

General Announcement::Presentation - Corporate Update

Issuer & Securities

Issuer/ Manager	THAKRAL CORPORATION LTD
Securities	THAKRAL CORPORATION LTD - SG1C19013145 - T04

Announcement Details

Announcement Title	General Announcement
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Announcement Sub Title	Presentation - Corporate Update
Announcement Reference	SG140423OTHR29TA
Submitted By (Co./ Ind. Name)	Anil Daryanani
Designation	Chief Financial Officer
Description (Please provide a detailed description of the event in the box below)	Presentation to Media and Analysts and at Annual General Meeting on 24 April 2014. Please refer to attachments.

Attachments	<p>ThakralCorp_PresoCorpUpdate_20140424_Part1of4.pdf</p> <p>ThakralCorp_PresoCorpUpdate_20140424_Part2of4.pdf</p> <p>ThakralCorp_PresoCorpUpdate_20140424_Part3of4.pdf</p> <p>ThakralCorp_PresoCorpUpdate_20140424_Part4of4.pdf</p> <p>Total size =6611K</p>
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THAKRAL CORPORATION LTD

CORPORATE

UPDATE

24 APRIL 2014



THAKRAL

PRESENTATION

OUTLINE

- **LIFESTYLE DIVISION**

- Corporate Profile
- Transformation from Distribution to Lifestyle Division
- New Product Portfolio – LIFESTYLE, BEAUTY|HEALTH, ENVIRO|CARE and Interior Fittings & Finishes business
- Channel Analysis
- Marketing Capabilities
- Future Plans and Prospects

- **INVESTMENT DIVISION**

- Investment Division's Overview
- Positive Returns
- Australia's Property/Real Estate Sector
- Completed and On-going Projects
- New Projects
- Future Strategies

- **FINANCIAL PERFORMANCE**

- Financial Snapshots
- Working Capital Cycle
- Key Ratios

- **OVERALL OUTLOOK for FY2014**



CORPORATE PROFILE

Listed on the SGX Mainboard since December 1995, Thakral Corporation Ltd is in distribution business as well as property & strategic investments.

The Group invests in real estate and other investment opportunities which include financial instruments backed by property and in direct property with a view to earning a strong return on its capital and revolving its capital speedily including bringing in co-investors. The Group also earns income from the services it provides in originating, packaging and managing projects. The Group has been the cornerstone investor in these investment opportunities.

Presently, China (including Hong Kong), South East Asia and India, are the Group's key markets for its products. The Group has undergone a change to reposition itself in Lifestyle products, including Beauty|Health & Enviro|Care products. Under its extensive brand portfolio are global names such as Apple, Acer, Beko, Bose, Canon, Cuvilady, Daewoo, Misfit, MTG (Refa), Orion, Panasonic, Robam, Samsung, Sharp, Skullcandy, Yamaha and Winia.

Major products distributed under these key brands include Air Washers, beauty & health products, digital cameras, data projectors, eco-friendly home/kitchen appliances, iPhones, iPads, smart phones, fashion accessories, trendy lifestyle headphones and other wearable accessories.



THAKRAL

THAKRAL | **LIFESTYLE**

INVESTING IN INNOVATION

INDERBETHAL SINGH THAKRAL
Managing Director

Distribution Business



THAKRAL

MARKET FOCUS

Our Presence in Asia



Australia



Bangladesh



Cambodia



China



Hong Kong



India



Japan



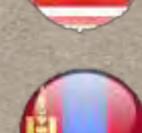
Laos



Macau



Malaysia



Mongolia



Myanmar



Nepal



Philippines



Singapore



Sri Lanka



Taiwan



Timor-Leste



Thailand



Vietnam



THAKRAL

REFOCUSSING | ON WHAT'S IMPORTANT

- **LIFESTYLE | DIVISION**
- **BEAUTY | HEALTH**
- **ENVIRO | CARE**



WHAT IS LIFESTYLE?

TRENDS

TECHNOLOGY

CONNECTIVITY

ENJOY

friends

SATISFACTION

FASHION

CULTURE

DRIVE

FAMILY

Gadgets

LEISURE

POSITIVE ENERGY

ACCESSORIES

NEEDS

WANTS

SHOPPING

ENTERTAINMENT



THAKRAL

LIFESTYLE



AFFLUENCE / LIFESTYLE

- Smartphones
 - Grow iPhones, iPads etc.
 - To add Samsung Mobile
- Accessories
 - Headphones, bags, etc.
- Fashion
- Audio Products
- Bose, Yamaha
- Wearable Technology



LIQUID IMAGE



THAKRAL

LIFESTYLE



 **Skullcandy**




**MISFIT
SHINE**



Wear it



Move it



Sync it



U-SHOT



Pluck

Quirky



Stem



Pivot Power



JOT SCRIPT **EVERNOTE** Edition

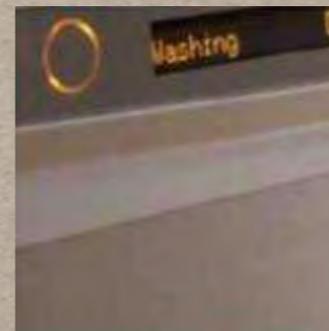


THAKRAL

ENVIRO CARE

- Air Purifiers – Winia (Korea's No. 1 brand with 50% market share in Korea)
 - Air purifier market is expected to double for the second consecutive year and the trend is expected to continue due to worsening air quality. Current market penetration of air purifiers is only 5%.
- Car Filters
- Eco-friendly Home|Kitchen Appliances

WINIA



BEKO
SMART GENERATION



For
Advanced
Life

Refrigerator

ERS-T24FAN

Refrigerators designed for family health support a new standard of lifestyle



Washing Machine

DWD-132WC

Outstanding premium home appliances guarantee customer's satisfaction



Microwave Oven

DPP-22A1

Outstanding premium home appliances guarantee customer's satisfaction



THAKRAL

DAEWOO
ELECTRONICS



ENVIRO CARE



BEKO Roadshow @ COURTS SUNTEC CITY



ENVIRO CARE



Electronic Hub @ TIMOR-LESTE



THAKRAL

ENVIRO CARE



Electronic Hub @ CAMBODIA



ENVIRO CARE



Electronic Hub @ VIETNAM (HO CHI MINH)



THAKRAL

BEAUTY

HEALTH

MTG



- Beauty & Health products, Skincare, Baby Care, etc.
- Small appliances, personal items, etc.



BEAUTY

HEALTH



BEAUTY

HEALTH



OTO Bodycare @ BANGLADESH



INTERIOR

FITTING & FINISHES

- Current Main Markets: Australia, Canada and India
 - **Australia**
 - Associated with leading property developers in Australia
 - We are working on a Project basis to supply high quality furnishing products
 - Products – Kitchen cabinets, Bathroom Fittings, Flooring, Carpets, Lighting, etc.



- **Canada**
 - Associated with a Public Listed Equity Holding company on the Canada exchange
 - Working on Project basis and refurbishing old houses
 - Target to furnish 8000-9000 apartments/year
 - Products – Wooden flooring, Windows and Carpets



INTERIOR

FITTING & FINISHES

- **India**
 - SSTPL, 100% subsidiary of Thakral Corporation Ltd
 - In the past 3 years, we have supplied our furnishing products to 7 leading Real Estate development companies furnishing over 10,000 apartments
 - We are the exclusive distributor for the “**Robam Cooking Range**”, a leading luxury brand in Asia, operating 2 showrooms in India and target to open 8 more by 2015
 - Distribution of **ORTECH** brand products for Retail Market operating Pioneer showroom in Noida, India. Target to open more showroom's in following years
 - Products – Kitchen Cabinets, Bathroom Fittings, Flooring, Carpets, Lighting, etc



CHANNEL

ANALYSIS



CHANNEL STRUCTURE

HONG KONG

- Key Accounts (KA): All the major resellers
- Trend Setting – Luxury Brands resellers – Ferragamo, Gucci, Tory Burch, etc.



- APR's
- Retailers catering to Chinese Tourists – over 65 million Mainland Chinese visitors a year come to Hong Kong to shop
- Most of the Major Online Channels
- REGIONAL
 - Philippines – Retail & Distribution covering major cities
 - Vietnam – Retail and Distribution in HCM, Danang and Hanoi
 - Indonesia – Retail & Distribution covering major cities



CHANNEL | STRUCTURE

SINGAPORE

- Key Accounts (KA): COURTS, Mustafa and other major home appliance retailer
- Trend Setting – Eco-friendly Home Kitchen Appliances for the mid-high income earner

REGIONAL

- Mongolia – Kitchen Art by MSBG (DIT Retail and distribution)
- Timor-Leste – Electronic Hub (DIT Retail and distribution)
- Cambodia – Retail in Phnom Penh and Distribute in 3 cities
- Bangladesh – Retail in Dhaka and Distribute in 12 cities
- Sri Lanka – Distribute in Colombo and 12 cities



CHANNEL | STRUCTURE

CHINA

- Apple Premium Resellers (APR' s)
 - Currently dealing with 610 POS Nationwide
 - Key Accounts (KA): All the major resellers
 - Trend Setting – Luxury Brands
- Online Channel
 - KA: Amazon, JD.Com, Newegg, Suning, Tmall, Taobao, Yigo, Yihaodian, Yixun, etc.
 - Strong Visibility Point
- IT Channel
 - Currently working with regional wholesalers in most major cities
 - Quick to penetrate market



CHANNEL | STRUCTURE

CHINA

- 3C Stores
 - Currently have relationship with Suning, Gome, HTSP
 - Accepting of low to mid-range SRP's
 - Larger national coverage
- Hypermarkets/Supermarkets
 - Walmart, Carrefour, Tesco, Staples, RT Mart, Lotus, Jusco, etc.
 - Price Sensitive
 - Competitive low end models
- Special Channels
 - Corporate gift channel
 - Airport Duty Free
 - Bookstores / convenience stores
 - University roadshow / stores



CHANNEL STRUCTURE

CHINA

IT Channel (25%)

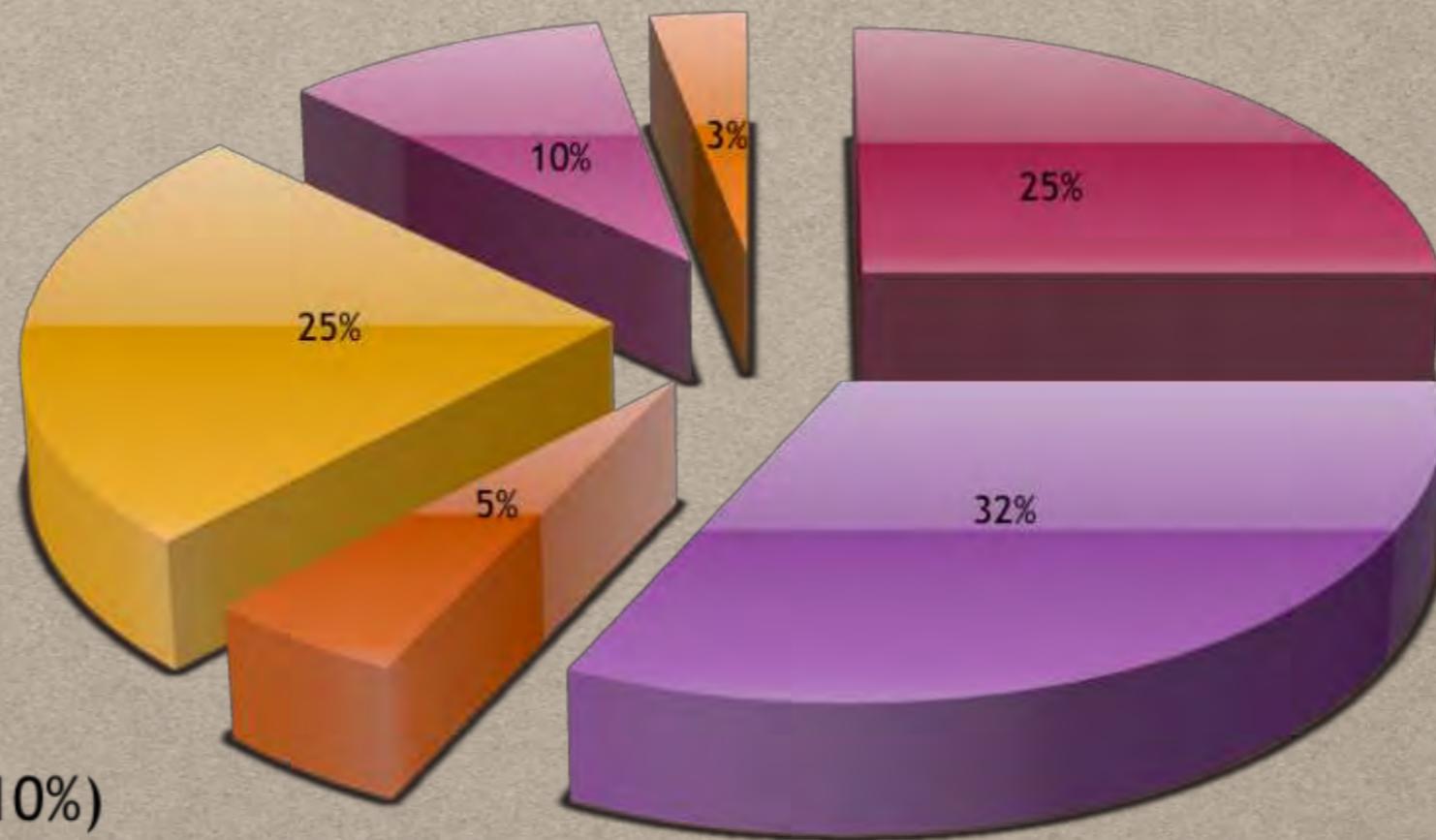
APR (32%)

3C (5%)

Online (25%)

Hypermarket (10%)

Others (3%)



(for some of our Lifestyle items - Approximate Sales)



MARKETING

CAMPAIGNS



WINIA

LAUNCH EVENT



MACWORLD

ASIA 2013

THAKRAL, SKULLCANDY, YAMAHA &
LIQUID IMAGE BOOTH







**LIFESTYLE
& TECH**

MAGAZINES



3 运动无极限 操控更自由 款WiFi功能运动摄像机推荐



装在自行车、翻山越岭、站在滑板上倒漂腾空，甚至藏在头上直接潜入水下……专门为极限玩家而设计的运动摄像机正悄然在市场上兴起。其实，运动摄像机的概念兴起于5年前，当时推出多功能摄像机的品牌非常少，仅成为了一部分极限运动玩家的专用摄像机。而如今，运动摄像机已经发展到第二代，并且涌现了大量品牌，产品特性更从单一的视频记录向多功能转换，例如WiFi功能的加入让使用者的拍摄与分享更加简单易用。本期我们选取了三款在市场上备受关注的运动摄像机产品，它们不仅都具备高清拍摄能力，而且还可以通过WiFi连接智能手机或平板电脑来进行远程控制与数据传输，让使用者可以拥有更好的运动自由乐趣。

QA
为什么首选运动摄像机

运动摄像机拥有一组高速的镜头，能够在快门时间内进行追焦，精准捕捉到运动物体的动态影像，毫无拖沓的使用方法让其成为极限运动玩家的最爱。

面对运动摄像机林林总总的配件，普通消费者难免有点无所适从。其实，选择合适的运动摄像机记录完美的运动过程并不难，关键是要明白如何取景才最适合你来进行的运动。

QA
我们可以怎么玩？



佩戴方式

头盔 佩戴在运动者的头盔上是最常见的佩戴方式，镜头取景范围最广，可以记录到运动者的全景以及周围环境的运动状态，特别适合记录骑行、潜水、攀岩等特殊场合，比手持拍摄更加方便。

水下 潜水时可以记录运动摄像机的运动轨迹，特别适合记录潜水、冲浪、划艇等运动，可以记录下水下世界的精彩瞬间。

宠物 由于运动摄像机体积小，因此很适合放在宠物身上，以宠物的视角记录宠物的日常生活，由于宠物视角的运动方式与人类有本质不同，因此，这种拍摄出来的视频相当有趣味。



我酷故我在 Liquid Image Ego 727

Ego 727 是市场上最小的具备WiFi功能的运动摄像机。

- 镜头焦距：36°
- 最大光圈：F2.2
- 拍摄分辨率：1280x720 (1080P)
- 视频拍摄：720P/1080P/200FPS, 1080P/720P/1080P/30FPS/60FPS
- 存储介质：Micro SDXC (最大32GB)
- 电池容量：1030mAh
- 防水等级：15米

总 设计在美国加利福尼亚的Liquid Image是一家领先的运动摄像机制造商。自2008年发布第一款水下摄像机以来，Liquid Image产品已多次荣获CEA机构颁发的设计、功能性和性能奖，并得到了众多极限爱好者的追捧。

2012年，Liquid Image发布了他们的第一款可随身携带摄像机——Ego 727。这款摄像机自我属性（Ego在英语中本身就代表了自我意识）的运动摄像机，在小巧紧凑的机身上传播了：就具有135°广角镜头的镜头，配备的WiFi模块，可以让使用者通过装有Android和iOS系统的智能手机或平板电脑，直接控制Ego 727的开、关、变焦等功能。当然，使用者也可以通过智能手机来调整相机设置，或者用来实时取景和回放画面。此外727还有丰富的配件，满足不同用户的拍摄需求，怎么样，很酷吧？

点评
Liquid Image Ego 727作为一款720P/60FPS和1080P/30FPS高清视频模式，还可拍摄1200帧的视频，拥有超强的拍摄性能和易用性。

Apex HD 3388 是市场上最小的具备WiFi功能的运动摄像机之一。



CHINA



POWER DIGITAL Magazine



THAKRAL



CHINA



STAPLES Magazine



THAKRAL

**Skullcandy
Supreme
Sound**

Aviator

C110914 Skullcandy OPTICS_AVIATOR
 型号+1399 型号14
 品牌 Skullcandy OPTICS_AVIATOR
 颜色 黑色, 红色, 白色
 重量 1.2kg
 尺寸 1.2m

C110908 Skullcandy SOUND
 型号+448 型号4
 品牌 Skullcandy SOUND
 颜色 红色, 白色, 黑色
 重量 1.2kg
 尺寸 1.2m

C110909 Skullcandy FXE_NEAR
 型号+699 型号7
 品牌 Skullcandy FXE_NEAR
 颜色 红色, 白色, 黑色
 重量 1.2kg
 尺寸 1.2m

C110911 Skullcandy INKD
 型号+249 型号2
 品牌 Skullcandy INKD
 颜色 红色, 白色, 黑色
 重量 1.2kg
 尺寸 1.2m

C110915 Skullcandy JACKED IN_3in
 型号+299 型号3
 品牌 Skullcandy JACKED IN_3in
 颜色 红色, 白色, 黑色
 重量 1.2kg
 尺寸 1.2m

C110916 Skullcandy UPROCK
 型号+349 型号3
 品牌 Skullcandy UPROCK
 颜色 绿色, 白色, 黑色
 重量 1.2kg
 尺寸 1.2m

C110912 Skullcandy LOWRIDER
 型号+399 型号4
 品牌 Skullcandy LOWRIDER
 颜色 紫色, 白色, 黑色
 重量 1.2kg
 尺寸 1.2m

52|www.ssgo.com

CHINA





SHARP

МОНГОЛ дахь албан ёсны дистрибьютор MSBG ХХК

SHARP ФОТО ЗУРГИЙН SHARE УРАЛДААНЫГ ЗАРЛАЖ БАЙНА

ГАЙХАЛТАЙ ШАГНАЛУУДЫН ЭЗЭН БОЛООРОЙ

GRAND PRIZE
ХОНГ-КОНГ/СИНГАПУР
ХОСООРОО АЯЛАХ ЭРХ

1st PRIZE
THEFACESHOP
СОЛОНГОСЫН 100 САЙХНЫ
АРЬС АРЧИЛГААНЫ
ИН БҮРДЭЛ

2nd PRIZE
BLUE SKY
ЗОЧИД БУУДАЛА
НЭГ ӨДӨР ХОСООРОО
АМРАХ ЭРХ

3rd PRIZE
Skullcandy
БРЭНДИЙН ЧИХЭВЧ

4th PRIZE
iPhone 5

2013.05.20 - 07.10 хүртэл

Та SHARP-тай хамт авахуулсан хамгийн дурсамжит зургаа бидэнд илгээж тэмцээндээ оролцоорой.

Та зургаа msbgxxk@gmail.com хаягаар илгээнэ үү

Далгэрэнгүй мэдээллийг манай www.facebook.com/MongoliaSingaporeBusinessGroup хуудаснаас үзээрэй

ТЭМЦЭЭНИЙ ЯЛАГЧИЙГ 2013.07.11 ТОДРУУЛНА.



SHARP SHARE

SHARP



Trade-in your used semi auto washing machine (Any Brand) & purchase our latest Sakura Fully-auto washing machine at Special trade-in price

- ♥ First 88 sets only
- ♥ Any brand but in good working condition
- ♥ Trade-in period (1 July to 31 July 2013)



ES-Q75 New Release!

Special Feature

- ✓ Extra Large Tub
- ✓ Dolphin Pulsator
- ✓ Unique Round Shape Body
- ✓ Hole less Tub Technology
- ✓ Air Dry
- ✓ Easy to Use

Usual Price **599,000**

Promotion Price **499,000**

Trade-In Price **449,000**

♥ All collected semi auto washer will be donate to charity group in Mongolia

www.sharp.com

Sharp Connect Partner



MONGOLIA



"Remember the love at first sight"
Allergy is never an excuse to abandon your loved one.

WDA91440W
Washer Dryer

Water Efficiency: 4.5/5 EnergyEfficient
Wash Capacity: 9.5kg Dry Weight
Spin Speed: 1400rpm
Dryer Capacity: 7kg
Wash & Dry Cycle: 175min
Wash & Dry Cycle: 175min

560 1,399

Aquady with Babyprotect+ approved by
Protects anti-allergy, cleaning and drying with extra rinsing cycle to remove any house dust mites, dog and cat allergens, pollen, fire mites, bacteria and fungus from your laundry. The Perfect Cleaning and Drying solution for you and your babies.

Features:
- 9kg Wash / 6kg Dry
- 1400rpm spin speed
- 7kg dry up to 24hrs
- Temperature R-Spin (speed selection)
- LCD Display / Extra Large Door

Direct Air Cool Technology
Silent Tech™
Wash & Wear™ in 60 min
Energy Leader & Eco-friendly

Corporate Sponsor of **SBS**

BEKO
SMART GENERATION

www.beko.com.sg

BEKO on their launch in Singapore
12th December 2013 at Gardens by the Bay

BEKO has been awarded the **Best Choice Award 2014** for its **WDA91440W** Washer Dryer. The award is presented by the Singapore Business Federation (SBF) and the Singapore Chamber of Commerce and Industry (SCCI).

BEKO is proud to announce that its **WDA91440W** Washer Dryer has been awarded the **Best Choice Award 2014** for its **WDA91440W** Washer Dryer. The award is presented by the Singapore Business Federation (SBF) and the Singapore Chamber of Commerce and Industry (SCCI).

BEKO is proud to announce that its **WDA91440W** Washer Dryer has been awarded the **Best Choice Award 2014** for its **WDA91440W** Washer Dryer. The award is presented by the Singapore Business Federation (SBF) and the Singapore Chamber of Commerce and Industry (SCCI).

D.T. COURTS

THE FOOD JOURNAL
IT'S FREE • LIFE'S PLEASURES, MADE SIMPLE •

PEKING DUCK
LIFE'S PLEASURES, MADE SIMPLE

Head! And Tail!
Four Chefs, Four Themes, 12 Recipes To Try

Fast Food Fresh: A Busy New and Easy Dining Experience!

Five Chefs, Five Satisfying Sides In The Kitchen

PLUS SIX FIVE
A SINGAPOREAN SUPPER CLUB GOODBYE

Best Choice Award 2014

BEST ENERGY-EFFICIENT ELECTRIC COOKER
BEST PREMIUM HANDCRAFTED BED
BEST TWO-IN-ONE WASHING MACHINE
BEST LED LIGHTING SYSTEM

SINGAPORE TATLER HOMES
THE INSIDER'S GUIDE TO LUXURIOUS LIVING

DOWN TO EARTH
Cosy interiors to soothe the soul with muted tones and neutral colours

FEATURES: ANDREA BOCELLI'S HOME • MAISON&OBJET ASIA SPECIAL • 2014 COLOUR TRENDS

HOMELIVING

CHERYL WEE
Love is like a pillow

HIP BEAT
BURN BABY BURN
IT'S A WONDER

BEST CHOICE AWARD 2014

BEST ENERGY-EFFICIENT ELECTRIC COOKER

BEST PREMIUM HANDCRAFTED BED

BEST TWO-IN-ONE WASHING MACHINE

BEST LED LIGHTING SYSTEM

SINGAPORE



INTERNET

**ADVERTISING
& BLOGGING**



郁金香三代风情上市

轻松一下夏季风暴 Panasonic HJE耳机

2011-08-17 CBSI中国 · PChome.net 类型: 投稿 来源: CBSI中国 · PChome 作者: 何敬华 责编: 何敬华



这个夏天继“梅超风”之后便是松下耳机夏季风暴,时尚多变的音乐达人千万不要错过啦!至门店购买HJE系列产品均可获得小巧时尚度克风一枚,此次参加活动的有以下几个产品: HJE120GK, HJE180GK, HJE350GK, 8月15日-9月30日期间至全国各门店购买更有双重惊喜!



飞行员专用? Skullcandy Aviator耳机

2012年11月07日 14:57 泡泡网 【编辑: 何敬华 作者: 厂商投稿 编辑: 厂商投稿】

SKULLCANDY 成立于2009年,是美国本土市场以生产设计耳机及其配件为主的公司。降噪和隔音耳机是SKULLCANDY的主力产品,其产品设计极为新颖,独一无二,产品制造搭配上更是大胆、独特出众,可以说,SKULLCANDY是追求时尚、品质、设计到极致的品牌,它赋予每一件产品独有的个性。Skullcandy推出了2.0版本 Aviator「飞行员」耳机,由Skullcandy中国区CE渠道官方总代理德加拉电子贸易(上海)有限公司推出,零售价为399元,感兴趣的朋友不妨关注一下。



广西站

时尚入门DJ适用!松下DJ120惊爆199元!

南宁景洋电子 0771-2296557 15677115517
QQ:317869334 实体店:电科1号楼2层A238

【8月24日太平洋电脑网广西站】松下电器在每年的家电广告展中向来都是最耀眼的明星,产品种类丰富,4K产品制造实力毋庸置疑,尤其在一众80后年轻人的眼中,松下品牌更是一种品质与品质的象征。而在这次的展会中,松下 RP-DJ120降噪耳机更是吸引了众多目光,头戴式的耳机可以提供更大口位的发声单元,有助于产生更丰富的声音,带来更佳的音质,这可谓“出类拔萃”,感兴趣的朋友不妨关注一下了。

品牌/型号	价格
联想G480	¥1199

CHINA



THAKRAL

ONSITE | ADVERTISING





CHINA



WILL'S GYM
28 cities nationwide



THAKRAL



CHINA



UNIVERSITY Roadshow



THAKRAL



CHINA



UNIVERSITY Roadshow



THAKRAL



CHINA



UNIVERSITY Roadshow



THAKRAL



SINGAPORE



**BEKO Roadshow @
Orchard Road**



THAKRAL



SINGAPORE



**BEKO Booth @ Food Hotel
Asia 2014**





MONGOLIA



DAEWOO Roadshow





TIMOR-LESTE



Electronic Hub Roadshow



FUTURE PLANS

- ❖ Add more brands and grow our product lines for

LIFESTYLE

BEAUTY|HEALTH

ENVIRO|CARE

- ❖ Increase presence to cover 300 cities in Asia (presently covering 120 cities)
- ❖ Strengthen our sales & marketing ability to be able to “launch to market” a new Brand or product and bring it to success within a 3 to 6 months window
 - ❖ Provide an attractive environment – Acquire and retain quality personnel
 - ❖ Provide suitable professional training – for in house promotions
 - ❖ Offering career development opportunities within Group companies/divisions as an incentive
 - ❖ Cross sharing and learning initiatives across the Group





THAKRAL CORPORATION LTD



INVESTMENT DIVISION

Jaginder Singh Pasricha
Managing Director
Investments & Corporate



Investment Division's Overview

- Our Investment Division has been delivering strong contributions to the Group. Since 2011, the division has contributed total revenue of S\$32.6 million and segmental profit of S\$19.5 million.
- Since 2011, the Investment Division has invested more than A\$133 million (with A\$53 million raised from co-investors and A\$44 million funded from senior lender) in projects with a total end value of some A\$1 billion.





Positive Returns

- From FY2011 to FY2013, the Investment Division achieved CAGR (compound annual growth rate) of 18.9% for its revenue and CAGR of 30.0% for its segmental profit.
- As at end of FY2013, the total cash invested by the Group in projects in Australia is about S\$34.2 million. Average returns achieved from each project and forecast for projects under construction exceed 20% IRR.





Australia's Property/Real Estate Sector

- During 2013, Australia's housing market saw its strongest performance over the past four years. House prices in the country's eight major cities rose by 9.48% during 2013, up from a year-on-year increase of 2.61% in 2012, based on figures released by the Australian Bureau of Statistics (ABS).
- Jones Lang LaSalle (JLL)'s annual market report in 2014 notes that the emerging investors in real estate, the rise in wealth of pension funds, and the increase in the number of high net worth (HNW) individuals will promote capital flow into real estate this year, is expected to bode well for the commercial property market in Australia as well.
- Against this backdrop, the Group's Investment Division remains positive about its outlook as it continues to explore new opportunities.



Completed and On-going Projects

Starting date:
April 2011



Australia Towers Stage 1
Sydney
End value A\$140 million
TCAP A\$16.5 million

Starting date:
December 2011



Emerant Lane
Sydney
End value A\$56 million
TCAP A\$8.2 million

Starting date:
March 2012



The Quays/Harbour One
Melbourne
End value A\$426 million
TCAP A\$3.0 million

Starting date:
September 2012



GLNG Housing Project
Gladstone QLD
End value A\$61 million
TCAP A\$61 million

Starting date:
October 2012



Sephora
Brisbane
End value A\$12 million
TCAP A\$1.2 million

Starting date:
January 2013



VIDA
Brisbane
End value A\$104 million
TCAP A\$12.8 million

Starting date:
March 2013



Union Balmain
Sydney
End value A\$202 million
TCAP A\$24 million

Starting date:
July 2013



Gateway
Mackay
End value A\$20 million
TCAP A\$3.0 million



New Projects

- Currently in documentation for several high density residential projects in Sydney and Brisbane under which capital to be committed by the Group is expected to be significant.
- Other projects in Melbourne and Sydney are in due diligence.
- Announcements will be made when legal documentation is executed.





Future Strategies

- The Investment Division is developing additional business platforms whilst enhancing its current core business which focuses on residential projects in Australia.
- Our four pillar strategy is to:
 - 1) diversify the asset classes for investment;**
 - e.g. retail, hotel, industrial and commercial
 - 2) diversify the geographical locations, both within and outside Australia;**
 - Look beyond Eastern Seaboard and explore opportunities in Perth and Darwin and major regional centres
 - Use the Group's network to capitalize on overseas opportunities. Opportunities in Japan currently under consideration
 - 3) develop platforms to tap cheaper sources of capital to supplement the capital available from within the Group; &**
 - Entered into a MOU with an Australian group based in Melbourne to co-invest with the Group in its projects
 - Commenced marketing of fund aimed at investors seeking residency in Australia in conjunction with major Singapore based securities house with strong presence in China
 - 4) generate fee-based revenue from managing third party capital and assets.**

FINANCIAL | PERFORMANCE

ANIL MOOLCHAND DARYANANI
Chief Financial Officer

Thakral Corporation Ltd



FINANCIAL

SNAPSHOT

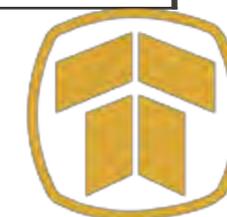
(FY2013 vs FY2012)

	FY2013	FY2012	Change
<i>Revenue (S\$ million)</i>	413.1	309.3	+34%
<i>Gross Profit (S\$ million)</i>	25.9	22.1	+17%
<i>Gross Margin (%)</i>	6.3	7.1	-0.8
<i>Net Profit (S\$ million)* (Including exceptional item)</i>	0.01	16.8	NM
<i>Net Attributable Profit (S\$ million)* (Excluding exceptional item)</i>	-0.1	1.2 #	NM
<i>Net Asset Value (NAV, cents)</i>	3.91	4.15	-5.8%

Excludes gain on disposal of THG shares of S\$15.0 million.

* Includes net unrealized valuation gain on investment properties of S\$2.6 million (FY2012: S\$5.4 million).

NM = Not Meaningful



THAKRAL

FINANCIAL

SNAPSHOT

(4QFY13 vs 4QFY12)

	4QFY13	4QFY12	Change
<i>Revenue (S\$ million)</i>	124.7	83.5	+49%
<i>Gross Profit (S\$ million)</i>	7.9	4.9	+62%
<i>Gross Margin (%)</i>	6.3	5.8	+0.5
<i>Net Attributable Profit (S\$ million)*</i>	1.4	3.9	-63%
<i>Net Margin (%)*</i>	1.1	4.7	-3.6
<i>Earnings Per Share (EPS, cent)*</i>	0.05	0.15	-66.7%
<i>Net Asset Value (NAV, cents)</i>	3.91	4.15	-5.8%

* Includes unrealized valuation gain on investment properties of S\$2.6 million (4QFY12: S\$5.6 million).

NM = Not Meaningful



FINANCIAL

SNAPSHOT

(4QFY13 vs 3QFY13)

	4QFY13	3QFY13	Change
<i>Revenue (S\$ million)</i>	124.7	107.7	+16%
<i>Gross Profit (S\$ million)</i>	7.9	6.2	+28%
<i>Gross Margin (%)</i>	6.3	5.7	+0.5
<i>Net Attributable Profit (S\$ million)</i>	1.4*	-1.1	NM
<i>Net Margin (%)</i>	1.1*	NM	NM
<i>Earnings Per Share (EPS, cent)</i>	0.05*	-0.04	NM
<i>Net Asset Value (NAV, cents)</i>	3.91	3.92	-0.3%

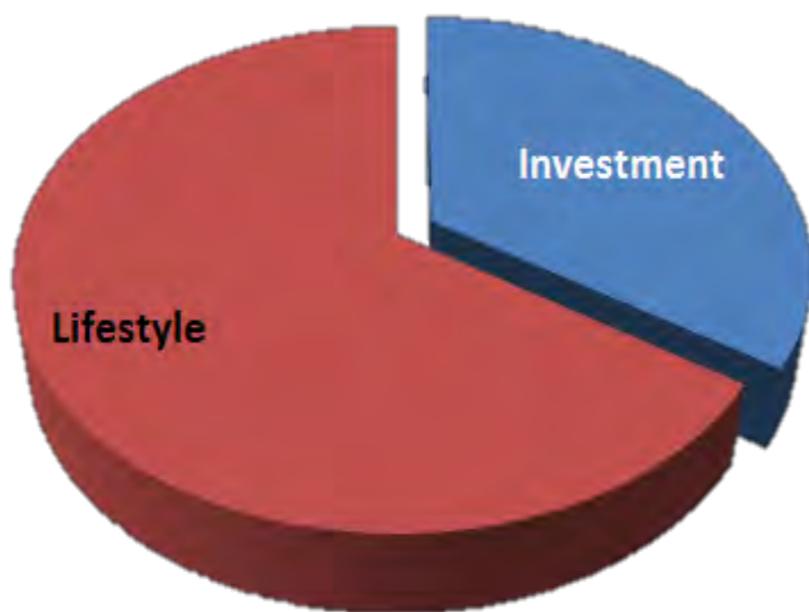
* Includes unrealized valuation gain on investment properties of S\$2.6 million.

NM = Not Meaningful

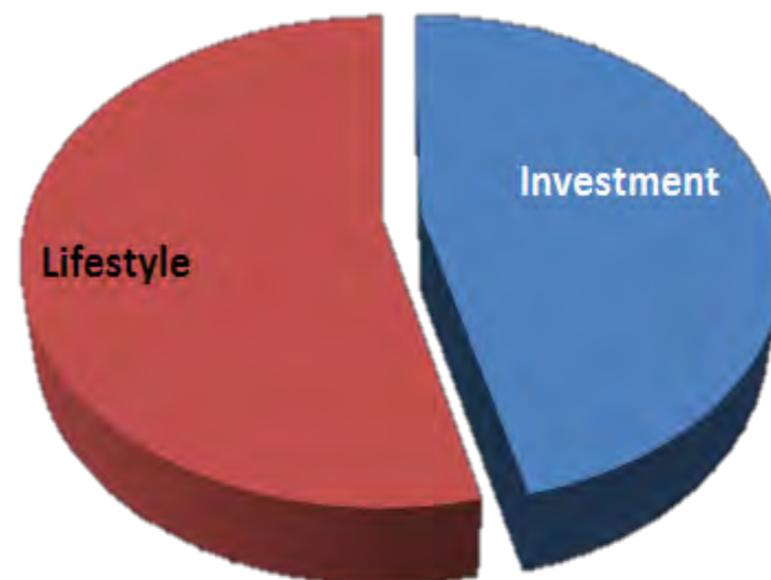


FINANCIAL | SNAPSHOT

Contribution to Group Gross Profit – FY2012



Contribution to Group Gross Profit – FY2013



WORKING CAPITAL | CYCLE

- Inventory days and accounts receivables days over the past financial year:

Inventory Days for the quarters	
1QFY13	49
2QFY13	46
3QFY13	37
4QFY13	29
Accounts Receivables Days for the quarters	
1QFY13	28
2QFY13	22
3QFY13	20
4QFY13	19



KEY RATIOS

Current Ratio	
<i>As at March 2013</i>	1.71
<i>As at June 2013</i>	1.72
<i>As at September 2013</i>	1.62
<i>As at December 2013</i>	1.34
Quick Ratio	
<i>As at March 2013</i>	1.09
<i>As at June 2013</i>	1.13
<i>As at September 2013</i>	1.12
<i>As at December 2013</i>	1.01
Cash & Bank Balances (S\$ million)	
<i>As at March 2013</i>	48.4
<i>As at June 2013</i>	47.3
<i>As at September 2013</i>	51.3
<i>As at December 2013</i>	55.7



OVERALL OUTLOOK | FOR FY2014

- ❖ Embark on fresh growth plans for both of our divisions to bring positive returns to shareholders.
- ❖ Repositioning of **Distribution Division** to focus on lifestyle and environmental related products is expected to deliver positive results in the coming years.
- ❖ The **Investment Division** will use the Group's footprint in Asia to seek opportunities outside Australia, and diversify its investment asset classes. It will invest in more new projects this year in both Australia and other countries as and when opportunities arise.
- ❖ Given the uncertainties facing the global economy, we remain cautiously optimistic of the Group's overall performance in FY2014.



THANK YOU

❖ For further enquiries, please contact:

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