

## A trusted partner in the Energy and Marine industries

**About CosmoSteel:** Backed by over 30 years of track record as a supplier and distributor of piping system components, CosmoSteel's customers are typically companies in the Energy, Marine and other industries in Southeast Asia and other regions. With over 411,000 sq ft of storage space across four warehouses in Singapore, CosmoSteel has one of the largest and most extensive inventories of steel pipes, fittings, flanges, cables and structural in Singapore comprising over 25,000 line items across 5 main product categories. As an endorsement of its quality assurance system, it was awarded ISO 9001:2015, ISO 14001:2015, OHSAS 18001:2007, ISO 22301:2012 and bizSAFE STAR certification. In 2018, it was ranked 141<sup>st</sup> out of 589 companies in the Singapore Governance and Transparency Index for best practices in corporate transparency and business operations.

### Key Business Strategies & Outlook

#### One-Stop Inventory Specialist

- Extensive and ready stocks for quick turnaround
- Extended product range to cross-sell amongst core set of customers

#### Capitalising on Market Expansion

- Intensify marketing efforts in the Asia Pacific region
- Strengthen ties with existing and new customers
- Actively scout for new potential markets

#### Prudent Financial Management

- Stay vigilant and continue cost management
- Improve productivity and efficiency

### Equity Data (As at 27 November 2018)

Listed on SGX-ST Mainboard	2007
Share price (S\$)	0.045
Market capitalisation (S\$m)	13.1
Issued & Paid-up Shares (m)	290.4

### Substantial Shareholders

(As at 30 September 2018)

Hanwa Co., Ltd	28.45%
Ong Tong Hai, Jack	9.78%
Ong Tong Yang, Andy	6.87%

### Key Management

Ong Chin Sum – CEO & Executive Director
Ong Tong Yang, Andy – Executive Director
Ong Tong Hai, Jack – Executive Director
Osamu Murai – Executive Director
Tan Bee Kheng – Financial Controller

### FINANCIAL OVERVIEW (PERIOD ENDED 30 SEPTEMBER)

Profit & Loss (S\$m)	FY17	FY18
Revenue	76.9	82.2
Loss Before Tax	(10.8)	(34.0)*
Net Loss	(9.4)	(32.3)*
(Loss) / Earnings before interest, tax, depreciation and inventory allowance	(1.7)	2.6
Per Share Data (S¢)	FY17	FY18
Loss Per Share	(3.23)	(11.13)
Net Asset Value Per Share	35.69	25.30
Efficiency Ratios (Days)	FY17	FY18
Trade Receivables Turnover	100	98
Trade Payables Turnover	32	29
Inventory Turnover	426	315
Liquidity Ratios (Times)	FY17	FY18
Current Ratio	3.22	2.61
Gearing Ratio	0.39	0.52

\*Includes an allowance for slow-moving inventories and decline in net realisable values that amounted to \$30.8 million in FY2018

