

Far East Group Limited 112 Lavender Street #04-00 Far East Refrigeration Building Singapore 338728 Tel: (+65) 6293 9733 Fax: (+65) 6296 5326 Website: www.fareastgroup.com.sg

## **Overview**

Founded in 1953, Far East Group Limited ("FEG") is a pioneer in the refrigeration and air-conditioning business in Singapore. Over the years, it has built up a strong network to become a comprehensive provider of refrigeration and air-conditioning systems and products for the Heating, Ventilation, Air-conditioning and Refrigeration (HVAC&R) industry. It was listed on SGX Catalist on 8 August 2011.

In July 2013, FEG acquired an 84.25%-stake in Eden Refrigeration Manufacturing (Jiangsu) Co., Ltd. ("ERM"), a manufacturer of heat exchangers and condensing units under the Eden brand. The acquisition has given FEG a major manufacturing presence in China, positioning it as one of China's leading providers of quality heat exchangers.



FEG offers total solutions in cooling and refrigeration from consulting to aftersales support. Its customers in China and SE Asia include distributors, dealers as well as refrigeration and air-conditioning contractors for end-users such as major supermarkets, cold store distribution centres, hotels, hospitals, food and beverage establishments, marine vessels, oil rigs and barges.

### **Financial Highlights**

SGD\$'000	1HFY2014	1HFY2013	Change (%)
Revenue	16,925	15,268	10.9
Gross Profit	5,412	5,249	3.1
Gross Profit Margin (%)	32.0	34.4	(2.4) ppt
Net Profit After Tax (Attributable to shareholders)	535	1,574	(66.0)
EPS on fully diluted basis (cents) <sup>(1)</sup>	0.49	2.18	(77.5)
NAV per share (cents) (2)	24.0	24.4	(1.6)

 Calculated based on 108,480,000 weighted average number of ordinary shares for the period ended 30 June 2014 (30 June 2013: 72,320,000 shares)
Calculated based on 108,480,000 total number of issued shares as at 30 June 2014 and net asset value

(2) Calculated based on 108,480,000 total number of issued shares as at 30 June 2014 and net asset value of \$\$26,473,660 (108,480,000 total number of issued shares) as at 31 December 2013

Top Three	Shareholding (As	Shareholding (As at 17 Dec 2014)	
Shareholders	No. of shares	%	
Universal Pte. Ltd.	63,855,000	58.86	
Leng Chee Keong	6,324,800	5.83	
Cheung Wai Sum	6,300,000	5.81	

1 Loh Ah Peng@ Loh Ee Ming and Loh Mun Yew are deemed to have an interest in the shares held by Universal Pte. Ltd.

2 Loh Pui Lai, the wife of Cheung Wai Sum, is deemed to have an interest in the shares held by Cheung Wai Sum

Basic Share Data (As at 17 Dec 2014)		
Share Price	S\$0.17	
Market Capitalisation	~S\$18.4 million	
Price/Earnings Ratio <sup>(1)</sup>	6.5	
Issued share capital base	108,480,000	
Dividend (As at FY2013)	0.57 Singapore cents per share	
(1) Read on latest Full Veen regults ennouncem	ont adjusted for the surrent number of shares	

(1) Based on latest Full Year results announcement, adjusted for the current number of shares

# Industry Outlook - HVAC&R poised for growth

- Growing urbanization higher demand for cooling systems and cold chain logistics for food storage by hypermarts, hotels, logistics hubs, distributors and retailers, particularly in China
- Major customers demand end-to-end solutions, specialised engineering, R&D; projects getting increasingly complex

# **FEG Investment Merits**

Established reputation & track record	
Strong business relationships with business partners	
Strong R&D capabilities	
Setting sights on China expansion	

# Eden Refrigeration Manufacturing (Jiangsu) Co., Ltd

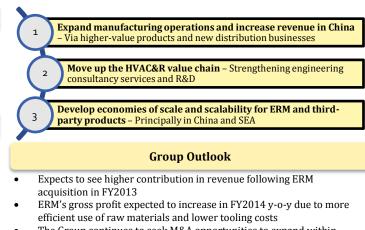
- Acquired 84.25%-stake of ERM for S\$11.7 million in July 2013 (at NAV of RMB 43.8M or ~S\$8.6 million as at 31 December 2012) – catalyst for Group's transformation
- Contributed 12.3% of FEG's revenue (6-months recognition) in FY2013
- 344,000 sq ft facility currently housing two manufacturing facilities occupying two-thirds of the area, and an admin building. New R&D centre expected to complete by 2016
- Manufactures the Eden line of heat exchangers and condensing units
- Capital expenditure incurred in FY2012 and FY2013: ~RMB 15M; expected to be lowered significantly in the next 2 years
- Target to increase ERM production capacity and raise utilization rate significantly over next 3 years (End-2013: 40%)
- FEG to leverage on strong position in Chinese market as a result of ERM acquisition to further distribution strategy

### **Products and Services**

# Products under "Eden" brandServices• Compressors / Condensing Units• Consultancy & After-sales<br/>services• Heat Exchangers• Consultancy & After-sales<br/>services• System Protection / Valve• Wholesale/Retail• Controllers / Systems• Energy Management• Service Equipment / Tools /<br/>Accessories• Manufacturing<br/>• System Design



# **Growth Strategies**



• The Group continues to seek M&A opportunities to expand within China and SE Asia

# Media & Analyst Contact

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