



Nera Telecommunications Ltd

Co. Reg. No.19780269OR

19 Tai Seng Avenue, #06-01, Singapore 534054

Tel: (65) 6233 2433 | Fax: (65) 6233 2466

Website: www.nera.net

## NEWS RELEASE

### **NeraTel Reports Revenue of \$98.2 Million Amidst Market Headwinds To Accelerate Transformation in Partnership with Ennoconn Corporation By Leveraging ESaaS<sup>1</sup> to Deploy Comprehensive End-to-End IT and OT Offerings Across Southeast Asian Markets**

- *19.4% growth in order intake, supported by refinement of deal qualification to align with onward strategic directives*
- *FY2024 net loss of \$2.8 million, impacted mainly by lower revenue and an impairment loss on assets under construction of a foreign subsidiary*
- *Resilient balance sheet with \$14.3 million cash and bank balances and fixed deposits*
- *To accelerate transformation together with major shareholder, Ennoconn Corporation (“Ennoconn”), on key growth and innovation areas:*
  - *Value-added offerings including railway dedicated networks (“RDN”), IoT + 5G smart manufacturing solutions, AI applications, and environmental, social and governance (“ESG”) initiatives*

**SINGAPORE, 28 February 2025** – Mainboard-listed technology integrator **Nera Telecommunications Ltd** (“NeraTel”, 挪拉电讯, or the “Group”) reported revenue of \$98.2 million and net loss of \$2.8 million for the full year ended 31 December 2024 (“FY2024”).

Mr Chong Hoi Ming (莊海明), CEO of NeraTel, said, “In spite of a challenging year, we have recorded an improvement in order intake and maintained a healthy balance sheet. We remain focused on the smooth execution and delivery of our existing projects, whilst maintaining our strong emphasis on risk management and deal quality to better seize opportunities that align with our combined strategic objectives.

---

<sup>1</sup> Ennoconn Solution as a Service.



## Nera Telecommunications Ltd

Co. Reg. No.19780269OR

19 Tai Seng Avenue, #06-01, Singapore 534054

Tel: (65) 6233 2433 | Fax: (65) 6233 2466

Website: [www.nera.net](http://www.nera.net)

"We will also collaborate closely with Ennoconn, leveraging their ESaaS model and our collective expertise to deliver the optimal combination of turnkey IT and OT solutions to fulfil our customers' needs. At the same time, we will expand our product offerings and integrate existing systems to fortify our presence in our areas of operation."

### Financial Performance

Group revenue declined 30.7% to \$98.2 million from \$141.7 million in the same period last year ("FY2023"), mainly due to a challenging economic environment marked by ongoing market headwinds and prolonged geopolitical tensions, which impacted contributions from two business sectors – the Service Provider ("SP") and Government, Transport and Utility ("GTU") divisions, although this was partially offset by growth in the Enterprise ("ENT") segment. SP and GTU contributed \$62.6 million (FY2023: \$71.1 million) and \$16.6 million (FY2023: \$53.4 million) respectively in FY2024. Meanwhile, contributions from ENT rose 10.8% to \$19.1 million in FY2024, in contrast to \$17.2 million the previous year, driven by demand for cybersecurity services principally from the banking sector in both Singapore and Indonesia.

Revenue from Network Infrastructure ("NI") solutions declined to \$78.9 million in FY2024 (FY2023: \$113.4 million) due to lower revenue generation across the various regions of operation. FY2024 also saw a reduction in contribution from Wireless Infrastructure Network ("WIN") solutions, which netted in \$19.4 million compared to \$28.3 million over the same period, owing to lower revenue from most regions. Revenue in the second half of 2024 ("2H2024"), amounted to \$50.9 million, compared to \$61.3 million in 2H2023.

Gross profit margin continued to trend upwards, with a 2.8 percentage point year-on-year ("yoy") growth to 24.8% from 22.0%, owing to a combination of stronger reported service margins and project closure adjustments. This was achieved notwithstanding a 21.9% decline in gross profit, which fell to \$24.4 million for FY2024 from \$31.2 million in FY2023.



## Nera Telecommunications Ltd

Co. Reg. No.19780269OR

19 Tai Seng Avenue, #06-01, Singapore 534054

Tel: (65) 6233 2433 | Fax: (65) 6233 2466

Website: [www.nera.net](http://www.nera.net)

For FY2024, the Group reported other expenses of \$1.2 million, primarily from an impairment loss on assets under construction held by a foreign subsidiary, compared to other income of \$3.7 million in FY2023, which was boosted by a one-off net gain from the sale of the Group's Singapore property, along with reduced forex losses and an adjustment to deferred tax assets resulting from deductible temporary differences and unused tax losses.

For FY2024, the Group lowered its operating expenses by 11.7% or \$3.6 million, compared to the corresponding period a year before, attributable to initiatives to drive cost reduction in response to challenging market conditions.

Mainly in line with lower revenue and other expenses, the Group recorded a net loss of \$2.8 million, compared to a net profit of \$5.7 million in FY2023.

The Group's balance sheet remains resilient, with cash and bank balances and fixed deposits of \$14.3 million as of 31 December 2024.

## **Outlook**

### **Quality Order Book and Acceleration of Transformation**

NeraTel's order intake for FY2024 grew approximately 19.4% to \$114.1 million, in contrast to \$95.6 million in FY2023, supported by orders secured mainly from all three business segments.

NeraTel's collaboration with Ennoconn will enable it to harness the ESaaS model and bring the best of their IT and OT expertise respectively to the table to meet growing demand for compelling integrated technology solutions - particularly in Southeast Asia - for smarter, more efficient, and interconnected cities and developments.



## Nera Telecommunications Ltd

Co. Reg. No.19780269OR

19 Tai Seng Avenue, #06-01, Singapore 534054

Tel: (65) 6233 2433 | Fax: (65) 6233 2466

Website: [www.nera.net](http://www.nera.net)

The Group's key focus areas for growth are indicative of its diversified customer base, and include RDN, IoT + 5G smart manufacturing solutions, AI technology applications, and ESG initiatives.

The Group continues to execute three strategic projects secured in 2024, in line with NeraTel's efforts to provide services that reinforce the Group's position as a comprehensive solutions provider. During the year, in January 2024, NeraTel secured a five-year managed services component of a \$10 million project with a leading Southeast Asian service provider to implement infrastructure across over 30 sites for the latter's digital economy operations. NeraTel was also part of the consortium that secured a \$20 million project in February 2024 to revamp Singapore's bus ticketing depot system, under its GTU segment. The Group will work closely with RFNet Technologies Pte Ltd to deploy a full suite of solutions across 14 existing bus depots, with an option for four future depots. In June 2024, the Group was also awarded a three-year contract renewal worth \$17.6 million for managed services with a service provider in Singapore, contributing to its recurring income stream. The renewal allows the Group to provide uninterrupted support to the provider in the Group's managed services, including the management, maintenance and performance reporting of relevant equipment and software, as well as 24 x 7 support.

In conclusion, NeraTel's Chairman, Mr Steve Chu (朱復銓), added, "We remain focused on maintaining transparency and upholding the highest standards of corporate governance. While the road ahead will require careful planning and execution, I believe our combined strengths will be instrumental in accelerating NeraTel's business transformation and deliver sustainable value for all our stakeholders."

The global economy continues to be volatile with heightened geopolitical tensions and higher operating costs, and NeraTel will prudently navigate ahead, focused on its business transformation, and tapping on a broadened business focus.



## Nera Telecommunications Ltd

Co. Reg. No.19780269OR

19 Tai Seng Avenue, #06-01, Singapore 534054

Tel: (65) 6233 2433 | Fax: (65) 6233 2466

Website: [www.nera.net](http://www.nera.net)

### **About Nera Telecommunications Ltd**

Nera Telecommunications Ltd (“NeraTel”) is an established technology integrator with a proven track record in delivering comprehensive, turnkey solutions and services that enhance digital transformation and operational efficiency.

Incorporated in 1978 and listed on the SGX Mainboard since 1999, NeraTel is headquartered in Singapore, with a diversified geographical presence across Asia-Pacific, Europe, Middle East and Africa.

A member of the Ennoconn Technology Group since its acquisition in October 2024 by [Ennoconn Corporation](#), a Foxconn associate company specialising in intelligent IoT, AI, and embedded technology solutions, NeraTel is supported by a global team of highly certified professionals with expertise in both IT and OT offerings, to serve its strong customer base from a wide range of industries including education, financial services, government, green building, healthcare, logistics, media, service provider, transportation, utility, and more.

For more information, please visit: [www.nera.net](http://www.nera.net)



## Nera Telecommunications Ltd

Co. Reg. No.197802690R

19 Tai Seng Avenue, #06-01, Singapore 534054

Tel: (65) 6233 2433 | Fax: (65) 6233 2466

Website: [www.nera.net](http://www.nera.net)

### **About Ennoconn Corporation**

Ennoconn Corporation (Taiwan Exchange/6414.TW) is a global leader in integrated cloud management services, Industrial IoT, and embedded technology. In 2007, Ennoconn became a subsidiary of Foxconn Technology Group, headquartered in New Taipei City.

Ennoconn Group, a global technology solutions provider, delivers world-class Industrial IoT and Embedded Technology, Design Manufacturing Services, IT and System Integration Services into high-growth markets, including Smart City, Smart Manufacturing, Smart Retail, Financial Services, and Media and Entertainment.

With a commitment to Digital Transformation, Ennoconn's "Digitalisation as a Service" strategy integrates and delivers manufacturing systems with emerging technology solutions that address the revolutionary demand in cloud data storage, machine learning/AIoT/5G/Cloud IoT Integration. We deliver Digital Transformation strategies across all internal design, manufacturing, and supply chain platforms and disciplines.

For more information, please visit: [www.ennocnn.com](http://www.ennocnn.com)

### **Investor Relations Contact for NeraTel:**

**CDR**

158 Cecil Street

#05-01

Singapore 069545

Tel: (65) 6534 5122

Dolores Phua/Joel Ng/Darienne Sim

[NeraTel@cdrconsultancy.com](mailto:NeraTel@cdrconsultancy.com)