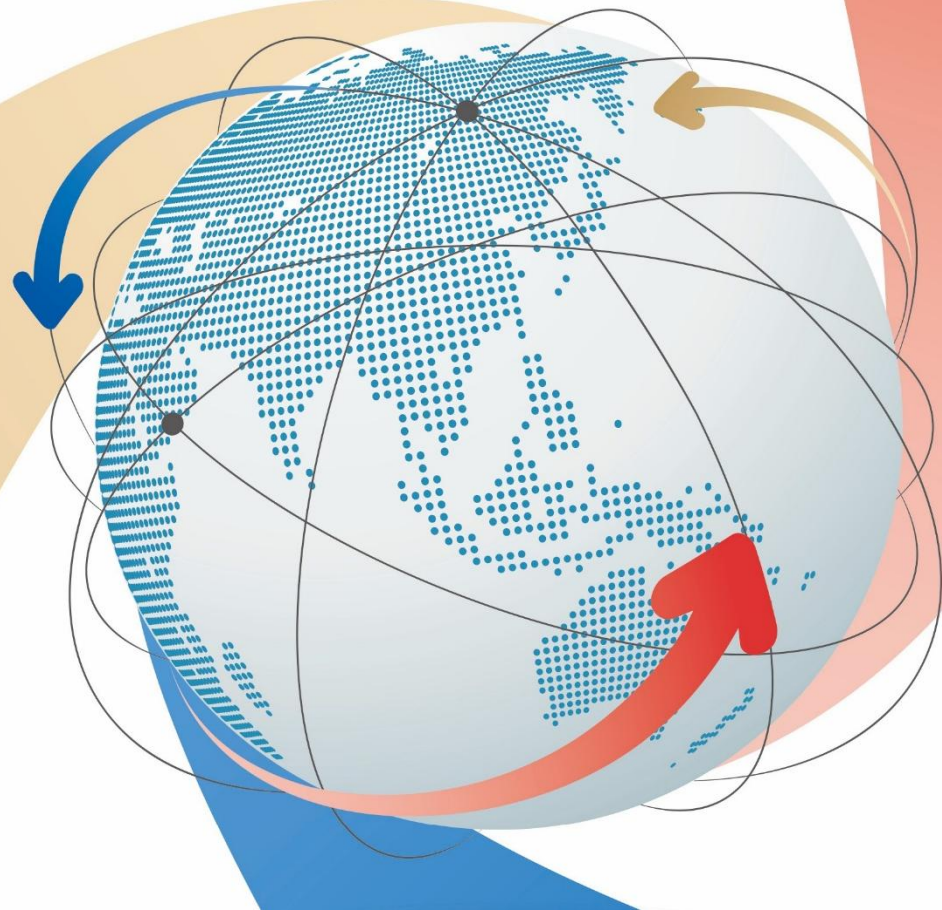




ASIA ENTERPRISES HOLDING LIMITED
MAJOR REGIONAL DISTRIBUTOR OF STEEL
PRODUCTS TO INDUSTRIAL END-USERS

FY2024
ANNUAL GENERAL MEETING



CORPORATE OVERVIEW

➤ MAJOR REGIONAL STEEL DISTRIBUTOR

Established since **1961**

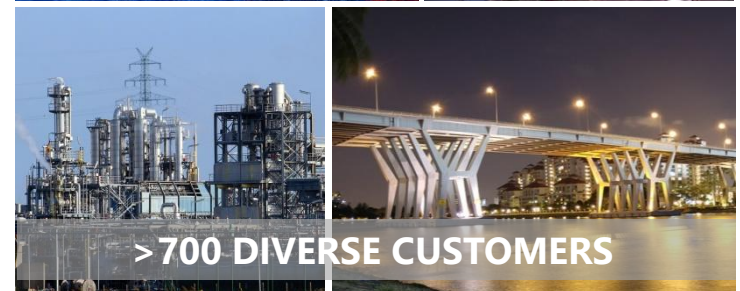
One of Singapore's **largest suppliers** of steel products

Focus on **industrial end-users** | Specialist in distribution of steel products to **marine and offshore sector**

Broad customer base in **Asia Pacific region** | More than 700 active customers

Large-scale **storage facilities** | A multi-storey warehouse and a steel processing plant-cum-warehouse with a total combined land area of 33,769 square metres

Listed on the **SGX Mainboard** since 2005



FINANCIAL SUMMARY

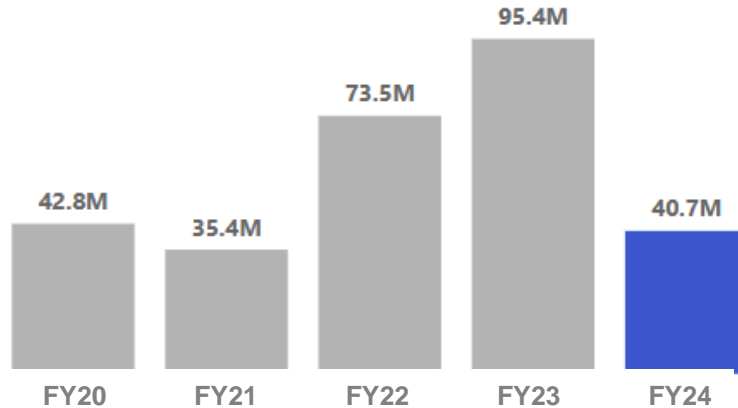
REVENUE AND PROFIT IMPROVED IN FY2024

(S\$ million)	FY2024	FY2023	y-o-y change (%)
Revenue	40.7	95.5	(57)
Gross Profit	5.9	15.4	(56)
<i>GP Margin</i>	14.5%	16.2%	(1.7 ppt)
Other Income	2.2	1.5	47
Marketing and distribution costs	(0.3)	(1.1)	(71)
Administrative expenses	(6.3)	(7.3)	(13)
Finance costs	(0.3)	(0.3)	-
Other losses	(0.5)	(0.5)	-
Profit Before Tax	0.7	7.8	(91)
Net Profit	0.4	6.1	(94)

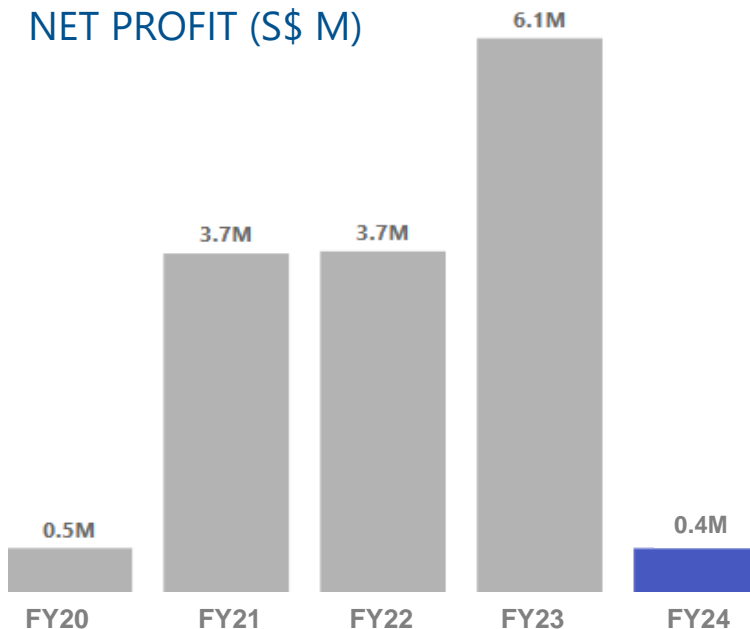
FY: Financial year ending 31 December

GROUP REVENUE & PROFIT

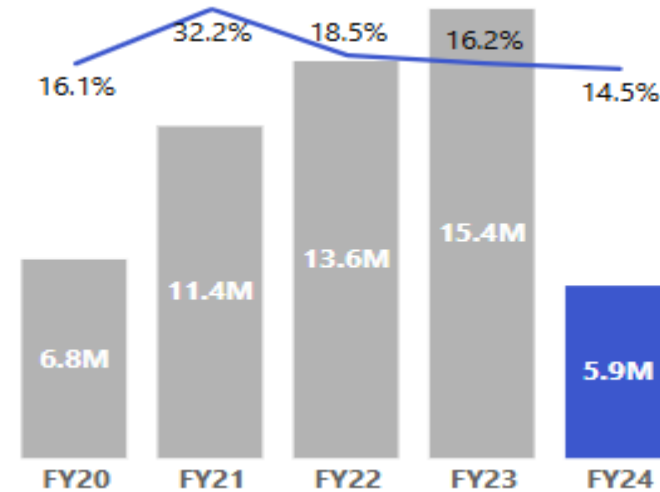
GROUP REVENUE (\$ M)



NET PROFIT (\$ M)



GROSS PROFIT (\$ M)



Revenue decline 57%

Decrease sales volume coupled with lower ASP

GP margin softened

Attributed mainly to lower ASP, in line with a decline in global steel prices

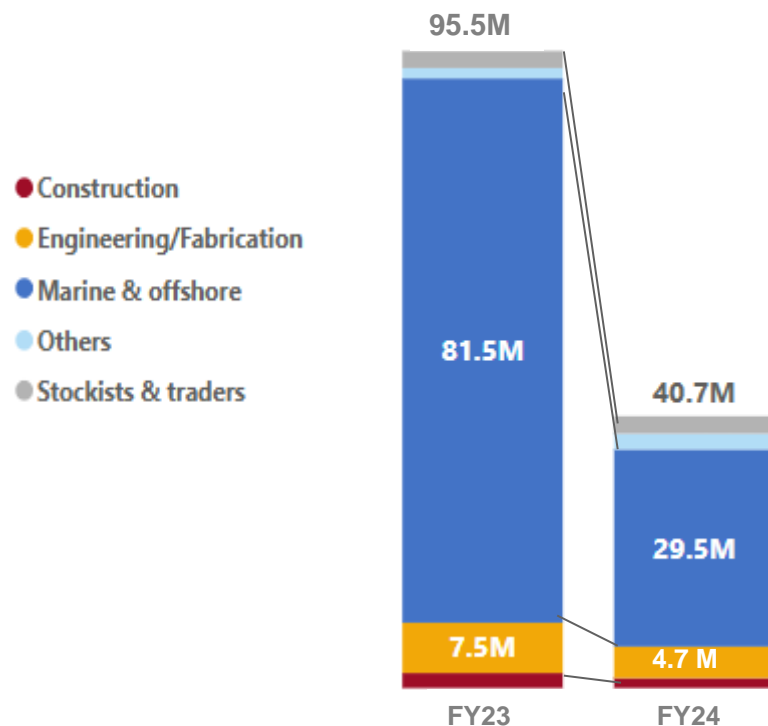
Net profit decline 94%

Affected by lower revenue mainly from the marine and offshore segment offset the by higher other income.

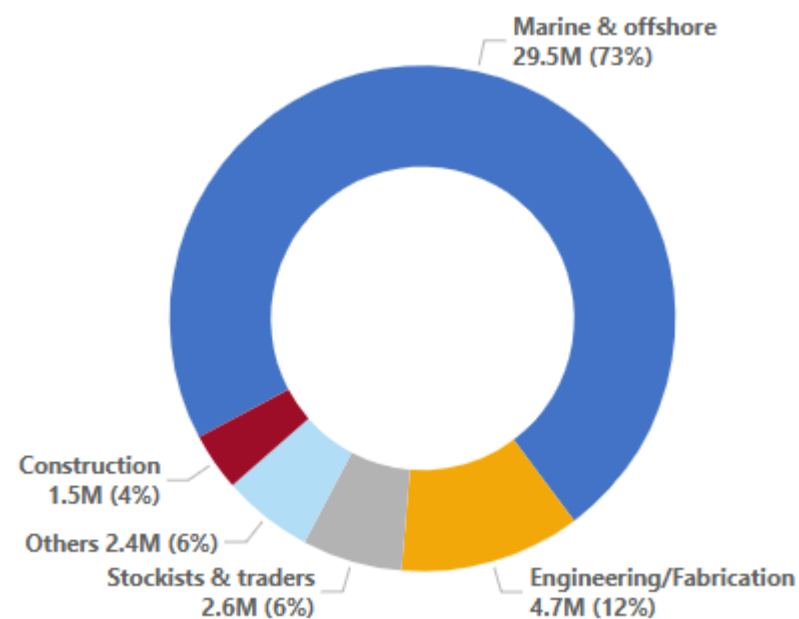
REVENUE BREAKDOWN

BY CUSTOMER SEGMENT

SALES (\$ M)



PERCENTAGE BREAKDOWN (FY24)



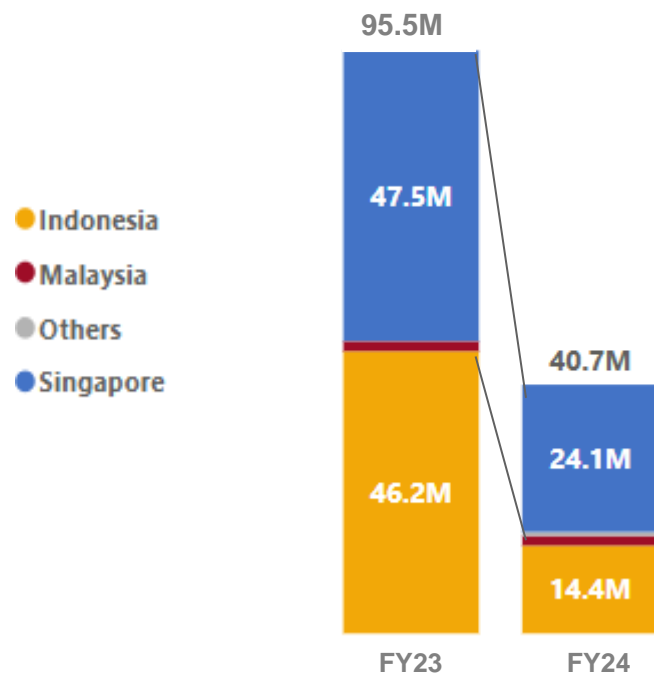
Decrease in customer orders from key markets due to slower orders further impacted by a decline in international steel prices:

- Marine & offshore segment faced manpower constraints resulting in extended project timelines which impacted sales.
- Engineering/fabrication and construction sectors faced lower sales volume.

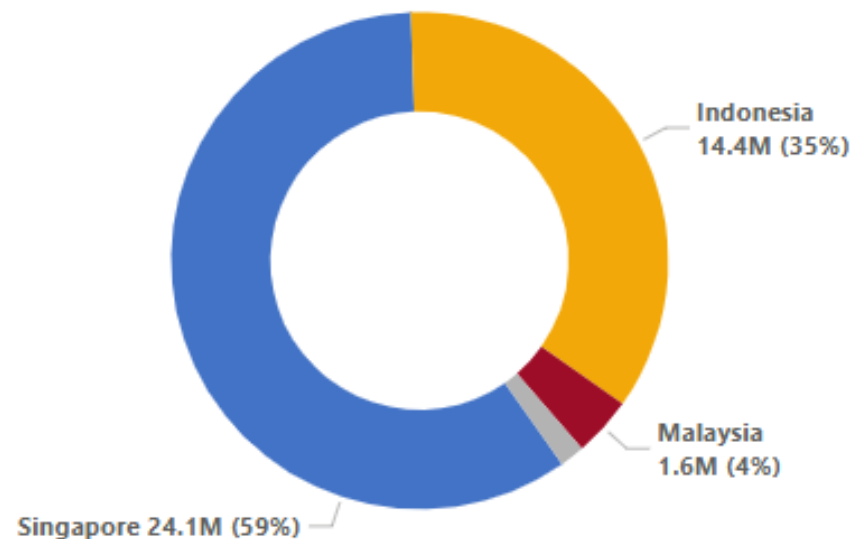
REVENUE BREAKDOWN

➤ BY GEOGRAPHICAL MARKET*

SALES (S\$ M)



PERCENTAGE BREAKDOWN (FY24)

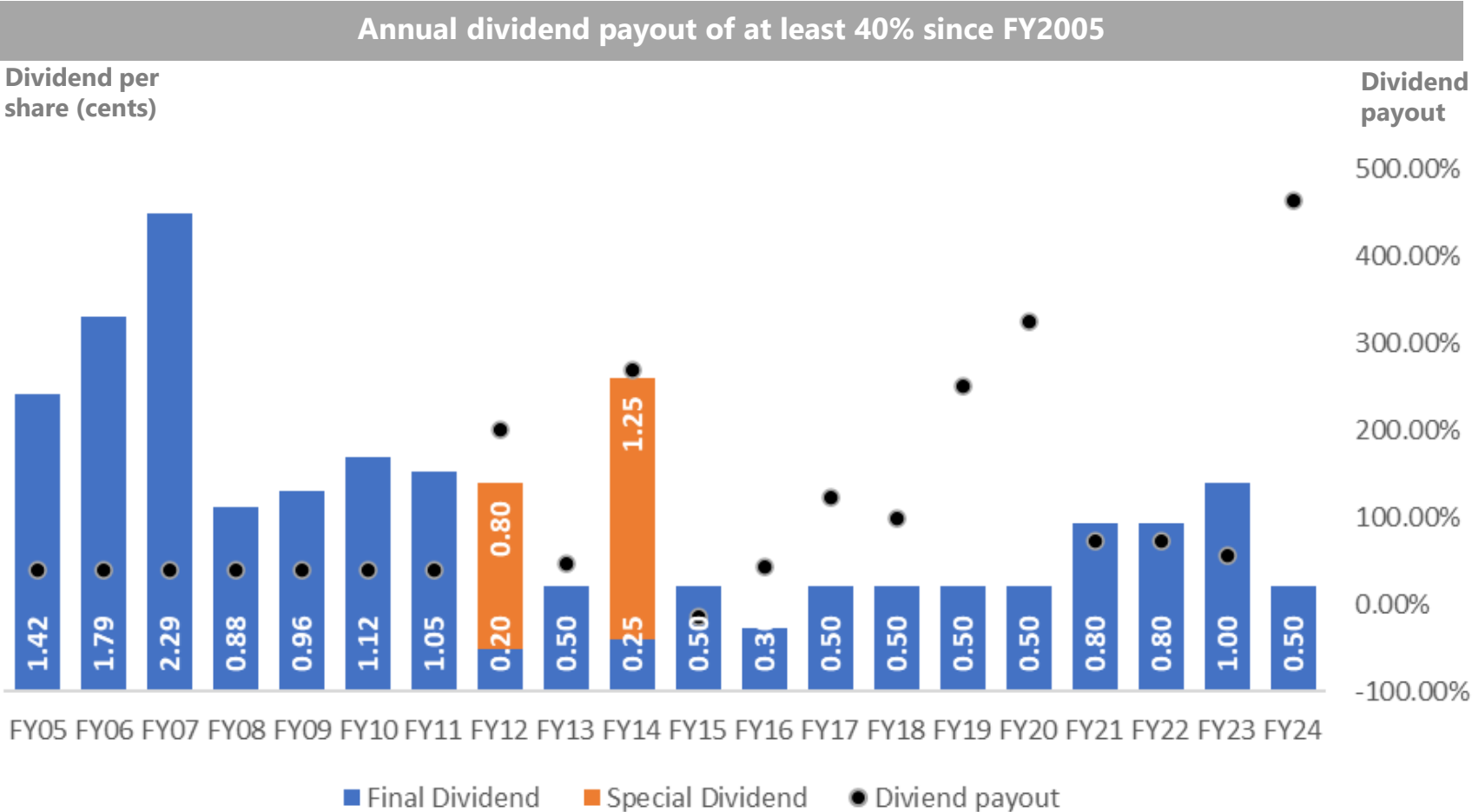


- Sales to customers in Indonesia declined in FY24, due mainly to lower purchases of steel materials from shipyards due to extended project timelines amid manpower shortages
- Sales to customers in Singapore declined in FY24 mainly due to lower sales tonnage

*Based on billing addresses of customers. Billings to customers in Singapore include sales that are shipped to domestic and overseas destinations.

DIVIDEND TRACK RECORD

FINAL DIVIDEND OF 0.5 CENT FOR FY2024

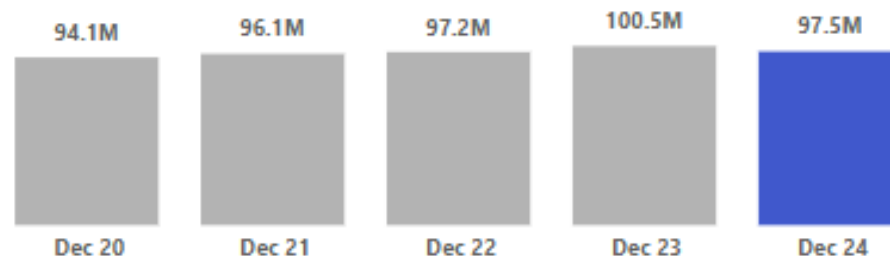


BALANCE SHEET

➤ FINANCIAL POSITION REMAINED SOUND AS AT 31 DECEMBER 2024

S\$ M	31 Dec 24	31 Dec 23	Per Share (cents)	31 Dec 24
Cash	51.4	41.9	NAV	28.6
Debt	0.0	0.0	Cash	15.1
Net Cash	51.4	41.9	Inventory	5.7

EQUITY



SUMMARY (S\$ M)

	31 Dec 24	31 Dec 23
Non-current assets	24.1	23.9
Current assets	85.8	91.5
Non-current liabilities	10.0	10.3
Current liabilities	2.6	4.6

FINANCIAL RATIOS

	31 Dec 24	31 Dec 23
Trade receivables turnover	97 days	69 days
Inventory turnover	203 days	122 days
Net gearing	Zero borrowings	Zero borrowings
Current ratio	33.2 times	19.9 times

IN SUMMARY

- The weak macroeconomic environment, decreasing demand from steel-using sectors, particularly construction and automotive sectors, and overall supply and demand in balances led to a downtrend in international steel prices during FY2024.
- Looking ahead, rising construction costs, labour shortages, and mounting debt may hinder growth in the near term globally.
- With the ongoing volatility of international steel prices, the demand and purchasing patterns of steel end-users may remain unpredictable as changes in steel prices will affect the economic viability of their projects.
- Uncertainties in the interest rate environment and accessibility to financing will also have an impact on the project pipelines of steel end-users.
- The Group has, on 4 January 2025, entered into a sale and purchase agreement with Hung Lin Holding Ltd for the acquisition of 358,000 shares, constituting 28.64% in the total issued and paid-up capital of GKE Metal Logistics Pte. Ltd. for an aggregate purchase consideration of \$8.9 million. (the Proposed Acquisition). The consideration for the Proposed Acquisition will be satisfied through the allotment and issue of 28.4 million new ordinary shares in the capital of the Company (the Consideration Shares) (at an issue price of \$0.312 per Consideration Share on the Closing Date).
- Despite challenges in the business environment, the Group is cautiously optimistic of the opportunities in steel distribution and with respect to its acquisition in GKE Metal Logistics Pte. Ltd. The Group believes it is in a good position to capture opportunities in the market with its sound balance sheet.



SAFE HARBOUR FOR FORWARD-LOOKING STATEMENTS

This presentation contains certain statements that are not statements of historical fact, i.e. forward-looking statements. Investors can identify some of these statements by forward-looking items such as 'expect', 'believe', 'plan', 'intend', 'estimate', 'anticipate', 'may', 'will', 'would', and 'could' or similar words. However, you should note that these words are not the exclusive means of identifying forward-looking statements. These forward-looking statements are based on current expectations, projections and assumptions about future events. Although Asia Enterprises Holding Limited believes that these expectations, projections, and assumptions are reasonable, these forward-looking statements are subject to the risks (whether known or unknown), uncertainties and assumptions about Asia Enterprises Holding Limited and its business operations.

Some of the key factors that could cause such differences are, among others, the following:

- changes in the political, social and economic conditions and regulatory environment in the jurisdictions where we conduct business or expect to conduct business;
- the risk that we may be unable to realise our anticipated growth strategies and expected internal growth;
- changes in currency exchange rates;
- changes in customer preferences and needs;
- changes in competitive conditions in the industry and our ability to compete under these conditions;
- changes in pricing for our products; and
- changes in our future capital needs and the availability of financing and capital to fund these needs.

Given these risks, uncertainties and assumptions, the forward-looking events referred to in this presentation may not occur and actual results may differ materially from those expressly or impliedly anticipated in these forward-looking statements. Investors are advised not to place undue reliance on these forward-looking statements.

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