USP

Corporate Presentation
November 2017



About USP Group

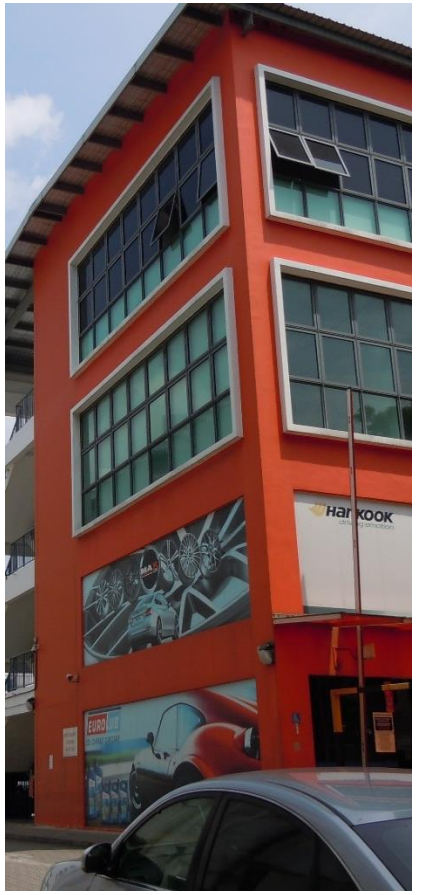
- USP Group Limited was listed on the mainboard of the Singapore Stock Exchange (SGX) as Unionmet (Singapore) Limited in 2007.
- 2013 – Change in management and shareholding.
- 2015 - Company renamed as USP Group Limited.
- Group has diverse business sectors with net assets of over S$52mil as of 30th Sep 2017.

Business Sectors

- Distributorships and Dealerships
- Calibration of Environmental Equipment
- Property Investments
- Recycling of Waste Oil



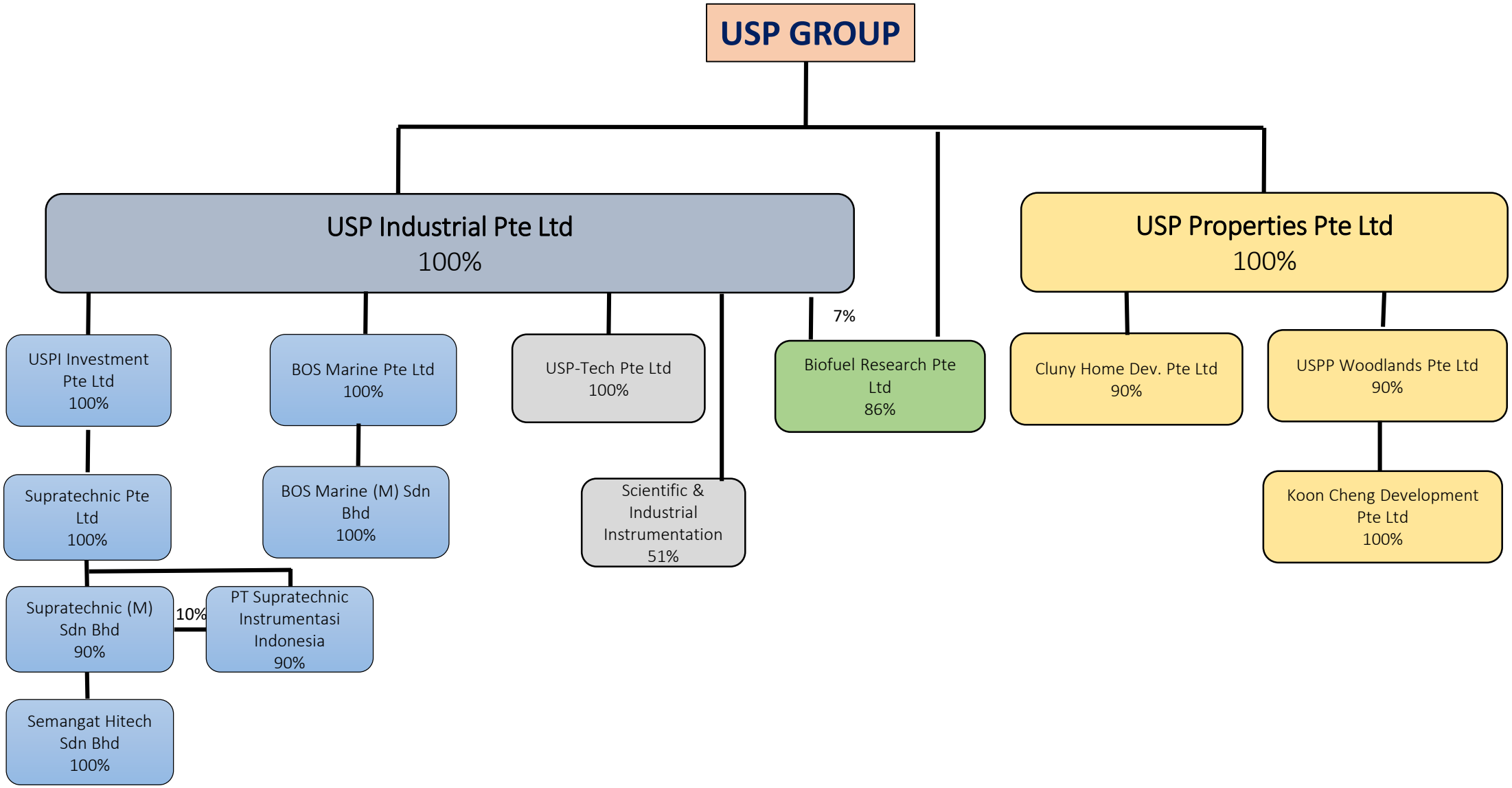




Our Vision

To be a leading player in the diversified business sectors, namely, distributorships, property, biofuel and calibration of equipment

As of 17 Nov 2017



Distributorships

Calibration of environmental equipment

Recycling of waste oil

Property investments

History



2004 Incorporated as a manufacturer and trader of zinc oxide and zinc carbonate with principal operations in Guangxi, China.



2007 Listed on SGX mainboard as Unionmet (Singapore) Limited



2013 Change in management and shareholding



2014 Acquisition of oil blending business and divestment of loss-making mineral trading business



2016 Investments into Property business and acquisition of Koon Cheng Development of 8,560 sqm GFA with gross yield > 10%

History



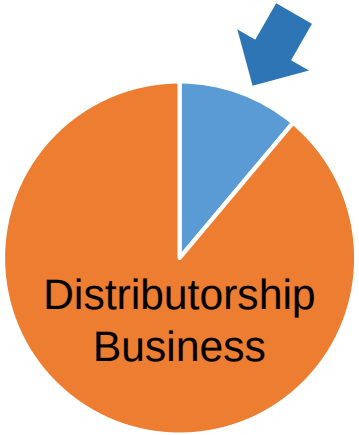
2016 Investment into the distributorship business by acquiring 100% of the Supratechnic Group.

Calibration of environmental equipment



Distributorship





Distributorships and Dealerships

Sole distributor for Mercury Marine in Singapore, Malaysia, Indonesia and Brunei. This represents more than 80% of total group revenue.



Distributorships and Dealerships

Products - Mercury





Products - Boats



Williams Jet Tenders – UK



AB Inflatable Boats – Colombia



Safe Boats – USA



Sillinger Inflatable Boats – France

Products – Sports and Leisure



Cayago Seabob - Germany

Quadski – Gibbs Sports Amphibians – USA



Products – Marine Electronics



Raymarine Marine Electronics – UK



Navionics – Italy

Products – Marine Accessories



SonicShield Intelligence Antifouling – UK



Seafirst Hydraulic Steering – South Korea



Multiflex Steering System and Control Cable – India

Products – Air Purifier





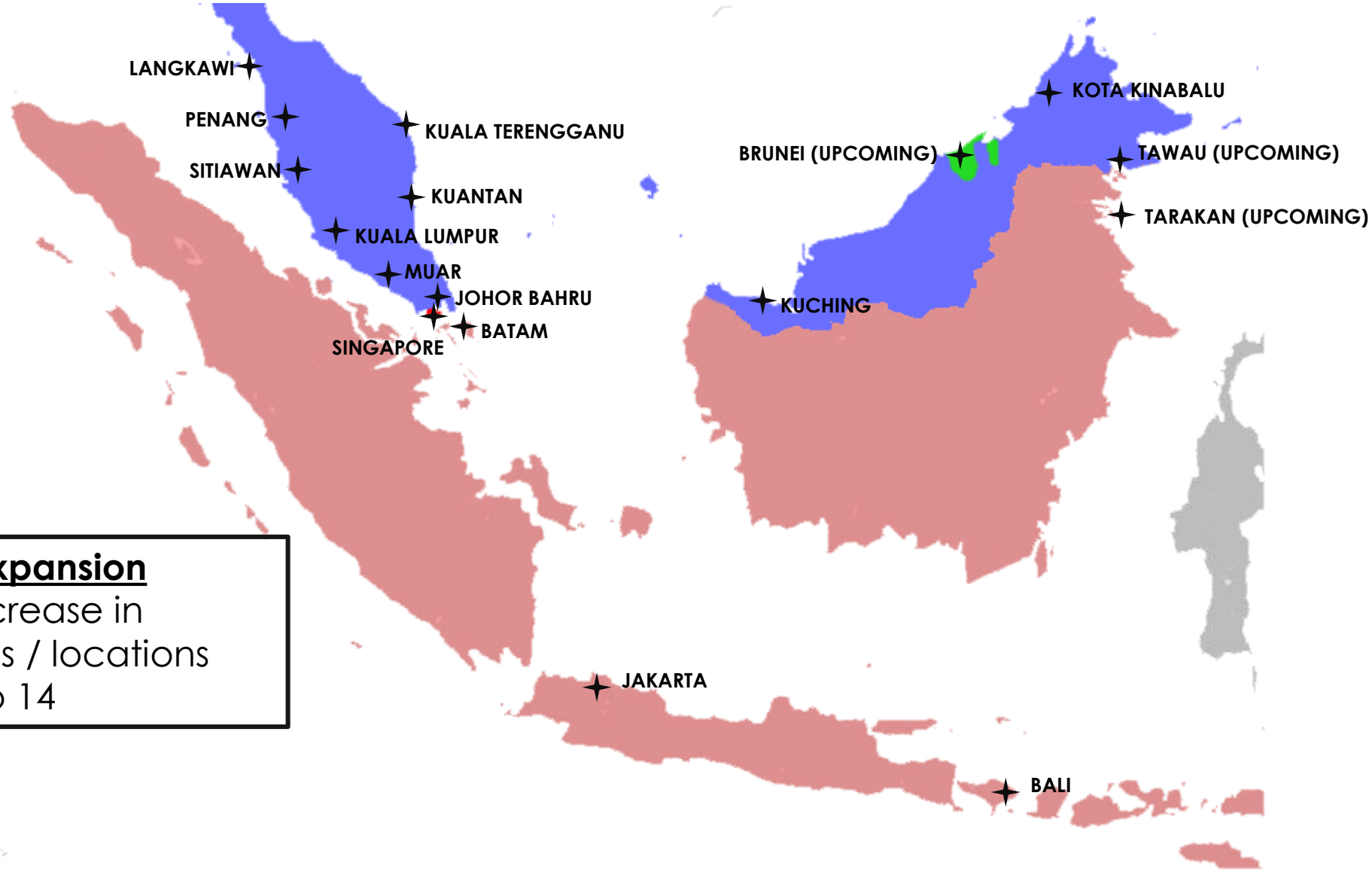
Marine Products

- Sole distributor of Mercury Marine products in Singapore, East and West Malaysia, Brunei and Indonesia.
- Also supply and service engines, boats and vehicles to fishermen, transport operators and government agencies.
- More than 50 years of experience in regional wholesale and trading.
- 90% of sales from outboard motors with more than 50 dealers in Singapore, East and West Malaysia and Indonesia.





Branches and Locations



Regional Expansion

- Y.O.Y increase in branches / locations from 7 to 14

Marine products

- Sole distributor for WaterCar in Singapore, Indonesia and Malaysia.
- Distributor for AB Inflatables, Sillinger, Raptor and Williams.





Calibration of Environmental Equipment

KAYE AMPHENOL

BACHARACH
The Measurable Difference

IABEC



Huba Control
FOR FINE PRESSURE AND FLOW MEASUREMENT

E+E ELEKTRONIK Ges.m.b.H.
YOUR PARTNER IN SENSOR TECHNOLOGY

IQAir
First in Air Quality

Calibration of Environmental Equipment

- **Environmental and Building Products:** The Group has exclusive distribution rights in Singapore and Indonesia for IQ Air, a world leading Swiss air filter manufacturer for consumers and the medical industry.

- **Industrial and Instrumentation**: Distributor for pharmaceutical and lab calibration devices.

Property Investments

Total market value of all properties:

$68.0m as of 30th Sept 2017



Property Investments

Facilities owned:

- Owns 16A and recently acquired 16 Joo Koon Circle
- Total land area of 16&16A Joo Koon Circle: 7,350sqm with GFA over 10,000sqm.
- Plans to develop a new office for Supratechnic with expected investment of SGD21 mil



Property Investments

Facilities owned:

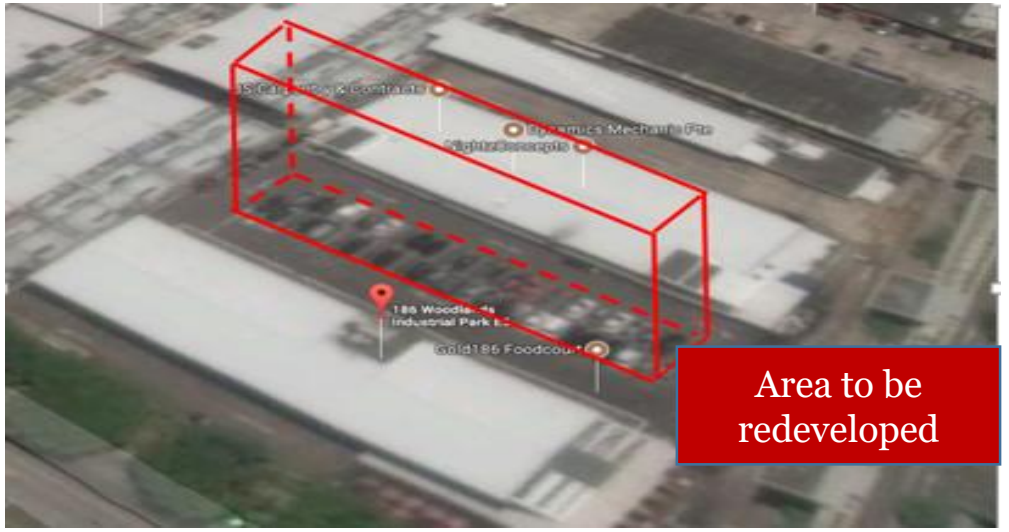
- Owns 2 Tuas South Street 15
- Land size 11,296sqm
- Dormitory to house 48 workers
- Over 2,000mt storage capacity



Property Investments

182 184 186 Woodlands Industrial Park E5 757515		
Land Size	:	8,580sqm
GFA	:	8,560sqm
Facilities	:	3 blocks of buildings including workshops, offices and dormitories
Rental Yield	:	11%
Valuation	:	S$33.2m
Future Plans	:	Increase its plot ratio from 1 to 2.5, a 12,870sqm increase in GFA. Valuation over S$70m after completion





Property Investments

71 Blandford Drive, Singapore 559863		
Land Size	:	280sqm
GFA	:	280sqm
Description	:	Residential Semi-D project
Expected TOP	:	Dec 2017
Valuation	:	S$3.7m



149 Residence Tower, Woodberry Grove, London, N4 2BS		
Description	:	Flat unit at city of London
Valuation	:	GBP0.6mil (SGD1.08mil)



Garden Tower 1 25G Manila, Philippines		
Description	:	Flat unit at the center of Manila
Expected TOP	:	Feb 2019
Valuation	:	PHP16.5mil (SGD0.44mil)



Recycling Waste Oil

Developing new technologies to process grease into Bio-chemicals and to Biodiesel



Recycling Waste Oil

- Exclusive partner with PUB Singapore to process greasy water into Bio-chemicals and to Biodiesel

- Partnership with Republic Polytechnic



Financial Information

Financials

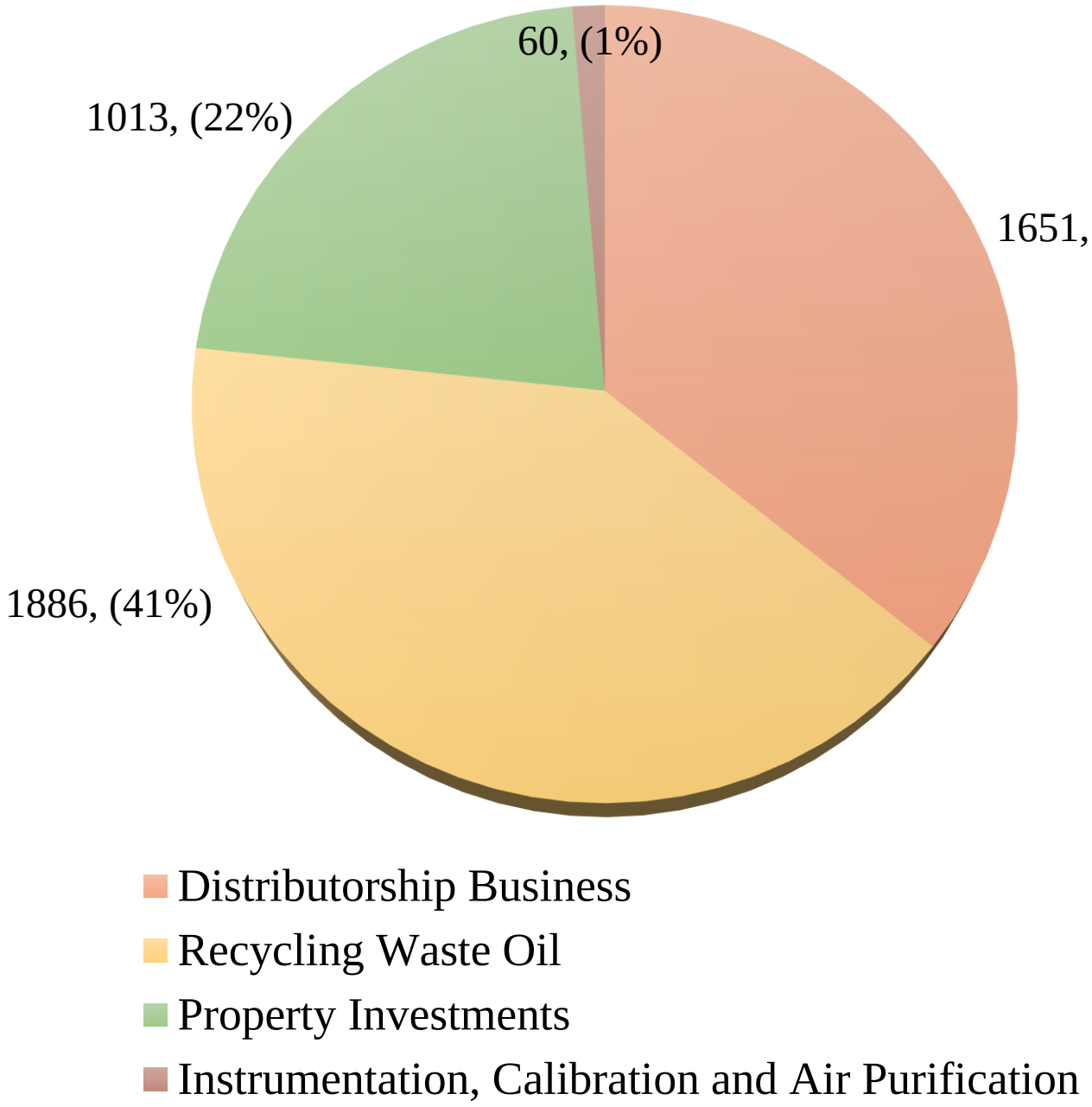
	31/03/2016 ("FY 2016")	31/03/2017 ("FY 2017")	Increase/ (Decrease)
	S$'000	S$'000	%
Revenue	6,819	36,660	437
Gross Profit	2,713	15,879	485
Net Profit	3,495	(5,590)	(260)
EBITDA	5,069	(2,312)	(146)
	30/09/2016 ("1H 2017")	30/09/2017 ("1H 2018")	Increase/ (Decrease)
	S$'000	S$'000	%
Revenue	19,318	21,092	9
Gross Profit	8,285	7,323	(12)
Net Profit	600	(1,173)	(296)
EBITDA	2,596	838	(68)

Financials (cont.)

	Group		
	S$'000		
	FY 2016	FY 2017	30/9/2017
Total Assets	116,920	105,458	110,296

	Group		
	SGD cents		
	FY 2016	FY 2017	30/09/2017
NAV/share	71.12	56.43	54.54

EBITDA by Business Segment FY2017 (S$'000)



Our Strengths

Diversified Business Sectors

Distributorships/dealerships of leading market brands for

- outboard engines
- marine electronics & accessories
- jet tenders
- inflatable boats
- amphibious vehicles



Diversified Business Sectors

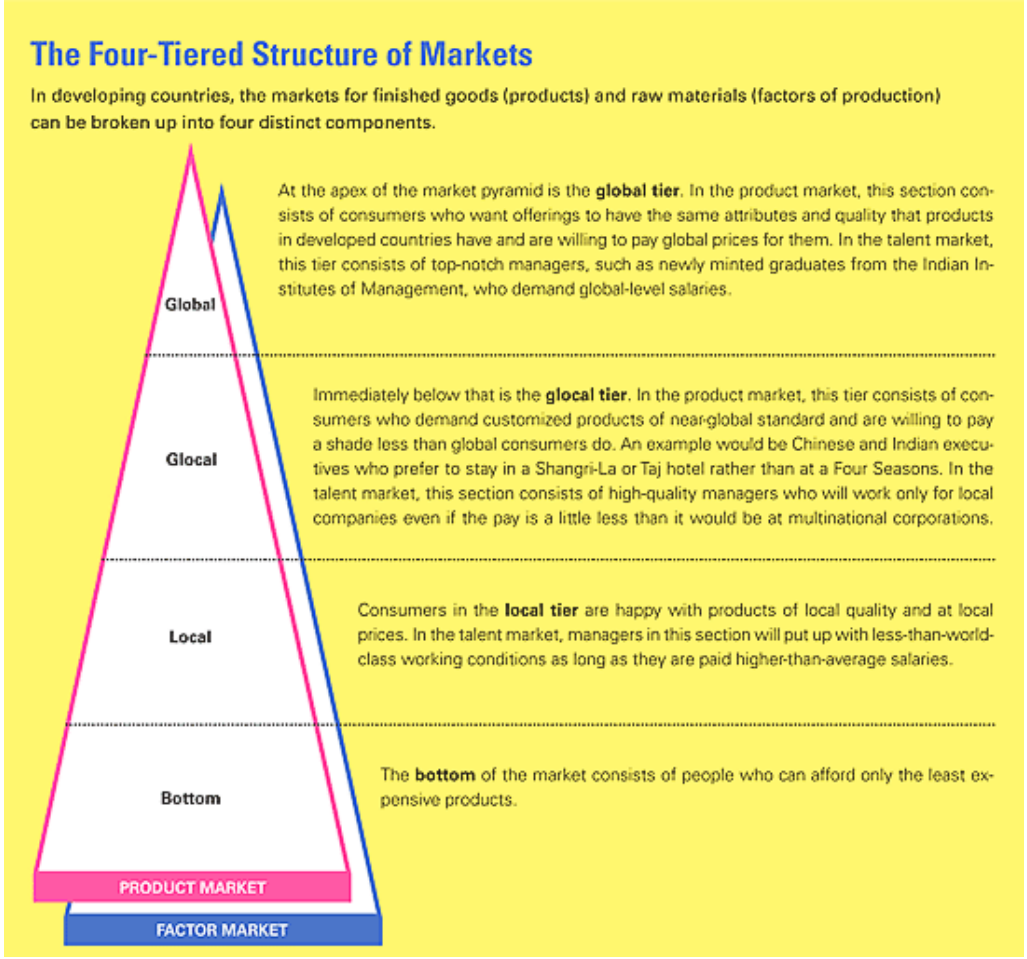
- Calibration of environmental equipment
- Property investments – for own use and for rental income
- Recycling of waste oil – exclusive partner of PUB

Strong Regional Network



Products for Different Market Tiers

- Distribution of brands for all market tiers



Strong Technical Edge

- Owns the technology to convert waste oil into bio-chemicals and to biodiesel.
- Invests in R&D for biofuel production methods.
- Dedicated team of technicians to support distributed products.

Thank You