

Building Momentum, Capturing Opportunities

Nordic Group Limited

2Q2018 Results Briefing

20 August 2018

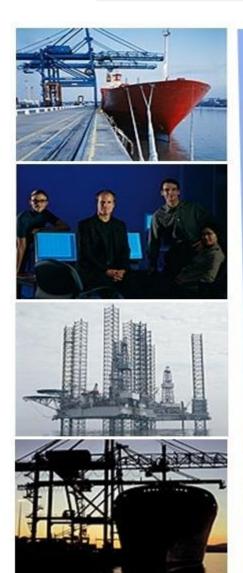


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Outline



- 1. Financial Review
- 2. Business Outlook
- 3. Investment Merits



Key Highlights



2Q2018 Revenue + 8% to S\$26.1 million 2Q2018 Net Profit + 17% to S\$4.4 million



1H2018 Revenue + 11% to S\$48.8 million 1H2018 Net Profit +19% to S\$7.8 million



Outstanding Order Book (including maintenance contracts) of S\$96.3 million.



2018 Contract Winning Momentum of S\$46.6 million



Net Profit CAGR of 43% from FY2011 to FY2017



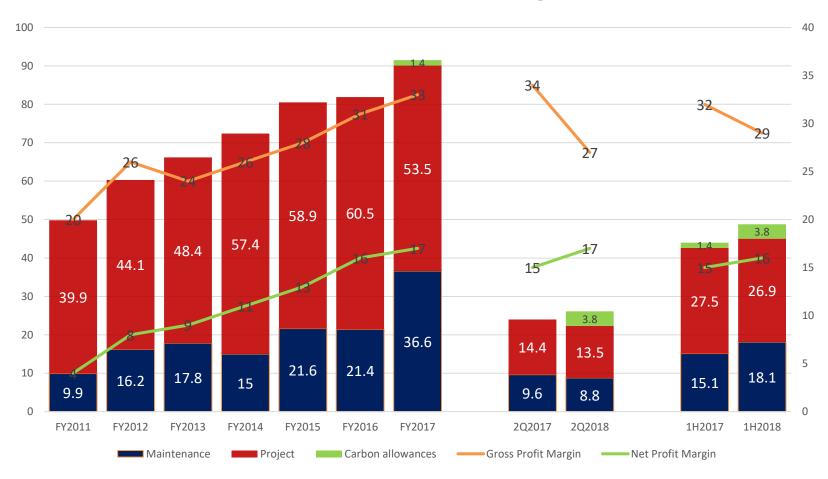
S\$'000	Unaudited 2Q2018	Unaudited 2Q2017	Change (%)	Unaudited 1H2018	Unaudited 1H2017	Change (%)
Revenue	26,075	24,047	8	48,783	43,970	11
Gross Profit	7,159	8,064	(11)	14,004	14,168	(1)
Gross Profit Margin (1)	27.5%	33.5%	(6)ppts	28.7%	32.2%	(3.5)ppts
Net Profit after Tax	4,351	3,721	17	7,790	6,531	19
Net Profit Margin (1)	16.7%	15.5%	1.2 ppts	16.0%	14.9%	1.1ppts
EBITDA	5,634	5,560	1	10,304	9,746	6
EBITDA Margin (1)	21.6%	23.1%	(1.5)ppts	21.1%	22.2%	(1.1)ppts
EPS (cents) (2)	1.1	0.9	22	2.0	1.7	18

⁽¹⁾ Refer to slide 8 for GPM, NPM and EBITDA margin without carbon

⁽²⁾ Computed based on weighted average number of 393,048,000 ordinary shares for 2Q2018 (2Q2017: 393,159,000) and 393,075,000 ordinary shares for 1H2018 (1H2017: 393,167,000)



Revenue and Profit Margin



Removing the effect of carbon allowance, GPM for 2Q2017, 2Q2018, 1H2017 and 1H2018 are 34%, 31%, 32% and 31%; NPM for 2Q2017, 2Q2018, 1H2017 and 1H2018 are 16%, 19%, 14% and 17%



Sale of Carbon Allowances

S\$'000	Unaudited 2Q2018	Unaudited 1Q2017	Total
Proceeds less management fees	3,787	1,387	5,174
Cost including transaction fees	(3,614)	(893)	(4,507)
Gains	173	494	667
ROI	4.5%	35.6%	12.9%

All carbon allowances are sold and proceeds from such sale were received.



Revenue and Profit Margin Excluding Carbon Allowances

S\$'000	Unaudited 2Q2018	Unaudited 2Q2017	Change	Unaudited 1H2018	Unaudited 1H2017	Change
Revenue	22,288	24,047	(1,759)	44,996	42,583	2,413
Gross Profit Margin	31.3%	33.5%	(2.2)ppts	30.7%	32.1%	(1.4)ppts
Net Profit Margin	18.7%	15.5%	3.2 ppts	16.9%	14.2%	2.7ppts
EBITDA Margin	24.5%	23.1%	1.4ppts	22.5%	21.7%	0.8ppts

Removing the effect of carbon allowances, GPM has a slight decrease while NPM and EBITDA margin increased for 2Q2018 and 1H2018 as compared to 1Q2017 and 1H2017



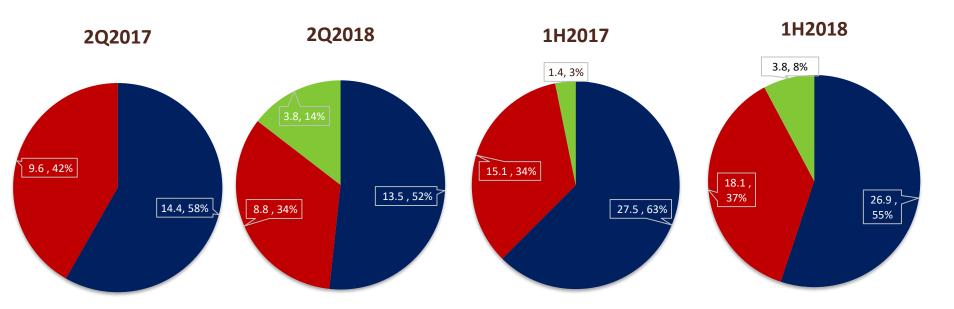
Revenue breakdown by segment

S\$ '000	Unaudited 2Q2018	Unaudited 2Q2017	Change (%)	Unaudited 1H2018	Unaudited 1H2017	Change (%)
Project Services	13,491	14,443	(7)	26,855	27,504	(2)
Maintenance Services	8,797	9,604	(8)	18,141	15,079	20
Others	3,787	-	nm	3,787	1,387	173
Total	26,075	24,047	8	48,783	43,970	11

- Revenue from Maintenance Services boosted by contributions from Ensure
- Revenue from others was carbon allowance



Revenue Breakdown by Segment

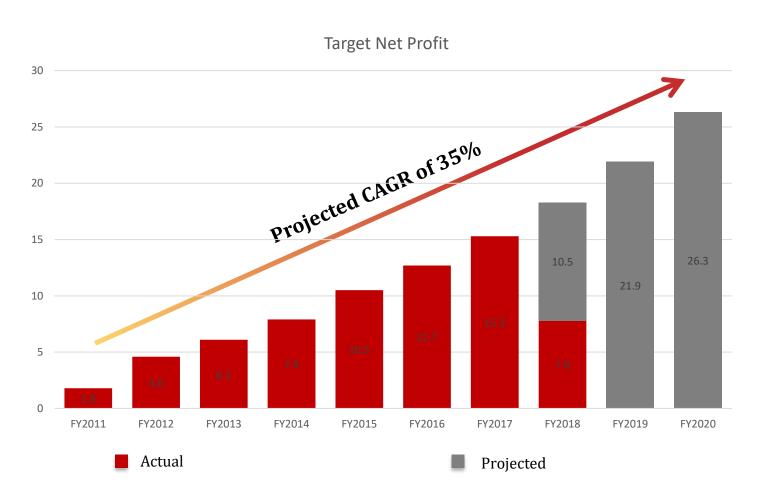




Revenue from Maintenance Services is boosted by contributions from Ensure



Projected CAGR - for Illustrative Purposes only



Note: CAGR projection is based on our internal target net profit growth of 20% per annum and supported by extrapolation from last 5 years actual growth trend. No assurance can be given that future events may occur, that projections will be achieved, or that the company's assumptions are correct. Actual results may differ materially from those which may be projected.



Balance Sheet Highlights

S\$'000	Unaudited as at 30 June 2018	Audited as at 31 December 2017
Current Assets (1)	96,133	99,041
Non-current Assets	58,122	52,268
Current Liabilities (2)	59,602	57,922
Non-current Liabilities	13,709	16,773
Total Equity	80,944	76,614
Cash and Cash Equivalents	40,460	40,291
Net Asset Value per share (cents) [3]	20.6	19.5

 $^{^{[1]}}$ Included asset held for sale of \$10.2m (31 Dec 17: \$13.4m) for the properties for sale. One property at 42 Tech Park was sold at \$3.425m in January 2018 and we have received JTC approval for 5 Kwong Min Road for \$2.425m in August 2018

^[2] Included liabilities held for sale of \$8.4m (31 Dec 17: \$12.2m)

^[3] Computed based on number of 393,045,000 (31 Dec 17: 393,113,000) ordinary shares, excluding treasury shares

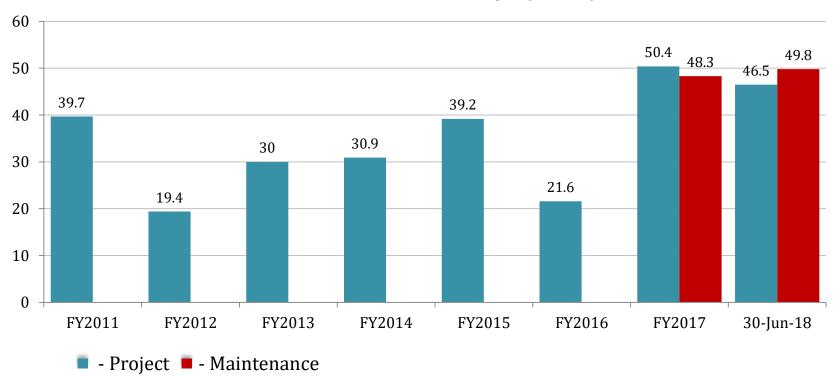


		As at end of					
S\$'000	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	30 June 2018
Total Borrowings	26,834	21,539	25,320	32,155	28,085	46,612	50,684
Cash and Cash Equivalents	23,965	14,852	32,799	35,566	32,325	40,291	40,460
Net Debt/(Cash)	2,869	6,687	(7,479)	(3,411)	(4,240)	6,321	10,224
Net Gearing Ratio ⁽¹⁾	10%	19%	-19%(2)	-10%(2)	-11%(2)	13%(3)	20%(4)

- (1) Computed based on Total Borrowings less Cash and Cash Equivalents / Total Equity less Goodwill x 100%
- (2) Negative due to the Group being in a Net Cash position
- (3) Increase is due to the \$21million loan from the acquisition of Ensure in April 2017
- (4) Increase is due to the drawdown of \$10 million loan for the purchase of property at 2 Tuas Ave 10 and working capital. When the properties at 5 Kwong Min Road and 24 Benoi Place are sold and borrowings repaid, net debt for 30 June 2018 would be \$1.999 million and net gearing ratio would be approximately 3.9%



Order Book Summary (S\$'m)



Note:

The order book from FY2011 to FY2016 does not include maintenance contracts as they do not have a contract value upfront. For FY2017, maintenance contracts are included and the values are estimated based on historical revenue trends.

Shell contract of \$29.7m (31 Jan 18: \$32.1 million) is included in project order book.



Recent Contract Winning Momentum

July 17, 2018 - Total value: \$\\$13.0m

- Scaffolding and Insulation: ad-hoc contracts for scaffolding and insulation works from repeat customers
- Petrochemical and Scaffolding: contracts from new customer for the provision of manpower and equipment for operation, servicing and preventive maintenance of wastewater treatment plant and rental and erection of scaffolds
- Precision Engineering : machining and mechanical assembly for repeat customers
- System Integration: supply of valve remote control and tank gauging systems for repeat customers

May 3, 2018 - Total value: \$\$6.1m

- Scaffolding and Insulation: ad-hoc contracts for scaffolding and insulation works from repeat customers
- Petrochemical: contracts from new and repeat customers for the provision of test skid support equipment and statutory examination and load testing of lifting gears, appliances and machines
- > System Integration : secured variation orders for a conversion project for the supply of hydraulic system
- Precision Engineering : machining and mechanical assembly for several repeat customers

Feb 26, 2018 - Total value: \$\$6.9m

- > System Integration : supply of valve remote control and tank gauging systems for repeat customers
- Precision Engineering: machining and mechanical assembly for several repeat and new customers

Jan 4, 2018 - Total value: \$\$20.6m

- Petrochemical: servicing and maintenance of screening, sludge, grit and related equipment at various water reclamation plants in Singapore for repeat customer
- Insulation and Scaffolding: maintenance contract for insulation and scaffolding works for 1 to 2 years for repeat customer
- > System Integration: supply of valve remote control and tank gauging systems for repeat customers
- Precision Engineering: machining and mechanical assembly for several repeat and customers

Scaffolding: Multiheight Scaffolding Pte Ltd **Precision Engineering**: Avitools (Suzhou) Co. Ltd **Petrochemical**: Ensure Engineering Pte Ltd

System Integration: Nordic Flow Control Pte Ltd

Insulation: Austin Energy (Asia) Pte Ltd



Sale of Properties

- 42 Tech Park sold on 12 Jan 2018 at \$3.425m. Valuation: \$3.3m
- 5 Kwong Min Road: JTC approved sale in August 2018. Offer price: \$2.425m. Valuation: \$2m
- 24 Benoi Place (land area: 39,052 sq ft; gross floor area: 45,090 sq ft; current market value: \$5.8 million; Tenure: 13 years)
- 133 Tuas View Square (land area: 7,231 sq ft; gross floor area: 10,200 sq ft; current market value \$3.1 million)

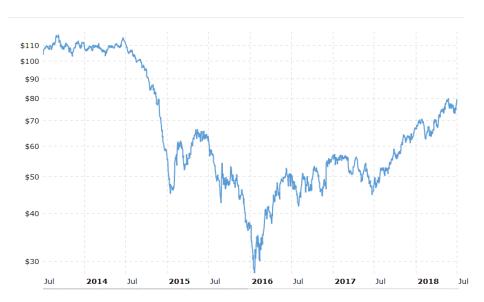








Business Outlook



	31/7/2017	31/7/2018
Global	2110	2251
Asia	194	229

Source: Baker Hughes Oil Rig Count, Bloomberg, 16 August 2018

Source: Brent Crude 5-Year Chart, Macro trends, 16 August 2018

Upstream Oil & Gas Outlook

- Despite ongoing trade war between US and China impacting global commodity prices, Brent crude oil prices have remained resilient and have been trading above US\$70 per barrel
- We expect demand for maintenance services to remain stable while project services would improve along with higher oil prices



Business Outlook



Monthly	31/7/201 7	30/6/201 8
Total No. of New Build Orders	34	62

Source: Global New Build Orders, E World Ship, June 2018

Marine & Shipbuilding Outlook

- Total number of new build orders have almost doubled from 34 vessels to 62 vessels over approximately 12 months
- However the overall situation has been slowing down in recent months for the Total DWT and number of vessels
- Nordic has since diversified its revenue streams and clientele base away from the sector



Business Outlook

General Business Outlook

- Nordic Group serves largely the marine, oil and gas industries whose operating environment and business conditions remained challenging.
- Sustainability of oil price recovery,
- Fluctuations in the exchange rate of the US dollar against the Singapore dollar
- Our Group expects growth to be muted and full recovery to be slowed.
- However, we are optimistic with
 - 1) secured contract wins till date largely from the onshore and downstream oil and gas sectors;
 - 2) our prudent cost and risk management initiatives undertaken;
 - 3) the credit worthiness of our growing clientele base (e.g. oil majors, government agencies etc.);
 - 4) and further opportunities for earnings accretive M&A.

Nordic Group will continue to deliver value to shareholders.



Acquisition Track Record

2011 Multiheight

- Acquired for around S\$29m
- Design, erection, modification dismantling and rental of scaffolding system
- Diversify away from shipyards to serve oil majors like Exxon Mobil and Shell etc.
- Gain recurring income and reduce lumpy earnings trend via maintenance services
- Goodwill \$12.3 million

MHS FY2011 EBITDA: S\$2.9m MHS FY2012 EBITDA: S\$6.8m MHS FY2013 EBITDA: S\$6.1m Group FY2011 Net Debt: S\$3.4m Group FY2012 Net Debt: S\$2.9m Group FY2013 Net Debt: S\$6.7m Group FY2014 Net Cash: S\$7.5m

2015 Austin Energy

- Acquired for around S\$26m
- Specialize in thermal insulation, fireproofing and industrial coating
- Complementary business to scaffolding, able to cross-sell and bundle both sides to same or new set of customers
- Enable entry into pharmaceutical industry, further diversifying offshore marine risks
- Goodwill \$10.2 million

Austin FY2015 EBITDA: S\$2.2m Austin FY2016 EBITDA: S\$5.0m Austin FY2017 EBITDA: S\$5.2m

Group FY2015 Net Cash: S\$3.4m Group FY2016 Net Cash: S\$4.2m

2017 Ensure Engineering

- Acquired for around S\$17m
- Specialize in engineering repairs, maintenance, plant turnaround services as well as decontamination and recovery services
- In line with Group's strategy to acquire earnings accretive , familiar customer base and complementary businesses with recurring income
- Move Nordic from serving private sector into government agencies like PUB and NEA etc.
- Goodwill \$7.1 million

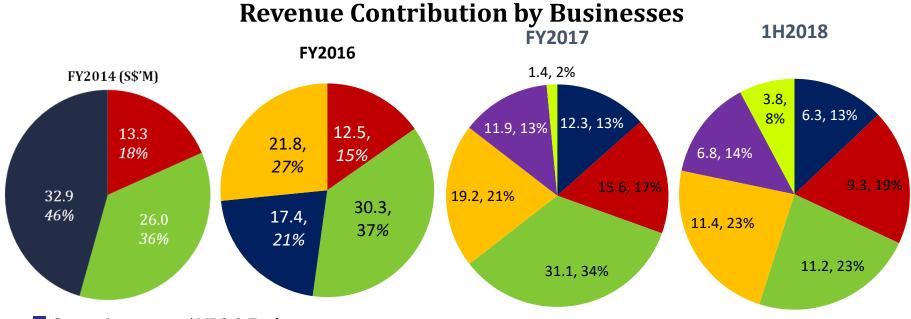
Ensure FY2017 * EBITDA: S\$5.0m Ensure 1H2018 EBITDA: S\$2.1m

Group FY2017 Net Debt: S\$6.3m Group 30 Jun 2018 Net Debt: \$10.2m

^{*} For period 1 May 2017 to 31 Dec 2017



Diversified Model - Improved Earnings Quality



- System Integration / MRO & Trading
- Scaffolding Services
- Insulation Services
- Precision Engineering
- Petrochemical and Environmental Services
- Carbon allowances

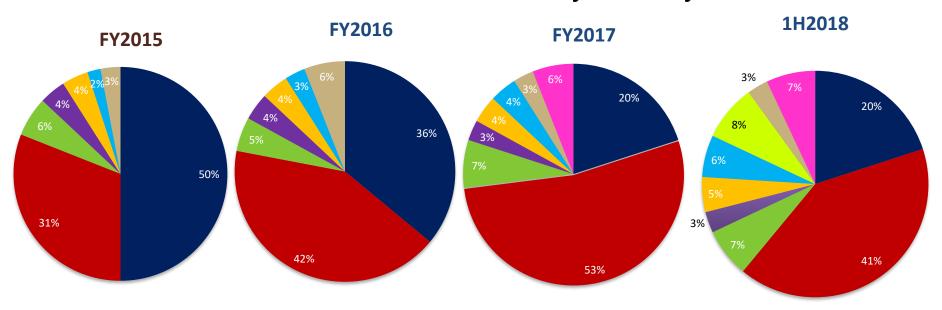
Note: Combined contracts between the entities such as SIP contracts are reflected in the entity who won the contracts. It is approximately \$1.3m and \$1.9m for FY2017 and 1H2018

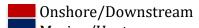
The acquisition of Multiheight in 2011 has effectively reduced industry-specific risk and supported the Group's consistent revenue growth. The acquisitions of Austin Energy in 2015 and Ensure Engineering in 2017 have further diversified the Group's revenue stream and stimulated revenue growth.



Diversified Model - Improved Earnings Quality

Revenue Contribution by Industry





Marine/Upstream

Electronics Manufacturing System

Onshore/Infrastructure

Analytical Instrumentation

Medical equipment/Industrial

Pharmaceuticals

Aerospace

Carbon allowances

The acquisition of Multiheight in 2011 has effectively reduced industry-specific risk and supported the Group's consistent revenue growth. The acquisitions of Austin Energy in 2015 and Ensure Engineering in 2017 have further diversified the Group's revenue stream and stimulated revenue growth.



Investment Merits

Established Market Player

Strong track record, performing above industry average

Established Management with Proven Track Record

Management with keen foresight and proven track record of:

- Leading the Group to achieve consistent performance despite market volatilities
- Successful acquisition and smooth integration of Multiheight
- Successful acquisition of Austin Energy that has proven to enhance Group earnings
- Acquisition of Ensure in April 2017

Healthy Order Book

Order book of approximately \$\$96.3 million on hand, including maintenance contracts. Contract winning momentum of \$\$46.6 million secured up to 17 July 2018.



Dividend Payout

- Half-yearly dividend payout from FY15 onwards
- ~ **40%** dividend payout policy
- FY18 interim dividend: **0.779 cents**



Earnings Quality

Volatile project earnings supplemented by more stable recurring maintenance income from Scaffolding Services, Insulation Services Petrochemical and Environmental Engineering Services from the acquisition of Ensure Engineering.





Investment Scorecard

	2Q2018	1Q2018	FY2017	FY2016	FY2015	FY2014	FY2013
Share price (cents)	0.495	0.55	0.56	0.25	0.19	0.11	0.11
Market Capitalisation	196	216	220	98	75	43	42
EPS (cents)	4(4)	4 (4)	3.9	3.2	2.6	2.0	1.5
PE Ratio	12.38(4)	13.75(4)	14.36	7.81	7.27	5.40	7.07
Dividend Yield	2.93	2.77	2.73	5.08	5.56	2.31	2.36
Current Ratio	1.61	1.90	1.71	1.94	1.75	1.91	1.73
Total Debt to Equity (1)	63.21(3)	52.20(3)	61.57	42.04	54.15	47.51	46.63
Return on Asset	10.81(4)	12.42(4)	11.60	11.36	10.36	9.29	7.72
Return on Equity	21.84(4)	21.26(4)	21.29	20.22	18.68	15.80	14.04
Return on Invested Capital ⁽²⁾	26.0 ⁽⁵⁾	29.0 ⁽⁵⁾	28.4	37.8	37.2	28.4	18.3
EBITDA/Interest expense	15.27	13.56	18.00	18.52	14.93	20.73	14.21

All data extracted from Bloomberg, 16 August 2018 except those with notes

- (1) If calculated based on (total borrowings less cash)/equity, total debt to equity would be 2Q2018 net debt 20% 1Q2018 net debt 6%, FY2017- net debt 13%, FY2016-net cash 11%, FY2015-net cash 10%, FY2014-net cash 19% and FY2013- net debt 19%
- (2) Calculated by NGL: Profit before interest and tax/tangible capital employed which is tangible non-current asset + current asset current liabilities (trade and other payables, other liabilities, income tax payable) excess cash
- (3) Adjusted Bloomberg's data to include liabilities held for sale of \$8.4m
- (4) Bloomberg TTM
- (5) Calculated by NGL: Same formula as (2) but using TTM for profit before interest and tax



Dividend Payout

Payment date	Financial Year	Final / Interim / Special	Amount per share (cents)	Payout ratio
5 Sep, 2018	2018	Interim	0.779	
May 14, 2018	2047	Final	0.873	
Sep 5, 2017	2017	Interim	0.653	
May 12, 2017		Final	0.731	40%
Sep 2, 2016	2016	Interim	0.5372	
May, 13 2016		Final	0.65	
Sep 8, 2015	2015	Interim	0.40	
May 21, 2015		Special	0.25	25%
May 21,2015	2014	Final	0.25	25%
May 15, 2014	2013	Final	0.25	16%
May 15, 2013	2012	Final	0.25	22%
May 21, 2012	2011	Final	0.25	56%
May 16, 2011	2010	Final	0.53	30%
Total			5.6242	



Nordic's Share Buyback

Share Buyback Mandate (renewed on 26 April 2018 - AGM):

MONTH OF ACQUISITION	QUANTITY	CUMULATIVE VOLUME	CUMULATIVE % OF TOTAL NO OF ISSUED SHARES **
	Share Buyback by way of Mark	xet Acquisition	
January 2016	479,000	5,148,200	1.29
March 2016	352,000	5,500,200	1.37
April 2016	397,500	5,897,700	1.47
May 2016	275,100	6,172,800	1.54
June 2016	95,000	6,267,800	1.57
July 2016	117,000	6,384,800	1.60
August 2016	20,000	6,404,800	1.60
September 2016	119,500	6,524,300	1.63
October 2016	211,300	6,735,600	1.68
November 2016	8,000	6,743,600	1.69
December 2016	81,000	6,824,600	1.71
May - June 2017	62,500	6,887,100	1.72
March - April 2018	68,000	6,955,100	1.74
VOLUME WEIGHTED AVERAGE PRICE		S\$0.193	

Source: SGX Announcement

Up to a maximum of 40 million shares being 10% of total issued shares

^{**} Total no of issued shares of 400,000,000 (including treasury shares).



Directors' and Executive Officer's Share Purchases

9 November 2010 - IPO:

Director	No. of shares held	% shareholdings
Chang Yeh Hong	200,480,625	50.12%
Eric Lin Choon Hin	43,500,000	10.88%
Dorcas Teo Ling Ling	29,000,000	7.25%
	272,980,625	68.25%

21 June 2018:

Director / Executive Officer	No. of shares held	% shareholdings*
Chang Yeh Hong	217,699,225	55.39%
Eric Lin Choon Hin	44,050,000	11.21%
Dorcas Teo Ling Ling	31,989,500	8.14%
Chia Meng Ru	1,871,600	0.48%
	295,610,325	75.21%

^{*} Calculated based on 393,044,900 ordinary shares



Building Momentum, Capturing Opportunities

Thank You

For more information, please contact

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