



WONG FONG

WONG FONG INDUSTRIES LIMITED

ANNUAL GENERAL MEETING

27 April 2018

Notice

Wong Fong Industries Limited (the “Company”) was listed on the Catalist Board of the Singapore Exchange Securities Trading Limited (the “SGX-ST”) on 28 July 2016. The Sponsor and Issue Manager for the initial public offering of the Company was United Overseas Bank Limited (the “Sponsor”).

This presentation has been prepared by the Company and its contents have been reviewed by the Sponsor for compliance with the relevant rules of the SGX-ST. The Sponsor has not independently verified the contents of this presentation.

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The contact person for the Sponsor is Mr Chia Beng Kwan, Senior Director, Equity Capital Markets, who can be contacted at 80 Raffles Place, #03-03 UOB Plaza 1, Singapore 048624, telephone: +65 6533 9898.

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1. Business Overview
2. Financial Highlights
3. Outlook





1. Business Overview

Our Businesses

Equipment Sales



Projects

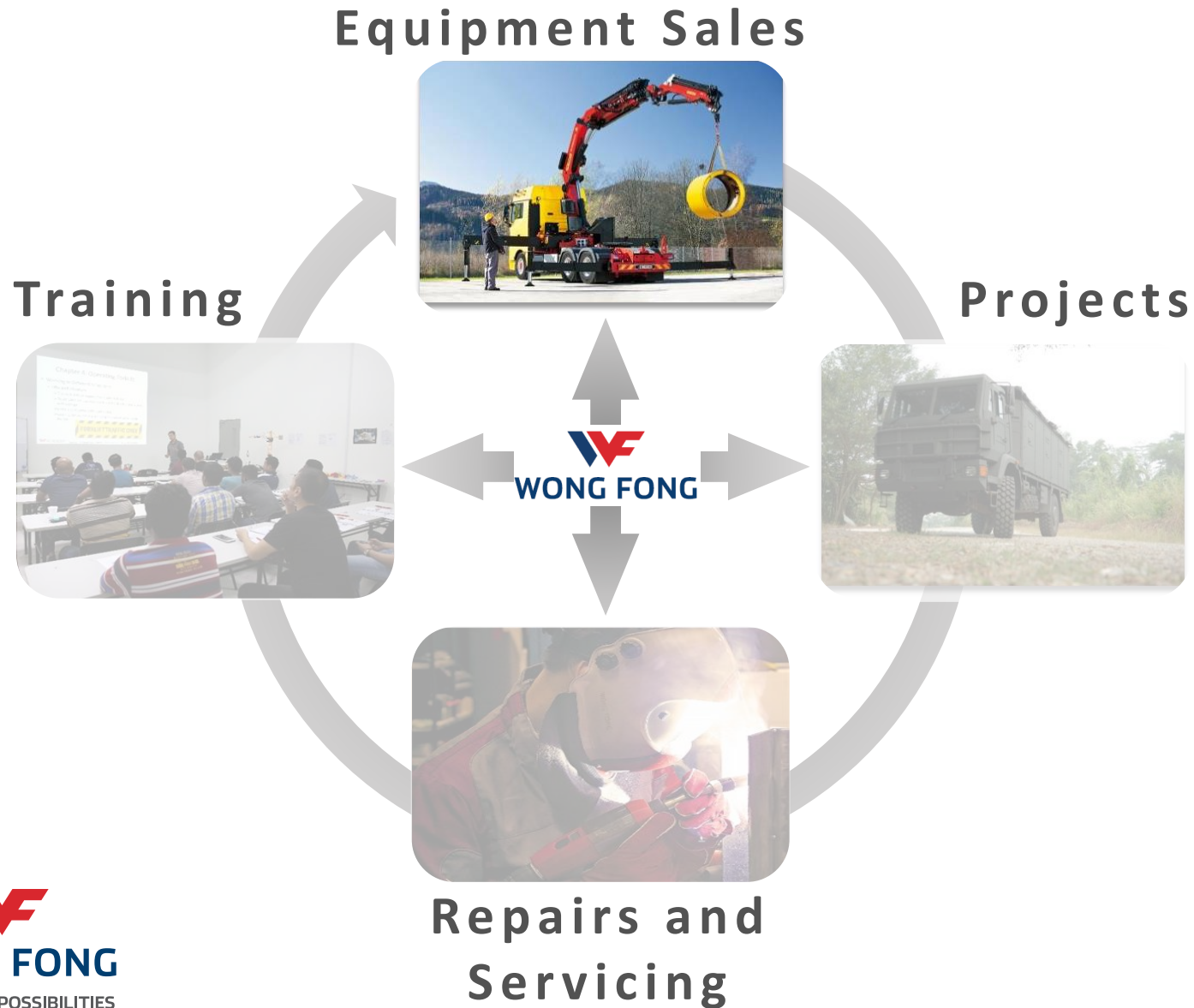


Training



Repairs and Servicing

Our Businesses



Equipment Sales

Range of products and solutions include truck-mounted cranes, tailgates, tippers, self-loaders, hookloaders, portable compactors and sweeper vehicles

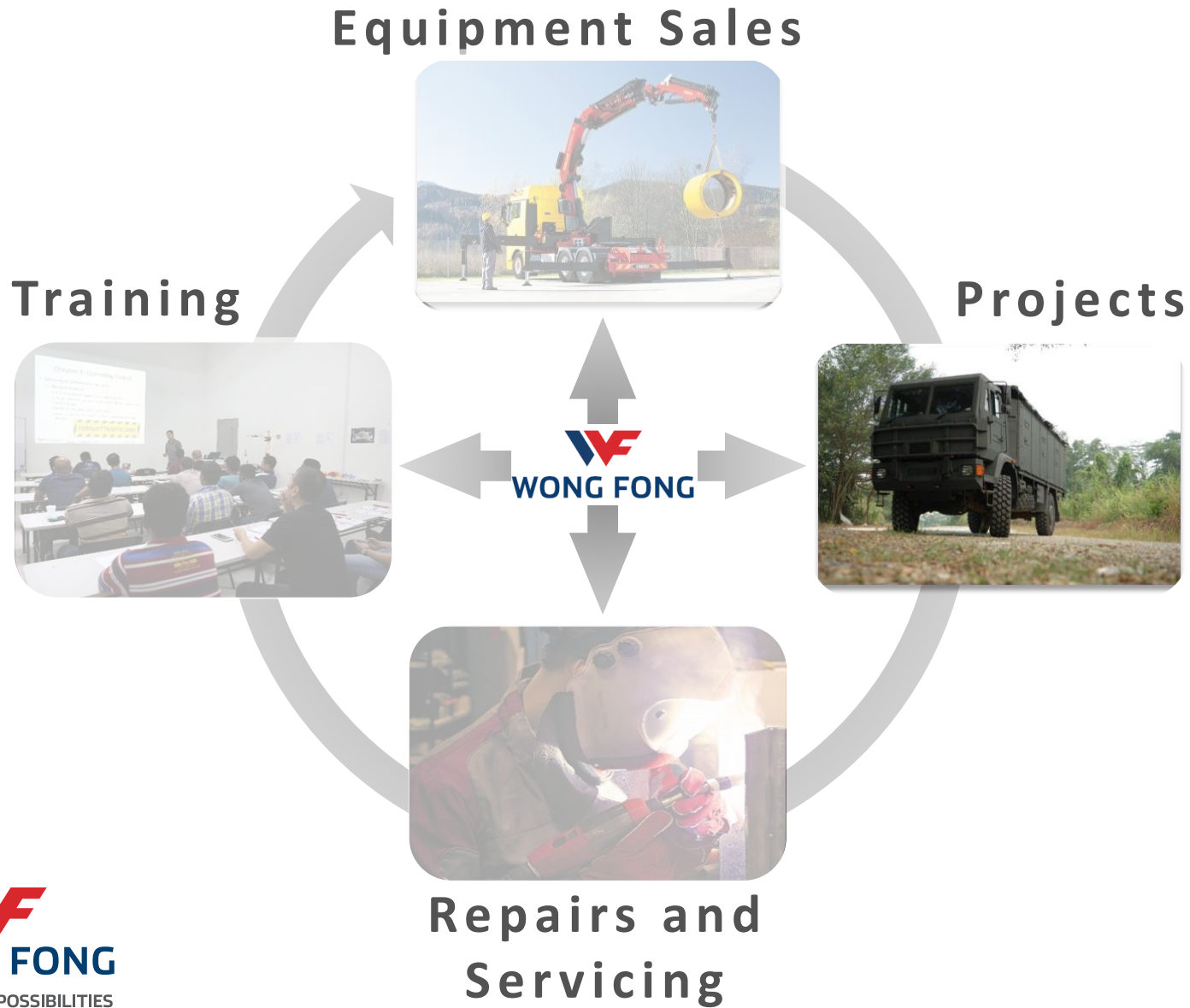
Holds **dealerships** for several leading global brands such as *Dhollandia*, *Palfinger* (exclusive dealer in Singapore), *Pöttinger*, *Bucher* and *Europress*

New exclusive for the entire range of compact sweepers and truck-mounted sweepers carried by Bucher Municipal AG



1. Truck-mounted cranes 2. Tailgates 3. Tippers 4. Self-loaders
5. Hookloaders 6. Portable compactors 7. Open-top container bins
8. Mini-dumpers 9. Assistive technology and mobility aids

Core Businesses



Projects



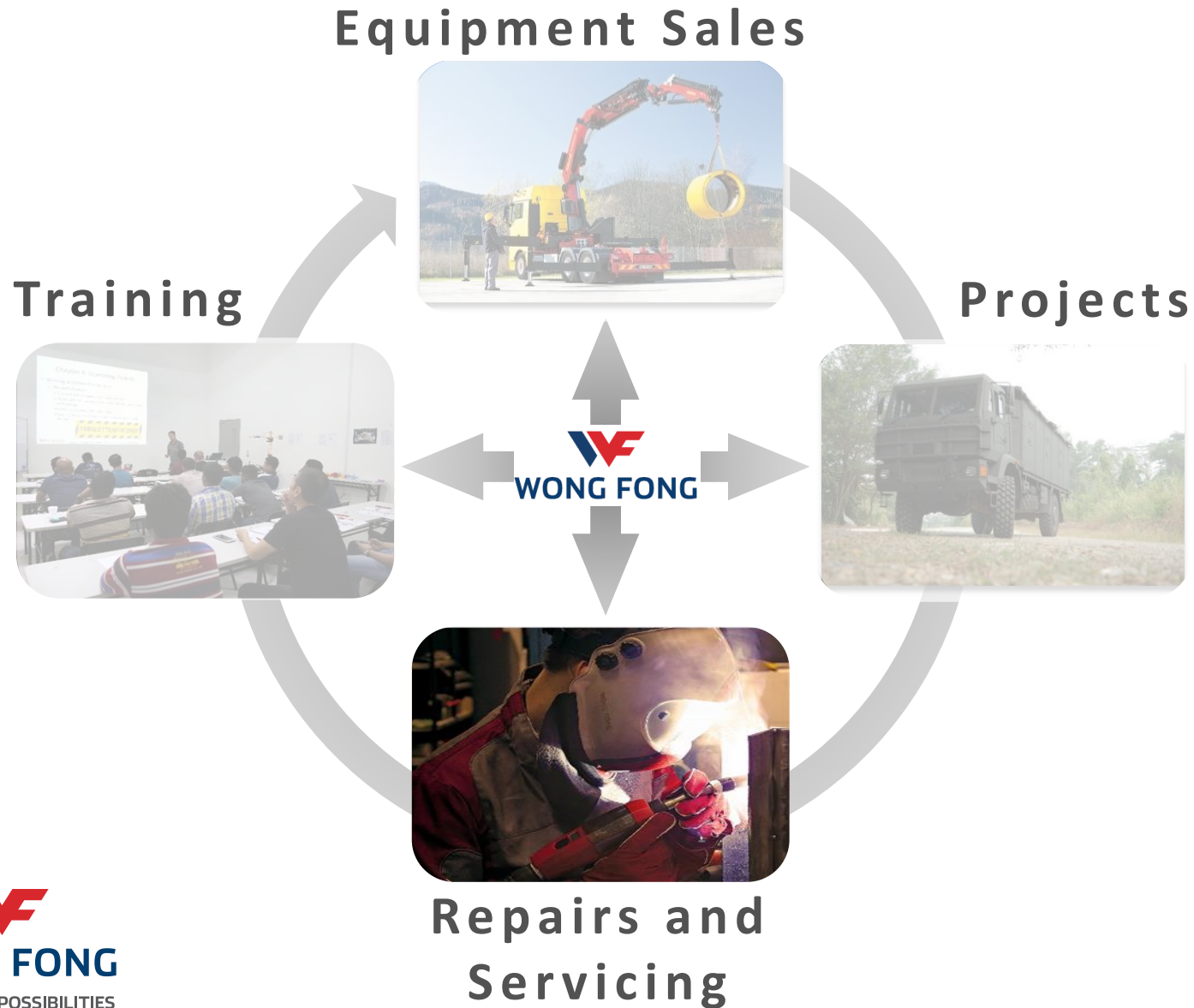
Backed by our engineering expertise, experience across various industries and our commitment to research and innovation to provide:

- Design
- Customisation
- Fabrication
- Integration services

Advanced Engineering:

- Provides customers with constantly improving and innovative engineering and industrial solutions
- Products developed – ZUKEN smart solutions

Our Businesses



Repairs and Servicing



One of the largest service centres for truck-mounted cranes, hookloaders and tailgates in Singapore

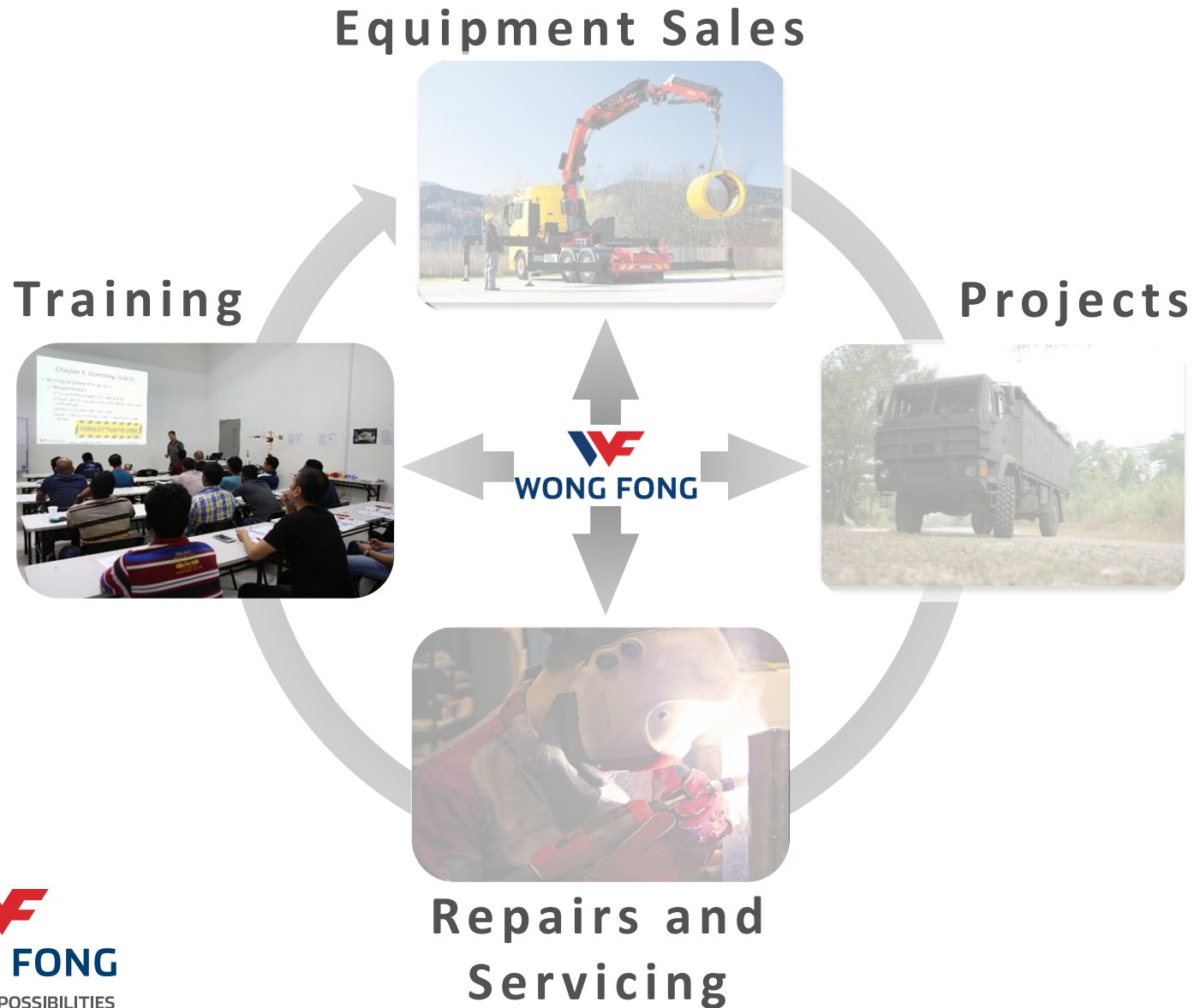
Certified by the **Singapore Accreditation Council** to inspect and certify hookloaders and open-top container bins



Qualified and experienced servicing team able to efficiently handle our customers' equipment breakdowns and servicing needs:

- 24-hour standby mobile service team that carries out on-site servicing and inspections
- Proficiency in repair and maintenance spans across a variety of equipment brands

Our Businesses

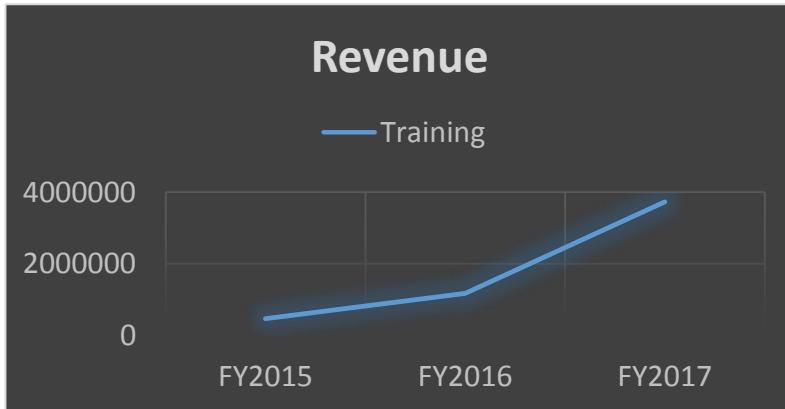


Training



An **Approved Public Training Organisation** by the Singapore Workforce Development Agency to conduct over **50** courses across **5** locations around Singapore

Both Wong Fong Academy Pte. Ltd. and the Group's newly-acquired subsidiary, Ascendo International Holdings Pte. Ltd. are Approved Training Organisations under the Workforce Skills Qualifications Framework





2. Financial Highlights

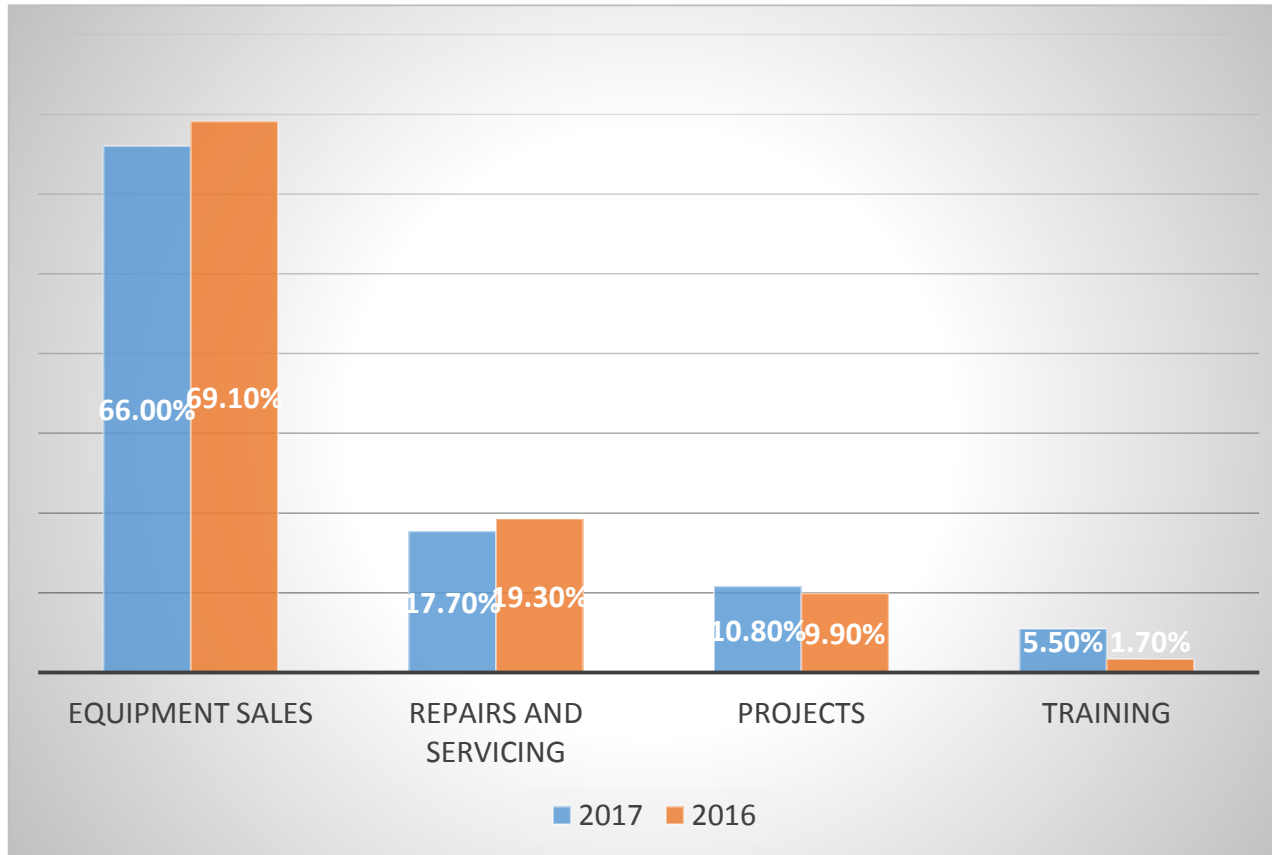
Financial Highlights

S\$'000	FY2017	FY2016	%
Revenue	67,326	70,203	(4)
Profit before tax	4,826	3,965	22
Profit attributable to owners of the Company	4,253	3,581	19
NAV (excludes non-controlling interests)	48,027	44,091	9
Cash and cash equivalents	25,392	20,569	23

Income Statement

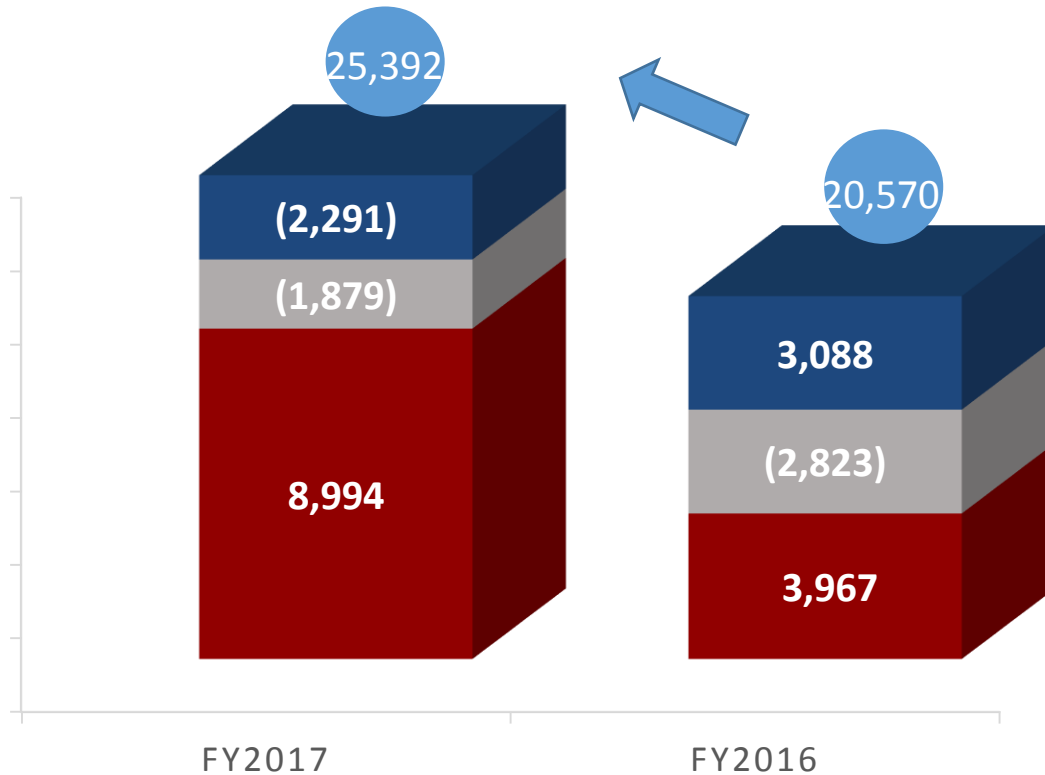
S\$'000	FY2017	FY2016	%
Revenue	67,326	70,203	(4)
Other operating income	716	959	(25)
Changes in inventories of finished goods and work-in-progress, and materials and consumables used	(43,791)	(47,450)	(8)
Employee benefits expense	(13,673)	(12,933)	6
Depreciation expense	(1,762)	(1,631)	8
Other operating expenses	(3,696)	(4,669)	(21)
Finance costs	(294)	(314)	(6)
Share of results of associate	-	(200)	n.m
Profit before tax	4,826	3,965	22
Income tax expense	(582)	(497)	17
Profit for the year	4,244	3,468	22
Profit attributable to owners of the Company	4,253	3,581	19

Segmental Revenue



Key Cash Flows Information

(S\$'000)



■ Operating from ■ Investing (used in) ■ Financing from (used in) ● Total cash and cash equivalents

Dividend

We are proposing:

0.36 ¢
per share
(FY2017)



0.30 ¢
per share
(FY2016)

First and final tax-exempt
(one-tier) cash dividend



3. Outlook & Future Plans

Outlook for FY2018

Equipment Sales

- Expected demand for new equipment to be subdued as a result of the Vehicular Emission Scheme, based on the newly-introduced EURO 6 emission standard

Repairs and Servicing

- Expected to remain stable

Training

- Expected to be an important profit contributor to the Group
- Expand into consulting and certification

Future Plans

Current

- Manage costs and increase operational efficiency
- Integrate and harness synergies with our new partners

Mid-term

- Look for strategic collaborations and partnerships in industry and businesses we understand
- Consolidate and grow our operations in Singapore, Malaysia and Myanmar

Future

- Actively engaged with partners and government agencies to diversify revenue and growth base



WONG FONG

Thank You