

Invest

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Via email, every Friday

Data and Investing Ideas

COMPANY SPOTLIGHT 

See more on pages 11-15

The Architect Of Modern REITs: Sam Zell And The Grave Dancer's Last Waltz

PLUS

Investor-
One
Portfolio

on pages 16 - 19



DATA AND INVESTING IDEAS
ISSUE **45**
23 JUNE 2023

ALSO  **SIAS: What Investors Need To Know About Privatisation Offers To Buy Out Shares** on pages 21-24

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Advice from a securities professional is strongly advised.

Market at a Glance

Over 5 trading days as at yesterday

www.shareinvestor.com | market data at your fingertips



ShareInvestor WebPro (www.shareinvestor.com)

Prices > Stock Prices > SGX > click Stocks tab

1. mouse over Ranking > select Top Active > mouse over Column Layout > select Edit Customs > select Name > select Volume > select Last Done Price > Mouse Over Column Layout > select Custom
2. mouse over Ranking > select Top Turnover > mouse over Column Layout > select Edit Customs > select Name > select Last Done Price > select Value > Mouse Over Column Layout > select Custom
3. mouse over Ranking > select Top Gainers (Over 5 Trading Days) > mouse over

Column Layout > select Edit Customs > select Name > select Last Done Price > select 5 Days Change > select 5 Days % Change > Mouse Over Column Layout > select Custom

4. mouse over Ranking > select Top Losers (Over 5 Trading Days)
5. mouse over Ranking > select Top % Gainers (Over 5 Trading Days)
6. mouse over Ranking > select Top % Losers (Over 5 Trading Days)

Singapore Top Actives

(as at yesterday)

Name	Last Done	Volume
Seatrium	0.129	69,712.8
Genting Sing	0.945	41,472.2
Matex Intl	0.032	19,077.0
SMI Vantage^	0.050	18,407.5
Ley Choon	0.039	17,564.1
Singtel	2.500	16,726.1
Golden Agri-Res	0.255	16,536.8
Mapletree Log Tr	1.660	14,909.6
CapLand IntCom T	1.950	14,878.5
Advanced Systems	0.001	14,780.8

Top Gainers

(over 5 Trading days as at yesterday)

Name	Last Done	5 Days Chg
Nasdaq 7xLongUB250922	5.050	1.370
Great Eastern	18.210	1.170
JMH USD	50.880	1.110
NA12100N 420401	91.000	1.000
NA21200W 511001	73.000	1.000
DBS	31.820	0.660
Lyxor MSIndia US\$	25.410	0.640
PHILLIP MM US\$D	76.790	0.470
BYD 5xLongSG231220	2.020	0.420
Jardine C&C	33.860	0.370

Top Losers

(over 5 Trading days as at yesterday)

Name	Last Done	5 Days Chg
NC22300W 720801	108.000	-14.000
SPDR S&P500 US\$	435.000	-3.000
GLD SG\$	240.000	-2.880
GLD US\$	179.000	-2.160
Sembcorp 5xLongSG250515	3.780	-1.540
SPDR DJIA US\$	340.000	-0.980
Sembcorp 5xLongSG250410	1.305	-0.695
LiNing 5xShortSG240327	1.040	-0.505
XT MSCHINA S\$	18.860	-0.440
Sembcorp Ind	5.420	-0.310

Singapore Top Turnover

(as at yesterday)

Name	Last Done	Value
DBS	31.820	149,146,141
OCBC Bank	12.390	80,225,492
UOB	28.050	67,433,973
SIA	7.450	59,924,398
Singtel	2.500	41,803,222
Genting Sing	0.945	39,148,897
Sembcorp Ind	5.420	38,860,899
CapLand IntCom T	1.950	29,044,183
ST Engineering	3.610	27,235,813
Keppel Corp	6.670	25,583,221

Top % Gainers

(over 5 Trading days as at yesterday)

Name	Last Done	5 Days % Chg
HSI 22200MBeCW230630	0.003	200.00
Southern Pkg	0.425	128.49
HSI 21400MBeCW230630	0.011	120.00
Jasper Inv^	0.002	100.00
ComfortDel MBeCW231220	0.016	77.78
Advancer Global	0.108	71.43
SIA MB eCW230628	0.152	68.89
Novo Tellus SPAC W291231	0.110	52.78
HSTECH 5xLongUB251031	0.610	48.78
WuxiBio 5xShortSG230803	0.028	47.37

Top % Losers

(over 5 Trading days as at yesterday)

Name	Last Done	5 Days % Chg
WuxiBio 5xLongUB250930	0.027	-82.91
WuxiBio 5xLongSG240205	0.006	-82.86
WuxiBio 5xLongSG231102	0.022	-81.36
HSTECH 3800MBePW230630	0.005	-79.17
LiNing 5xShortUB250430	0.008	-69.23
HSTECH 5500MBeCW230630	0.001	-66.67
Mary Chia	0.013	-64.86
ASL M W240723^	0.002	-50.00
Advanced Systems	0.001	-50.00
Alibaba 5xLongSG231214	0.001	-50.00

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MARKET AT A GLANCE

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1 Free investment eBooks x2 (Global Market Outlook & Dreamteam Portfolio) by Dr Tee

2 Free stock diagnosis for early birds (Starts from 1pm)

3 Free global stock screener following Dr Tee strategies

Learning Points:

- Time for golden opportunity to buy growth and dividend giant stocks at low prices during global financial crisis, then sell high in bullish stock market.
- Stock Market Outlook (Singapore, US, Malaysia, China, Hong Kong) with impacts of high inflation, interest rate hike, Russia-Ukraine war, US-China trade war and pandemic recovery.
- What to buy (stock screening), When to buy/sell (buy low sell high), How much to buy/sell (risk management) for global growth and dividend stocks.
- Fundamental Analysis (FA) + Technical Analysis (TA) + Personal Analysis (PA), integrated with unique Optimism Strategies.
- How to take actions (Buy, Hold, Sell, Wait, Short), matching with own personality.
- Master the investment clocks to Buy Low Sell High for different asset classes (stocks, properties, commodities, forex, etc).



Regional Markets

Over 5 trading days



ShareInvestor WebPro (www.shareinvestor.com)

1. Price > Stock prices
2. select Market: Bursa / HKEX / NYSE / NASDAQ (one bourse at a time)
3. select Stocks Tab
4. select Ranking Top Gainers or Top Losers (Over 5 Trading Days)
5. Mouse over Column Layout > select Edit Customs > select Name > select Last Done Price > select 5 Days Change > select 52 Weeks High > select 52 Weeks Low > Mouse Over Column Layout > select Custom

BURSA (RM)

Top Gainers

Name	Last Done	5 Days Change	52 Weeks High	52 Weeks Low
PMBTECH-LA	20.800	2.300	26.700	16.500
PANAMY	20.100	1.260	27.200	18.380
IHS046000824	102.500	0.500	103.800	99.200
PMBTECH-WA	3.500	0.390	4.500	1.850
AJI	14.980	0.360	16.700	10.920

Top Losers

Name	Last Done	5 Days Change	52 Weeks High	52 Weeks Low
NESTLE	130.900	-1.100	140.600	127.200
MPI	28.080	-1.020	34.980	23.600
MEITUAN-C19	0.170	-0.930	1.100	0.010
DLADY	23.660	-0.860	33.500	23.880
GEELY-C16	0.005	-0.495	0.790	0.005

HONG KONG (HKD)

Top Gainers

Name	Last Done	5 Days Change	52 Weeks High	52 Weeks Low
MOG DIGITECH HOLDINGS LTD	83.200	12.200	85.250	1.630
XTRACKERS NIFTY 50 SWAP UCITS ETF 1C	1,727.500	9.000	1,740.000	1,500.000
EVEREST MEDICINES LTD	18.440	7.220	30.000	5.980
LI AUTO INC	136.200	7.100	165.300	52.050
BYD COMPANY LIMITED	264.600	5.800	333.000	161.700

Top Losers

Name	Last Done	5 Days Change	52 Weeks High	52 Weeks Low
PINESTONE CAPITAL LTD HKD0.02 SUBS RTS 30/06/23	0.031	-68.419	68.500	0.012
ALCO HOLDINGS HKD0.1 SUBS RTS 28/06/23	0.019	-33.531	0.055	0.012
STAR CM HOLDINGS LIMITED	99.950	-30.250	132.000	32.550
XTRACKERS MSCI KOREA UCITS ETF 1C	612.400	-17.600	630.000	433.800
BEIGENE LTD	112.700	-15.200	170.500	74.900

NYSE (USD)

Top Gainers

Name	Last Done	5 Days Change	52 Weeks High	52 Weeks Low
NVR INC	6,025.400	80.440	6,079.055	3,737.310
TRANSDIGM GROUP INC	847.970	23.310	848.100	499.630
CHIPOTLE MEXICAN GRILL	2,074.480	22.820	2,139.880	1,230.070
WATSCO INC	364.810	20.010	378.665	232.590
BANK OF AMERICA CORPORATION 7.25% NON-CUM PERP CONV PFD SER L	1,194.770	19.760	1,319.500	1,036.880

Top Losers

Name	Last Done	5 Days Change	52 Weeks High	52 Weeks Low
BERKSHIRE HATHAWAY INC	515,515.000	-876.010	522,000.000	393,012.250
BIGLARI HOLDINGS INC	945.000	-64.951	1,058.500	540.330
CABLE ONE INC	638.750	-55.290	1,464.200	602.700
AUTOZONE INC	2,446.280	-51.090	2,750.000	2,013.275
METTLER-TOLEDO INTERNATIONAL INC	1,291.920	-44.370	1,615.970	1,065.550

NASDAQ (USD)

Top Gainers

Name	Last Done	5 Days Change	52 Weeks High	52 Weeks Low
MICROSTRATEGY	331.310	53.390	361.970	132.560
ATRION CORP	571.010	40.810	705.740	500.000
COCA-COLA CONSOLIDATED INC	664.000	23.180	694.200	405.030
LIBERTY TRIPADVISOR HLDGS INC	47.000	13.950	93.670	8.430
AVIS BUDGET GROUP INC	219.710	13.390	251.260	131.830

Top Losers

Name	Last Done	5 Days Change	52 Weeks High	52 Weeks Low
FIRST CITIZENS BANCSHARES INC NRTH	1,252.170	-46.470	1,345.435	505.840
BROADCOM INC	847.660	-35.770	921.780	415.068
ASML HOLDING NV EUR0.09 NY REGISTRY SHS 2012	707.300	-31.390	747.130	363.150
BOOKING HOLDINGS INC	2,643.800	-27.900	2,786.850	1,616.850
SOLAREGE TECHNOLOGIES INC	251.990	-25.470	375.900	190.150

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Dividend Stocks

Price & Total Shareholder Return (as at yesterday)



DEFINITION Company is paying out dividend with low or moderate leverage.

CHART GUIDE Total Shareholder Return (TSR) combines share price appreciation and distributions paid to show the total return to the shareholder expressed as a percentage.



ShareInvestor WebPro > Screener > Market Screener (FA & TA) > select SGX > add criteria

A. Criteria

- > click Add Criteria
- Fundamental Analysis Conditions tab >select (i) Dividend Yield
- Fundamental Analysis Conditions tab >select (ii) Dividend Payout (Historical)
- Fundamental Analysis Conditions tab >select (iii) Total Debt To Equity
- Fundamental Analysis Conditions tab >select (iv) Total Shareholder Returns

- Fundamental Analysis Conditions tab >select (v) Total Shareholder Returns
- Fundamental Analysis Conditions tab / >select (vi) CAGR of Dividend Per Share
- Fundamental Analysis Conditions tab >select (vii) CAGR of Dividend Per Share

B. Conditions (Criteria Filters)

1. Dividend Yield - select (more than) type (1) % for the past select (1) financial year(s)
2. Dividend Payout (Historical) - select (between) type (0.5) to type (1) times for the past select (1) financial year(s)
3. Total Debt to Equity – select (less than) type (1) for the past select (1) financial year(s)
4. Total Shareholder Return - – select (more than) type (5) % for the past select (3) financial year(s)
5. Total Shareholder Return - – select (more than) type (5) % for the past select (5) financial year(s)

6. CAGR of Dividend Per Share - – select (less than) type (30) % for the past select (5) financial year(s)
 7. CAGR of Dividend Per Share - – select (more than) type (1) % for the past select (5) financial year(s)
- > click Save Template > Create New Template type (Dividend Companies) > click Create
 - > click Save Template as > select Dividend Companies > click Save
 - > click Screen Now (may take a few minutes)
 - > Sort By: Select (Dividend Yield) Select (Desc)
 - > Mouse over stock name > Factsheet > looking for Total Shareholder Return



New Toyo (SGX:N08)

ANALYSIS

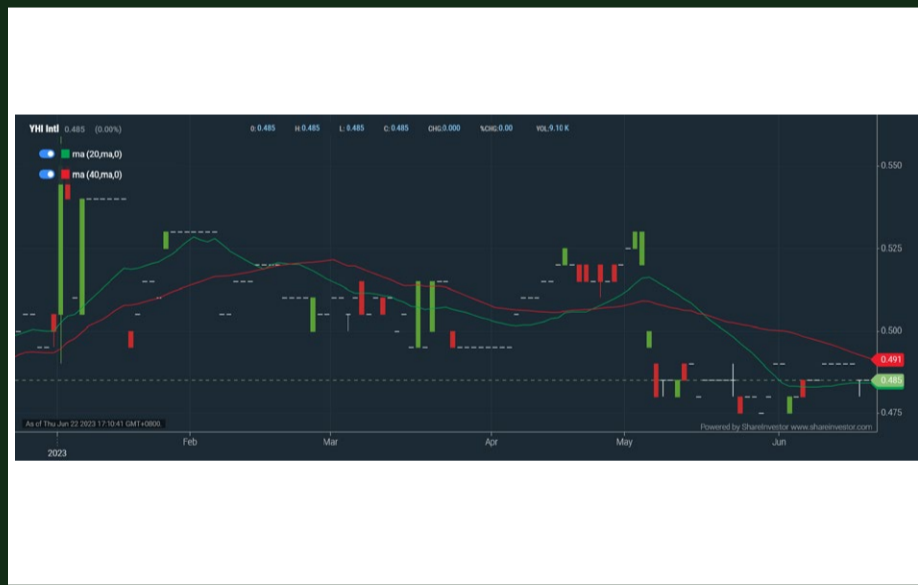


Period	Dividend Received	Capital Appreciation	Total Shareholder Return
Short Term Return	5 Days	-	-
	10 Days	-	-2.38%
	20 Days	-	-
Medium Term Return	3 Months	0.009	+4.39%
	6 Months	0.009	+4.39%
	1 Year	0.018	+17.37%
Long Term Return	2 Years	0.033	+13.33%
	3 Years	0.057	+87.14%
	5 Years	0.072	+23.11%
Annualised Return	Annualised	-	+4.25%



YHI Intl (SGX: BPF)

ANALYSIS



Period	Dividend Received	Capital Appreciation	Total Shareholder Return
Short Term Return	5 Days	-	-1.02%
	10 Days	-	+1.04%
	20 Days	-	+2.11%
Medium Term Return	3 Months	0.036	+1.17%
	6 Months	0.036	+4.20%
	1 Year	0.036	+7.42%
Long Term Return	2 Years	0.072	+17.26%
	3 Years	0.127	+77.39%
	5 Years	0.151	+41.33%
Annualised Return	Annualised	-	+7.16%



Hong Leong Fin (SGX: S41)

ANALYSIS



Period	Dividend Received	Capital Appreciation	Total Shareholder Return
Short Term Return	5 Days	-	+0.39%
	10 Days	-	+4.51%
	20 Days	-	+3.24%
Medium Term Return	3 Months	0.133	+7.75%
	6 Months	0.133	+11.79%
	1 Year	0.170	+11.93%
Long Term Return	2 Years	0.290	+17.84%
	3 Years	0.480	+21.89%
	5 Years	0.680	+22.81%
Annualised Return	Annualised	-	+4.20%



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Portfolio Management

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- ▶ Stock Alert
- ▶ News & Events filtering
- ▶ Customizable column layout

Fundamental Analysis

Financial Analysis Statement

- ▶ Profit & Loss
- ▶ Balance Sheet
- ▶ Cash Flow Statement
- ▶ More than 20 Financial Ratios
- ▶ Dividend Analysis

Technical Charting

- ▶ C² chart (Customisable & Comprehensive)

Brokers' Call

Intrinsic Value Calculator

FactSheet

- ▶ Key Stock Information
- ▶ Ownership
- ▶ Consensus Estimates
- ▶ Annual Report
- ▶ Historical Price
- ▶ Insider Trades

What's new on WebPro (Stable Release 12.1.0)

In our effort to keep our platform at the forefront of trading technology, we have added on some new features onto our C2 Chart in WebPro

ADDITIONAL NEW FEATURES:

- ▶ Anchor selector for AVWAP, PVAT, and PAV indicators
- ▶ Volume profile indicator by date range
- ▶ Moving Average Cross indicator
- ▶ Guppy Multiple Moving Average (GMMA) indicator
- ▶ GoNoGo Trend Signal indicators
- ▶ SignalIQ

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DEFINITION Company revenue is growing and making good quality of earnings with positive Free Cash Flow.

CHART GUIDE Total Shareholder Return (TSR) combines share price appreciation and distributions paid to show the total return to the shareholder expressed as a percentage.



ShareInvestor WebPro > Screener > Market Screener (FA & TA) > select SGX > add criteria

A. Criteria

1. Fundamental Analysis Conditions tab >select (i) Free Cash Flow, (ii) Revenue Growth, (iii) Gross Profit (Earnings) Margin, (iv) Quality of Earnings, (v) Total Shareholder Returns, > click Add Criteria
2. Fundamental Analysis Conditions tab >select (vi) Total Shareholder Returns > click Add Criteria

B. Conditions (Criteria Filters)

1. Free Cash Flow - select (more than) type (1) for the past select (1) financial year(s)
 2. Revenue Growth - select (more than) type (1) for the past select (1) financial year(s)
 3. Gross Profit (Earnings) Margin - select (more than) type (30) % for the past select (1) financial year(s)
 4. Quality of Earnings - select (more than) type (1) for the past select (1) financial year(s)
 5. Total Shareholder Return - select (more than) type (5) % for the past select (3) financial year(s)
 6. Total Shareholder Return - select (more than) type (5) % for the past select (5) financial year(s)
- > click Save Template > Create New Template type (Growth Companies) > click Create

- > click Save Template as > select Growth Companies > click Save
- > click Screen Now (may take a few minutes)
- > Sort By: Select (Revenue Growth) Select (Desc)
- > Mouse over stock name > Factsheet > looking for Total Shareholder Return



Golden Energy (SGX: AUE)



Period	Dividend Received	Capital Appreciation	Total Shareholder Return
Short Term Return	5 Days	-	+0.52 %
	10 Days	-	+1.58 %
	20 Days	-	+1.05 %
Medium Term Return	3 Months	-	-0.52 %
	6 Months	-	+22.93 %
	1 Year	-	+101.04 %
Long Term Return	2 Years	-	+216.39 %
	3 Years	-	+439.11 %
	5 Years	0.017	+0.615
Annualised Return	Annualised	-	+22.92 %



Acesian Partners (SGX: 5FW)



Period	Dividend Received	Capital Appreciation	Total Shareholder Return
Short Term Return	5 Days	-	-5.36 %
	10 Days	-	+1.92 %
	20 Days	-	-3.64 %
Medium Term Return	3 Months	-	-10.17 %
	6 Months	-	+29.27 %
	1 Year	-	+15.22 %
Long Term Return	2 Years	-	+178.95 %
	3 Years	-	+381.82 %
	5 Years	-	+194.44 %
Annualised Return	Annualised	-	+24.11 %

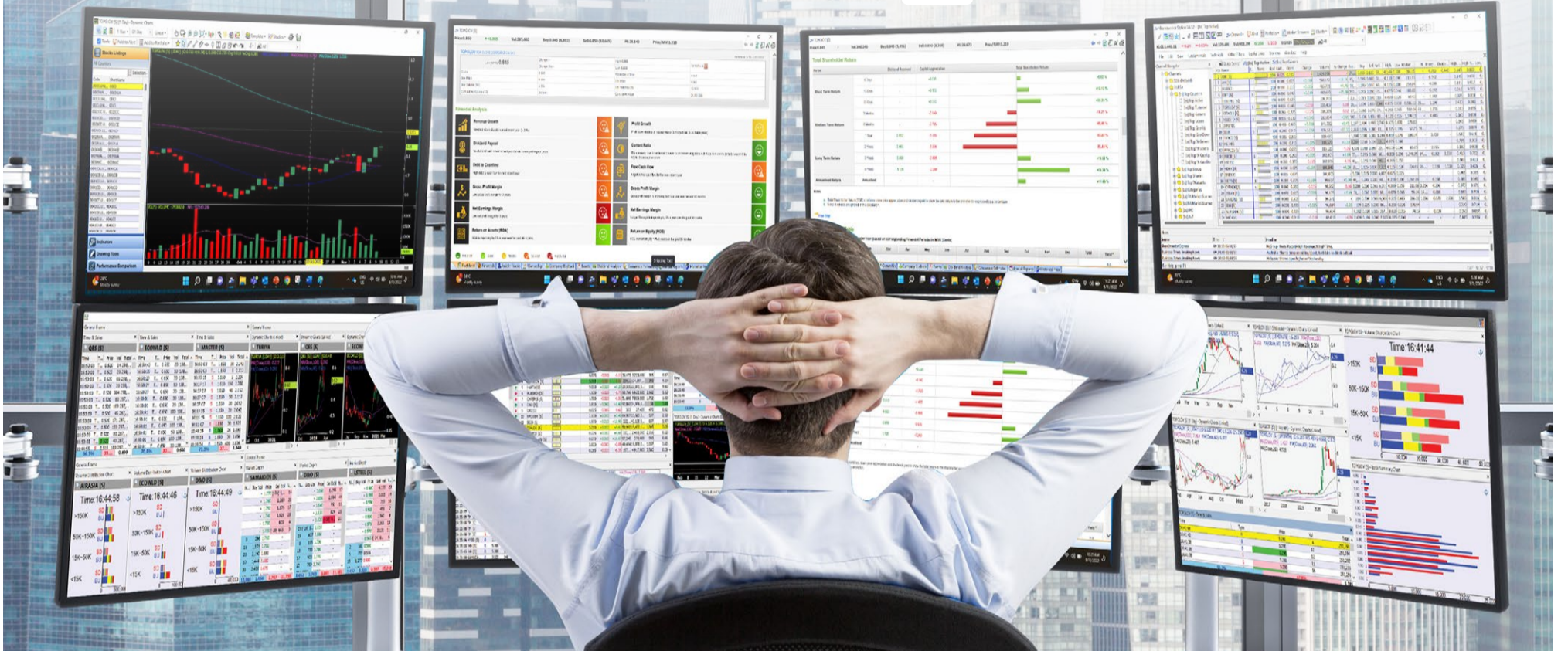


SamuderaShipping (SGX: S56)



Period	Dividend Received	Capital Appreciation	Total Shareholder Return
Short Term Return	5 Days	-	-2.22 %
	10 Days	-	-0.56 %
	20 Days	-	-1.12 %
Medium Term Return	3 Months	0.250	+9.28 %
	6 Months	0.250	+65.69 %
	1 Year	0.320	+109.79 %
Long Term Return	2 Years	0.460	+417.37 %
	3 Years	0.478	+1392.31 %
	5 Years	0.486	+967.19 %
Annualised Return	Annualised	-	+60.56 %

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Intraday Data

- ▶ Market Depth
- ▶ Trade Summary Matrix & Chart
- ▶ Times & Sales
- ▶ Intraday Market Ticker

Market Screener

- ▶ 96 criteria ranging from FA, TA, Consensus Estimate
- ▶ Real-time Data

Power Frame

- ▶ Combining few Dynamic Charts together with intraday information in one frame

Technical Analysis

Fundamental Analysis

Financial Analysis Statement

- ▶ Profit & Loss
- ▶ Balance Sheet
- ▶ Cash Flow Statement
- ▶ More than 20 Financial Ratios
- ▶ Dividend Analysis

FactSheet

- ▶ Key Stock Information
- ▶ Ownership
- ▶ Consensus Estimates
- ▶ Annual Report
- ▶ Historical Price
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DEFINITION Share price of a company trading at a lower price as compared to its fundamentals (FA) such as financial performance and dividend, allowing it to be attractive to value investors.
CHART GUIDE Total Shareholder Return (TSR) combines share price appreciation and dividend distributions paid to show the total return to the shareholder expressed as a percentage.



ShareInvestor WebPro > Screener > Market Screener (FA & TA) > select SGX > add criteria

- A. Criteria**
 > click Add Criteria
- Fundamental Analysis Conditions tab (i) Price Earnings Ratio
 - Fundamental Analysis Conditions tab >select (ii) CAGR of Net Earnings
 - Fundamental Analysis Conditions tab >select (iii) Net Debt To Equity
 - Fundamental Analysis Conditions tab >select (iv) Return On Equity (ROE)

- B. Conditions**
1. Price Earnings Ratio - select (less than) type (15) times now
 2. CAGR of Net Earnings - select (more than) type (10) % for the past type (3) financial year(s)
 3. Net Debt To Equity – select (less than) type (1) for the past select (1) financial year(s)
 4. Return On Equity (ROE) – select (more than) type (10) % for the past select (1) financial year(s)

- > click Save Template > Create New Template type (Value Stock) > click Create
- > click Save Template as > select Value Companies > click Save
- > click Screen Now (may take a few minutes)
- > Mouse over stock name > Factsheet > looking for Total Shareholder Return
- > Mouse over stock name > Charts > click C2 Charts tab



China Intl (SGX: BEH)

ANALYSIS



Period	Dividend Received	Capital Appreciation	Total Shareholder Return	
Short Term Return	5 Days	-	-	
	10 Days	-	-	
	20 Days	-	-0.002	-1.96 %
Medium Term Return	3 Months	0.010	+0.019	+35.80 %
	6 Months	0.010	-0.026	-12.70 %
	1 Year	0.010	-0.063	-32.52 %
Long Term Return	2 Years	0.010	-0.184	-61.27 %
	3 Years	0.040	-0.215	-55.56 %
	5 Years	0.040	-0.301	-65.09 %
Annualised Return	Annualised	-	-	-18.98 %



SamuderaShipping (SGX:S56)

ANALYSIS



Period	Dividend Received	Capital Appreciation	Total Shareholder Return	
Short Term Return	5 Days	-	-0.020	-2.22 %
	10 Days	-	-0.005	-0.56 %
	20 Days	-	-0.010	-1.12 %
Medium Term Return	3 Months	0.250	-0.154	+9.28 %
	6 Months	0.250	-0.198	+65.69 %
	1 Year	0.320	+0.308	+109.79 %
Long Term Return	2 Years	0.460	+0.621	+417.37 %
	3 Years	0.478	+0.789	+1392.31 %
	5 Years	0.486	+0.752	+967.19 %
Annualised Return	Annualised	-	-	+60.56 %



CFM (SGX:5EB)

ANALYSIS



Period	Dividend Received	Capital Appreciation	Total Shareholder Return	
Short Term Return	5 Days	-	-0.005	-5.26 %
	10 Days	-	-0.008	-8.16 %
	20 Days	-	-0.011	-10.89 %
Medium Term Return	3 Months	0.001	-0.016	-14.15 %
	6 Months	0.001	-0.011	-9.90 %
	1 Year	0.001	-0.021	-19.02 %
Long Term Return	2 Years	0.001	-0.150	-62.08 %
	3 Years	0.001	+0.077	+600.00 %
	5 Years	0.001	+0.061	+213.79 %
Annualised Return	Annualised	-	-	+25.70 %

COMPANY SPOTLIGHT

The Architect of Modern REITs: Sam Zell and the Grave Dancer's Last Waltz

Vincent Wong, Investor-One / Tue, Jun 20, 8:00 AM



Source: The New Yorker

“*I have always believed that every day you choose to hold an asset, you are also choosing to buy it. Would I buy our buildings at the price Blackstone was quoting? Nope.*”

Sam Zell

\$39 billion cash, a staggering figure Blackstone paid for Equity Office Properties Trust. The enormity of the offer was unprecedented, and it marked the largest private equity buyout in history at the time. That deal in 2007, just before the subprime mortgage and great financial crisis, was a testament to Zell's prescience and savvy, the very traits that underpinned his legendary career.

continued on next page...

continued... [The Architect of Modern REITs: Sam Zell and the Grave Dancer's Last Waltz]

The legend passed away last month at the age of 81. To many retail investors in Singapore, the name Sam Zell might not ring a bell. However, the investment vehicles he helped shape and refine are not just well-known, but a prominent fixture in the Singaporean financial landscape. These are the Real Estate Investment Trusts, or REITs, an asset class that has grown in popularity and prominence over the years, both locally and globally.

After the Black Monday crash in October 1987, he saw an opportunity. With rents and occupancy rates falling, property owners burdened with debt needed money and turned to capital markets. Zell, in partnership with Merrill Lynch, created a fund that raised capital from investors to buy distressed properties. This marked the birth of modern REITs, which own, run, or finance properties. REITs had been around since the 1960s, but it was Zell who helped usher in their modern version.

“

“In real estate I’m known as the Grave Dancer. That was the title of an article I wrote back in 1976, and the nickname stuck. Some might see buying and creating value from others’ mistakes as a form of exploitation, but I see it as giving neglected or devalued assets, in any industry, new life.”

Sam Zell

Zell was known as the "Grave Dancer" for his knack for reviving distressed assets and turning them into profitable ventures. Born in Chicago to Jewish immigrants, Zell began his career in real estate while still a student at the University of Michigan. He and his partner, Robert Lurie, bought cheap, run-down properties, renovated them, and sold them for a profit. This early venture laid the foundation for what would eventually become a multi-billion-dollar empire.

So, what underpins this real estate mogul's stellar track record? And more pertinently, how can these insights influence and inform your own investment approach?

continued on next page...

continued... [The Architect of Modern REITs: Sam Zell and the Grave Dancer's Last Waltz]

“*Business is easy. If you've got a low downside and a big upside, you go do it. If you've got a big downside and a small upside, you run away. The only time you have any work to do is when you have a big downside and a big upside.*”

“Redundancies are much more predictable and transparent than theoretical opportunities to add value. My focus is always on the downside.”

Sam Zell

Zell underscores the value of simplicity in investment decisions, warning against unnecessary complexity that might obscure basic investment principles. His simple, yet profound and important philosophy applies just as well to retail investors like us. His mantra of focusing on downside protection rather than just upside potential echoes the key concept “Margin of Safety” from other great investors like Benjamin Graham and Warren Buffett.

On the other hand, the 'theoretical opportunities to add value' he mentioned could refer to various strategies aimed at improving an investment's return, such as growth prospects, technological advancements, market expansion, or new product lines. While these can indeed enhance an investment's value, they also carry inherent uncertainty. Zell's strategy suggests these more speculative aspects should not be the primary focus when evaluating investments.

“*We took over a Commonwealth, it had 145 assets, of which we sold 141 and I don't have one regret. Because people paid me prices that I just couldn't understand. And by the way everything you do should be understandable, when it isn't understandable, when somebody is willing to make a long-term investment at three percent in an office building or an apartment project, I don't understand. Maybe they were right, so be it. I don't put money where I don't understand.*”

Sam Zell

In ultra-low-interest rate environments, investors often gravitate towards accepting lower return projects. However, when interest rates eventually

continued on next page...

continued... [The Architect of Modern REITs: Sam Zell and the Grave Dancer's Last Waltz]

rise, the increased borrowing costs can negatively affect these markets. Property values would decline as [cap rate](#) is increasing.

Sam Zell's remark sheds light on his cautionary approach to investing, emphasizing clear comprehension over risky speculation. He illustrates this by discussing his experience with his Commonwealth REIT, where he sold most of the assets due to seemingly irrational prices offered to him. This behaviour aligns with his disbelief in accepting low returns (low upside) from long-term real estate investments.

“*We're walking through a pretty serious adjustment, at the same time, the warehouse space continues to be in very short supply. So, what you've seen is like on a seesaw, retail and office go down and warehouse and demo go up.*”

Sam Zell

In this statement, Sam Zell points out the ongoing significant shift within the real estate industry, underscored by an inverse relationship between certain sectors. As the demand and value for retail and office spaces are experiencing a downward trend, warehouse and industrial sectors are witnessing a surge.

This adjustment can be attributed to a myriad of factors, including the changes brought about by the pandemic, which accelerated trends such as e-commerce. The rise in e-commerce has increased the need for warehouses for storage and distribution, driving up demand and prices in this sector. Simultaneously, the shift towards remote work and oversupply of offices led to a downturn in that market.

Zell's seesaw analogy vividly illustrates this contrasting dynamic within the real estate industry. It highlights the potential investment opportunities that may arise in growing sectors like warehouse and industrial real estate.

While these REITs may align with Zell's observed trends, investors should approach them with due diligence, considering each REIT's unique portfolio

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continued... [The Architect of Modern REITs: Sam Zell and the Grave Dancer's Last Waltz]

composition, financial health, growth prospects, and most importantly, Price you paid for the REIT, before making any investment decisions.

Sam Zell's impact on the investment landscape, particularly with regard to the modern form of REITs, is undeniable. He emphasized clarity and caution in investment decisions, principles which continue to hold value. Even as market dynamics evolve, his legacy remains a practical guide for investors, highlighting the importance of simplicity and a focus on downside protection.

Lastly, in line with Sam Zell's observation of shifting trends within the real estate industry, there are several REITs listed on SGX that are strategically positioned to capitalize on these changes:



AIMS APAC REIT

- TTM Dividend Yield (Adjusted): 7.387
- Price/Book: 0.9757
- Debt To Assets: 0.381

Cromwell European REIT

- TTM Dividend Yield (Adjusted): 10.879
- Price/Book: 0.6540
- Debt To Assets: 0.392

Frasers Logistics

- TTM Dividend Yield (Adjusted): 5.687
- Price/Book: 1.0079
- Debt To Assets: 0.288

ESR-LOGOS REIT

- TTM Dividend Yield (Adjusted): 8.083
- Price/Book: 1.1023
- Debt To Assets: 0.462

Daiwa House Logistic Trust

- TTM Dividend Yield (Adjusted): 7.819
- Price/Book: 0.9135
- Debt To Assets: 0.435

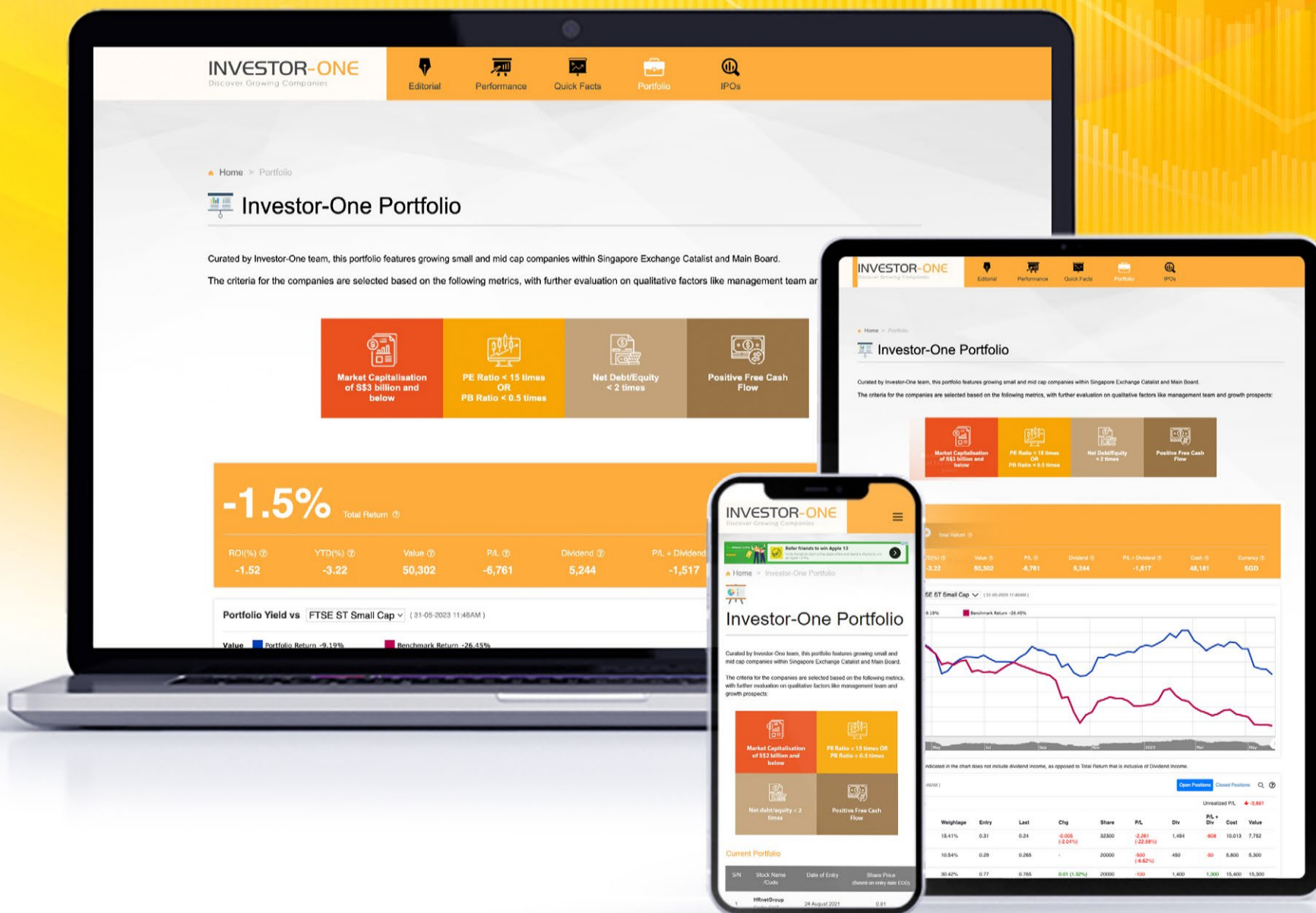
Mapletree Logistics Trust

- TTM Dividend Yield (Adjusted): 5.195
- Price/Book: 1.1576
- Debt To Assets: 0.370

INVESTOR-ONE PORTFOLIO

Curated and managed by the Investor-One team under ShareInvestor, this **free-to-access** portfolio will feature local small and mid-cap companies within Singapore Exchange's Mainboard and Catalyst.

Join us on the journey and watch as we manage a locally vested portfolio with a **fund of \$100,000**.



 **ENTER PORTFOLIO** >

INVESTOR-ONE

Discover Growing Companies

Investor-One Portfolio

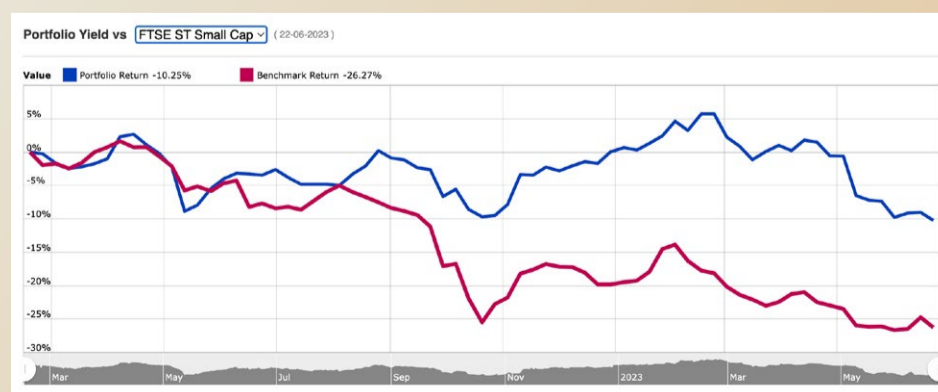
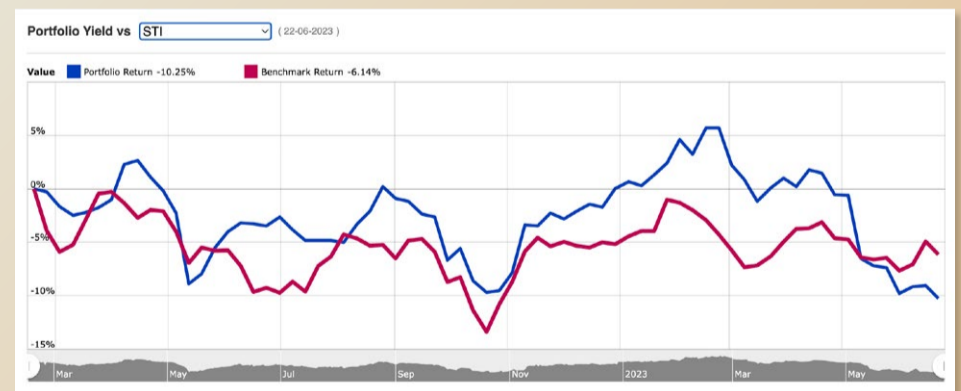
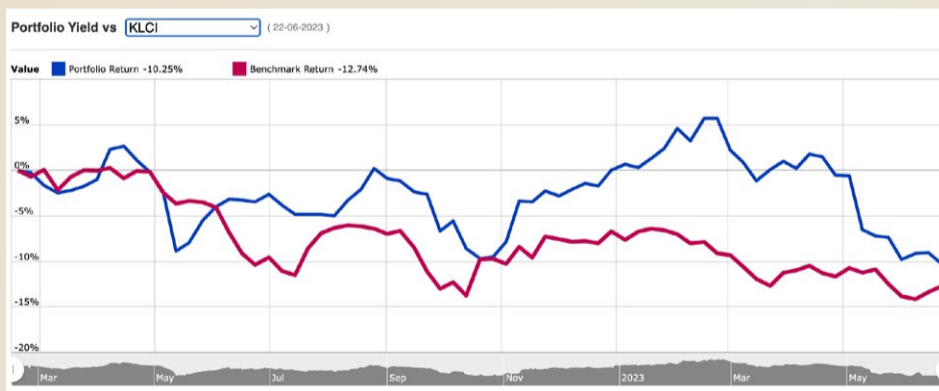
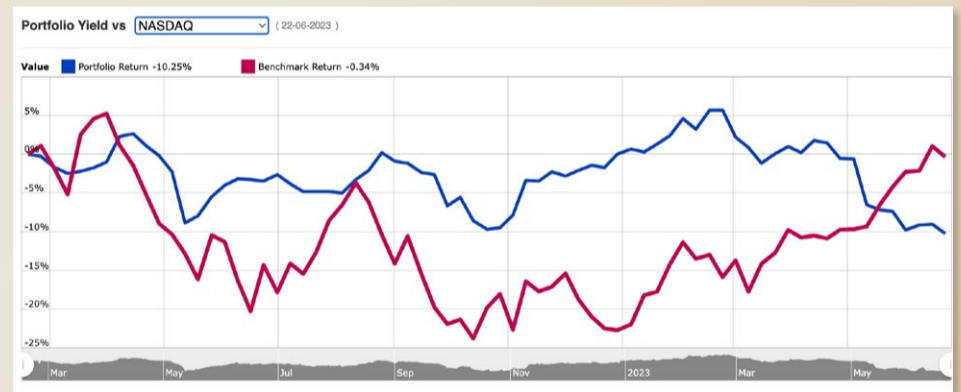
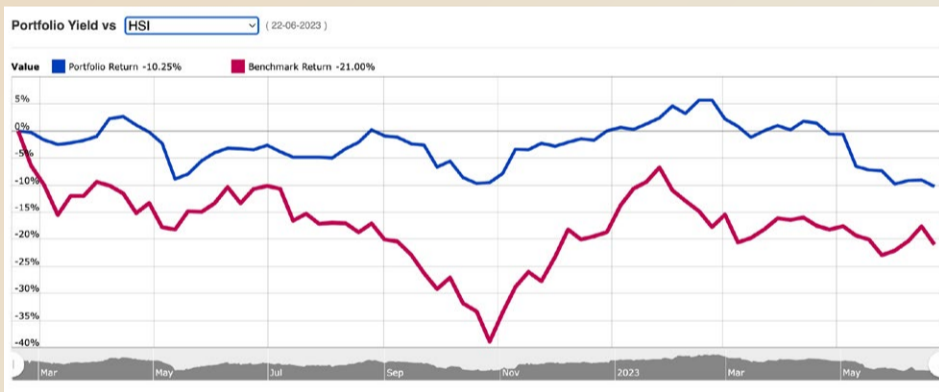
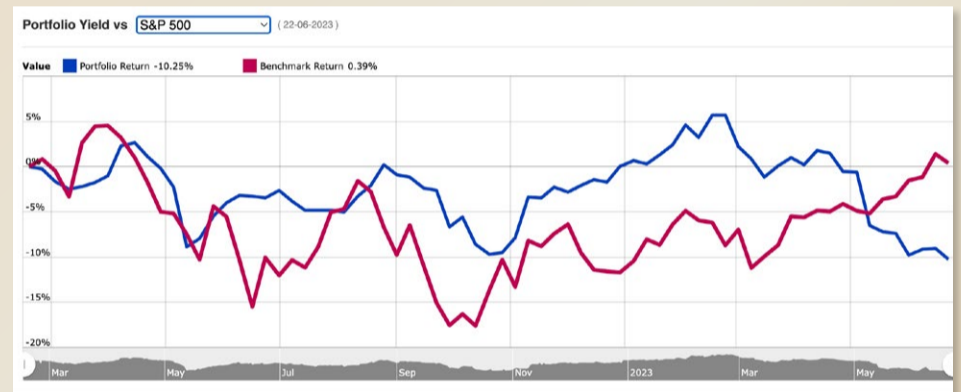
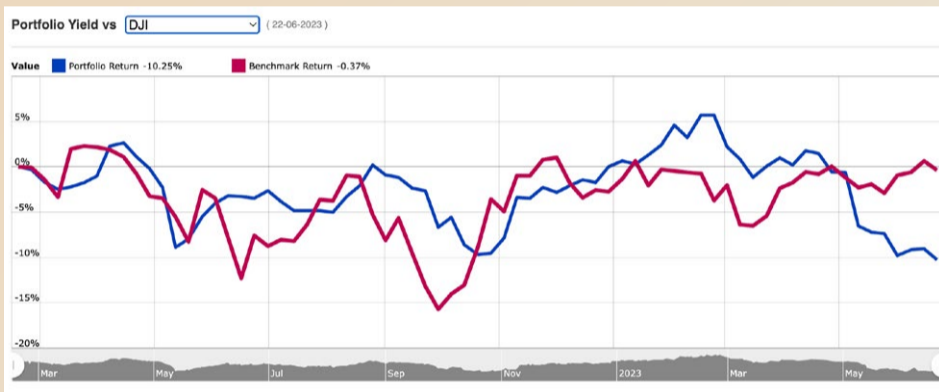
Curated by Investor-One team, this portfolio features growing small and mid cap companies within Singapore Exchange Catalist and Main Board.

The criteria for the companies are selected based on the following metrics, with further evaluation on qualitative factors like management team and growth prospects:

 <p>Market Capitalisation of S\$3 billion and below</p>	 <p>PE Ratio < 15 times OR PB Ratio < 0.5 times</p>
 <p>Net Debt/Equity < 2 times</p>	 <p>Positive Free Cash Flow</p>

-2.2% Total Return

ROI(%)	YTD(%)	Value	P/L	Dividend	P/L + Dividend	Cash	Currency
-2.20	-3.89	49,618	-7,446	5,244	-2,201	48,181	SGD



Note: The Portfolio Return indicated in the chart does not include dividend income, as opposed to Total Return that is inclusive of Dividend Income.

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INVESTOR-ONE

Discover Growing Companies

Summary (22-06-2023)

Open Positions

Unrealized P/L ↓ -4,546

Name↑	Weightage	Entry	Last	Chg	Share	P/L	Div	P/L + Div	Cost	Value
Geo Energy Res	14.65%	0.31	0.225	-	32300	-2,746 (-27.42%)	1,454	-1,292	10,013	7,268
Hock Lian Seng	10.68%	0.29	0.265	-	20000	-500 (-8.62%)	450	-50	5,800	5,300
HRnetGroup	30.84%	0.77	0.765	-0.015 (-1.92%)	20000	-100 (-0.65%)	1,400	1,300	15,400	15,300
Hyphens Pharma	27.71%	0.3	0.275	-	50000	-1,250 (-8.33%)	890	-360	15,000	13,750
Kimly	6.85%	0.4	0.34	-0.005 (-1.45%)	10000	-600 (-15.00%)	168	-432	4,000	3,400
Nordic	9.27%	0.395	0.46	-	10000	650 (16.46%)	283	933	3,950	4,600

Summary (22-06-2023)

Closed Positions

Realized Profit ↓ -2,900

Name↑	Avg Buy	Avg Sell	Shares	Comm	P/L	P/L + Div	Proceeds
HG Metal	0.375	0.34	10000	-	-350	50	3,400
InnoTek	0.735	0.48	10000	-	-2,550	-2,350	4,800

Transaction (22-06-2023)

Action	Stock	Price	Shares	Exchange Rate	Comm	Amount	Date↓	Notes
Sell	HG Metal	0.340	10000	N/A	0.00	3,400	13 Mar 2023	-
Sell	InnoTek	0.480	10000	N/A	0.00	4,800	13 Mar 2023	-
Buy	Geo Energy Res	0.310	32300	N/A	0.00	10,013	13 Mar 2023	-
Buy	HRnetGroup	0.770	20000	N/A	0.00	15,400	16 Feb 2022	-
Buy	Kimly	0.400	10000	N/A	0.00	4,000	16 Feb 2022	-
Buy	HG Metal	0.375	10000	N/A	0.00	3,750	16 Feb 2022	-
Buy	InnoTek	0.735	10000	N/A	0.00	7,350	16 Feb 2022	-
Buy	Nordic	0.395	10000	N/A	0.00	3,950	16 Feb 2022	-
Buy	Hyphens Pharma	0.300	50000	N/A	0.00	15,000	16 Feb 2022	-
Buy	Hock Lian Seng	0.290	20000	N/A	0.00	5,800	16 Feb 2022	-
Cash	Deposit	-	-	N/A	-	100,000	15 Feb 2022	-

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INVESTOR-ONE

Discover Growing Companies

Dividend (22-06-2023)

YTD

SGD 2785.10

TRAILING 12 MONTHS

SGD 3383.30

2022

SGD 2459.20

Stock	Ex-Date	Payable Date	Amt	Amt(SGD)	Total
Kimly	27 Jun 2023	14 Jul 2023	SGD 0.0056	0.0056	56
Geo Energy Res	29 May 2023	08 Jun 2023	SGD 0.0050	0.0050	161.50
Hyphens Pharma	09 May 2023	24 May 2023	SGD 0.0111	0.0111	555
Geo Energy Res	08 May 2023	17 May 2023	SGD 0.0400	0.0400	1292
Hock Lian Seng	07 May 2023	19 May 2023	SGD 0.0100	0.0100	200
Nordic	07 May 2023	17 May 2023	SGD 0.0091	0.0091	90.60
HRnetGroup	03 May 2023	12 May 2023	SGD 0.0187	0.0187	374
Kimly	26 Jan 2023	08 Feb 2023	SGD 0.0112	0.0112	112
HRnetGroup	28 Aug 2022	06 Sep 2022	SGD 0.0213	0.0213	426
Nordic	16 Aug 2022	02 Sep 2022	SGD 0.0116	0.0116	116.20
Kimly	29 Jun 2022	15 Jul 2022	SGD 0.0056	0.0056	56
Hyphens Pharma	11 May 2022	25 May 2022	SGD 0.0067	0.0067	335
InnoTek	10 May 2022	25 May 2022	SGD 0.0200	0.0200	200
Hock Lian Seng	08 May 2022	20 May 2022	SGD 0.0125	0.0125	250
HRnetGroup	08 May 2022	18 May 2022	SGD 0.0300	0.0300	600
Nordic	05 May 2022	17 May 2022	SGD 0.0015	0.0015	15.20
Nordic	05 May 2022	17 May 2022	SGD 0.0061	0.0061	60.80
HG Metal	05 May 2022	20 May 2022	SGD 0.0400	0.0400	400

This portfolio is managed by Investor-One research team, under ShareInvestor.

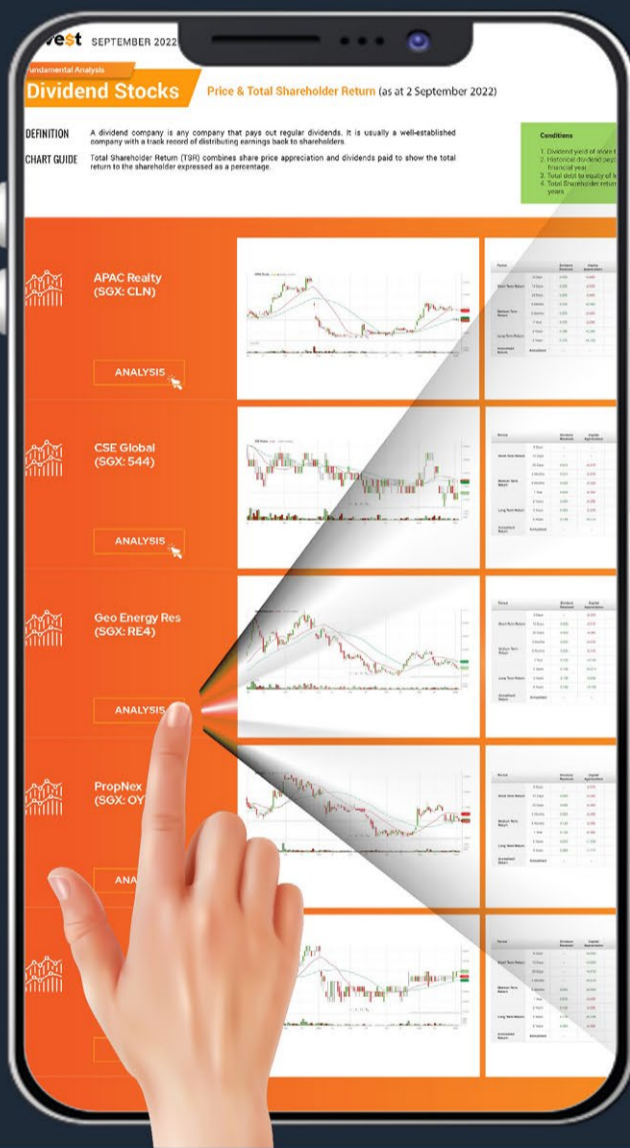
Disclaimer:

1. The Investor-One portfolio is aggregated for educational and illustration purposes only. It is curated based on fixed financial parameters as indicated above. The investor-one team select their stocks solely base on the these fixed parameters. The featured companies are for information only and does not constitute investment advice.
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3. Current Price, current value and gain/loss (%) under current portfolio are based on 10 minutes delayed data.
4. Purchase Price and Exit Price are based on EOD price.
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COMPANY ANALYSIS AT YOUR FINGERTIPS

Click the Analysis buttons to access the Factsheets of any company featured on the Hot Stocks (TA), Momentum-Up (TA), Up-Trending (TA), Dividend (FA), Growth (FA) & Value (FA) Stocks pages.

Invest with knowledge



Geo Energy Res (RE4.SI)
 Last (SGD): 0.400
 Change: +0.025
 Change (%): +6.67
 High: 0.400
 Low: 0.380
 Remarks: -

Company Background

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- Board Of Directors
- Competitive Strengths
- Financial Highlights
- Share Price
- Historical Price
- Corporate Profile
- Key Management
- Prospects
- Financial Ratios
- Interactive Charts
- Investment Calculator
- Operations Review
- Organization Structure
- Financials
- Financial Calendar
- Insider Trades
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Geo Energy Group is an established and experienced coal mining group operating out of Indonesia. Headquartered in Singapore with a Branch Office in Jakarta, Indonesia, Geo Energy Group was established in 2008. Geo Energy Group currently owns PT Bumi Enggang Khatulistiwa (BEK), the Mining Business License (IUP) owner of a 4,570 hectare coal mining concession area in Kutai Barat, East Kalimantan, and subsidiary companies that are responsible for mining, as well as heavy equipment and machinery procurement and rental.

- Company Background
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WHAT INVESTORS NEED TO KNOW ABOUT PRIVATISATION OFFERS TO BUY OUT SHARES

When it comes to stock investments, the conventional wisdom is that companies list via an initial public offer (IPO) to raise capital from the public.

After that, they use that capital to grow their businesses and reward their shareholders with dividends. As markets are efficient and able to correctly discount future prospects based on all available current information, investors benefit from rising share prices.

The problem is that reality is far removed from conventional wisdom. For one thing, markets are far from efficient and none more so than Singapore's – liquidity has been dwindling over the years and, what little there is, is mostly concentrated in blue chips and speculative small caps.

This means that hundreds of companies – mainly mid-caps – in between these two extremes suffer from low trading volume, which in turn has led to their share prices being depressed and, in all likelihood, undervalued for lengthy periods.

An inefficient market and weak conditions have prompted many majority shareholders of the affected firms to buy up the shares and privatise the companies. When doing so, the reasons are almost always the same – they have no need for further capital raising and their managements say they want greater flexibility to run their businesses.

In order to privatise, the majority shareholders have to make fair and reasonable offers to minority holders. Of course, such offers would not be made when share prices are sky-high – after all, it would not make sense to list a company at a particular price and then buy out everyone later at a much higher price. In other words, privatisation offers will surely be set as low as possible.

continued... [What Investors Need To Know About Privatisation Offers To Buy Out Shares]

The crux of the issue, therefore, is that given an inevitable low buyout price, how does one gauge whether it really is fair and reasonable to minorities?

What the Securities Investors Association (Singapore), or Sias, has encountered in almost all privatisation offers is that prices can best be described as “lowball”, yet in most cases they were deemed “fair and reasonable” by independent financial advisers (IFAs). In one case, although the price was judged to be “not fair but reasonable”, the recommendation was still to accept it.

Many retail shareholders who may have done their research and bought into fundamentally good companies, possibly from the IPO stage, and who may have continued to support those firms through the years, have thus been forced to surrender their shares at unattractively low prices.

Consider, for example, the case of Indonesian palm oil firm Global Palm Resources, whose initial IPO price was a 118 per cent premium over the net asset value (NAV) during the listing in 2010. But its recent privatisation is at a 19 per cent discount to current NAV.

In the intervening 13 years, the company’s revenue has more than doubled since the IPO, while earnings before interest, taxes, depreciation and amortisation were roughly 50 per cent higher.

Consider, also, the ongoing privatisation of Indonesian coal miner Golden Energy and Resources (Gear). Small shareholders could quite reasonably be expected to have bought into the company not only because of its own prospects, but also because of its stakes in attractive Australian subsidiaries.

One such investment has seen its share price rise sharply in recent months, yet Gear’s privatisation offer appears to have hugely discounted the value of those stakes.

So what should retail investors do when confronted with a privatisation offer?

1. Understand the process of selecting and appointing the independent financial adviser

The IFA, which has to pass judgment on fairness and reasonableness, is

continued on next page...

continued... [What Investors Need To Know About Privatisation Offers To Buy Out Shares]

appointed and paid by the target company, which in turn may be already controlled by the offeror.

Until this issue of ensuring true independence is addressed, individual shareholders should view IFA reports and conclusions through a sceptical lens.

2. Assess the methodologies employed by IFAs

For instance, should an asset-rich company be valued using earnings, or would it make more sense to value it relative to net asset value?

If the target company has been compared with supposed peers in the same industry, are those comparisons reasonable? Are the comparable companies from the Singapore market, or elsewhere?

3. Understand what is 'fair and reasonable'

According to the Securities Industry Council (SIC), an offer is "fair" if the price is equal to, or greater than, the value of the securities that are subject to the offer.

In considering whether an offer is "reasonable", the SIC has said that other matters should be considered, including the existing voting rights in the offeree company held by the offeror and parties acting in concert with it, and the liquidity of the shares.

These two descriptions came into play in the case of Boustead Singapore's offer for Boustead Projects, where the offer was deemed "not fair but reasonable". The reason it was "not fair" was that it was not within the IFA's final estimated valuation range of between \$1.17 and \$1.38 for the shares.

Also, the price represented a discount of 29.6 per cent to the target base price of \$1.35 of the latest broker research report available. The IFA also said the premia implied by the offer price over the company's historical volume-weighted average price were lower than the mean and median premia of the precedent privatisation transactions.

However, reasons for deeming the 95 cents "reasonable" included the fact that it was a premium to the historical traded prices of the shares over the one-year, six-month, three-month and one-month periods.

continued on next page...

continued... [What Investors Need To Know About Privatisation Offers To Buy Out Shares]

4. Understand the limitations of the IFA opinion

It is perhaps not well understood that the opinion of the IFA does not consider the commercial merits of the offer. The IFA does not evaluate the rationale for, or the strategic or long-term merits of, the offer, or the future prospects of the company and/or the group.

The IFA also fully relies on information provided and representations made, including relevant financial analyses and estimates, by the management and directors, for which they do not independently verify and do not make any representation or warranty, express or implied, and do not accept any responsibility for the accuracy, completeness or adequacy of such information, representation or assurance.

The IFA also does not consider the specific investment objectives, financial situation, risk profiles or unique needs and constraints of the shareholders.

5. Approach Sias

In recent months, Sias has successfully appealed for offers to be raised in the case of Boustead Projects and construction firm Lian Beng, on the grounds that the original offers were patently not fair or reasonable.

Minorities should know that Sias will evaluate privatisation attempts from a truly objective perspective and will not stand by and allow exploitative offers to pass unchallenged.

6. Make up your mind based on the situation

Some investors may have urgent need for cash and would therefore be happy to accept whatever “lowball” offer that has been tabled. Others may fear ending up owning shares in an unlisted company and, feeling backed into a corner, might reluctantly accept the offer.

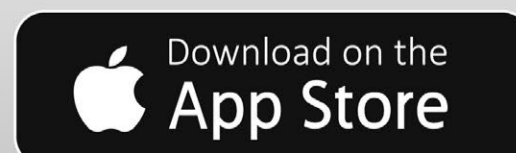
Ultimately, the decision to accept or reject an offer rests with each individual, so it would be best for minority shareholders to do their homework and take note of these guidelines when making up their minds.

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Data extracted from WebPro, accurate as at yesterday

Effective Change Date (Notice Date)	Stock Name	Buyer / Seller Name (Classification ^a)	Security Types ^b	Acquired / (Disposed) ['000]			Price	Closing Price ^d	No. of Shares After Trade ['000]			
				Direct	Deemed	Total			Direct	Deemed	Total	% Held ^c
19 Jun 2023 (21 Jun 2023)	Ascent Bridge ^a	Qiu Peiyuan [Dir/CEO]	S/U	5		5	0.500		120	1,000	1,120	1.290
16 Jun 2023 (21 Jun 2023)	IHH	EMPLOYEES PROVIDENT FUND BOARD [SSH]	S/U	129		129	1.710		895,244		895,244	10.165
20 Jun 2023 (21 Jun 2023)	JEP	Andy Luong [Dir/CEO]	S/U	200		200	0.325		2,620	305,037	307,657	74.480
20 Jun 2023 (21 Jun 2023)	YKGI	Seah Boon Lock [Dir/CEO]	S/U		83	83	0.133			330,240	330,240	77.700
20 Jun 2023 (21 Jun 2023)	YKGI	Seah & Family Pte. Ltd. [SSH]	S/U	83		83	0.133		330,240		330,240	77.700
19 Jun 2023 (20 Jun 2023)	MDR Limited	Mark Leong Kei Wei [Dir/CEO]	S/U	0.3		0.3	0.070	0.070	1,531	715	2,246	0.250
16 Jun 2023 (20 Jun 2023)	Mapletree Log Tr	BlackRock, Inc. [SSH]	S/U		270	270	1.720			247,261	247,261	5.000
19 Jun 2023 (20 Jun 2023)	JEP	Andy Luong [Dir/CEO]	S/U	300		300	0.330		2,420	305,037	307,457	74.440
15 Jun 2023 (20 Jun 2023)	IHH	EMPLOYEES PROVIDENT FUND BOARD [SSH]	S/U	144		144	1.680		895,115		895,115	10.164
19 Jun 2023 (20 Jun 2023)	Great Eastern	Oversea-Chinese Banking Corporation Limited ("OCBC") [SSH]	S/U	2,346		2,346	17.200		418,357	74	418,431	88.404
15 Jun 2023 (19 Jun 2023)	UtdHampshReitUSD	James E. Hanson II [Dir/CEO]	S/U		-405	-405	0.430	0.420		3,906	3,906	0.682
16 Jun 2023 (19 Jun 2023)	DFIRG USD	Scott Anthony Price [Dir/CEO]	S/U	12		532	2.780					
19 Jun 2023 (19 Jun 2023)	Digilife Tech	Spice Bulls Pte. Ltd. [SSH]	S/U		40	40	2.090		1,276	1,523	2,799	20.900
19 Jun 2023 (19 Jun 2023)	Digilife Tech	Smart Co. Holding Pte. Ltd. [SSH]	S/U		40	40	2.090		411	6,438	6,848	51.160
19 Jun 2023 (19 Jun 2023)	Digilife Tech	Dr Bhupendra Kumar Modi ("Dr Modi") [Dir/CEO]	S/U		40	40	2.090		805	6,891	7,696	57.490
16 Jun 2023 (19 Jun 2023)	Aztech Gbl	Azventure Investments Pte. Ltd. [SSH]	S/U	-542,198		-542,198	0.725					
16 Jun 2023 (19 Jun 2023)	Aztech Gbl	AVS Investments Pte. Ltd. [SSH]	S/U		-542,198	-542,198	0.725					
19 Jun 2023 (19 Jun 2023)	TrickleStar	CHUAH JERN ERN [Dir/CEO]	S/U,R/O/W	36		36	0.180		1,084	854	1,939	2.320
19 Jun 2023 (19 Jun 2023)	TrickleStar	JEREMY JOHN FIGGINS [Dir/CEO]	S/U,R/O/W	70		70	0.180		274		274	0.330
19 Jun 2023 (19 Jun 2023)	TrickleStar	GUNANANTHAN NITHYANANTHAM [Dir/CEO]	S/U,R/O/W	98		98	0.180		7,838		7,838	9.380
19 Jun 2023 (19 Jun 2023)	TrickleStar	LING HEE KEAT [Dir/CEO]	S/U,R/O/W	36		36	0.180		1,934	2,074	4,008	4.790
16 Jun 2023 (19 Jun 2023)	Sing Inv & Fin	LEE SZE SIONG [Dir/CEO]	S/U	32		32	1.000		1,062	71,140	72,202	30.537
16 Jun 2023 (19 Jun 2023)	YKGI	Seah Boon Lock [Dir/CEO]	S/U		200	200	0.135			330,157	330,157	77.680
16 Jun 2023 (19 Jun 2023)	YKGI	Seah & Family Pte. Ltd. [SSH]	S/U	200		200	0.135		330,157		330,157	77.680
14 Jun 2023 (19 Jun 2023)	IHH	EMPLOYEES PROVIDENT FUND BOARD [SSH]	S/U	-2,445		-2,445	1.680		894,971		894,971	10.162
16 Jun 2023 (19 Jun 2023)	PNE Industries	Tan Koon Chwee [Dir/CEO]	S/U	9		9	0.760		9,360		9,360	11.150
15 Jun 2023 (19 Jun 2023)	PNE Industries	Tan Koon Chwee [Dir/CEO]	S/U	16		16	0.695		9,351		9,351	11.140
16 Jun 2023 (19 Jun 2023)	KepPacOakReitUSD	Lawrence David Sperling [Dir/CEO]	S/U	14		14	0.362	0.310	385		385	0.037
16 Jun 2023 (19 Jun 2023)	KepPacOakReitUSD	Kenneth Tan Jhu Hwa [Dir/CEO]	S/U	46		46	0.362	0.310	496	250	746	0.071
16 Jun 2023 (19 Jun 2023)	KepPacOakReitUSD	Sharon Riley Wortmann [Dir/CEO]	S/U	35		35	0.362	0.310	35		35	0.003

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IR Announcements



Rex: Oman & Norway Production Update For May 2023.

Masirah Oil announced that gross production in May 2023 from the Yumna Field in offshore Block 50 Oman, amounted to an average of 4,287 stock tank barrels per day over 31 days. Lime Petroleum AS announced that oil production in May from the Brage Field in Norway, net to LPA, amounted to 4,022 barrels of oil equivalent per day.

<http://rex.listedcompany.com/news.html/id/2445092>

LHN: Receives Notice Of Intention To Make A Voluntary Conditional General Offer For Its Logistics Subsidiary.

Subject to the fulfilment of certain pre-conditions and the offer being made, LHN expects a gain on disposal of S\$21 million from an all-cash offering for its Logistics subsidiary. The offer represents a premium over LHN Logistics' pre-offer market price. If completed, the transaction is expected to generate S\$32 million in cash proceeds, equivalent to 23% of LHN's market capitalisation.

<http://lhngroup.listedcompany.com/news.html/id/2444968>



OUE Commercial REIT: Completes 2023 Refinancing With Third Sustainability-Linked Loan, Increasing Sustainability Financing To 70% Of Total Debt.

One of the highest amongst S-REITs, with 69.6% of borrowings in the form of sustainability-linked loans based on total debt as at 31 March 2023. No further refinancing requirement until 2025 with 3rd SLL of S\$430 million. Post refinancing, pro forma weighted average term of debt as at 31 March 2023 will lengthen to 3.2 years from 2.7 years.

<http://ouect.listedcompany.com/news.html/id/2445351>

HRnetGroup: Wins Again Singapore's Best Managed Companies 2023.

HRnetGroup Limited is pleased to announce that for the second year in-a-row, the Group is a winner of Southeast Asia Best Managed Companies, Singapore. The Best Managed Companies program is an awards program recognizing privately held companies for their organizational success and achievement. The program provides a distinct framework for management teams to challenge themselves and benchmark against some of the best private companies in the world.

<http://hrnetgroup.listedcompany.com/news.html/id/2444948>



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CAREER WITH US

ShareInvestor Singapore is a technology company with offices in the region. The company provides Online Investor Relations and Corporate Website Design services to public listed companies (B2B). It also offers Subscription (SAAS) and Investor Education to retail investors (B2C). More information about the company can be found at www.shareinvestorholdings.com. We are looking for a suitably experienced, matured and dynamic candidate to join our Singapore operations.

Position:
Sales Manager
*Online Investor Relations
& Website Design*

Job Responsibilities

Reporting to the Director - Investor Relations, you will be:

- Responsible for the full sales cycle from initial client contact to presentation, contract negotiation and closing of sales.
- Responsible for identifying new clients and very comfortable with making calls for sales presentations.
- Assigned to manage existing client accounts and maintain excellent relationships for contract renewals and to up-sell new business solutions.
- Required to meet and exceed Quarterly & Annual sales targets and KPIs.
- Coordinating internal resources for service delivery and monitor clients' satisfaction to ensure quality of service fulfilment.
- Working as part of a dynamic sales team where high performance will be highly rewarded.

Job Requirements

- Minimum 3-5 years of working experience in sales with strengths in writing, pitching, negotiating & closing sales.
- Degree/Diploma in any discipline.
- Knowledge in Investor Relations (IR) and/or Public Relations (PR) will be an advantage.
- Independent and career minded.
- Results oriented and performance driven.
- Possess good interpersonal and communication skills.

Compensation scheme

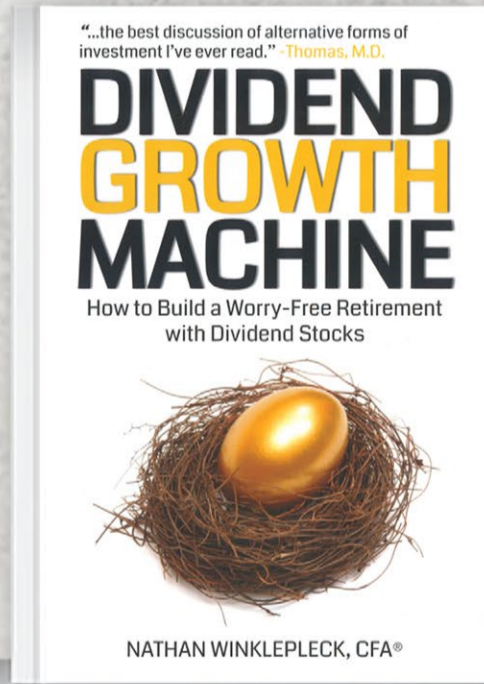
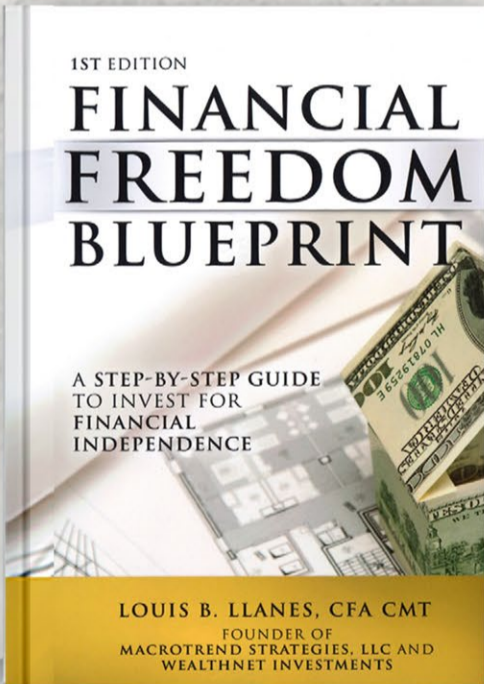
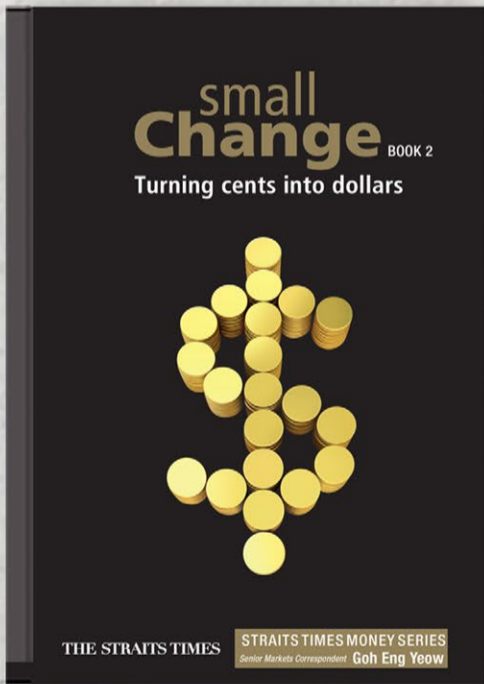
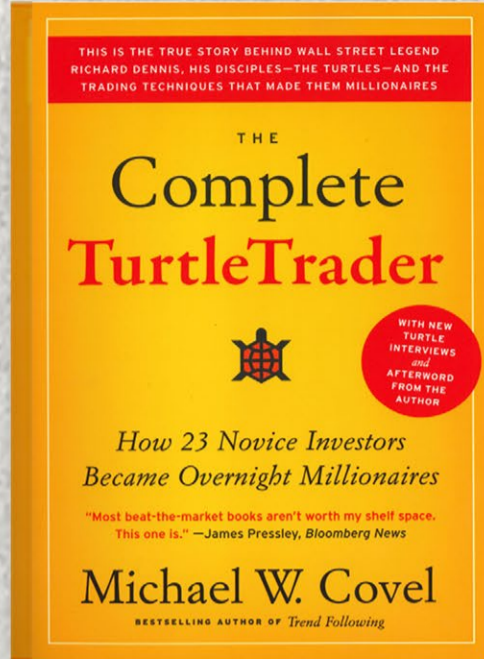
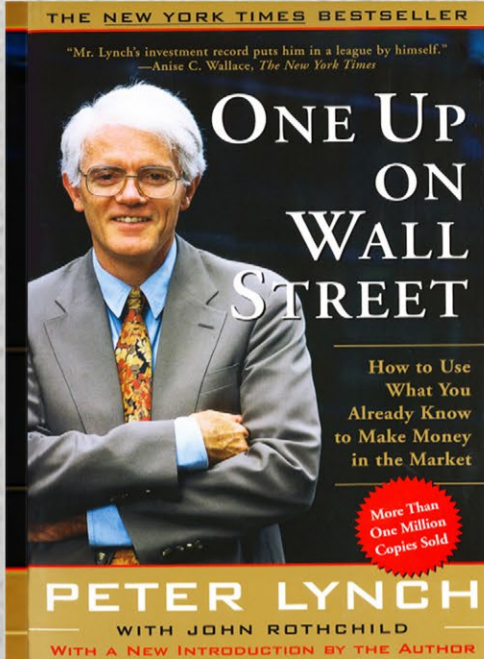
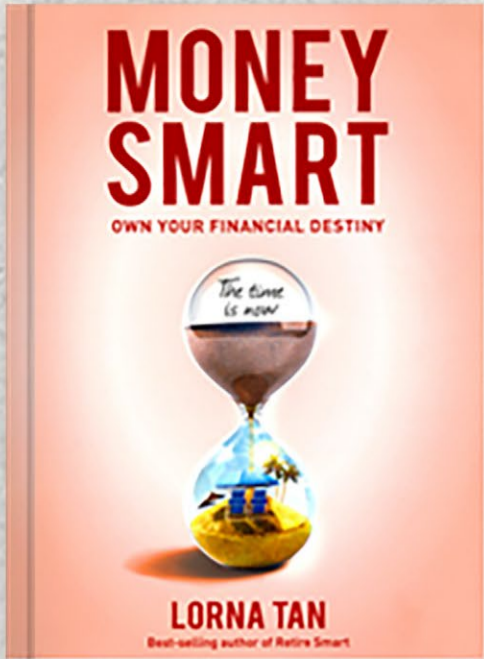
- Hybrid working arrangement: Work from home option on Mondays or Fridays (*but subject to change by management*).
- Attractive basic salary, incentive scheme plus entertainment, travelling & mobile phone allowance.
- Annual performance review with opportunity for career advancement.
- Opportunity to collaborate with colleagues from other ASEAN countries and cultures.

If you are interested to apply, please send your updated resume, current and expected salary, and a recent photograph. Send your application via email to yanjing.zhao@shareinvestor.com before **31st May 2023**.

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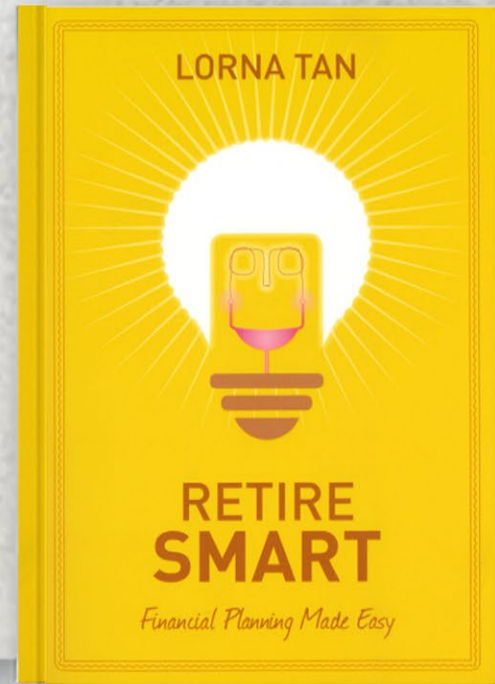
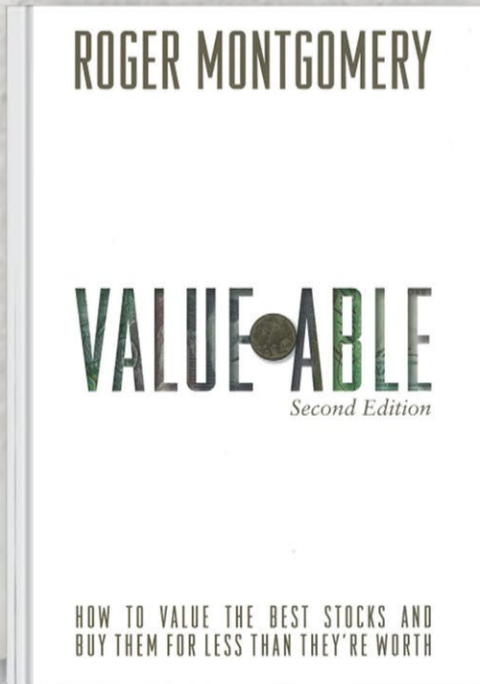
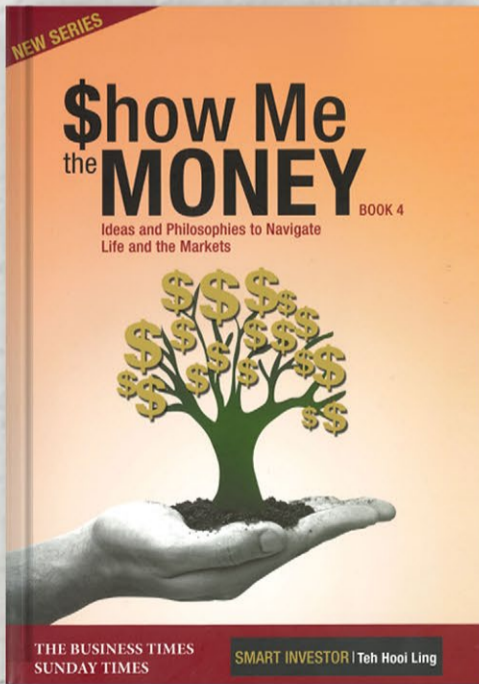
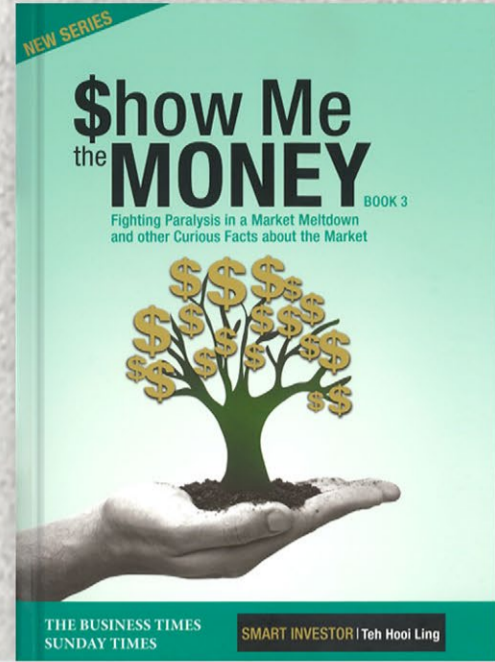
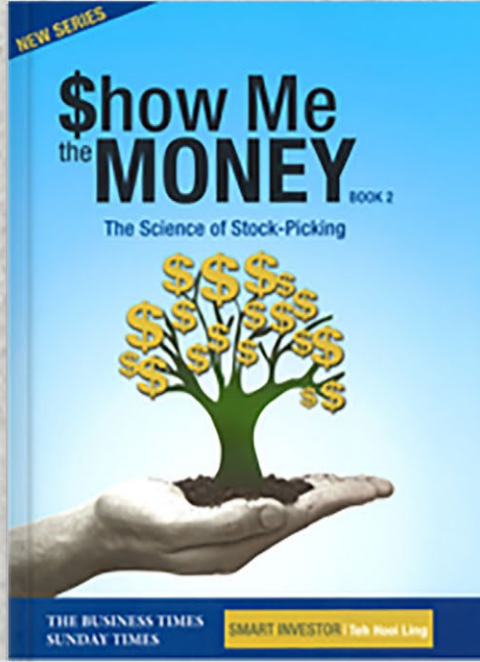
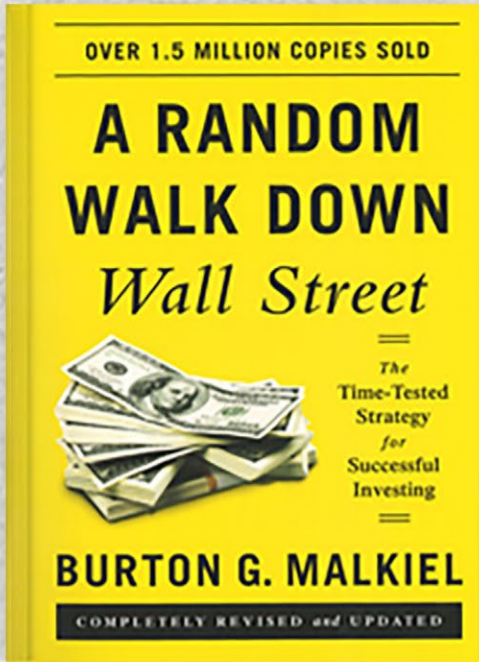


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