

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 and flanges in Singapore comprising over 25,000 line items and since 2014, it has further expanded its product range to include structural steel, electrical products and structural and cable products. As an endorsement of its quality assurance system, it was awarded ISO 9002:1994 in 2000; ISO 9001:2000 in 2003; ISO 9001:2008, ISO 14001:2004 and OHSAS 18001:2007 in 2009, bizSAFE STAR certification in 2012 and ISO 22301:2012 in 2015. In 2016, it was ranked 45th out of 631 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
- Identify new potential markets

Prudent Financial Management

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

Equity Data (As at 3 May 2017)

| | |
|------------------------------|-------|
| Listed on SGX-ST Mainboard | 2007 |
| Share price (S\$) | 0.141 |
| Market capitalisation (S\$m) | 40.9 |
| Issued & Paid-up Shares (m) | 290.4 |

Substantial Shareholders (As at 9 December 2016)

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

FINANCIAL OVERVIEW (PERIOD ENDED 31 MARCH)

| Profit & Loss (S\$'m) | 1HY17 | 1HY16 | FY16 |
|----------------------------|--------|--------|--------|
| Revenue | 28.2 | 38.8 | 68.8 |
| Loss Before Tax | (4.7) | (0.3) | (8.8) |
| Net Loss | (4.7) | (0.4) | (7.6) |
| Per Share Data (S¢) | 1HY17 | 1HY16 | FY16 |
| Loss Per Share | (1.62) | (0.12) | (2.61) |
| Dividends Per Share | - | - | 0.50 |
| NAV Per Share (in cents) | 37.54 | 41.59 | 39.68 |
| Efficiency Ratios (Days) | 1HY17 | 1HY16 | FY16 |
| Trade Receivables Turnover | 129 | 119 | 123 |
| Trade Payables Turnover | 67 | 60 | 57 |
| Inventory Turnover | 657 | 593 | 625 |
| Liquidity Ratios (Times) | 1HY17 | 1HY16 | FY16 |
| Current Ratio | 4.92 | 3.61 | 4.71 |
| Gearing Ratio | 0.25 | 0.37 | 0.26 |

Key Management

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| Ong Chin Sum – CEO & Executive Director |
| Ong Tong Yang, Andy – Executive Director |
| Ong Tong Hai, Jack – Executive Director |
| Seiji Usui – Executive Director |
| Tan Bee Kheng – Financial Controller |
| Loh Ngiap Boon – General Manager |

