

## General Announcement::Annual General Meeting Presentation

## Issuer &amp; Securities

<b>Issuer/ Manager</b>	THAKRAL CORPORATION LTD
<b>Securities</b>	THAKRAL CORPORATION LTD - SG1AJ2000005 - AWI
<b>Stapled Security</b>	No

## Announcement Details

<b>Announcement Title</b>	General Announcement
<b>Date &amp; Time of Broadcast</b>	26-Apr-2018 19:37:13
<b>Status</b>	New
<b>Announcement Sub Title</b>	Annual General Meeting Presentation
<b>Announcement Reference</b>	SG180426OTHRFR4A
<b>Submitted By (Co./ Ind. Name)</b>	Anil Daryanani
<b>Designation</b>	Chief Financial Officer
<b>Description (Please provide a detailed description of the event in the box below)</b>	Please refer to attached Annual General Meeting Presentation to be presented at the Company's Annual General Meeting to be held on 27 April 2018.
<b>Attachments</b>	<p><a href="#">ThakralCorp_AGM_Preso_20180427.pdf</a></p> <p>Total size =3577K</p>





**THAKRAL**  
CORPORATION LTD

# Annual General Meeting

27 April 2018

## INVESTING IN GROWTH

*Presentation by*  
**Inderbethal Singh**  
**Thakral**







# About Thakral

- Thakral Corporation Ltd (“TCL” or the “Group”) has two divisions – Lifestyle Division and Investment Division.





# About Investment Division

- Invest directly or with co-investors in real estate and other investment opportunities including property-backed financial instruments.
- Also earns income from the services rendered from the originating, packaging and managing of such projects.





# Investment Division

## *Key Markets*

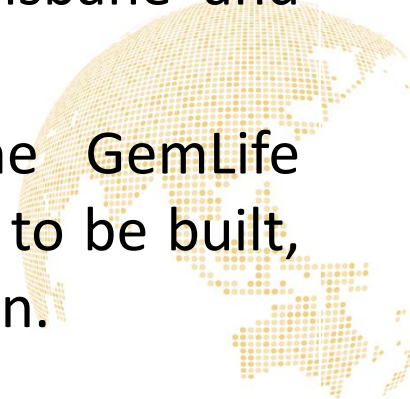
- Primary Markets
  - Australia
  - Japan
- Secondary Markets
  - Other parts of Asia : China/Hong Kong and ASEAN





# Investments in Australia

- Invested and committed more than A\$380 million of capital into projects.
- End value of completed and current projects surpassing A\$3.2 billion.
- 15 projects completed.
- Another 8 contracted, 5 of which are under construction.
- Targeted in key cities – Sydney, Melbourne, Brisbane and Queensland.
- Diversified into the retirement space via the GemLife business. Four resorts with close to 1,000 homes to be built, where three resorts have commenced construction.


















# Australia Investment Track Record

## *Completed*

Gross Realisation Value of Current and Completed Projects: >A\$3.2bn

 <p>Australia Towers Stage 1 Sydney</p>	 <p>The Quay Melbourne</p>	 <p>GLNG Portfolio Gladstone</p>	 <p>Harbour One Melbourne</p>
 <p>Emerant Lane Sydney</p>	 <p>Union Balmain Sydney</p>	 <p>Sephora Brisbane</p>	 <p>Gateway Mackay</p>
 <p>VIDA Brisbane</p>	 <p>Eden Greenacre</p>	 <p>Various Townhouses Queensland</p>	





# Australia Investment Track Record

*Current*



Nowstaad Series



FV Stage 1



Parkridge Noosa



GLNG Housing Project



Grange Residences

Gross Realisation  
Value of Current  
and Completed  
Projects: >A\$3.2bn







# Australia Investment Highlights

## *GLNG Housing*

- The Group owns 101 houses in Gladstone, Queensland that are on lease to GLNG up to June 2020.
- The carrying value of 101 houses (at 2017) was A\$43 million.





# Australia Investment Highlights

## *GemLife*

- GemLife provides resort style retirement housing under a joint venture between TCL's Investment Division and a subsidiary of Australia-based Living Gems Lifestyle Resorts.
- It is focused on the creation and management of several master-planned, gated lifestyle resorts in Queensland, New South Wales and Victoria.
- It has a contracted development pipeline of over 2,000 homes in the key eastern states of Australia.





# Australia Investment Highlights

## *GemLife*







# Australia Investment Highlights

## *GemLife*





# Australia Investment Highlights

## *GemLife*



Ten-pin  
bowling alley



Private  
cinema



Indoor heated  
pool & spa



Tennis court



Gymnasium



Golf simulator





# Australia Investment Highlights

## GemLife

### THE *Bribie Gem*



Issue 13 | April 2018

**Drinks at Twilight**  
Our Pictures

**Green Thumbs**  
Rhonda's  
Corgeous  
Garden

**Stage 2  
Release**  
Don't be  
Caught  
Short!



  
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### Director's Message

Welcome to our April newsletter! If you haven't heard the news already - Stage 2 has been released! We have people clamouring for a spot already - so we are not exaggerating when we say that you'll have to get in quick or you could miss out.

In this month's newsletter, you will see photos from many of the events in GemLife Bribie Island's social calendar. It is fantastic to see such a great group of people already converging as a community and having so much fun.

With the launch of our new designs, we hope that we can tick even more boxes for you. For those just thinking about moving, do come along to see some of our display homes - we would be happy to take you through the buying process and show you all about who we are. You are not just investing in a home, but a lifestyle and solid, supportive community.

Yours sincerely,

**Adrian Puljich**  
Director & CEO of GemLife



### Sales Manager's Message



Stage 2 is open! But don't rest on your laurels because we've already lodged 22 new homes - so it's vital that you get in quick or you'll miss out! We will be showcasing nine of our new designs with another 13 available to purchase right now.

We are excited to announce that we have new exclusive designs overlooking the national park which have now been released for sale.

To learn more about them, come along to our complimentary morning tea every Thursday at a local café or onsite. You can bring a friend, or family member and join us with other like-minded people and enjoy viewing the display homes afterwards.

The caravan compound is filling up fast, so make sure you sign up soon so you're not disappointed. Don't forget, we have a 30% discount on site fees available up until the facilities are ready.

**Glennys Lowry**  
Sales Manager

### Gem of a Home: \$462,000

Offering the brand new Coral design, this soon to be built stock home will become available.

This home has tremendous amounts of space, and plenty of soft-close drawers in the kitchen. Couple that with the ducted air-conditioning throughout as standard, and you have a luxury home at an exceptional price.

- 3 bedrooms
- 2 bathrooms
- Study alcove
- Remote control 2 car garage
- Air conditioning

To view our stunning range of homes, call 1800 193 177 or email: [glennys@gemlife.com.au](mailto:glennys@gemlife.com.au) for more information.



We welcomed some brand new residents to the resort this month. We wish you all the best for your new home at GemLife Bribie Island!

- James and Kathie Small
- Kevin and Christine Thornton
- James and Mary Agnes Shankie
- Richard and Janet Ashford
- Kevin and Jeanne Taylor
- Jan and Greg White
- Sue Braz







# Australia Investment Highlights

## GemLife



SOCIAL UPDATE



### Twilight Drinkies

On Thursday 8 March, our Twilight Happy Hour was held in our Sales Office with plenty of nibbles and drinks!

We'd like to say thank you to the many resident helpers on the day! After our whistles were suitably wet, we enjoyed a tour of the immaculate display homes and the recently launched Stage 2.

If you'd like to come and view the new displays and Stage 2 for yourself, just give us a call, drop us an email - or pop by in person!

CONSTRUCTION UPDATE



### 3D Delights

Have you been lucky enough to visit GemLife Bribie Island and view our phenomenal display homes? If you haven't, make sure you stop in soon to take a look, you really will be wowed by the superb designs, copious space and unbeatable location.

If you've already viewed our homes, soon you'll be able to return whenever you want - through the power of 3D virtual tours. These brand new tours will be launching soon, so watch out for the grand announcement. The tours will give you a virtual walk through of our display homes where you can get a

feel for the space and layout. Not only that, you'll be able to learn more about the luxurious standard inclusions in our homes.



Even though these tours are a great tool to have, they don't compare to getting a feel for our designs in real life - so do make sure you arrange a tour soon to meet our fantastic Sales Team and flourishing community.

SOCIAL UPDATE

### Green Thumbs



We'd like to shine a light on one of our talented residents who is paving the way with her stylish, low-maintenance garden. Well done to Rhonda Cooper! You have a superb eye!



SOCIAL UPDATE

### Togetherness

Congratulations to David and Joan Nicolls who celebrated their 25th wedding anniversary in true style - by jointly putting out their bins - in the rain. Ah! True love! Many thanks to Marshall Cass for the fabulous shot.







# Australia Investment Highlights

## GemLife

THE  
*Highfields Gem*



Issue 13 | April 2018



**The Barn & Scotty's Garage**  
In Review

**Bigger, Better Blocks**  
Only 8 Left!

**Sneak Peek Week**  
Open for Business Soon



SOCIAL UPDATE

## The Barn & Scotty's Garage

The GemLife Highfields' team took a trip down memory lane to The Barn & Scotty's Garage - an authentic Aussie dining experience with good old-fashioned home-style cooking.

This was a great day out and a fantastic opportunity for everyone to get to know each other - before they've even moved into the resort. The community of any GemLife resort is integral and for some is the most appealing part of the whole idea. We run regular outings for interested parties to many places in the surrounding areas, so do keep an eye out for invitations.

- Images:**
- 1 Step back in time at Scotty's Garage.
  - 2 Sarah, owner of The Barn, serves amazing homemade scones.
  - 3 Over 20 years of memorabilia is on show.
  - 4 Jenny, Sales Consultant at GemLife, getting a history lesson from Merv.
  - 5 Scotty sharing his passion with future residents.
  - 6 Brendan and Colleen sampling homemade Devonshire tea.
  - 7 Merv and Shirley enjoying their morning.
  - 8 Willie and Jenny getting to know each other.
  - 9 Scotty and Irene swapping vintage car stories.







# Australia Investment Highlights

## GemLife



CONSTRUCTION UPDATE

### Roof Trusses

Roof trusses have arrived for the country club at GemLife Highfields. This is a great step for the country club as the true shape of the build will soon begin to show.



LANDSCAPING UPDATE

### Thinking Green

Landscaping at the resort is now in full flow, with many mature plants being placed around the resort much to the excitement of the residents. Highfields is blessed with such gorgeous leafy surroundings, that it is important that we reflect that within the resort itself - no one likes a concrete jungle!



PresCare  
It's more you

### Investing in Your Future: Prescare

Here at GemLife, it is vitally important to us that we offer as much to our homeowners as we can. We have carefully listened to feedback over the years so that we can invest in future facilities that will not only future-proof our resorts and attract new homeowners but also enhance the lives of those already living there.

Our exclusive partnership with PresCare is a way that we can ensure you can live in your home as long as you want to. This optional service is yours to use only if and when you decide the time is right.

PresCare offer a wide range of in-home services, along with exclusively owned businesses, The Contented Chef, Walk on Wheels, and Adapt Health Care. Our partnership with PresCare offers several benefits to GemLife residents:

- Potential access to government funding to subsidise home care services such as in-home nursing, domestic services (cleaning, hanging-out washing, etc.), community and social activities, transport to and from appointments, and home-based rehabilitation services (occupational therapy, physiotherapy, podiatry, exercise, physiology)
- Help with navigating the complexity of applying for government funding
- Assistance with the eligibility assessment to qualify for government funding
- Highly competitive rates for all services for those who may not qualify for government subsidies



To learn more about our exclusive partnership, talk to our fantastic Sales Team on: 1800 910 278 or visit [www.prescare.org.au](http://www.prescare.org.au)



#### EVENTS

## Sneek Peak Week

You're Invited! Join us for an exclusive preview of our display homes.

This appointment only event offers three sessions each day where you can have the pleasure of inspecting our luxurious homes.

#### When:

Thursday 12 April - Tuesday 17 April (open Toowoomba Show Holiday)

#### Where:

GemLife Highfields Display Village  
30 Kratzke Road, Highfields  
at 10am, 1pm or 3pm daily.

To confirm your participation, please call or email:

Rachael 0437 256 745  
[rachael.benham@gemlife.com.au](mailto:rachael.benham@gemlife.com.au)  
or Jenny 0436 011 527  
[jenny@gemlife.com.au](mailto:jenny@gemlife.com.au)

## WIN!

a \$500 Gift Voucher

Book today, attend the inspection and you will be automatically entered into the draw to WIN a \$500 gift voucher.







# Australia Investment Highlights

## *Bribie Island Project*

- 404 homes on a 24.9-hectare site including a 9.5-hectare lake
- Over 39 buyers have moved into their homes
- All 85 homes in Stage 1 – fully contracted
- Stage 2 sales moving strongly
- Stage 2 civil works 100% completed





# Australia Investment Highlights

## *Highfields Project*

- 233 homes on a 9-hectare site
- 5 buyers have moved into their homes
- Stage 1 civil works 100% completed
- 24 out of 50 Stage 1 homes have been sold





# Australia Investment Highlights

*Woodend, Victoria &*

*Lennox Head, New South Wales*

- Marketing campaigns attracted strong sales enquiries and a significant number of holding deposits.
- Woodend (199 houses) Stage 1 civil works are 30% complete with over 25 deposits in place.
- Lennox Head (154 houses) has yet to get its Development Approval but has over 70 deposits in place.







# Australia Investment Highlights

## *Capital Investment & Management*

### *Fortitude Valley (“FV”)*

- Mixed-use development in Brisbane
- Funded up to A\$58.7 million

### ***Project Update***

- Completed in Q3 2017 with senior lender and 3<sup>rd</sup> party investor funds being paid down
- All TCL capital and base return paid down by Q1 2018
- Expected to receive “profit” distributions progressively up to the end of FY2018





# Australia Investment Highlights

## *Capital Investment & Management*

### *Grange Residences*

- Premium residential project in Brisbane
- Funded up to A\$5.2 million

### *Project Update*

- Construction of 41 townhouses started
- Sold out in 8 weeks, despite tougher selling market in Australia





# Australia Investment Highlights

## *Capital Investment & Management*

### *Newstead Series*

- Luxury residential project
- Located in the heart of one of Brisbane's trendiest suburbs
- Poised to benefit from infrastructure upgrades in the surrounding suburbs
- Funded up to A\$33.7 million
- Over 90% sold

### *Project Update*

- Construction is expected to be completed in May/June 2018







# Australia Investment Highlights

## *Capital Investment & Management*

### *Parkridge Noosa*

- 167 two and three-level residential townhouses, apartments, restaurant and recreation facilities
- Located in the suburb of Noosa
- Funded A\$8.42 million
- Over 50% contracted

### ***Project Update***

- Bulk earthworks and civil works are about 40% complete
- Townhouse construction to commence May 2018
- Apartment construction to commence June 2018
- Dwellings to be delivered in 3 stages; first settlements expected Q2 2019





# Japan Investments

## *Thakral Japan Properties*

- We selected Osaka as our preferred city to make our investments. We have presence there since 1936.
- Osaka is the 2nd largest city in Japan & will host the Olympics in 2020.

### **Since then what has changed:**

- Japan's revised up its foreign tourist target to 40 million by 2020 and 60 million by 2030 – suggesting continued growth.
- Osaka is expected to be a key beneficiary of the tourism boom – as it is now Japan's new hotspot for Asian tourists.
- Very little new supply of office space and vacancy reduced to below 5%. Retail and Hotel sectors also seeing strong demand.
- 2023 World Expo and Osaka has just been selected as one of the 3 cities in Japan that will have casinos.



# Japan Investment Highlights

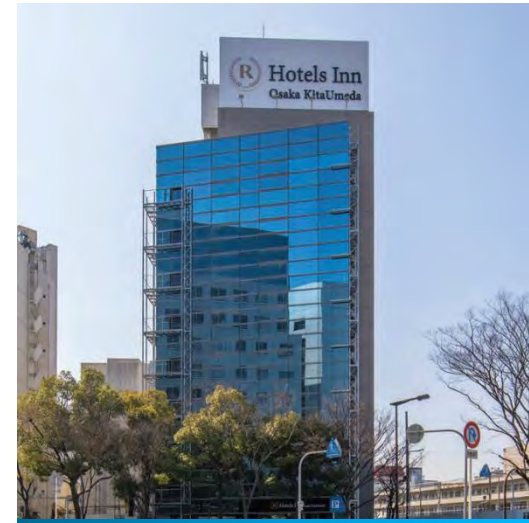
- Total portfolio of 6 investment properties



Yotsubashi East Building



Yotsubashi Nakano Building



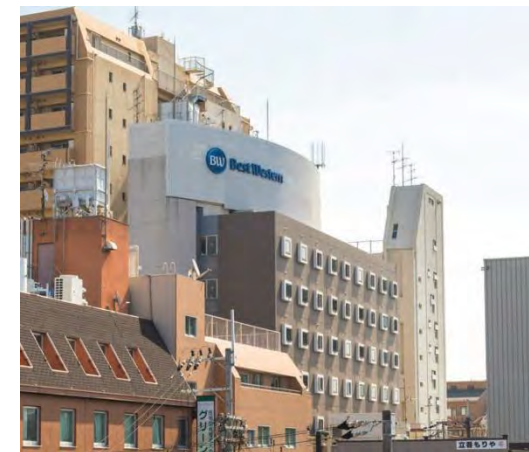
R Hotels Inn Osaka Kita Umeda



Legal Itachibori Building



Namba Retail Redevelopment Site



Best Western Osaka Tsukamoto Hotel







# Japan Investments

## *Thakral Japan Properties*

- Thakral Japan is a 50% subsidiary of the Group and the remaining funds are from investors and a small share for management.
- We have focused mainly on commercial properties including business hotels, offices and a retail development.
- Our investments saw a significant valuation gain in 2017 – and grew to S\$34.2 million – from S\$18.7 million in FY2016.
- Strong earnings from the portfolio.
- We continue to look for more investments in Japan.





# Investment Division

## *Overall Outlook 2018*

- Expected to continue to benefit from Australia and Japan due to increasing demand and pick-up in real estate values in both countries.
- GemLife is focused on meeting construction and sales targets during 2018 while acquiring suitable land sites for future expansion.
- To improve returns from all our markets – especially in Japan and Australia.
- Explore expansion opportunities in other markets such as ASEAN, especially Singapore.
- Overall outlook remains positive.







# Lifestyle Division

TORSTEN STOCKER  
COO, Lifestyle Division



# Lifestyle Division Focus

- Marketing & distribution of beauty, wellness and lifestyle brands with a unique and differentiated positioning.
- Supporting sourcing needs of Greater China based wholesalers, retailers and ecommerce players.







# Executing our Core Strategy

- Continued our focus on beauty, wellness and lifestyle brands in Greater China.
- Strengthened our category and channel platforms (both online and offline) to drive scale.
- Enhanced our brand management capabilities to serve brands better.
- Maintained tight control on costs.





# Strengthening Brand Portfolio

Premium At-Home Beauty Devices

Prestige Skin & Hair Care

Wellness

Lifestyle

ReFa

DermaWand

PMD  
PERSONAL MICRODERM

ikoo



TriPollar

color me

PHILIPS

CANVAS  
*Beautiful Skincare*

john  
masters  
organics

CODAGE  
PARIS



LEADERS

BOTANIST

Saborino

SLENDERTONE  
The definition of looking good

TRAINING GEAR  
SIXPAD  
Abs Fit

Body Make Seat  
Style







# Enhancing Channel Platforms

E-commerce

淘宝网  
Taobao.com

天猫  
TMALL.COM

小红书  
全世界的好东西

魅力惠 MEI  
.COM

京东  
JD.COM

Prestige  
Beauty

Beauty Specialists

SEPHORA

SPACE.NK

THE  
BEAST  
野兽派

氣味圖書館  
SCENT LIBRARY

Department Stores

PARKSON 百盛

金鹰  
GOLDEN EAGLE

妍丽

SPAs

GRAND  
HYATT

Premium  
Mass Beauty

city'super

COLORS

苏宁 manning's

Ole'  
supermarket

Lifestyle

CHIC BUS

champs

美承  
MEICHENG

10 一兆韦德  
TERA WELLNESS



# Adding New eCommerce Channels

WeChat Mini App for Premium Brands



App & WeChat Store Targeting Beauty & Fashion



WeChat Store Focusing on Young Mother







# Collaborating with "KOL"

China Key Opinion Leaders ('Influencers') Selling on Taobao & Wechat



细纹小熨斗 每天3分钟DermaWand逆龄射频注氧棒 家用皮肤管理

价格 ¥999.00 1656 790  
累计评论 交易成功  
淘宝价 **999.00** 好货也疯狂

配送 上海 至 上海闵行区 快递 免运费 15天内发货

颜色分类

数量  件(库存58件)

花呗分期  
¥238.35x3期 (含手续费)    ¥121.74x6期 (含手续费)    ¥62.61x12期 (含手续费)

立即购买

加入购物车

承诺 7天无理由

支付 集分宝



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搜本店



宝贝详情

累计评论 1656

专享服务

手机购买

客服中心

售前客服

美羊羊 懒羊羊

品牌: Derma W

功能: 导入 其他/other

型号: Dermawand逆龄射频注氧棒

是否震动: 否

颜色分类: 现货

适用场景: 家用



# Strengthening Offline POS

Refa Flagship Store

Refa in Sephora

Canvas in Scent Library

Codage Display





# Positive Outlook for 2018

- Continued shift towards more stable, higher-margin beauty, wellness and lifestyle products.
- Drive sales of our current portfolio.
- Selectively add new brands this year and 2019.
- Deepen relationships with key channels.
- Strengthen China cross-border footprint.







# Group Financial Results

ANIL DARYANANI

CFO

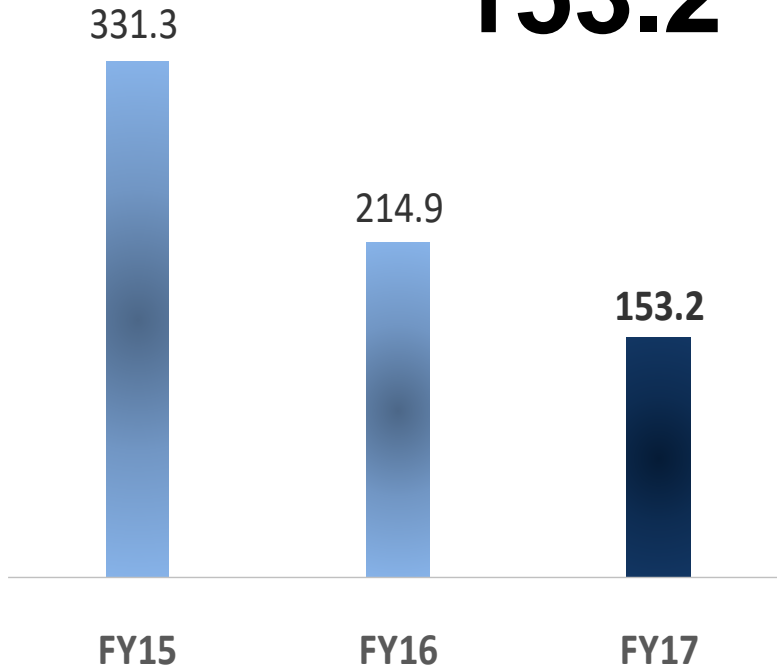




# Group Financial Snapshot

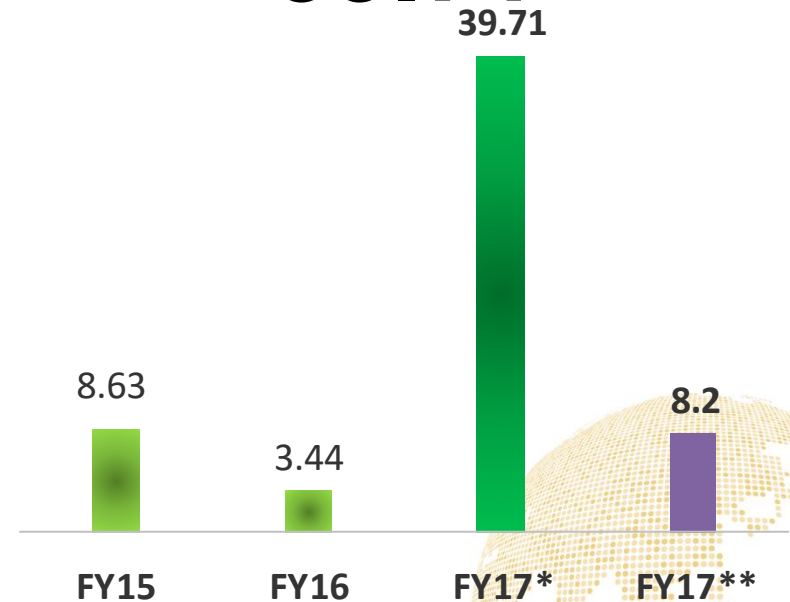
**FY 2017 Revenue**  
(S\$ million)

**153.2**



**FY 2017 Net Profit**  
(S\$ million)

**39.71\***



\* Includes gain from sale of warehouse properties in Hong Kong in 4Q2017

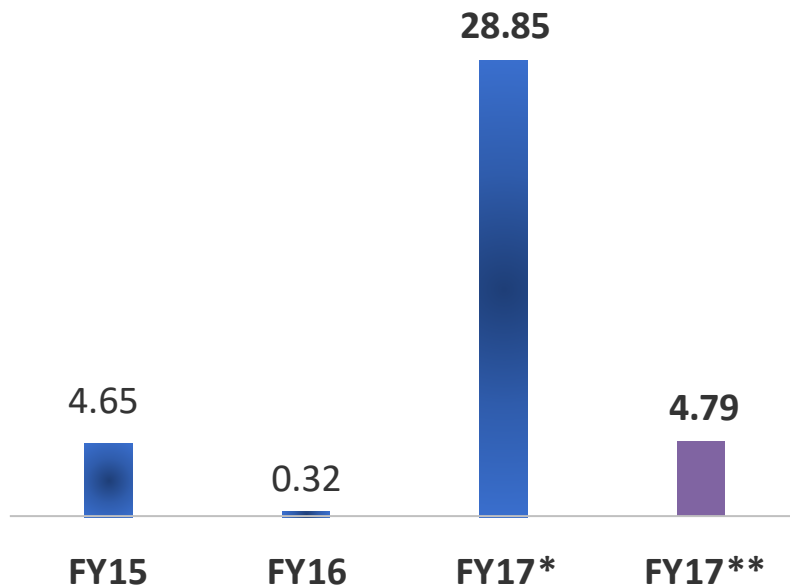
\*\* Excludes gain from sale and relevant expenses of warehouse properties in Hong Kong in 4Q2017



# Group Financial Snapshot

Earnings Per Share (cents)

**28.85\***

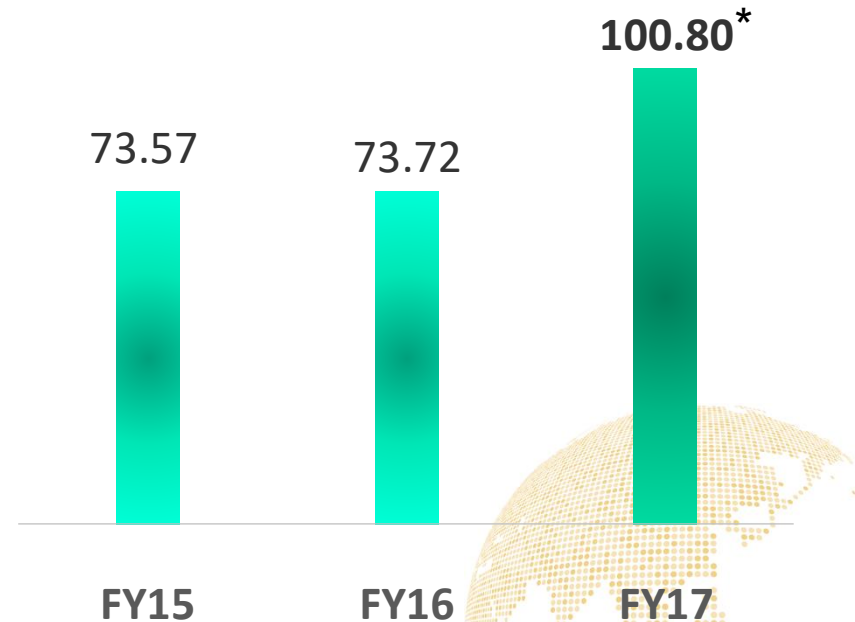


\* Includes gain from sale of warehouse properties in Hong Kong in 4Q2017

\*\* Excludes gain from sale and relevant expenses of warehouse properties in Hong Kong in 4Q2017

Net Asset Value (cents)

**100.80\***



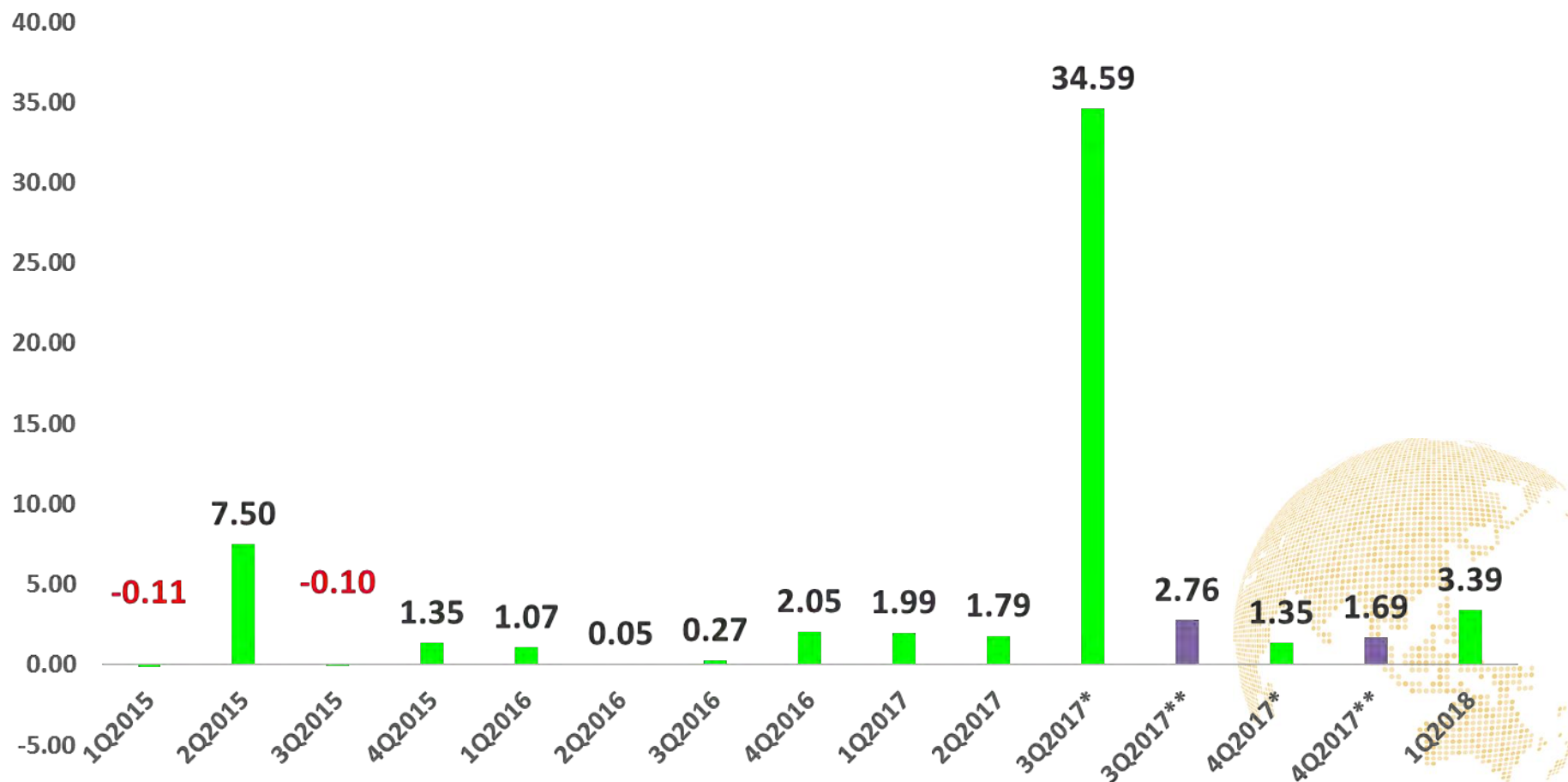
\* Enhancement in value from disposal of the warehouse properties as well as strong growth in the valuation of the Japanese Investment





# Group-Sequential Net Profit

S\$M



\* Includes gain from sale of warehouse properties in Hong Kong completed in 4Q2017

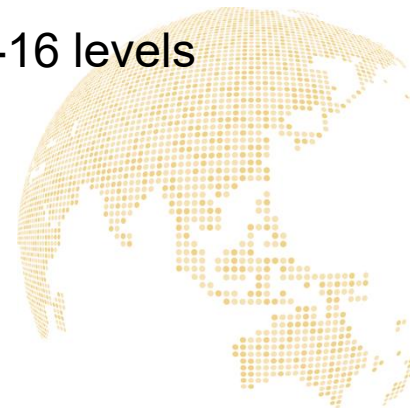
\*\* Excludes gain from sale and relevant expenses of warehouse properties in Hong Kong completed in 4Q2017



# Debt Reduction

S\$M	31-Dec-16	30-Sep-17	31-Dec-17	31-Mar-18
Total Debt (including trust receipt financing)	90.20	83.81	58.04	52.02

Overall borrowings reduced by S\$38.2 million (42%) from Dec-16 levels





# Inventory, Receivables and Cash

S\$M	Dec-16	Sep-17	Dec-17	Mar-18	Incr from Dec-16
Inventories	18.88	17.41	24.06	23.90	5.02
Trade Receivables	9.87	14.81	11.81	10.56	0.69
Cash	29.80	25.51	46.19	41.47	11.67

Some funds from sale of warehouse properties invested in expanded product line inventories to help grow sales







# Group Key Financial Ratios

*(FY2017)*

- Share Price : S\$0.54 (26 Apr 2018)
- PE Ratio : 1.87
- Earnings/Share : 28.85 cents
- Price/Revenue : 0.46 times
- Shares Outstanding : 130.86m shares
- Dividend Yield : 9.26%





# THANK YOU!

For further enquiries, please contact:

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