

FOR IMMEDIATE RELEASE

ISOTeam sees strong recovery across all segments

- Robust order book of S\$128.8 million as at 30 April 2019 to be delivered over the next two years.
- ISOTeam’s 3Q profit attributable to equity holders rises to \$1.7 million.

Financial Highlights for the period ended 31 March

| S\$’m | 3QFY2019 | 3QFY2018 | Chg (%) | 9MFY2019 | 9MFY2018 | Chg (%) |
|---------------------------------------|----------|----------|---------|----------|----------|---------|
| Revenue | 30.4 | 14.7 | 106.3 | 103.5 | 63.6 | 62.8 |
| Gross profit | 4.8 | 3.2 | 48.0 | 14.9 | 12.7 | 18.0 |
| Profit before tax | 1.7 | 0.3 | N/M | 4.1 | 3.3 | 23.5 |
| Net profit for the period | 1.4 | 0.2 | N/M | 3.1 | 3.0 | 4.4 |
| Profit attributable to equity holders | 1.7 | 0.5 | 251.5 | 3.8 | 3.9 | (1.7) |
| Earnings per share* (Singapore cents) | 0.59 | 0.17 | 247.1 | 1.34 | 1.36 | (1.5) |

*Based on the weighted average number of ordinary shares in issue of 284,738,238 and 284,847,496 in 3QFY2019 and 3QFY2018 respectively, and 284,797,379 and 284,302,245 in 9MFY2019 and 9MFY2018 respectively

SINGAPORE, 13 May 2019 – ISOTeam Ltd. (“ISOTeam” or together with its subsidiaries, the **“Group”**), an established and leading player in Singapore’s building maintenance and estate upgrading industry, today reported strong net attributable profit growth for the three months ended 31 March 2019 (**“3QFY2019”**) to S\$1.7 million, compared to S\$0.5 million for the three months ended 31 March 2018 (**“3QFY2018”**).

The stronger bottom line performance was underscored by robust growth across all business segments, which lifted group revenue to S\$30.4 million during the quarter under review, more than double the S\$14.7 million achieved a year ago.

The significant improvement in ISOTeam’s 3QFY2019 performance reflected the success of its new tendering strategy, centralise support function and project cash flow management which was adopted to mitigate intensified industry competition. As a result, the Group’s Addition and Alteration (**“A&A”**) segment continued its strong growth momentum during the quarter



with revenue surging 154.5% to S\$12.2 million from S\$4.8 million a year ago. Its Repairs & Redecoration (“R&R”) segment generated an 81.5% year-on-year increase in revenue to S\$5.9 million, while its Coating & Painting and Others segments achieved topline expansion of 92.8% to S\$5.3 million and 77.6% to S\$7.0 million respectively.

For the nine months ended 31 March 2019 (“9MFY2019”), revenue was 62.8% higher at S\$103.5 million, compared to S\$63.6 million achieved during the corresponding nine months in 2018 (“9MFY2018”).

Executive Director and Chief Executive Officer, Mr Anthony Koh (许统发) said, *“Amid continued headwinds, we have revised our tendering strategy and relentlessly pursued new business leads to much success. Our efforts have paid off as evident from the improvements across all our operating segments, stronger financial performance and sustained order book growth. In view of the government’s ongoing efforts to renew and rejuvenate both public and private sector estates and buildings, we are optimistic about the overall sentiment and outlook for our business and we will continue to leverage our strengths to clinch more projects.”*

Looking ahead, the Group expects growth to be primarily driven by its A&A segment and supported by the sizeable contracts it has won under its core Repairs and Redecoration (“R&R”) segment. During the quarter, the Group announced S\$31.8 million in new projects, including A&A and R&R projects. Despite the competitive operating landscape, the Group’s order book remains strong at S\$128.8 million as at 30 April 2019, which it expects to deliver over the next two years.

“In recent years, gaining a comprehensive set of multi-disciplinary, one-stop capabilities has been the cornerstone of our success, and has enabled us to expand our footprint beyond the shores of Singapore into key regional markets. Moving forward, we will continue to deepen and widen our capabilities as well as reach through strategic investments and collaborations.



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We believe that our broad spectrum of services, coupled with our expanding regional footprint, will continue to give us an edge in our growth journey. We will continue to explore suitable opportunities to unlock greater value for our shareholders,” said Mr Koh.

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About ISOTeam Ltd.

Founded in 1998 and listed on Catalist of the Singapore Exchange Securities Trading Limited (SGX-ST) (Ticker: 5WF) on 12 July 2013, ISOTeam Ltd. is an established player in Singapore’s building maintenance and estate upgrading industry with 20 years of Repairs & Redecoration (R&R) and Addition & Alteration (A&A) experience. We have successfully undertaken more than 400 refurbishment and upgrading projects for well over 4,000 buildings and counting since inception. ISOTeam also offers specialist Coating & Painting (C&P) services as well as complementary niche services (Others) through its specialist waterproofing, commercial interior design and home retrofitting, landscaping, access equipment leasing, green solutions, mechanical & electrical engineering works and handyman service subsidiaries. An eco-conscious company, we integrate green methodologies in our projects, and actively work with strategic partners and technology companies to develop and commercialise green solutions / products. ISOTeam’s major customers include town councils, government bodies, and private sector building owners. For more information, please visit www.isoteam.com.sg.

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ISOTeam 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”). This press release has been prepared by the Company and its contents have been reviewed by the Sponsor for compliance with the relevant rules of the SGX-ST. This press release has not been examined or approved by the SGX-ST and the SGX-ST assumes no responsibility for the contents of this press release, including the correctness of any of the statements or opinions made, or reports contained in this press release. The contact person for the Sponsor is Mr Tang Yeng Yuen, Vice President, Head of Corporate Finance, at 16 Raffles Quay, #01-05 Hong Leong Building, Singapore 048581, Telephone (65) 6415 9886.