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STOCK INFORMATION*		
Listing	Catalist, SGX-ST	
Stock Codes	NGL SP (Bloomberg) NEOG.SI (Reuters)	
Share Price	S\$0.675	
Share Price (IPO)	S\$0.30	
52-week range	S\$0.955 (H); S\$0.610 (L)	
Shares Outstanding	145.9 million	
Market Capitalisation	S\$98.5 million	

<sup>\*</sup> Bloomberg as at Dec 9, 2015

# ABOUT NEO GROUP LIMITED

- Number one events caterer in Singapore since 20111 with leading market share
- Established since 1992, Neo Group is one of the most recognised brand names in Singapore with an award-winning track record
- Comprehensive portfolio of 17 brands to capture different market segments
- Vertically-integrated value chain to provide turnkey food and catering solutions through four business segments: Food Catering, Food Retail, Food Manufacturing, Food and Catering Supplies

#### **FINANCIAL HIGHLIGHTS**

S\$'m	1H2016	1H2015
Revenue	52.0	29.4
Net Profit/(Loss)	(0.2)	1.4
Earnings per share (SGD Cents)	0.18	0.97
Net cash (used in)/from operating activities	(1.3)	3.6
Cash and cash equivalents at end of period (\$'m)	8.1	6.7

#### BRANDS TO CAPTURE DIFFERENT MARKET SEGMENTS



























# **FORWARD STRATEGIES**

# **Thong Siek Holdings** ("TSH")





• Neo Group's first major acquisition - owns 55%-stake in parent company of popular "DoDo" brand of fishballs

**UPSTREAM ACQUISITIONS** 

- Largest fishball manufacturer in Singapore
- Strong brand recognition for quality fishball and recognised as "Fishball King"
- Leverage on TSH's expertise in food manufacturing to fully automate new central kitchen's operations
- Expand customer base and broaden market reach, while giving Neo Group access to large global distribution network across 22 countries

## **CT Vegetables & Fruits** Pte Ltd ("CT Group")



- Acquired 90%-stake in fruits and vegetables trader for S\$5.4 million on November 3, 2015
- Established business with wide customer base accumulated over two decades; currently trades more than 300 varieties of fruits and vegetables
- Enhance sourcing capabilities of Neo Group's Food and Catering Supplies business to lower food supply costs
- Reduces reliance on third-party suppliers
- Business opportunities from external parties to create new income streams

#### Capture market share & pursue topline growth

LARGEST EVENTS CATERER

SINGAPORE

- Food Catering: Leverage on strong brands and integrated value chain
- Food Retail: Introduce new innovative and fresh concepts
- Food Manufacturing: Focused efforts to turnaround profit while creating new recurring B-to-C income for TSH
- Food & Catering Supplies: Enhance sourcing capabilities for greater economies of scale and reduced reliance on third-party suppliers

#### **Driving** margin efficiencies

- Greater adoption of technology and innovation for better cost management
- Ramp up productivity and utilisation rate at Enterprise Road central kitchen
- Centralised procurement for all businesses including TSH

### **Expansion**

- Fine-tune food retail business models, expand retail network and delivery fleet
- Leverage on TSH's global distribution network of 22 countries
- Continue to seek out suitable M&A targets complementary to our businesses

As defined in Euromonitor International report, "Events Catering Services in Singapore", dated December 2014 whereby events catering refers to food catering services provided for social or



























# Enhanced vertically-integrated value chain to provide end-to-end food and catering solutions:

- Internal sourcing capabilities for greater economies of
- Better quality and cost controls
- Reduce dependence on third-party
- Reliable supply to Food Catering and Food Retail
- 1 Enterprise Road central kitchen serving up to 30,000 guests a day
- Consolidated base for various business functions, logistics and food preparation
- Allows Neo Group to achieve greater economies of scale and cost efficiency









**FOOD** MANUFACTURING



- · Enhances sourcing capabilities of Food & Catering Supplies segment
- TSH directly supplies surimi-based products, including popular "DoDo" fishballs, while CT Group supplies wide range of fruits & vegetables to Food Catering and Food Retail businesses





Food prepared at Central Kitchen are distributed via the various Food Catering businesses targeting different consumer groups



CENTRAL KITCHEN

(East & West)













**FOOD RETAIL** 













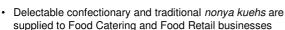












I DO Flowers and Gifts provides unique floral arrangements for customised catering set-ups







- Fresh ingredients sourced by Food & Catering Supplies and manufactured by TSH distributed to Food Retail stores
- Food prepared by Central Kitchen are also supplied to various Food Retail businesses



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Disclaimer: This factsheet has been reviewed by the Company's sponsor, CIMB Bank Berhad, Singapore Branch (the "Sponsor"), for compliance with the Singapore Exchange Securities Trading Limited ("SGX-ST"), Listing Manual Section B: Rules of Catalist. The Sponsor has not independently verified the contents of this factsheet. This factsheet has not been examined or approved by the SGX-ST. The Sponsor and the SGX-ST assume no responsibility for the contents of this factsheet, including the correctness of any of the statements or opinions made or reports contained in this factsheet.

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