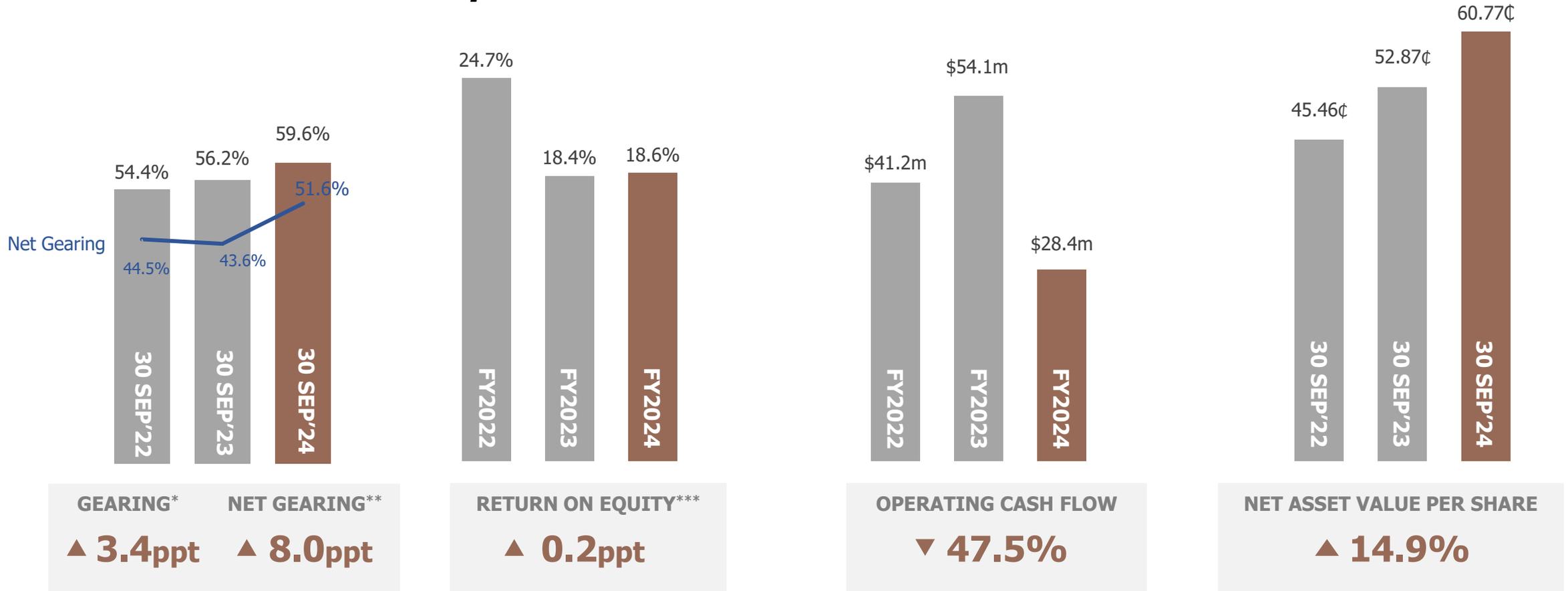
 ▲ **36.1%**



NUMBER OF CARPARKS

 ▲ **27.5%**

OTHER KEY RATIOS/METRICS



* Gearing ratio is equal to interest-bearing debt divided by total capital and multiplied by 100%. Interest-bearing debt is calculated as the sum of bank borrowings and lease liabilities.

Total capital is calculated as interest-bearing debt plus total equity.

** Net gearing ratio is equal to net interest-bearing debt divided by total capital and multiplied by 100%. Net interest-bearing debt is calculated as the sum of bank borrowings and lease liabilities minus cash and bank balances and fixed deposits with banks. Total capital is calculated as interest-bearing debt plus total equity.

*** Return on equity is calculated as profit after tax divided by total equity and multiplied by 100%.

ppt - percentage points

FINANCIAL PERFORMANCE FY2024

STOCK PRICE PERFORMANCE & DIVIDENDS

Stock Prices on SGX

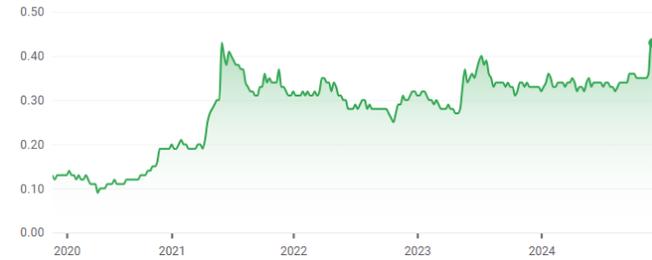
HOME > 410 · SGX

LHN Ltd

\$0.43 ↑ 230.77% +0.30 5Y

Nov 29, 6:00:00 PM UTC+8 · SGD · SGX · Disclaimer

1D 5D 1M 6M YTD 1Y 5Y MAX



Stock Prices on SEHK

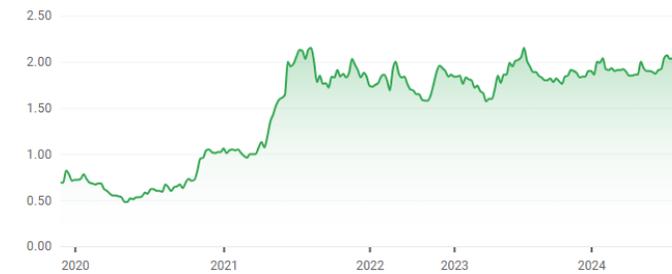
HOME > 1730 · HKG

LHN Ltd

\$2.35 ↑ 240.58% +1.66 5Y

Nov 29, 4:08:09 PM UTC+8 · HKD · HKG · Disclaimer

1D 5D 1M 6M YTD 1Y 5Y MAX



Source: <https://www.google.com/finance>

	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024
DIVIDEND PER SHARE (S'PORE CENTS)	0.5	1.25	1.75	1.75	3.00	3.00 [^]
DIVIDEND YIELD*	4.2%	7.5%	4.7%	5.7%	8.8%	7.1%

* Dividend yield is calculated as dividend per share divided by share price based on the business day immediately preceding the announcement of results.

[^] Includes final dividend and special dividend of 1.0 Singapore cent each, subject to shareholders' approval at the annual general meeting of the Company to be convened in due course.

HISTORICAL OCCUPANCY RATE

BUSINESS SEGMENT	OCCUPANCY* (%)		
	AS AT 30 SEP'22	AS AT 30 SEP'23	AS AT 30 SEP'24
INDUSTRIAL			
- Work+Store space:	94.9	100.0	99.0
- Industrial space:	94.9	98.3	98.5
COMMERCIAL	97.9	95.9	96.5
RESIDENTIAL			
- Co-living space (Singapore):	98.3	94.7	97.5

* Exclude joint venture properties and those under progressive handover.

**LHN
GROUP**
SPACE OPTIMISED

Business Outlook & Growth Strategies



CO-LIVING AND SERVICED RESIDENCES

Urbanised living space concepts in strategic and tranquil locations that cater to the emerging needs of savvy locals, expats and young professionals, integrating aspects of work, life, and play.

Table - No. of Keys by Projects

	Coliving - Singapore Projects		85 SOHO - Overseas Projects		Total
	Master Lease / Management Contract	Owned / Joint Venture	Master Lease	Owned / Joint Venture	
AS AT 30 SEP'24	1,864	677	246	108	2,895*
TOTAL	2,541		354		

*Out of 2,895 keys, 416 keys are under renovation, with majority expected to be ready by FY2025.

Our Growth Strategies:

- Target to acquire at least 800 new rooms every year via master Lease or selective acquisition.
- Exploring capital recycling and move towards asset-light (AUM) model.

FY2024 PROJECTS IN OPERATION



404 PASIR PANJANG ROAD

99 RANGOON ROAD

268 RIVER VALLEY ROAD

No. of Keys	54	32	24
Commercial Area	Nil	Nil	approx. 685 sqft
Operational Date (Co-living Projects)	1QFY2024	NA*	3QFY2024

*Master lease to another operator

RESIDENTIAL SPACE CONCEPT

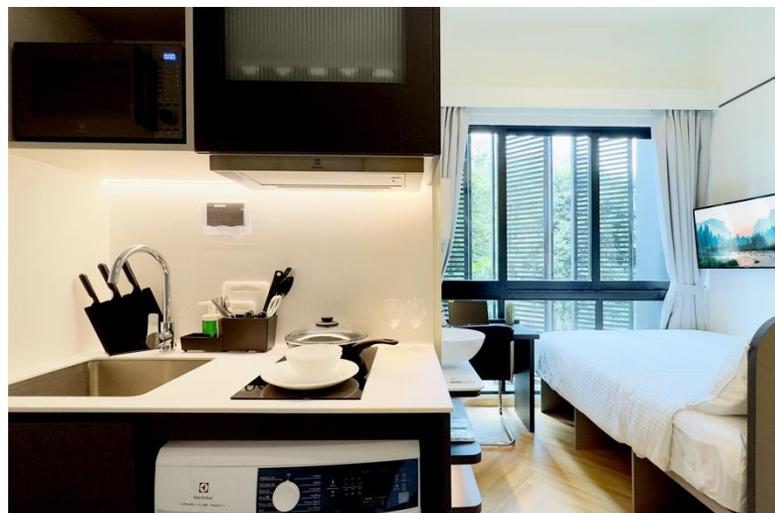
RECENTLY LAUNCHED PROJECTS



288 RIVER VALLEY

Commercial Area:
approx. 2,400 sqft

Operational Date:
4QFY2024



PIPELINE PROJECTS



48 & 50 ARAB STREET

260 UPPER BT TIMAH

141 MIDDLE ROAD

50 ARMENIAN STREET

Estimated No. of Keys	24	62	210	120
Commercial Area	approx. 900 sqft	approx. 12,200 sqft	approx. 3,700 sqft	approx. 1,700 sqft
Expected Operational Date	2QFY2025	3QFY2025	3QFY2025	1QFY2027

RECENTLY LAUNCHED PROJECTS

Food Processing Industrial Development

55 Tuas South Avenue 1

- Saleable area of 112,000 sqft.
- Obtained Temporary Occupation Permit in September 2024.
- **Total number of units:**
49
- **Unit sizes:**
From 2,055 sqft to 2,637 sqft
- **High ceilings:**
5-6 metres
A ground floor height of 10.5 metres.



CAPITAL RECYCLING INITIATIVES

Disposal



Acquisition



In line with the Group's capital recycling strategy, the Group completed key transactions in the fourth quarter of FY2024. On 31 July 2024, the Group's 40% associated company sold the car park at Bukit Timah Shopping Centre, located at 170 Upper Bukit Timah Road (sale price of S\$22 million) and invested in a 50% joint venture which purchased Wilmar Place, located at 50 Armenian Street (purchase price of S\$26.5 million) which will be operated under the Coliwoo co-living brand.

Q&A



**LHN
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SPACE OPTIMISED

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THANK YOU