

## 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 (site area) of storage space across four warehouses in Singapore, CosmoSteel has one of the largest and most extensive inventories of steel pipes, fittings, flanges and structural in Singapore comprising over 25,000 line items across four main product categories. As an endorsement of its quality assurance system, it was awarded ISO 9001:2015, ISO 14001:2015, ISO 45001:2018, ISO 22301:2012 and bizSAFE STAR certification. CosmoSteel also won the Most Transparent Company Award in the Energy category (Runner-up) at the SIAS 20th Investors' Choice Awards. In 2019, it was ranked 79<sup>th</sup> out of 578 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 13 November 2019)

Listed on SGX-ST Mainboard	2007
Share price (S\$)	0.081
Market capitalisation (S\$m)	23.52
Issued & Paid-up Shares (m)	290.4

### Substantial Shareholders

(As at 30 September 2019)

Hanwa Co., Ltd	28.45%
Ong Tong Hai, Jack	12.1%
Ong Tong Yang, Andy	6.87%

### Key Management

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

### FINANCIAL OVERVIEW (12 MTHS ENDED 30 SEPTEMBER)

Profit & Loss (S\$m)	FY2018	FY2019
Revenue	82.2	91.6
(Loss)/Profit Before Tax	(34.0)*	2.8
Net (Loss)/Profit	(32.3)*	2.8
Earnings Before Interest, Tax, Depreciation and Inventory Allowance	2.6	7.4
Per Share Data (S¢)	FY2018	FY2019
(Loss)/Earnings Per Share	(11.13)	0.97
Dividends Per Share	-	0.25
Net Asset Value Per Share	25.30	26.26
Efficiency Ratios (Days)	FY2018	FY2019
Trade Receivables Turnover	98	98
Trade Payables Turnover	29	34
Inventory Turnover	315	205
Liquidity Ratios (Times)	FY2018	FY2019
Current Ratio	2.61	3.67
Gearing Ratio	0.52	0.38

\*Includes inventories value write-down of S\$30.8 million in FY2018

