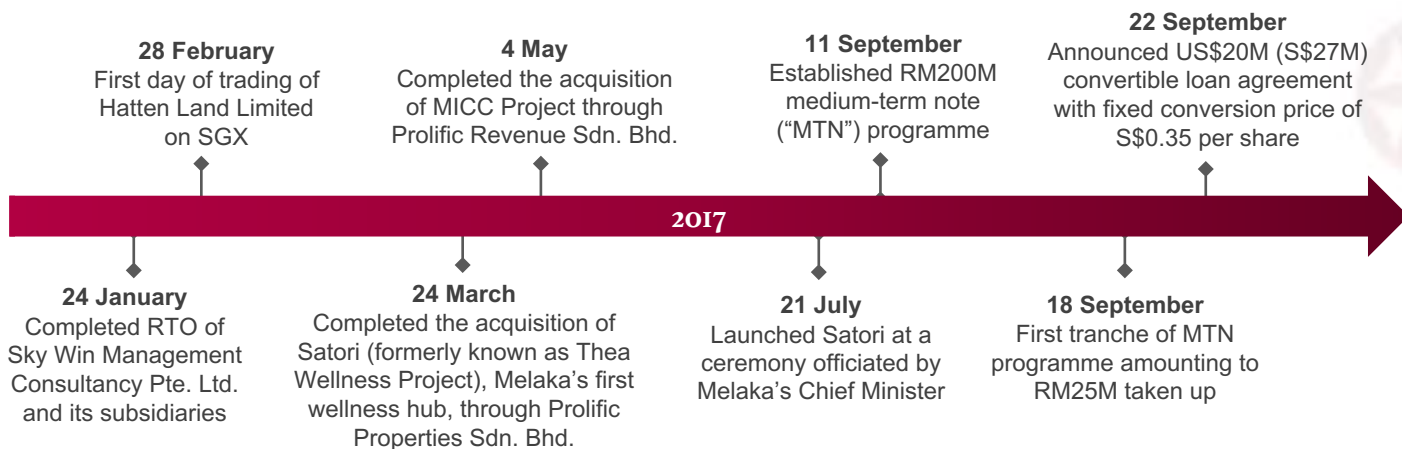


## ABOUT HATTEN LAND LIMITED

Hatten Land Limited (“Hatten Land”) is one of the leading property developers in Malaysia specialising in integrated residential, hotel and commercial developments and is headquartered in the historical city of Melaka. Hatten Land has an established track record as a visionary developer, winning over 50 awards and accolades for its quality developments, innovative designs and avant-garde architectural concepts. With the Right of First Refusal and Call Options to 20 land bank and development rights in high-growth locations in Malaysia, Hatten Land is able to periodically review whether the specific land bank will be suitable for development. This arrangement places Hatten Land in a near-unrivalled position with priority access to many plots of prime land. Hatten Land’s current development portfolio comprises five integrated mixed use development projects and one retail mall in Melaka with an aggregate gross floor area of approximately 9.6 million square feet.

## 2017 MILESTONES



## FY2017 HIGHLIGHTS

RM 'million	FY2017	FY2016	Chg (%)	RM 'million	30.6.2017	30.6.2016	Chg (%)
<b>Revenue</b>	462.4	412.3	12.1%	<b>Cash &amp; Cash Equivalents</b>	83.6	81.9	2.1%
<b>Gross Profit</b>	180.3	154.7	16.6%	<b>Current Assets</b>	1,136.4	817.9	38.9%
<b>Gross Profit Margin</b>	39.0%	37.5%	1.5%	<b>Non-Current Assets</b>	156.0	115.4	35.2%
<b>Operating Profit</b>	112.7	96.4	16.8%	<b>Current Liabilities</b>	579.5	500.8	15.7%
<b>Profit After Tax</b>	8.7	68.6	-87.3%	<b>Non-Current Liabilities</b>	485.5	371.9	30.5%
<b>Profit After Tax (excluding RTO expenses)</b>	91.0	68.6	32.6%	<b>Net Assets</b>	227.4	60.6	275.1%
				<b>Net Gearing Ratio (times)</b>	1.2	2.8	-57.1%

## COMPANY OUTLOOK

- Major infrastructure works in Melaka will support tourism and investment in the area and lead to capital appreciation of the properties in the vicinity thus potentially increasing demand for the Group’s projects
- The Right of First Refusal and Call Options place the Group in a near-unrivalled position with priority access to many plots of prime land
- In FY2018, the Group intends to launch Harbour City Luxury Hotel, the last phase of the Harbour City development
- As at 30 June 2017, the Group has unbilled revenue of approximately RM662 million to be recognised progressively from FY2018

## PORTFOLIO OF PROJECTS



### HATTEN CITY PHASE 1

The mixed development, Hatten City Phase 1, integrates four distinct projects namely Elements Mall, SilverScape Residences, Hatten Place and a hotel block which will be managed by Hilton Worldwide as part of its DoubleTree brand.



### HATTEN CITY PHASE 2

Hatten City Phase 2 is a mixed development which comprises Imperio Mall and Imperio Residence. It utilises an iconic “cascading steps” design which functions as an outdoor jogging route with views of the coast and surrounding city.



### HARBOUR CITY

Incorporating elements of retail, hospitality and entertainment, Harbour City aims to change Melaka’s tourism and entertainment landscape. The mixed development comprises Harbour City Mall, a water theme park and three hotel blocks.



### VEDRO BY THE RIVER

Vedro by the River is a retail mall which will feature an eclectic mix of tenants ranging from fashion houses to retailers of chic accessories and novelty gadgets.



### SATORI

Satori is the first wellness project by the Group offering a quality lifestyle with a wholesome range of wellness amenities. Satori is home to a hotel block and a serviced apartment block with exciting health features targeted to rejuvenate the mind, body and soul.



### THE MICC PROJECT

The MICC (Melaka International Convention Centre) Project is slated to be developed into an integrated mixed development.

## UPCOMING PROJECTS



### THE MOVIE-TOWN PROJECT

An integrated mixed development comprising a mix of retail, residential, and hospitality units.

Land size: approximately 8.86 acres  
 Estimated GDV: RM1.2 billion



### PLOT K TO E PROJECT

Spread across seven plots, this would be one of Hatten Land’s biggest project.

Land size: approximately 66 acres  
 Estimated GDV: RM15.0 billion



### THE CYBERJAYA PROJECT

Hatten Land’s first venture into medical tourism.

Land size: approximately 25.55 acres  
 Estimated GDV: RM3.0 billion