

BLUEPRINT FOR SUSTAINABLE GROWTH



THAKRAL
CORPORATION LTD

1H2024 CORPORATE PRESENTATION

22 August 2024

DISCLAIMER

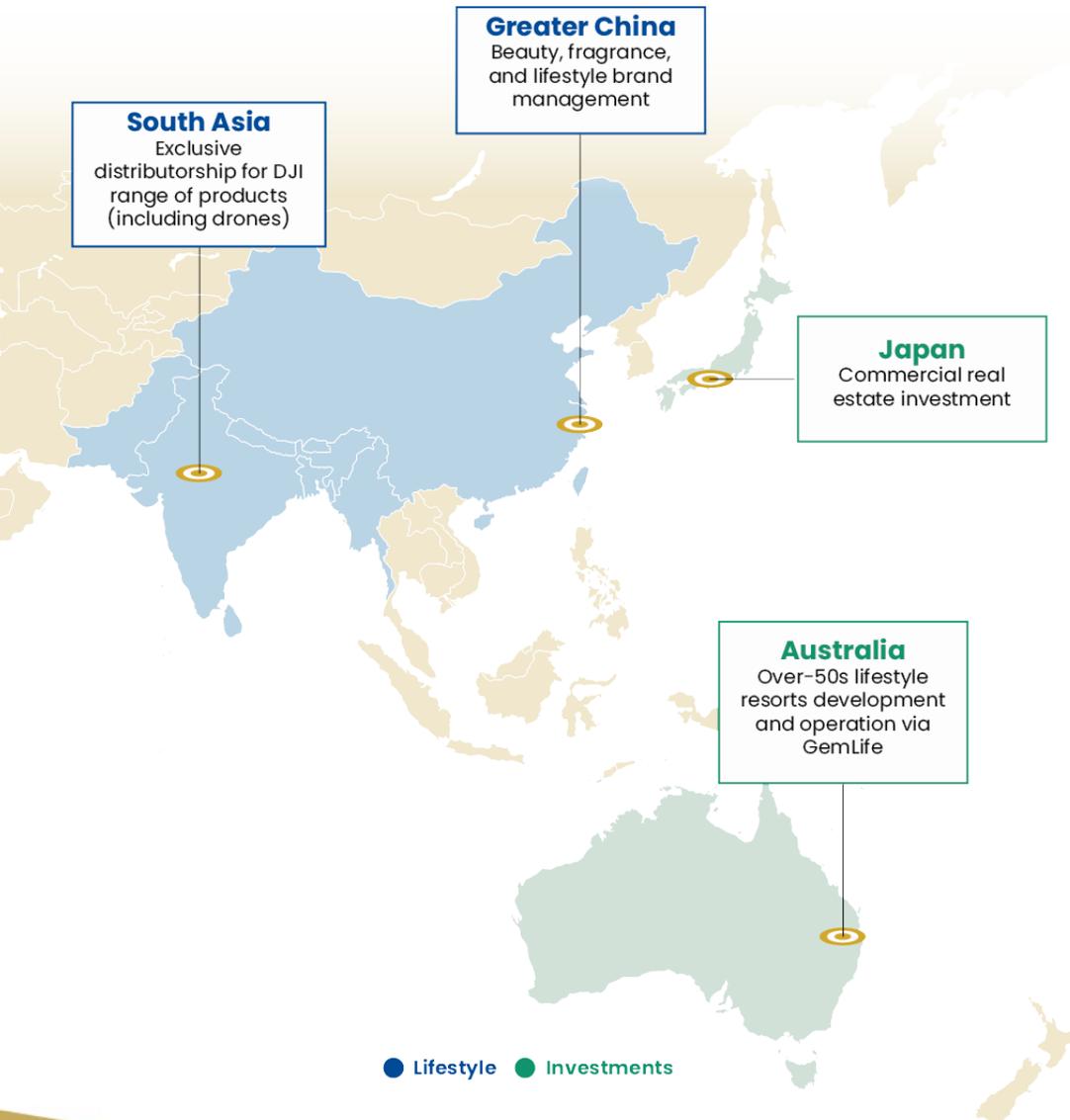
This is a presentation of general information relating to the current activities of Thakral Corporation Ltd (the “Company”). It is given in summary form and does not purport to be complete.

This presentation may contain forward-looking statements which are subject to risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in these forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other companies, shifts in customer demands, customers and partners, changes in operating expenses, governmental and public policy changes, and the continued availability of financing.

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THAKRAL AT A GLANCE



SGX-listed since 1995

S\$0.635
Share Price*

S\$81.8m
Market Cap*

Attractive Valuation

6.6%
Dividend Yield[^]

S\$1.19
NAV/Share[#]

Dual Growth Drivers

Over-50s Lifestyle Resorts in Australia

where demand growth outpaces supply

Strategic expansion in **beauty, fragrance** and **drone** businesses

*as of 19 August 2024

[^]Based on annualised dividend per share of 4.0 cents (1H2024 DPS x 2) and share price as of 30 June 2024

[#]as of 30 June 2024



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INVESTMENTS

GEMLIFE - A UNIQUE MODEL

DEVELOPER AND OPERATOR OF OVER-50s LUXURY RESORTS

31.7%

Thakral's stake

11

Communities/Resorts

10

Occupied Resorts

1,622

Occupied Homes*

6,500

Pipeline of Homes

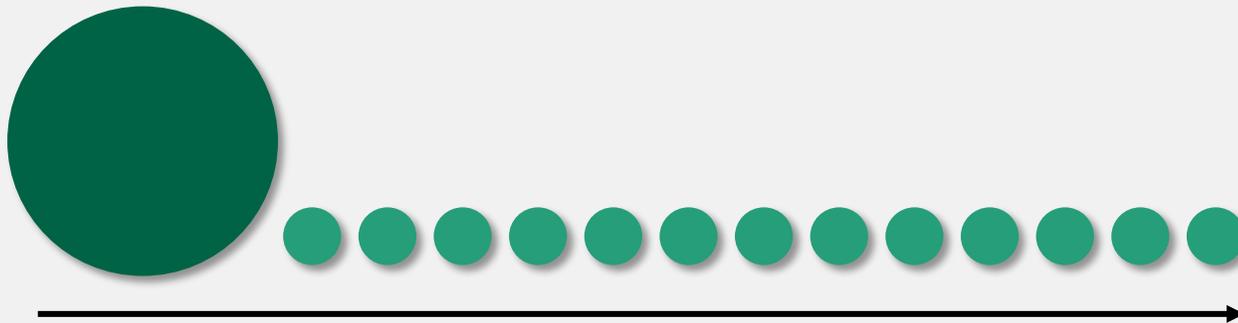
*as of 30 Jun 2024

Benefitting from Two Streams of Revenue

Manufactured Housing Estate / Land Lease Community Model

Revenue from home sales

Recurring Weekly Site Fees for the Lease of Land



Footprint across Eastern Australia

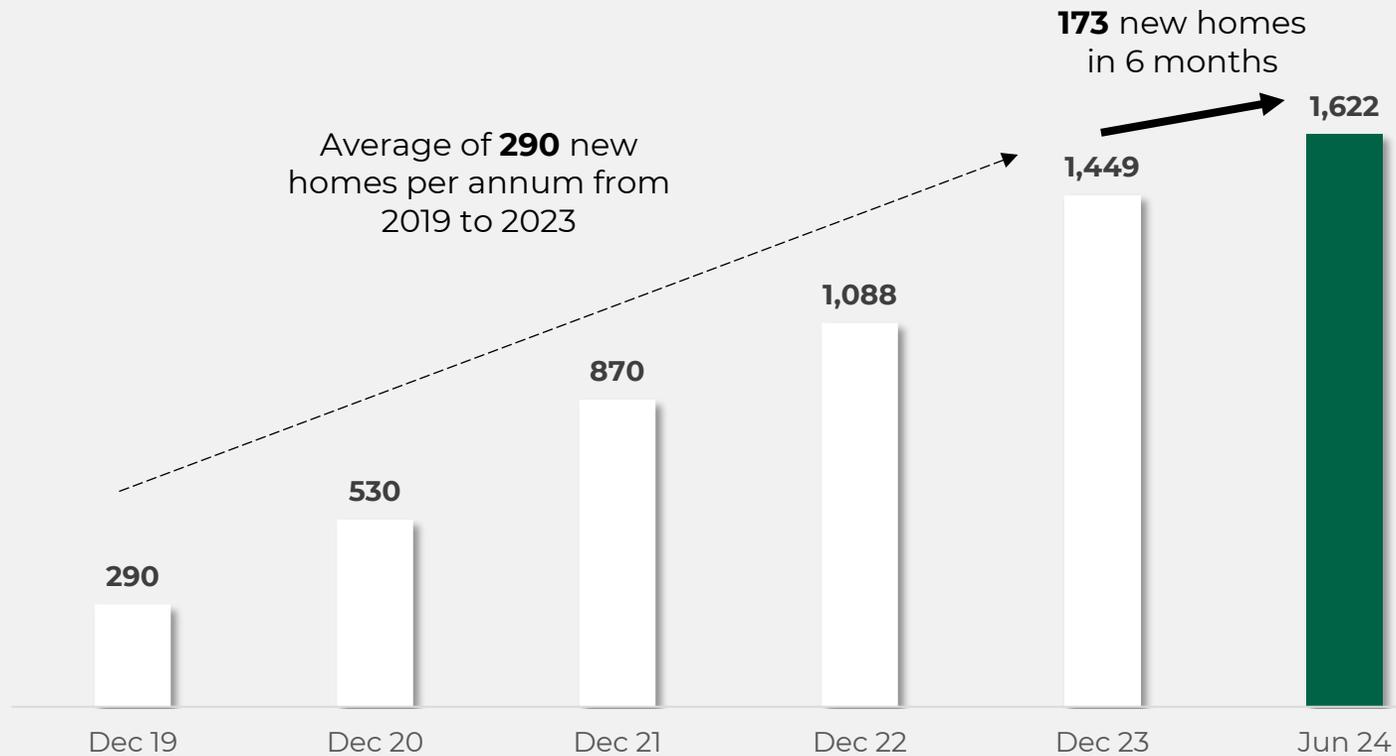


INVESTMENT: GEMLIFE UPDATES

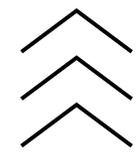
DELIVERED 173 HOMES FOR 1H2024; OCCUPIED HOMES 33% HIGHER THAN JUN-23



Growing number of occupied homes leading to higher recurring weekly site fees



Target of **6,500** homes within the decade based on current project pipeline



Supported by strong demand based on **ageing population trend and government incentives**

GEMLIFE – HOMES AND FACILITIES

OUR RESIDENTS ENJOY LUXURY LIVING WITH AN ACTIVE LIFESTYLE



The Gem Cut | Jul 2024

<https://www.youtube.com/watch?v=oKvk6544sBo>

Australia

Japan

Greater China

South Asia



Conversion of lending facility to Sustainability-Linked Loan

Sector's first independent sustainability certification with the Urban Development Institute of Australia's EnviroDevelopment program



Sustainability in Retirement Living Award by RACV Solar

For GemLife Virtual Power Plant



JAPAN COMMERCIAL PROPERTIES

VALUATION UPLIFT FOR UMEDA PACIFIC BUILDING

Full Occupancy in 5 out of 6 office buildings in Japan with average occupancy of ~98%

Property	Type	Effective Ownership	Occupancy
Yotsubashi East Building	Office	50%	100%
Yotsubashi Nakano Building	Office	50%	100%
Yotsubashi Grand Building	Office	55%	100%
Umeda Pacific Building	Office	56%	90%
Itachibori Square	Office	55%	100%
Utsubo East Building	Office	55%	100%
Best Western Osaka Tsukamoto	Hotel	50%	NA



Valuation uplift due to increased occupancy – increased from 86% in Dec 23 to 90% in Jun 24

Sale of 3 properties on hold in view of weakened Japanese Yen



Maison Margiela
PARIS

Relive your memories at home

Indulge with
bath and body

Personalize your memory

The scents your memories are made of

0 1 2 3 4 5 6 7 8 9
10 11 12 13 14 15 16
17 18 19 20 21 22 23
Maison Margiela
PARIS

LIFESTYLE



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BEAUTY & FRAGRANCE

INCREASING CHANNEL FOOTPRINT IN GREATER CHINA TO CAPITALISE ON THE GROWING MARKET

Australia

Japan

Greater China

South Asia

Management of Leading Beauty, Fragrance, and Lifestyle Brands with Multi-channel Sales Strategy

Multi-brand beauty retailers and concept stores



Mono-brand stores and counters



E-commerce & live streaming platforms



DJI DRONES - EXCLUSIVE DISTRIBUTOR

DJI IS THE LARGEST DRONE MANUFACTURER IN THE WORLD

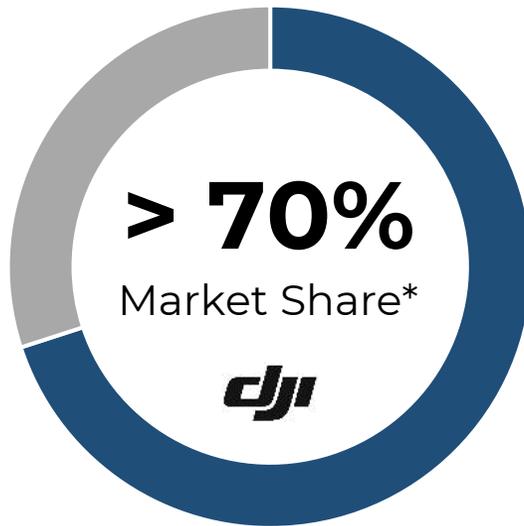
Australia

Japan

Greater China

South Asia

DJI is the world's largest drone manufacturer



Thakral is the exclusive distributor in 7 countries across South Asia



*Source: CNBC

DJI DRONES – 1H2024 UPDATES

EXPANDED PRODUCT RANGE AND WIDER ADOPTION IN SOUTH ASIA



Expanded range of offerings and newly awarded distributorship rights for certain products



DJI Dock 2

Remotely conduct autonomous aerial missions in diverse environments and weather conditions through cloud-based operations



DJI Flycart 30

Cargo drone



Mount Everest's First Drone Delivery | DJI Flycart 30
<https://www.youtube.com/watch?v=Vm9R0keZdik>



New Segments



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FINANCIAL RESULTS

INCOME STATEMENT HIGHLIGHTS

Guide to Thakral's I/S

Lifestyle Business
(~97% of Group Revenue)

Group Level

Investment Business
(100%)

Group Level

	1H2024 (S\$'000)	1H2023 (S\$'000)	YoY Change
Revenue	128,392	104,196	23.2%
Gross profit	22,492	23,165	(2.9%)
Gross margin	17.5%	22.2%	(4.7 pts)
Profit from operations	6,692	6,597	1.4%
Operating margin	5.2%	6.3%	(1.1 pts)
Share of profit of associates/joint ventures	8,495	10,052	(15.5%)
Profit attributable to equity holders	10,801	7,443	45.1%
Net margin	8.4%	7.1%	1.3 pts
EPS (Diluted)	8.45 cents	5.82 cents	45.2%

Key Drivers

Stronger consumer demand and increased line-up of beauty, fragrance and lifestyle products

Compression due to volume sales and margin normalisation for Lifestyle products

Lower administrative expenses (down 31.3%) from restructuring exercise partially offset gross margin compression

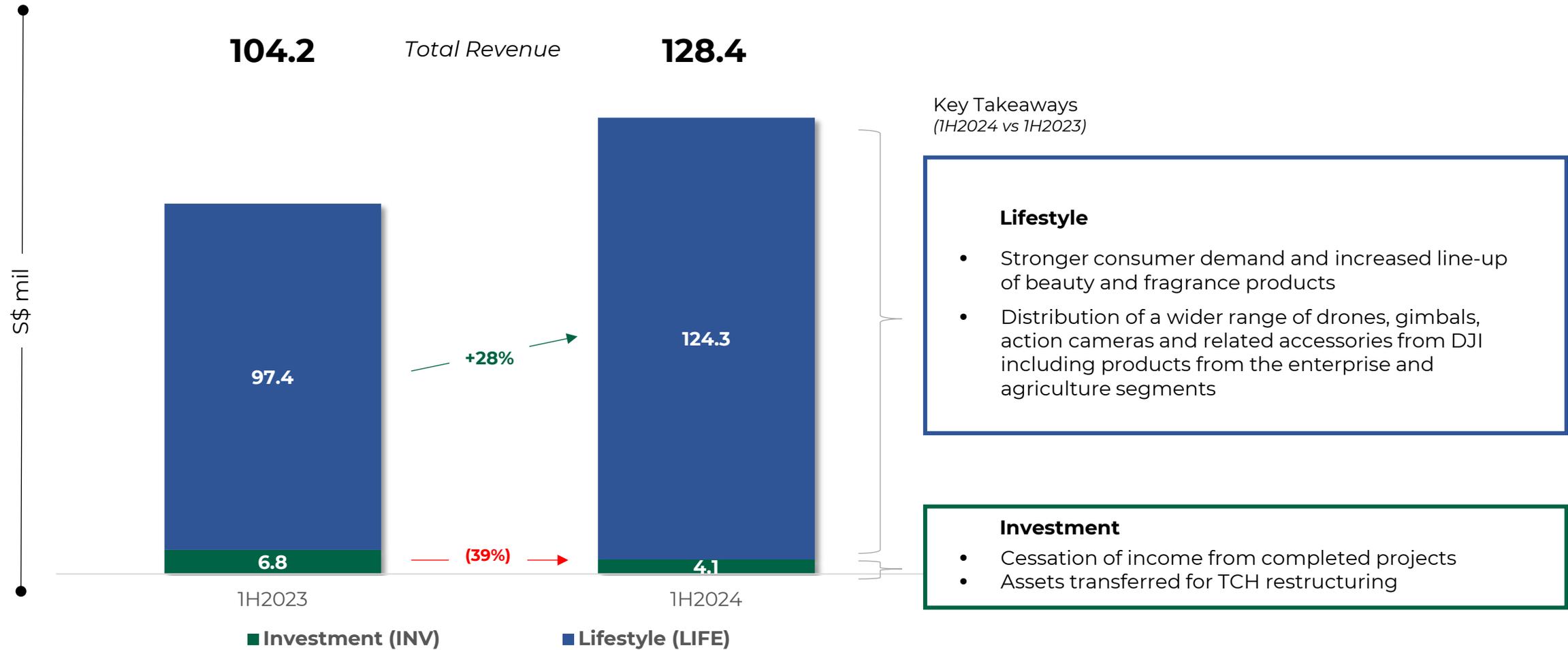
Decreased due to lower shareholding in GemLife post-restructuring

Net positive impact from restructuring exercise with a more proportionate shareholder's rights for the Group including savings in staff costs and taxation as well as unrealised exchange gain in this period

ppts = Percentage Points

REVENUE BREAKDOWN BY SEGMENT

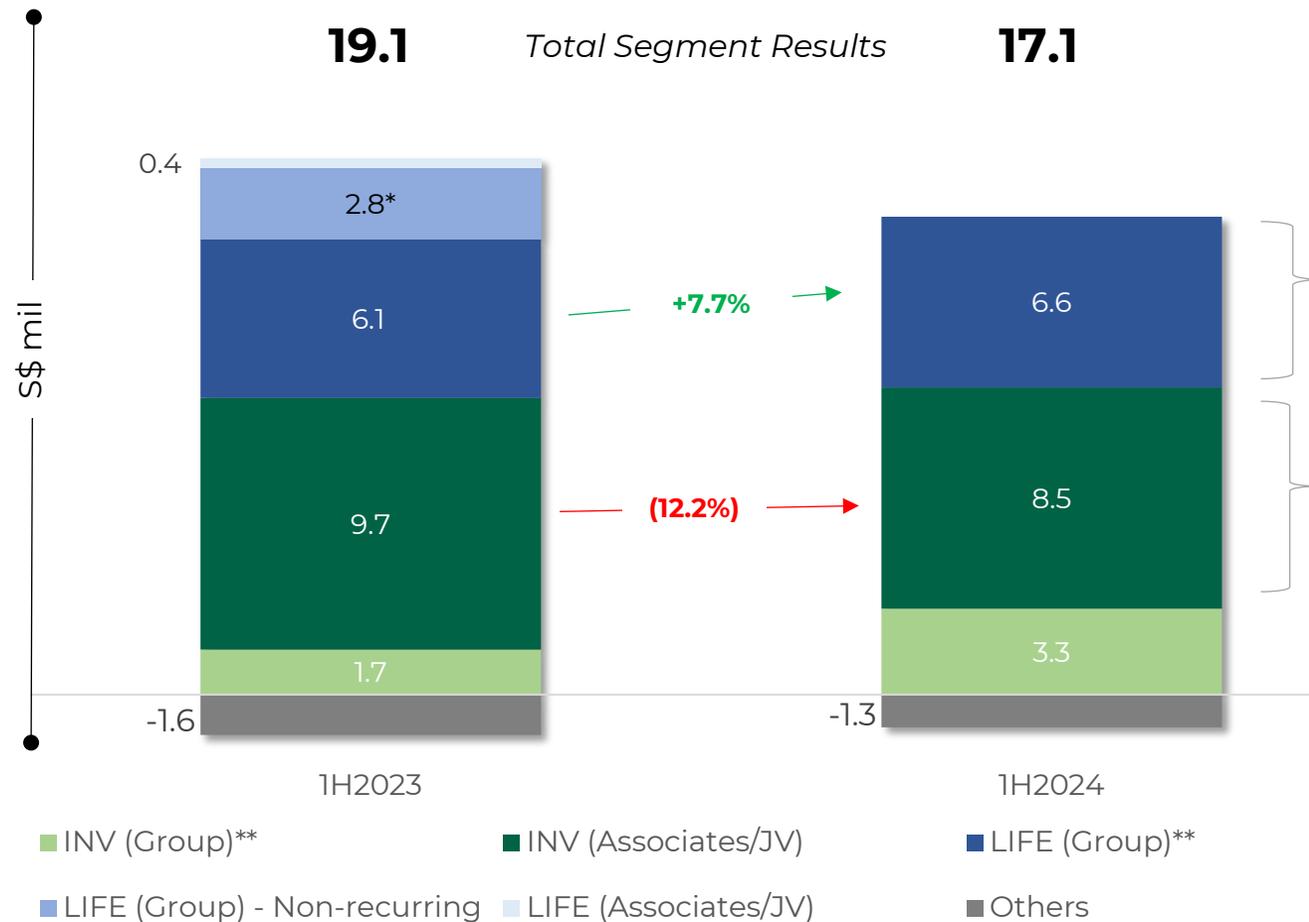
~97% of 1H2024 revenue was contributed by Lifestyle business



Note: Revenue from the Investment Segment does not include business activities from its associates/joint ventures

SEGMENTAL RESULTS BREAKDOWN

Net impact from restructuring was positive despite lower segmental results shown here



Key Takeaways
(1H2024 vs 1H2023)

LIFE (Group)

- Core segmental results were up after excluding a one-off item from the share swap of Currentbody-Thakral (~S\$2.8m) in 1H2023

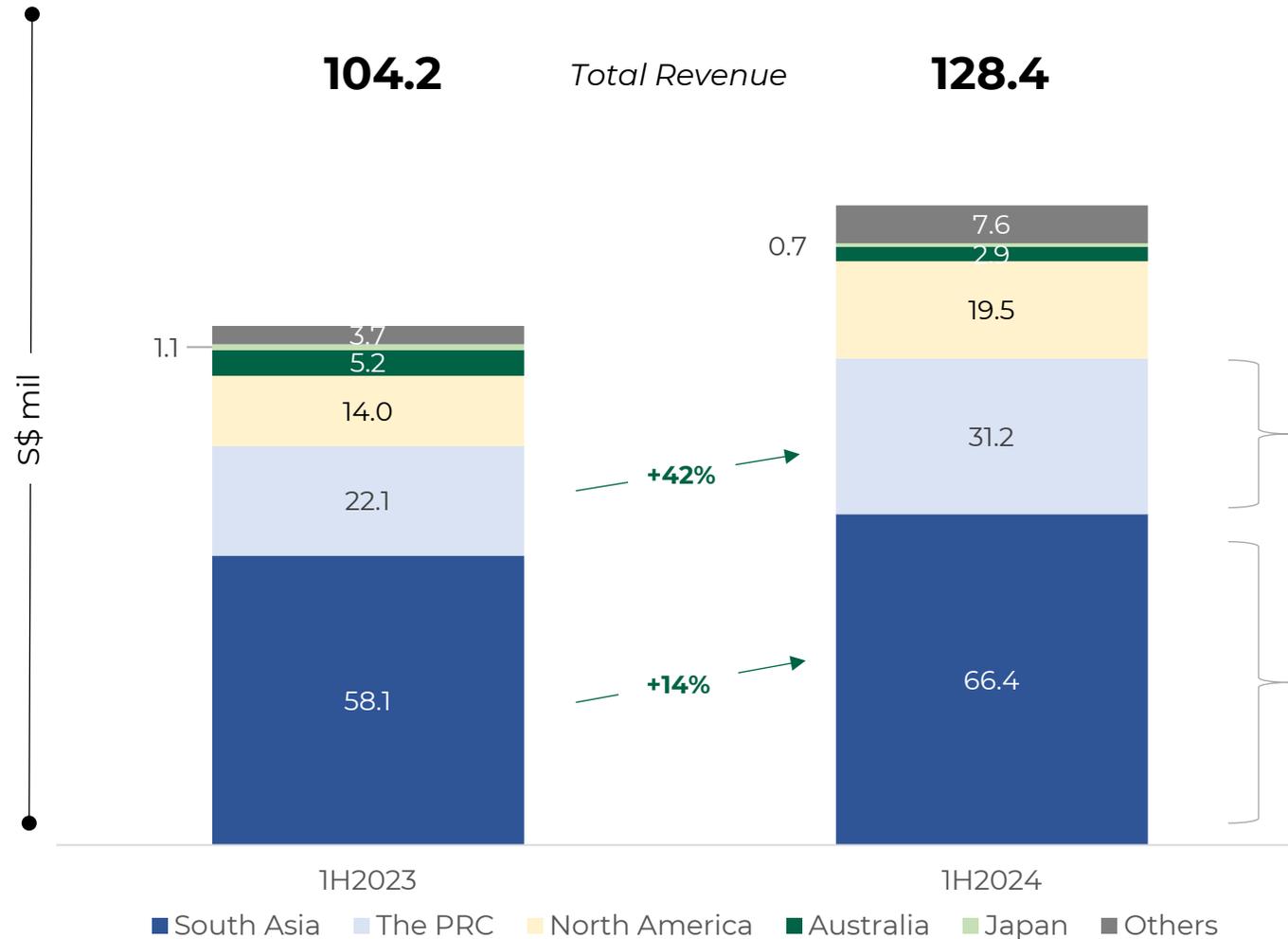
INV (Associates/JV)

- GemLife's operating results have improved with higher number of homes delivered for 1H2024
- Decreased due to lower shareholding in GemLife post-restructuring

* Non-recurring portion under Lifestyle business: One-off gain of S\$2.75 million related to the share swap of CurrentBody joint venture
 ** Inclusive of valuation adjustments on investment properties and/or fair value adjustment on derivative financial instruments

REVENUE BREAKDOWN BY GEOGRAPHY

Stronger sales from both the PRC (beauty and fragrance) and South Asia (drones)



Key Takeaways
(1H2024 vs 1H2023)

The PRC

- Revenue mainly derived from brand management of beauty and fragrance products
- Solid underlying demand for beauty and fragrance products and selective point-of-sale

South Asia

- Revenue mainly derived from distribution of drones and related accessories
- Distribution of a wider range of drones, gimbals, action cameras and related accessories from DJI including products from the enterprise and agriculture segments

BALANCE SHEET HIGHLIGHTS

<i>Selected Items Only</i>	30 JUN 2024 (\$'000)	31 DEC 2023 (\$'000)	Change
Cash and bank balances	13,503	11,257	20.0%
Associates	126,106	124,058	1.7%
Total Assets	329,406	328,985	0.1%
Total Short-Term Debt*	41,685	49,203	(15.3%)
Total Long-Term Debt	20,361	6,887	+195.6%
Total Liabilities	129,532	128,234	+1.0%

Key Drivers

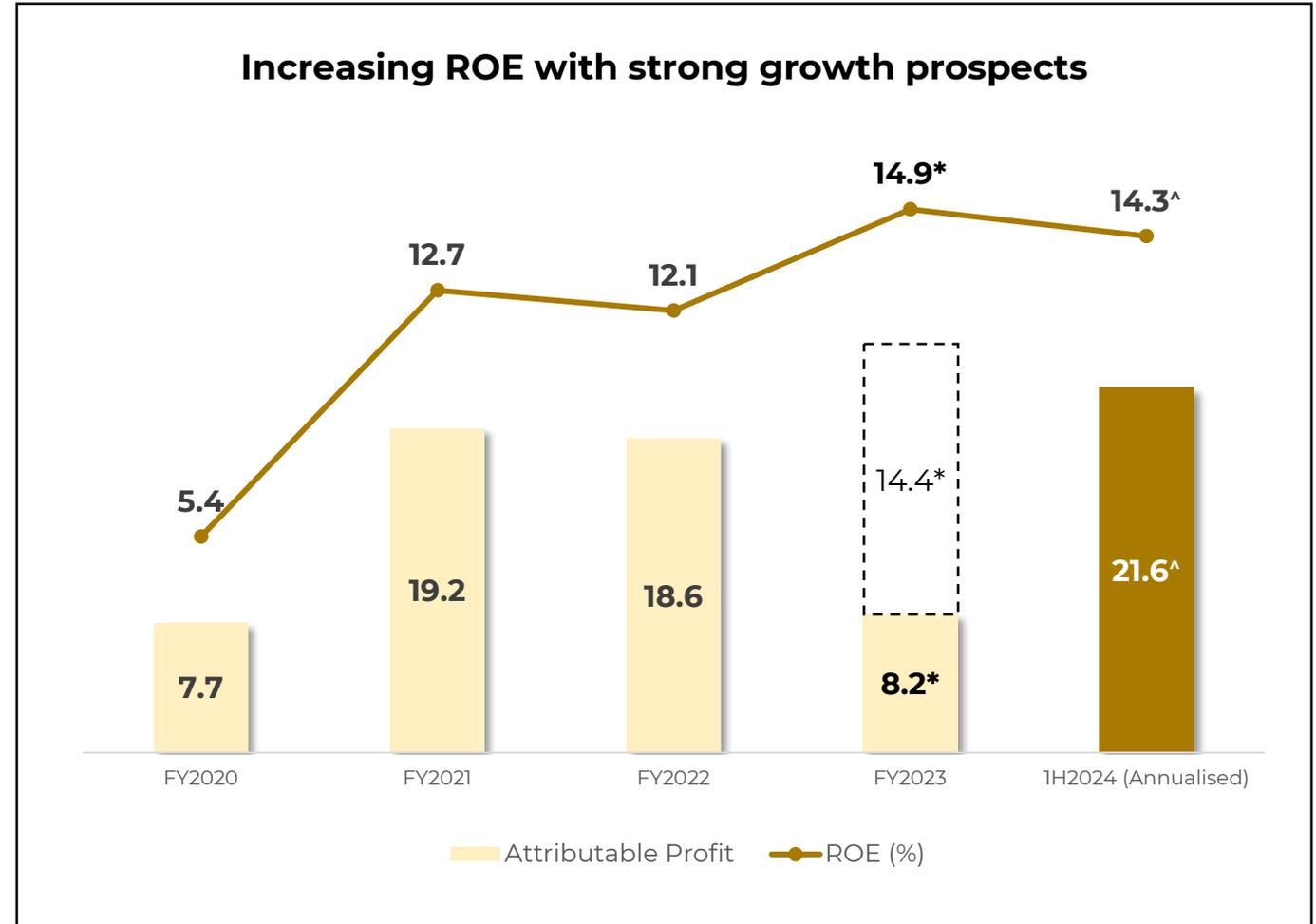
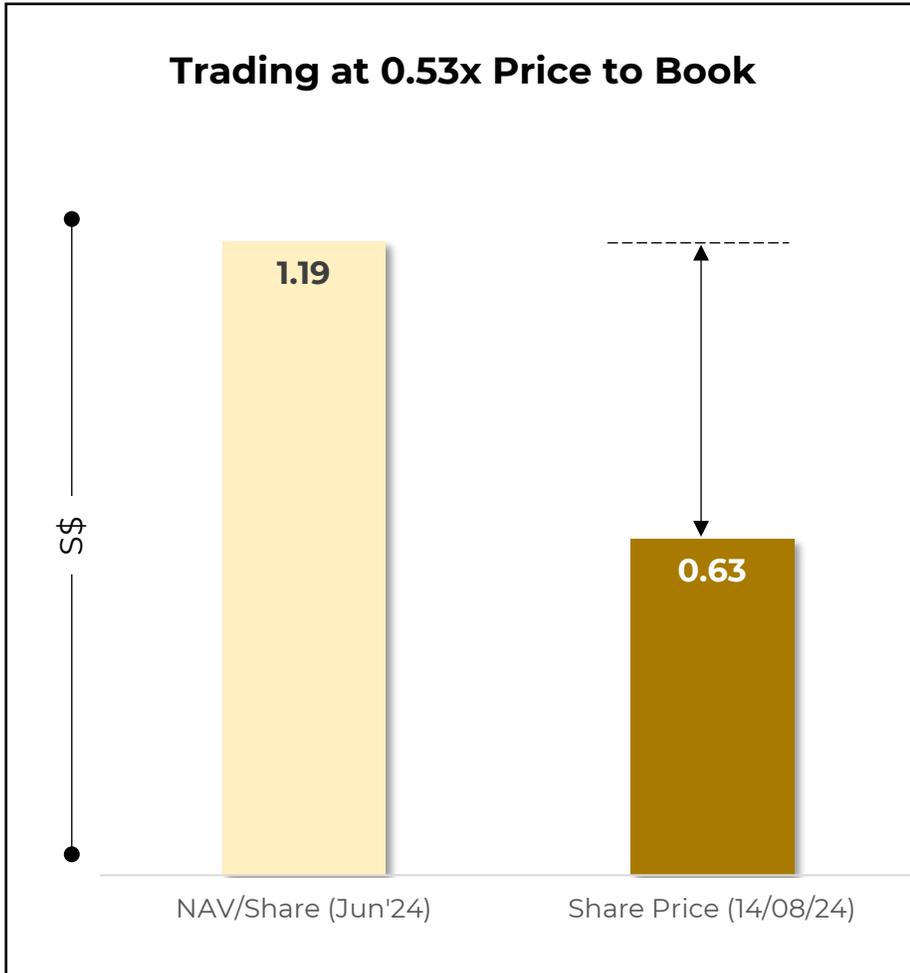
Sale of houses in Gladstone, Australia and sell-down of certain GemLife related debt notes

Increased due to additional trade finance funding utilised by the Lifestyle business units to support expansion

Increased due to debt refinancing attributed to Singapore property from short-term to long-term

* Inclusive of trust receipts and bank and other borrowings

ATTRACTIVE VALUATION WITH STRONG GROWTH



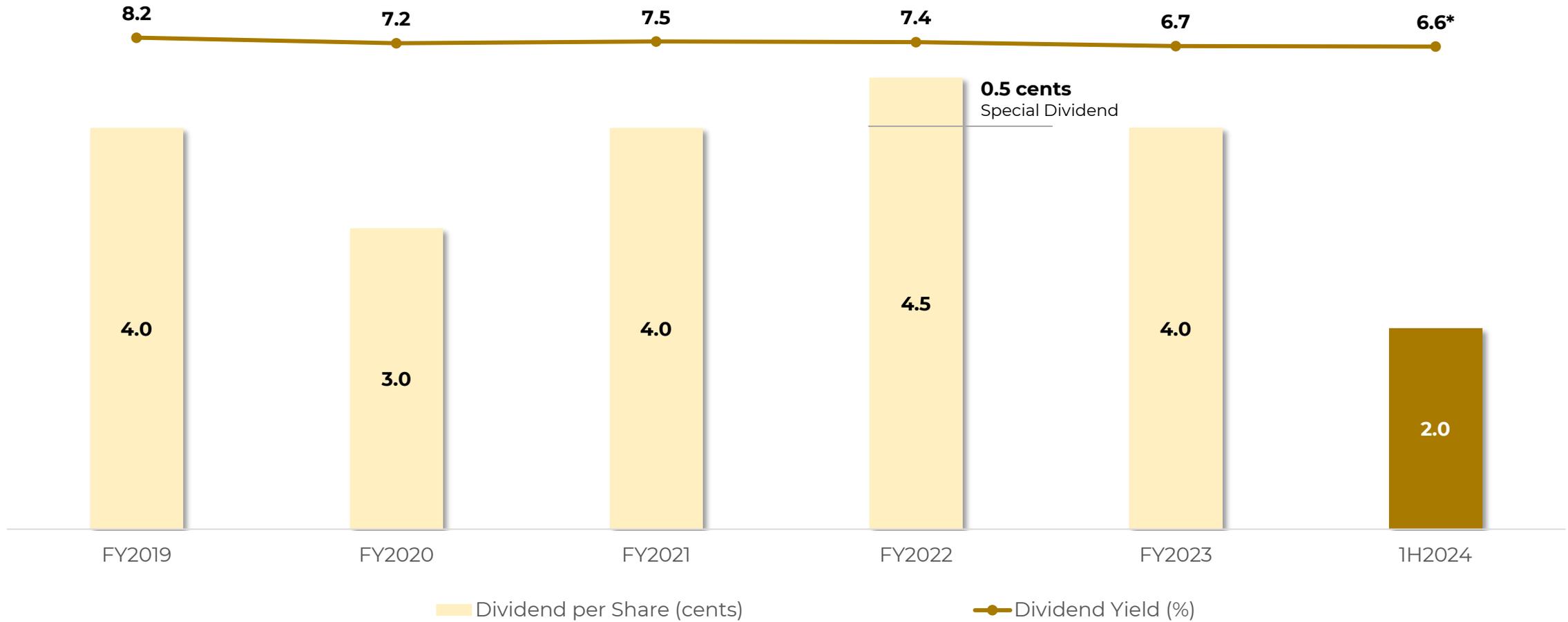
*Assuming pro-forma after-tax profit of S\$22.5 million (S\$8.2 million + S\$14.4 million post-tax** impact in the absence of restructuring costs)/average equity attributable to equity holders of the Company

**Assuming a tax rate of 29.5% (based on FY2023 effective tax rate)

^Formula used: [(1H2024 attributable profit) x 2]/Average equity attributable to equity holders of the Company for 1HFY2024

HIGH DIVIDEND YIELD

Stable dividend track record over the past years



Note: Dividend yields are calculated based on share prices as of last trading day of the respective financial year
 *Based on annualised dividend per share of 4.0 cents (1H2024 DPS x 2)



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