



GALLANT VENTURE

GALLANT VENTURE LTD.

**Annual General Meeting
Friday, 30 April 2021 at 10.00 a.m.**

Agenda

- Impact of COVID-19 Pandemic on the Group
- Group Financials
- Segments Performance
- COVID 19 and New Normal
- Segment Outlook and Looking forward

Impact of COVID-19 Pandemic on the Group

UTILITIES SEGMENT

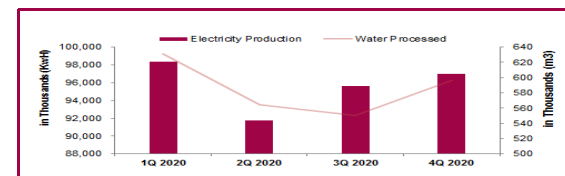
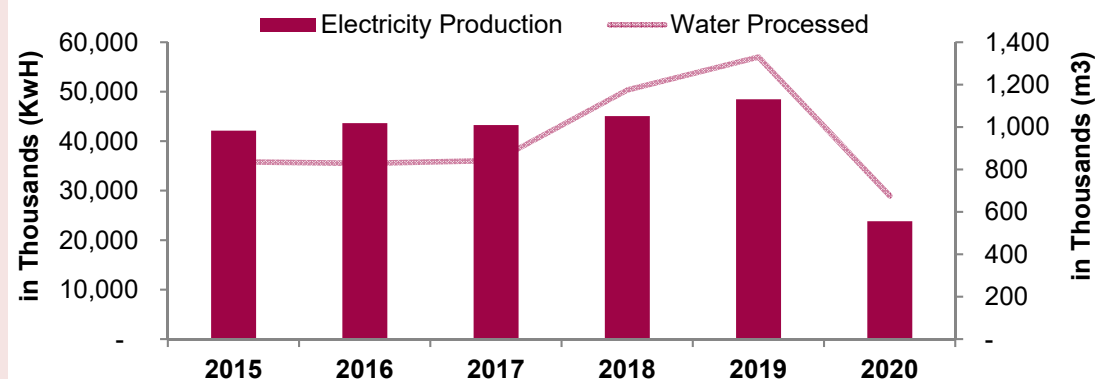
In Bintan Resorts

- Electricity production and water processed in 2020 declined by 51% and 49% respectively as compared to 2019 due to temporary closure of hotels during the COVID-19 lockdown and the consequential travel restrictions.

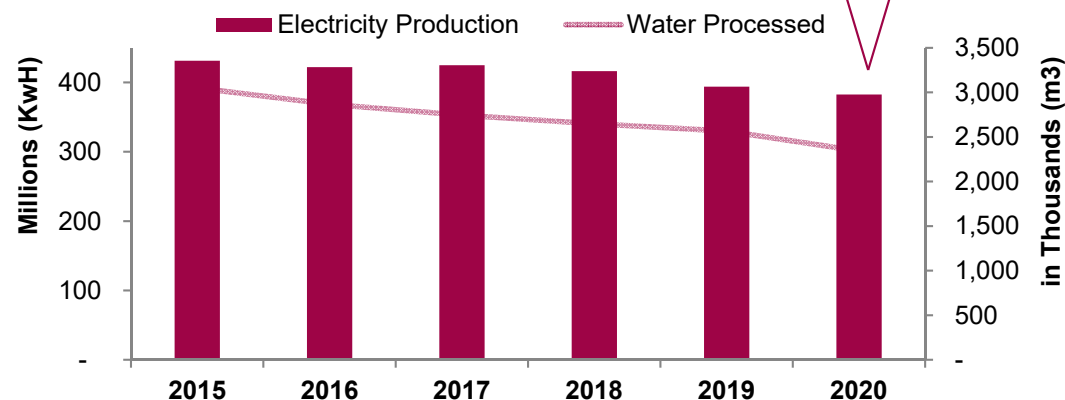
In Industrial Parks

- Electricity production and water processed in 2Q 2020 dipped as our tenants' operations were disturbed as a result of the COVID-19 lockdown during this period but were progressively restored with resumption of productions and introduction of new tenants.
- The Group expects the utilities consumption in our industrial parks to surpass FY2020's with broader resumption of productions and new tenants commence operations in our Parks.

Bintan Resorts' utilities



Industrial Parks' utilities



Impact of COVID-19 Pandemic on the Group

INDUSTRIAL PARKS SEGMENT

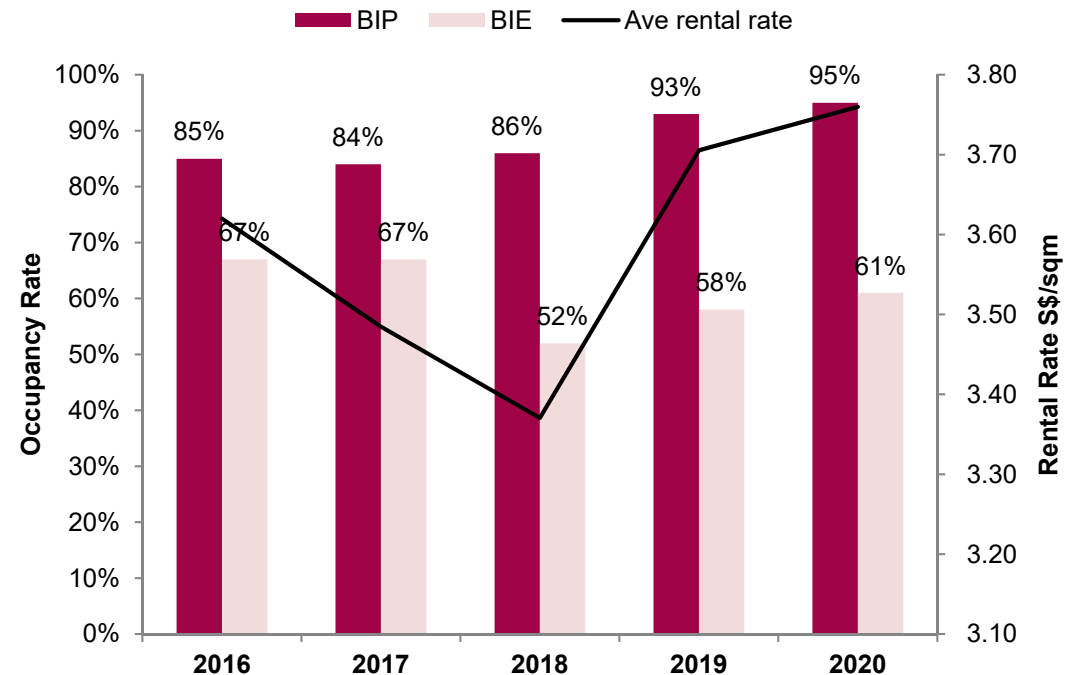
Rental and related income

- Our Industrial parks remain resilient in face of uncertainties and have outperformed amidst the global pandemic. Factory occupancy and average rental rates have improved.
- Delayed in new expansion by tenants due to COVID-19

Supporting services

- Golfing and related activities in Batam declined as a result of movement and travel restrictions in response to the COVID-19 outbreak.

Factory Occupancy and average rental rate



Impact of COVID-19 Pandemic on the Group

RESORT OPERATIONS SEGMENT

- Our ferry services were severely affected by the outbreak of COVID-19 pandemic. Passenger loads dropped 87% from 424,993 to 53,355.
- Due to cross border travel restrictions, our ferry services between Singapore and Bintan were reduced from 5 to 10 trips a day to 1 trip per week.
- Tourist arrival to Bintan Resorts took a significant hit as a result of COVID-19 pandemic. Tourist arrival plummeted by 82% from record high of 1,094,442 in 2019 to 202,563 in 2020.
- Our tourism related services such as tour and ferry terminal services suffered as a result of significant decline in the tourism related activities in Bintan.



*Passenger Carried
53,335
-87% from FY2019*



Ferry services reduced from 5 to 10 trips a day to 1 trip per week

Tourist arrival to Bintan from Oct 19 to Dec 20



Group Financials

Financial Highlights

(S\$ million)	FY2019 (Restated)	FY2020	YoY
Revenue	173.5	138.2	-20%
Gross Profit	33.6	24.4	-27%
EBITDA	35.8	25.6⁽¹⁾	-28%
PATMI	(52.4)	(38.5)⁽¹⁾	27%
PT IMAS's results	(169.6)	(53.2)⁽²⁾	69%
Net loss on deconsolidation	-	(595.7)	n.m
PATMI (Group)	(222.0)	(687.4)	-210%
Loss Per Share	0.981	0.709⁽¹⁾	28%
Loss Per Share (Group) (cents)	4.153	12.672	-205%
Net asset value (cents)	22.98	14.97	-35%

⁽¹⁾ Excluding GV Group's share of PT IMAS's results of S\$32.6 million loss before dilution and S\$20.6 million loss after dilution

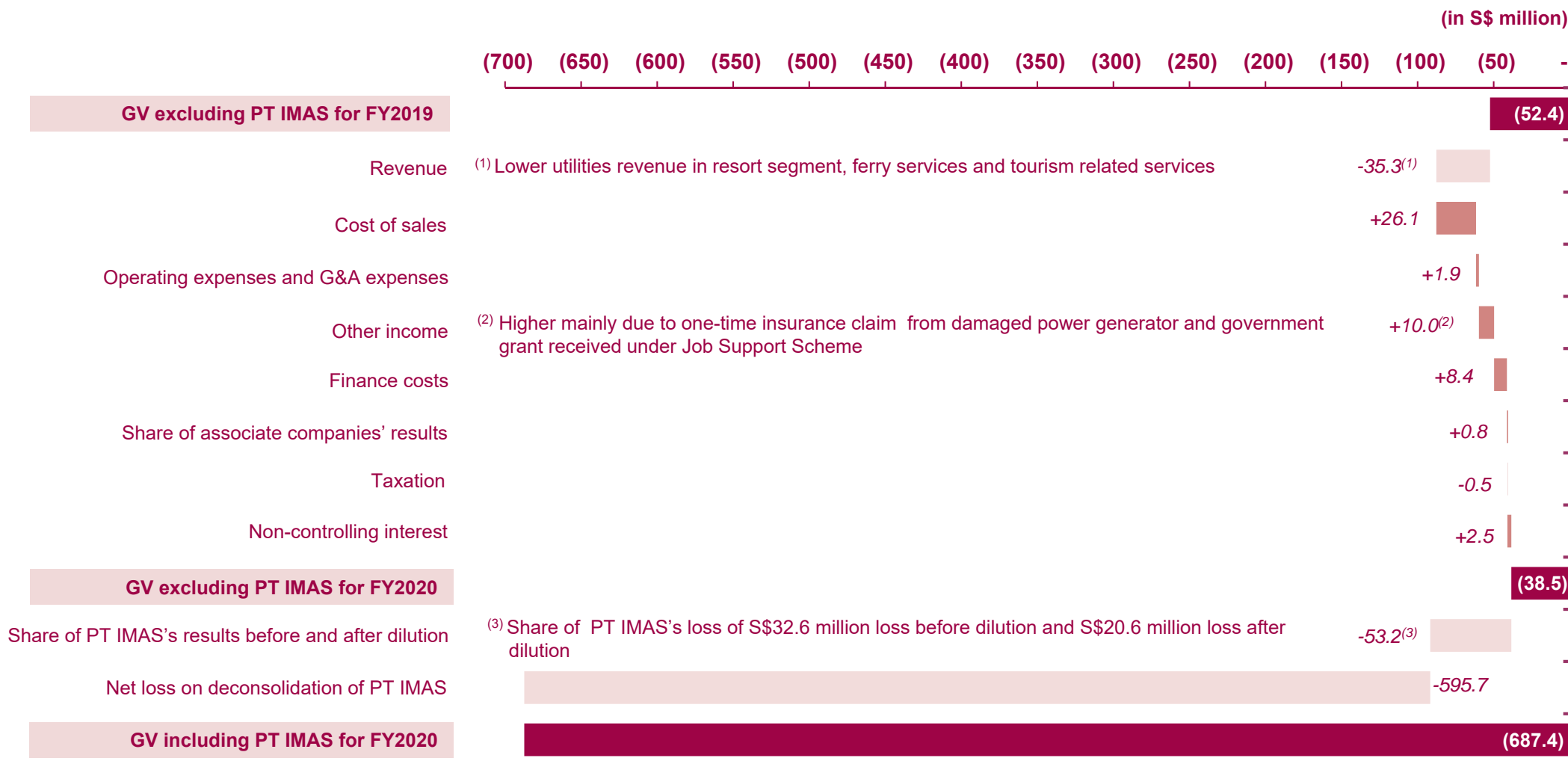
⁽²⁾ Including GV Group's share of PT IMAS's results of S\$32.6 million loss before dilution and S\$20.6 million loss after dilution

KEY SUMMARY

- Revenue was S\$138.2 million, 20% lower than FY2019's S\$173.5 million and was mainly due to lower utilities revenue in the resort segment, ferry services and tourism related services as a result of COVID-19 pandemic and consequential travel restrictions imposed by regional countries. Lower tourism related revenue was partially mitigated by higher revenue from the industrial parks segment as a result of improved occupancy and rental rates.
- PATMI (excluding PT IMAS's results) improved from S\$52.4 million loss in FY2019 to FY2020's S\$38.5 million loss and was mainly due to:
 - Lower depreciation and operating expenses;
 - One-time insurance claim of S\$3.9 million from damaged power generator;
 - Government grant under the Job Support Scheme; and
 - Lower financing costs.
- Including the Group's share of PT IMAS results and the net loss on deconsolidation, the Group's PATMI was S\$687.4 million loss as compared to S\$222.0 million loss in the previous year.

Group Financials

Profit and Loss - Waterfall Chart



Group Financials

Profit and Loss

Figures in S\$ million	FY2019 (Restated)	FY2020	Variance
Revenue	173.5	138.2	-20%
Cost of sales	(139.9)	(113.8)	19%
Gross profit	33.6	24.4	-27%
Other income	0.5	10.5	n.m
General and administrative expenses	(18.2)	(18.2)	0%
Other operating expenses	(26.2)	(24.3)	7%
Share of associate companies' results	0.2	(19.6)	n.m
Finance costs	(30.3)	(21.9)	28%
Loss from continuing operations⁽¹⁾, before tax	(40.4)	(49.1)	22%
Taxation	(12.3)	(12.8)	-4%
Loss from continuing operations, net of tax	(52.7)	(61.9)	-17%
Loss from discontinued operations ⁽²⁾ , net of tax	(202.4)	(642.8)	-218%
Loss for the year	(255.1)	(704.7)	-176%
Attributable to:			
<u>Equity holders of the Company</u>			
- Loss from continuing operations, net of tax	(52.4)	(59.1)	-13%
- Loss from discontinued operations, net of tax	(169.6)	(628.3)	-270%
	(222.0)	(687.4)	-210%
<u>Non-controlling</u>			
- Loss from continuing and discontinued operations, net of tax	(33.1)	(17.3)	-48%

⁽¹⁾ Continuing operations include GV Group's share of PT IMAS results of S\$20.6 million loss after dilution

⁽²⁾ Discontinued operations refers to GV Group's share of PT IMAS's results of S\$32.6 million loss before dilution and net loss of S\$595.7 million on deconsolidation of IMAS

Group Financials

Balance Sheet and Ratios

Figures in S\$ million	31 Dec 2019	31 Dec 2020
Intangible assets	644.1	0.2
Property, plant and equipment	1,153.4	139.5
Investment properties	101.8	102.6
Associates	149.9	355.1
Inventories	274.6	8.6
Land under developments	595.2	596.4
Financing receivables	1,394.8	-
Trade and other receivables	675.0	70.7
Cash and cash equivalents	230.5	106.8
Others	349.7	11.4
Total assets	5,569.0	1,391.3
Total debts	3,291.2	347.8
Trade and other payables	495.6	145.9
Others	263.1	72.0
Total liabilities	4,049.9	565.7
Shareholder equity	1,246.5	812.1
Total equity	1,519.1	825.6
Total debts/Total equity	2.17x	0.42x
Total net debts/Total equity	2.01x	0.29x

The Balance Sheet as 31 Dec 2020 is not directly comparable to 31 Dec 2019 due to the deconsolidation of PT IMAS

Segment Performance Summary

(S\$ million)	FY2019	FY2020	YoY
REVENUE			
Utilities	104.5	97.6	-7%
Industrial Parks	37.7	35.1	-7%
Property Development	0.1	n.m	n.m
Resort Operations	31.2	5.5	-82%
EBITDA			
Utilities	34.4	34.6	1%
Industrial Parks	19.6	17.7	-10%
Property Development	(11.6)	(9.6)	17%
Resort Operations	2.0	(10.9)	n.m
TOTAL ASSETS			
Utilities	136.9	107.8	-21%
Industrial Parks	84.3	98.9	17%
Property Development	668.1	668.7	0%
Resort Operations	40.5	26.9	-34%

Segment Performance

Utilities

(S\$ million)	FY2019	FY2020	YoY
Revenue	104.5	97.6	-7%
Gross Profit	29.2	28.3	-3%
EBITDA	34.4	34.6	1%
NPAT	13.4	14.8	10%
Total Assets	136.9	107.8	-21%
Power Production (Kwh) (in '000)	FY2019	FY2020	YoY
BIP	368,169	355,382	-3%
BIE	25,794	27,352	6%
Resorts	48,469	23,846	-51%
Water Processed (m3) (in '000)	FY2019	FY2020	YoY
BIP	2,374	2,111	-11%
BIE	192	232	21%
Resorts	1,330	676	-49%

KEY SUMMARY

- Lower revenue was mainly due to lower utilities consumption in Bintan Resorts that was affected by the COVID-19 pandemic.
- Gross profit declined 3%, from S\$29.2 million in FY2019 to S\$28.3 million.
- EBITDA improved due to lower operating expenses and one-off insurance claim of S\$3.9 million from damaged power generator but was partially offset by foreign exchange loss of S\$2.6 million.
- Net Profit increased mainly due to lower financing costs.

Segment Performance

Industrial Parks

(S\$ million)	FY2019	FY2020	YoY
Revenue	37.7	35.1	-7%
Gross (Loss)/Profit	(1.1)	8.4	n.m
EBITDA	19.6	17.7	-10%
NPAT	(10.7)	(0.6)	94%
Total Assets	84.3	98.9	17%
Factory Occupancy (%)	FY2019	FY2020	YoY
BIP	93%	97%	4%
BIE	58%	61%	5%
Factory Average Rental Rate (S\$/sqm)	FY2019	FY2020	YoY
BIP	3.61	3.88	7%
BIE	3.80	3.64	-4%

KEY SUMMARY

- Revenue decreased by S\$2.6 million in FY2020 and was mainly due to absence of revenue from sales of housing project and lower golf revenue in Batam but was substantially mitigated by higher factory rental and related income as a result of higher occupancy in the industrial parks.
- The segment reported a gross profit due to lower depreciation and improved factory occupancy rates.
- EBITDA decreased due to higher foreign exchange loss but partially mitigated by lower operating expenses.
- Net loss decreased significantly due to reported gross profit and lower financing costs.

Segment Performance

Property Development

(S\$ million)	FY2019	FY2020	YoY
Revenue	0.1	n,.m	n.m
Gross Loss	(3.9)	(3.4)	13%
EBITDA	(11.6)	(9.6)	17%
NPAT	(15.1)	(14.1)	7%
Total Assets	668.1	668.7	0%
Plaza Lagoi	FY2019	FY2020	YoY
Occupancy	96%	92%	-4%

KEY SUMMARY

- Lower gross loss was mainly due to lower maintenance costs for the Plaza Lagoi.
- Improved EBITDA due to lower operating expenses and foreign exchange gain of S\$2.0 million.
- This segment reported a lower net loss of S\$14.1 million in FY2020 as compared to S\$15.1 million in FY2019 and was mainly due to lower operating expenses and foreign exchange gain.

Segment Performance

Resort Operations

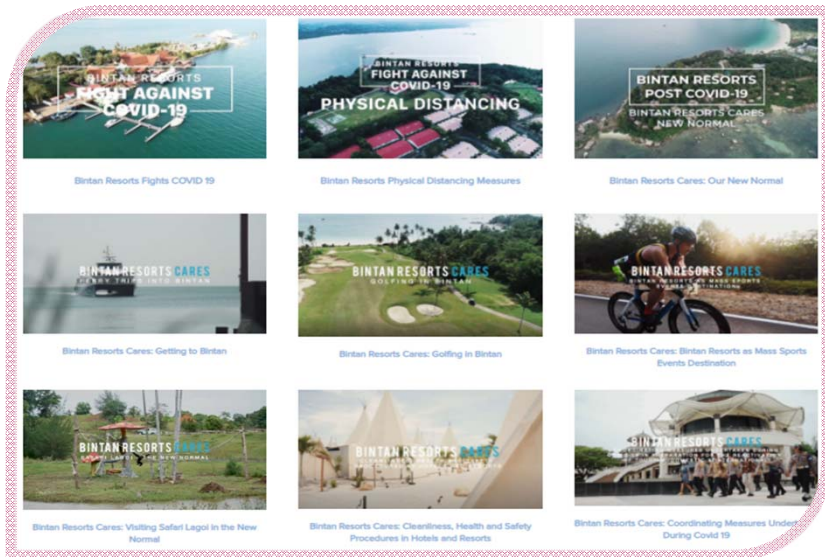
(S\$ million)	FY2019	FY2020	YoY
Revenue	31.2	5.5	-82%
Gross Profit/(Loss)	9.4	(8.9)	n.m
EBITDA	2.0	(10.9)	n.m
NPAT	(5.1)	(17.2)	-237%
Total Assets	40.5	26.9	-34%
Tourist Arrival	FY2019	FY2020	YoY
International	745,681	82,505	-89%
Domestic	348,761	120,058	-66%
Total arrival	1,094,442	202,563	-81%
Ferry Passenger Load	FY2019	FY2020	YoY
Number of passenger	424,993	53,355	-87%

KEY SUMMARY

- Revenue decreased from S\$31.2 million in FY2019 to S\$5.5 million in FY2020 and was mainly due to significant decline in the ferry services and resort related services as a result of COVID-19 pandemic and consequential regional travel restrictions.
- Total tourist arrival and ferry passenger loads decreased by 81% and 87% respectively.
- Net loss increased significantly from S\$5.1 million to S\$17.2 million due to lower revenue as mentioned aforementioned, partially mitigated by lower operating expenses and government grant received under Job Support Scheme.

COVID-19 and New Normal

Videos on prevention of COVID-19, precautionary measures and travelling in the New Normal for Bintan Resorts



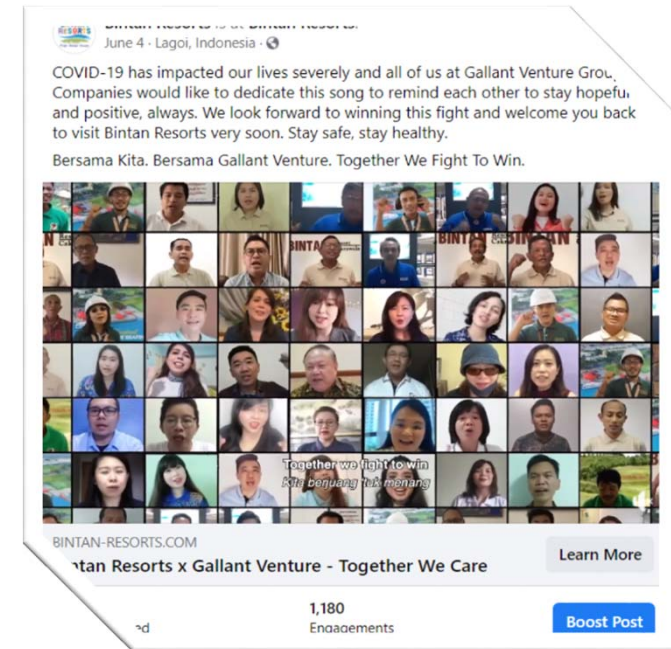
New Normal Protocol in hotels and resorts



New Normal Procedures



IN BINTAN RESORTS.....



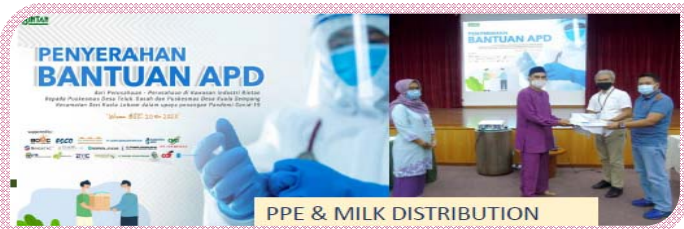
The Group produced a music video "Together We Care" and posted in social media to remind each other to stay hopeful and positive always and look forward to winning this fight against COVID-19 and welcome tourist back to visit Bintan Resorts very soon.....

COVID-19 and New Normal

COVID-19 Prevention Measures in Bintan Industrial Estate ("BIE")



BIE's collaboration with tenants on COVID-19 donation



COVID-19 Protocol in Southlinks Country Club ("SLCC") in Batam

Covid-19 Task Force
Oversee Strict Implementation of Covid-19 Protocol
Socialize golf protocol on Instagram

Rapid Test for all BEV staffs

Rapid Test for all caddies

Daily Temperature Checking → **Wash Hand** → **Wear Mask** → **Physical Distancing** → **Safe Environment**

Installed wash basins, Provide hand sanitizer | Mask is compulsory | Crowd Management | Spray, sanitize area



IN INDUSTRIAL PARKS AND SLCC.....

Batamindo Industrial Park ("BIP") extended support to local communities by donating food supplies to help those affected by COVID-19



Donation of KN95 masks and hand sanitisers to Batam in partnership with EDB Singapore

Segment Outlook and Looking forward

Utilities

- Utilities consumption in the industrial parks expects to increase in tandem with increased occupancy
- Utilities consumption in Bintan Resorts remains weak

Industrial Parks

- Demand for factory spaces remains robust
- Factory rental rate expected to strengthen
- Construction of new factory units will continue into FY2021 so to meet new demands

Property Development

- Tourism investment in Bintan Resorts remains subdued until opening of regional travel

Resort Operations

- This segment will remain lackluster until recovery from the COVID-19 pandemic and international travel is resumed

Other Business

- IMAS's financing and logistic businesses will continue to drive significant growth but is dependent on recovery from the COVID-19 pandemic in Indonesia
- Positive contribution from BOMC

Looking Forward: The Group will continue in its efforts to (a) actively manage its cash and debt portfolio, (b) innovate the industrial parks and drive tourism and investment into Bintan (c) invest in renewable sources for our power generation, and (d) focus on long-term earnings growth and a strong balance sheet.

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