

LHN GROUP

SPACE OPTIMISED

LHN Limited (the "Company", and together with its subsidiaries, the "Group") is a real estate management services group, with the ability to generate value for its landlords and tenants through its expertise in space optimisation, headquartered in Singapore.



STOCK INFO (AS AT 22 MAY 2023)

SGX: 410 / SEHK: 1730

Ticket Symbol

S\$0.335

Price

30/09/2023

YE

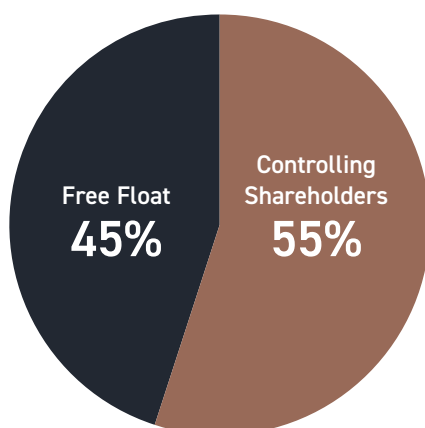
S\$137 M

Market Cap

45%

Free Float

SHAREHOLDERS



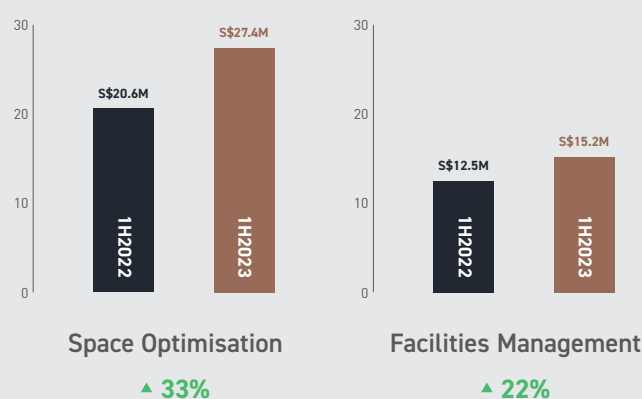
KEY FINANCIAL HIGHLIGHTS

S\$ MILLION (except per share)	1H2023	1H2022	Y-o-Y % change
Revenue	55.6	59.2	-6%
Gross Profit	33.0	31.2	6%
Gross Profit Margin	59.4%	52.8%	
Profit Attributable to Shareholders	16.9	32.2	-47%
Adjusted Profit Before Tax*	18.2	15.1	20%

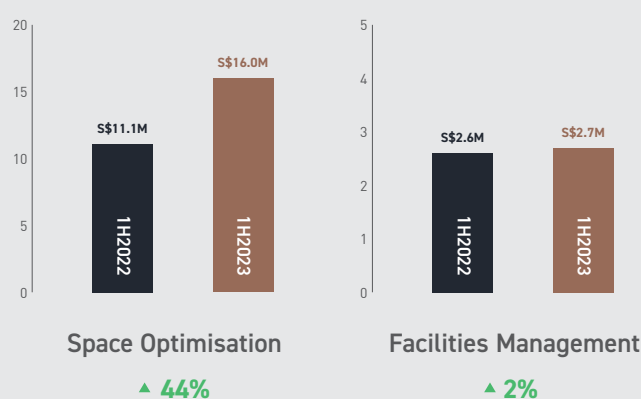
Source: Company

*Excludes fair value gain/(loss) on the Group's investment properties and joint ventures' investment properties, gain on disposal of associate and dormitory business.

SEGMENTAL REVENUE (ADJUSTED)



SEGMENTAL PROFIT BEFORE TAX (ADJUSTED)



INVESTMENT MERITS

Value Proposition

- Co-living brand, Coliwoo, is the largest operator in Singapore by number of keys.
- Dividend policy stipulating a minimum 30% payout ratio for FY2023 and FY2024 after excluding fair value gains/losses on owned and joint venture investment properties, impairment/write-off of assets, non-recurring and one-off items.
- Moving towards an asset-light strategy.
- Presence in the growth sectors such as Facilities Management & Energy Business

Potential Catalysts

- Increase in number of tourists coming to Singapore for concerts.
- Increase in co-living demand among expatriates and students.
- Pipeline acquisition of properties which includes 286 & 288 River Valley, 99 Rangoon Road and GSM Building.
- Launch of Coliwoo Orchard at 2 Mount Elizabeth Link capturing demand from the medical tourism sector.
- Cash injection from the sale of LHN Logistics, lowering gearing ratio.

CORPORATE OVERVIEW

SPACE OPTIMISATION: Redesign unused, old and under-utilised spaces to maximise leasable areas and create productive environments for our space users.



COMMERCIAL

- 6 properties in Singapore.
- 1 property in Indonesia.
- Approx. 364,000 sqft of space managed.



- 2 offices worldwide.



INDUSTRIAL

- 16 properties in Singapore.
- Approx. 2,230,000 sqft of space managed.



- 7 Self Storage facilities in Singapore with over 1,300 storage units.



RESIDENTIAL



- 17 locations in Singapore with over 1,600 keys.



- 4 locations in Myanmar, Cambodia and China with over 350 keys.



PROPERTY DEVELOPMENT: Engage in the acquisition, development and/or sale of various types of properties and property investment related activities

55 Tuas Link is our first property development project. The 9-storey industrial building will be converted to a multi-user food processing industrial development.



FACILITIES MANAGEMENT

CLEANING & RELATED SERVICES



- One-stop Facilities Management (FM) Services for properties.
- Specialised FM personnel ensuring properties are always in good condition.
- Providing productive and healthy environments for space users to work and live in.



ENERGY RESOURCES

RENEWABLE ENERGY



- Providing efficient and innovative renewable energy solutions and expertise to our clients.
- A portfolio of 18 solar projects in Singapore.
- Providing of Electric Vehicle (EV) charging stations at 8 carpark locations across the island.

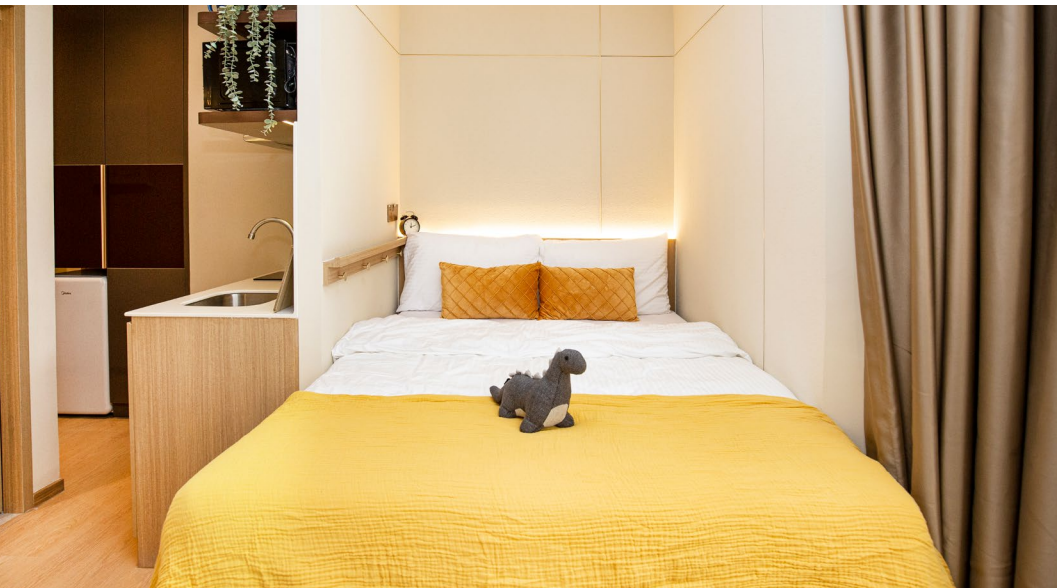
CARPARK MANAGEMENT



- Using cutting-edge technologies and fully equipped Operations Team.
- Providing the most efficient and reliable parking management services to our clients.
- Managing over 70 carparks (over 20,000 parking lots) in Singapore.

Subscribe our email alert to get updates on our upcoming development!





coliwoo

Established in 2019, LHN Group's residential space concept, **Coliwoo**, is an urbanised co-living space, catering to the needs of integrated work-live-play accommodation of savvy locals, expats, and young professionals.

Coliwoo distinguishes itself by offering **meticulously designed spaces that prioritise comfort, aesthetics, and functionality**. Each room is **fully furnished** and equipped for **self-sufficient living**. Beyond providing workstations suitable for hybrid work arrangements, the convenience extends to weekly housekeeping services for a hassle-free lifestyle.

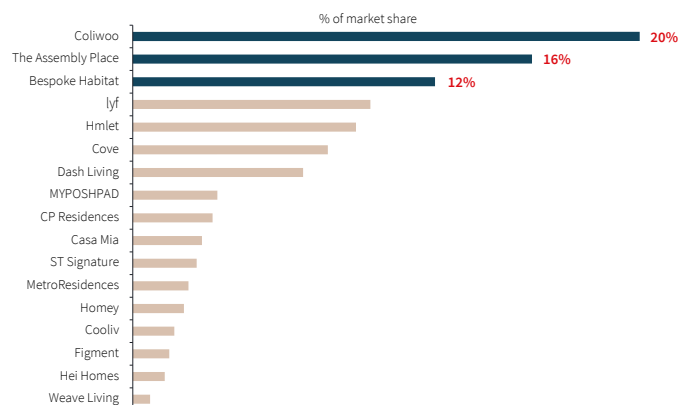
More than providing accommodations, Coliwoo aims to build a **vibrant and dynamic community**. Through **engaging communal events**, Coliwoo forges connections among diverse groups, conveying lifestyles, cultures and values that unite its members.

Singapore's largest co-living operator

17
Locations in Singapore

1600+
Keys

Largest market share amongst major co-living players in Singapore



Source: News articles, co-living company websites, JLL Research



COLIWOO PROJECTS IN THE PIPELINE

404 PASIR PANJANG



No. of keys: 63
Commercial area: approx. 2,800 sqft
Usages: L1 - F&B
L2-4 - Guest House

48 & 50 ARAB STREET



No. of keys: 26
Commercial area: approx. 1,345.5 sqft
Usages: L1 - Shop/F&B
L2-4 - Hotel

PIPELINE ACQUISITIONS

	No. of keys	Commercial area	Expected operational date
GSM Building Usages: L1-2 - Shops L3-6 - Serviced Apartment	187	approx. 12,000 sqft	3Q2025
286 & 288 River Valley Usages: L1 - Shop L2-4 - Serviced Apartment	39	approx. 2,500 sqft	2H2024
99 Rangoon Road Usages: L1 - Shop L2-4 - Student Hostel	32	approx. 1,100 sqft	2H2024

work+store

Work+Store is a leading provider of self-storage solutions in Singapore, offering a range of business and personal storage options to meet the diverse needs of its clients. With a focus on **convenience, flexibility, and affordability**, Work+Store provides innovative storage solutions that allow businesses and individuals to maximise their space and optimise their operations.

7 Self-storage facilities in Singapore
1300+ Storage units

OUR SERVICES

Basic Storage Units



Storage units with 24/7 hour access. This service is popular among users who wish to declutter their home or prepare for an upcoming renovation.

Business Storage Units



Fitted with air-conditioners, business storage units are ideal for e-commerce business owners who wish to store and pack their products together in one-place.

Valet Storage Service



Including pick-up and delivery of items, valet storage is ideal for users who are in need of a temporary space to store their belongings.