



HY2017 Presentation February 2017

ISO Team Ltd. (the "Company") was listed on Catalist of the Singapore Exchange Securities Trading Limited (the "SGX-ST") on 12 July 2013. The initial public offering of the Company was sponsored by Hong Leong Finance Limited (the "Sponsor").

CONTENTS

1. Overview
2. Business Highlights
3. Financial Highlights
4. Business Plans
5. Q & A





ISOTEAM

OVERVIEW



ABOUT US

- A leading **R&R, A&A** and **complementary niche specialist** services provider in Singapore with a proven track record in **eco-conscious solutions**
- Completed **over 370** R&R and A&A projects for **over 3,300** buildings since 1998
 - A trusted **local** and growing **regional** brand

19-year Track record

One-stop provider

Established
Stakeholder
Relationships

Experienced &
Professional
Management Team

Industry
Recognised Safety
& Management
Systems

Broad & Growing
Range of Services

Early Mover in
Green Solutions

Leading Brand
Focused On Growth
& Overseas
Expansion

R&R: Repairs & Redecoration | A&A: Addition & Alteration

TRACK RECORD AT A GLANCE

AS AT 31 DECEMBER 2016

- **Over 3,300 buildings**

319

Public housing R&R projects across virtually every HDB estate in Singapore

750

Private residential Repainting projects

20

NRP⁽¹⁾ projects (HDB estates)

31

HUP⁽²⁾ projects (Markets & hawker centres)

- **More than 370 public sector projects**

(1) NRP: Neighbourhood Renewal Programme

(2) HUP: Hawkercentre Upgrading Programme



CORPORATE STRUCTURE

100%	Raymond Construction Pte Ltd Addition & Alteration			
100%	ISO-Team Corporation Pte Ltd Addition & Alteration; Repair & Redecoration			
100%	TMS Alliances Pte. Ltd. Repair & Redecoration; ISOHomeCare handyman portal		5 subsidiaries upon listing involved mainly in R&R- and A&A- related works	
100%	ITG-Green Technologies Pte. Ltd. Eco-friendly solutions/ products			
100%	ISO-Seal Waterproofing Pte. Ltd. Reroofing; Waterproofing			
51%	Zara @ ISO Team Pte. Ltd. Interior fitting-out works			Diversified into interior design through JV in August 2013
100%	ISO Team Access Pte. Ltd. Rental/ sale of height access equipment			Substantially grew scale of operations with acquisition of 4 complementary business units in October 2014
100%	ISO Team C&P Pte. Ltd. Specialist coating & painting			
100%	ISO-Landscape Pte. Ltd. Niche landscaping; Horticulture services			
100%	Industrial Contracts Marketing (2001) Pte. Ltd. Fireproofing coating; Floor-coating application; Specialist new-build painting			
100%	ISO TEAM TMG Pte. Ltd. Specialist addition & alteration; architectural and commercial interior design		Acquired in December 2015	
90%	ISO Team (TMS) Myanmar Limited (A subsidiary of TMS Alliances Pte. Ltd.) Repair & Redecoration in Myanmar		Maiden overseas JV foray in April 2016 with Nippon Paint	
55%	ITG Projects Sdn Bhd ID works in Malaysia		Malaysian JV company established in October 2016	
100%	Rong Shun Engineering & Construction Pte. Ltd. Electrical works		Acquired in January 2017	

ABOUT R&R AND A&A



Repairs & Redecoration

One of Singapore's Top Players in R&R

- Repainting & redecoration
- Repairs
- Waterproofing & reroofing
- Improvements
- Routine maintenance
- Exclusive applicator for SKK⁽¹⁾ and Nippon Paint⁽²⁾
- BCA L5 Financial Grading (CR09)
- Wide-ranging customer segments in the public and private sector



Addition & Alteration

A Recognised Industry Leader in A&A

- Strong track record in
- NRP
 - HUP
 - EUP⁽³⁾
 - HIP⁽⁴⁾
 - BCA B1 Financial Grading (CW01)
 - Wide ranging customer base with the main source of income from public sector estate upgrading programmes

(1) SKK - public housing sector (since 1998) + JTC/HDB industrial projects and army camps (since 2013)

(2) Nippon Paint - HDB and town councils sector (since 2004)

(3) HUP: Estate Upgrading Programme

(4) Home Improvement Programme



THE COMPLETE BUILDING & MAINTENANCE TEAM

**Comprehensive Suite of Building and Maintenance Services...
Integrated with Green initiatives**

■ Green procurement policies ■ Green construction methodologies ■ Green partnerships

R&R <ul style="list-style-type: none"> • Repainting, repair and redecoration • Waterproofing and reroofing • Improvement works • Routine maintenance • Term contract works 	A&A <ul style="list-style-type: none"> • NRP • HUP • EUP • Home Improvement Prog. (HIP) • Electrical Load Upgrading (ELU) 	C&P <ul style="list-style-type: none"> • New build painting • Eco-friendly coating • Architectural and protective coating • Fireproofing coating • Niche industrial coating
ARCHITECTURAL & ENGINEERING SOLUTIONS <ul style="list-style-type: none"> • Commercial A&A works • Building services • Engineering works • Architectural & commercial interior construction solutions • Advanced building technologies 	HEIGHT ACCESS EQUIPMENT <ul style="list-style-type: none"> • Leasing of boom lifts, scissor lifts, personnel lifts, forklifts and telehandlers DIGITAL HANDYMAN SERVICES <ul style="list-style-type: none"> • Home care and upgrading • General repairs and maintenance 	ECO-FRIENDLY SOLUTIONS <ul style="list-style-type: none"> • Thermal insulating plaster • Anti-slip floor coating • Green label intumescent fireproofing coating • Composite timber decking • Renewable energy installation
ID <ul style="list-style-type: none"> • Interior design and fitting-out • Design and build works • Home retrofit and fit-out services • Property maintenance and enhancement 	LANDSCAPING <ul style="list-style-type: none"> • Vertical gardens • Horticulture services and maintenance • Floating plantings • Niche landscaping services 	MECHANICAL & ELECTRICAL <ul style="list-style-type: none"> • Electrical works • Mechanical ventilation works • Security, fire protection system • Sanitary and plumbing services

■ Others – comprising complementary niche services

WHY INVEST IN ISOTEAM?

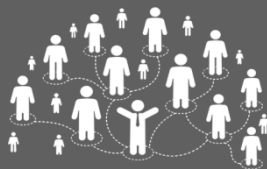
1 Track Record

- An industry leader with a 19-year track record
- Completed over 370 R&R and A&A projects for over 3,300 buildings



2 Network

- Established stakeholder relationships
- Exclusive applicator for Nippon Paint Singapore and SKK (S) Pte Ltd



3 Capabilities

- Wide and growing range of services
- Able to handle A wide spectrum of projects



4 Team

- An experienced and professional management team
- Industry leading operational team at the forefront of evolving market trends



5 Future

- Strong order book
- Upside from new business units
- Positive prospects in Singapore
- Overseas expansion
- 20% dividend policy





BUSINESS HIGHLIGHTS



HY2017 IN REVIEW

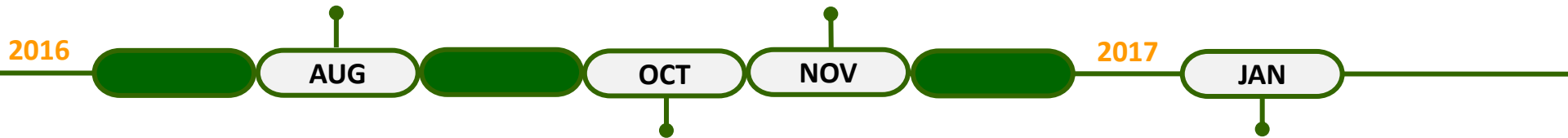
Wins S\$20.11 million in new projects:

1st painting job in Myanmar

2nd renewable energy project in Singapore (Emergency Fuel Cell Operating Power Systems)



Entered into sales & purchase agreement for a property at Changi for S\$12.6m to consolidate operations



Forms 55/45 joint venture company to provide interior design services in Malaysia

Revises dividend policy to at least 20% of PATMI*

Launches mobile app for ISOHomecare

Acquires Rong Shun Engineering & Construction; gains M&E capabilities

Wins S\$22.7 million in new contracts including its 3rd and single largest renewable energy project worth S\$6.3 million

Wins 1st HIP project worth S\$17.5 million

* Excluding non-recurring, one-off and exceptional items

In the News

ISOTeam aims to raise market share as new ventures stir investor interest



Koh. We want to improve our market share in both public and private sectors. In the former, we are trying to tap new markets such as schools and industrial institutions.

Two months before the scheduled opening of the temporary structure, ISOTeam has announced that it has secured S\$22.7 million worth of new projects in the new year.

The new contracts - a mix of add (repairs and retrofits) and A&A (addition and alteration) projects - are expected to be completed between January this year and June 2016.

They also include a renewable energy installation job - which is worth about S\$6.1 million - ISOTeam's third project and single largest project won to date. It involves installation work for the solar leasing of grid-tied solar photovoltaic system for 150 blocks.

The group's first two renewable energy projects include the installation of grid-tied solar photovoltaic systems on the roofs of 24 blocks at Tampines worth approximately S\$1.8 million, and a 500kW mini-connect

ISOTeam bags \$22.7m worth of new projects

By Jacquelyn Cheek
jcheek@sp.com.sg
@ISOCHEEK

ISOTeam aims to raise market share in both public and private sectors. In the former, we are trying to tap new markets such as schools and industrial institutions.

ISOTeam's CEO Anthony Koh said the group's first two renewable energy projects include the installation of grid-tied solar photovoltaic systems on the roofs of 24 blocks at Tampines worth approximately S\$1.8 million, and a 500kW mini-connect



"With the track record and experience ISOTeam is amassing now, we believe we are in a good position to tap these immediate upcoming opportunities," says Mr Koh. FILED FOR INFO

评股论经

ISOTeam

建议: 买入
目标价: 0.54元
闭市价: 0.41元 (无起落)

集团和缅甸Sunseap Leasing Pte Ltd成立的联营公司, 第一个太阳能再生能源项目发展得不错, 预料接下来Sunseap还会把更多项目交给联营公司负责。此外, 集团也投标了缅甸当地的多个项目, 得标的机会相当高。

我们认为集团接下来会通过收购加强它的商业模式, 目前的订单达到9410万元, 税后净营运利润率(NPAT)达960万元, 超出我们的预期。2017财年相信它的税后净营运利润率会取得另一轮突破, 要考虑的风险是经济前景和劳工法令修改。

(兴业证券)

Stock Calls

RHB Singapore Results Review FY16: results in the

26 August 2016

ISOTeam

More Stellar Results Expected Ahead

We expect contributions from ISOTeam's solar renewable projects and business activities in Singapore to contribute continued strong results going forward. We also see the firm potentially making a new move to expand its operations to neighboring markets while maintaining its leading position in the region and other high-growth Asian markets. Singapore's overall economic outlook remains positive. We expect ISOTeam's FY16 results to be strong and we expect FY17 results to be even stronger. We expect ISOTeam's FY17 revenue to be higher than FY16 revenue and we expect its FY17 NPAT to be higher than FY16 NPAT.

More concrete from renewable energy. We understand that the particularly high-growth segment of ISOTeam's business is its solar renewable energy. We expect this segment to continue to grow and we expect it to be a key driver of the firm's growth. We expect ISOTeam's solar renewable energy business to continue to grow and we expect it to be a key driver of the firm's growth. We expect ISOTeam's solar renewable energy business to continue to grow and we expect it to be a key driver of the firm's growth.

ISOTeam's FY16 revenue was S\$941.0 million, up from S\$780.0 million in FY15. Its FY16 NPAT was S\$960.0 million, up from S\$780.0 million in FY15. We expect ISOTeam's FY17 revenue to be higher than FY16 revenue and we expect its FY17 NPAT to be higher than FY16 NPAT.

FY16 Key Metrics - FY16 vs FY15

Metric	FY16	FY15
Revenue (M\$)	941.0	780.0
NPAT (M\$)	960.0	780.0
Operating Profit (M\$)	960.0	780.0
Net Profit (M\$)	960.0	780.0
EPS (S\$)	0.41	0.32
Dividend Yield (%)	1.5	1.5
Market Cap (M\$)	1,000.0	1,000.0
Share Price (S\$)	0.41	0.32

Singapore Results Review FY16: results in the

Buy (revised)

Target Price: S\$0.64
Current Price: S\$0.41
Market Cap: S\$1.00B
Dividend Yield: 1.5%

Key Metrics

Metric	FY16	FY15
Revenue (M\$)	941.0	780.0
NPAT (M\$)	960.0	780.0
Operating Profit (M\$)	960.0	780.0
Net Profit (M\$)	960.0	780.0
EPS (S\$)	0.41	0.32
Dividend Yield (%)	1.5	1.5
Market Cap (M\$)	1,000.0	1,000.0
Share Price (S\$)	0.41	0.32

Share Performance (%)

Period	ISOTeam	S&P 500	Nifty	HKEX
1M	2.0	1.0	1.5	1.0
3M	5.0	2.0	3.0	2.0
6M	10.0	4.0	6.0	4.0
1Y	20.0	8.0	12.0	8.0

Company History

ISOTeam was established in 2010. It is a public company listed on the Singapore Exchange. The company's primary business is solar renewable energy. It has a market capitalization of S\$1.00 billion. The company's CEO is Anthony Koh. The company's website is www.iso-team.com.sg.

RHB Research

26 August 2016
Buy (TP: S\$0.54)

11 January 2017
Buy (TP: S\$0.59)

裕廊西临时巴刹提前建成 明年1月1日启用

14/12/2016 17:25 14/12/2016 20:12 新浪基建报道



两个月前被烧毁的裕廊西巴刹有新发展, 临时巴刹的搭建已提前一个月完成, 预料明年1月1日开业, 而临时巴刹的使用期将延长多一年, 直到2016年底。

由预制模块组成, 无论柱子、骨架和屋顶, 都以铝合金建造的临时巴刹, 六个星期内完工, 比传统钢结构所需的时间快许多。由于更轻巧, 无需动用重型机械, 搭建过程可省下三分之一。

总承包商ISOTeam总经理曾仲康说: "原本就是两个多月来完成, 我们六、七个周就已经把它完成了。是由于各单位紧密合作, 很多细节可

加快建造临时巴刹结构的技术, 源自德国, 由区内居民引进并免费提

裕廊西居民临时巴刹结构承包商胡荣说: "它能承受每小时100海里的风, 风速是每小时50、60个海里。铝合金如果没有超过1000度的火, 它, 它的防火性质是蛮好的。"

据了解, 比起至少80万元钢结构的造价, 这项技术也较便宜。至于其费, 商联会将筹集到的资金来支付, 摊派无需支付分文。临时巴刹筑和防火安全的鉴定, 预料摊派几天后就能安排装修。

由于这个临时场地的空间够宽敞, 因此承包商在设计时, 就更有意识地让空间更宽敞, 比原有的还要宽一倍。另外在铺设水泥地时, 他保持它的相面, 以备防滑功能。

由于临时巴刹的设施完善, 使用期将比原定的一年, 增加到两年。

OPERATIONAL UPDATES

R&R

- 8 projects completed in HY2017 comprising 77 blocks
- Started working on multi-storey car park (MSCP) term contracts
- Currently working on 1st National University of Singapore (NUS) contract
- Secured first project from Ministry of Health (Singapore General Hospital)

A&A

- 4 projects completed in HY2017 comprising 14 blocks
- Completed 3 Hawker Upgrading Programme projects comprising 5 hawker centres
- Secured 1st Home Improvement Programme contract in January 2017



• R&R: Jurong and Jalan Bahagia



• A&A: Jurong West Temporary Market

OPERATIONAL UPDATES

ISOTeam C&P

- Secured 4 new projects in HY2017 including fireproofing coating at The National Centre for Infectious Diseases (NCID) at Tan Tock Seng Hospital
- Currently carrying out painting works at Tampines Town Hub, Tanjong Pagar Centre & Gucco Tower, and Carros Centre at Kranji
- Completed 5 major private sector projects in HY2017 including painting works at Telin Data Centre

Zara@ISOTeam

- Completed Phase 1 and Phase 2 of Aloha Changi Project worth approximately S\$5.4 million in Value
- Completed Beauty Salon for Marie France Bodyline Chain worth approximately S\$400,000 in value



• C&P: Sentosa Golf Club and Salvation Army at Bukit Timah Road

• A&A: Aloha Changi Chalets

11-29-2016 18:13

OPERATIONAL UPDATES

ITG-Green

- Secured first Revoflor MMA System project at Tampines Central Park pathway worth S\$50,000
- Revoflor MMA specified in 2 Town Council tenders
- In-house developed Intumescent Fireproofing Coating product in the final stages of testing and development
- Collaboration with NEA and Town Council to launch Glutenzymes – an organic pest control and grease eating product



- *RevoFlor Anti-slip treatment*

ISOTeam Access

- Achieved record half-year revenue of S\$1.4 million
- Youngest fleet of access equipment with average age of 8.4 years
- Secured long term rental contracts from PSA, National Museum, Wildlife Reserves and City Gas
- Achieved best ever average breakdown response time of less than 2 hours

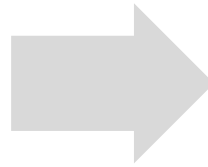


- *Renewed fleet with more modern scissor lifts and boom lifts*

OPERATIONAL UPDATES

ISO-Landscape

- Established rooftop gardens at Multi-Storey Car Park at Jurong West St 41/ Jurong West Ave 2
- Currently tendering for more floating wetlands projects following success of Punggol project



ISO Team TMG

- Notable projects in HY2017 – completed refurbishment of Hard Rock Hotel's all day dining restaurant - Starz, and Jaguar Showroom at Leng Kee
- Currently working on Northpoint and MYMCA Childcare Centre and tendering for 2 other projects



• *Multi-Storey Car Park Garden in Jurong*



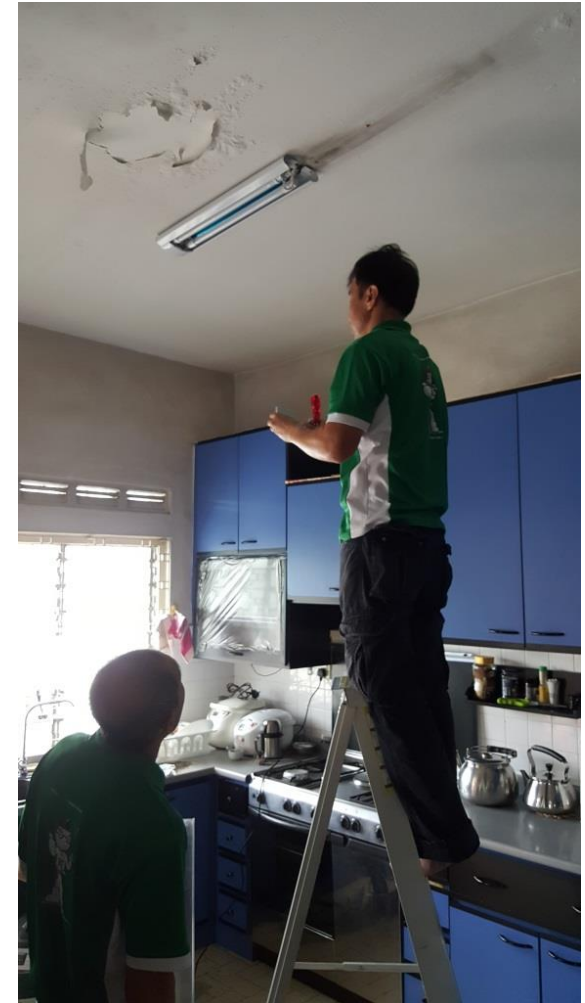
• *Amoy Hotel ; Starz Restaurant at Hard Rock Hotel*



OPERATIONAL UPDATES

ISOHomeCare

- Launched mobile app for iPhone and Android in October 2016 leading to increasing enquiries and demand for services
- Expanded from purely home repairs to cover office repair works
- Hit 2,000th customer mark
- Secured B2B collaboration with Tampines Town Council and ERA to be their approved handyman services provider for all their projects





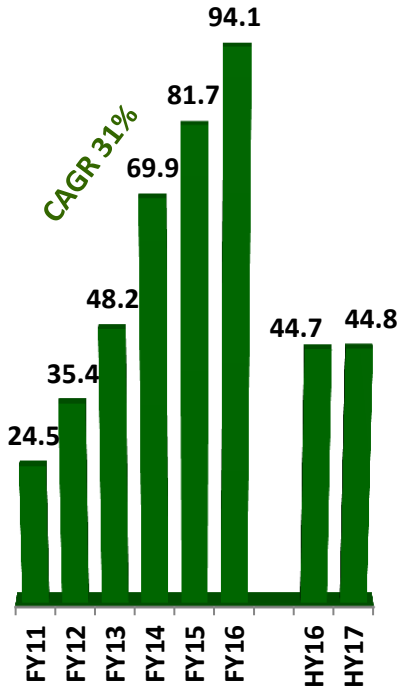
FINANCIAL HIGHLIGHTS





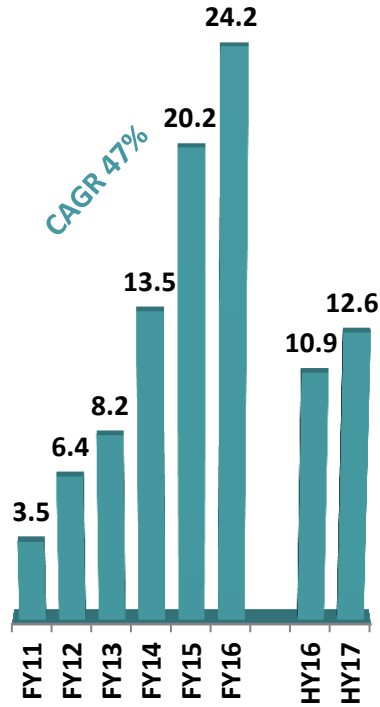
A WINNING RECORD

Revenue (\$\$'m)



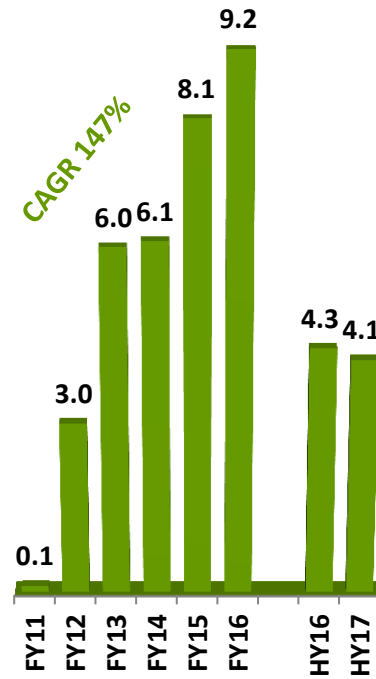
↑0.1%

Gross Profit (\$\$'m)



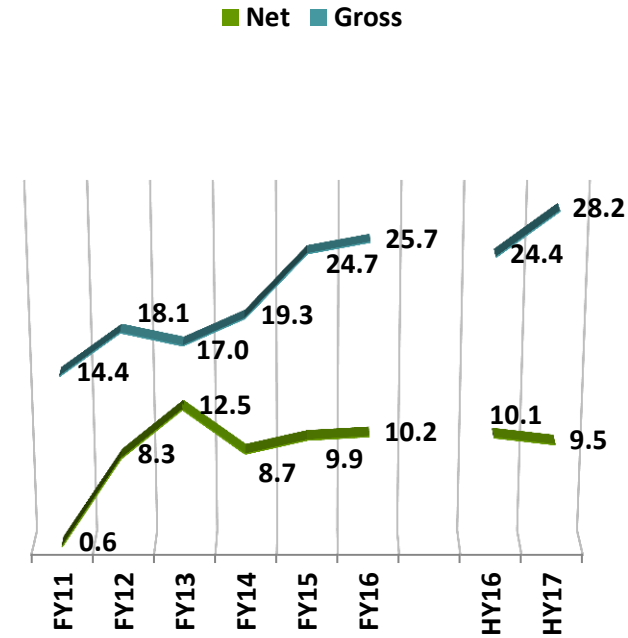
↑15.8%

Net Attributable Profit (\$\$'m)



↓4.8%

Profit Margin (%)



GPM ↑3.8 points

NPM ↓0.6 points



INCOME STATEMENT: EXPENSES

KEY EXPENSES (S\$'M)	FY2016	HY2016	HY2017	Chg (%)
Cost of sales	(70.0)	(33.8)	(32.1)	(4.9)
Marketing and distribution expenses	(1.8)	(0.9)	(0.5)	(36.3)
General and administrative expenses	(12.1)	(5.4)	(7.5)	38.8
Other operating expenses	(1.5)	(0.4)	(0.2)	(52.5)
Finance costs	(0.4)	(0.2)	(0.2)	NA
Tax expense	(0.7)	(0.7)	(1.0)	47.0

Marketing and distribution expenses

- Decrease in depreciation and repair and upkeep expenses of motor vehicles

General and administrative expenses

- Increase in staff costs and overhead costs due to expansion of business and acquisition of new subsidiaries, and allowance for doubtful receivables

Other Operating Expenses

- Decrease in amortization of intangible assets arising from the acquisitions of subsidiaries



KEY FINANCIAL HIGHLIGHTS

KEY HIGHLIGHTS	FY2014	FY2015	FY2016	HY2016	HY2017
PROFITABILITY RATIOS⁽¹⁾					
Earnings Per Share ⁽²⁾ (cents)	5.19	3.33 ⁽³⁾	3.05	1.49 ⁽³⁾	1.43
Return On Assets (%)	12.3	11.1	9.60	10.2	9.3
Return On Equity (%)	23.5	18.1	16.8	16.9	15.0
BALANCE SHEET					
Current assets (S\$'m)	43.9	61.0	71.5	63.9	66.2
Cash and bank balances (S\$'m)	17.6	32.3	34.1	32.9	29.8
Net current assets (S\$'m)	20.8	33.8	35.4	35.6	37.6
Net assets (S\$'m)	25.8	46.4	53.9	49.3	54.9
KEY OPERATING RATIOS					
Profit before tax margin (%)	9.6	12.0	10.4	11.7	11.8
Net operating profit margin (%)	8.7	10.3	9.6	9.3	9.2

(1) Adjusted and Normalised

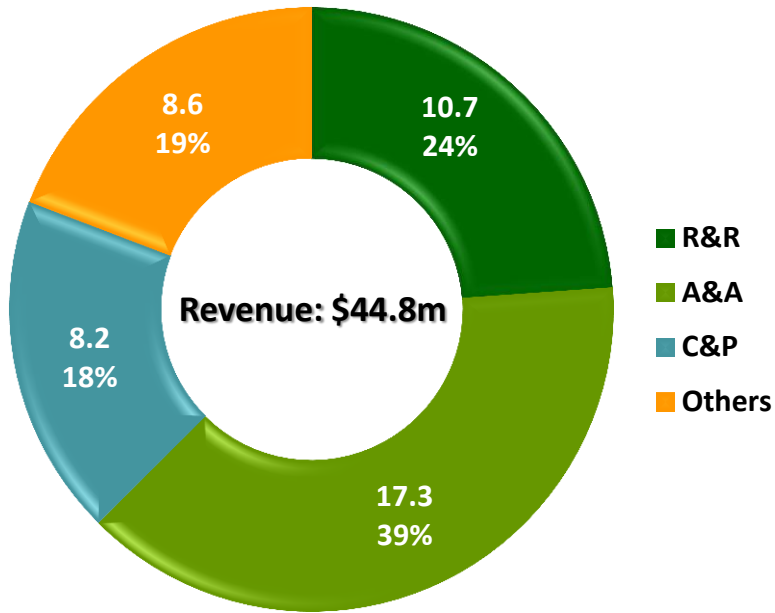
(2) Calculation of EPS is based on the weighted average number of ordinary shares of 285,866,590 shares in HY2016 and 283,883,793 shares in HY2017

(3) Restated following the 1-for-1 bonus issue on 29 February 2016

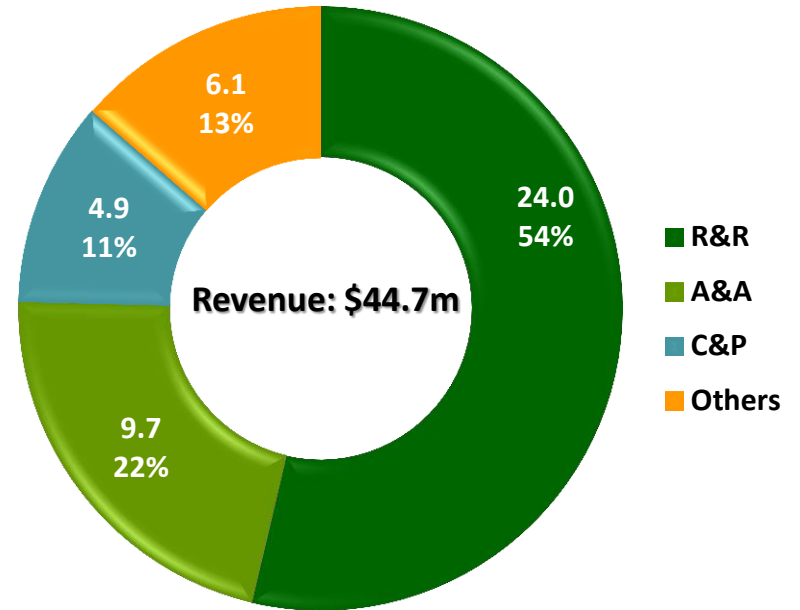


SEGMENT INFO: REVENUE

HY2017 (\$\$'m)

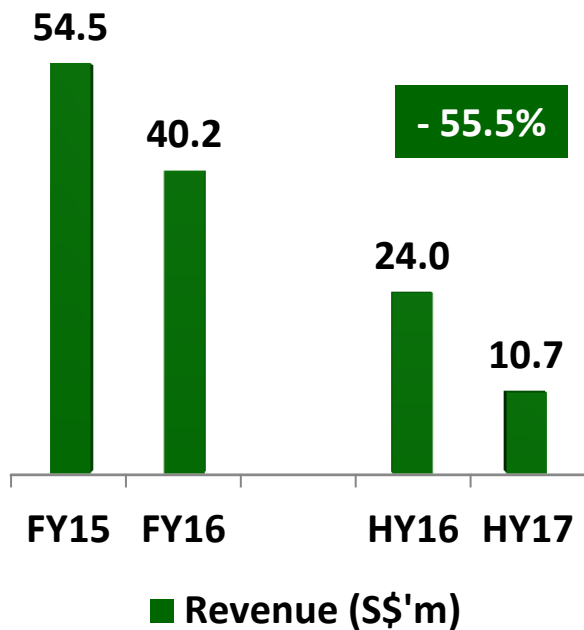


HY2016 (\$\$'m)



• "Others": Commercial interior designs (ID); home retrofitting business, landscaping works; leasing service; waterproofing and green solutions business.

R&R SEGMENT



Key projects:

- Pasir Ris-Punggol Town Council
- National Environment Agency
- Housing Development Board
- National University of Singapore
- Jurong Central Citizen's Consultative Committee

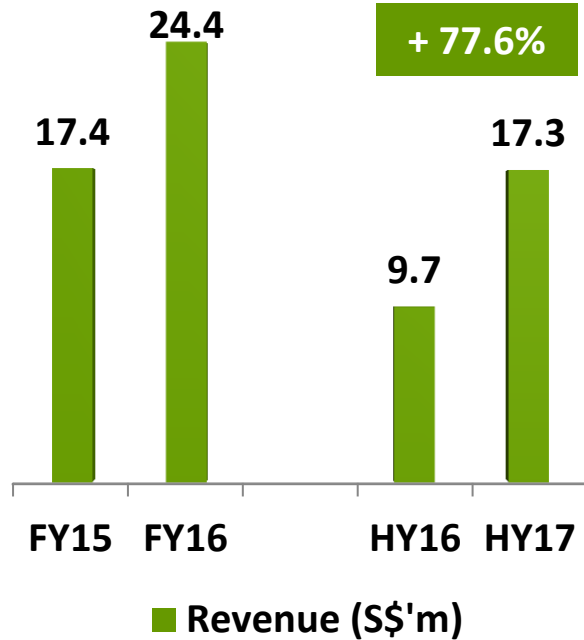
Reasons for decline in HY2017:

- Some completed R&R works were recorded as A&A revenue contribution, in particular NRP projects in Jurong, Tampines and Serangoon



R&R works at multiple buildings at the National University of Singapore

A&A SEGMENT



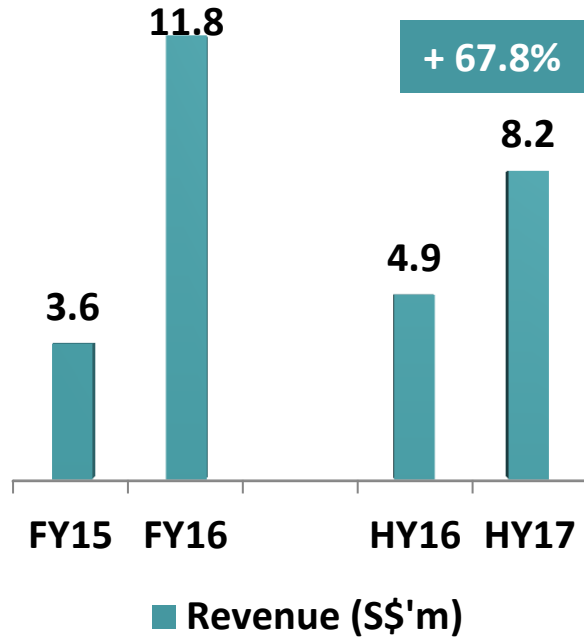
Key projects:

- Public Service Division
- Pasir Ris-Punggol Town Council
- National Environment Agency
- Nee Soon Town Council
- Marine Parade Town Council



NRP project in Hougang. From L-R: BBQ pit area; fitness corner; block precinct marker and amphitheatre

C&P SEGMENT



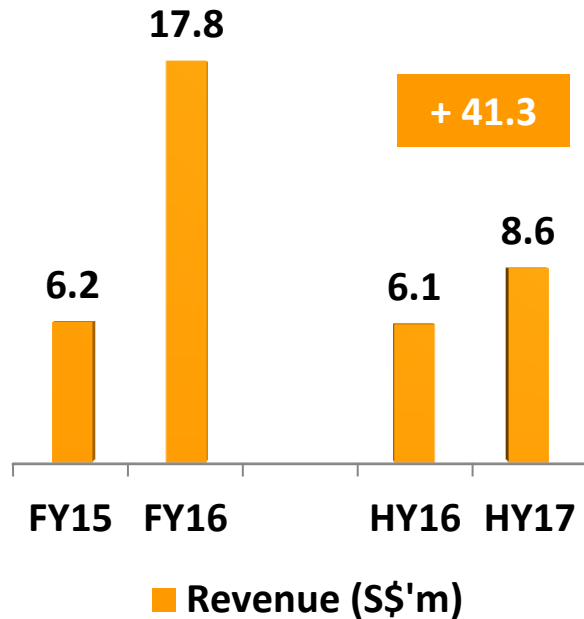
Key projects:

- Welltech Construction Pte Ltd
- Sato Kogyo (S) Pte Ltd
- Singapore Piling & Civil Engineering Pte Ltd
- Samsung C&T Corporation
- Hexacon Construction Pte Ltd



L to R: Coating and painting works at Mapletree Business City II; National Art Gallery; Telin Data Centre; and Tanjong Pagar Centre

OTHERS SEGMENT



ID

- Resorts World Sentosa Pte Ltd
- Residential projects

Waterproofing

- Ang Mo Kio Town Council

Landscaping

- Mao Sheng Quanji Construction Pte Ltd

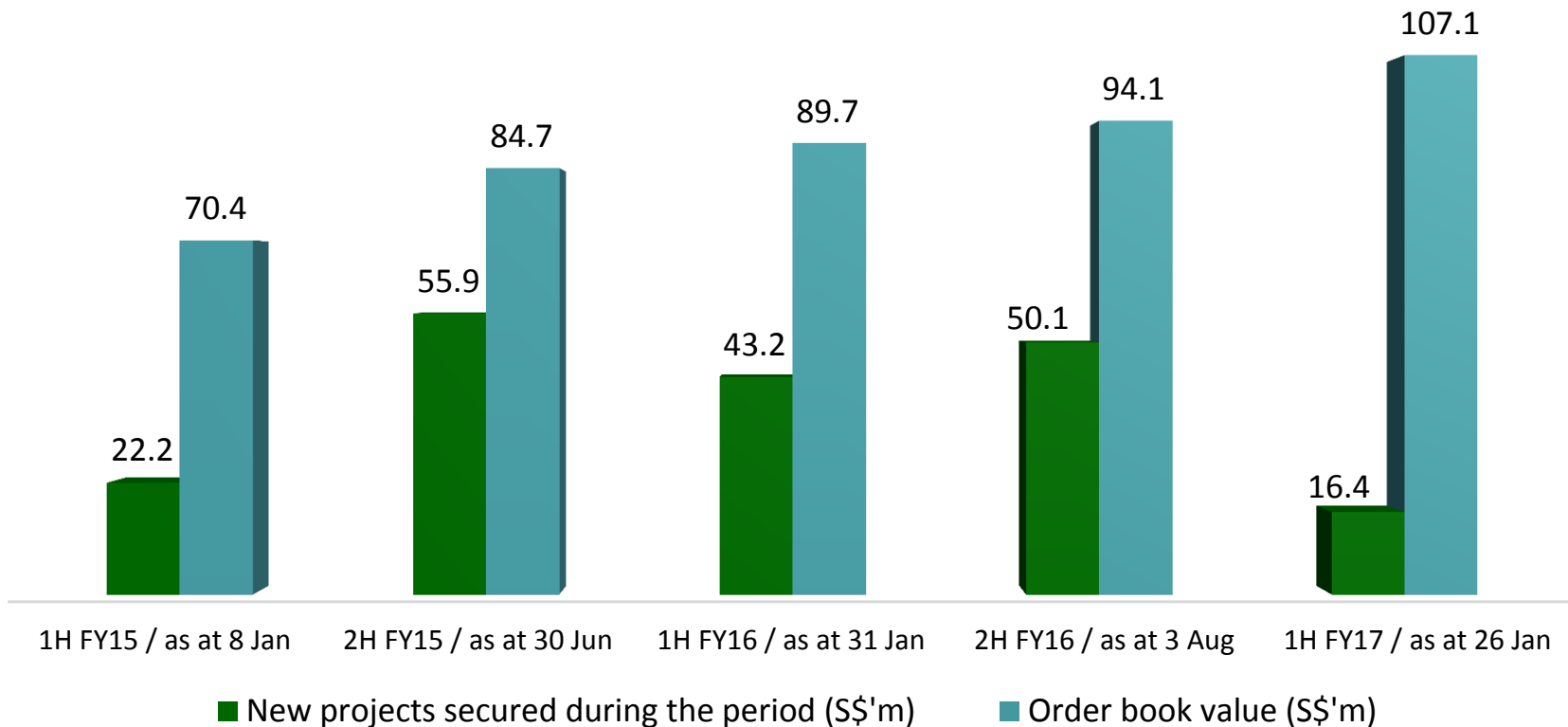
Rental income from leasing services



L to R: Composite timber deck; waterproofing at National University of Singapore; landscaping works for Crowne Plaza Hotel Singapore and ID works for Amoy Hotel

Others: Comprise commercial interior designs (ID); home retrofitting business, landscaping works; leasing service; waterproofing and green solutions business.

ORDER BOOK TREND



Record book orders of S\$107.1 million
 as at 26 January 2017 to be progressively delivered over
 the next two years



BUSINESS PLANS



OPPORTUNITIES IN SINGAPORE



Government Initiatives

- HDB: HIP + Ongoing rejuvenation of mature and middle-aged estates
- URA: LUSH Programme
- NEA: HUP



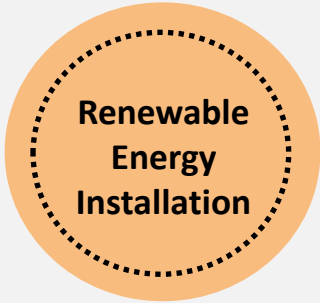
Regulatory Requirements

- External building walls repainted at intervals of not more than 5 years



Greening Trends

- 80% of buildings to be Green Marked by 2030
- LTA's Bicycle Sharing Scheme



Renewable Energy Installation

- EDB-led SolarNova will accelerate the deployment of Solar Power in Singapore – to have **350 MWp** of solar power in the country **by 2020**
- Hydrogen Fuel Cells may potentially be implemented in more public housing blocks in Singapore



THE STRAITS TIMES

105,000 households applied to make homes elderly-friendly under EASE

26 Dec 2016

- *Since 2012, an estimated **S\$30 million** has been used to enhance senior citizens' homes with such features...*
- *So far, 200,000 flats have applied for the HIP and a total of 74,000 flats have been upgraded. Works are still in progress for **another 93,000 flats**...*
- *HDB said it expects to spend **S\$464 million for the HIP** and **S\$19 million for EASE** for the financial year ending March 2017...*

S\$187m set aside for private estate upgrading since 2000

10 Nov 2016

- *The amount will go towards upgrading **63 private estates** over nine batches...*
- *Average budget for each batch - covering five to nine estates - is **about S\$20 million**...*
- *More than 20 estates which are over 30 years old and have not benefitted from the upgrading programme...*

Upgrade more ageing flats? Govt must do sums carefully

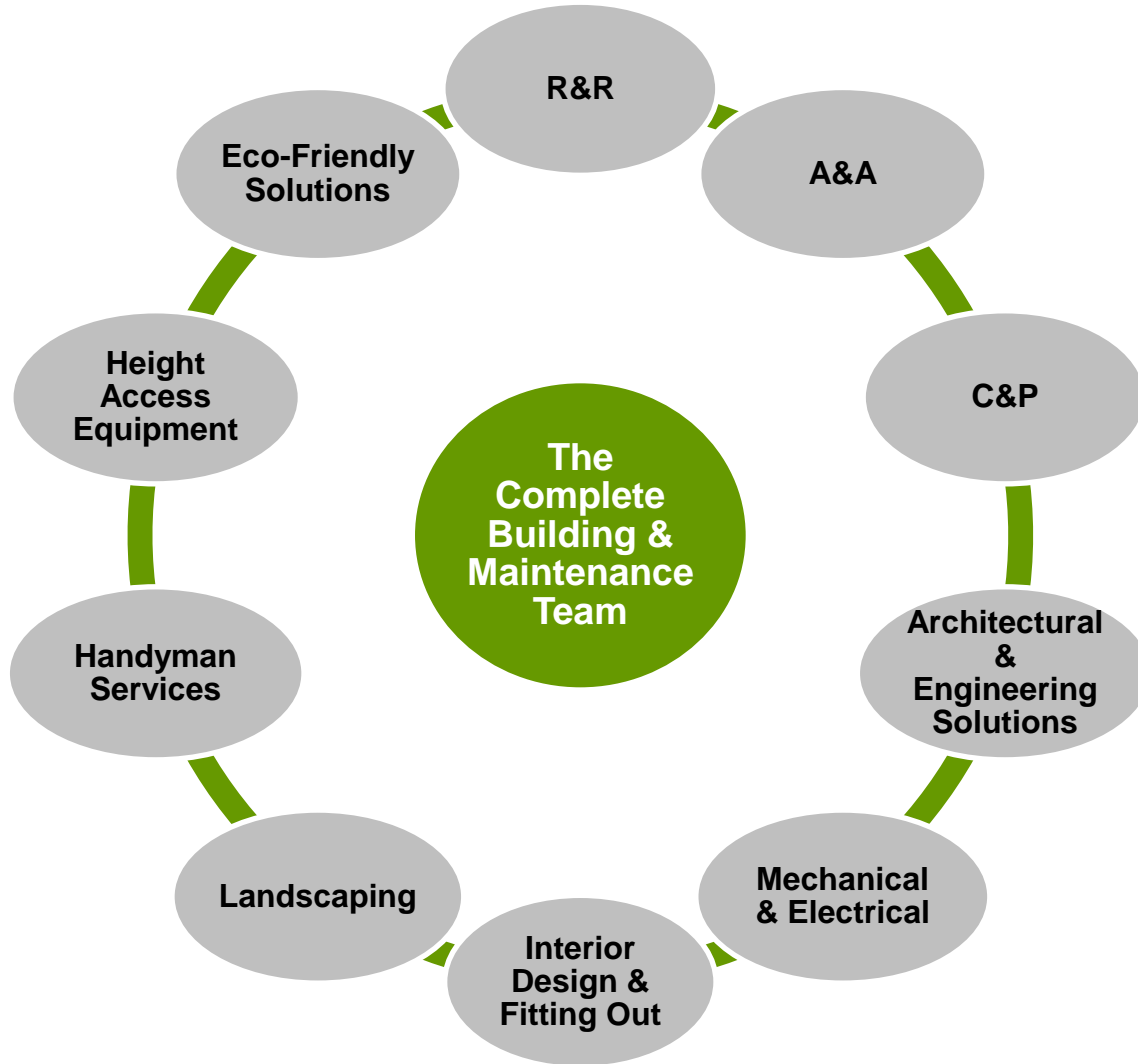
9 Nov 2016

- *HIP is not a one-time expenditure, but a multi-year expense that has cost "billions of dollars"...*
- *Of the **300,000 eligible flats**, more than 200,000 have been selected to undergo the programme...*
- *The remaining eligible units will be selected by the 2018 financial year...*



ISOTEAM IS WELL-EQUIPPED FOR HIP PROJECTS

Multi-Disciplinary Capabilities to Handle All Aspects of the HIP Scope of Works



OUTLOOK: SOLARNOVA PROGRAMME



HDB calls tender for solar panel installation across government agencies

16 Oct 2016

- *A total of 636 HDB blocks and 31 government sites including Bukit Panjang Hawker Centre, Bishan Fire Station and Ngee Ann Polytechnic will be installed with solar photovoltaic (PV) systems, at a capacity of 40 MWp... equivalent to powering around 10,000 4-room HDB flats....*
- *Installation works are expected to be completed in the first quarter of 2019...*
- *With the latest tender, a total of close to 2,500 HDB blocks will be ready to harness solar energy...*

THE STRAITS TIMES

8 hawker centres included in solar power push

17 Oct 2016

- *They include Bukit Panjang Hawker Centre, Dunman Food Centre and Sembawang Hills Food Centre...*
- *It is part of the EDB-led SolarNova initiative set up to work towards Singapore's aim to raise the adoption of solar energy to **350MWp by 2020...***

Spike in number of solar panel installations

17 Oct 2016

- *There has been a sharp rise in the number of solar panel installations in the first half of this year, bringing the total to 1,409... almost double that a year ago...*
- *Experts say solar energy now accounts for 1.5 per cent of Singapore's total electricity needs, or about 100 megawatt peak (MWp)...*
- *It is on track to meeting the government target of 5% by 2020...*



ISOTEAM IS AN EARLY MOVER IN RENEWABLE ENERGY INSTALLATION



February 2016

- Secured first renewable energy installation project
- S\$1.8 million contract awarded by Sunseap Leasing Pte. Ltd.
- Installation of renewable energy systems on 33 blocks of flats in Tampines

August 2016

- Secured S\$0.20 million from HOPE Technik Pte. Ltd.
- Installation of Emergency Fuel Cell Operating Power Systems as back-up power generators for lifts at a number of HDB blocks at Punggol

January 2017

- Awarded single largest renewable energy installation project worth S\$6.3 million by Sunseap Leasing Pte. Ltd.
- Installation of grid-tied solar photovoltaic system for 150 HDB blocks

OUTLOOK: CONSTRUCTION BOOM-DRIVEN GROWTH IN MYANMAR

Construction sector GDP growth: To grow from 7.7%

in 2014/2015 to **8.3%** in 2015/16⁽¹⁾



(1) Oxford Business Group <http://www.oxfordbusinessgroup.com/myanmar-2016/construction-real-estate>

(2) <http://business.asiaone.com/news/buildtech-yangon-2016-advances-myanmars-building-construction-sector#sthash.V1mza8KD.dpuf>

Boom drivers⁽²⁾

- Expanding economy
- Increased government investment in public infrastructure
- Housing demand by the population

Leading to demand for top-quality paint and painters with good execution record

- Developers are building mega-residential developments called “cities” to cater to local and foreign investors
- Many of these “cities” are set to be completed in the next 1-2 years

Some large-scale projects include

- Golden City
- Star City
- Junction City
- Sky City

ISOTEAM POISED FOR GROWTH IN MYANMAR

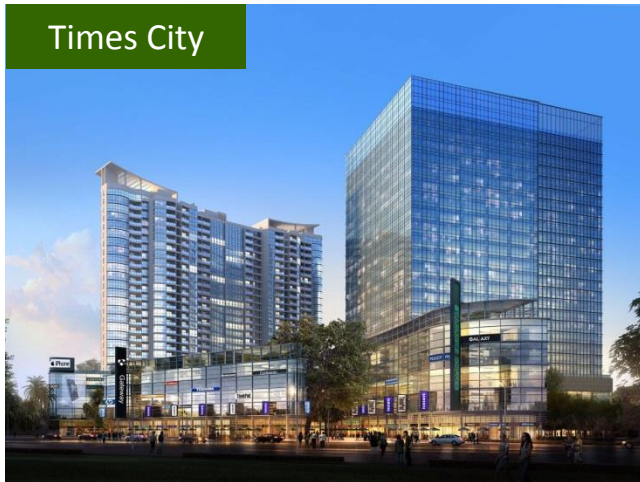


ISOTeam

Market Strategy

- Tapping on Nippon Paint Singapore's expanding sales distribution network in Myanmar
- Target residential home owners and commercial / retail building owners
- Specifically middle to high-end projects by Singapore and some international developers/owners, who are more likely to appreciate quality and reliability
- On-going expansion of on-ground team in Myanmar
- Plan to replicate our Singapore business model of 30% direct workers and 70% sub-contractors in our Myanmar operations

Times City



Recent Contract Wins

- Won four new contracts in November and December 2016 including Times City, a mixed-use development located on 10 acres in central Yangon

OUTLOOK: MALAYSIA'S PROPERTY MARKET STILL RESILIENT DESPITE CHALLENGES



- 1) *An outlook on Malaysia's property market:*
<http://www.propertyguru.com.my/property-news/2016/5/126220/an-insiders-look-into-malaysias-property-market>

Boom drivers⁽¹⁾

According to PropertyGuru's Malaysia Property Market Sentiment Survey Report H1 2016, the top 5 reasons driving satisfaction level towards property investment are:

- 49% of people feel that there is a good long-term prospect for capital appreciation;
- 28% feel that the real estate market is stable and resilient;
- 27% feel satisfied because the properties are well developed;
- 20% of people feel satisfied in the face of rising real estate prices;
- 19% feel satisfied due to good financing option

This will in turn drive demand for beautifully designed and decorated homes



ISOTEAM NAMED OFFICIAL ID PARTNER IN MAJOR MALAYSIAN PROJECT

THE COMPANY THAT SPECIALISES IN INTERIOR DESIGNING FOR PPA1M PROJECTS IN PUTRAJAYA

PENGUBAHSUAIAN RUMAH:

- KABINET PASANG SIAP
[KABINET DAPUR, KABINET TV, ALMARI PAKAIAN, DLL]
- PERABOT
[SET SOFA, SET MEJA MAKAN, KATIL DAN MEJA SISI, DLL]
- PERALATAN
[PENGHAWA DINGIN, TELEVISYEN, PETI SEJUK, OVEN, DLL]
- KEMASAN
[SILING, LANTAI, DINDING, PINTU, DLL]



UNIT CONTOH
BAGI
**PROJEK PPA1M
PUDINA**
@ PRESINT 17

"BESPOKE INTERIOR DESIGN FOR YOUR PERFECT HOME"



KUNJUNGI
**GALERI PAMERAN
REKA BENTUK DALAMAN**
KAMI DI BUKIT PUCHONG
DIBUKA 9AM - 6PM
SETIAP HARI

KELEBIHAN BAGI PEMBELI:

- KEMUDAHAN PINJAMAN BANK
- PELAN ANSURAN MUDAH KAD KREDIT
- PAKEJ MENARIK DAN MAMPU MILIK
- PEMASANGAN SEGERA SELEPAS
PENGAMBILAN KUNCI

TERMA DAN SYARAT

OFFICIAL PARTNERS



ITG PROJECTS SDN BHD 1196123-V (A Member of ISOTEAM Limited)
No.57, 57A, 57B, Jalan BP 7/2, Bandar Bukit Puchong, 47120, Selangor, Malaysia
T: +603 8066 0116 (Hunting Line) F: +603 8069 1928
W: www.itgprojects.com E: enquiry.itg@iso-team.com

Strong Partner

- Official ID partner of Westar Construction & Property
- To provide bespoke interior design services for their project at Pudina @ Presint 17 Putrajaya

Other Developments

- Approached by potential partners to duplicate ISOHomeCare handyman services portal in Kuala Lumpur

	<p>THE BENEFITS YOU ENTITLED</p> <ul style="list-style-type: none"> Rebate on Processing Fee Bank Loan Facilities Provided For You 0% Interest Credit Card Instalment Plan Move In with Shorter Time Frame After Key Collection Bulk Deal Discount Up To 30% Free GRP + Attractive Lucky Draw Prizes To Be Won Company with Years of Trusted Experience 	<p>ADDITIONAL SERVICES</p> <ul style="list-style-type: none"> Free Design Consultation and Advice Internationally Renowned Contractor Site Coordination and Supervision Space Planning and Project Management Attractive Mix and Match Furniture and Home Appliances Package No Obligation for Consultation and Quotation 	
TYPE A - 1000sqft	TYPE B1 - 1200sqft	TYPE B2 - 1200sqft	TYPE C - 1500sqft

* View and consultation only

STRATEGY: GROW CORE BUSINESS IN SINGAPORE AND OVERSEAS

1. Expand R&R and A&A services into untapped sectors in Singapore

- Public sector: Education institutions + Army camps
- Private sector: MCST + Industrial + Commercial
- ...at the same time, active tenders for HDB and Town Councils jobs

2. Replicate and export capabilities in R&R and A&A overseas

- Tap into infrastructure boom in the region
- Nippon Paint in Myanmar
 - ✓ Pursue market penetration
- 55/45 joint venture to provide fitting out services to reputable developers in Malaysia



STRATEGY: ACHIEVE UPSIDE FROM SUBSIDIARIES

3. Scale up new business units to penetrate new customer segments

Landscaping	<ul style="list-style-type: none"> • Private + public residential and commercial segments
Specialist & New Build Painting	<ul style="list-style-type: none"> • Commercial and industrial segments
Access Provision Services	<ul style="list-style-type: none"> • Grow rental income • Greater capacity to take on projects
Handyman Portal	<ul style="list-style-type: none"> • Consumer segment • Tap existing network of clients: Town councils, MCST, industrial / commercial property managers • New mobile app
Architectural, Interior Fitting & Decoration Solutions Provider	<ul style="list-style-type: none"> • Wide spectrum of sectors from commercial and retail to institutional and residential • Light Gauge Steel Construction (LGSC): Cost savings for us
Mechanical & Electrical Works <i>M&E works, air conditioning, mechanical ventilation works, security, fire protection system & sanitary and plumbing services</i>	<ul style="list-style-type: none"> • Enhance services to complement existing capabilities in A&A, upgrading and renewable energy installation.



4. Renewable energy

- Grow renewables energy installation business in Singapore
- Solar panels and hydrogen fuel cells

5. Focus on strategic investments and partnerships

- Develop and commercialise eco-conscious innovations
- Continue to be on the look out for M&A opportunities





THANK YOU Q&A SESSION

