

Tiong Seng Holdings Limited

Annual General Meeting

25 April 2018



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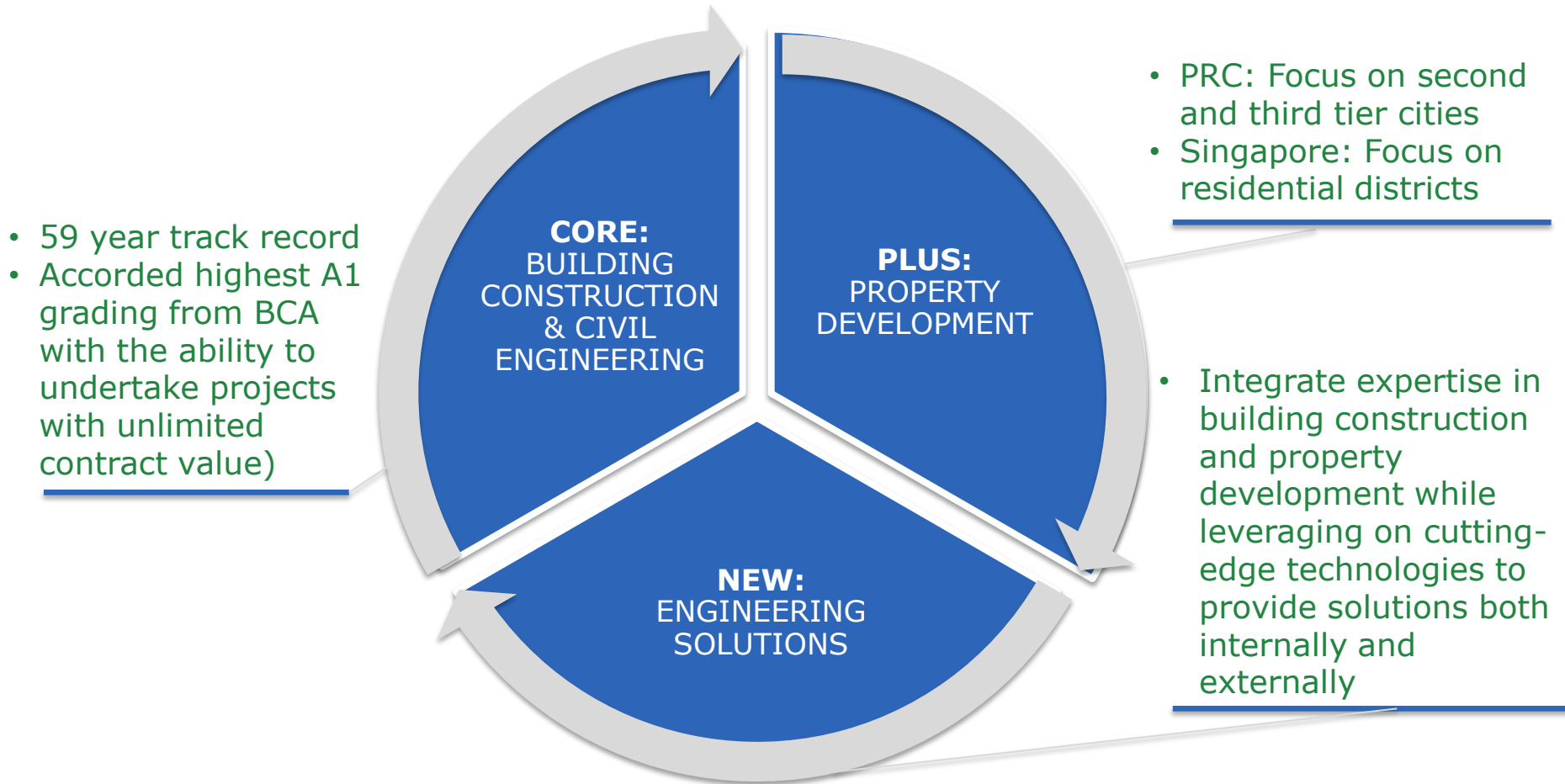


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Corporate Profile

Listed on the SGX-Mainboard since April 2010, Tiong Seng Holdings (SGX:BFI) is a home-grown leading building construction and civil engineering contractor and a real estate developer in the People's Republic of China (PRC) and Singapore.



CONSTRUCTION & CIVIL ENGINEERING



BUILDING CONSTRUCTION

- Residential
- Commercial / hotel
- Institutional



CIVIL ENGINEERING

- MRT
- Tunnels
- Bridges

PROPERTY DEVELOPMENT

TSKY DEVELOPMENT PTE LTD

SINGAPORE

- Residential



CHINA

- Residential
- Commercial
- Mixed development

ENGINEERING SOLUTIONS

PRE-CAST & PBU



PRE-CAST & PREFABRICATION



STRUCTURAL STEEL



Steel Tech

GREEN TECH



TUNNEL SEGMENTS





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Operational Highlights: **Major Developments in 2017**



Our construction & civil engineering projects

PROJECT WIN IN 2017



ARTRA

Client: FEC Skyline Pte. Ltd.

Approx Contract Value:

S\$113.8 million

Our construction & civil engineering projects

MAJOR PROJECTS COMPLETED IN 2017



Woodlands N7 & C30
Client: Housing
Development Board
Approx Contract Value:
S\$204.5 mil



The Panorama
Client: Wheelock Properties
Approx Contract Value:
S\$210.0 mil



Sungei Seletar Bus Depot
Client: Land Transport
Authority
Approx Contract Value:
S\$72.9 mil



One HP
Client: Mapletree Industrial
Trust
Approx Contract Value:
S\$132.4 mil

Our property development projects

MAJOR PROJECTS COMPLETED IN 2017



Tranquility Residences, Suzhou
(Phase II)

Operational Highlights: Ongoing Projects



Our construction & civil engineering projects

Diversified range of ongoing projects

Order book of **S\$543.1 million** as at **31 December 2017**, extending to 2020

RESIDENTIAL



Sol Acres Executive
Condominium
Client: MCL Land Pte Ltd
Approx Contract Value:
S\$276.0 million
TOP in 1Q2018



ARTRA
Client: FEC Skyline
Pte. Ltd.
Approx Contract
Value: S\$113.8 million

Our construction & civil engineering projects

Diversified range of ongoing projects

CIVIL ENGINEERING



Contract T220 – Great World Station
Client: Land Transport Authority
Approx Contract Value: S\$316.0 mil



Stamford Diversion Canal Contract 2
Client: Public Utilities Board
Approx Contract Value: S\$107.7 mil



Diameter Pipeline from
AYE/Henderson Rd to River Valley Rd
Client: Public Utilities Board
Approx Contract Value: S\$98.3 mil

INSTITUTIONAL

Selarang Park Complex along
Upper Changi Road North
Client: Ministry of Home Affairs
Approx Contract Value:
Undisclosed

INDUSTRIAL



Ulu Pandan Bus Depot
Client: Land Transport Authority
Approx Contract Value: S\$69.9 mil
TOP in 1Q2018



JTC Space @ Tuas
Client: JTC Corporation
Approx Contract Value:
S\$277.3 mil
TOP in 1Q2018

Our construction & civil engineering projects

Project Distribution

Project Types	No of Projects
Residential (Private)	2
Industrial	2
Civil Engineering	3
Institutional	1
Total	8

Our real estate development projects

Ongoing projects (Residential and Commercial) in PRC & Singapore

CHINA



The Equinox, Tianjin

Residential comprising landed and low rise properties: 172,000 sqm

Remaining 4 phases of development with the expected completion of the different phases up to 2021



Zizhulin, Tianjin

Commercial: 12,000 sqm

Planning currently in progress

SINGAPORE



16 Balmoral Road, Goodwood Grand

Residential: 57,005 sqft

Construction commenced in 2014

TOP June 2017

17 Balmoral Road

Residential: 61,000 sq ft

Expected launch in 2H18 (Tentative)

Cairnhill Heights at 16 Cairnhill Rise

Residential: 43,000 sq ft

Expected launch in 1H2019 (Tentative)



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Financial Highlights - Overview

Income Statement	Audited		
	FY2017	FY2016	FY2015
Revenue (SGD m)	742.8	774.3	563.8
Gross Profit (SGD m)	79.3	66.3	64.2
Other Income (SGD m)	6.2	6.1	10.5
Operating & Net Finance Expenses (SGD m)	45.5	48.8	48.9*
Operating profit before JV, associate & tax (SGD m)	40.0	23.6	26.5
Net profit after JV & taxes (SGD m)	30.3	15.8	14.7
Net profit attributable to shareholders (SGD m)	30.9	15.3	10.2
Earnings Per Share (cents)	6.85³	3.35 ²	2.23 ¹

*Excludes reversal of allowance for diminution in value of development properties

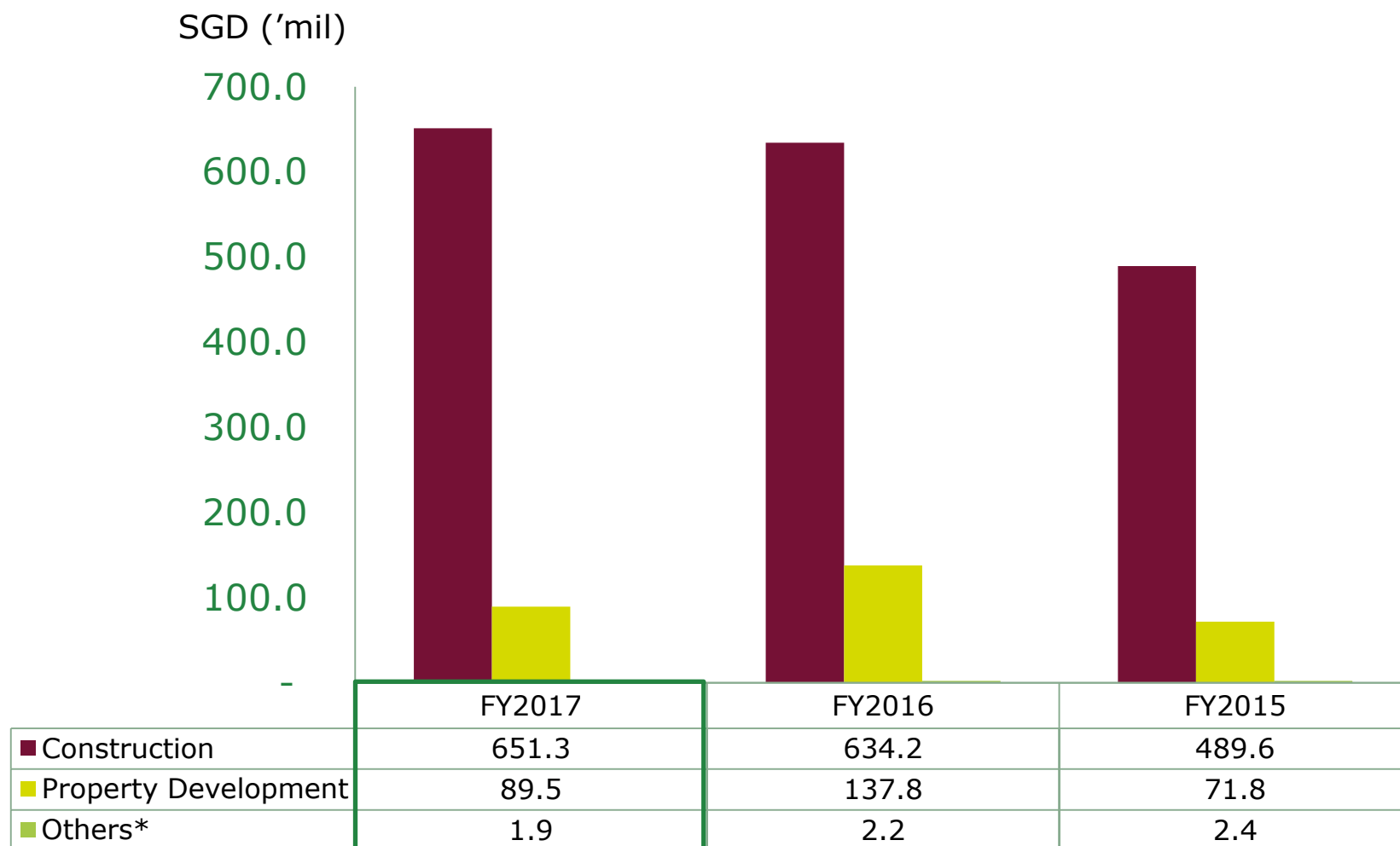
¹ Based on weighted average number of shares outstanding after share consolidation and excluding treasury shares of 459,476,562

² Based on weighted average number of shares outstanding after share consolidation and excluding treasury shares of 455,989,038

³ Based on weighted average number of shares outstanding after share consolidation and excluding treasury shares of 451,722,047

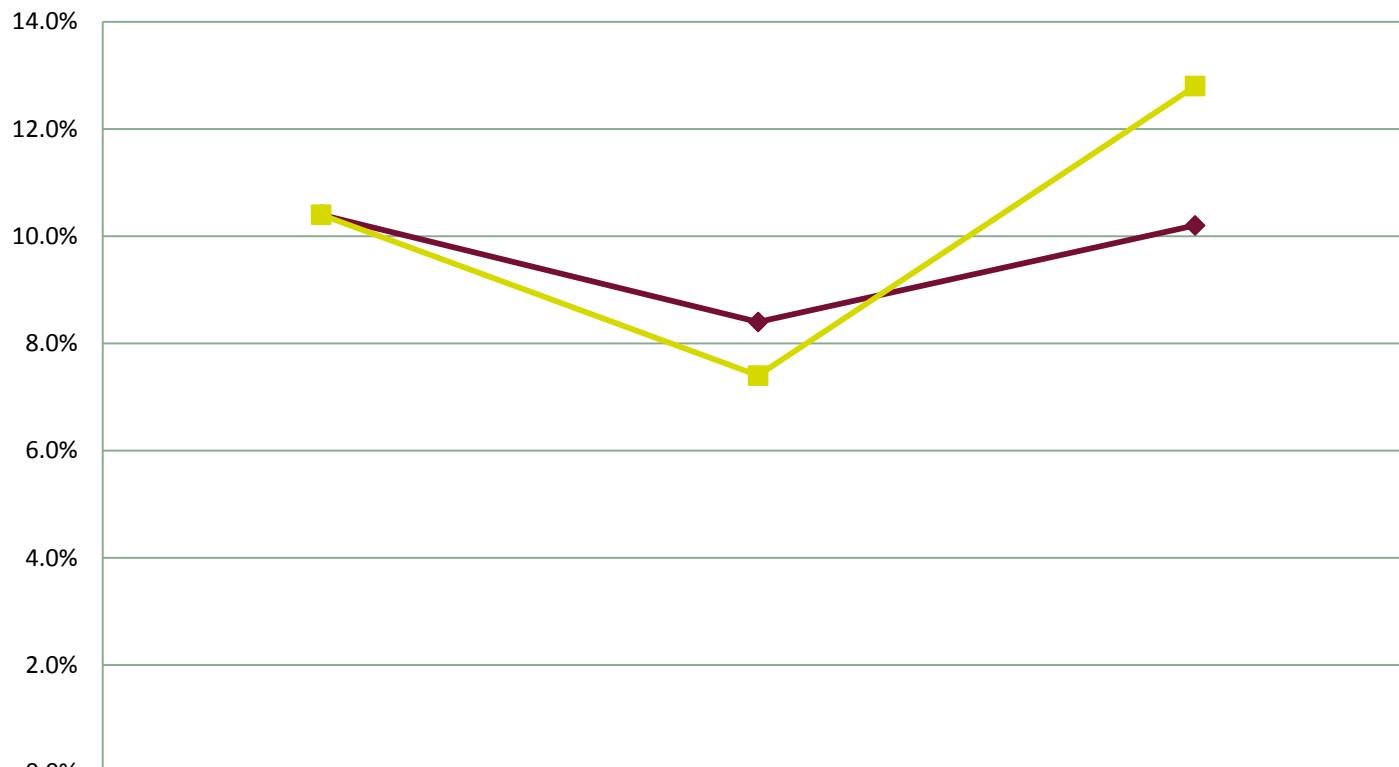
Segmental Comparison – Revenue (SGD m)

Construction continues to be the key growth driver for the Group



*Others includes rental and others

Segmental Comparison – Gross Profit Margin (SGD m)

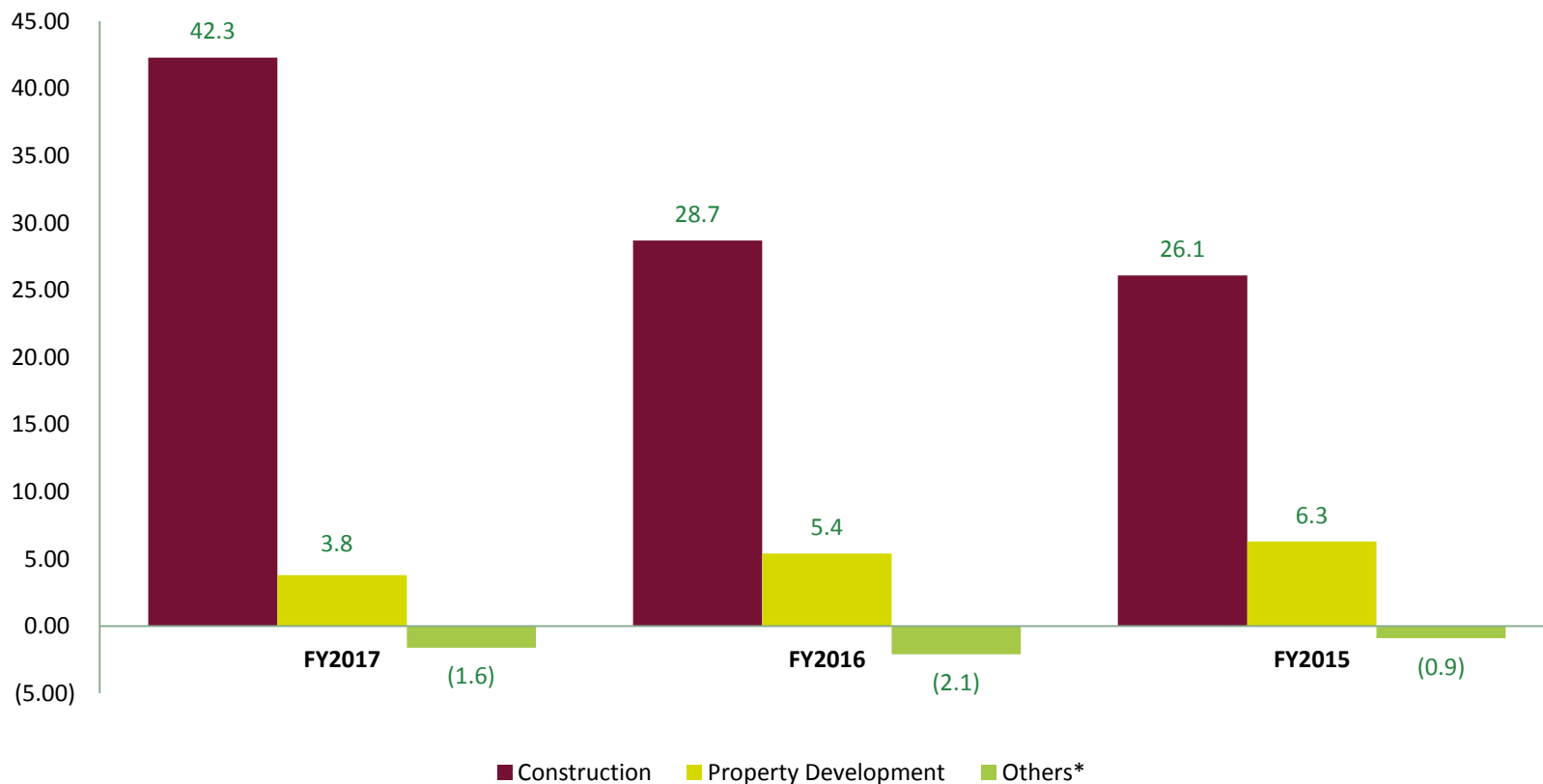


	FY2017	FY2016	FY2015
Construction	10.4%	8.4%	10.2%
Property Development	10.4%	7.4%	12.8%

Segmental Profit/(Loss) from Operating Activities (SGD m)

Consistently strong performing Construction segment while Property Development segment continues to improve

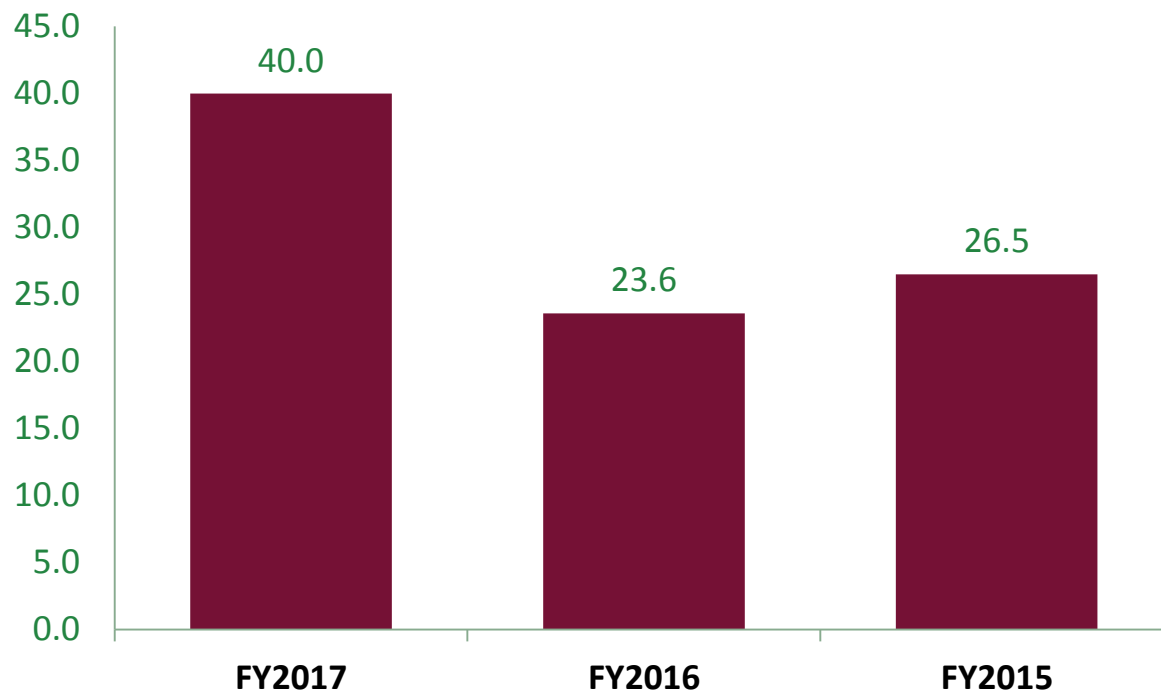
SGD ('mil)



*Others includes rental, sales of goods and others

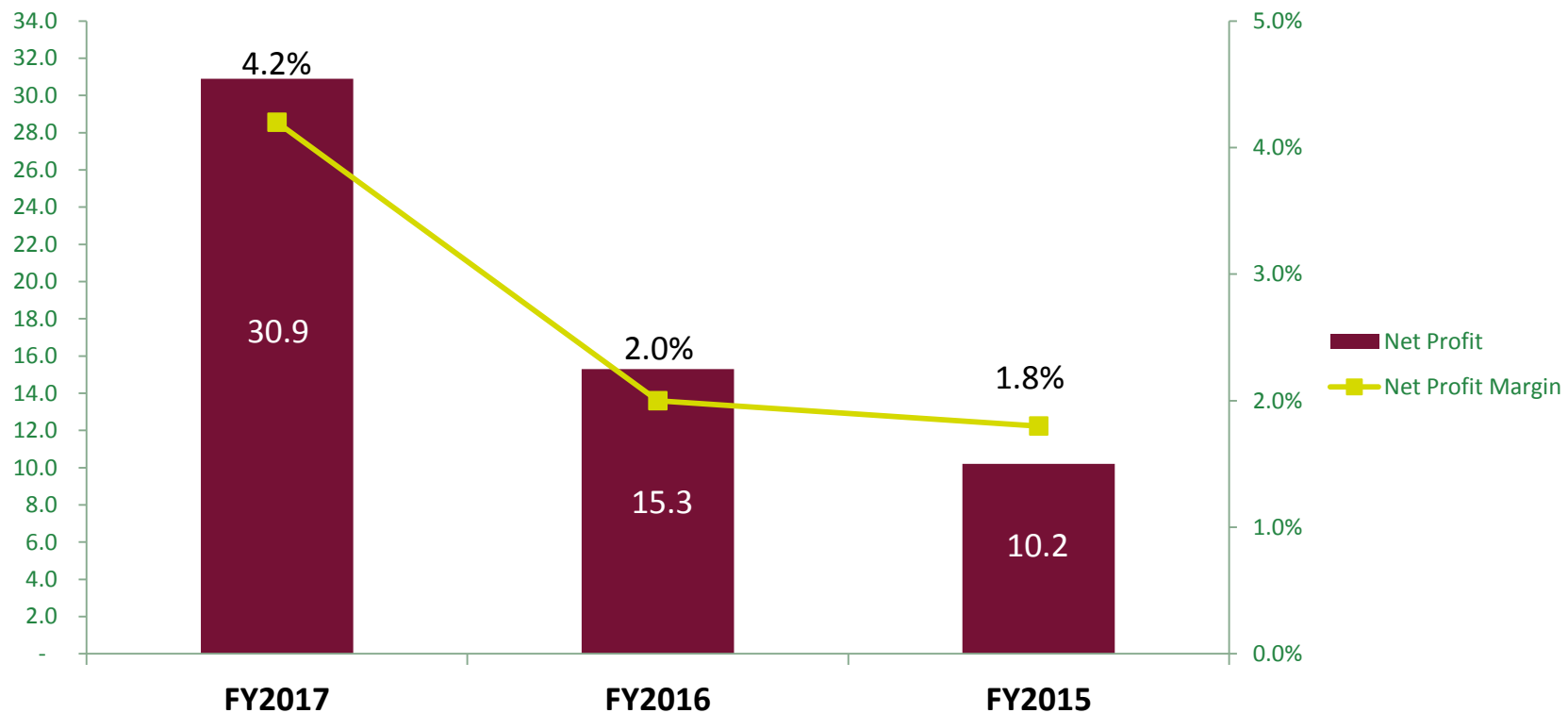
Net profit from Operating Activities before JV, Associate & Tax (SGD m)

SGD ('mil)



Net profit Attributable to Shareholders (SGD m)

SGD ('mil)



Key Balance Sheet Items

Improving balance sheet strength

Balance Sheet	As at 31 Dec 2017	As at 31 Dec 2016	As at 31 Dec 2015
Total Assets (SGD m)	853.5	964.6	1,026.2
Gearing Level	0.40	0.55	0.93
NAV per share (SGD cents)	62.57³	57.31 ²	56.75 ¹
Cash & Cash Equivalents (SGD m)	143.7	92.2	93.2

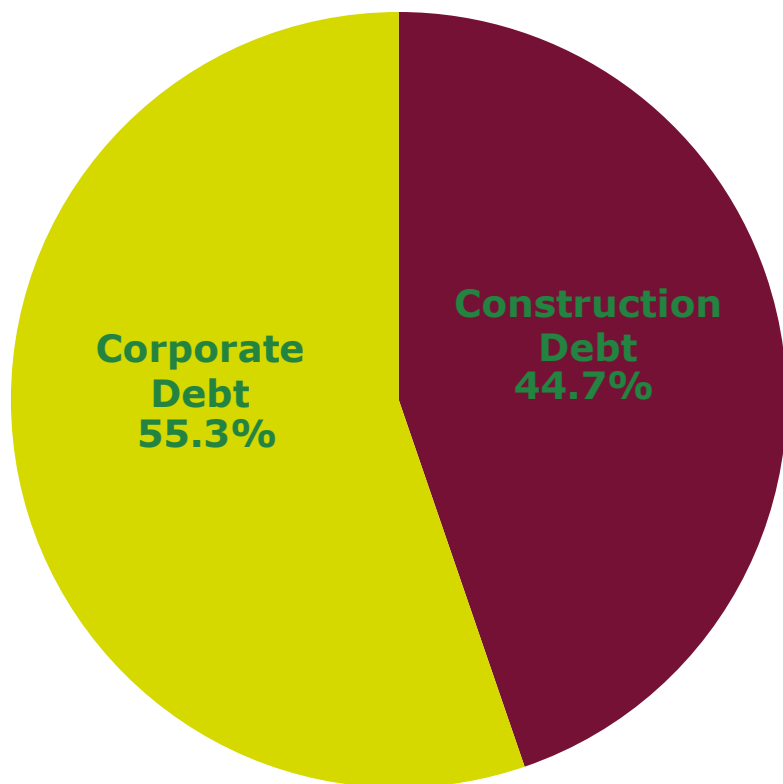
¹ 458,535,349 shares as at 31 December 2015, excluding 1,088,500 treasury shares

² 454,014,149 shares as at 31 December 2016, excluding 5,609,700 treasury shares

³ 448,381,449 shares as at 31 December 2017, excluding 11,242,400 treasury shares

Debt Structure

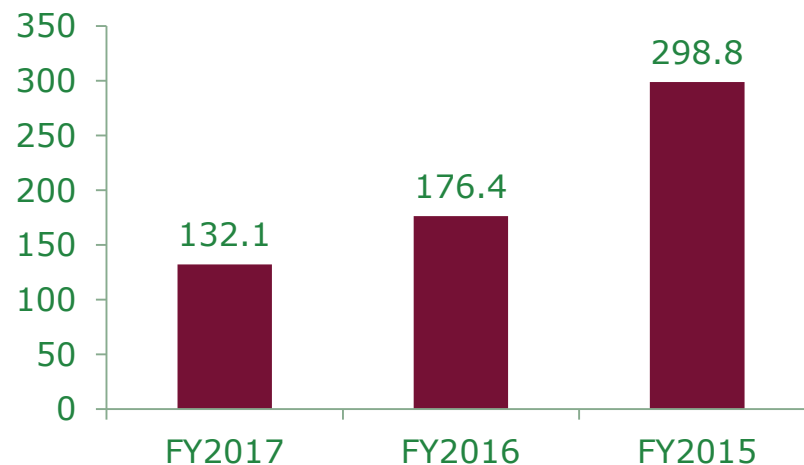
**Debt Profile Analysis
(SGD million)**



***Following the redemption of the medium-term note (MTN) on 3 January 2018, the Group's gearing ratio has improved to 0.17**

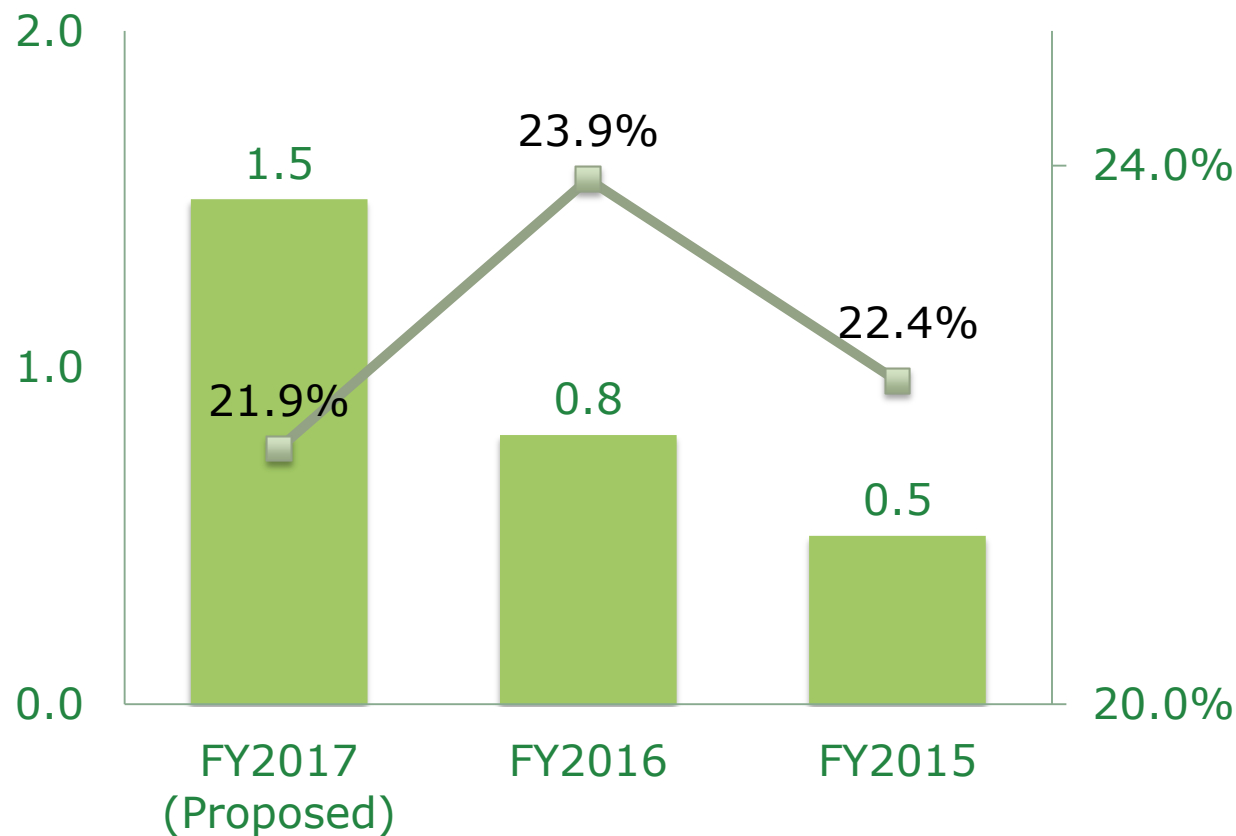
DEBT STRUCTURE	FOR FY2017 (SGD MILLIONS)
Development Debt	-
Construction Debt	59.1
Corporate Debt	73.0*
Total	132.1

**Debt Level
(SGD million)**



Dividend (SGD cents)

SGD (cents)



- Consistent dividend payout since IPO in 2010
- Payout ratio in excess of 20% to reward shareholders



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Looking Ahead

Macro scanning of the industry trends

Construction

- Construction demand in Singapore projected to grow to S\$26.0-S\$31.0 billion in 2018[#]

Property Development

- Property market in Singapore remains bullish – Private home prices rose 3.1 per cent in the first quarter of 2018 and is projected to rise by 8.0 per cent for the full year 2018[^]
- Buoyed by property prices in second and third-tier cities, China's property market is projected to continue on its uptrend for the next three to five years[`]

Engineering Solutions

- Launched in October 2017, the new Construction Industry Transformation Map (ITM) in Singapore envisions an advanced and integrated sector through the widespread adoption of leading technologies such as Design for Manufacturing & Assembly (DfMA)

Forging a Three-pronged “Tripod” Strategy

Driving sustainable growth



Building Construction & Civil Engineering

- Continuously invest in construction technologies to remain the preferred forward-looking contractor and market leader in construction



Property Development

- Taking an Integrated Project Delivery (IPD) approach – Capitalise on the Group’s full value chain of solutions, while integrating all stakeholders in the process of conceptualisation to increase efficiency, lower costs and reap a shorter development cycle



Engineering Solutions

- Expand our revenue streams by exporting our advanced engineering solutions abroad; showcased the scalability of our DfMA technologies with the successful handover of the Yuzana low cost residential units in Myanmar

Thank you

For more information & queries, you can reach us at:

Financial PR

Mr. Jonathan Wee / Mr. James Bywater
Tel: (65) 6438 2990 | Fax: (65) 6438 0064
Email: tionseng@financialpr.com.sg

