

SEIZING OPPORTUNITIES



MEMIONTEC
Membrane Ionexchange Technology

MEMIONTEC HOLDINGS LTD.

.....
PREFERRED PARTNER
Water & Wastewater Solutions
.....

**2022 ANNUAL
GENERAL MEETING
29 April 2022**



OUTLINE OF AGM

1. BUSINESS REVIEW
2. FINANCIAL REVIEW
3. STRATEGIES AND FUTURE PLANS

VISION

To be recognised globally as the leading one-stop water technology total solutions provider for water management








1. BUSINESS REVIEW


By: Ms Soelistyo Dewi Soegiharto
(Managing Director)

Corporate Profile

 Memiontec is a **Singapore-based one-stop total solution water treatment company.**

 **Over 20 years of experience in water and wastewater management services** across Singapore, Indonesia and the PRC.   

 Leveraging its in-house design, engineering, fabrication and assembly capabilities, **Memiontec develops reliable, compact, cost-effective, innovative and space-efficient customised water and wastewater treatment solutions across the entire value chain in the water industry.**

 Serving both municipalities and varied industries in Asia, **the Group has developed strong working relationships with both public and private sector customers in the region.**

 Listed on the **Catalist Board of SGX-ST** since March 2020.



Reliable Track Records

Total water & wastewater management solutions provider in Asia with a proven track record for over 20 years

Strong Relationships with Customers

Diverse & established customer base in various core industries, both Public and Private

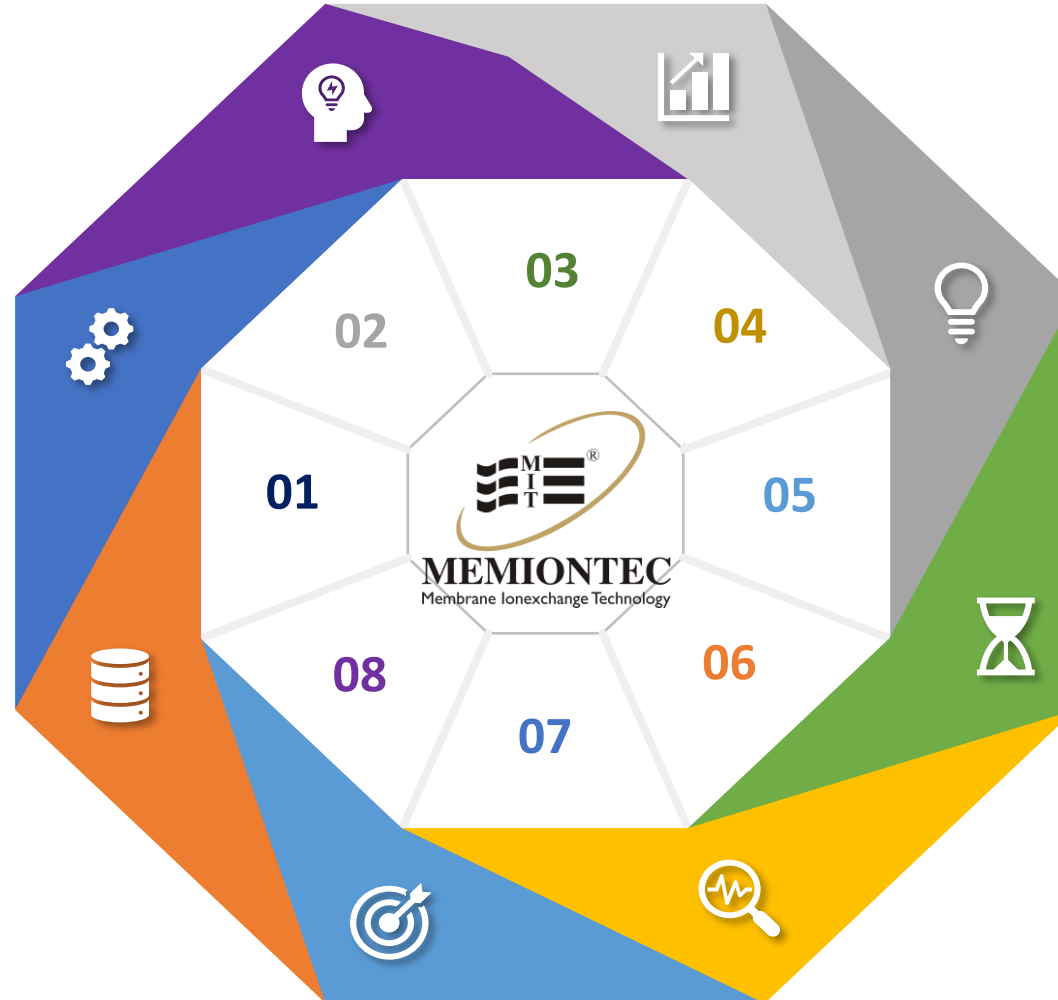
Increasing Demand for Clean Water

Positive growth prospects with resilient water demand in Asia

Returns to Shareholders

Dividend payout of 20% -30%* since IPO

* Subject to shareholders' approval at the upcoming AGM



Synergistic Business Model

Synergistic & diversified business model with business presence across Asia

Competent Management

Professional & qualified management team with over two decades of relevant experience

Strong Financial Performance

Revenue growth with recurring income from investments in BOOT / TOOT projects

Secured Orders

Healthy order book of approximately S\$120 million as at March 2022



MEMIONTEC
Membrane Ionexchange Technology

SEIZING OPPORTUNITIES

Focused on Memiontec's continuous growth and expansion of our capabilities, the sprinters connote our team's commitment in advancing our ambitions globally.

★ China

Singapore

Indonesia

REVENUE BY COUNTRY (S\$'M)



FY2021
S\$45.6M

- Singapore - S\$31.6 (69.3%) ↑ S\$3.8 (13.7%)
- Indonesia - S\$14.0 (30.6%) ↑ S\$7.5 (115.4%)

FY21 vs FY20

Revenue of our 2 core markets (Singapore and Indonesia) continues to grow in FY2021.



FY2020
S\$34.6M

- Singapore - S\$27.8 (80.3%)
- Indonesia - S\$6.5 (18.9%)



Corporate

- **Selected by Enterprise Singapore to participate in the Scale-up SG programme with guidance from consultants such as McKinsey & Company to strengthen our strategic planning.**



Singapore

- **Completion of membrane filtration system project at Tuas South Desalination Plant, the largest desalination plant in South East Asia, with a contract value of S\$33.2 million in Nov'21.**
- **Winning of several key tenders from PUB:**
 - **Odour Control and Air Jumper for DTSS Phase 2 (S\$21.7 million) in Apr'21.**
 - **Replacement of M&E equipment at Jurong Island Sewage Treatment Plant (S\$11.3 million) in Aug'21.**
 - **Installation of membrane bioreactor system and facilities at Changi Water Reclamation Plant Phase 2 (S\$56.6 million) in Mar'22, largest contract to date with PUB.**



Indonesia

- **Commencement of the Sale of Water from the BOOT project at Pekan Baru, Riau, Indonesia in 3Q of FY2021. Upgrading of the existing facility is still on-going.**
- **Hutan Kota BOOT project entered into Phase 2 production in 4Q of FY2021, selling water at 100% of its design capacity.**

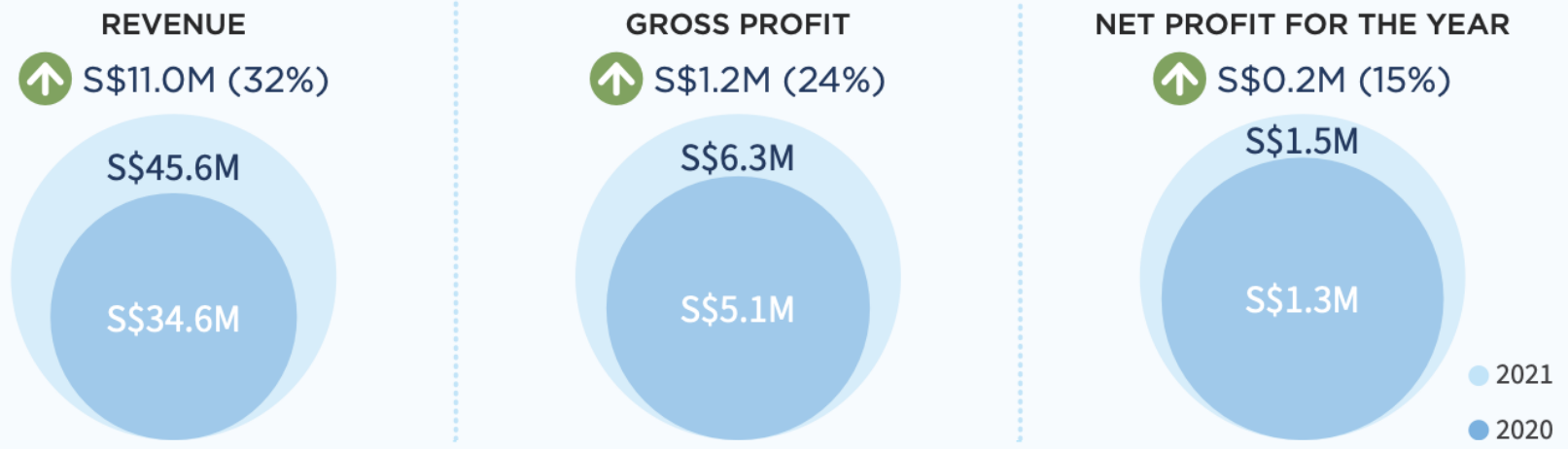
2. FINANCIAL REVIEW

Achieved Record Revenue of S\$45.6 Million with Net Profit Growth of 15% in FY2021

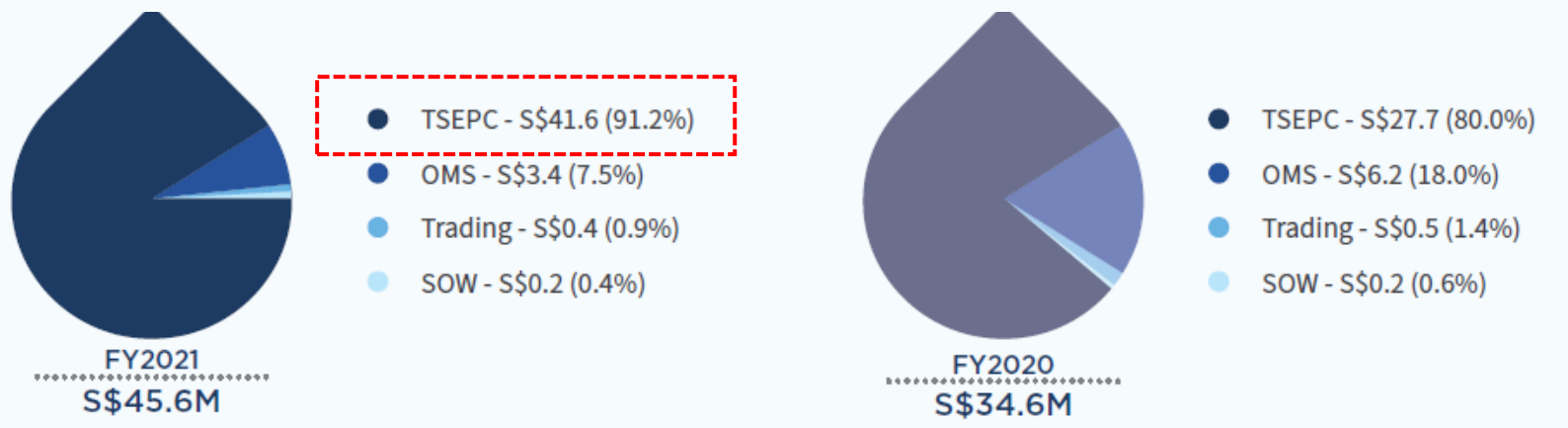
By: Mr Low Kian Beng
(Executive Director)



FINANCIAL PERFORMANCE FOR FY2021 (S\$'M)



REVENUE BY BUSINESS SEGMENT (S\$'M)



2. FINANCIAL REVIEW

Key Financials for FY2021

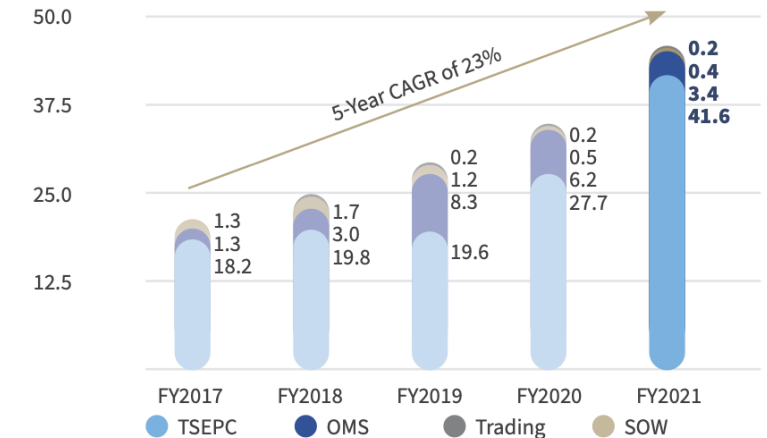


MEMIONTEC
Membrane Ionexchange Technology

FINANCIAL POSITION (All in S\$ million, unless indicated)	FY2017	FY2018	FY2019	FY2020	FY2021
Revenue	20.8	24.5	29.3	34.6	45.6
Gross Profit	3.9	7.2	4.5	5.1	6.3
Profit After Tax	0.7	4.6	0.3	1.3	1.5
Total Assets	15.9	19.5	22.1	37.5	35.5
Cash and Bank Balances	3.2	5.6	4.9	14.5	15.5
Equity	4.9	9.4	9.0	17.1	18.2
Net Cash	1.0	4.1	4.1	9.2	10.2
Operating Cash Flows	2.1	4.0	0.8	0.3	3.0
Financial Ratios	FY2017	FY2018	FY2019	FY2020	FY2021
Gearing Ratio – Net debt/Total equity (%)	44%	16%	9%	31%	29%
Current Ratio – Current assets/Current liabilities	1.20	1.64	1.46	2.07	2.31

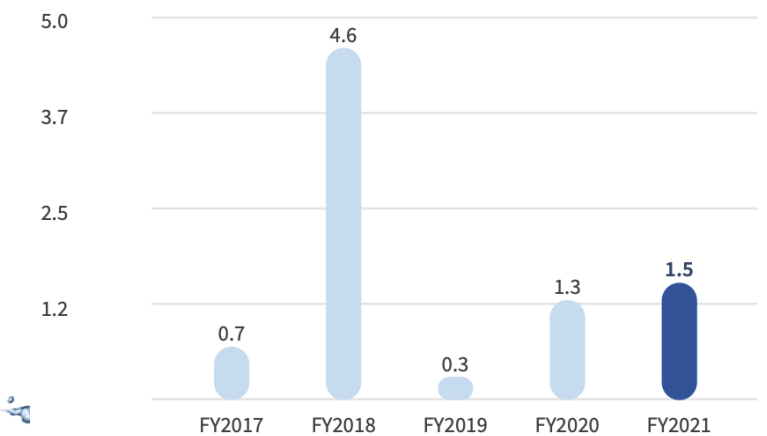
REVENUE BY BUSINESS SEGMENT

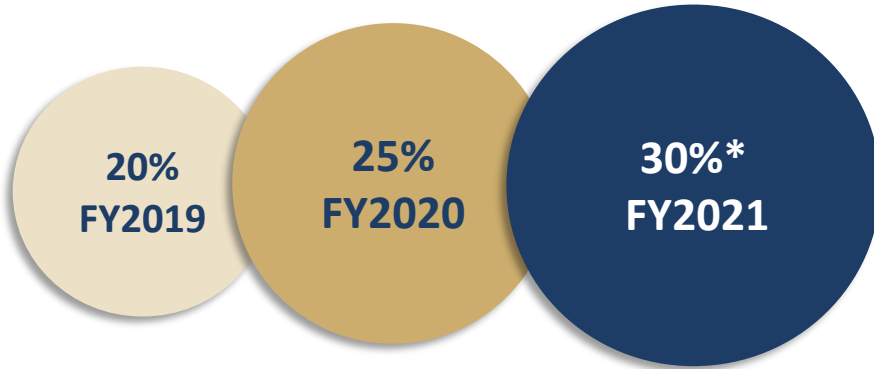
(S\$'million)



PROFIT ATTRIBUTABLE TO OWNERS OF THE COMPANY

(S\$'million)





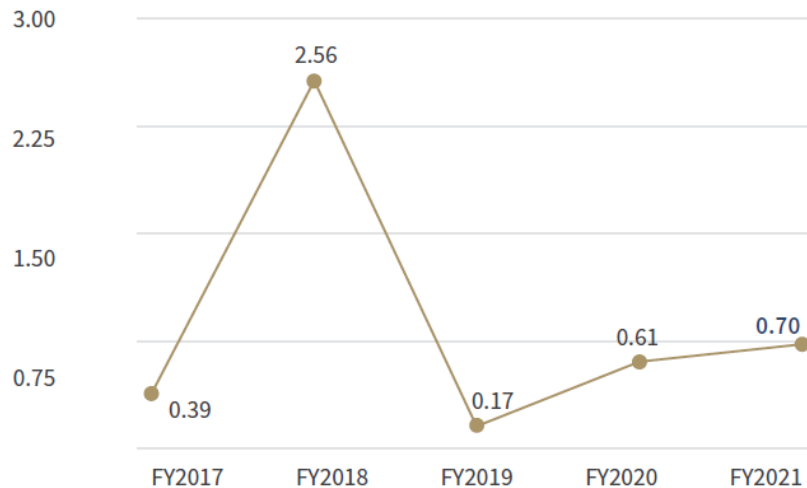
*Subject to shareholders' approval at the upcoming AGM.

Dividend Payout of 20% - 30%*

of Net Profit Attributable to Shareholders
since IPO

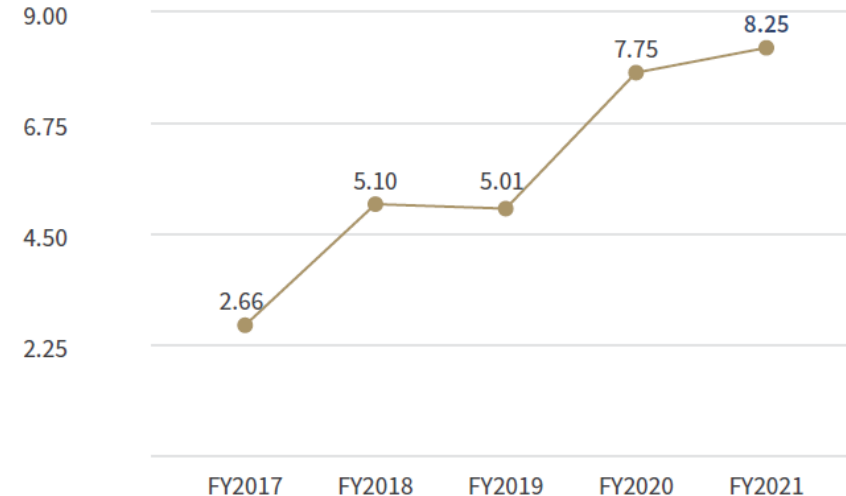
EARNINGS PER SHARE

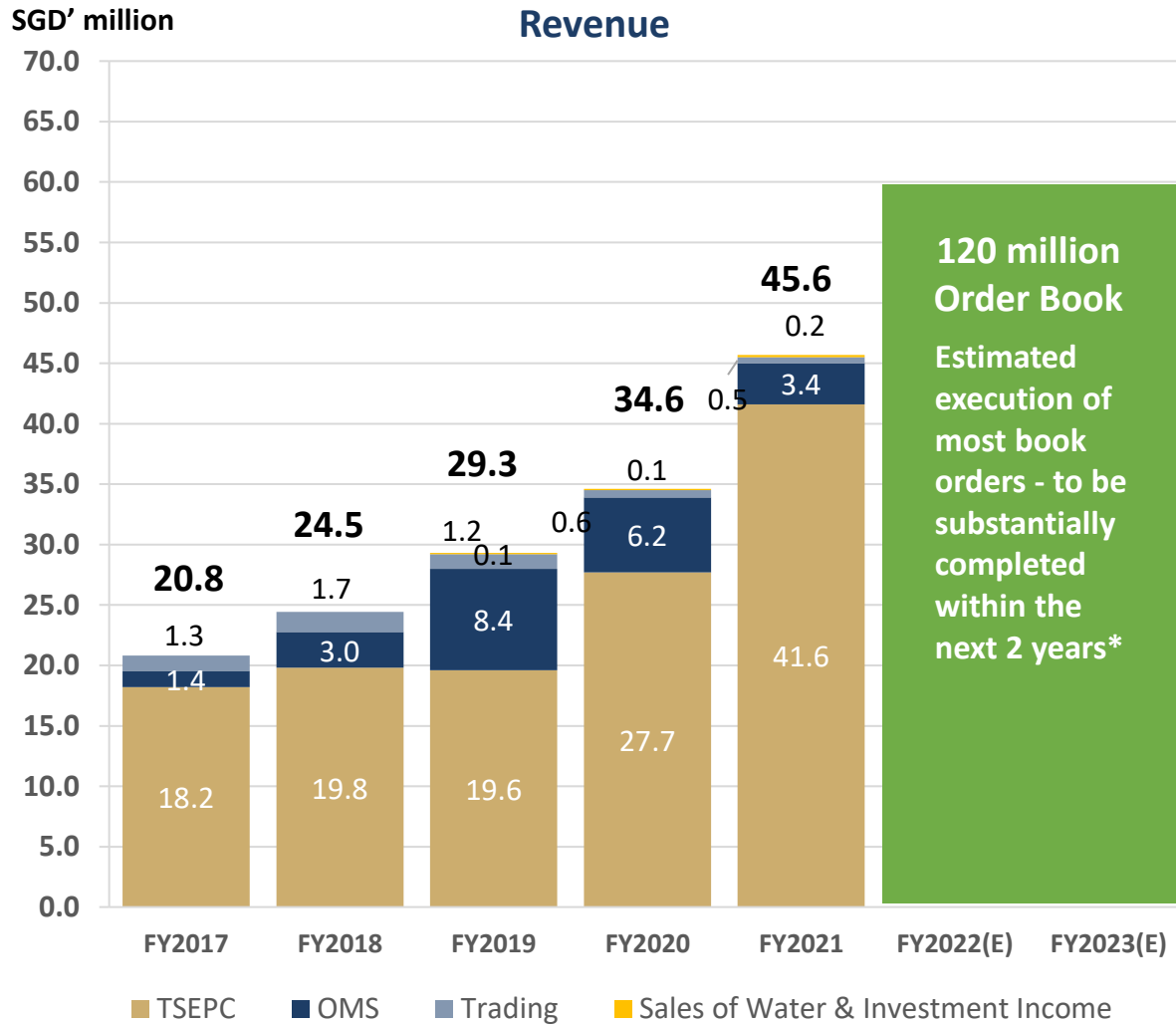
(cents)



NET ASSETS VALUE PER SHARE

(cents)

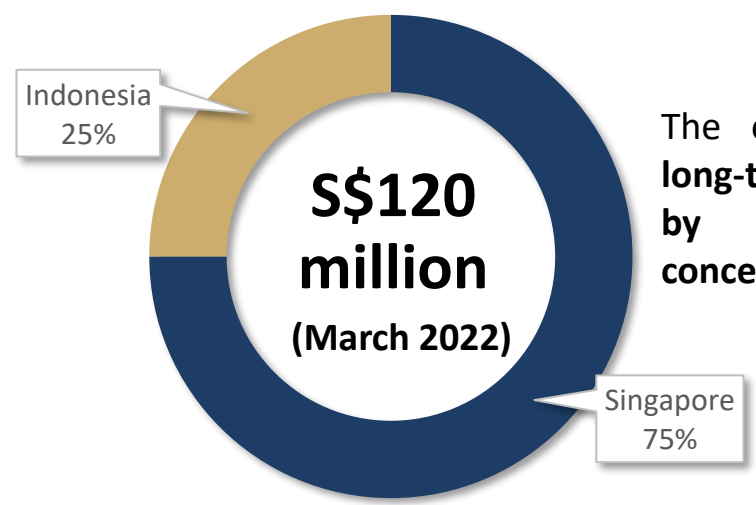




* Based on definitive contracts entered into by the Group and actual results may differ due to any unforeseen, unexpected or unplanned circumstances or events.

Order Book

In March 2022, Memiontec Secured its Largest Contract to date following Award of a New S\$56.6 Million Contract by PUB

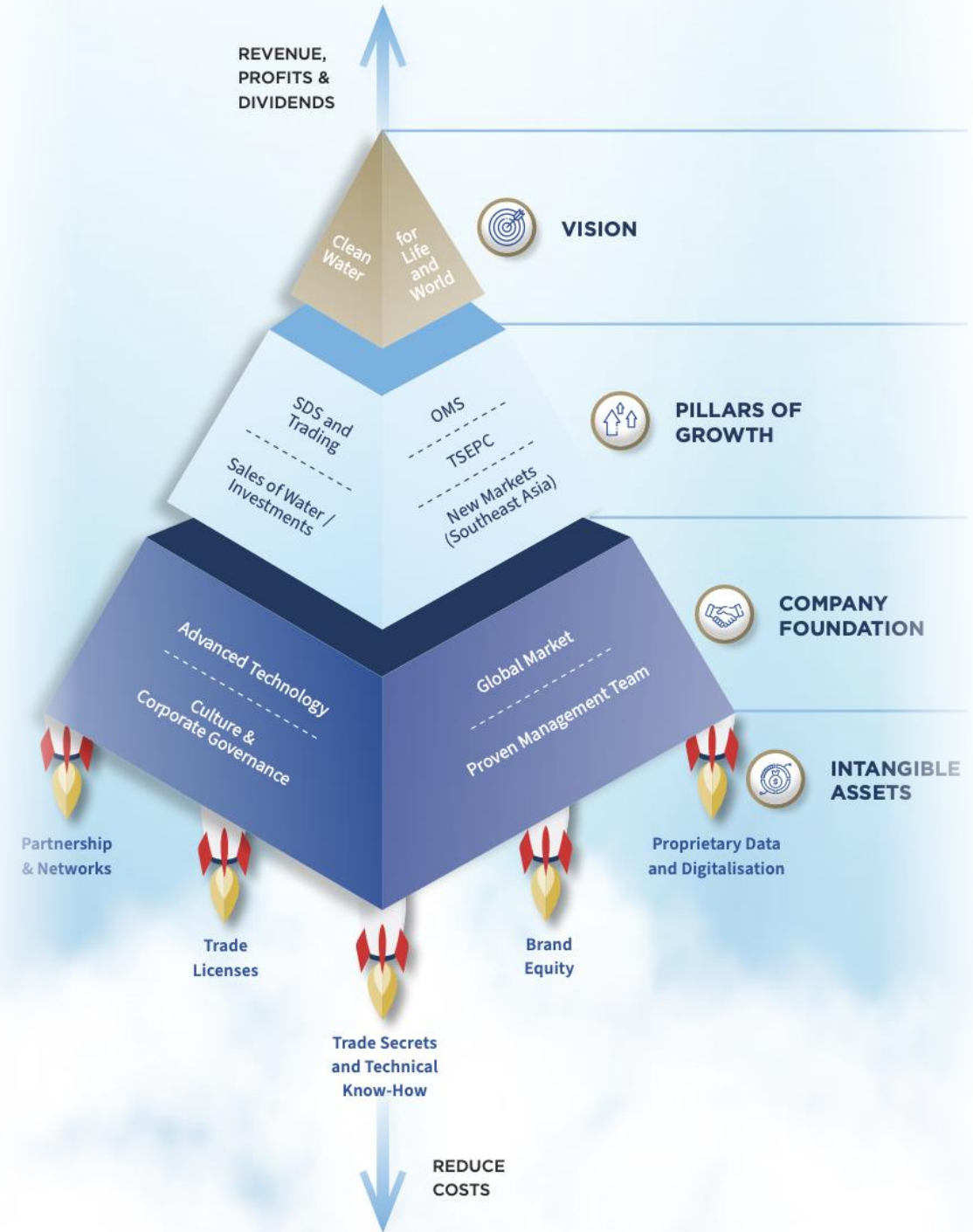


The order book **excludes** our long-term OMS service rendered by the Group over the concession period of 25 years.



3. Strategies & Future Plans

By: Mr Tay Kiat Seng
(Executive Director and
Chief Executive Officer)





ASIA-PACIFIC

About **300 million people** in the region still have no access to safely managed or basic services of drinking water, and **1.2 billion** lack adequate sanitation⁽¹⁾

Water quality in Asia has deteriorated significantly, with pollution increasing in **50%** of major rivers during 1990-2010, salinity increasing by more than **one-third**, and **80%** of wastewater being discharged into waterways without adequate treatment⁽¹⁾

ADB estimates the investment needs for water and sanitation to be on average **\$53 billion per year** up to 2030⁽²⁾





SINGAPORE



Water demand to almost double by 2060 from current

430 million gallons per day⁽³⁾



in tender packages are expected to be awarded⁽⁴⁾:

S\$2 billion related to Tuas Water Reclamation Plant

S\$3 billion related to the Integrated Waste Management Facility

INDONESIA



Nearly **1 in 2** lack access to safe water⁽⁵⁾



Water safety is a major public health concern in Indonesia

7 out of 10 households

consume drinking water contaminated with E.coli⁽⁶⁾

Indonesia's water resources accounts for

6% of the world

21% of Asia-Pacific | Yet

68% of rivers in Indonesia are heavily polluted | Of those

70% are polluted by domestic waste⁽⁷⁾



National Medium Term Planning (RPJM) 2020-2024 which targeted **100% safe access of drinking water supply by 2024** which will need a total investment of

US\$17.7 billion (IDR 253.8 trillion)⁽⁷⁾



STRATEGIC ASPIRATION



GROWTH PILLARS

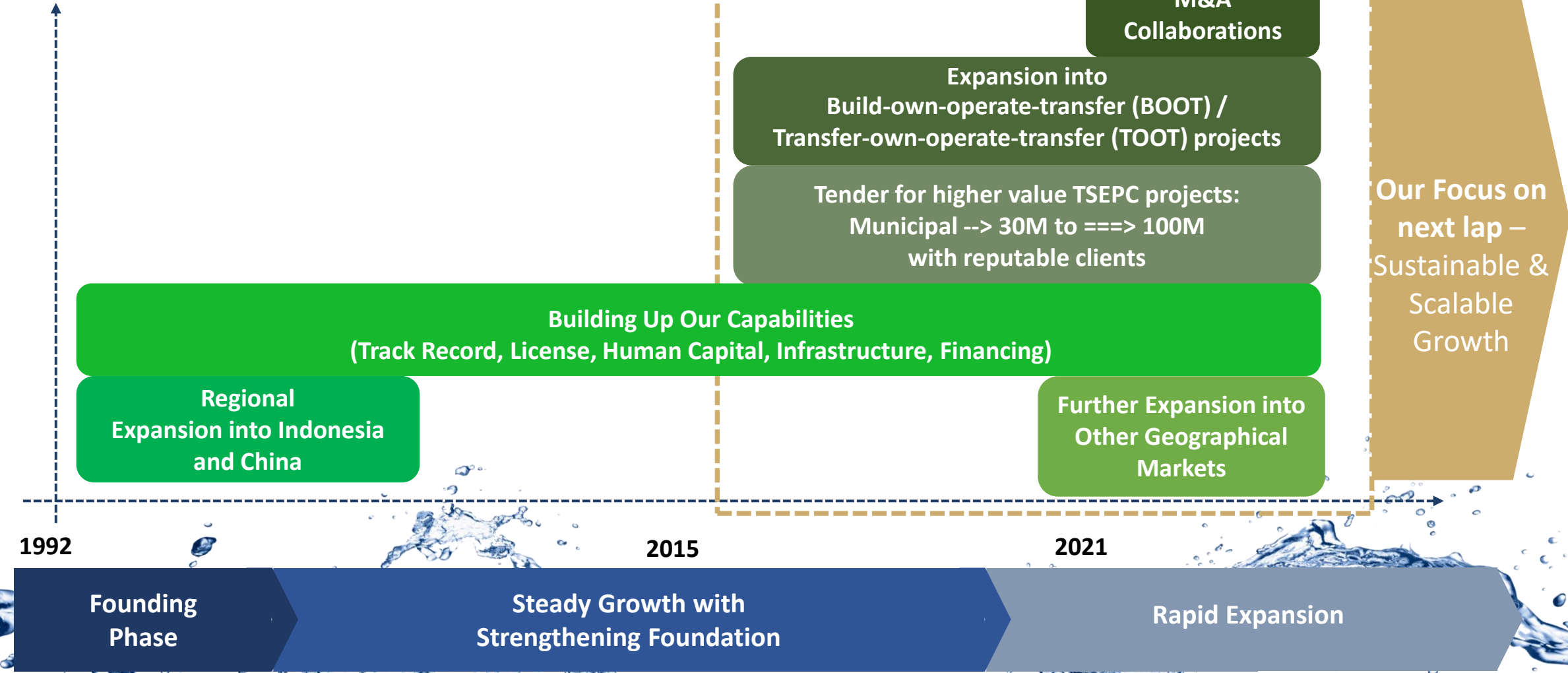


ENABLERS



3. STRATEGIES & FUTURE PLANS

Scaling up



This presentation does not constitute, or form any part of any offer for sale or subscription of, or solicitation of any offer to buy or subscribe for, any securities in Memiontec Holdings Ltd. (“Memiontec” or “Company”, and together with its subsidiaries, the “Group”) in Singapore or any other jurisdiction nor shall it or any part of it form the basis of, or be relied on in connection with, any investment decision, contractor commitment whatsoever in this or any jurisdiction.

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions.

The forward-looking statements reflect the current views of Management on future trends and developments. The information and opinions mentioned in this presentation is provided as at the date of this presentation and are subject to change without notice.

The information contained in this presentation has not been independently verified. No representation or warranty expressed or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation.

Neither Memiontec nor any of its affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising, whether directly or indirectly, from any use, reliance or distribution of this presentation or its contents or otherwise arising in connection with the presentation.

You are cautioned not to place undue reliance on these forward-looking statements, if any. If you are in doubt as to the action you should take, you should consult your legal, financial, tax or other professional adviser(s) immediately.

This presentation has been prepared by Memiontec Holdings Ltd. and its contents have been reviewed by the Company’s sponsor, ZICO Capital Pte. Ltd. (the “Sponsor”), in accordance with Rule 226(2)(b) of the Singapore Exchange Securities Trading Limited (“SGX-ST”) Listing Manual Section B: Rules of Catalist.

This presentation has not been examined or approved by the SGX-ST and the SGX-ST assumes no responsibility for the contents of this presentation, including the correctness of any of the statements or opinions made or reports contained in this presentation.

The contact person for the Sponsor is Ms Goh Mei Xian, Director, ZICO Capital Pte. Ltd., at 77 Robinson Road, #06-03 Robinson 77, Singapore 068896, telephone (65) 6636 4201.

REFERENCES:

- (1) <https://www.adb.org/sites/default/files/publication/663931/awdo-2020.pdf>
- (2) <https://www.adb.org/news/features/asia-s-water-security-glass-still-half-full>
- (3) <https://www.pub.gov.sg/watersupply/singaporewaterstory>
- (4) <https://www.nea.gov.sg/media/news/news/index/pub-and-nea-to-call-over-s5-billion-in-tenders-for-tuas-nexus>
- (5) <https://www.worldbank.org/en/news/press-release/2018/06/06/six-million-indonesians-will-gain-access-to-water-at-home>
- (6) <https://www.who.int/indonesia/news/detail/15-11-2021-improving-access-to-safe-drinking-water-in-indonesia>
- (7) <https://www.waterindonesiaexpo.com/About-Us/About-WATER-INDONESIA>