



ISOTEAM LTD.

HY2015 RESULTS PRESENTATION

12 FEBRUARY 2015

ISOTeam Ltd. (the "Company") was listed on Catalyst 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").



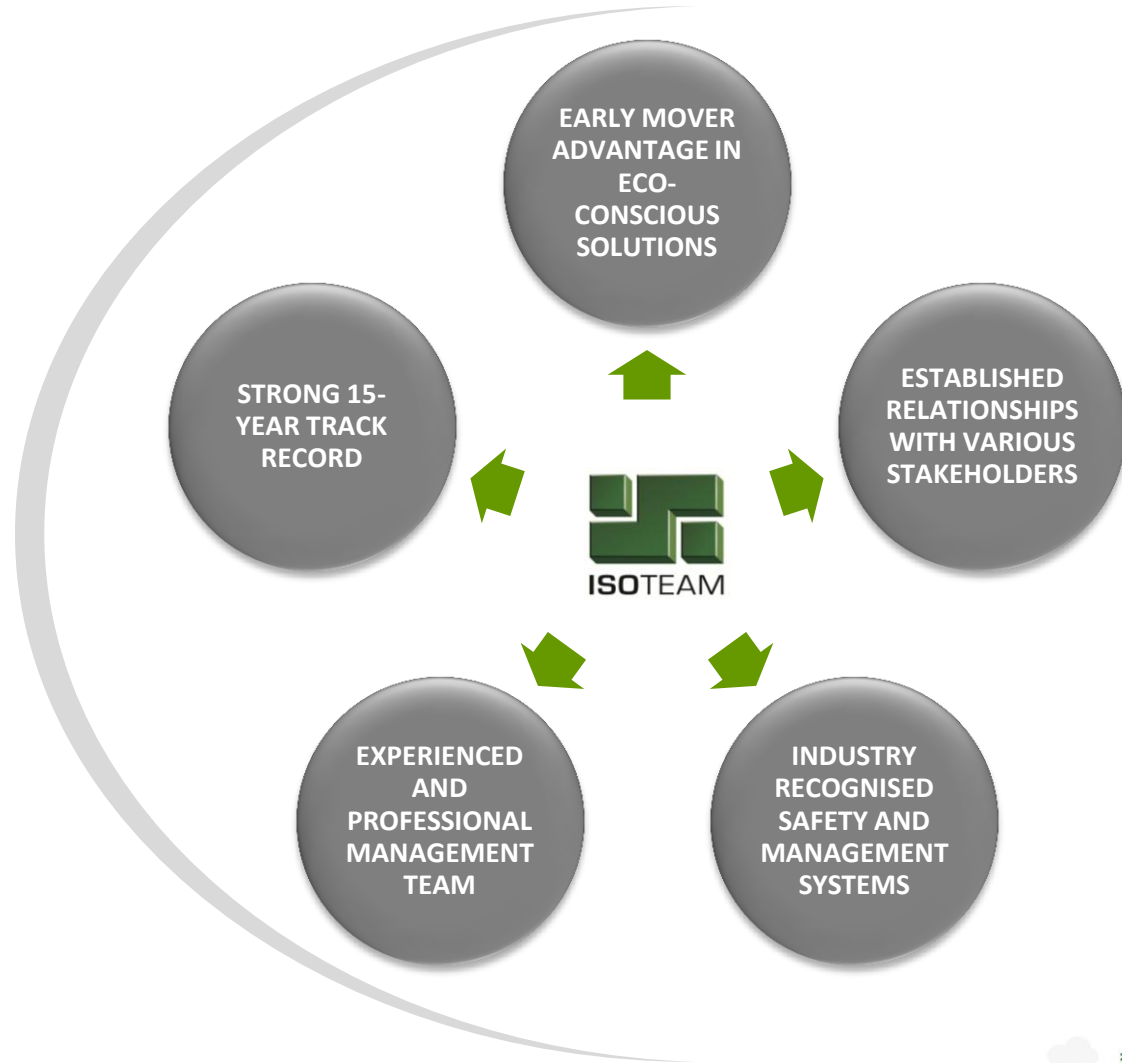
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- 3. Future Strategies & Plans**
- 4. Q & A**



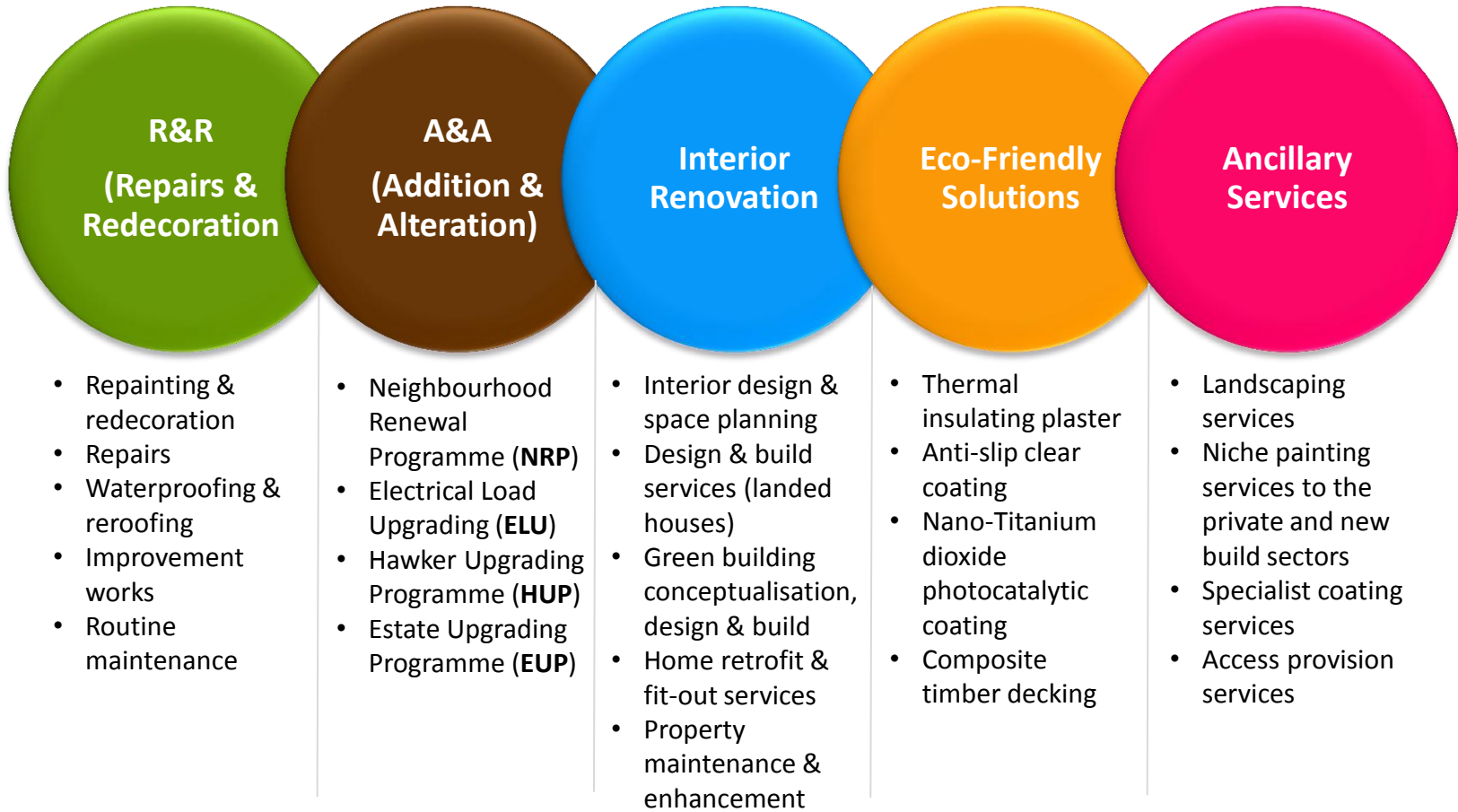
BUSINESS OVERVIEW

An **experienced R&R**
(Repairs and
Redecoration)
and A&A (Addition
and Alteration)
service provider
with a proven track
record
in implementing
eco-conscious
solutions
in Singapore



BUSINESS MODEL

To be Singapore's **No. 1** and **Preferred Partner** for Total Maintenance Solutions

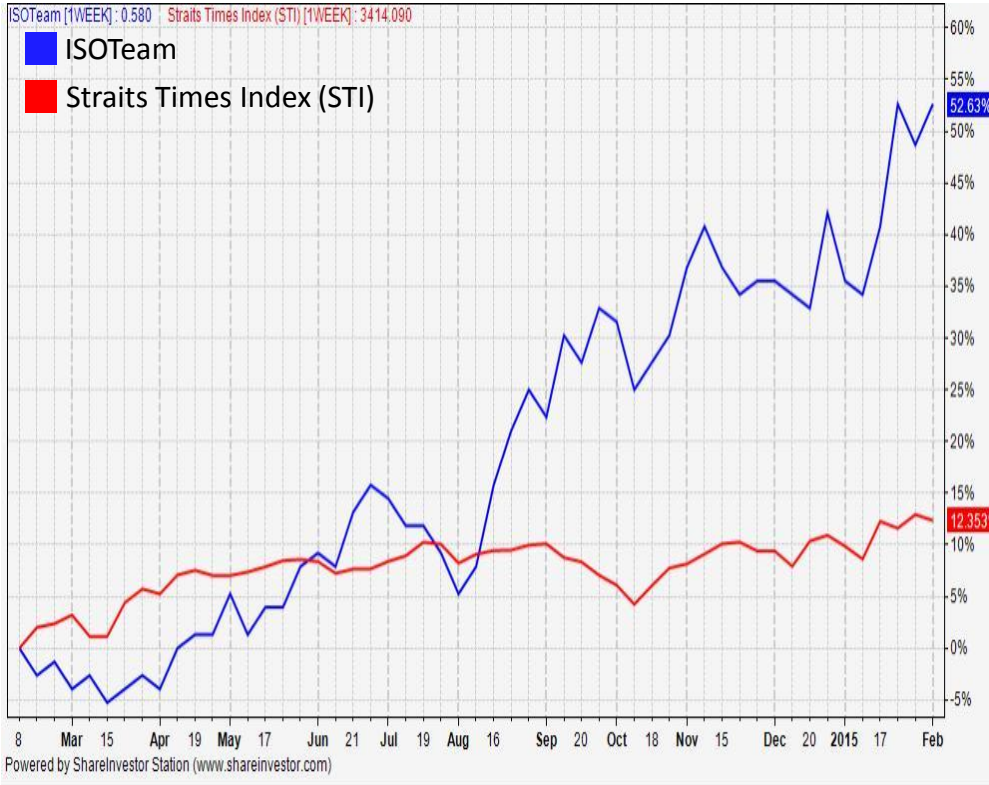


Integrating Green Initiatives across all segments

Green procurement policies + Green construction methodologies + Green partnerships



STOCK PERFORMANCE



OUTPERFORMING THE GENERAL MARKET

- Trading at S\$0.58 @ 12 Feb 2015
- Market Capitalisation \$78 million
- 52 week range: S\$0.360 – S\$0.605

STOCK COVERAGE

- OSK DMG: Buy (TP: S\$0.77) (28 October 2014)

UOB KayHian
SINGAPORE

Monday, 17 November 2014

BUY (Maintain)

Share Price: S\$0.515
Target Price: S\$0.62
52-Week Range: S\$0.360 - S\$0.605

ISOTeam (ISO SP)

Vote of confidence from strategic business partner

WHAT'S NEW

- Mottac B2V has been selected to build and fit-out new delivery stores in Region East (Singapore, Cambodia, Phn 10, Nepal, Laos) at S\$5.00/share.
- After completion of the operational and strategic acquisition of Industrial Controls Marketing Pte Ltd by ISO, the company has announced that it will invest in the development of the ISO's strategic share capital. ISO intends to invest the proceeds of S\$5.5m to fund the proposed acquisition of the 1 company announced earlier.

OUR VIEW

- Region East has been one of ISO's fastest growing areas. Having acquired a solid leadership team, ISO is also Region East's exclusive operator of plant work involving major civil infrastructure (P&E) projects for the ISO's end-user. Clients like the recent proposed placement, further confirms the strategic relationship between ISO and its business partners.
- A solid P/E ratio, relative to peers (15.1x to 17.1x) and a solid cash flow of 20.5%, an indicator that is still strong for most growth stocks for ISO. To reach an all-time high, ISO's operational performance of 2015 is expected to be strong. We expect that ISO's 2015 revenue will be increased within a year. This suggests that ISO's 2015 revenue will be increased by 15% to S\$5.5m. ISO's 2015 revenue will be increased by 15% to S\$5.5m. ISO's 2015 revenue will be increased by 15% to S\$5.5m.
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UOB KayHian
11 December 2014
Buy (TP: S\$0.62)

OSK DMG

Company Update, 28 October 2014

ISOTeam (ISO SP)

Construction & Engineering - Construction

Market Cap: S\$78 million

Buy (Maintain)

Target Price: S\$0.77
Price: S\$0.50

52-Week Range: S\$0.360 - S\$0.605

Expanding Its Suite Of Services

ISOTeam is acquiring four local companies in a cash-equity deal for a total of S\$20 million. The companies are: (1) Singapore-based construction and infrastructure equipment hire company, (2) Singapore-based construction and infrastructure equipment hire company, (3) Singapore-based construction and infrastructure equipment hire company, and (4) Singapore-based construction and infrastructure equipment hire company.

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OSK|DMG
28 October 2014
Buy (TP: S\$0.77)



ISOTEAM IN THE NEWS

ISOteam records strong earnings; beefs up business in core sectors while eyeing M&A

[BY LOH CHEN-YI]

Building and maintenance solutions provider ISOteam has delivered strong earnings growth in its first year as a listed company and plans to leverage on eco-friendly measures to promote "green" buildings and technology for future growth.

The company, which is accredited by the International Organization for Standardization (ISO) and draws its name from quality standards set by ISO, grew revenues by 45% to \$69.9 million in FY2014 ended June 30. Gross profits



under our umbrella to leverage on our know-how to control the costs, manage them and provide this service to households," explains Koh. The portal is in its design stage and will be launched in H2015.

Inorganic growth plans
Koh is also looking at inorganic means via mergers and acquisitions (M&A) to keep the business growing. Such M&A deals can be of either a horizontal or vertical nature in ISOteam's value chain. A company with similar services, but active in sectors where ISOteam is not present, is the type of horizontal in-

more so, with legislation lending a big hand.

Banking on that is ISOteam, which has spent a good 14 months listed on Singapore's main board, and the last 16 years rejuvenating mature housing estates, largely for local town councils.

The property market in Singapore is facing a soft patch which has cramped margins for most firms in the real estate sector - but not ISOteam. The market slide has had almost no impact on it.

"We are almost 100 per cent immune to the softening in the property market. Although we are construction-related, we focus on maintenance and upgrading, not new builds," said Anthony Koh, ISOteam's chief executive and executive director.

In short, he says, for as long as housing supply remains high and the public and private sectors are on the uptick, the firm's prospects remain promising.

The jobs are not sizeable, averaging S\$5.10 million per job, which makes them very low risk for most construction firms to take on. But for ISOteam, they get replenished fast with firm orders for at least 3-5 new jobs every month. Most of these contracts last 1-2 years.

TOPLINE

ISOteam to add more to its toolkit

Less than a year after moving into private home retrofitting, it has now set its sights on providing handyman services as well, reports ANITA GABRIEL

RESTORING and repairing tired old estates and buildings in Singapore may not sound appealing to many, but it's a big business - and ISOteam is one of the few firms in the country that are doing it. The firm's success rates appear high as the firm has a strong grip on the repair and redecoration (RR&R) and addition and alteration (AA&A) space, with work ranging from repainting and rewiring to plumbing and landscaping services. Much of this involves public sector HDB projects but the firm is now working on cranking up jobs for schools, army camps and the private sector.

"The biggest advantage for firms like ISOteam that have zeroed in on this segment is that legislation here requires external works of buildings to get a fresh coat of paint at least once every five years. That makes its business defensible, demand elastic and income recurrent: definite trump cards for any business."

For the fiscal year ended June 2014, the firm completed 20 RR&R projects. This featured jobs from town councils in Medford-Kallang, Tanjong Pagar and Pans Ris Punggol, with the segment turning in S\$4.3 million in revenue, up 81 per cent from S\$2.3 million in 2013. The jobs are not sizeable, averaging S\$5.10 million per job, which makes them very low risk for most construction firms to take on. But for ISOteam, they get replenished fast with firm orders for at least 3-5 new jobs every month. Most of these contracts last 1-2 years.

[BY FRANKIE HO]

Small cap stocks in Singapore have had a rough time over the past few months. However, there are a lot of public projects that will spur Singaporean construction over the next few years, and that is good news.

According to the Building and Construction Authority, the total value of contracts awarded in 2014 could be as much as S\$1.8 billion, up from last year's S\$1.5 billion, which exceeded the official projection of S\$1 billion. Construction development this year is being driven by public housing, infrastructure and industrial development projects. The value of new contracts for the next two years is already estimated at between S\$2 billion and S\$4 billion annually.

Key projects announced in Singapore include the Thomson MRT line and the East West Expressway, the North South Expressway, Changi Airport terminals 4 and 5, as well as a proposed new, 4.8 km long development of the airport to be built by CapitaLand and Changi Airport Group.

Key projects in the construction sector, including the new airport, are not expected to be the boom and bust cycle that I think Lan Beng is very different from the rest, says Wang. The company, which is a "hard hat" construction business model that enables it to take on projects with a high margin, is expected to grow by 10-15% for many of its projects. Notably, he adds, Lan Beng has been de-

velopment projects

one needs this service. It's one that can bring in huge volumes and is scalable," he added.

This may be a natural progression for a firm with a niche in repairs and which only recently announced encouraging numbers for fiscal year 2014. It notched up record revenue of S\$70 million, up 45 per cent from a year ago. Net profit, however, was flat rising just under one per cent to S\$6 million. The firm enjoyed more robust gross margins of 19.2 per cent compared with 17 per cent, having achieved better economies of scale for the RR&R operations.

With an order book of S\$7.2 million as at end-June, Mr Koh said the group is now awaiting the tender confirmation award for six projects with a collective worth of some S\$40 million of RR&R and M&A work for which it is currently the low bidder.

The industry-wide scourge of rising labour cost is a big dampener and the firm plans to cut 20 per cent of its 450-strong workforce in two phases, requiring the staff with more skills and apt for automation where it can overcome the dilemma.

For one thing, instead of using traditional mista scaffolding, the firm employs bob lifts and scissor lifts - a move that saves on manpower.

"My project managers and teams do it manually, we can't get a robot to paint, though. I'd be very happy if that happens," Mr Koh says.

anita.gabriel@sp.com.sg



CapitaLand CEO Lan Beng says the firm's construction projects, including the new airport, are not expected to be the boom and bust cycle that I think Lan Beng is very different from the rest, says Wang. The company, which is a "hard hat" construction business model that enables it to take on projects with a high margin, is expected to grow by 10-15% for many of its projects. Notably, he adds, Lan Beng has been de-

for small caps. "It is now in quiet blue chip territory. People know about it," says Wang. "Harris CEO Chew Thiam Beng, considered the No.1 real estate in this region. At the point in time, many people don't believe the story. We don't. We have. We have in there where people don't believe it. We are all those who people love to see. We are. We think that the properties are well held. We are talking about an earnings compound of annual growth rate of 10% in the next two years. The stock is trading at only 10 times earnings. DMG has a price range of \$1 for Exon."

Consumer, property plays
The consumer sector for market value in the list of 25 ISOM International, which Wang says is "very much mainstreamed." The way for us is, ISOM is more than that a order of message, which, which Wang says is a 10% share of each of the five core markets - Singapore, Malaysia, China, Hong Kong and China.

They are listed businesses. ISOM CEO

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去年热度似消退 凯利板一个多月未见新股

市场人士相信，下来仍是公司要上市，只是时机的把握。前年凯利板只吸引八只新股上市，去年新增50只至12只，平均每个月有一只新股到凯利板上市，其中半数上市时的市值超过1亿元，甚至是5亿元、7亿元。

王阳发 报道 onyh@sp.com.sg

公司	发售价 (元)	首日涨跌幅 (%)	最新收市价 (元)	与首日涨幅比例 (%)
TalkMe集团	0.20	310.00	0.830	1.22
金海海保集团	0.25	18.00	0.235	-20.34
EuroSports环球	0.28	12.50	0.220	-30.16
美格瑞控股	0.22	104.55	0.435	-3.33
亚太集团	0.25	58.00	0.153	-61.27
Xytec控股	0.26	25.00	0.162	-50.15
银丰	0.30	43.33	0.335	-22.09
Reo国际	0.50	13.00	0.615	8.85
新加坡厨具	0.20	-11.50	0.171	-3.39

凯利板去年守得云开见明月，颇有新景象上市，但这个势头只在今年1月份过后便已退却，市场已一个多月未见有新股到凯利板上市。不过，市场人士相信，下来的公司要上市，只是时机的把握。前年凯利板只吸引八只新股上市，去年新增50只至12只，平均每个月有一只新股到凯利板上市，其中半数上市时的市值超过1亿元，甚至是5亿元、7亿元。

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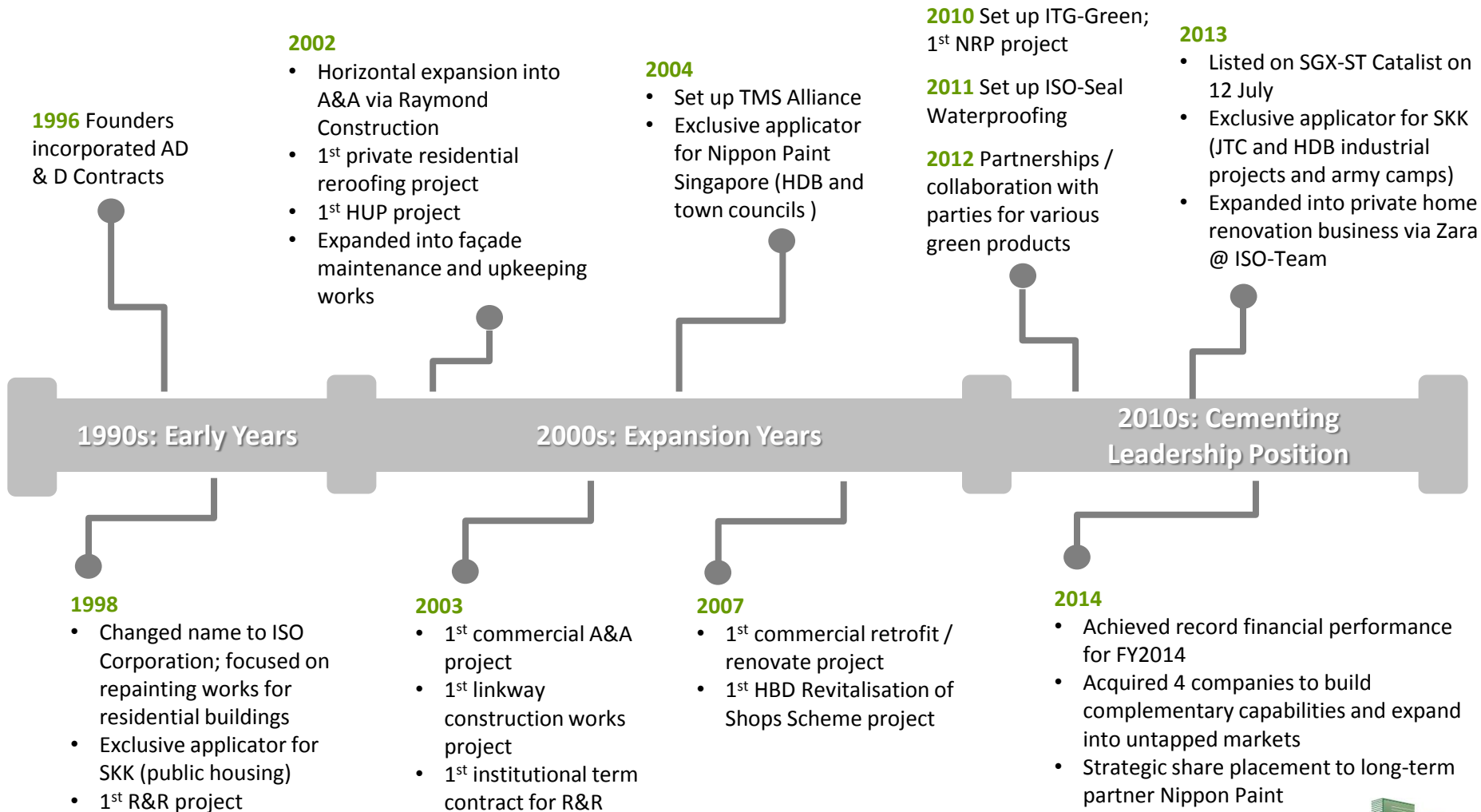
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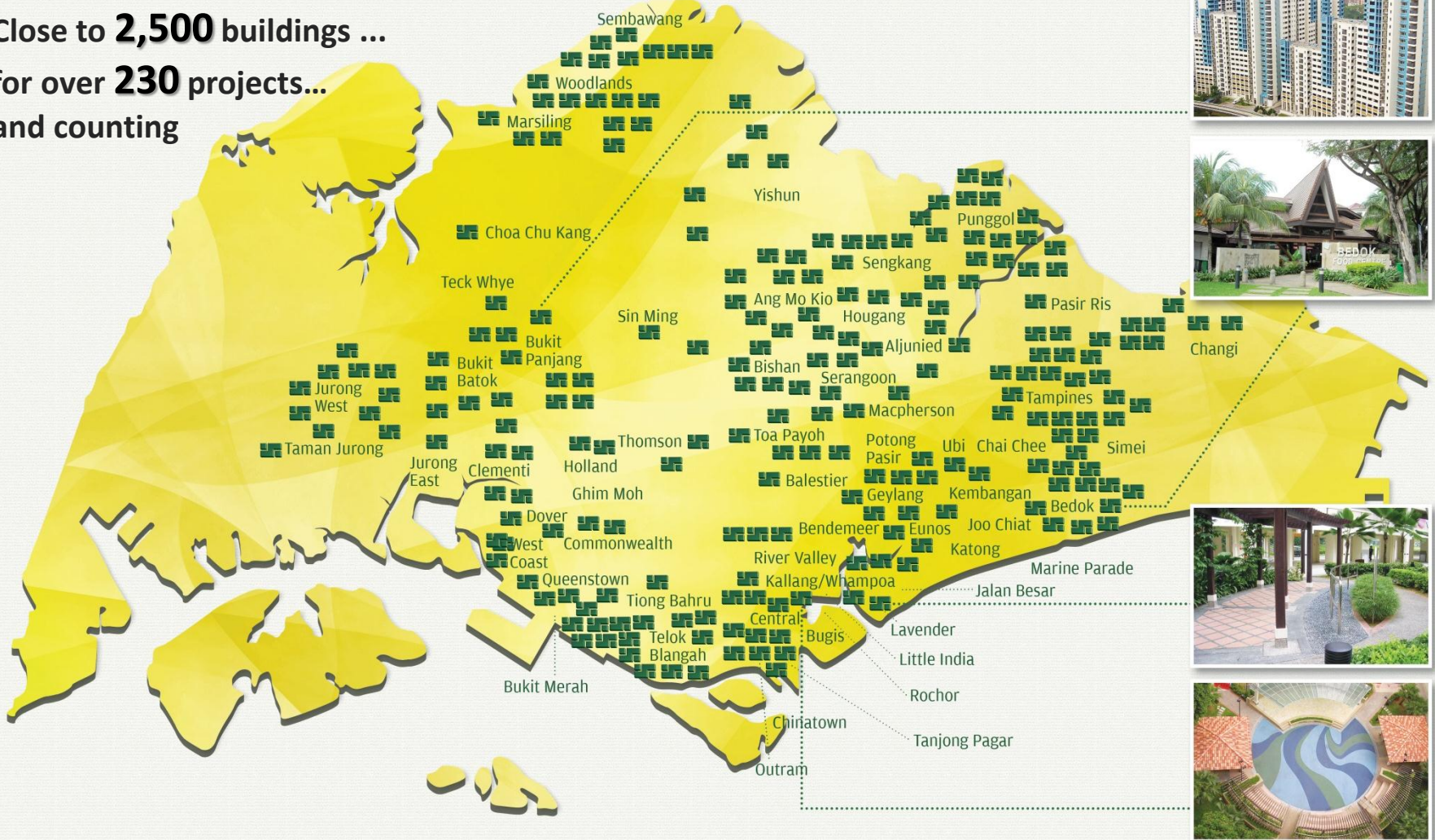
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EXPANSION THROUGH THE YEARS



REJUVENATING SINGAPORE SINCE 1998

Close to **2,500** buildings ...
for over **230** projects...
and counting





- **Exclusive applicator**
 - SKK - public housing sector (since 1998)
 - SKK - JTC/HDB industrial projects and army camps (since 2013)
 - Nippon Paint - HDB and town councils sector (since 2004)
- **Niche expertise**
 - “Live” buildings projects
- **Customer segments**
 - Public housing > 150 projects
 - Private residential > 200 projects
 - Institutional
 - Industrial
 - Commercial
- **BCA L5 Financial Grading (CR09)**





- **Government initiatives**
 - Neighbourhood Renewal Programme (NRP)
 - Electrical Load Upgrading (ELU)
 - Hawkercentre Upgrading Programme (HUP)
 - Estate Upgrading Programme (EUP)
- **Leading player in A&A**
 - NRP > 15 projects worth over \$100 million
 - HUP > 10 projects worth over \$28 million
 - Linkways > over 10 projects
- **BCA B1 Financial Grading (CW01)**



EARLY MOVER IN GREEN SOLUTIONS...

ISOTeam is ready for...

(1) Singapore government's "Green Policy" for buildings

(2) BCA Green Mark Standard projects



Green Procurement Policy

- Products that are:
- Eco-friendly
 - Eco-sustainable



Green Construction Methodology

- Re-duce
- Re-use
- Re-cycle



Green Partnerships

- Develop / commercialise green products



QUALIFICATIONS AND CERTIFICATIONS



HSE Certifications

- **ISO 14001:2004** (Environmental Management System)¹
- **bizSAFE Level Star**
- **bizSAFE Level 3**
- **OHSAS 18001:2007** (Occupational Health and Safety Management System)¹
- **ISO 9001:2008** (Quality Management System)
- **OHSAS 18001:2007** (Occupational Health and Safety Management System)²



BCA Licences

- General Building (CW01) Financial **Grade B1** (up to S\$40 million)
- Repairs and Redecoration (CR09) Financial **Grade L5** (up to S\$13 million)
- Interior decoration and finishing works (CR06) Financial **Grade L2** (up to S\$1.3 million)
- Waterproofing installation (CR13) Financial **Grade L3** (up to S\$5 million)
- General Builder **Class 1** (No cap)



Others

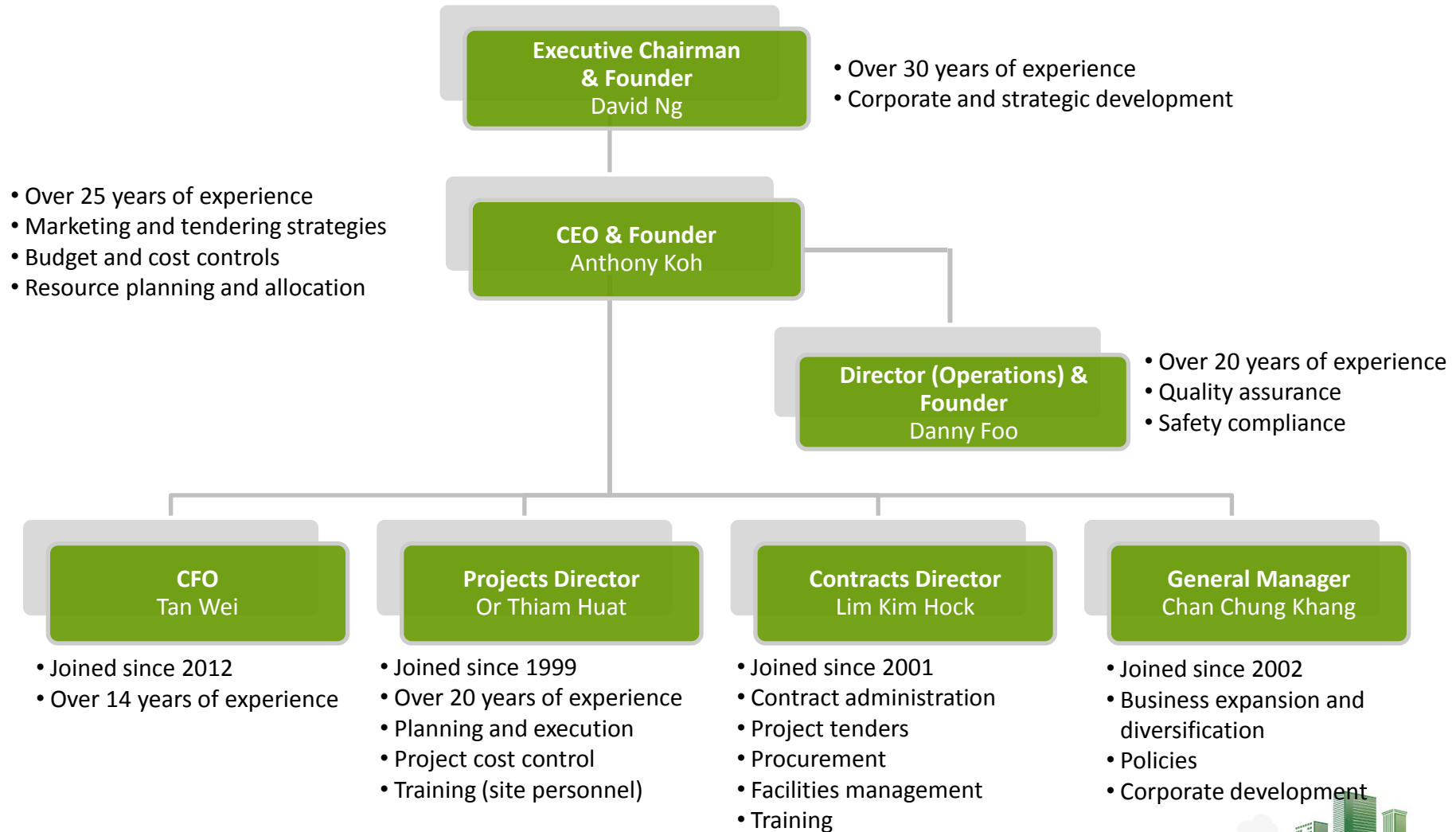
- 2011 Successful Entrepreneur” Award
- BCA Green Mark Certification (Head Office)
- Singapore Green Building Council (Member)
- BCA Green and Gracious Builder Award (Excellent)

¹ For general building construction and provision of suspended scaffolding works

² For general building construction



EXPERIENCED AND PROFESSIONAL MANAGEMENT TEAM





KEY CORPORATE DEVELOPMENTS IN THE LAST YEAR

RECENT CORPORATE DEVELOPMENTS



Oct 2014
Strategic
Acquisitions
in October

Acquired 4 new complementary businesses (Vendors) to add depth and width to expertise and specialist capabilities

- Vendors were paid \$4.8 million and allotted Consideration Shares placed under moratorium for 1 year, with 50% of the Consideration Shares placed under moratorium for a further 1 year
- Demonstrates ISO Team's ability to grow business



Dec 2014
Strategic
Partnership

Cementing existing long-term strategic partnership with Nippon Paint Singapore

- Placed out 2.8 million new shares to Nippon Paint Singapore
- Nippon Paint Singapore stake in ISO Team has now doubled to 5.93% following the Group's acquisition of ICM and this placement exercise



STRATEGIC ACQUISITIONS: TOWARD BECOMING THE COMPLETE BUILDING & MAINTENANCE TEAM



Rong Shun

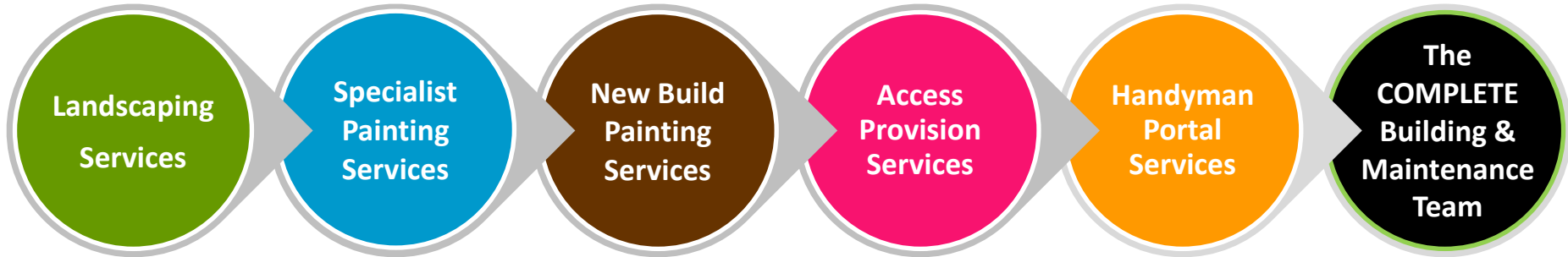


ICM



Accom

Accom
International



- Target residential and commercial projects in private and public sectors
- Capitalise on Greening trend in Singapore

- Niche products targeted commercial and industrials sectors
- Eg fire proofing paints

- Aimed at public and commercial new buildings

- Rental of equipment used in R&R industry eg boom and scissor lifts

- Leverage existing network of clients ie town councils, MCST, industrial/commercial property managers
- Tap established working relationships with handyman services providers
- Capitalise on increasing trend of people going online to search for services

- Offering a wholesome suite of services



HANDYMAN PORTAL SERVICE

- WE HAVE AN UPPER HAND

- ✓ Leverage on our existing network of clients to offer a one-stop solutions portal to all handyman services requirements
 - Town Councils
 - MCST
 - Industrial and Commercial property managers
- ✓ Strong track record within industry
- ✓ Established working relationships with handyman services providers
- ✓ Capitalise on increasing trend of people going online to search for services



One-Stop Solutions Portal

- Plumbing
- Electrical
- Air-conditioning
- Home Cleaning
- Home Painting
- Fixture Installations
- General Repairs
- Carpentry
- Home Maintenance
- Tile works
- Outdoor Works

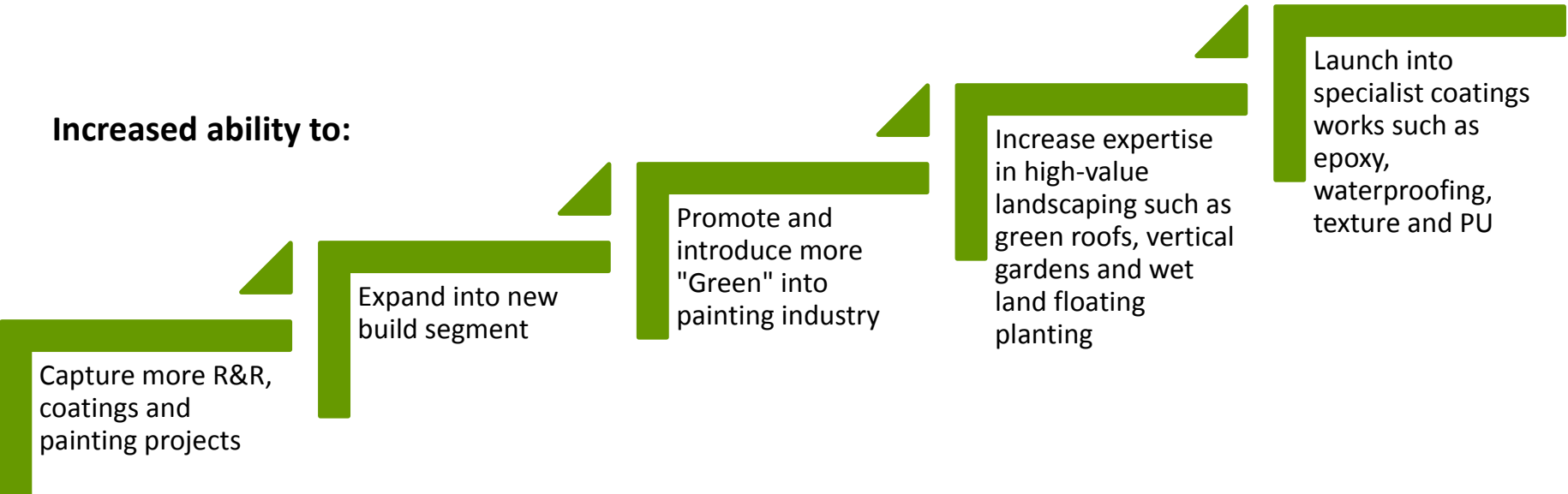


INCREASED CAPABILITIES & STRENGTHS WITH STRATEGIC ACQUISITIONS

Strategic acquisitions of the 4 companies has added to the Group's resources:

- Increased headcount to 400 painters
- Access to 200 sets of gondolas and 200 sets of boom lift / scissor lifts
- Boosted painting related management team with experienced personnel with 16-year track records

Increased ability to:



Capture more R&R, coatings and painting projects

Expand into new build segment

Promote and introduce more "Green" into painting industry

Increase expertise in high-value landscaping such as green roofs, vertical gardens and wet land floating planting

Launch into specialist coatings works such as epoxy, waterproofing, texture and PU



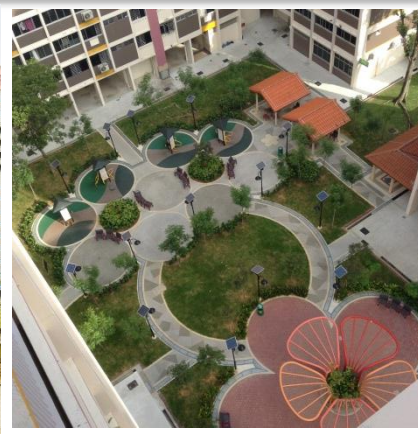


HY2015 FINANCIAL HIGHLIGHTS

6 MONTHS ENDED 31 DECEMBER 2014

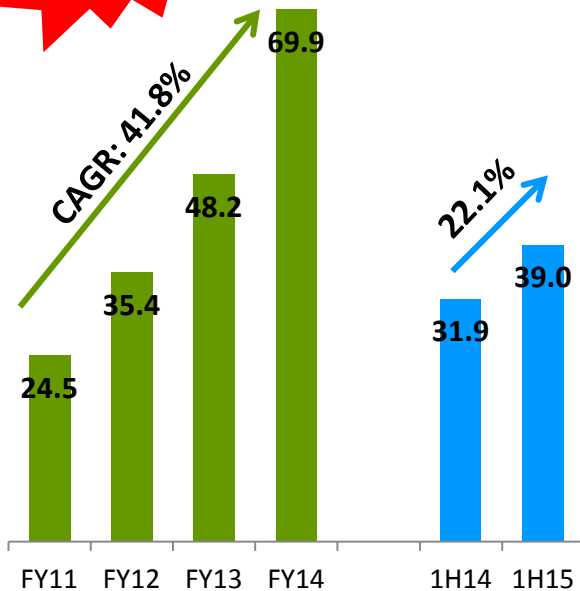
HY2015 KEY TAKE-AWAYS

1. Record financial performance: Half-time revenue and earnings at all-time high in HY2015
2. Net profit rose 91.9% to \$4.1 million
3. R & R: Outperformed / progress in MCST segment
4. A & A: Stable performance
5. Others: Home renovation segment gaining traction
6. Gearing up for further growth and penetration into untapped sectors: 4 new acquisitions, strengthening strategic partnership
7. Continued innovation: New products/services



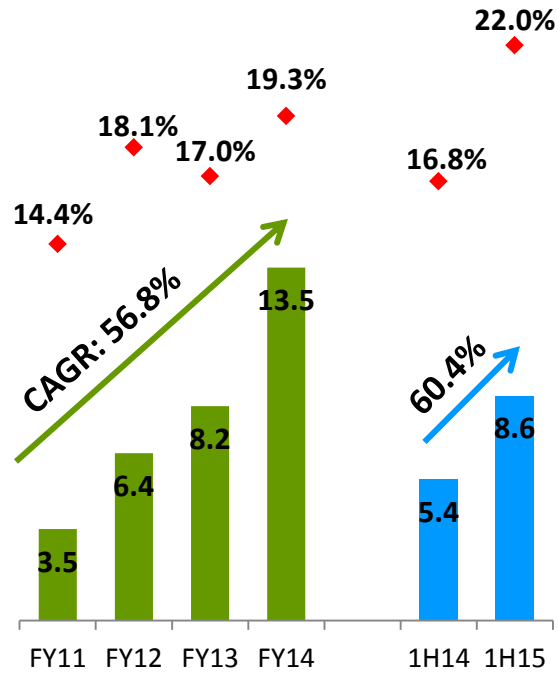
1H2015 FINANCIAL HIGHLIGHTS

Record revenues for 3 consecutive years



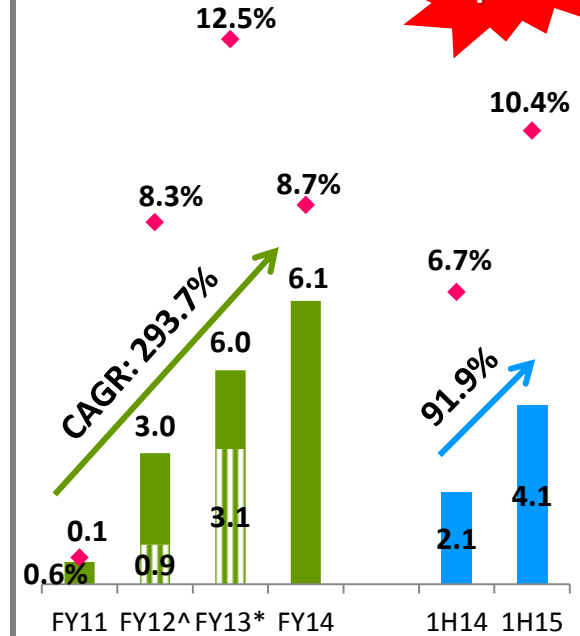
Revenue: ↑22.1% to an all-time high of S\$39.0 million

■ Gross Profit ◆ Margin



Gross Profit: ↑60.4% to S\$8.6 million

■ Net Profit Attributable to Owners
 ■ One-off Items
 ◆ Margin



Net Profit: ↑91.9% to S\$4.1 million

Record profit

[^]FY2012 includes a one-off gain on disposal of property, plant and equipment amounting to S\$0.9 million

^{*}FY2013 net profit includes a one-off gain on disposal of property, plant and equipment amounting to S\$4.2m and one-off IPO expenses amounting to S\$1.1 million



KEY FINANCIAL HIGHLIGHTS

KEY HIGHLIGHTS	FY2011	FY2012	FY2013	FY2014	1H2014	1H2015
PROFITABILITY RATIOS⁺						
Earnings Per Share (cents) [^]	0.17	2.51	5.11	5.19	3.38	6.94
Return On Assets (%)	0.7	7.7	9.1	12.3	9.4	14.7
Return On Equity (%)	1.6	17.4	20.5	23.5	17.9	28.4
BALANCE SHEET						
Current assets (S\$'m)	13.2	20.9	28.0	43.9	36.5	49.7
Cash and bank balances (S\$'m)	3.5	5.5	8.5	17.6	14.6	22.5
Net current assets (S\$'m)	2.6	6.6	10.4	20.8	17.2	23.6
Net assets (S\$'m)	9.2	12.1	14.6	25.8	21.8	28.7
KEY OPERATING RATIOS⁺⁺						
Profit before tax margin (%)	1.0	7.1	6.8	9.6	7.5	12.7
Net profit margin (%)	0.6	5.9	6.2	8.7	6.4	10.5

[^] FY2012 – FY2013 EPS is based on share capital of 117,595,831 shares in issue;
 FY2014 – HY2015 EPS is based on weighted average number of shares

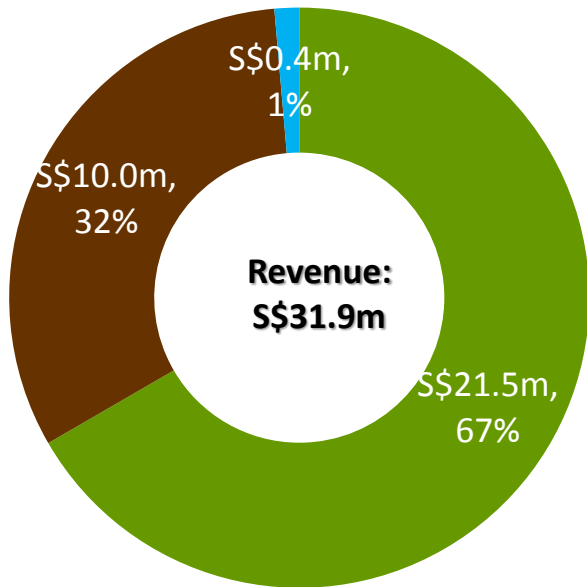
+ Adjusted and Annualised

++ Adjusted and Normalised

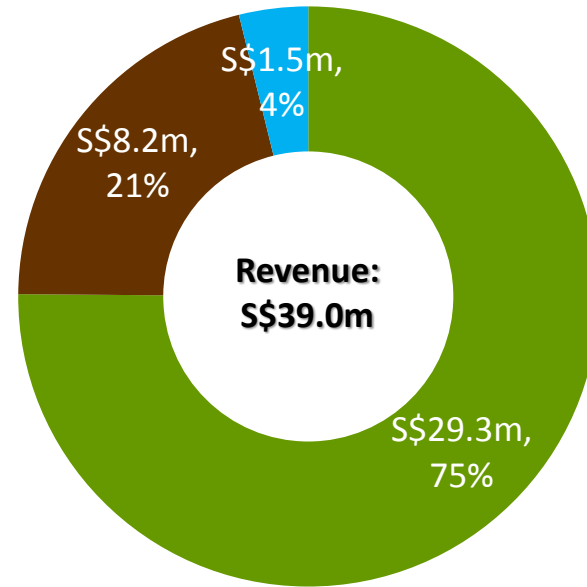


SEGMENT INFO: REVENUE

1H2014



1H2015



- "Others" comprise the home retrofitting business and green solutions business

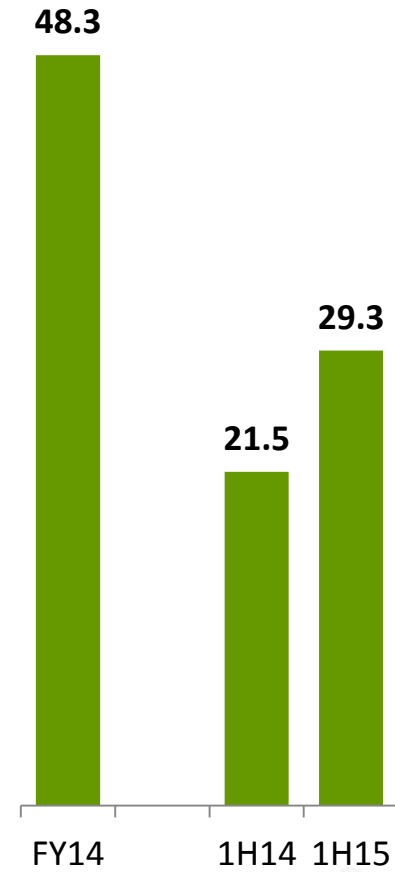


R&R SEGMENT: A BUMPER YEAR

R&R Revenue (S\$'m)

Revenue **↑36.8%**

- Completed and delivered 10 projects in 1H2015
- Major contribution from projects awarded by:
 - Pasir Ris-Punggol Town Council
 - SKK (S) Pte Ltd
 - Moulmein-Kallang Town Council



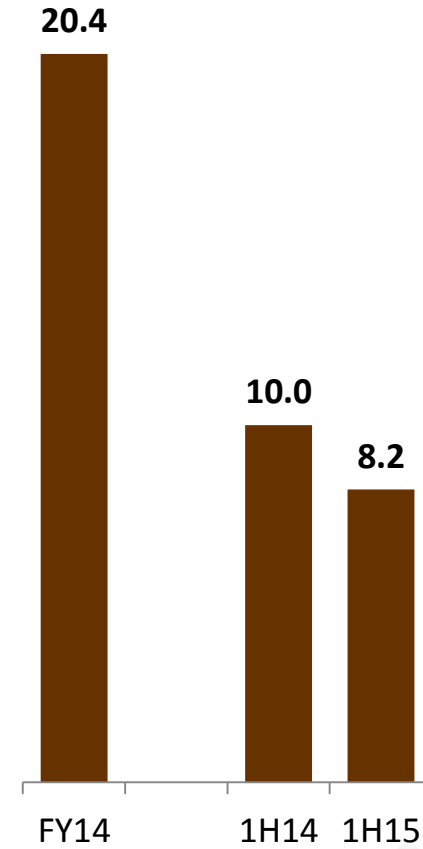
A&A SEGMENT: STABLE

Revenue ↓18.7%

- Major contribution from NRP projects for
 - Tampines Town Council
 - Chua Chu Kang Town Council
- Affected by higher subcontracting and labour costs
- Slower and lower revenue recognition



A&A Revenue (S\$m)



OTHERS SEGMENT: GAINING TRACTION

Revenue **↑ 243.4%**

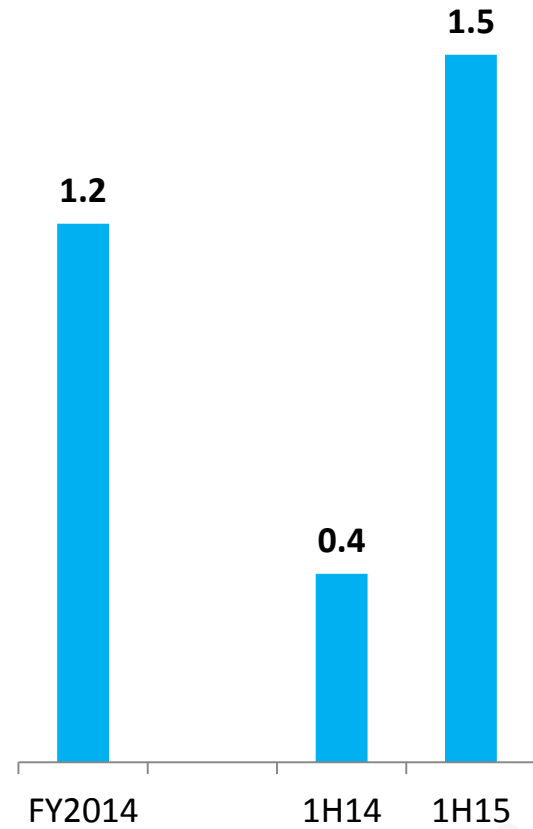
- Comprise Home Retrofitting & Green Solutions business

Contribution mainly from

- **Home retrofitting business:** Continues to gain traction with more projects secured



Others Revenue (S\$'m)



CONTRACTS SECURED IN FY2014

1H2014

TYPE	ESTATE	NO. OF BLOCKS / PROJECT	VALUE (\$\$'m)	EXPECTED COMPLETION DATE	CUSTOMER	STATUS
R&R	Ang Mo Kio Ave 6, 8 and 9	27	4.9	Nov 2014	Ang Mo Kio Town Council	Completed
R&R	Bukit Batok West Ave 2, 4 and 7	15	1.6	Aug 2014	SKK	Completed
R&R	Pasir Ris Street 11	17	3.8	Nov 2014	Pasir Ris-Punggol Town Council	Completed
R&R	Serenity Park	Private residential	0.3	Mar 2015	SKK	Ongoing
R&R	Treetops Executive Residences	Private residential	0.1	Jan 2015	SKK	Completed
R&R	The Plaza	Hotel	0.3	Mar 2015	SKK	Ongoing
R&R	Bedok North Ave 3 and St 2	10	3.0	Mar 2015	East Coast Town Council	Ongoing
R&R	Bukit Batok East Division	14	2.4	Jan 2015	Jurong Town Council	Completed
R&R	Pasir Ris Drive 1,3 and 10	26	2.8	Nov 2014	Pasir Ris-Punggol Town Council	Completed
A&A	Jurong West St 91	NRP	10.3	Oct 2015	Chua Chu Kang Town Council	Ongoing
R&R	Anchorvale Lane	12	2.1	Jan 2015	SKK	Completed
R&R	Toa Payoh	10	3.2	Mar 2015	SKK	Ongoing
R&R	Pasir Ris Drive	26	6.3	Feb 2015	Pasir Ris-Punggol Town Council	Ongoing
Value of projects secured in 1H2014			41.0			



CONTRACTS SECURED IN FY2014

2H2014

TYPE	ESTATE	NO. OF BLOCKS / PROJECT	VALUE (\$\$'m)	EXPECTED COMPLETION DATE	CUSTOMER	STATUS
R&R	Blossoms @ Woodleigh	Private residential	0.4	Sep 2014	SKK	Completed
R&R	Pasir Ris Street 71	17	3.3	Mar 2015	Pasir Ris-Punggol Town Council	Ongoing
R&R	Bishan Street 22	19	3.9	Mar 2015	SKK	Ongoing
R&R	Jalan Tenteram and Whampoa Drive	16	4.9	Mar 2015	Moulmein-Kallang Town Council	Ongoing
A&A/ R&R	Hougang Streets 51, 52 and Hougang Avenue 8	33 (NRP and ELU)	5.9	Mar 2016	Pasir Ris-Punggol Town Council	Ongoing
R&R	Toa Payoh Lor 5/6 and Toa Payoh East	16	4.0	Apr 2015	Bishan-Toa Payoh Town Council	Ongoing
R&R	Commonwealth	16	3.3	May 2015	West Coast Town Council	Ongoing

Value of projects secured in 2H2014

25.7



NEW PROJECTS SECURED IN 1H2015

As at December 2014

TYPE	ESTATE	NO. OF BLOCKS	VALUE (\$\$'m)	EXPECTED COMPLETION DATE	CUSTOMER	STATUS
R&R	Tampines Street 41 and 43; and Avenue 7 and 9 (including reroofing works to 10 such blocks)	22	4.5	Feb 2016	Tampines Town Council	Ongoing
R&R	Amoy Street / Dunman / Sembawang Hill Food Centres	-	3.2	Jan 2016	National Environment Agency	Ongoing
R&R	Redhill Close Redhill Road, Redhill Lane, Henderson Road and Bukit Merah Central	17	2.9	Jan 2016	Tanjong Pagar Town Council	Ongoing
R&R	Woodlands Street 81, 82 and 83	23	2.3	Nov 2015	Sembawang Town Council	Ongoing
R&R	Marsiling Drive and Marsiling Lane	13	1.9	Sep 2015	SKK (S) Pte. Ltd.	Ongoing
R&R	Compassvale Crescent / Street (reroofing works)	15	0.6	Nov 2015	Pasir Ris-Punggol Town Council	Ongoing
A&A	NRP @ Blk 241-259 Kim Keat Ave and Kim Keat Link	-	3.5	Apr 2016	Bishan-Toa Payoh Town Council	Ongoing
ID	Repairs and refurbishment @ Aloha Loyang	-	3.2	Jul 2015	Public Service Division, The Prime Minister's Office	Ongoing
ID	Renovation works to Methodist Girls' School at 11 Blackmore Drive	-	0.1	Jan 2015	Methodist Girls School	Completed
Value of projects secured			22.2			



ORDER BOOK

To be delivered in the next 24 months

S\$22.2m

Projects secured
in 1H2015

S\$70.4m

Order book as at
08 Jan 2015

S\$30.9m

Projects that we
are the lowest
tenderer for

R&R improvement works to
multi-storey carpark

R&R project at Blk 32/34
Market Road

NRP project at Woodlands St.
81/82/83

NRP/ELU/R&R at Serangoon
Blks 231/263

Inclusive of the order book of our four newly acquired subsidiaries





FUTURE STRATEGIES & PLANS

The Straits Times

www.straitstimes.com

Published on Jan 10, 2015

Nine landed estates to benefit from \$20m facelift

Residents' input will play a part in Estate Upgrading Programme works

TITLE: A sustainable future for Singapore

By [Alice Chia](#)

POSTED: 08 Nov 2014 10:37

URL: <http://www.channelnewsasia.com/news/singapore/a-sustainable-future-for/1460910.html>

The Straits Times

www.straitstimes.com

Published on Sep 11, 2014

Upgrading programmes at HDB estates get a boost

The Straits Times

www.straitstimes.com

Published on Jul 08, 2014

PARLIAMENT Early 1990s HDB blocks may get upgrade

By Rachel Au-Yong

More Projects Coming Online...

Straits Times, 10 January 2015

"The Government will spruce up nine landed housing estates under its latest Estate Upgrading Programme (EUP). The work includes landscaping, enhancing parks and playgrounds, construction of ramps for wheelchair users and covering of drains..."

Channelnewsasia, 8 November 2014

"As part of a review of the Sustainable Singapore Blueprint, the Government will spend S\$1.5 billion on rolling out programmes to create a cleaner and greener Singapore."

Straits Times, 11 September 2014

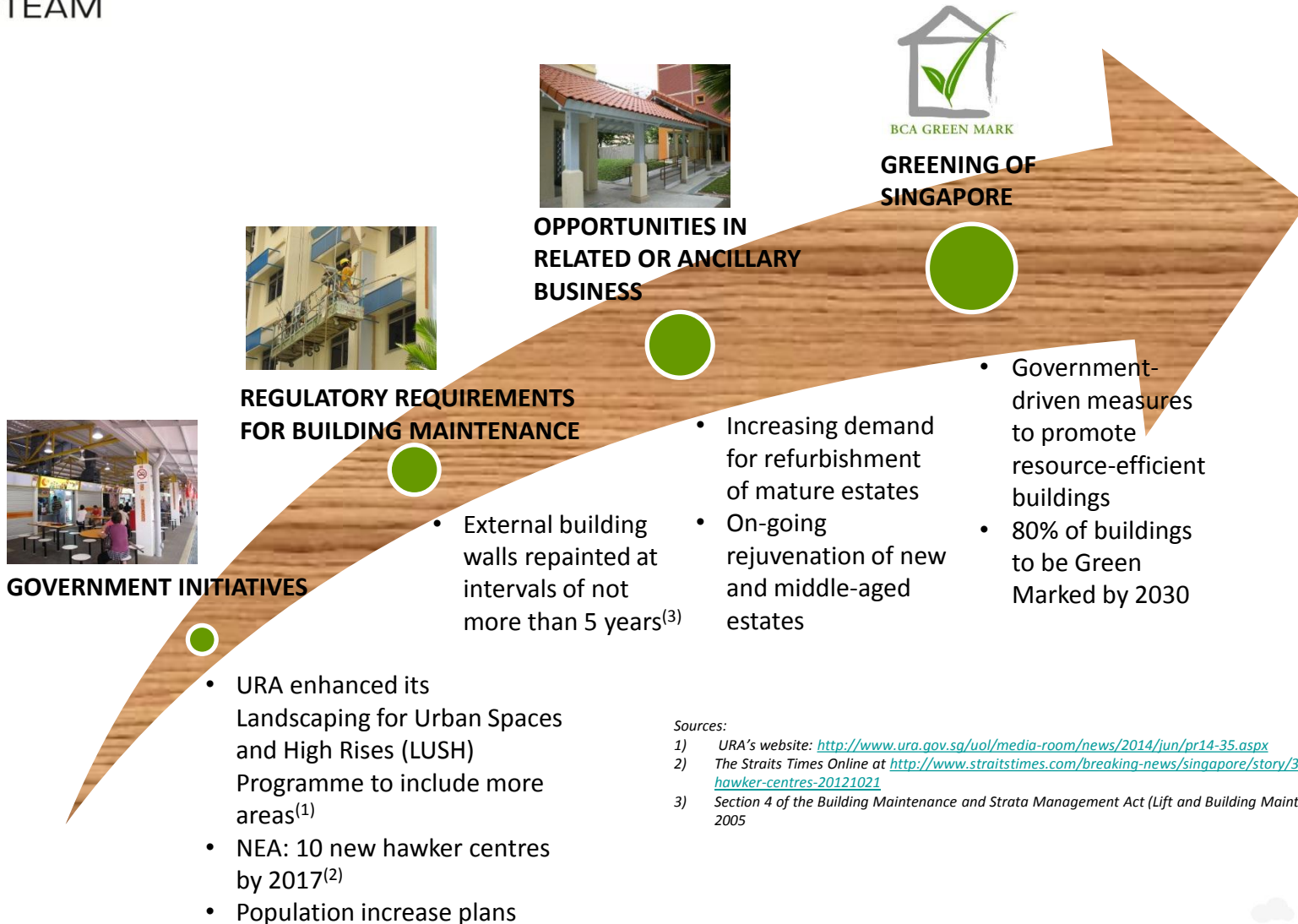
"Some 100,000 flats, out of the 300,000 eligible, will be selected next year. Over the next two years, 50,000 flats will be upgraded annually. This is up from the current 35,000 annually. Homes selected will have an option to include elderly-friendly fittings."

Straits Times, 8 July 2014

"Housing Board precincts built in the early 1990s could be eligible for a major makeover under NRP...Now that we have crossed the three-quarter mark, it is timely to review the original set of selection criteria," said Mr Khaw."



GROWTH OPPORTUNITIES



- URA enhanced its Landscaping for Urban Spaces and High Rises (LUSH) Programme to include more areas⁽¹⁾
- NEA: 10 new hawker centres by 2017⁽²⁾
- Population increase plans

- External building walls repainted at intervals of not more than 5 years⁽³⁾

- Increasing demand for refurbishment of mature estates
- On-going rejuvenation of new and middle-aged estates

- Government-driven measures to promote resource-efficient buildings
- 80% of buildings to be Green Marked by 2030

Sources:

- 1) URA's website: <http://www.ura.gov.sg/uol/media-room/news/2014/jun/pr14-35.aspx>
- 2) The Straits Times Online at <http://www.straitstimes.com/breaking-news/singapore/story/3-towns-get-new-hawker-centres-20121021>
- 3) Section 4 of the Building Maintenance and Strata Management Act (Lift and Building Maintenance) Regulations 2005



FUTURE PLANS



Broaden range of eco-conscious solutions and products business

- Strategic investments/partnerships to develop and commercialise eco-conscious innovations
- R&D with strategic partners to develop and commercialise eco-conscious innovations



Organic growth via expansion of new business units

- Grow complementary / ancillary services that are synergistical to existing business
- One-stop solutions portal for handyman services



Increase our R&R and A&A services to other untapped sectors

- Other public sectors: Further grow presence in education institutions; army camps projects
- Non-public sectors: Further grow presence in MCST, industrial and commercial projects



KEY INVESTMENT MERITS

1. **Strong track record | Built over 15 years; Recognised for timely delivery, quality, reliability and safety**
2. **Long-standing and established relationships with stakeholders | Exclusive applicator of paint works for SKK and Nippon Paint Singapore**
3. **Early mover in environmentally sustainable solutions | Well-positioned for opportunities arising from eco-conscious projects**
4. **Experienced and professional team | Executive directors collectively have close to 80 years of experience in the building maintenance and estate upgrading industry**
5. **Capability to handle a wide spectrum of projects | Resilient to adverse changing market conditions**
6. **Ability to deliver cost-effective solutions to customers | Leverage in-house equipment and capabilities to undertake more projects and maximise cost efficiencies & outsource jobs when more cost effective**
7. **Strong order book | S\$70.4 million to be delivered in the next 2 years; Lowest tenderer position for additional 4 public sector projects worth S\$30.9 million**
8. **Positive prospects in Singapore | General rise in demand for public sector upgrading, retrofitting and maintenance of buildings and facilities**





THANK YOU
Q&A SESSION

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