



Soilbuild Construction Group Ltd

Corporate Presentation (1H2024)



12 September 2024

Tai Seng Exchange



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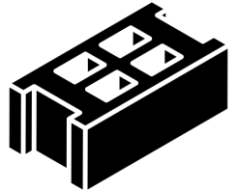


1. At a Glance

We are a leading Singapore-based builder in both private and public sectors



Construction



**Precast and
Prefabrication**

Soilbuild Construction Group Ltd. (“**Soilbuild Construction**” or the “**Company**”, and together with its subsidiaries, the “**Group**”) has multi-disciplinary capabilities in the construction industry grouped under the two core business divisions as above.

The Group offers a full spectrum of real estate services that includes:

- **Design and Build**
- **Construction**
- **Turnkey Construction**
- **Project Management Consultancy**
- **Procurement**
- **Mechanical & Electrical Installation**

Share Information

- Listed on the Mainboard of Singapore Exchange (SGX) on **27 May 2013**
- Stock code (**Bloomberg: SOIL:SP / Reuters: SOIL.SI / SGX Stock Code: S7P**)
- No. of issued shares: **approximately 1.65 billion shares**
- Controlling shareholder: **Mr Lim Chap Huat (approximately 79%)**

48+
Years of
Experience

S\$1.25b
Order Book
(as at 19 Aug 2024)

200+
Properties
Completed
Since 1976

Year
2008
Started Green
Building
Initiatives

Latest Financial Highlights

Net Profit of S\$7.4 Million in 1H2024 has Surpassed Net Profit of S\$7.3 Million in FY2023; Proposed Interim Dividends of 0.1 cents per Share



2. Awards & Accreditations

Testament to the Group's capabilities in the industry

A1 (BCA Grading)



Soil-Build (Pte.) Ltd. and SB Procurement Pte. Ltd, both wholly-owned subsidiaries of the Group, have the ability to tender for public sector projects in Singapore of an unlimited contract value.

Recognised

Precaster and Prefab MEP Manufacturer



Awarded Green & Gracious Builder for
10+ Years



Safety Awards



Quality Assurance



2. Awards & Accreditations

Committed to positive contributions to the community





3. Competitive Strengths



Comprehensive suite of construction services

- Able to provide attractive and effective solutions, such as one-stop end-to-end construction services and project management solutions for our customers across multi-property sectors
- Our project management team of project managers, architects and engineers, offers multi-disciplinary capabilities spanning the full construction cycle that ensures seamless transition from design to delivery



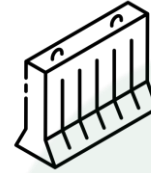
Affiliation to Soilbuild Group Holdings Ltd, an established property group in Singapore

- Potential for better order book visibility as the Group will continue to solicit for construction contracts with Soilbuild Group Holdings Ltd



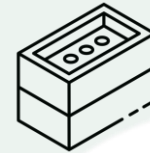
Multi-property sector approach diversifies our risks

- Capable of executing business space and both public and private residential property construction projects that allows our Group to shift our focus should there be a slowdown in any particular sector of the property market



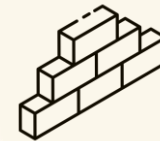
Entrench position and A1 BCA Grading pose significant barriers to entry

- It would be difficult to replicate our Group's knowledge and understanding of the construction industry and the relationship network we have established in Singapore
- Being one of the local construction companies that is graded A1 by the BCA, the Group can tender for public sector projects in Singapore of an unlimited contract value



Focus on effective cost-control and operational efficiency

- Increasing the use of pre-cast concrete work to reduce reliance on labour and shorten construction time
- Combined with our technical expertise and established working experience, we will continuously explore and adopt more techniques, systems and technologies to enhance our cost efficiencies



Proven track record

- With over 48 years of experience in the construction business, our projects have secured various awards
- We believe that our track record has earned the confidence of our customers as well as architects and consultants who have worked with us in the past



4. Track Record

A sterling award-winning portfolio of residential and business space properties



Leica Microsystems

A&A Works for Block of 3-sty production with Warehouse & Carpark, Block of 5-sty Office with Industrial Canteen, Roof Garden and Ancillary Facilities

Date of Completion:
4th Quarter 2023

BCA Green Mark Platinum



Pall Lion

A&A Works to Existing 3-sty Single User Industrial Development with Ancillary Office, Industrial Canteen and Utilities Block

Date of Completion:
4th Quarter 2023



4. Track Record

A sterling award-winning portfolio of residential and business space properties



Tai Seng Exchange

4 Blocks of 8 & 9-storey Multiple User General Industrial Factory Development with Carparks, Industrial Canteen and other Ancillary Facilities

Date of Completion: Feb 2023

BCA Green Mark Platinum



2 Pioneer Sector 1

4-storey Multi User Ramp-up Warehouse Development with Ancillary Facilities and Temporary Industrial Canteen

Date of Completion: Mar 2023



Ascent @ Gambas

8-storey Multiple-user General Industrial Factory with Ancillary Canteen and Office At Gambas Way (Sembawang Planning Area)

Date of Completion: Apr 2023



Verticus

Condominium project, located in the heart of Balestier, (Single block of 28-Storey Residential Development with a total of 162 units)

Date of Completion: Jul 2024



4. Track Record

A sterling award-winning portfolio of residential and business space properties



REVV @ Corporation Drive

10-Storey Multiple-User General Industry Factory With Temporary Ancillary Industrial Canteen And Mezzanine For Ancillary Office

Date of Completion: Feb 2022



JTC Bedok Food City

6-Storey Ramp-Up Multiple-User Food Factory with 5-storey Mezzanine Floors, Ancillary Workers' Living Quarters, Industrial Canteen and Ancillary Facilities

Date of Completion: Mar 2021



Tuas Bay Close

7-storey Ramp-up Multiple-user General Industrial Factory, A Temporary Ancillary Staff Canteen And Other Ancillary Facilities

Date of Completion: Apr 2021



5. Leadership

Experienced management team



Mr. Lim Chap Huat
Executive Chairman



Mr. Lim Han Ren
Executive Director and Group CEO



Mr. Chua Meng Kim
Chief Operations Officer



Mr. Andy Koh
Chief Operations Officer



Mr. Sim Teck Wui
Chief Commercial Officer



Mr. Lim Thiam Lay
Director, Mechanical &
Electrical



Mr. Zhang LiPing
General Manager, Precast and
Prefabrication Business



Mr. Toh Yiqiang
Group Financial Controller



6. Integrated Construction & Precast Hub (ICPH)

Established manufacturing facilities in Singapore and Malaysia

- Our ICPH facility was commissioned in 2019 with the adoption of **Design for Manufacturing and Assembly (DfMA)** principles
- **Complementary manufacturing facilities in Malaysia** for precast building components including PPVC modules

Key Features of ICPH:

- Automated Concrete Circulation Plant
- Hollow Core Plant
- Automated Steel Fabrication Plant
- Automated Stockyard System

Advantages:

- Shorter construction period
- Improved workmanship
- Reduced dependency on labour

Advanced Hollowcore Production Lines & Installation Expertise



Carousel Production Line

Cutting-edge technology which offers high efficiency & consistency in precast element production



On Site Expertise

Timely delivery of high-quality precast components for installation on site
(photo reference: 2PS1 project)

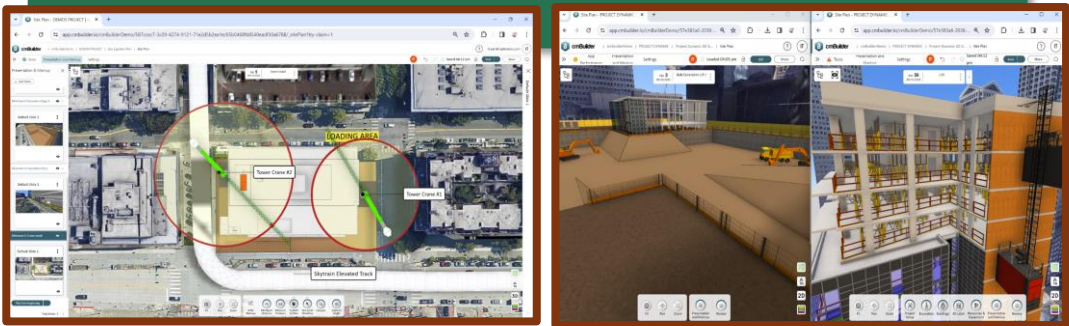


7. Digitalisation & Technology Initiatives

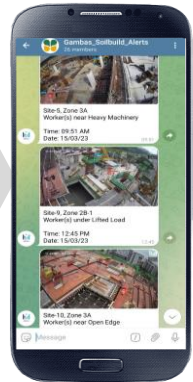
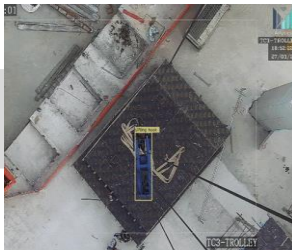
Enhancing our efficiency and safety standards



Building Information Modelling (BIM) Simulation for Construction & Safety Planning



Safety Monitoring Devices (using AI CCTV analytics)



Site notification
via Telegram App

7. Digitalisation & Technology Initiatives

Enhancing our project delivery visualisation





7. Digitalisation & Technology Initiatives

Enhancing our project delivery visualisation





8. Sustainable Builder

Our 3R (reduce, reuse, recycle) approach

Ampd Enertainer™ Battery Energy Storage Systems



- **Reducing carbon footprint:** At least 50% carbon reduction compared to diesel generators of a similar capacity
- **Improving productivity:** Zero recharging downtime and near-zero annual maintenance downtime
- **Reduced noise pollution:** 32 times quieter compared to generators of a similar capacity, reducing noise pollution

Solar Panels for Site Offices



- **Reducing carbon footprint:** Clean, renewable energy for certain operations of site office
- **Improving productivity:** Location-tagging with information storage system for easy retrieval of data.
- **Reduced wastage:** Built to withstand harsh weather conditions and it is also highly portable & customisable (with detachable camera & adjustable pole for various layouts)

Waste Management Initiatives



- **Recycling of building materials:** For fabrication of storage shelves, racks for our onsite operations
- **Reduced wastage in material procurement:** “Take-back” schemes (75% recyclable)
- **Reducing carbon footprint:** Focus on “Just-in-time” delivery with construction consolidation centres
- **Improving productivity:** Use of BIM and off-site manufacturing

Water Recycling



- **Water conservation & sustainability:** Decreasing the need for fresh water with rainwater collected for site use
- **Environmental Protection:** Mitigates the release of pollutants into ecosystem by treating construction waste water

Up to 5 per cent of evaluation points for tenders will be allocated to sustainability-related considerations from 2024¹

(This will apply to construction projects with an estimated minimum value of \$50 million and ICT projects of at least about \$10 million)

1. <https://www.mof.gov.sg/news-publications/speeches/fy2023-mof-committee-of-supply-debate-speech-by-senior-minister-of-state-mr-chee-hong-tat#:~:text=Starting%20from%20FY24%2C%20for%20tenders,points%20for%20sustainability%2Drelated%20considerations>



8. Sustainable Builder

Expanding our track record as a specialised builder of green buildings

“ Our multi-category presence in the construction industry is also proving to be a key area of strength and differentiation as a sustainable builder ”

Mr Lim Han Ren, Executive Director and Group CEO

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1. <https://www.mof.gov.sg/news-publications/speeches/fy2023-mof-committee-of-supply-debate-speech-by-senior-minister-of-state-mr-chee-hong-tat#:~:text=Starting%20from%20FY24%2C%20for%20tenders,points%20for%20sustainability%2Drelated%20considerations>

DB SCHENKER Industrial Building in Singapore

- ✓ Green Mark Platinum
- ✓ Green Mark Zero Energy
- ✓ Leadership in Energy and Environmental Design (“LEED”) Gold
- ✓ LEED Zero Carbon

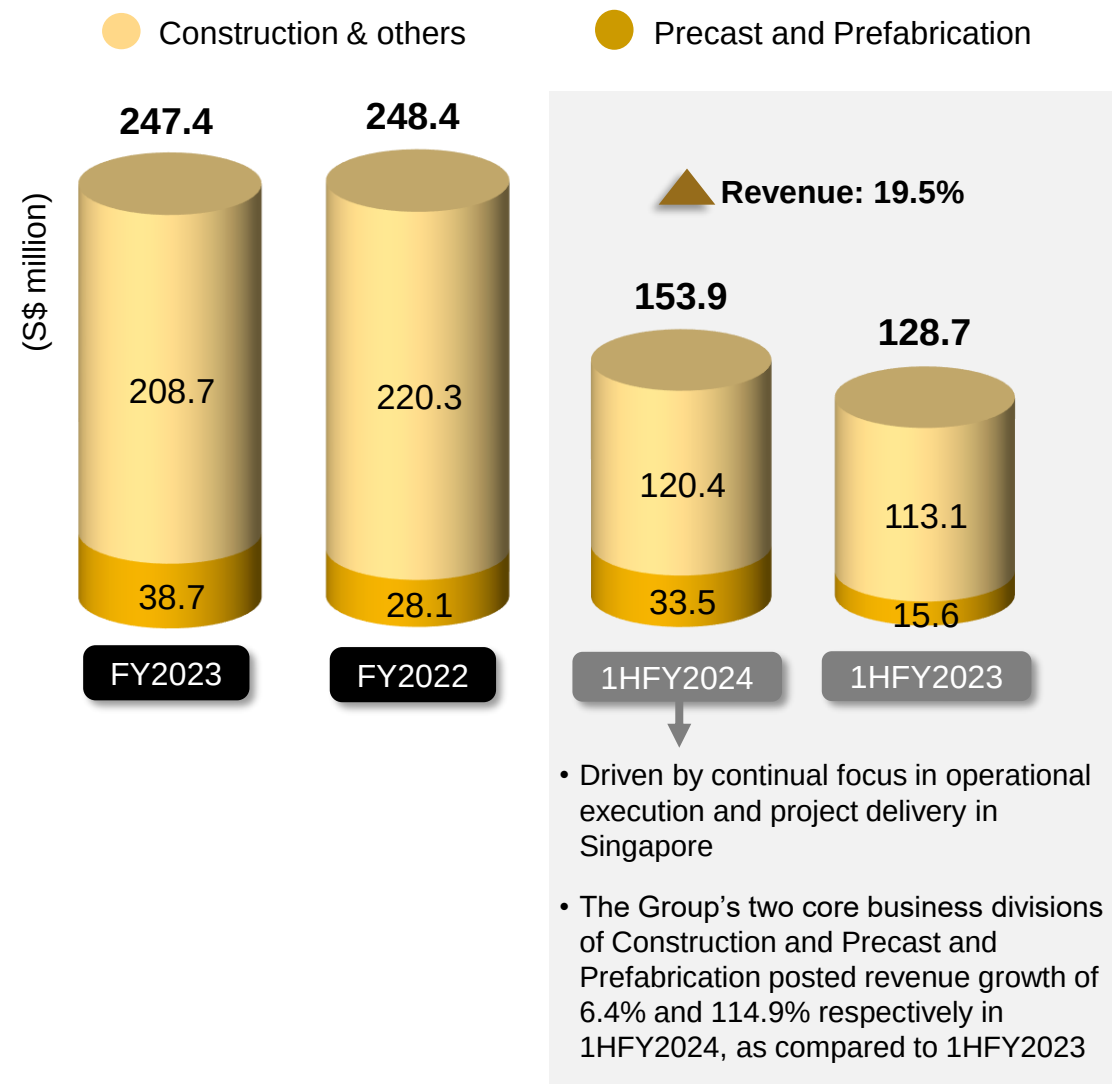


9. Result Highlights – 1HFY2024

Profit & Loss

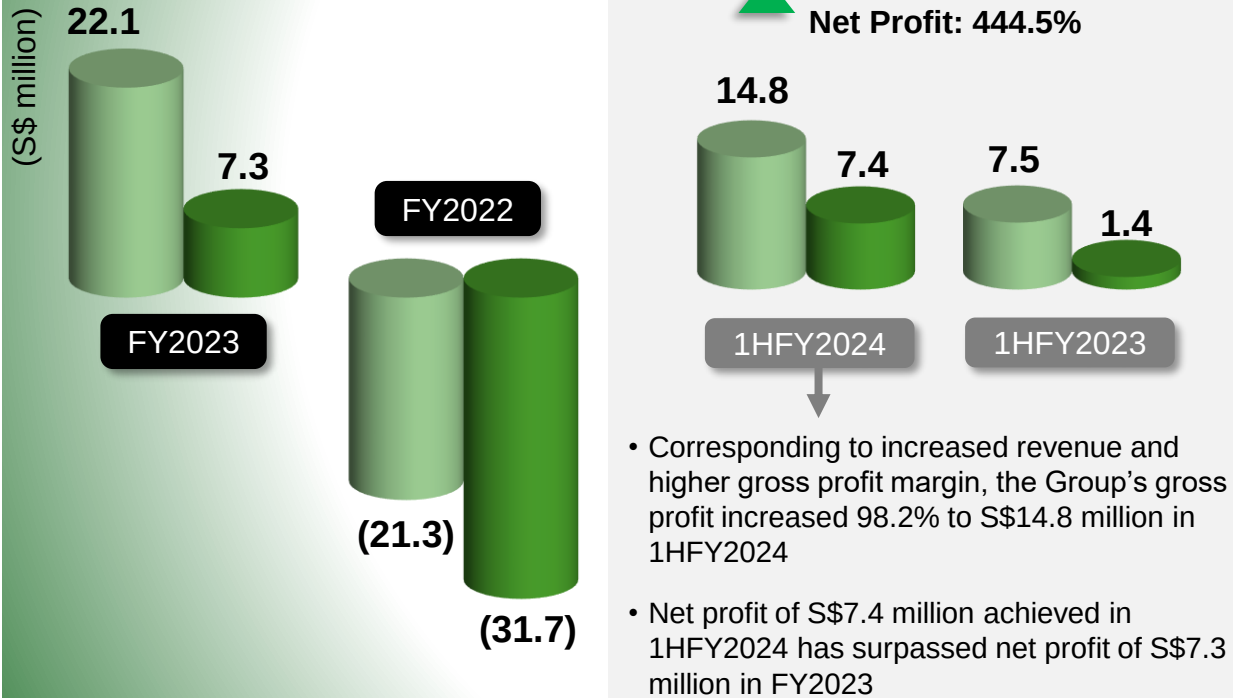


Revenue Contribution



Profitability Metrics

● Gross Profit ● Net Profit





9. Result Highlights – 1HFY2024

Balance Sheet

S\$ million	As at 30 Jun 2024	As at 31 Dec 2023	
Total Current Assets	130.8	116.5	Strengthened balance sheet with total assets of S\$267.1 million and cash and cash equivalents of S\$25.7 million as at 30 June 2024 <i>Representing 49% of our total assets</i> - Cash and cash equivalents – S\$25.7 million (20%) - Trade and other receivables, current – S\$92.8 million (71%) - Inventories – S\$8.1 million (6%) - Other current assets – S\$4.2 million (3%) <i>Representing 51% of our total assets</i> - Property, plant and equipment - S\$116.7 million (86%) - Trade and other receivables, noncurrent - S\$18.0 million (13%) - Deferred income tax assets - S\$1.5 million (1%)
Total Non-Current Assets	136.3	136.0	
Total Assets	267.1	252.5	
Total Current Liabilities	140.8	128.6	
Total Non-Current Liabilities	75.0	78.8	<i>Representing 65% of our total liabilities</i> - Income tax liabilities– S\$1.0 million (1%) - Trade and other payables – S\$118.0 million (84%) - Borrowings – S\$20.1 million (14%) - Provision for other liabilities – S\$1.7 million (1%) <i>Representing 35% of our total liabilities</i> - Trade and other payables, non-current – S\$7.0 million (9%) - Borrowings, non-current – S\$68.0 million (91%)
Total Equity	51.3	45.1	



9. Results Highlights – 1HFY2024

Cash Flow Statement

S\$ million		
	6 months ended 30 June 2024	6 months ended 30 June 2023
Net cash flows from operating activities	18.6	20.5
Net cash flows (used in) investing activities	(1.1)	(3.1)
Net cash flows (used in) /from financing activities	(6.0)	(7.6)
Net increase/(decrease) in cash and cash equivalents	11.4	9.7
Cash and cash equivalents, beginning balance	14.2	11.1
Cash and cash equivalents, ending balance	25.7	21.3

Continual positive cash flow from operating activities with S\$18.6 million generated during 1HFY2024

- Subsequent to 30 June 2024, there was a total of 179,079,831 warrants exercised by the Company's warrant holders and **the proceeds amounted to approximately S\$13.1 million.**
- **Mr Lim Chap Huat, controlling shareholder and Executive Chairman of the Company, and Mr Lim Han Ren, Executive Director and Group CEO have, in accordance with the terms and conditions of the warrants, fully exercised the warrants issued to them, being 149,036,060 warrants and 7,515,759 warrants, respectively.**



9. Results Highlights – 1HFY2024

Key Financial Ratios

	As at 30 June 2024	As at 31 December 2023	Variance
Current ratio ¹	0.93	0.91	▲ 0.02
Net Gearing ratio ²	1.22	1.70	▼ 0.49
Net asset value per share ³ (S\$ cents)	3.48	3.07	▲ 0.41

	1HFY2024	1HFY2023	Variance
Return on equity ⁴ (%)	15.32	4.77	▲ 10.55
Return on assets ⁵ (%)	2.84	0.56	▲ 2.28
Basic earnings per share ⁶ (S\$ cents)	0.50	0.12	▲ 0.38

1. Based on net current assets divided by net current liabilities as at financial year/period end

2. Based on total borrowings minus cash divided by total equity as at financial year/period

3. Based on the net asset value attributable to owners of the Company divided by number of ordinary shares in issue at the end of the financial year/period

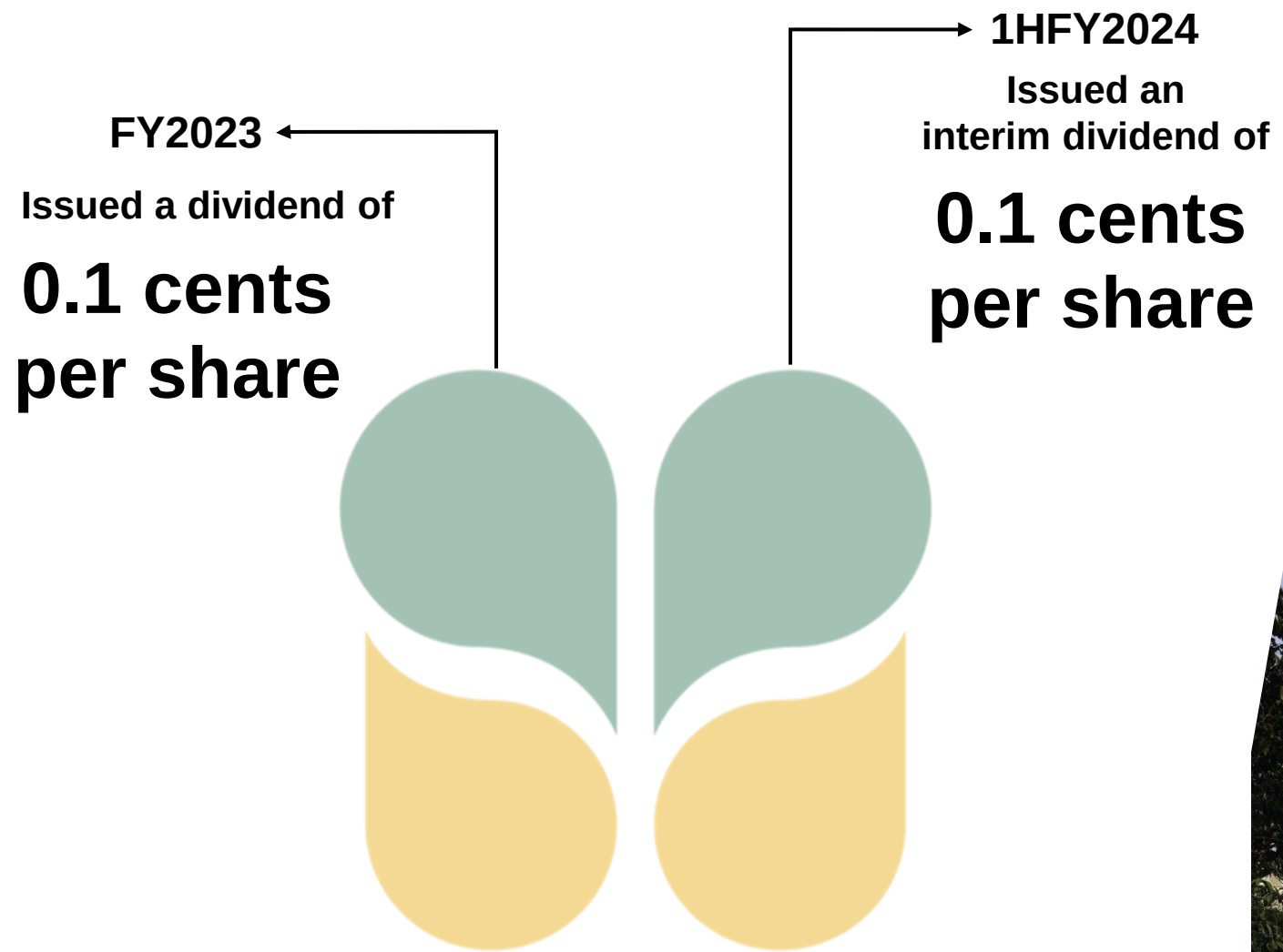
4. Based on the net income for the financial year/period divided by the total equity (using the average basis) multiply by 100%

5. Based on the net asset value attributable to owners of the Company divided by number of ordinary shares in issue at the end of the financial year/period

6. Based on the net income for the financial year/period divided by the total assets (using the average basis) multiply by 100%

10. Dividends

Demonstrating our commitment to reward shareholders





11. Outlook

Revenue visibility that is supported by the Group's strengthened order book

S\$1.25b

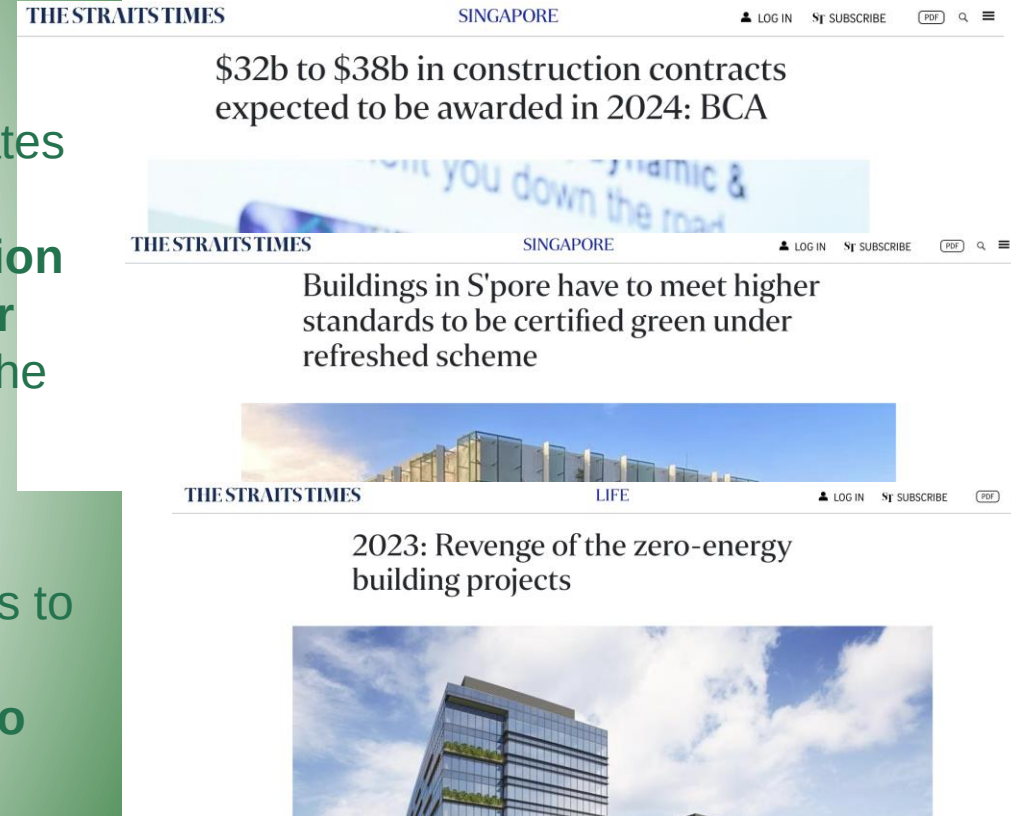
Order Book

(as at 19 August 2024)

S\$647.5m

Secured a construction contract at Tuas Port in June 2024 that is the largest construction project won by the group in its history

- The Building and Construction Authority Singapore ("BCA") estimates **construction demand to reach between S\$31 billion and S\$38 billion per year from 2025 to 2028**, with the public sector leading the demand¹
- BCA: Our national target is to have **at least 80% of buildings in Singapore to be green by 2030**²



1. <https://www1.bca.gov.sg/about-us/news-and-publications/media-releases/2024/01/15/steady-demand-for-the-construction-sector-projected-for-2024>

2. <https://www1.bca.gov.sg/public/learn-about-the-built-environment/green-buildings>

12. Summary



Strengthened Order Book of S\$1.25 Billion

provides revenue visibility and the Group continue to focus on improving the quality of our growth with long-term commitments and larger scale projects

Improved Financials & Dividends

Reflects the Group's imperative to drive growth and profitability

Sustainable Builder with A1 BCA Grading

Our multi-disciplinary capabilities is also proving to be a key area of strength and differentiation

Risks Diversification

via multi-category sector approach allows our Group to shift our focus according to market trends

Affiliation to Soilbuild Group Holdings Ltd

Potential for better order book visibility as the Group will continue to solicit projects from our affiliation with this established real estate group

Proven Track Record

Over 40 years of experience in the construction business with various projects securing various awards





Soilbuild Construction Group Ltd

1H2024 Results Presentation

Q&A Session

For media and investors' queries, please contact:

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