






COMPANY PROFILE

Stock Code	SGX: 5UA
Market cap (as of 13 Jan 2023)	S\$13.2m
Financial Year End (FYE)	31 December

Luminor Financial Holdings Limited is a financial solutions business that aims to provide innovative financing solutions to SMEs across the region. The Group primarily offers invoice financing, supply chain financing and corporate advisory in Malaysia and Singapore.

BUSINESS SEGMENTS

Segments	Products / Solutions	Description	Nature of revenue
Financial Solutions (92.3% of 1H22 Revenue)	 Invoice Financing	Allows businesses to monetise their receivables and receive cash upfront, leaving them with more liquidity for business growth	Administrative Fee Interest Income Advisory Fees
	 Supply Chain Financing	Trade financing solutions through purchasing accounts receivables with credit protection	
	 Secured Lending	Allows companies and individuals to unlock the value of their properties/assets and channel the additional cash flow to their business ventures.	
	 Corporate Advisory	Provides financial advice and execution expertise such as mergers, acquisition and capital raising to corporates	
Property (7.6% of 1H22 Revenue)	 Property Development	Leases and sale of premium integrated residential and commercial properties in China	Sale of Properties Rental income

LUMINOR FINANCIAL'S BRANDS



Crowdfunding platform with Capital Markets Service Licence issued by the Monetary Authority of Singapore



Capital Markets Service Licence issued by Securities Commission Malaysia for corporate finance



One of ~30 financiers* approved by Ministry of Finance Malaysia with access to the Malaysian government e-procurement platform (e-Perolehan)



Moneylending Licence issued by Ministry of Local Government Development Malaysia

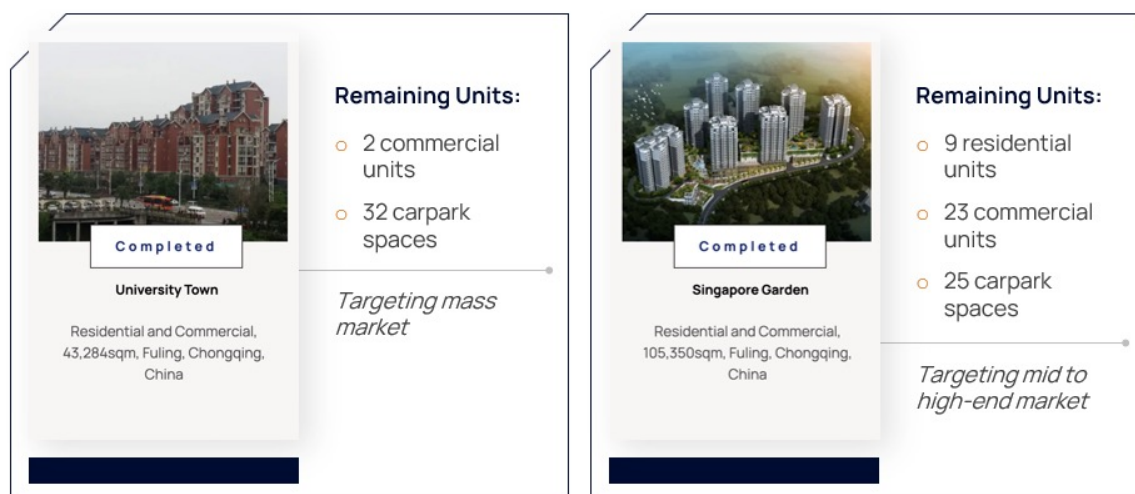
*Of the 30, only ~11 financiers are active.

The Group specialises in offering Shariah-compliant factoring solutions to SMEs that provide goods and services to various government ministries and state agencies ("GMAs"), Government-Linked Companies ("GLCs") and Multi-National Corporations ("MNCs") such as:

 Malaysian Public Works Department Construction, roadworks	 Ministry of Defence Malaysia Supply of combat equipment & accessories	 Ministry of Education Malaysia Security & cleaning services	 Royal Malaysia Police Supply works	 Tenaga Nasional Berhad (Utilities) Supply works
 Mubadala Petroleum LLC Supply of site equipment	 Permodalan Nasional Berhad Road pavement for highway	 Panasonic Malaysia Production of TV & air-conditioner components	 Telekom Malaysia Network maintenance, supply of steel poles	 Shell Malaysia Supply of material

PROPERTY DEVELOPMENT

Since 2019, the Group has shifted its focus towards providing financial solutions to the underserved SMEs. Moving forward, the Group will no longer focus on the property development division as it intends to sell all of its remaining property inventory.



KEY FINANCIAL HIGHLIGHTS

RMB 'm	1H2020	1H2021	1H2022
Revenue	9.6	7.5	15.6
Gross Profit	8.2	6.8	14.4
Gross Profit Margin	85.6%	90.7%	91.9%
Net Profit	-0.3	-1.7	19.6
NAV/share (RMB)	0.8	0.7	0.7

INVESTMENT MERITS

One-stop financing solutions to fill SME funding gaps in the region

- According to IFC, estimates that 65 million firms, or 40% of formal micro, small and medium enterprises (MSMEs) in developing countries, have an unmet financing need of S\$5.2 trillion every year. This is equivalent to 1.4x the current level of the global MSMEs lending

Growth Engine Driven By Higher Margin Financial Solutions

- Revenue generated from financial solution business has jumped nearly 18x from 1H2020 to 1H2021.
- Highly scalable asset light business model (high gross margin of >96.3%)
- Poised to benefit from positive operating leverage with the increased focus in this business segment.

Major shareholders' interests aligned with minority shareholders

- Major shareholder holds 30% of the total shares in the company

Attractive valuation, supported by net cash position

- Share price trading at a 40% discount to NAV, which is backed by hard assets such as properties, cash and factoring receivables
- Positive operating cash flow generation
- Net cash position of RMB 62.5m (S\$12.3m) or 93% of market cap.