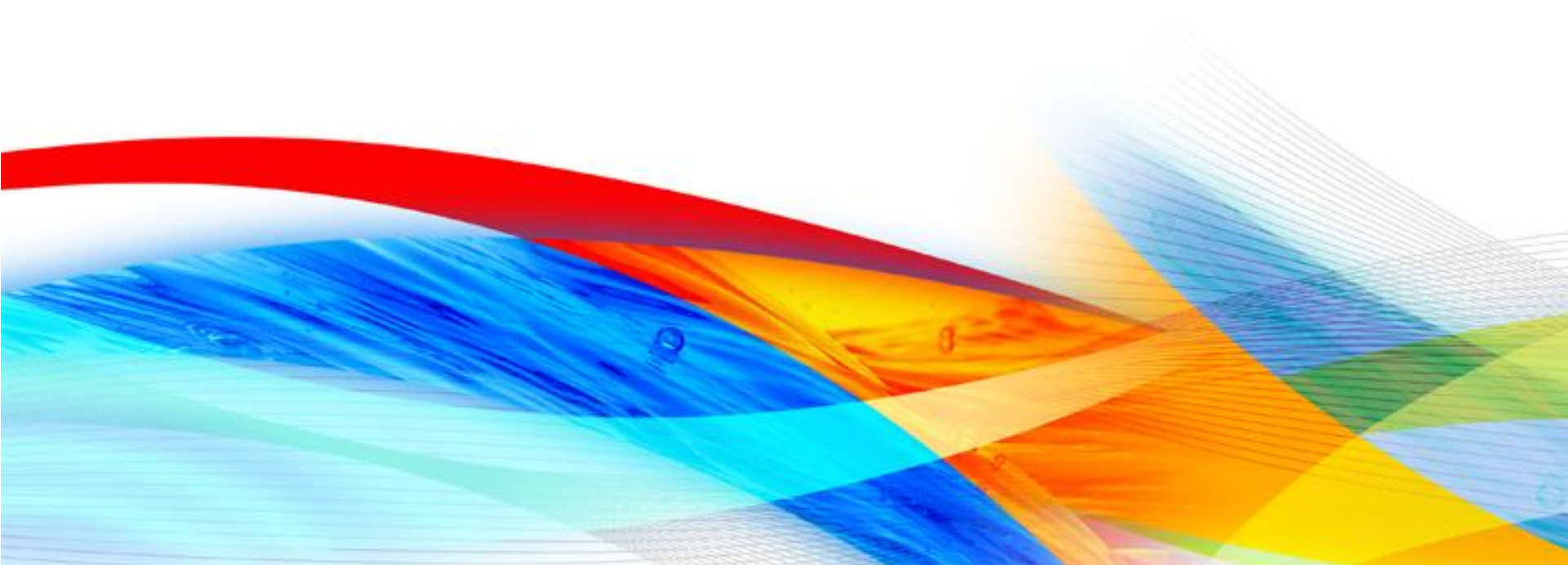




Building Momentum, Capturing Opportunities

Nordic Group Limited

3Q15 Results Briefing



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1. **Financial Review**
2. **Growth Strategies**
3. **Investment Merits**

Financial Highlights

S\$'000	Unaudited 3Q2015	Unaudited 3Q2014	Change (%)	Unaudited 9M2015	Unaudited 9M2014	Change (%)
Revenue	21,715	19,627	11	59,384	51,865	14
Gross Profit	6,169	4,559	35	15,737	13,403	17
Gross Profit Margin (%)	28.4%	23.2%	5.2 ppts	26.5%	25.8%	0.7 ppts
Profit Before Tax	3,591	2,268	58	7,978	6,076	31
Profit After Tax	3,176	1,975	61	7,187	5,322	35
Net Profit Margin (%)	14.6%	10.1%	4.5 ppts	12.1%	10.3%	1.8 ppts
EBITDA	4,814	3,020	59	11,028	8,623	28
EPS (cents)*	0.8	0.5	60	1.8	1.3	38.5

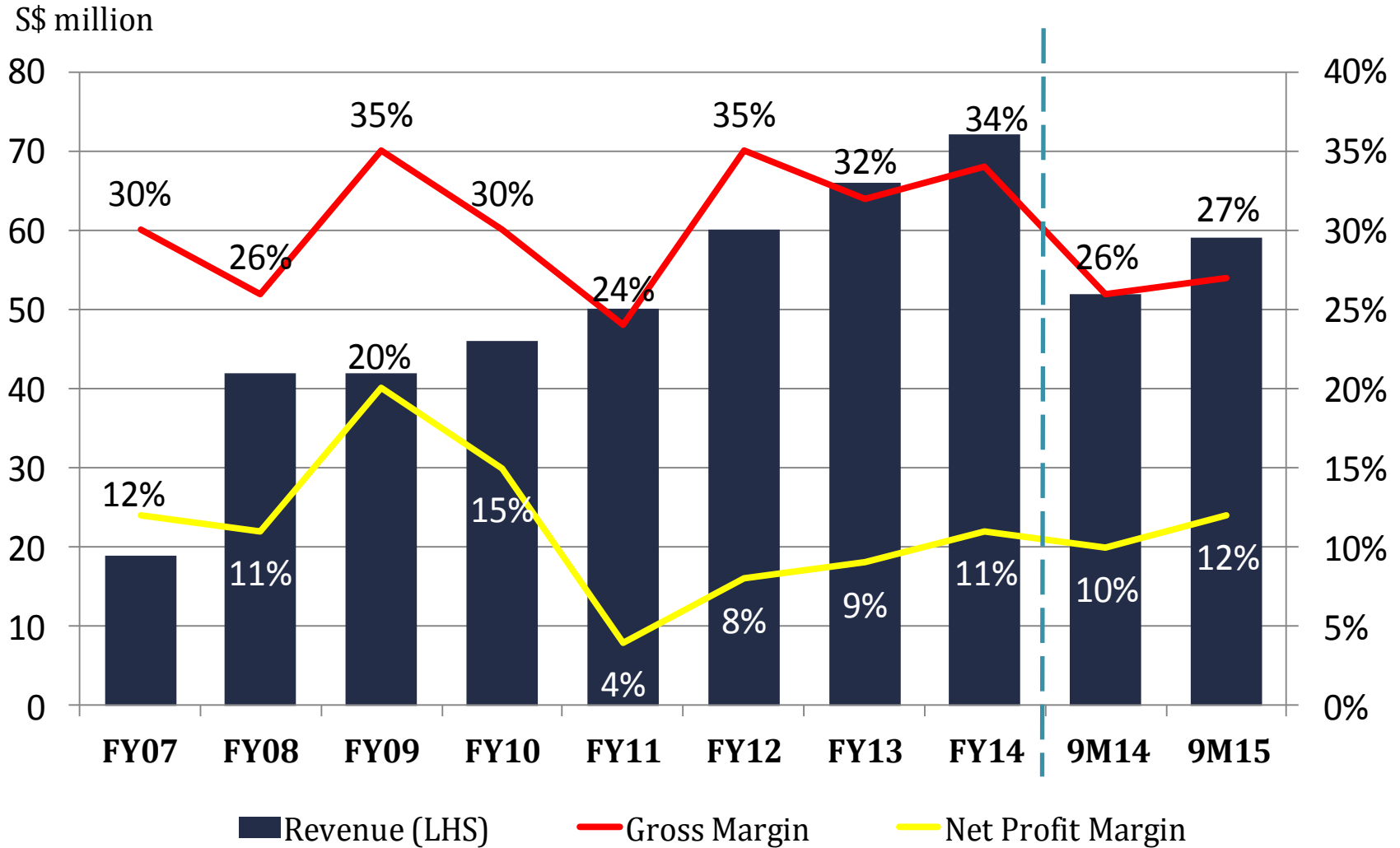
*Computed based on 399,920,000 ordinary shares for 3Q2015 and 399,973,000 shares for 9M2015 (3Q2014 and 9M2014: 400,000,000 ordinary shares)

** Ppts: percentage points

Revenue breakdown by segment

S\$'000	Unaudited 3Q2015	Unaudited 3Q2014	Change (%)	Unaudited 9M2015	Unaudited 9M2014	Change (%)
Project Services	16,284	15,693	4	45,126	41,357	9
Maintenance Services	5,431	3,934	38	14,258	10,358	38
Others	-	-	-	-	150	(100)
Total	21,715	19,627	11	59,384	51,865	14

Financial Review



Balance Sheet Highlights

S\$'000	Unaudited as at 30 Sept 2015	Audited as at 31 December 2014
Current Assets	68,314	64,607
Non-current Assets	41,563	25,903
Current Liabilities ^[1]	39,891	33,909
Non-current Liabilities ^[1]	13,278	3,310
Total Equity ^[2]	56,708	53,291
Cash and Cash Equivalents	32,283	32,799
Net Asset Value per share (cents) ^[3]	14.2	13.3

^[1] The increase in Current and Non-current Liabilities as at 30 Sept 2015, is mainly due to the deferred consideration and bank loan drawn down for the acquisition of Austin Energy, respectively.

^[2] Total Equity includes minority interest

^[3] Computed based on 398,913,500 shares (FY2014 : 400,000,000 shares)

Balance Sheet Highlights

	As at end of				
S\$'000	FY2012	FY2013	FY2014	1H2015	9M2015
Total Borrowings	26,834	21,539	25,320	34,913	30,341
Cash and Cash Equivalents	23,965	14,852	32,799	30,025	32,283
Total Equity	40,703	46,190	53,291	55,317	56,708
Net Gearing Ratio*	0.07	0.14	(0.14)**	0.09	(0.03)**

* Computed based on ratio of Total Borrowings less Cash and Cash Equivalents & Total Equity

** Negative due to the Group being in a Net Cash position

Key Financial Data and Ratio

	<i>Growth</i>			
	FY2013	FY2014	9M 2014	9M 2015
Revenue (S\$m)	66.2	72.4	51.9	59.4
<i>Growth (% , yoy)</i>	9.9	9.4	11.6	14.5
Net Income (S\$m)	6.1	7.9	5.3	7.2
<i>Growth (% , yoy)</i>	33.9	28.9	59.7	35.0

	<i>Returns</i>			
	FY2013	FY2014	3Q 2014	3Q 2015
Return on Common Equity (%)	14.0	15.8	17.3	18.1
<i>FTSE ST ALL-Share Index (%)</i>	10.2	9.8	10.4	8.7
Return on Capital (%)	10.0	11.4	12.5	13.0
<i>FTSE ST ALL-Share Index (%)</i>	5.9	5.6	6.3	5.6

Source : Bloomberg, November 22, 2015
Company Data

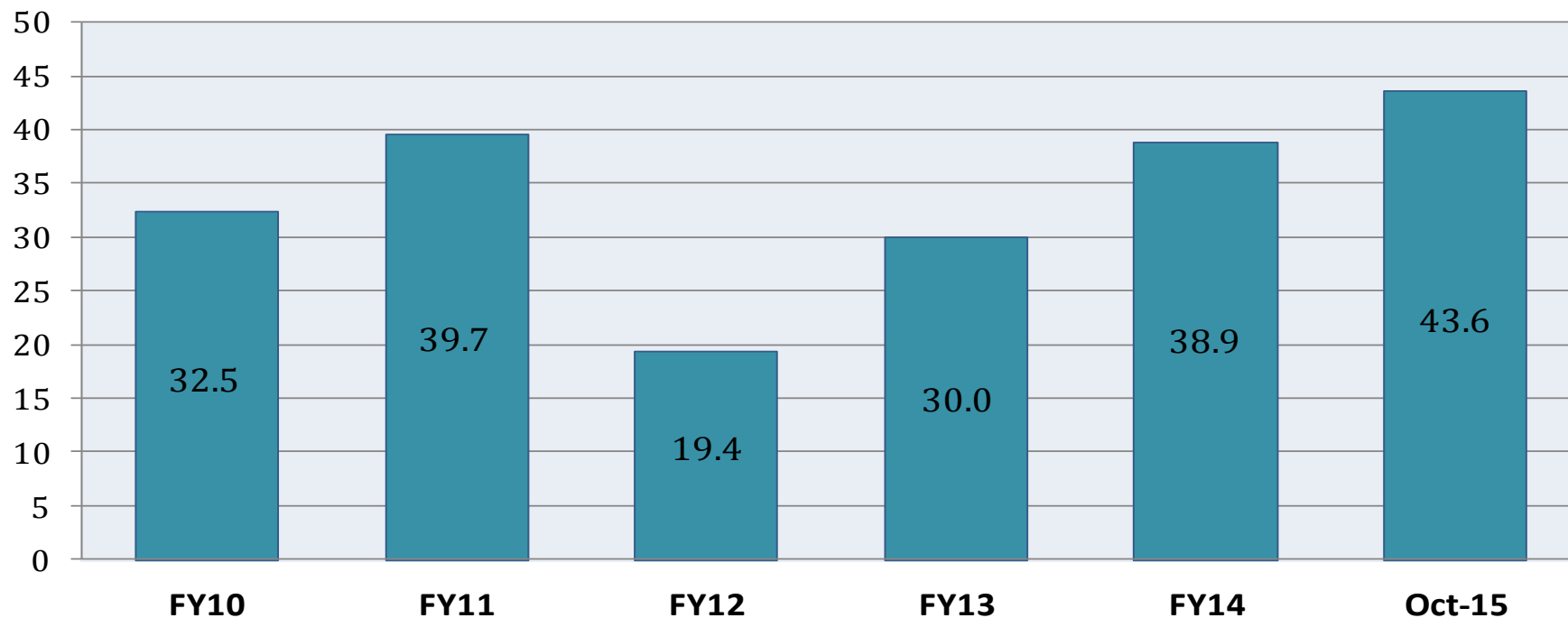
Key Financial Data and Ratio

	FY2013	FY2014	3Q 2014	3Q 2015
<i>Credit</i>				
EBITDA to Interest Expense (times)	14.2	22.0	21.3	16.1
EBIT to Interest Expense (times)	10.1	16.8	15.6	13.3
<i>Liquidity</i>				
Current Ratio (x)	1.7	1.9	1.8	1.7
<i>Other</i>				
Enterprise Value (S\$m)	49.1	35.8	44.7	69.3
EBITDA (S\$m)	10.4	12.6	12.6	15.4
EV/EBITDA (times)	4.7	2.8	3.6	4.5
	FY2013	FY2014	3Q 2014	3Q2015
Dividend Payout Ratio (%)	16	25	-	-

Source : Bloomberg, November 22, 2015

Order Book Summary

S\$ million



Note:

The order book summary does not include maintenance contracts from Scaffolding Services and AE Insulation business segments which are typically contracted over a 2-year period at unit rates and therefore do not have a contract value upfront.

Recent Contract Wins – Project

Oct 19 - Total value: S\$4.1m

- NFC : supply and installation of value remote control systems (“VRCS”), tank gauging systems (“TGS”) and anti-heeling systems (“AHS”) for repeat customers.
- KKH : provide labour and materials to perform piping insulation works for repeat customer.

Oct 1 – Total value: S\$4.3m

- NFC : supply and installation of hydraulic VRCS, TGS, and motorised valve for both repeat and customers.
- Austin : provide labour and materials to perform piping insulation works and architectural installation work.

Aug 13 – Total value: S\$4.2m

- Austin : provide labour and materials to perform piping and insulation works.

Aug 11 – Total value: S\$2m

- NFC : design, supply and installation of hydraulic VRCS for a conversion project

NFC : Nordic Flow Control Pte Ltd

KKH: KKH (2003) Engineering Enterprises Pte Ltd

Austin : Austin Energy (Asia) Pte Ltd



1. Financial Review

2. Growth Strategies

3. Investment Merits

Growth Strategies – Organic

System Integration and MRO & Trading

- Continue to develop new products and systems to meet market demand for innovative products
- Mitigate the slowdown in key markets like O&M.
- Further enhance its market leadership position

Precision Engineering

- Expand into contract manufacturing, assembly and other value added services
- Form strategic alliances and partnerships to expand capabilities and further grow the assembly business

Scaffolding Services

- Cope with market uncertainties and ensure stable revenue stream from recurring maintenance jobs and new projects
- Deal with capacity limitations brought by manpower constraints, enhance productivity

Insulation Services

- Bundle and Cross-Sell Scaffolding with Insulation services
- Tap into new markets like pharmaceuticals etc. to diversify revenue streams



System Integration – Overview

With safety at sea as our priority, we offer a holistic and comprehensive suite of integrated solutions in areas of Marine, Navigation, and Automation, customised to cater to various vessel needs.

MARINE SYSTEMS



Valve Remote Control System



Tank Gauging System



Water Ingress Detection System

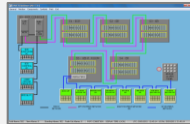


Anti-Heeling System



Customised Control Console

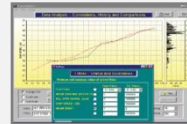
AUTOMATION SYSTEMS



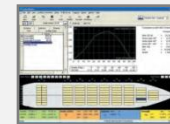
Integrated Monitoring, Alarm and Control System



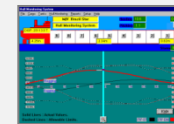
Close Circuit Television



Fuel Efficiency System



Loading Computer



Hull Stress Monitoring System

NAVIGATION SYSTEMS



Electronic Chart Display and Information System



Decision Support Tool for Collision Avoidance



Bridge Alert Management System



Bridge Navigational Watch Alarm System



Voyage Data Recorder



Dynamic Position System



Navigation Light Panel



Conning System



System Integration – OEM agreements

Secured OEM agreements with Pan Delta Controls Pte Ltd and Totem Plus Ltd



ORIGINAL EQUIPMENT MANUFACTURING AGREEMENT

NORDIC Flow Control

This ORIGINAL EQUIPMENT MANUFACTURING AGREEMENT (OEM), made this 1st of October 2015 by and between **Pan Delta Controls Pte Ltd**, (hereafter called Pan Delta) a corporation organized and existing under the laws of the Singapore and **Nordic Flow Control Pte Ltd** (hereafter called Nordic) a corporation organized and existing under the laws of Singapore.

WITNESSETH

In consideration of the mutual agreement and conditions contained herein, Pan Delta and Nordic do hereby agree as follows:

1. Appointment and Acceptance

Pan Delta appoints Nordic as an OEM representative to sell the products hereinafter set out under the Nordic brand name. Nordic accepts the appointment and agrees to promote, to sell, to provide commissioning and to provide after sales services of the Pan Delta's products hereinafter specified under the Nordic brand name.

Pan Delta will supply the products, including drawings and documentation, to Nordic with Nordic brand name. Drawings will be provided on Pan Delta borders for Nordic to transfer to Nordic format.

2. Products

The Pan Delta's Product which to be supplied to Nordic will be applied with Nordic product and brand names.

Pan Delta will obtain the marine type approval certificates of the products on request of Nordic. The charges of the classification societies (administrative charges) will be forwarded to Nordic. The hardware, software, drawings and documentation shall be labelled accordingly with "Nordic" logo. The products will be identified as Nordic as far as the particular approval authority allows. Pan Delta may need to be identified as the manufacturer and Nordic as an authorised agent

2.1 Pan Delta will supply replacement parts (based on form & function, replacement) on request of Nordic for a minimum period of 20 years after the delivery of the Listed Products ordered by Nordic.

3. Information, training, sales support

3.1 Pan Delta undertakes to fully acquaint Nordic with the technical details of the Pan Delta's Products and with all such relevant information as Nordic may reasonably require, during training sessions at Pan Delta/Nordic premises.

3.2 Pan Delta shall regularly, and to a sufficient extent, furnish Nordic with the standard technical documentation in electronic format for the instruction, the installation and the maintenance of the Listed

Nordic Flow Control Pte Ltd Subsidiary of Nordic Group Limited, listed on the SGX
5 Kwong Min Road, Singapore 628708
Tel: (65) 6848 4400, Fax: (65) 6848 4411
Customer Care Hotline: (65) 9337 0490
www.nordicflowcontrol.com



ORIGINAL EQUIPMENT MANUFACTURING AGREEMENT

NORDIC Flow Control

This ORIGINAL EQUIPMENT MANUFACTURING AGREEMENT (OEM), made this 01st of June 2015 by and between **Totem Plus Ltd**, (hereafter called TOTEM PLUS LTD,) a corporation organized and existing under the laws of The ISRAEL and **Nordic Flow Control Pte Ltd** (hereafter called Nordic) a corporation organized and existing under the laws of Singapore.

WITNESSETH

In consideration of the mutual agreement and conditions contained herein, TOTEM PLUS LTD, and Nordic do hereby agree as follows:

1. Appointment and Acceptance

TOTEM PLUS LTD, appoints Nordic as an OEM representative to sell the products hereinafter set out under the Nordic brand name. Nordic accepts the appointment and agrees to promote, to sell, to provide commissioning and to provide after sales services of the TOTEM PLUS LTD's products hereinafter specified under the Nordic brand name.

TOTEM PLUS LTD, will supply the products, including drawings and documentation, to Nordic with Nordic brand name.

2. Products

The product (refer to appendix) which to be supplied to Nordic will be applied with Nordic product and brand names.

TOTEM PLUS LTD, will obtain the marine type approval certificates of the products on request of Nordic. The charges of the classification societies (administrative charges) will be forwarded to Nordic. The hardware, software, drawings and documentation shall be labeled accordingly with "Nordic" logo.

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Ship building Market Outlook

Increase in demand for specialized vessels , mainly product oil tankers, stainless steel chemical vessels, container ships, LNG, LPG etc.

Actual Delivery & Estimated Delivery by Ship-types (based on present order book) As of end Jun. 2015, Unit: Mill. GT

	2008	2009	2010	2011	2012	2013	2014	2015 est.	2016 est.	
★ VLCC >= 200,000	6.6	8.5	8.6	9.9	7.9	4.9	3.9	2.8	7.4	+164%
Suezmax 120-200,000	1.1	3.7	3.2	3.6	3.8	2.5	0.7	0.9	2.7	+200%
Aframax 80-120,000	4.1	5.8	4.3	3.6	2.6	1.1	1.1	2.3	2.8	+22%
Panamax 60-80,000	1.8	1.6	1.3	1.1	0.6	0.4	0.2	0.1	0.9	+800%
Products 30-60,000	4.6	4.5	3.0	2.0	1.6	2.3	2.9	3.1	2.6	
Products 10-30,000	0.1	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.0	
Chem & Spec. 10-60,000	2.1	2.2	2.0	1.4	0.8	0.5	0.4	1.4	1.6	
Small tankers < 10,000	0.9	0.9	0.7	0.6	0.6	0.4	0.2	0.2	0.1	
Total Tankers	21.3	27.3	23.2	22.4	18.0	12.2	9.5	10.9	18.1	
Capesize > 100,000	4.4	10.8	20.0	23.7	21.7	11.4	9.7	9.3	10.7	
Panamax 80-100,000	1.4	2.2	5.7	8.5	10.8	7.7	4.4	4.4	4.4	
Panamax 65-80,000	1.8	1.4	2.1	3.5	3.9	3.3	2.8	1.6	0.6	
Handymax 40-65,000	4.2	6.1	11.0	12.8	12.2	8.7	6.5	8.7	8.0	
Handysize 10-40,000	2.1	3.7	5.7	6.6	6.6	3.9	3.4	4.3	3.9	
Combos > 10,000	0.0	0.0	0.9	0.5	0.0	0.0	0.0	0.0	0.0	
Total Bulkers and Combos	13.9	24.2	45.4	55.6	55.2	35.0	26.8	28.3	27.6	
Containers > 8,000 teu	5.3	3.9	7.5	8.7	9.7	10.1	13.0	13.9	11.7	
Containers 3-8,000 teu	6.8	5.9	6.0	3.7	3.1	3.7	2.4	1.2	0.2	
Containers < 3,000 teu	4.1	2.0	1.4	1.0	0.9	0.7	0.7	0.8	1.5	
Total Containers	16.2	11.8	14.9	13.4	13.7	14.5	16.1	15.9	13.4	
★ LNG Carriers	6.0	4.8	2.9	1.2	0.2	1.7	3.5	3.8	4.0	+5%
★ LPG Carriers	1.8	1.1	0.9	0.5	0.3	1.0	0.8	1.9	3.0	+58%
Offshore	1.4	1.7	2.6	2.8	2.5	2.3	3.2	3.0	2.6	
Cruise Vessels	1.0	1.0	1.2	0.5	0.8	0.6	0.7	0.8	1.1	
Passenger Ferries	0.6	0.4	0.5	0.4	0.4	0.2	0.2	0.3	0.2	
Others #	5.9	5.8	6.2	6.5	4.9	3.4	2.8	3.1	2.1	
Total Special Vessels	8.9	8.9	10.5	10.2	8.6	6.5	6.9	7.2	6.0	
All Vessels Types	68.0	78.0	98.0	103.3	96.0	70.9	63.5	67.9	72.1	

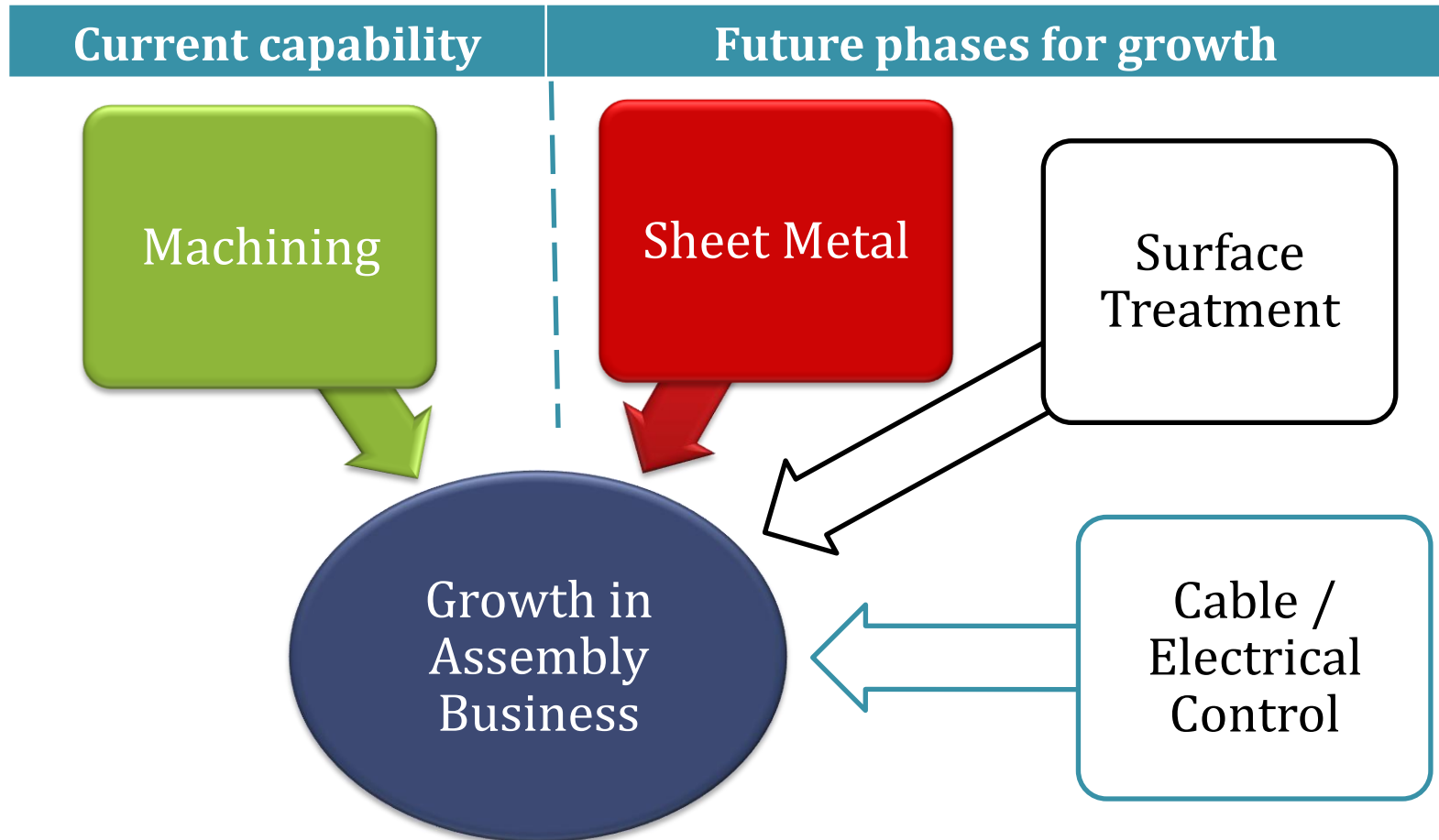
Note: 1. Source: Clarkson "World Shipyard Monitor, page7- July. 2015".

2. Others# includes MPP, Reefers, RoRo ships, PCC.

3. Estimated delivery figures are updated by monthly incorporating new orders and other informations.

Growth Strategies – Precision Engineering

Formation of strategic alliances and partnerships to expand capabilities for further growth of the assembly business.



Growth Strategies – Synergy between Scaffolding and Insulation business

- **Multiheight Group provides scaffolding service that AE requires**
- **Typically, Insulation packages are coupled with Scaffolding packages**



Companies providing both these services have competitive edge over others

Continue to acquire successful businesses when opportunities arise, with a focus on the business that is

- Relevant to us and within our footprint
- Offers the potential to broaden our product and service range in Marine, Oil & Gas, Petrochemical and Pharmaceutical sectors
- Offers the potential to create synergy with our existing businesses and stimulate future revenue and profit growth





- 1. Financial Review**
- 2. Growth Strategies**
- 3. Investment Merits**

Highlight of Investment Merits

Established Market Player

Strong track record, performing above industry average

Healthy Order Book

Order book of **S\$43.6** million on hand, excluding MHS and AE unit rate maintenance contracts



Established Management with Proven Track Record

Management with keen foresight and proven track record of:

- Leading the Group to achieve consistent performance despite market volatilities
- Ensuring successful acquisition of MHS and smooth integration
- Successful acquisition of AE that will enhance Group earnings

Improved Dividend Payout

- Half-yearly dividend payout for FY15 onwards
- **40%** dividend payout policy
- Interim dividend of 0.4 cent per ordinary share declared for 1H FY15 and paid on 8 Sept 15.



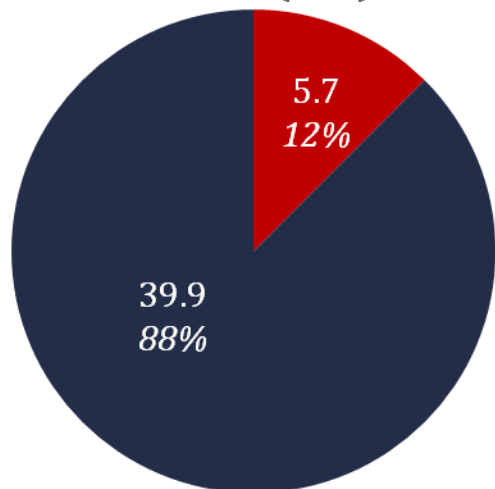
Improved Earnings Quality

Volatile project earnings now supplemented by more stable recurring maintenance income from Scaffolding Services and newly acquired Insulation Services

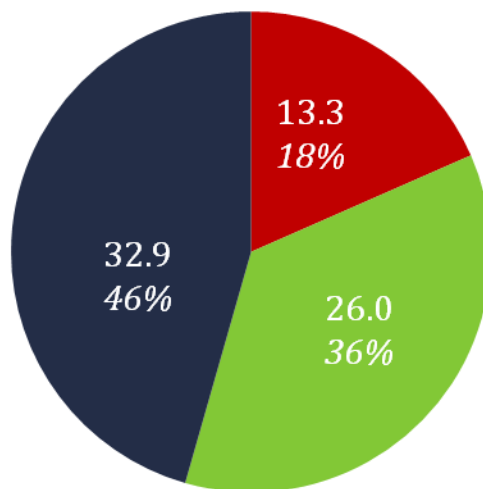


Revenue Contribution by Segment

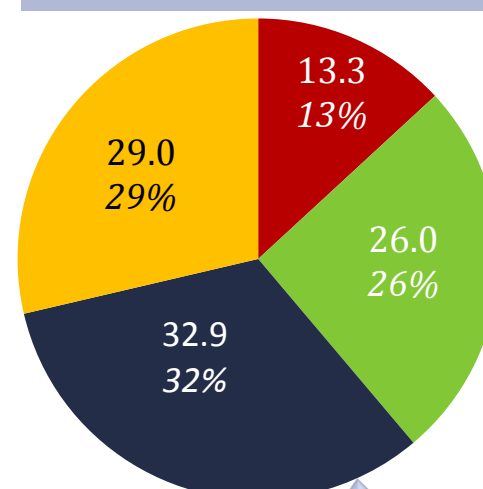
FY2010 (S\$'M)



FY2014 (S\$'M)



FY2014 Illustrative (S\$'M)



- Precision Engineering
- Scaffolding Services
- System Integration / MRO & Trading
- Insulation Services

Pro Forma Analysis

Assuming the acquisition of AE had been completed on Jan 1, 2014

The acquisition of Multiheight Group in 2011 has effectively reduced industry-specific risk and supported the Group's consistent revenue growth.

The acquisition of Austin Energy is expected to further diversify the Group's revenue stream and stimulate revenue growth.



Nordic's Share Buyback

Share Buyback Mandate* approved on 29 April 15 – EGM :

MONTH OF ACQUISITION	QUANTITY	CUMULATIVE VOLUME	CUMULATIVE % OF TOTAL NO OF ISSUED SHARES
<i>Share Buyback by way of Market Acquisition</i>			
September 2015	1,086,500	1,086,500	0.27
October 2015	1,800,100	2,886,600	0.72
November 2015	227,400	3,114,000	0.78
VOLUME WEIGHTED AVERAGE PRICE		S\$0.181	

Source : SGX Announcement

* Up to a maximum of 40 million shares being 10% of total issued shares

Directors' Share Purchases

09 November 2010 – IPO :

Director	No. of shares held	% shareholdings
Chang Yeh Hong	200,480,625	50.12%
Eric Lin Choon Hin	43,500,000	10.88%
Dorcas Teo Ling Ling	29,000,000	7.25%
	272,980,625	68.25%

23 November 2015 :

Director	No. of shares held	% shareholdings *
Chang Yeh Hong	210,006,625	52.91%
Eric Lin Choon Hin	44,050,000	11.10%
Dorcas Teo Ling Ling	31,640,000	7.97%
	285,696,625	71.98%

** Based on total no. of issued shares (400m) excluding Treasury Shares held (3.11m) as of 23 November 2015*

Dividend Payout

Payment date	Financial Year	Final / Interim / Special	Amount (\$) per share
Sept 8, 2015	2015	Interim	0.004
May 21, 2015	2014	Special	0.0025
May 21, 2015	2014	Final	0.0025
May 15, 2014	2013	Final	0.0025
May 15, 2013	2012	Final	0.0025
May 21, 2012	2011	Final	0.0025
May 16, 2011	2010	Final	0.0053
Total			0.0218



Building Momentum, Capturing Opportunities

Thank You

For more information, please contact:

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