



MEMIONTEC
Membrane Ionexchange Technology

PREFERRED PARTNER
for
**Water & Wastewater
Solutions**

Corporate Presentation

July 2022



OUTLINE

1. **COMPANY INTRODUCTION**
2. **FINANCIAL HIGHLIGHTS**
3. **MARKET DEMAND & INDUSTRY PROSPECTS**
4. **BUSINESS PRESENCE**
5. **BUSINESS STRATEGY**
6. **FUTURE GROWTH PLANS**
7. **SUMMARY**



Memiontec's Market Capital has increased ~500% since its IPO Listing on 5 March 2020

IPO price: S\$0.225



S\$0.38 (after 1-into-3 stock split, effective on 24 May 2022)

Closing Share Price as at 1 July 2022

SGX stock code: **SGX:TWL**





Memiontec: Increasing Dividend Payout Since IPO

At IPO

DIVIDEND POLICY

Intend to distribute a minimum of 20% of profit for the year attributable to owners of the Company for FY2019 and 25% for FY2020.

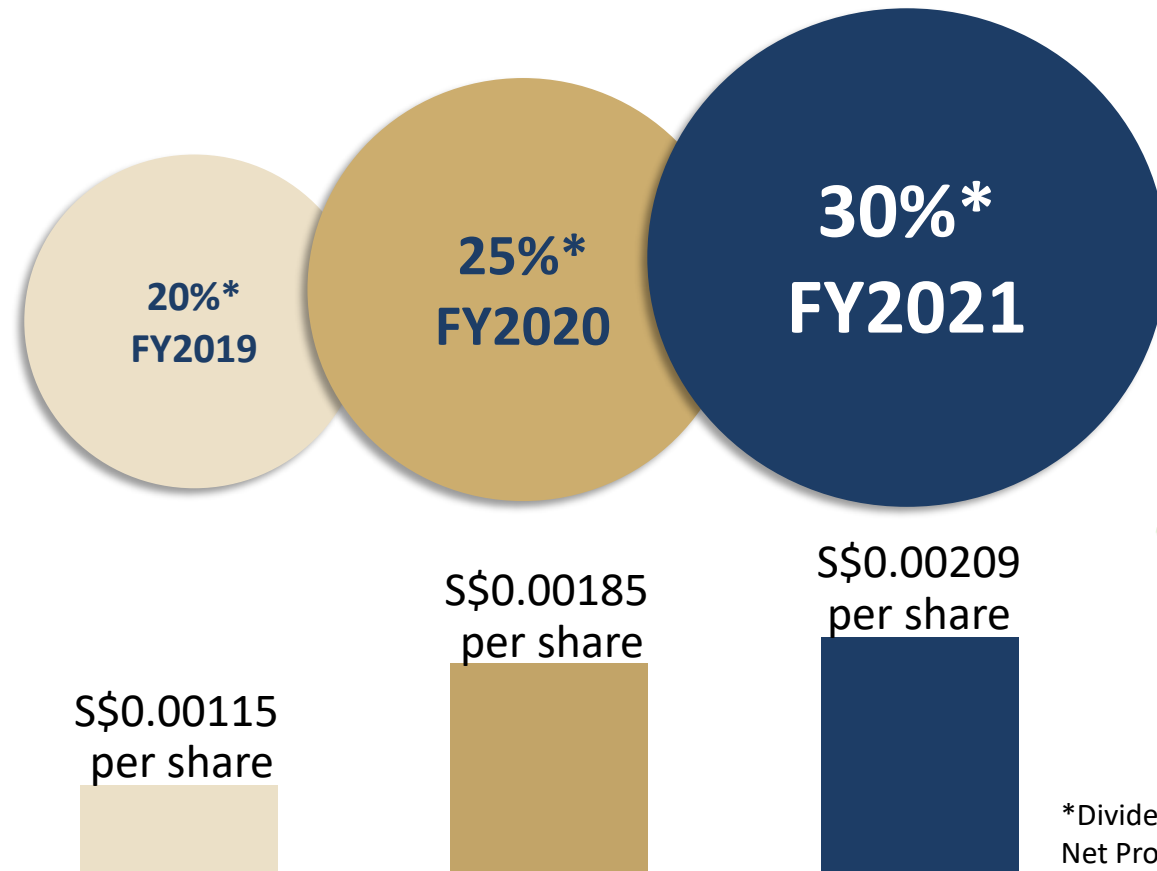
20%

FY2019

25%

FY2020

After IPO



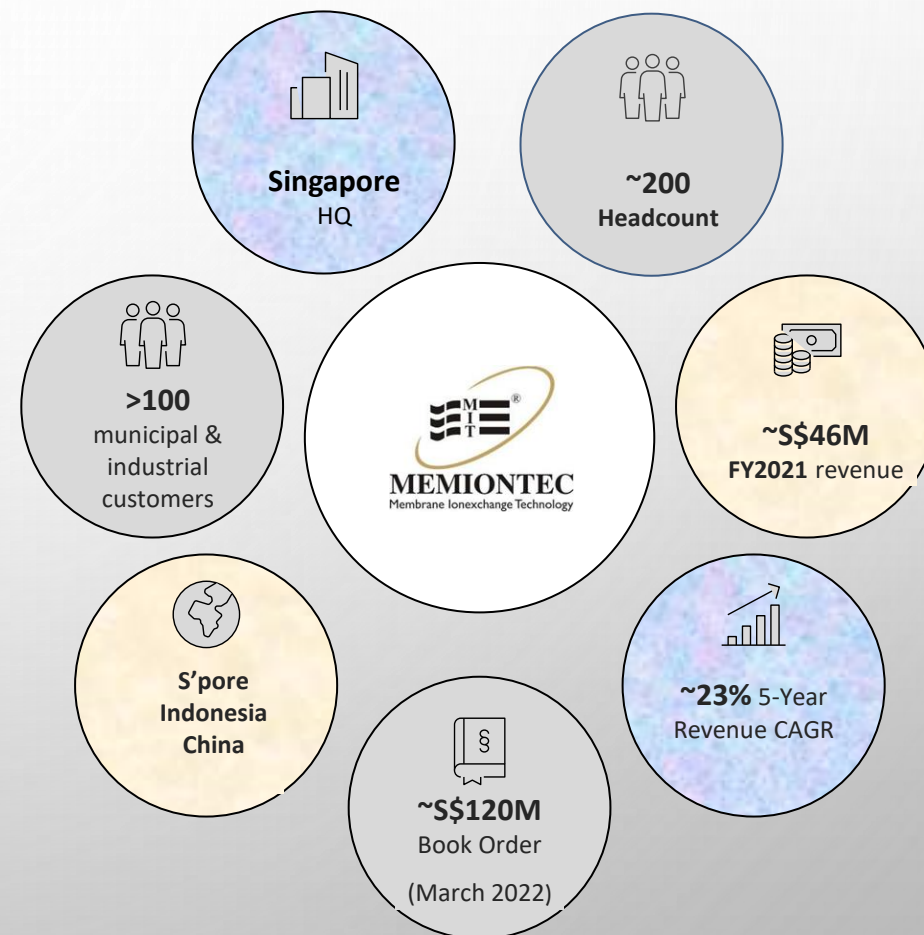
*Dividend payout % computed based on Dividends over Net Profit Attributable to the Owners of the Company.

OVERVIEW

Company	Memiontec Holding Ltd. Is a Singapore-based one-stop total solution water treatment company with close to 30 years of experience in water and wastewater management services in Singapore, Indonesia and PRC
Company Advantages	Memiontec develops reliable, compact, cost-effective, innovative and space-efficient customized water and wastewater treatment solutions across the entire water value chain with advanced technologies¹ and in-house capabilities²
Business Model	<p>4 main business segments:</p> <ul style="list-style-type: none"> • Total solutions with engineering, procurement and construction (“TSEPC”) • Operations, maintenance and service (“OMS”) • Sales and distribution of water treatment systems and trading (“SDS”) • Sales of water (“SOW”) through Transfer-Own-Operate-Transfer (“TOOT”) and Build-Own-Operate-Transfer (“BOOT”) projects
Financial Performance	<p>Memiontec has demonstrated significant growth in the past 5 years :</p> <p>~ 23% 5-Year Revenue Compound Annual Growth Rate (“CAGR”)</p> <p>~ 17% 5-Year Average ROE³</p> <p>~ 30% 5-Year Net Asset Value per Share CAGR⁴</p> <p><i>(computations derived from Memiontec Annual Reports 2019 – 2021 and Offer Document dated 21 February 2020)</i></p>

1. The use of membrane, ion exchange, physical, chemical and biological processes
2. Design, engineering, fabrication and assembly capabilities
3. Return on Equity (ROE) is computed based on Net Profit Attributable to Owners of the Company over Equity Attributable to Owners of the Company.
4. Net Assets Value per Share is computed based on Equity attributable to Owners of the Company over the 220,257,000 shares of the Company.

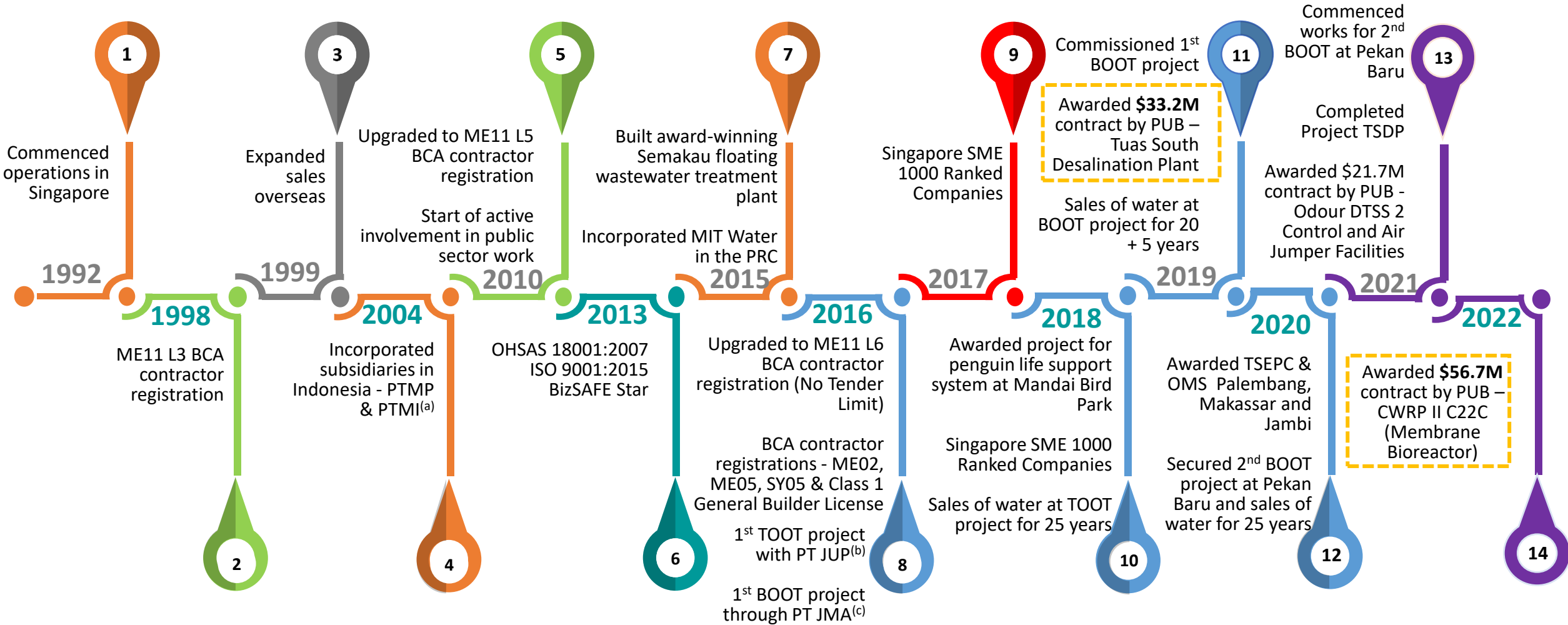
MIT AT A GLANCE





CORPORATE MILESTONES

MIT BY YEARS



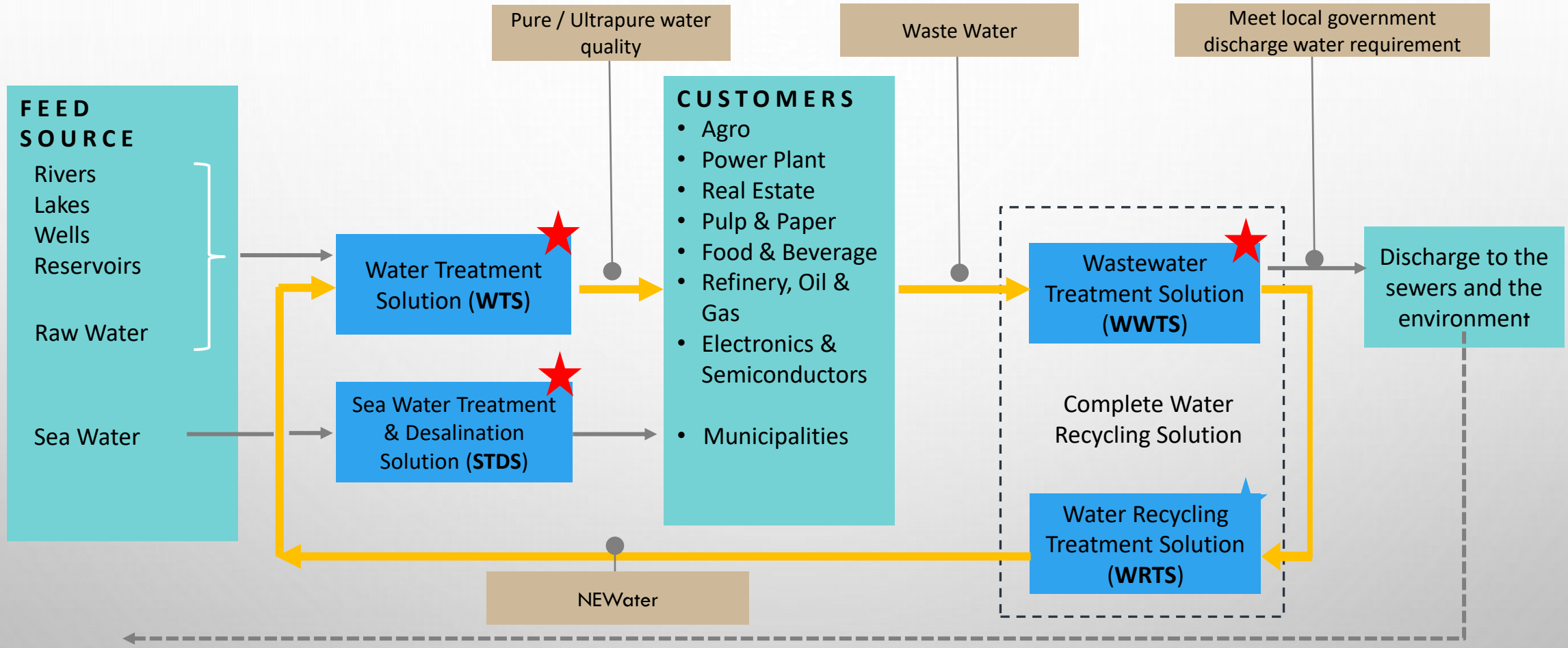
(a) PTMP: PT Memindo Pratama; PTMI: PT Memiontec Indonesia

(b) 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

(c) 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

TECHNOLOGY-DRIVEN INNOVATIONS

ESG & ECO FOCUSED

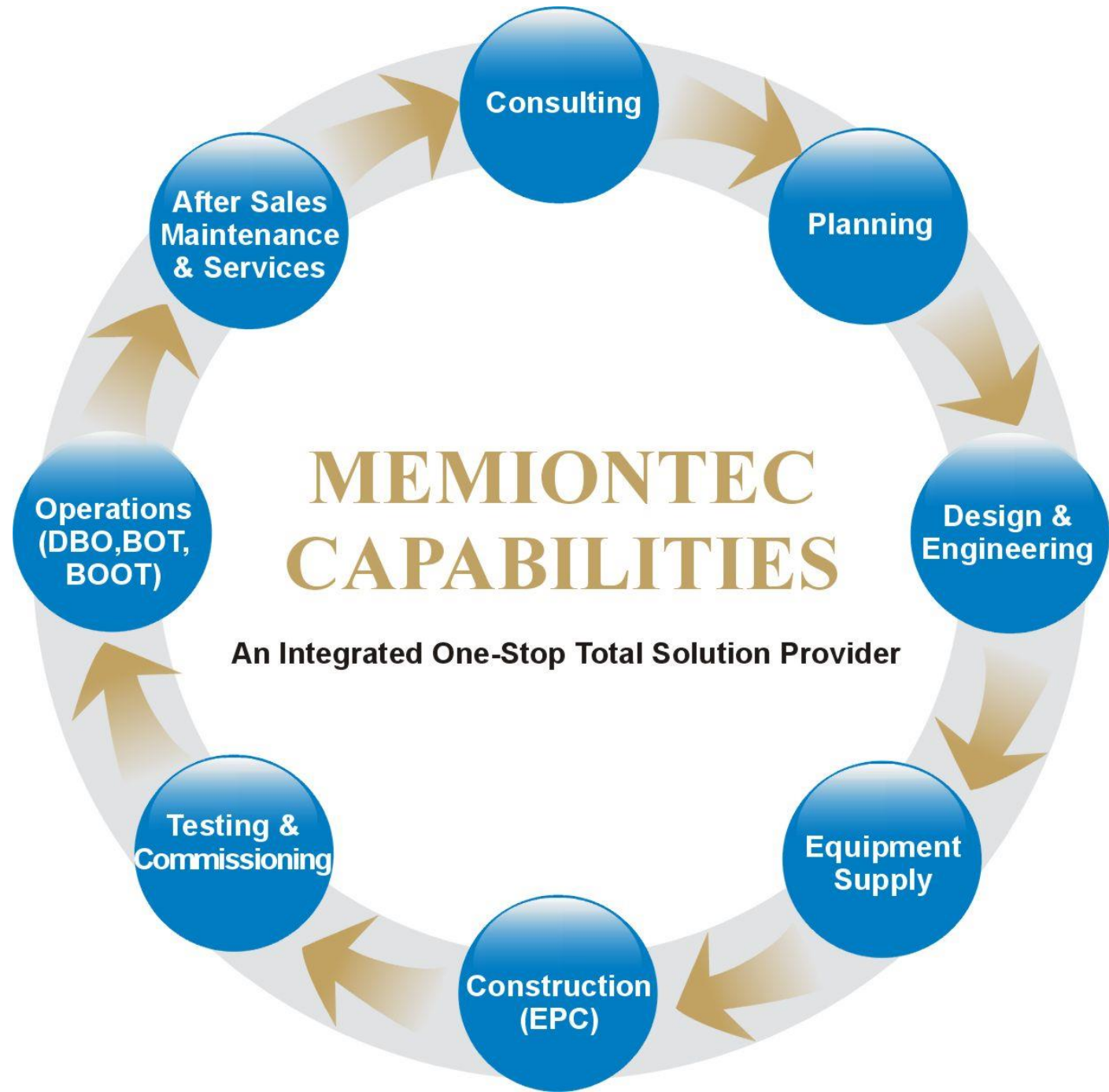


- Core inhouse capabilities & cost effective technological solution
- Customised solutions for specific requirements of customers, can offer as Lease to Own or BOOT



MEMIONTEC
Membrane Ionexchange Technology

END-TO-END SERVICE PROVIDER



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PROFIT OR LOSS : 5-YEAR HIGHLIGHTS

CONSISTENT GROWTH

(FY : Financial Year)

KEY FINANCIALS (in S\$'million, unless indicated)	FY2017	FY2018	FY2019	FY2020	FY2021
Revenue	20.8	24.5	29.3	34.6	45.6
Gross Profit	3.9	7.2	4.5	5.1	6.3
Profit After Tax	0.7	4.6	0.3	1.3	1.5
Total Assets	15.9	19.5	22.1	37.5	35.5
Equity	4.9	9.4	9.0	17.1	18.2
Net Cash	1.0	4.1	4.1	9.2	10.2
Operating Cash Flows	2.1	4.0	0.8	0.3	3.0
Financial Ratios	FY2017	FY2018	FY2019	FY2020	FY2021
Gearing Ratio - Net debt/ Total equity (%)	44%	16%	9%	31%	29%
Current Ratio – Current assets/ Current liabilities	1.20	1.64	1.46	2.07	2.31

Key Insights



Memiontec revenue has increased by almost 2.2x from 2017 to 2021, or 5-Year CAGR of 23%



Steady growth in both key operating markets in Singapore and Indonesia



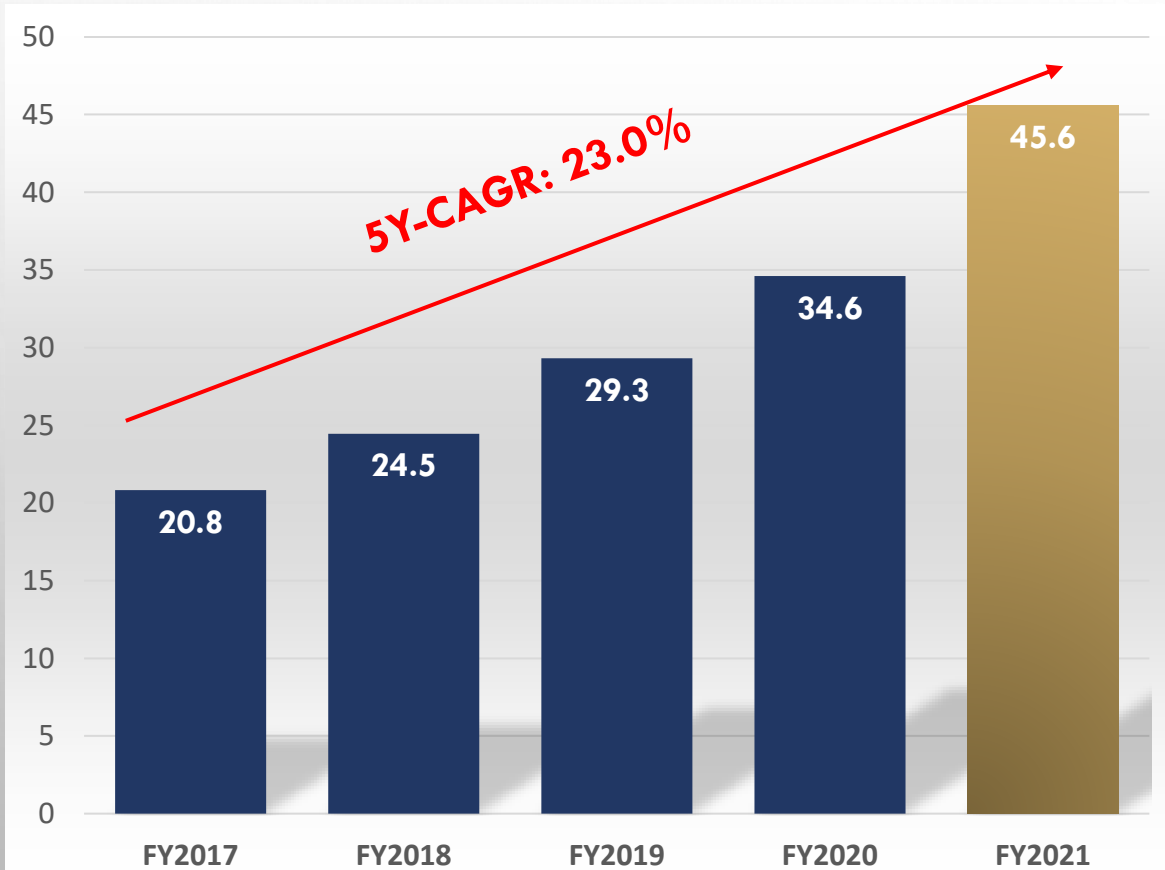
Generated positive gross profits and profit after tax over the years

REVENUE

CAGR & REVENUE MIX

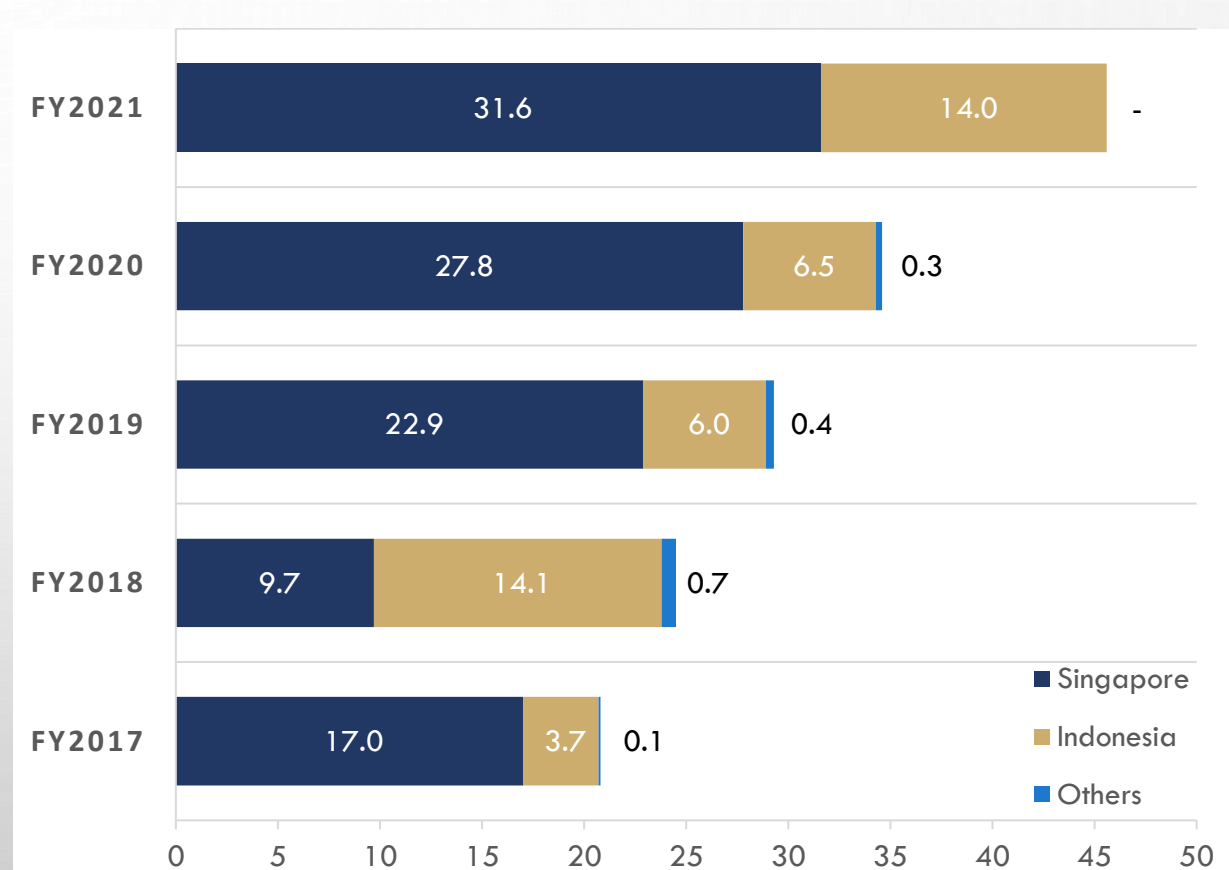


REVENUE CAGR



(Source: Memiontec Annual Report 2021)

REVENUE BY COUNTRY



(Source: Memiontec Annual Reports 2019-2021 and Offer Document dated 21 February 2020)

SEGMENTAL PERFORMANCE

REVENUE & OPERATING PROFIT



REVENUE (in S\$'m, unless indicated)	FY2017	FY2018	FY2019	FY2020	FY2021
<input type="checkbox"/> TSEPC	18.2	19.8	19.6	27.7	41.6
<input type="checkbox"/> OMS	1.4	3.0	8.4	6.2	3.4
<input type="checkbox"/> Trading and Sales of Water	1.2	1.7	1.3	0.7	0.6
Revenue	20.8	24.5	29.3	34.6	45.6

OPERATING PROFIT (in S\$'m, unless indicated)	FY2017	FY2018	FY2019	FY2020	FY2021
<input type="checkbox"/> TSEPC	1.6	4.3	1.0	2.0	2.9
<input type="checkbox"/> OMS	0.1	0.3	0.8	0.5	0.5
<input type="checkbox"/> Trading and Sales of Water	0.4	0.7	0.3	0.1	0.3
Operating profit	2.1	5.3	2.1	2.6	3.7

(Source: Memiontec Annual Reports 2019-2021 and Offer Document dated 21 February 2020)

BALANCE SHEET : 5-YEAR HIGHLIGHTS

STRONG BALANCE SHEET

KEY FINANCIALS (in S\$'million, unless indicated)	FY2017	FY2018	FY2019	FY2020	FY2021
Revenue	20.8	24.5	29.3	34.6	45.6
Gross Profit	3.9	7.2	4.5	5.1	6.3
Profit After Tax	0.7	4.6	0.3	1.3	1.5
Total Assets	15.9	19.5	22.1	37.5	35.5
Equity	4.9	9.4	9.0	17.1	18.2
Net Cash	1.0	4.1	4.1	9.2	10.2
Operating Cash Flows	2.1	4.0	0.8	0.3	3.0
Liquidity Ratios	FY2017	FY2018	FY2019	FY2020	FY2021
Gearing Ratio - Net debt/ Total equity (%)	44%	16%	9%	31%	29%
Current Ratio – Current assets/ Current liabilities	1.20	1.64	1.46	2.07	2.31

Key Insights



Memiontec Total Assets has increased by 2.2x from 2017 to 2021



Equity has increased by 3.7x from 2017 to 2021



Net Cash position from 2017 - 2021



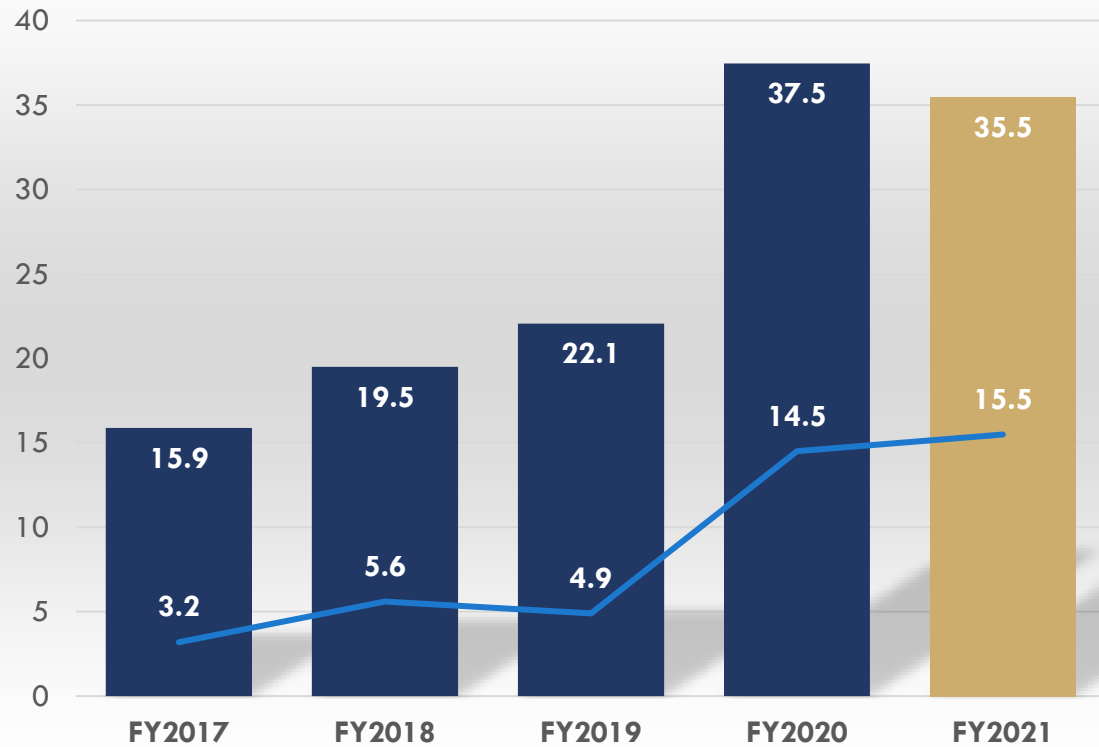
Gearing ratio was 29% and current ratio was 2.3 times as at 2021 - sufficient room to leverage for growth and expansion



TOTAL ASSETS AND NET ASSETS

TOTAL ASSETS

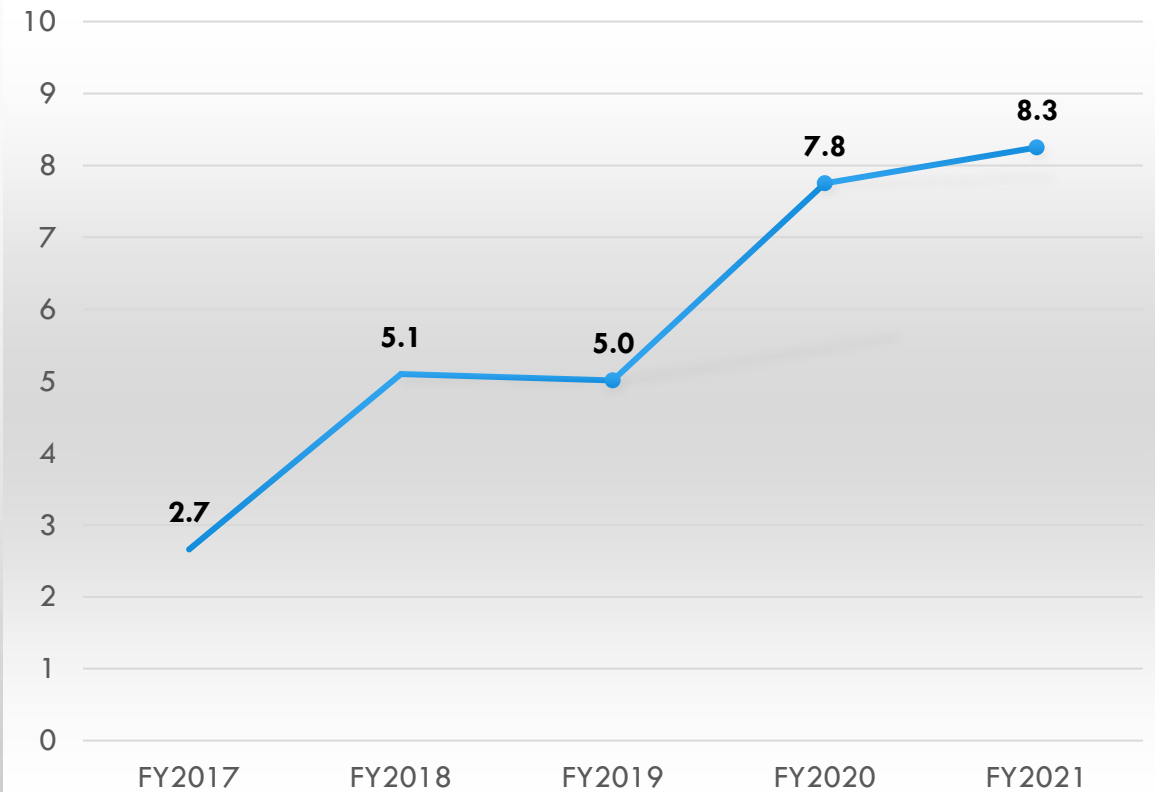
■ Total Assets
— Cash and cash equivalents



(Source: Memiontec Annual Report 2021)

NET ASSETS PER SHARE

(NAV per share is computed based on Equity Attributable to the Owners of the Company over pre-stock split total number of ordinary shares of 220,257,000)



(Source: Memiontec Annual Report 2021)

CASH FLOWS

OPERATING CASH FLOWS



KEY FINANCIALS (in S\$'million, unless indicated)	FY2017	FY2018	FY2019	FY2020	FY2021
Operating Cash Flows	2.1	4.0	0.8	0.3	3.0
<u>Investing Activities :</u>					
• BOOT investments	(1.7)	-	-	(0.6)	(0.6)
• Others (PPE purchases)	(0.7)	(0.2)	0.7*	(0.1)	(0.4)
Investing Cash Flows	(2.4)	(0.2)	0.7	(0.7)	(1.0)
<u>Financing Activities :</u>					
• Borrowings, net	2.1	(1.2)	(1.4)	3.4	(0.7)
• Dividends	(0.9)	-	(3.2)	(0.3)	(0.4)
• IPO proceeds, net	-	-	1.0	7.0	-
• Others	-	-	1.4	(0.6)	(0.8)
Financing Cash Flows	1.2	(1.2)	(2.2)	9.5	(1.9)
Net Increase	0.9	2.6	(0.7)	9.1	0.1
Cash and cash equivalents, ending (incl. forex)	3.1	5.6	4.9	14.0	14.1

*Relates to proceeds received from disposal of a subsidiary.

(Source: Memiontec Annual Reports 2019-2021 and Offer Document dated 21 February 2020)

Key Insights



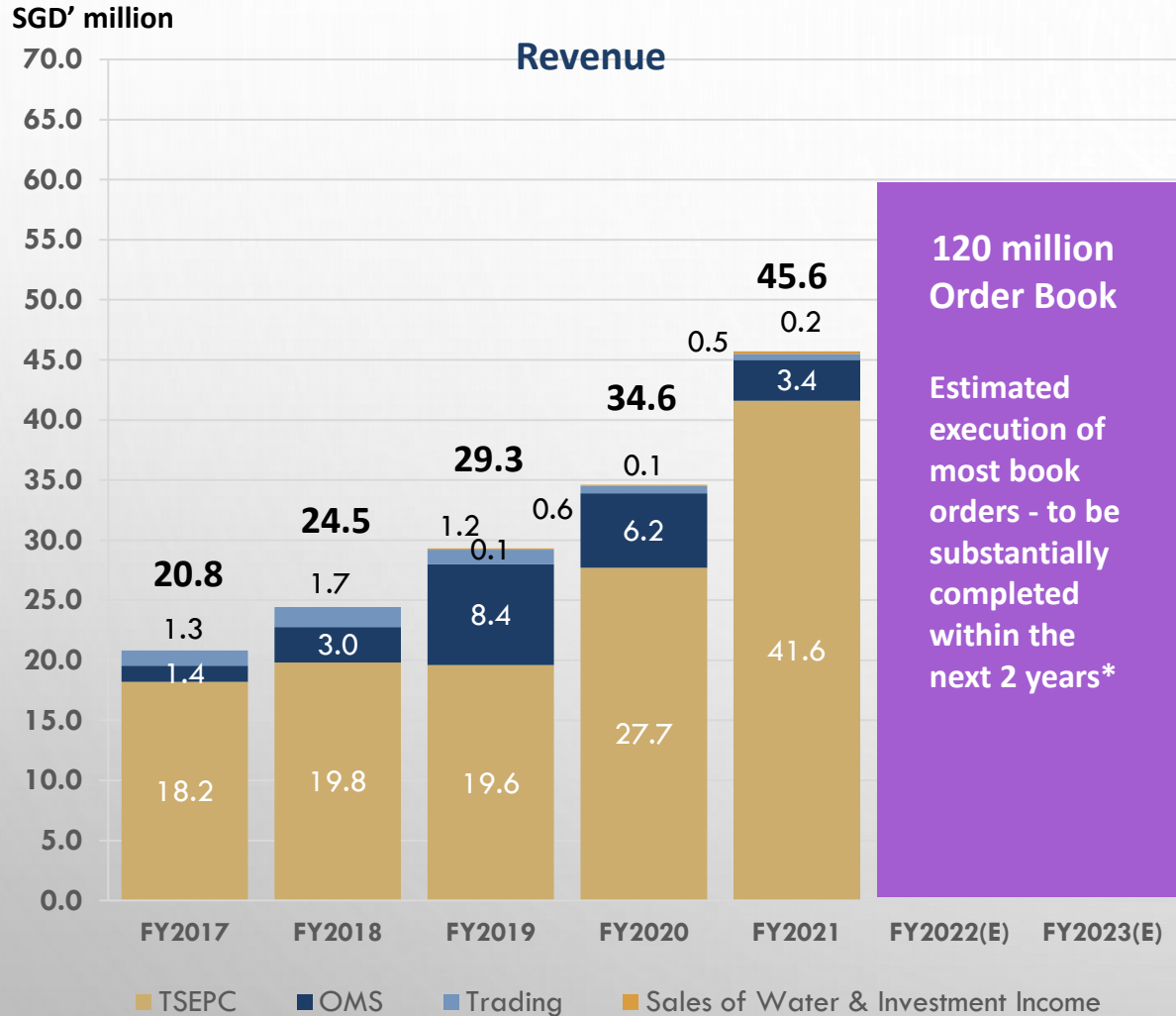
Positive operating cash flows from operations from 2017 to 2021 due to good working capital management



Investments in BOOTs in Indonesia to generate recurring income

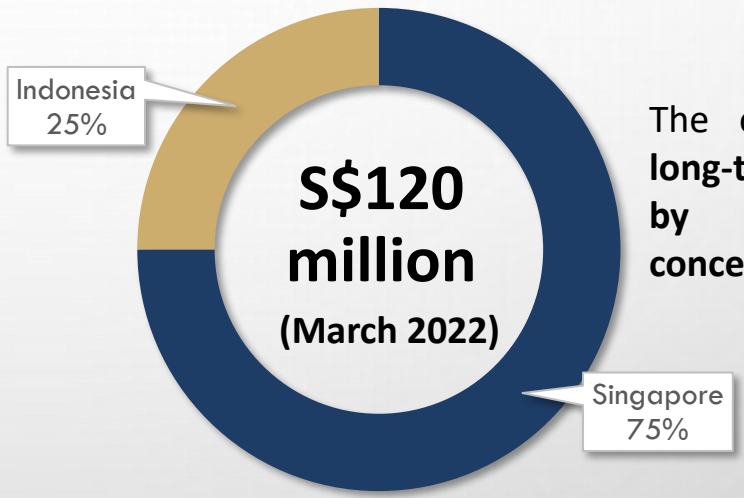
ORDER BOOK

MARCH 2022



Order Book

In March 2022, Memiontec Secured its Largest Contract to date following Award of a New S\$56.6 Million Contract by PUB



The order book excludes our long-term OMS service rendered by the Group over the concession period of 25 years.



* Based on definitive contracts entered into by the Group and actual results may differ due to any unforeseen, unexpected or unplanned circumstances or events.

(Source: 2022 AGM Presentation Slides released on SGXnet on 28 April 2022)

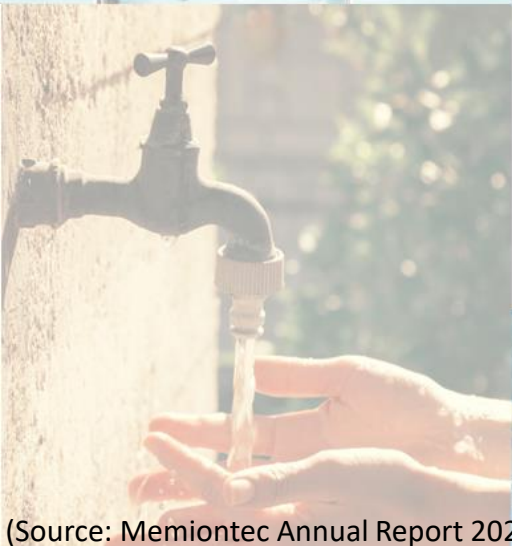


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PROSPECTS FOR ASIA PACIFIC

STRONG WATER DEMAND



ASIA-PACIFIC


 About **300 million people** in the region still have no access to safely managed or basic services of drinking water, and **1.2 billion** lack adequate sanitation⁽¹⁾


 Water quality in Asia has deteriorated significantly, with pollution increasing in **50%** of major rivers during 1990-2010, salinity increasing by more than **one-third**, and **80%** of wastewater being discharged into waterways without adequate treatment⁽¹⁾


 ADB estimates the investment needs for water and sanitation to be on average **\$53 billion per year up to 2030⁽²⁾**



(Source: Memiontec Annual Report 2021)



PROSPECTS FOR INDONESIA & SINGAPORE

STRONG WATER DEMAND

SINGAPORE



Water demand to almost double by 2060 from current

430 million gallons per day⁽³⁾



in tender packages are expected to be awarded⁽⁴⁾:

S\$2 billion related to Tuas Water Reclamation Plant

S\$3 billion related to the Integrated Waste Management Facility

(Source: Memiontec Annual Report 2021)

INDONESIA



Nearly **1 in 2** lack access to safe water⁽⁵⁾



Water safety is a major public health concern In Indonesia

7 out of 10 households

consume drinking water contaminated with E.coli⁽⁶⁾

Indonesia's water resources accounts for

6% of the world

21% of Asia-Pacific | Yet

68% of rivers in Indonesia are heavily polluted | Of those

70% are polluted by domestic waste⁽⁷⁾



National Medium Term Planning (RPJM) 2020-2024 which targeted **100% safe access of drinking water supply by 2024** which will need a total investment of

US\$17.7 billion (IDR 253.8 trillion)⁽⁷⁾

OUTLINE

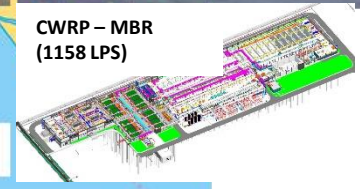
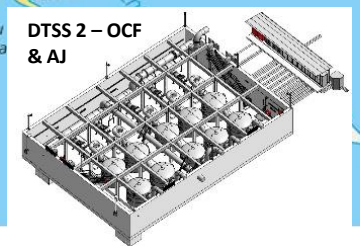
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REGIONAL PRESENCE

SINGAPORE



- KNF – Kranji NEWater Factory
- BWW – Bedok Water Work
- CCKWW – Choa Chu Kang Water Work
- WLWW – Woodleigh Water Work
- TSDP – Tuas South Desalination Plant
- CWRP – Changi Water Reclamation Plant
- JWRP – Jurong Water Reclamation Plant
- JISTP – Jurong Island Sewage Treatment Plant
- SL – Semakau Landfill
- DTSS2 – Deep Tunnel Sewerage System 2



- 📍 WRP – Water Reclamation Plant
- 📍 WSP – Water Supply Plant
- 📍 On-Going Project

REGIONAL PRESENCE

INDONESIA



2 Waduk Pluit TOOT

- Waduk Pluit, Jakarta.
- Under operations - 25 yrs from Nov 2018.
- Our interest: 40%.

3 Pekan Baru BOOT

- Pekan Baru, South Sumatra.
- Currently in Phase 1 construction.
- Our interest: 15% (PT PP: 80%.
- 25 yrs from Phase 1 (est. Q322).

4 Pekan Baru TSEPC

- Gravity Sand Filter & Chlorination (Capacity: 750 LPS)

5 Jambi TSEPC

- Aerobic Reactor, UV System & Sand and Carbon Filter (Capacity: 88 LPS)

6 Palembang TSEPC

- Anaerobic Baffled Reactor, Biotrickling Filter & Chlorination (Capacity: 230 LPS)

7 Makassar TSEPC

- Aerobic Reactor, UV System & Sand and Carbon Filter (Capacity: 185 LPS)

1 Hutan Kota BOOT

- Hutan Kota, Jakarta.
- Under operations - 25 yrs from Dec 2019.
- Our interest: 40%.

1 BOOT/TOOT

2 Key TSEPC projects



SEIZING OPPORTUNITIES

Focused on Memiontec's continuous growth and expansion of our capabilities, the sprinters connote our team's commitment in advancing our ambitions globally.

CHINA

VIETNAM (New Market)*

SINGAPORE

INDONESIA

SCALING UP MEMIONTEC

*Subject to satisfactory completion of feasibility studies, due diligence, board approval and / or shareholders' approval (if applicable)



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BUSINESS MODEL

SYNERGISTIC & INTEGRATED



TSEPC of water treatment plants

- ✓ Water/wastewater treatment solutions
- ✓ Water recycling solution
- ✓ Seawater treatment and desalination solutions

OMS of water treatment plants

- ✓ Ongoing services for water plants owned, built and existing PUB works
- ✓ Provision of technical support and consultation

Trading

- ✓ Modular water systems
- ✓ Water treatment equipment
- ✓ Chemicals and components

Total Solutions with EPC (TSEPC)

Operation, Maintenance & Servicing (OMS)

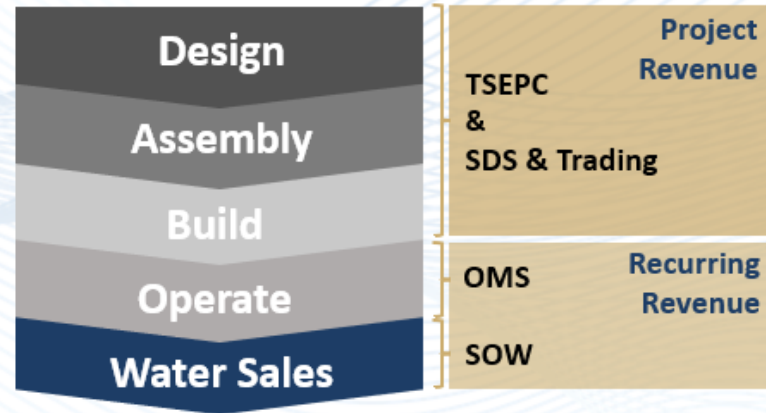
Sales & Distribution

Recurring Income Projects

Sale of Water & Investments

- ✓ Co-owner of BOOT/TOOT projects with long tenure water supply agreements
- ✓ Investment income from long-term service concessionary projects

Harnessing Opportunities Across the Entire Value Chain



	TSEPC	OMS	Trading	SOW
Singapore	✓	✓	✓	
Indonesia	✓	✓	✓	✓
China	✓		✓	
New Market (Vietnam)	✓	✓		✓

Where Memiontec is today

1 TSEPC

- Completed the largest membrane filtration system for desalination plant in SG and SEA with contract value of \$S33.2M
- Awarded a S\$56.6M contract from PUB, the largest single MBR contract secured by the Group to date
- TSEPC forms 91.2% of FY2021's revenue

2 SOW

- Co-owner in 3 BOOT and TOOT projects in Indonesia: PT JUP, PT JMA and PT PPTM
- SOW forms 0.4% of FY2021's revenue

3 SDS

- Trading forms 0.9% of FY2021's revenue

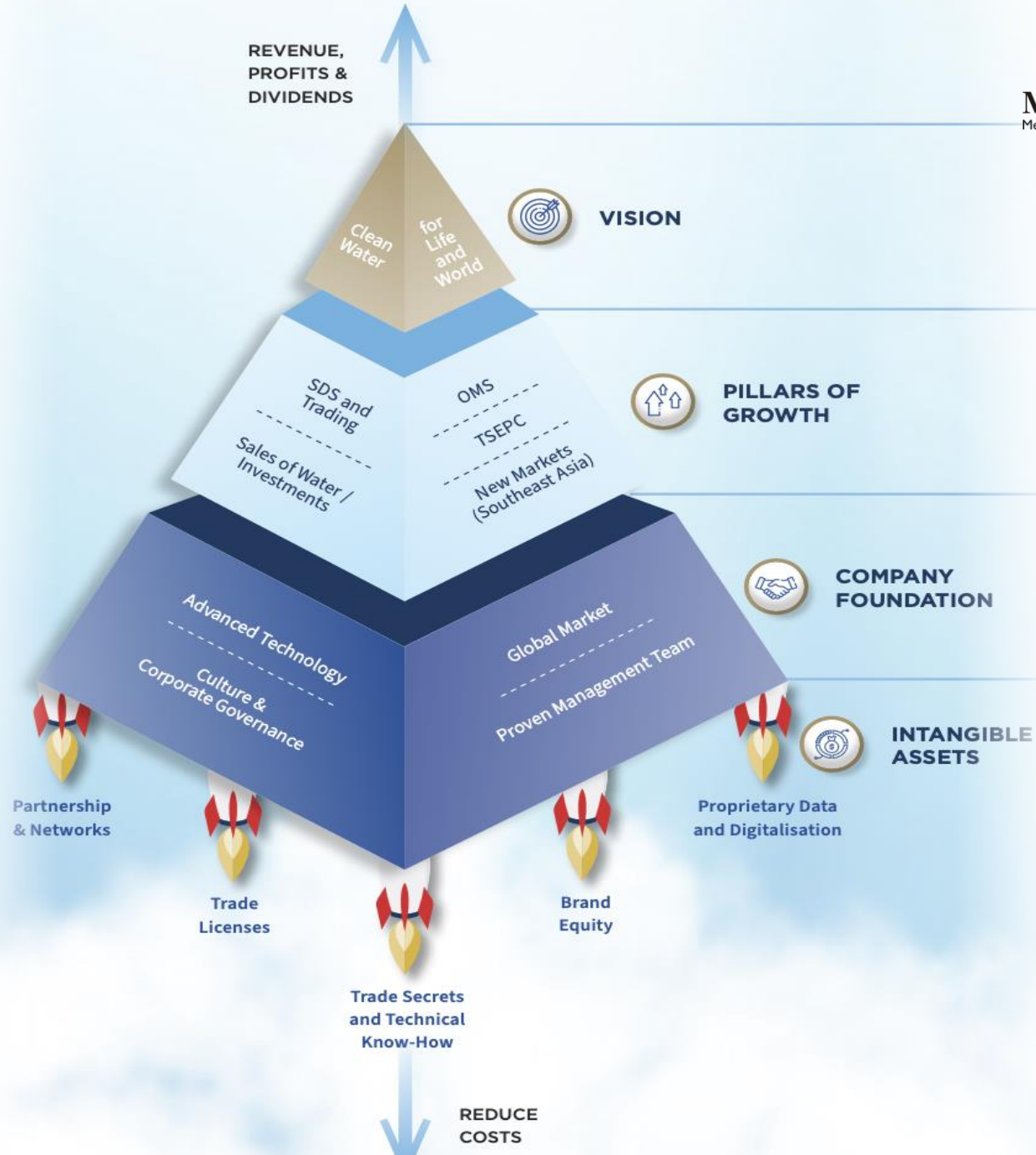
4 OMS

- OMS forms 7.5% of FY2021's revenue

Pyramid Strategy



MEMIONTEC
Membrane Ionexchange Technology



MIT'S HOUSE OF GROWTH

5 CORE PILLARS



Market Leader in Water Space
Transforming Water, World and Life



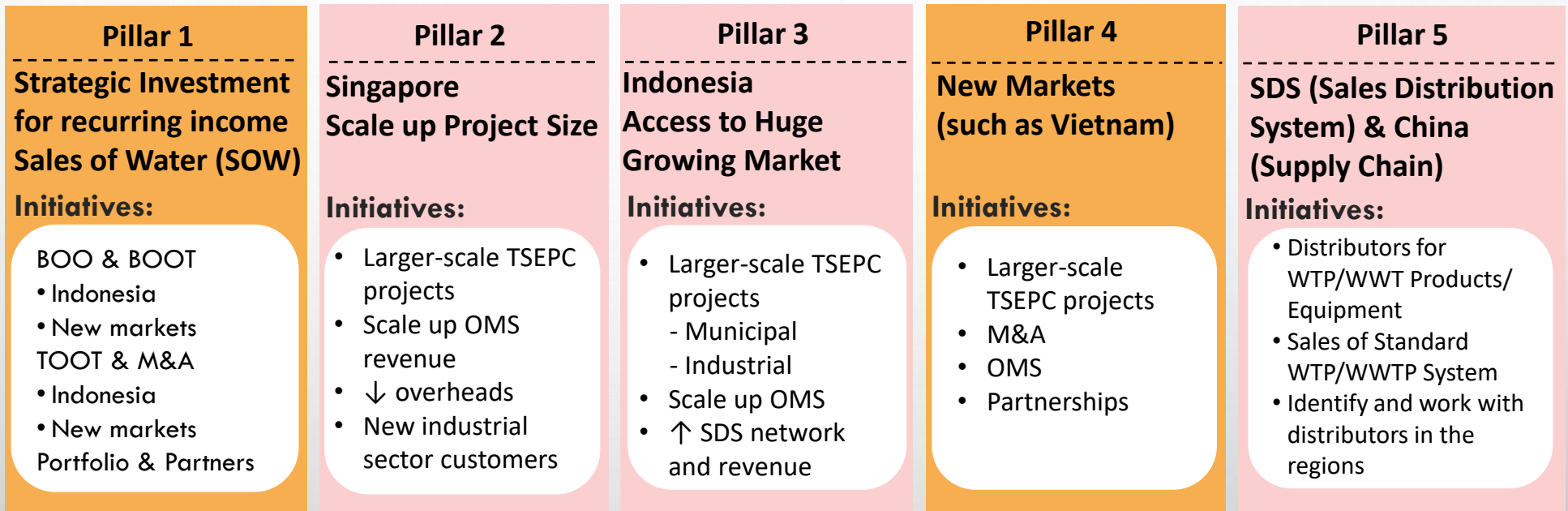
STRATEGIC ASPIRATION



GROWTH PILLARS



ENABLERS



Enabler 1 – Technology Company: Water & Wastewater | Water Recycling Technology | Desalination

Enabler 2 – Leadership Effectiveness: Crystal Clear Vision & Strategy | 4 ME Behavior Shifts : Tell Me 3 Story: (Big, Our, My), Show Me, Train Me, Guide Me

Enabler 3 – Change Management: Culture : Growth mindset, Open communication, Working with Heart, Performance/ Output Driven, Growth Partnership

Enabler 4 – Capability Building: Digitalization Control (DC) : Artificial Intelligence (AI) | Rewards & Recognition System (R&R) | Learning & Development (L&D) | Corporate Governance (CG)

OUR UNIQUE VALUE PROPOSITIONS

INTEGRATED SOLUTIONS



What municipal and industrial customers want



Proven technical and operational excellence in water and wastewater treatment solutions across the entire water value chain from EPC to O&M



Solution provider's equity in the game to ensure deep commitment to developing and running high-quality treatment plants



Integrated systems from a single solution provider across the end-to-end water value chain



What Memiontec offers



Track record of technical and operational excellence in a sophisticated and demanding Singapore market, from which baseline solutions are exported and further refined in Indonesia



Flexible commercial arrangements by contributing Memiontec's equity, converting pure EPC and O&M contracts to BOOT projects



A one-stop shop with integrated and end-to-end water technology solutions from 4 business segments: TSEPC, OMS, SDS, and SOW



OUTLINE

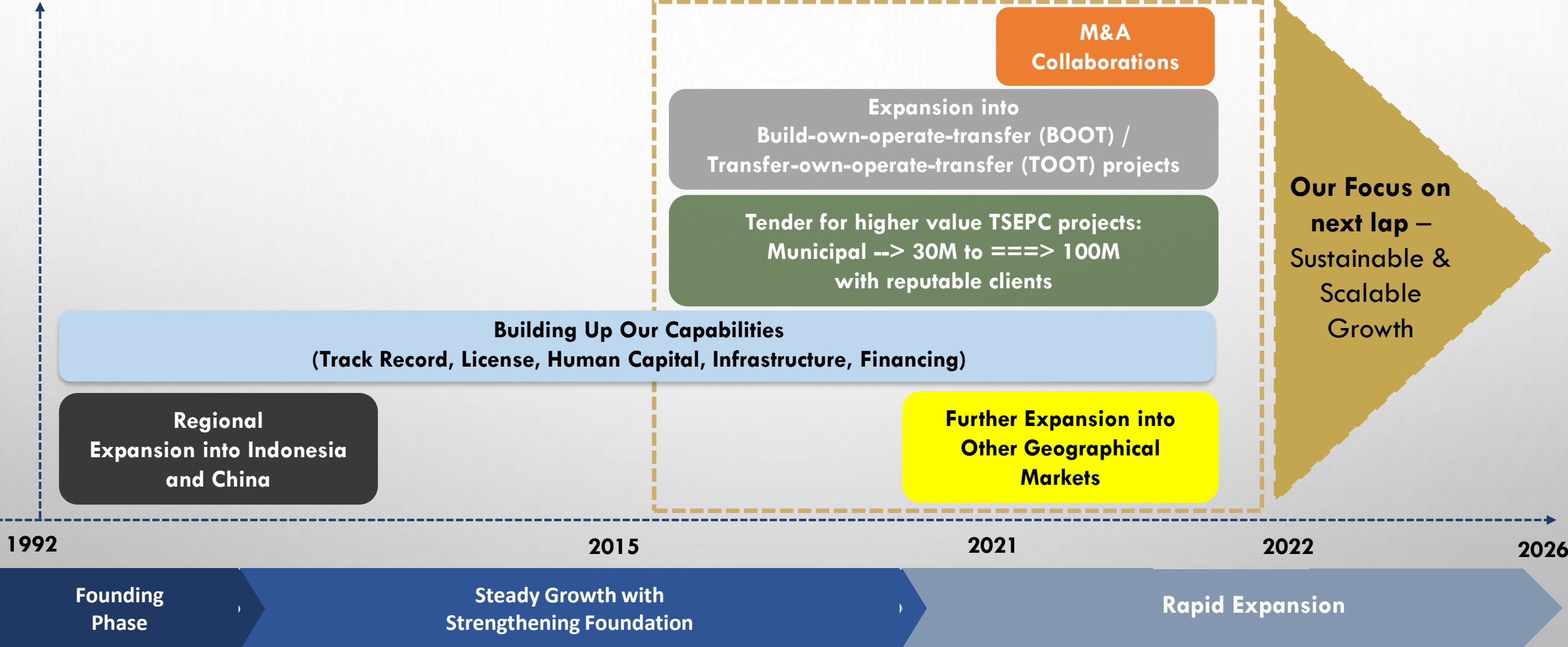
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BUSINESS STRATEGIES & FUTURE PLANS

TOWARDS 2026



Scaling up

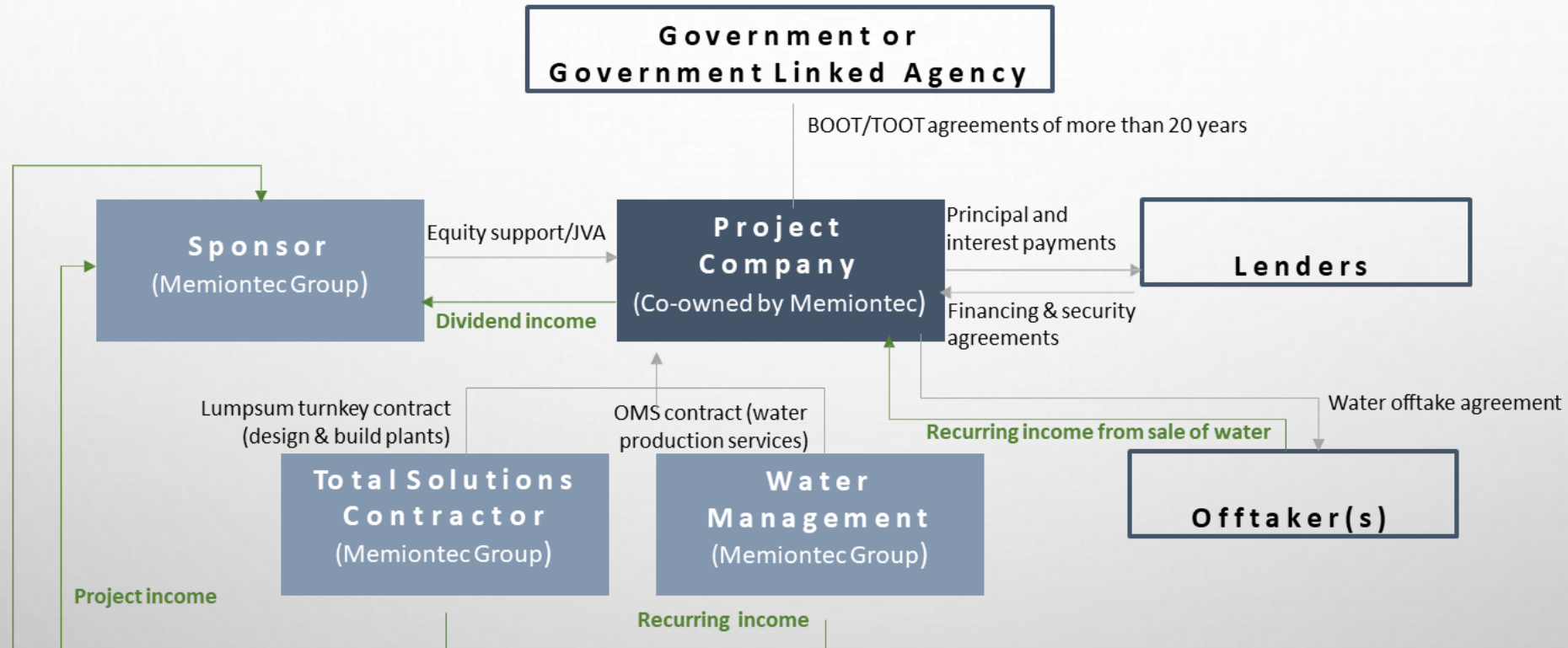


ENHANCING OUR SYNERGIES

PPP / BOOT



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

TARGETED BOOT PROJECTS (1/2)

INDONESIA



ILLUSTRATIVE

Indonesia

Project	BOOT 1 for 25 years	BOOT 2 for 25 years	BOOT 3 for 25 years	BOOT 4 for 25 years	BOOT 5 for 30 years
Capacity	43,200 m3/day	4,320 m3/day	86,400 m3/day	17,280 m3/day	103,680 m3/day
Type of Plant	WTP	WTP	WTP and Network	WTP and Network	WTP and Network
Customers	Households and Industries	Households and Industries	Households and Industries	Households and Industries	Households and Industries
EPC / Investment Cost (100%)	Up to S\$17 M	Up to S\$8 M	Up to S\$100 M	Up to S\$20 M	Up to S\$88 M
Estimated Project Financing	30% Equity 70% Loan	30% Equity 70% Loan	30% Equity 70% Loan	30% Equity 70% Loan	30% Equity 70% Loan
Investment under Consideration	Up to 50%	Up to 50%	Up to 25%	Up to 50%	Up to 80%
Target Project IRR	----- Minimum 15% and above -----				
Target Equity IRR	----- Minimum 15% and above -----				
Target Payback	----- Maximum 10 years -----				

*Subject to satisfactory completion of feasibility studies, due diligence, board approval and / or shareholders' approval (if applicable)

TARGETED BOOT PROJECTS (2/2)

VIETNAM



ILLUSTRATIVE

Vietnam

Project	BOO 1 for 50 years	BOO 2 for 50 years	BOO 3 for 50 years	BOO 4 for 50 years
Capacity	Up to 30,000 m3/day	Up to 30,000 m3/day	50,000 m3/day	16,000 m3/day
Type of Plant	WTP and Network	WTP and Network	WTP	WTP and Network
Customers	Households & industries	Households & industries	Water Authority	Households
EPC / Investment Cost (100%)	Up to S\$ 18 M	Up to S\$ 18 M	Up to S\$ 20 M	Up to S\$ 5M
Estimated Project Financing	30% Equity 70% Debt	30% Equity 70% Debt	20% Equity 80% Debt	Not applicable
Investment under Consideration by MIT	70%	70%	61%	70%
Target Project IRR	----- Minimum 15% and above -----			
Target Equity IRR	----- Minimum 15% and above -----			
Target Payback	----- Maximum 10 years -----			

*Subject to satisfactory completion of feasibility studies, due diligence, board approval and / or shareholders' approval (if applicable)

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KEY INVESTMENT HIGHLIGHTS

SUMMARY



Reliable Track Records

Total water & wastewater management solutions provider in Asia with a proven track record for close to 30 years

Strong Relationships with Customers

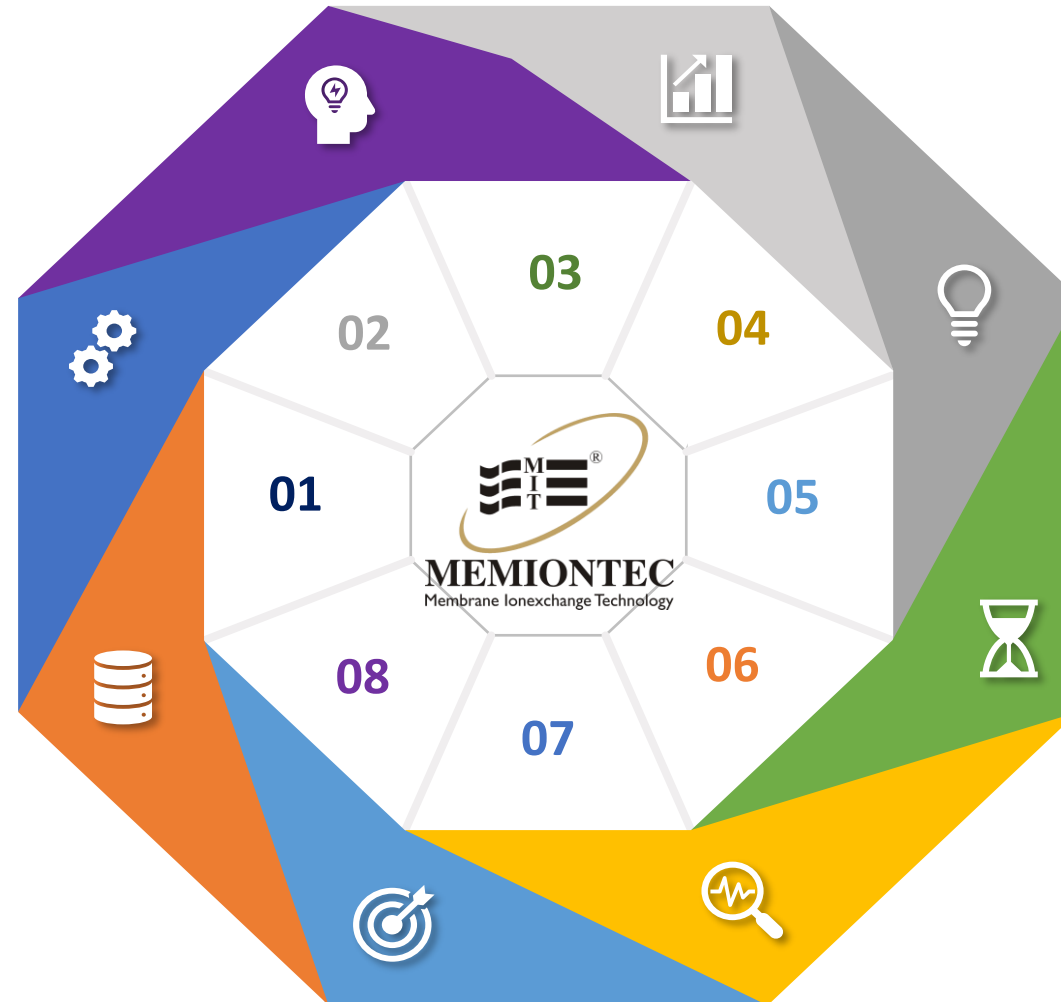
Diverse & established customer base in various core industries, both Public and Private

Increasing Demand for Clean Water

Positive growth prospects with resilient water demand in Asia

Returns to Shareholders

Dividend payout of 20% -30%* since IPO
*On net profit attributable to the Owners of the Company



Synergistic Business Model

Synergistic & diversified business model with business presence across Asia

Competent Management

Professional & qualified management team with over two decades of relevant experience

Strong Financial Performance

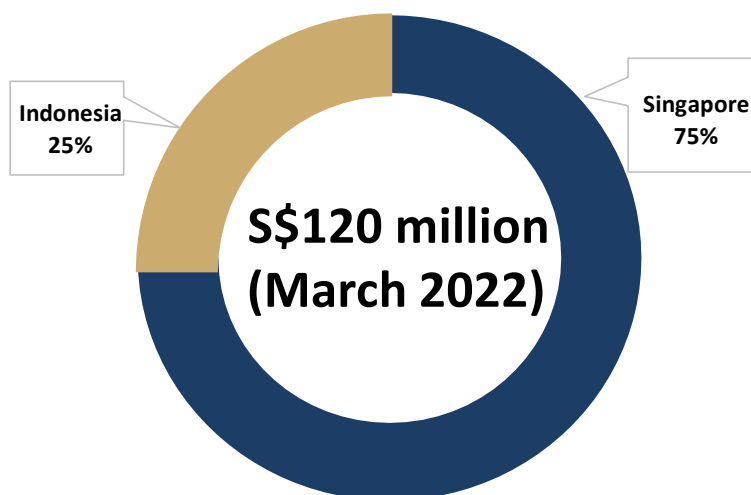
Revenue growth with recurring income from investments in BOOT / TOOT projects

Secured Orders

Healthy order book of approximately S\$120 million as at March 2022

ACCELERATING OUR GROWTH PLANS

Expansion of Memiontec's Order Book



The order book **excludes** our contracted OMS service rendered by the Group over the concession period of 25 years.

Equity Investments to Scale Up BOOT Portfolio



Indonesia*

- Potential BOOT projects, which customers include water authority, households and industrials
- Recurring cash flow between 25 to 30 years
- Target Equity IRR of 15% and above
- EPC Investment / project ranges from S\$10m to S\$100m



Vietnam* (new market)

- Potential BOO projects, which customers include the water authority, households and industrials
- Recurring cash flow of up to 50 years
- Target Equity IRR of 15% and above
- EPC Investment / project ranges from S\$5m to S\$20m

*Subject to satisfactory completion of feasibility studies, due diligence, board approval and / or shareholders' approval (if applicable)



MEMIONTEC
Membrane Ionexchange Technology

THANK YOU !

PREFERRED PARTNER
for
**Water & Wastewater
Solutions**

Corporate Presentation

July 2022

If there are any other queries, please contact the Company :
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The contact person for the Sponsor is Ms Karen Soh, Managing Director, ZICO Capital Pte. Ltd., at 77 Robinson Road, #06-03 Robinson 77, Singapore 068896, telephone (65) 6636 4201.

- (1) <https://www.adb.org/sites/default/files/publication/663931/awdo-2020.pdf>
- (2) <https://www.adb.org/news/features/asia-s-water-security-glass-still-half-full>
- (3) <https://www.pub.gov.sg/watersupply/singaporewaterstory>
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