

Preferred Partner for Total Wastewater & Water Management Solutions in Asia





This presentation may contain forward-looking statements that involve risks and uncertainties.

Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions.

Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, exchange rate movement, cost of capital and capital availability, competition from other companies and venues for sale and distribution of goods and services, shifts in customer demands, customers and partners, changes in operating expenses, including employee wages, benefits and training, governmental and public policy changes.

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"Memiontec shall march into our NEXT LAP to continue to grow rapidly, sustainably and profitably to enhance shareholder value for the mid to longterm."





OUTLINE

- 1. Overview
- 2. Synergistic Business Model
- 3. Regional Presence
- 4. Financial Highlights
- 5. Prospects
- 6. Business Strategies & Future Plans



KEY INVESTMENT HIGHLIGHTS



- **1** Total wastewater & water management solutions provider in Asia with a proven track record of more than 28 years
- **2** Diverse & established customer base in various core industries
- **3** Synergistic business model with a geographically diversified business presence across Asia
- **4** Recurring income from equity investments in BOOT / TOOT projects
- **5** Professional & competent management team with over two decades of relevant experience
- 6 Strong financial performance and healthy order book of over S\$90 million (as at 30 April 2021)
- 7 Positive growth prospects with resilient water demand in operating countries
- 8 Dividend policy of 20% (FY2019) and 25% (FY2020 & FY2021*) *Barring unforeseen circumstances, and subject to dividend policy per Offer Document dated 21 February 2020, Page 59 and shareholders' approval in the next AGM.

MEMION Membrane Ionexchange Technology

Corporate Profile

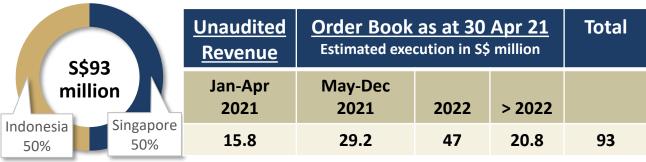
· Memiontec Holdings Ltd ("Memiontec" or "the Company", and together with its subsidiaries, "the Group") is a Singapore-based one-stop total solution water treatment company with over 20 years of experience in water and wastewater management services across Singapore, Indonesia and the PRC.

Key Facts

- Through the use of membrane, ion exchange, physical, chemical and biological processes and leveraging its in-house design, engineering, fabrication and assembly Indonesia capabilities, Memiontec develops reliable, compact, cost-effective, innovative and space-efficient customised water and wastewater treatment solutions across the entire value chain in the water industry.
- Serving both municipalities and varied industries in Asia, the Group has developed strong working relationships with both public and private sector customers in the region such as the Public Utilities Board ("PUB"), Obayashi Singapore and Petrochemical Corporation of Singapore, PDAM (national water agency of Indonesia), PT Jakpro (Jakarta state-owned infrastructure developer), McConnell Dowell, PT PP, PT Abipraya Brantas, Sinarmas, Lippo, etc.

	Total Solutions with EPC (TSEPC)	Operation, Maintenance & Servicing (OMS)	Sales & Distribution SDS & Trading	BOOT / TOOT Projects (Sales of water)
Singapore	٧	V	V	
Indonesia	v	V	V	v
China	٧		V	

Order Book



 The above order book excludes our long-term OMS service rendered by PTMI to PT JMA for the concession of 25 years.

Dividends



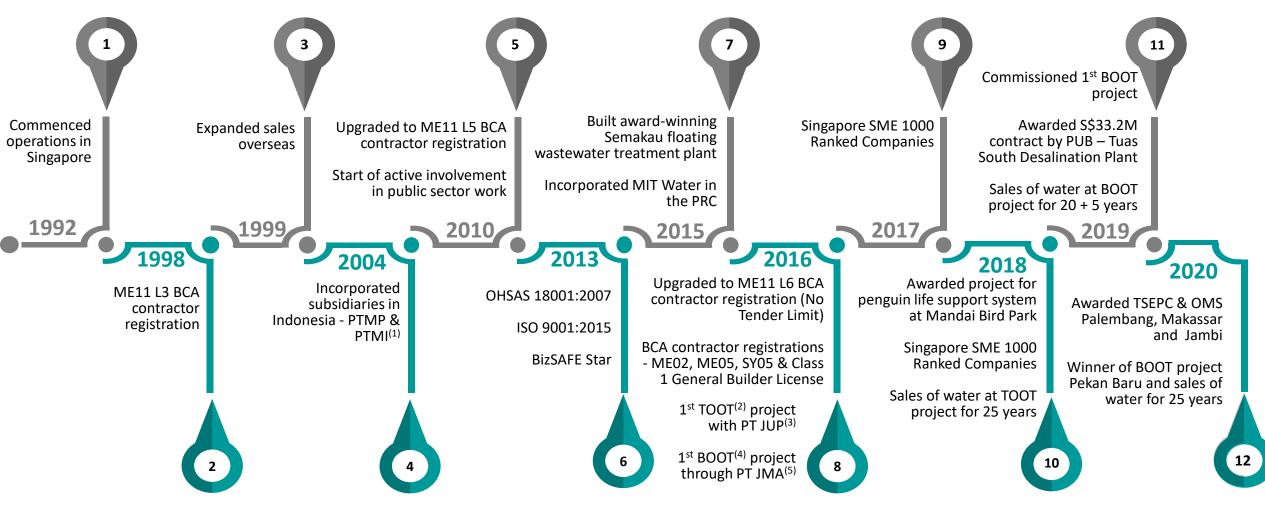
The proposed dividend payout for FY2021 is expected to be maintained

*Barring unforeseen circumstances, and subject to dividend policy per **Offer Document dated 21 February** 2020, Page 59 and shareholders' approval in the next AGM.



Track Record for More Than 29 Years

1. OVERVIEW



(1) PTMP: PT Memindo Pratama; PTMI: PT Memiontec Indonesia

(2) TOOT: Transfer-Own-Operate-Transfer

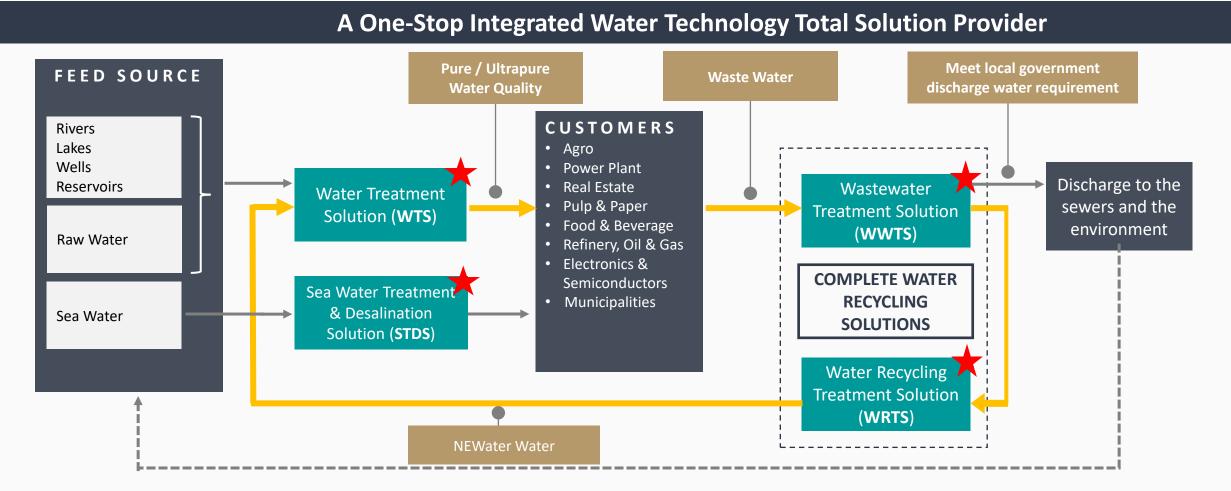
(3) PT Jakarta Utilitas Propertindo ("PT JUP") is a wholly-owned subsidiary of PT Jakarta Propertindo, an enterprise which is ultimately owned by the state government, Daerah Khusus Ibukota Jakarta

(4) BOOT: Build-Own-Operate-Transfer

(5) PT Jakpro Memiontec Air ("**PT JMA**") is a joint venture entity. The remaining 60.0% of PT JMA is owned by PT JUP, an independent third party to the Group

1. OVERVIEW





- Core in-house capabilities with cost effective technological solutions
- Customised solutions to cater to the specific requirements of customers
- Ability to offer various water treatment structures (such as Build-Own-Operate-Transfer ("BOOT") or Transfer-Own-Operate-Transfer ("TOOT"))

1. OVERVIEW

Awards & Certifications



High Safety Standards

hindra with an an a species

- ISO 45001:2018
- bizSAFE Star •

Quality Assurance ISO 9001: 2015

Material Licences

- BCA ME02, ME05, ME11 and SY05 (Singapore)
- BCA General Builder Class 1 (Singapore)
- Class B2 and B1 Class construction 2 service licence (Indonesia)





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Kabupaten Kota	: Kota Adm. Jakarta Timur
Previnsi	: DKI hikara
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2. OVERVIEW Established Customer Base





1. OVERVIEW

Intangible Assets



Trade Secrets and Technical Know-How

- Proprietary customised management information systems and associated programmable logic controllers for the management and operations of water treatment plants
- ✓ SOPs and technical manuals for the management and operations of water treatment plants
- Deep industry knowledge that allows the company to understand underlying customers needs from tender specifications to win new projects
- Design know-how to customise the design of water treatment plants to optimise plant operations, as well as the specific plant designs.

Branding and Reputation

- Memiontec is well-known in the water treatment industry and we have 2 registered trade marks
- \checkmark Proven track record that is accrued as brand equity
- ✓ Co-branding with well-known JV Indonesia partner, Jakpro

Data

✓ Data collected through the Group's OMS services and water treatment plant operations in BOOT and TOOT projects

Partnerships and Networks

- Contractual agreements (joint venture) with Jakpro that provides access to the sole licence to sell treated water in Jakarta, Indonesia.
- ✓ Strong strategic networks with government and businesses in Indonesia cultivated by Managing Director Ms. Dewi, including MOUs with State-owned Enterprises where Memiontec may jointly bid to obtain licences from the authorities to sell treated water in other parts of Indonesia.

Regulatory Approvals

- ✓ Memiontec is one of 35 companies in Singapore that holds BCS ME11 Grade L6 licence which provides the right to participate in public tenders for Mechanical Engineering works with an unlimited value tender without limitation.
- ✓ In Indonesia, the Group's subsidiaries hold the B1 and B2 construction licences, the highest tier of construction licences in Indonesia, which provide the right to participate in public and private tenders of medium to high technology levels and risk levels

Membrane Ionexchange Technology

1. OVERVIEW

Experienced Management Team





MR TAY KIAT SENG **Executive Chairman and CEO**

Mr Tay co-founded Memiontec in 1992 with Managing Director Ms Soelistyo Dewi Soegiharto. He has over 31 years of experience in the water treatment industry. Prior to co-founding Memiontec, Mr Tay spent two years as a senior manager at water treatment company, Watermac Engineering Pte Ltd. He started his career with Memtec Ltd, an Australian water treatment company, where he worked as a design engineer, focusing on the MEMCOR membrane product line for two years. Mr Tay graduated from the University of Strathclyde, United Kingdom, with a Bachelor of Engineering in Mechanical Engineering in 1988 and is a member of Singapore Institute of Directors.



MR LOW KIAN BENG Executive Director

Mr Low is our Executive Director and he is involved in the decision making on the Group's operational and financial matters, together with rest of the Board. From 2010/11 to 2017, Mr Low was the Group Deputy CEO and Executive Director of ecoWise Holdings Limited, a Singapore SGX-listed environmental company. Prior to that from 2000 to 2006, he was the Managing Director and CEO of SP Corporation, a SGX-listed industrial services company, and from 2006 to 2010, he was the CEO of Envipure Pte Ltd. Mr Low obtained his BSc Degree (with honours) in Engineering from Imperial College of Science and Technology, London (UK) in 1980 and a Master of Business Administration Degree (with distinction) from Oklahoma City University, Texas (USA) in 1989. Since May 2012, Mr Low has served as a non-executive council member of the Sustainable Energy Association of Singapore.



MS SOELISTYO DEWI SOEGIHARTO **Managing Director**

Ms Dewi co-founded Memiontec in 1992 with Executive Chairman and CEO Mr Tay Kiat Seng. She has more than 28 years of experience in the water treatment business. Prior to co-founding Memiontec, she worked as a sales and project engineer for a year at Scotts center Pte. Ltd., a water treatment solutions company in Singapore. She was instrumental in developing the market and foundation of the Group's Indonesian subsidiary. Ms Dewi graduated from the University of New South Wales, Australia, with a Bachelor of Engineering in Chemical Engineering in 1991 and is a member of Singapore Institute of Directors.

MR LIM WEI KUAN Director, Memiontec Pte Ltd

Mr Lim has been with the Group since his university graduation in 2006 when he joined as a Project & Application Engineer. He was promoted to General Manager of MPL in 2014 and in December 2019, MrLim was appointed to his current role as Director of MPL.As Director of MPL, Mr Lim is responsible for the overall design, engineering and overseeing project implementation, service and maintenance works in Singapore. He is also accountable to the Managing Director for the delivery of revenue, budget, cost control and overall performance of our subsidiary, MPL, in Singapore.Mr Lim obtained a Bachelor of Engineering in Chemical Engineering from the University of Malaya in 2006.



MS GOH YEN PENG Group Financial Controller

Ms Goh is responsible for the overall financial management of the Group including accounting, treasury, risk management and governance framework. Ms Goh has accumulated several years of finance and accounting experience ranging from a SGX listed company, private enterprises and MNCs. She is currently a fellow member of the Association of Chartered Certified Accountants, United Kingdom, and a member of the institute of Singapore Chartered Accountants. She obtained a Master of Business Administration from University of Strathclyde in 2010.



MS IRAWATI TAN Director, PT Memiontec Indonesia

Ms Irawati first joined the Group in 2009. She assists our Executive Chairman and CEO in managing the overall business and operations in Indonesia and is responsible for sales and marketing, project execution, procurement, budget and cost control of the Group's Indonesia business units. Prior to Memiontec, she started her career at the Astel Group after graduation, where she held various roles, including budget and finance controller. Before Ms Irawatilef the Astel Group to join the Group in 2009, she last held the position of procurement manager. Ms Irawati graduated from Bina Nusantara University with a Bachelor of Accounting in 2004.

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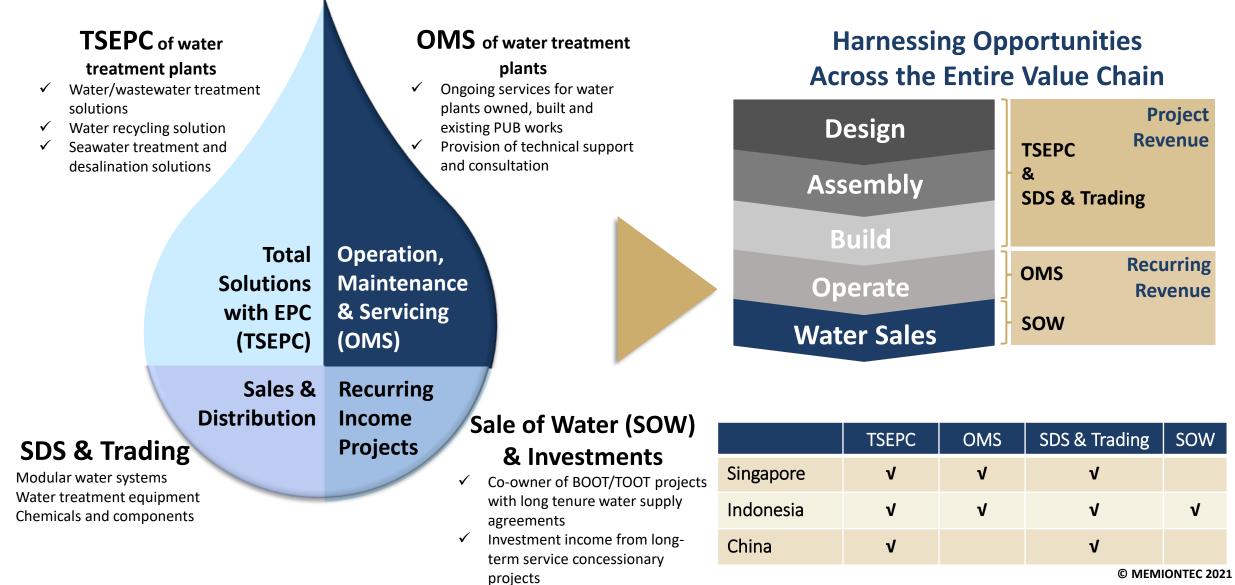
2. SYNERGISTIC BUSINESS MODEL

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Singapore



In November 2019, NEA wins Global Engineering Award for Semakau Offshore Landfill for Engineering Construction Excellence



Memiontec was the Contractor for the Project



Indonesia

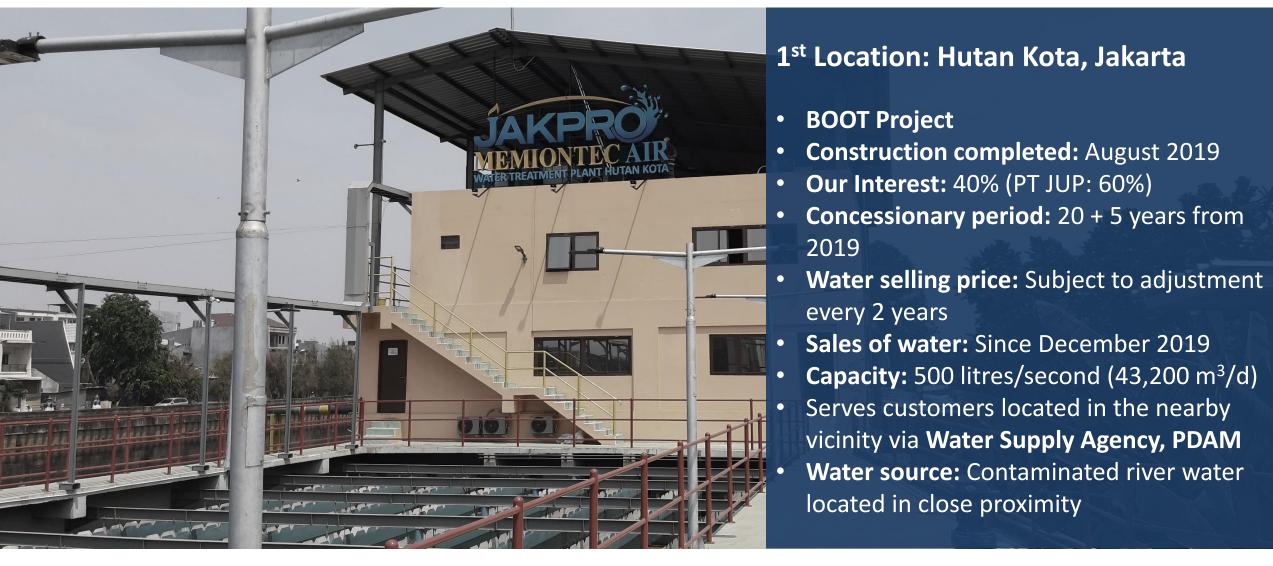




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Indonesia









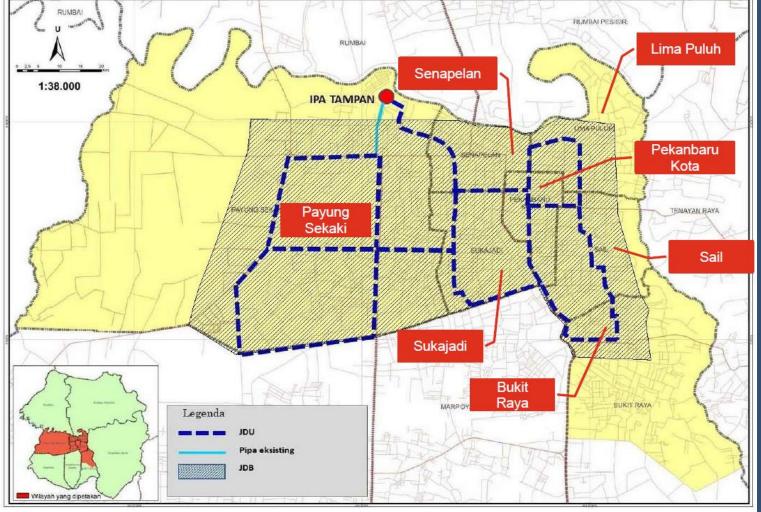


2nd Location: Waduk Pluit, Jakarta

- TOOT Project
- Upgrading completed: 2018
- **Our Interest:** 40% (PT JUP: 60%)
- **Capacity:** up to 2,500 m³/day
- **Concession period:** 25 yrs from 2018
- Sales of water: Since November 2018

Indonesia





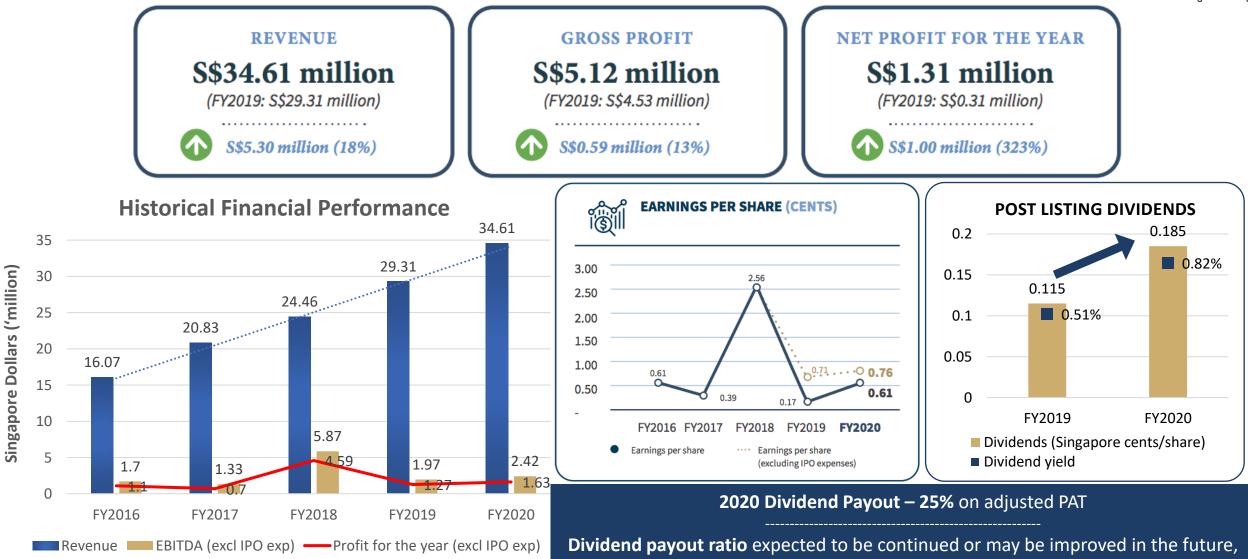
3rd Location: Pekanbaru, Riau Province

• BOOT Project

- Construction period: 2021 to 2026
- Our Interest: 15% (PT PP: 80%, PT EP: 5%)
- **Concessionary period:** 25 years from 2021
- Sale of water: From 2021 (Existing facility), 2026 (New facility)
- Capacity: Existing facility (500 litres/s 43,400 m³/d), New facility (250 litres/s 21,600 m³/d)
- Serves customers located in the nearby vicinity via Water Supply Agency, PDAM
- Water source: Contaminated river water located in close proximity

4. FINANCIAL HIGHLIGHTS





barring unforeseen circumstances, and subject to dividend policy per Offer Document dated 21 Feb 2020, Page 59 and shareholder's approval in AGMs

Strong Financial Position



FINANCIAL POSITION (S\$ million)	FY2020	FY2019	FINANCIAL POSITION: TOTAL ASSETS – INCREASED by S\$15.4m:	
Cash and bank balances	14.53	4.90	 INCREASE in CASH & BANK BALANCES by \$\$9.63m from IPO proceeds and bank borrowings. 	
Total assets	37,464	22.07	 NON-CURRENT ASSETS - increased by S\$0.4m: (i) Partial capital investment of S\$0.18m in relation to the 15% stake in a JV 	
Total borrowings	5.30	0.84	company for the execution of a BOOT project in Pekan Baru, Indonesia (held as financial assets at OCI).	
Total liabilities	20.34	13.03	 (ii) Additional capital investment in a JV, PT JMA, amounting to \$\$0.45m. TOTAL LIABILITIES — INCREASED BY \$\$7.3m: 	
Total equity	17.12	9.04	• Temporary bridging loan of \$\$5.00 million under Enterprise Financing Scheme ("EFS")	
Equity attributable to owners of the Company	17.08	8.99	 TOTAL EQUITY - INCREASED BY \$\$8.1m: Increase in share capital of \$\$8.2m due to issue of new shares, partially offset by 	
No. of ordinary shares (million)	220.26	179.61	decrease in other reserves by \$\$1.1m.2020 net profit of \$\$1.3m.	
NAV/share (Singapore cents)	7.75	5.00	(S) NET ASSET VALUE PER SHARE (CENTS)	
GEARING			8.00 7.75	
Net debt/ Total equity (%)	31%	9%	7.00 6.00 5.00 4.00 5.00 5.00 5.01 5.01 5.01 5.01 5.01 5	
EBITDA/ interest expenses (times)	16.8	7.9	3.00 2.00 2.66 7.75 cents in FY2020	

1.00

FY2016 FY2017 FY2018 FY2019 FY2020

5. PROSPECTS



WATER DEMAND TO ALMOST DOUBLE BY 2060 FROM CURRENT 430 MILLION GALLONS PER DAY⁽⁸⁾

Singapore

MUNICIPAL SECTOR: To increase water recycling & desalination capacity to supply 85% of water needs by 2060 ⁽⁹⁾				
COLLECTING WATER	Water catchment areas will cover 90% of land area by 2060 , from two thirds currently ⁽¹⁰⁾	To maintain, upgrade and expand the existing water catchment network and the existing water treatment plants		
RECYCLING USED WATER	NEWater expected to meet up to 55% of future water demand by 2060 ⁽⁸⁾	Around S\$5 billion in tender packages are expected to be awarded - S\$2 billion under 11 contracts for Tuas Water Reclamation Plant and S\$3 billion under four contracts for the Integrated Waste Management Facility ⁽¹¹⁾		
DESALINATION	To increase desalination capacity so that desalinated water will continue to meet up to 30% of water needs in 2060 ⁽⁹⁾	Exploring low-energy desalination to ensure the sustainability of desalinated water ⁽⁸⁾		
INDUSTRIAL SECTOR: Water supply to non-domestic sector to rise to 70% by 2060 from 55% ⁽⁹⁾				
PUB - S\$26 MILLION FUND FOR FIRMS IN WATER- INTENSIVE INDUSTRIES ⁽¹²⁾	To increase industrial water savings by 3 million mgd every year via water saving technologies ⁽¹²⁾	22 water-efficiency projects implemented, 13 to be completed by 2021, and 34 in the pipeline, bringing total water savings potentially close to 20 mgd ⁽¹²⁾		

5. PROSPECTS

Indonesia



Future

			indonesia s Present & Fi	
DEMAND FOR CLEAN WATER	Nearly 1 of 2 Indonesians lack access to safe water ⁽¹⁾	Over 70% of the population rely on potentially contaminated sources ⁽¹⁾	Clean water supply needs – Jak Urban Domestic Demand ⁽³⁾ Industrial Demand ⁽³⁾ Irrigation for Agriculture ⁽³⁾	
INADEQUATE WATER	A low water storage ratio of 52.55 m³ per capita in 2016, which	Government sees need to increase the supply of raw water by	Energy Production ⁽³⁾ PUBLIC-PRIVA	
SUPPLY	has been declining against population increase ⁽³⁾	developing the water containing facilities ⁽⁴⁾	 The Government aims to ach in urban areas by the end of approximately 27 million new rural areas⁽⁶⁾ 	
POOR WATER QUALITY	45% of groundwater contaminated by fecal coliform in Jakarta ⁽³⁾	80% of groundwater contaminated by Escherichia coli in Jakarta ⁽³⁾	 Private sector investment in of water infrastructure To fill the government's 36.5 	

Indonesia's Present & Future Water Demand (m³/s)

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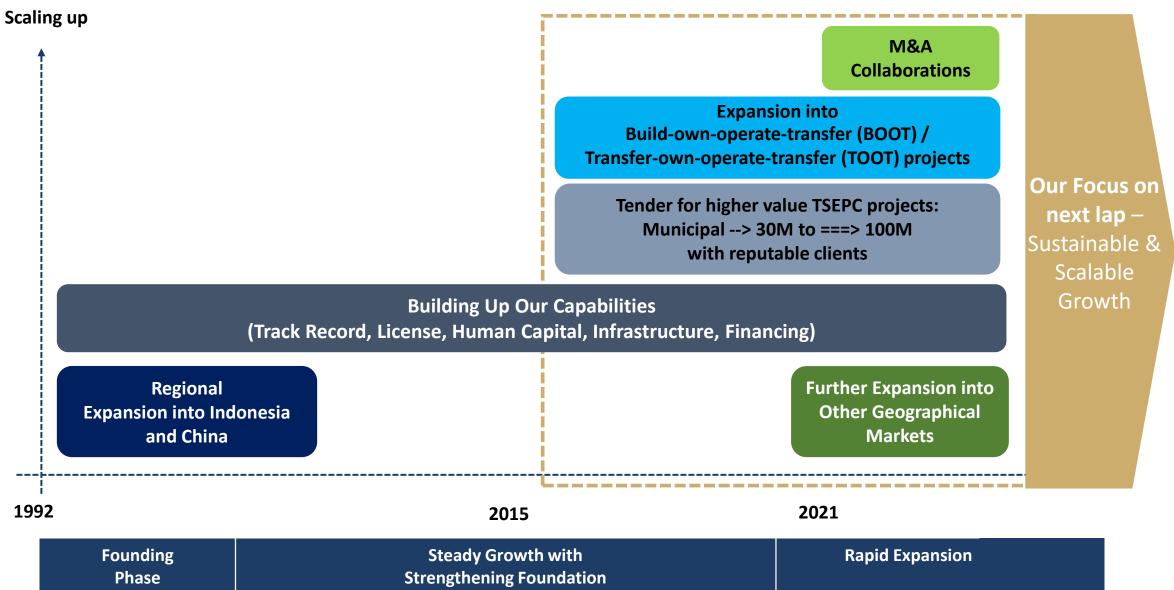
	Present	Future
Clean water supply needs – Jakarta ⁽²⁾	27 (2017)	41.6 (2030)
Urban Domestic Demand ⁽³⁾	190 (2015)	260 (2030)
Industrial Demand ⁽³⁾	14 (2013)	29 (2030)
Irrigation for Agriculture ⁽³⁾	1,500 (2013)	6,000 (2030)
Energy Production ⁽³⁾	90 (2012)	737 (2050)

ATE PARTNERSHIP

- hieve universal access to safe water f 2019, which involves installing ew connections in both urban and
- the development and maintenance
- 5% funding gap⁽⁵⁾

6. BUSINESS STRATEGIES & FUTURE PLANS







EXPANSION IN EXISTING MARKETS

SINGAPORE

- Public tenders for larger scale projects.
- Industrial projects in TSEPC space for MNCs.
- OMS services Semi-conductor, pharmaceutical and petrochemical sectors.

INDONESIA

- TSEPC for municipal space (with local partners).
- TSEPC and OMS Palm oil, power, paper & pulp, F&B and O&G.
- JV equity investment in more BOOT projects.

CHINA

- Provide systems and equipment to improve costefficiency for our Group.
- Third party TSEPC projects.

OTHER FOCUS AREAS

- Consultancy and front-end engineering design services.
- Sales and distribution working with our current established principal partners.

2 EXPANSION INTO NEW GEOGRAPHICAL MARKETS

- Southeast Asia, and beyond, with strong demand for water.
- Via business collaboration, strategic alliances, joint ventures or investments.

EXPANSION THROUGH MERGERS & ACQUISITIONS

• To gain access to new markets, strengthen market position and/or develop our total solution and supply chain more cost effectively.

4 INVEST IN MORE BOOTS AND TOOTS

- To generate recurring and potentially, stable income streams.
- Invite strategic investors and partners to coinvest in such projects.

↑ REVENUE

Maximising shareholders' value

↑ ROE

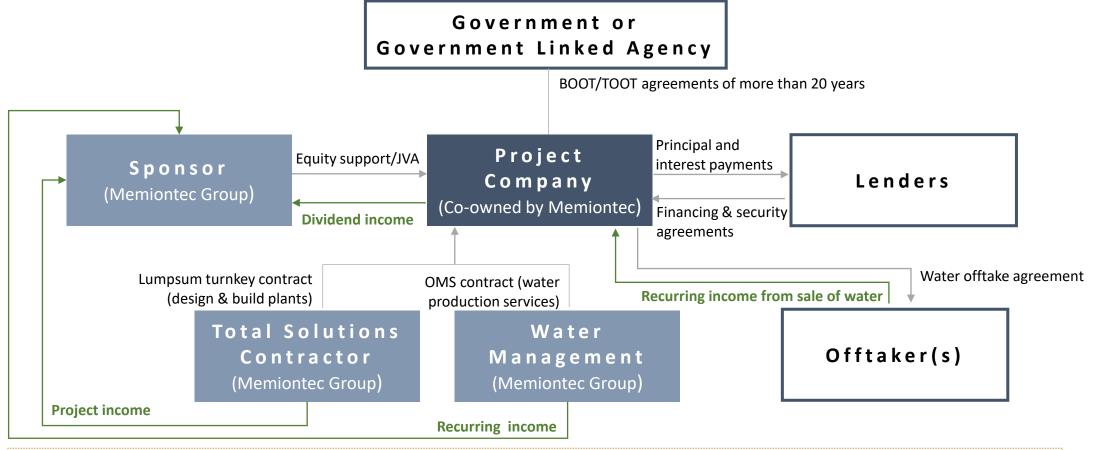
↓ COGS
 ↓ OP. COSTS
 with higher
 economies of scale

3



STRATEGIC FOCUS ON

PPP INFRASTRUCTURE PROJECTS

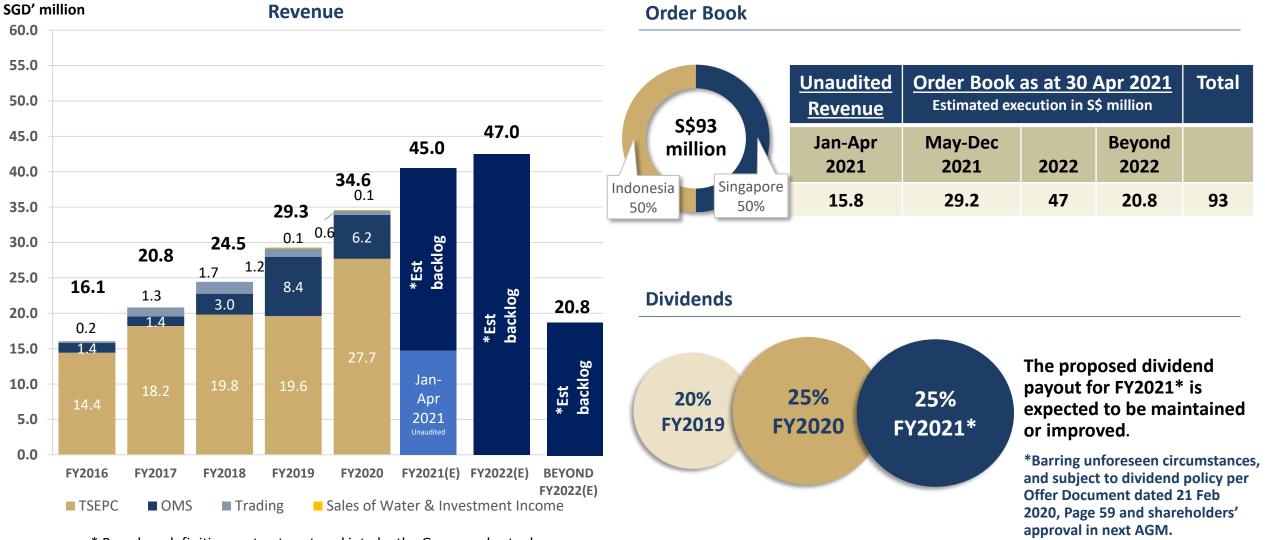


ALLOWING VALUE CREATION VIA BOOT/TOOT BUSINESS MODEL FOR SUSTAINABLE INCOMES

- **Design and Develop** water or wastewater treatment plants; **Own and Operate** assets through our subsidiaries
- In partnership with big corporations and municipal agencies for the entire concession period of long tenure
- Sustainable income through strategic role in key elements of the BOOT model

MOVING AHEAD





* Based on definitive contracts entered into by the Group and actual results may differ due to unforeseeable delays in execution.

SUMMARY



ESTABLISHED INDUSTRY CREDIBILITY

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Proven track record of almost 30 years with strong customer base Experienced directors & senior management team Water technology & proprietary know-how Efficient project deliveries with strong value-chain management

HEALTHY ORDER BOOK

 Healthy book order with balanced geographical mix
 Diverse industries and customer base
 Order book as of 30 Apr 2021 amounted to S\$93m

POSITIVE FINANCIAL PERFORMANCE

- Sustainable growth in financial performance
- 5-year Revenue CAGR of 21%

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- Stronger financial indicators, a year after IPO in March 2020
- Dividend Payout of > 25%* *Barring unforeseen circumstances, and subject to dividend policy per Offer Document dated 21 Feb 2020, Page 59 and shareholders' approval in AGMs.

CREATING SUSTAINABLE GROWTH

Synergistic business model - TSEPC, OMS, SDS, SOW Gradually building more recurring income streams via BOOTs / TOOTS (that are worth multiples of NAV)

STRONG MARKET PROSPECTS

Growing water demand in Asia Existing markets (Singapore – upgrades; Indonesia - 个accessibility) Access to market in highly populated countries with high growth (such as Vietnam, Cambodia, Philippines, etc)

CLEAR BUSINESS STRATEGIES

- Tender for higher value TSEPC projects
- Further expansion into BOOTs / TOOTs projects
- Expansion into other
- geographical markets
- M&A collaborations

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Preferred Partner for Total Wastewater & Water Management Solutions in

Asia

QUESTIONS & ANSWERS

If there are any other queries, please contact the Company's IR Consultant: Mr Alex Tan / Mobile: +65 9451 5252 / Email: alex.tan@8prasia.com

> Corporate Presentation June 2021



1. The information was extracted from the press release titled "Six Million Indonesians Will Gain Access to Water at Home" of the World Bank at https://www.worldbank.org/en/news/press-release/2018/06/06/six-million-indonesians-will-gain-access-to-water-at-home, last accessed on 2 December 2019.

2. The information was extracted from an article titled "Indonesia's Growing Water Safety Crisis" written by Muhammad Zulfikar Rakhmat and published on the Asia Sentinel at https://www.asiasentinel.com/society/indonesia-growing-water-safety-crisis/, last accessed on 2 December 2019.

3. The information was extracted from the internet publication titled "Indonesia – Country Water Assessment" of the ADB at https://www.adb.org/sites/default/files/institutional-document/183339/ino-water-assessment.pdf, last accessed on 2 December 2019.

4. The information was extracted from the Long-Term National Development Plan of 2005 – 2025, downloaded from the Kementarian PPN/Bappenas website at https://www.bappenas.go.id/index.php?clD=11314, last accessed on 2 December 2019.

5. The information was extracted from the publication titled "Public-Private Partnership – Infrastructure Projects Plan in Indonesia 2019" issued by Kementerian PPN/BAPPENAS at http://kpsrb.bappenas.go.id/?page=ppbbook, last accessed on 2 December 2019.

6.The information was extracted from the publication titled "National Urban Water Supply Project (NUWSP) – Environmental and Social Management Framework" prepared by the Ministry of Public Works and Housing, Directorate General Cipta Karya published by The World Bank at http://documents.worldbank.org/curated/en/820051488801881939/pdf/SFG3114-REVISED-EA-P156125-Box405301B-PUBLIC-Disclosed-10-2-2017.pdf, last accessed on 2 December 2019.

7. The information was extracted from the press release titled "Six Million Indonesians Will Gain Access to Water at Home" of the World Bank at https://www.worldbank.org/en/news/press-release/2018/06/06/six-million-indonesians-will-gain-access-to-water-at-home, last accessed on 2 December 2019.

8. The information was extracted from the internet website of PUB at https://www.pub.gov.sg/watersupply/singaporewaterstory, last accessed on 2 December 2019.

9. The information was extracted from the internet publication entitled "Our Water, Our Future" of PUB at https://www.pub.gov.sg/Documents/PUBOurWaterOurFuture.pdf, last accessed on 2 December 2019.

10.The information was extracted from the internet website of the MEWR at <u>https://www.mewr.gov.sg/topic/reservoirs</u>, last accessed on 2 December 2019.

11.The information was extracted from the internet website of NEA at <u>https://www.nea.gov.sg/media/news/news/index/pub-and-nea-to-call-over-s5-billion-in-tenders-for-tuas-nexus</u>, last accessed on 2 December 2019.

12. The information was extracted from an article entitled "\$26 million fund for water-intensive companies to adopt on-site water solutions" published by the Straits Times at https://www.straitstimes.com/singapore/26-million-pub-fund-for-water-intensive-companies-to-adopt-on-site-water-solutions, last accessed on 2 December 2019.