



ISOTEAM LTD.
August 2016



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OVERVIEW



NEWTON
FOOD CENTRE

ABOUT US

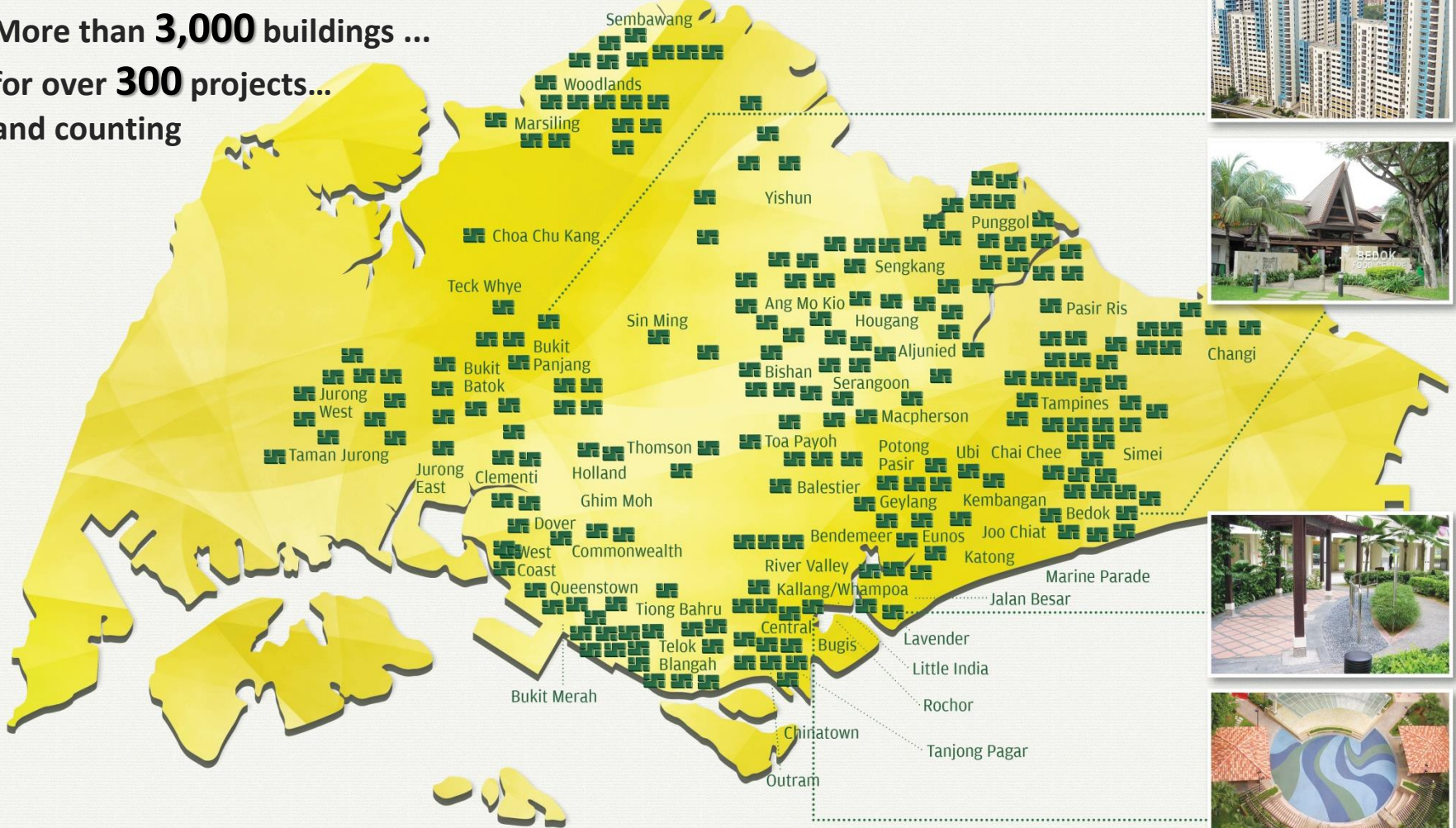
- A leading **R&R, A&A** and **complementary niche specialist** services provider in Singapore with a proven track record in **eco-conscious solutions**
- Completed **over 300** R&R and A&A projects for **over 3,000** buildings since 1998
 - A trusted **local** and growing **regional** brand



R&R: Repairs & Redecoration | A&A: Addition & Alteration

REJUVENATING SINGAPORE SINCE 1998

More than **3,000** buildings ...
for over **300** projects...
and counting



Our Portfolio

of Markets/Food Centres A&A and R&R Works

There are currently a total of 109* markets/food centres in Singapore. ISOTEAM has rejuvenated 28 or approximately 26% of them, making us an undisputed market leader in this space.

LEGEND

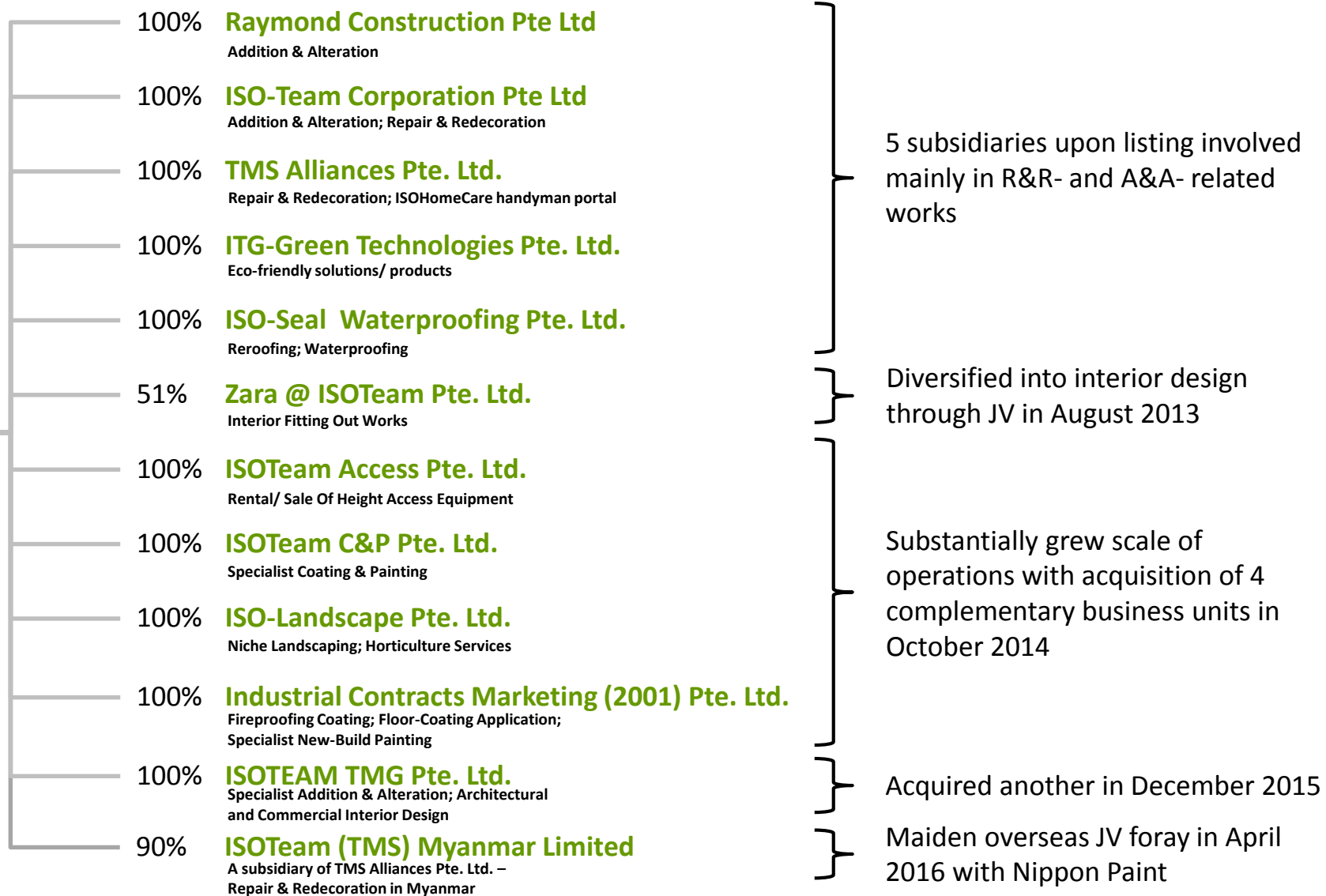
-  Hawker Centre Upgrading Programme
-  Repairs and Redecoration





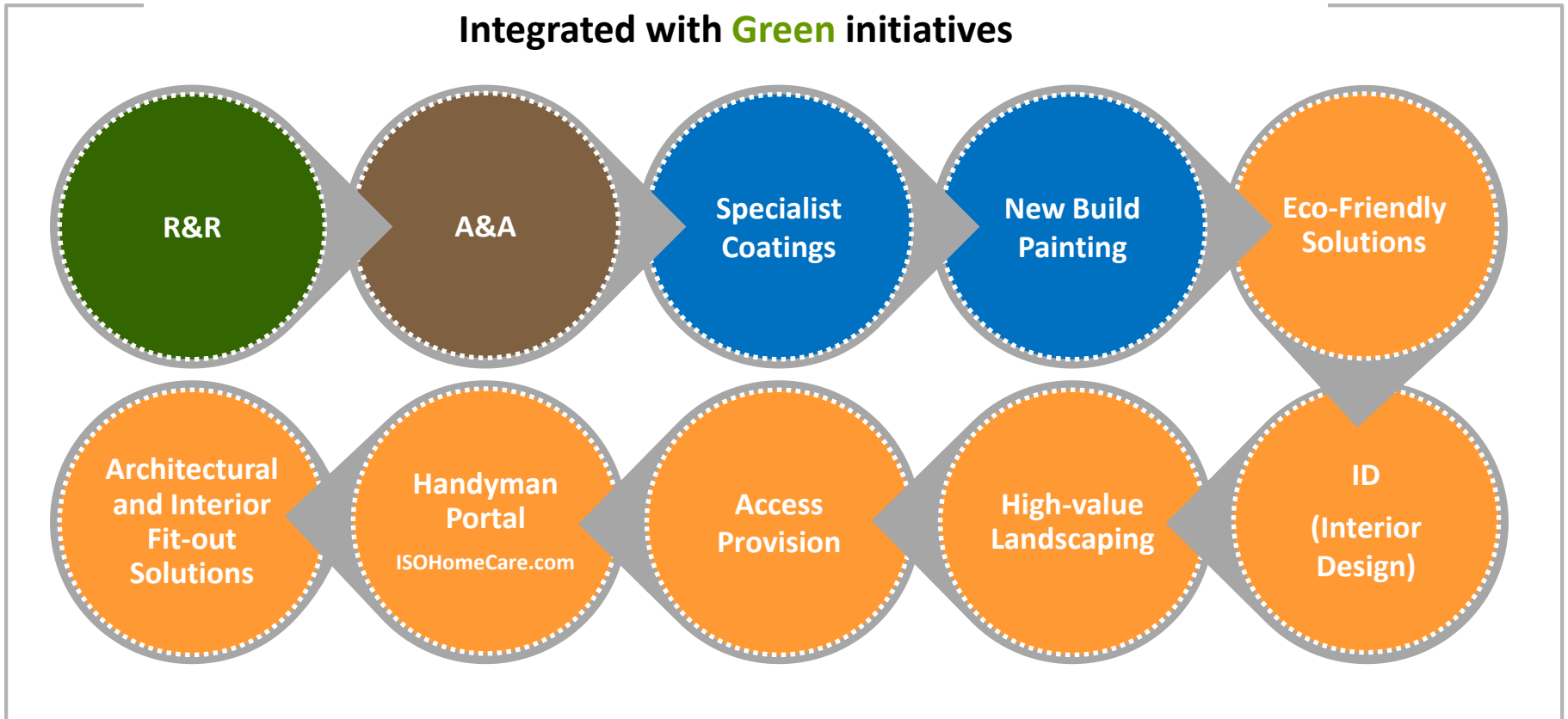
CORPORATE STRUCTURE: EXPANSION THROUGH ACQUISITIONS AND ORGANIC GROWTH

ISOTEAM LIMITED



The Complete Building & Maintenance Team

Comprehensive Suite of Building and Maintenance Services...
 Integrated with **Green** initiatives



▪ Green procurement policies ▪ Green construction methodologies ▪ Green partnerships

● R&R ● A&A ● C&P ● Others – comprising complementary niche services

ABOUT R&R AND A&A



One of Singapore's Top Players in R&R

- Repainting & redecoration
- Repairs
- Waterproofing & reroofing
- Improvements
- Routine maintenance
- Exclusive applicator for
- Exclusive applicator for SKK⁽¹⁾ and Nippon Paint⁽²⁾
- BCA L5 Financial Grading (CR09)
- Wide-ranging customer segments in the public and private sector

A Recognised Industry Leader in A&A

- Neighbourhood Renewal Programme (NRP)
- Hawker Upgrading Programme (HUP)
- Estate Upgrading Programme (EUP)
- BCA B1 Financial Grading (CW01)
- Wide ranging customer base with the main source of income from public sector estate upgrading programmes



(1) SKK - public housing sector (since 1998) + JTC/HDB industrial projects and army camps (since 2013)

(2) Nippon Paint - HDB and town councils sector (since 2004)

WHY INVEST IN ISOTEAM?

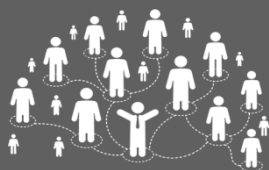
1 Track Record

- An industry leader with a 18-year track record
- Completed over 300 R&R and A&A projects for over 3,000 buildings



2 Network

- Established stakeholder relationships
- Exclusive applicator for Nippon Paint Singapore and SKK (S) Pte Ltd



3 Capabilities

- Wide and growing range of services
- Able to handle A wide spectrum of projects



4 Team

- An experienced and professional management team
- Industry leading operational team at the forefront of evolving market trends



5 Future

- Strong order book
- Upside from new business units
- Positive prospects in Singapore
- Overseas expansion
- 20% dividend policy*



* Intends to recommend and distribute up to 20% of consolidated profit after tax and minority interests, excluding non-recurring, one-off and exceptional items



BUSINESS HIGHLIGHTS



FY2016 KEY HIGHLIGHTS



Corporate

- Receives Distinguished Award at One Asia Awards 2015
- Picked by RHB as one of 25 ‘jewels’ for small cap stocks
- Buy calls by UOB Kay Hian and RHB



Operations

- New businesses gaining ground
- Expands successfully overseas to Myanmar; wins maiden painting contract
- Growing presence in Singapore’s renewables energy market; wins 2nd project



Financial

- Yet another set of record breaking financial performance and order book
- Expanding cash resources
- Increasing dividend trend

FY2016 IN REVIEW



Offers 1-for-1 bonus issue for 142.93 mil shares

Wins 14 new contracts worth \$20.49 mil



Clinches 7 new contracts worth \$16.68 mil, within just two months



Expands into renewable energy installation with \$1.8 million solar power contract win



Wins 11 new contracts worth \$26.32 mil

Wins Aloha Changi Resorts contract worth \$13.95 mil – also its largest ID contract to date

2015

JUL

AUG

SEP

OCT

NOV

DEC

2016

JAN

FEB

MAR

APR

MAY

JUN



Launches ISOHomeCare.com

Announces landmark results with 34.1% profit growth in FY2015

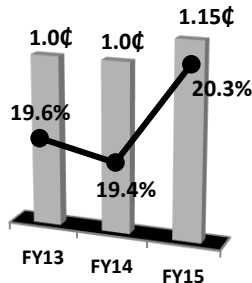
Implements dividend policy of up to 20% of profit after tax and minority interests*

Announces acquisition of TMG Projects Pte. Ltd. for \$4.0 mil



Announces record 1HFY16 results

1st overseas foray into Myanmar with Nippon Paint (Singapore)



* Excluding non-recurring, one-off and exceptional items

IN THE NEWS

与商业伙伴合作 ISOTEAM进军新兴市场缅甸

企业透视

胡文远 报道

yuanwen@sp.com.sg

在本报凯利报挂牌的建筑业服务公司ISOTEAM最近启动出国门,进军新兴市场缅甸。

由于国内市场面临经济放缓的冲击,加上外因劳工短缺继续给企业带来成本压力,发展海外市场成为了建筑业公司的一条出路。

ISOTEAM从事维修与粉刷,以及加建与改建工程,它上月中旬已与商业伙伴及大股东Nippon Paint新加坡公司合作进军缅甸市场。

集团执行董事兼总裁许发受采访时说,缅甸近几年的建筑业蓬勃发展,推动粉刷维修需求的增长,仰光城更可见住宅和商业发展项目。

亚洲开发银行(ADB)预计,缅甸经济于2016至2017财年增长8.4%,比前个财年高1.2个百分点。根据牛津商业集团(Oxford Business Group)的信息,2014至2015财年,缅甸的国内生产总值同比增长7.7%,2015至2016财年预计可达8.3%。

缅甸经济的开放,政府在公共设施投资的增加,以及国内外发展商对发展住宅项目的兴趣上扬,支撑了当地的建筑业前景。

ISOTEAM旗下全资子公司TMS Alliances和Nippon Paint新加坡公司上月底成立合资公司ISOTEAM TMS(缅甸),TMS Alliances持有九成的股权。

许发说,进军新的市场总是困难的,但集团和Nippon Paint的合作将协助公司成功打入缅甸市场。

Nippon Paint是国际知名品牌,在缅甸市场已有八年业务经验,产品在缅甸分销商已超过22年。

此外,ISOTEAM在缅甸聘用的员工,不少是在新加坡为公司工作多年的缅甸人,已经升迁到管理职位,他们非常了解当地市场。

集团将瞄准缅甸的住宅和商业项目,但一开始会以中高端项目为主,包括新加坡及一些国际发展商业项目,例如吉宝置业(KeppeL Land)以及合(Wah Hip)。

集团计划在第一年设立五到八人的管理团队,以及20至30人的项目团队。ISOTEAM目前正在缅甸设立办事处,开银行户头以及招聘员工,预计可于下半年在新加坡, ISOTEAM

年进军印度尼西亚市场。

订单情况良好 集团对未来保持乐观

至于新加坡业务方面,由于经济增长放缓,人力成本继续上扬,许发说,集团未来在接单服务上12个月将会面对一些不利因素。

不过他对未来仍然保持乐观,因为集团的订单情况良好,竞标其竞争力,集团截至1月底的订单额为8970万元,是历史来的最高水平。

此外,新加坡政府持续投资为旧屋区改头换面,政府规定屋租约每五年就要重新翻过一次,并且不断推出新屋项目。

马来亚银行金证券分析师钟明在报告中指出,ISOTEAM在本地的销售,九成来自公共领域,集团的客户包括物业管理、政府机构加建发展局和家环境局(NEA),还包括住宅、商业、工业发展项目,以及中端项目。

本地的屋租重新翻工项目,不是由ISOTEAM承包的。集团1998年成立至今为3000多栋建筑完成全部,集团估计在本地维修及加建与改建市场占有20%在新加坡, ISOTEAM

Paint和SKK的组屋项目专属授权粉刷公司,就是说如果这两家油漆公司标到了政府组屋项目,ISOTEAM便能获得合约。另外,SKK标得格嘉兰、建屋局的工业项目和兵香粉刷项目,ISOTEAM也是指定的粉刷公司。

Nippon Paint是本地最大的油漆分销商,同样来自日本的SKK则排在前五名。钟明指出,ISOTEAM在采购油漆时可获得10%至50%的折扣。

钟明认为,ISOTEAM的一个弱点是在私人领域的市场份额较小。

对此,ISOTEAM试图通过并购拓展私人领域业务。它于去年8月完成收购四家业务相辅的公司,今年1月收购TMG Projects,这家公司为高价值的商业领域提供服务,让集团可涉足商场、工厂、学校、医院、高档酒店和住宅等领域。TMG Projects也利用先进的建筑技术,如钢筋混凝土方法,缩短工期时间,这个方法更完成成本效益和环保。



关键数据 | ISOTEAM上市以来股价走势图
市值 8970万元
本比(BE) 5.3
市净率(PB) 0.92
股本回报率(ROE) 21.40%
52周最高价 0.3275元
52周最低价 0.2425元
最后成交价 0.315元
2016财年每股净利 43万新元
半年每股盈利 3分
年化股息收益率 1.8%

RHB lists '25 jewels' in small-cap stocks

by Claire Huang
claireh@sp.com.sg

RHB's top 25 small cap picks

COMPANY NAME	TP	MKT CAP (\$M)	P/E (00)	P/B (00)	DIV YIELD (%)	ROE (%)
Cambridge Industrial Trust	NA	727.0	13.8	NA	0.8	NA
China Aviation Oil	1.28	688.8	8.2	7.6	0.8	3.6
China Everbright Water	0.82	1,248.0	17.2	14.1	1.0	0.0
First Sponsor	2.00	720.0	NA	NA	NA	NA
Fraser's Commercial Trust	1.40	1,023.0	12.8	6.5	0.8	0.9
Fu Yu Corporation	0.29	148.0	8.9	8.7	0.8	10.2
Global Invochem	0.28	28.7	NA	5.3	0.4	0.3
GL Limited	1.48	1,190.0	17.2	NA	0.7	NA
Haw Par	NA	1,797.0	9.8	NA	0.7	NA
Ho Bee Land	2.75	1,479.0	5.9	NA	0.6	NA
IPS Secure	0.60	107.0	47.4	9.8	1.1	5.5
IRRI-globet	0.91	489.9	9.2	11.5	1.1	0.2
ION-Global	0.41	88.3	9.4	7.4	1.1	0.0
International OUE Hospitality Trust	0.86	1,140.0	12.8	10.6	0.7	10.2
Oxley Holdings	0.91	1,289.4	24.5	6.7	2.8	1.7
Sheng Siong	1.00	1,263.0	22.2	20.9	5.2	5.1
Singapore Shipping	0.67	130.9	10.3	6.2	1.4	1.2
Singtelix Group	0.14	326.4	15.4	6.2	0.7	0.7
SIC Environment Holdings	1.26	1,534.0	19.0	15.1	1.3	1.2
SPACOM	0.92	61	NA	0.9	NA	3.1
Spackman United Engineers	NA	1,504.0	5.6	NA	0.8	NA
Thyrids Holdings	0.94	151.4	3.5	2.9	0.5	0.4
Yoma Strategic	NA	919.0	26.4	NA	1.4	NA

Notes: All prices as at March 25, 2016. NA = not available

Source: Bloomberg BNP

More than half of the stock picks are new companies that have never been featured by RHB before. New entrants include Cambridge Industrial Trust, China Everbright, Global Invochem, Mettech International, United Engineers and Yoma Strategic. Another one is Spackman Entertainment Group, whose business hinges on the Korean wave and had also produced several high grossing movies such as 'The Pirates'.

Ong Kian Lin, head of RHB Research, said he hopes that the selected companies graduate into mid-sized corporates over large caps in the near future. "The purpose behind our efforts is to unearth new stocks year after year to us unearth previously undiscovered, lesser known and/or under-researched companies, and

the chance to initiate research reports on all the companies at this stage. Its research coverage will progressively stretch to more of them if the companies' earnings are reported in line with their estimates".

The research team considered several factors in its evaluation, including managerial effectiveness, business model, financials and industry

STOCK COVERAGE

RHB Research
8 August 2016
Buy (TP: S\$0.51)

UOB Kay Hian
27 July 2016
Buy (TP: S\$0.53)

DBS Group Research
15 July 2016
Not Rated
(Potential Target S\$0.35)

Maybank Kim Eng
8 August 2016
Not Rated
(Market Consensus TP: \$0.52)

Lianhe Zaobao, May 2016

CAO, Sinarmas among RHB picks of small-cap gems

Handbook lists 25 firms with steady earnings, strong cash reserves and growth potential

Handbook lists 25 firms with steady earnings, strong cash reserves and growth potential

The handbook lists 25 firms with steady earnings, strong cash reserves and growth potential. The firms are categorized into various sectors, including infrastructure, consumer goods, and services. The handbook provides detailed financial data and analysis for each company, highlighting their strengths and growth prospects.



Ong Kian Lin, head of RHB Research, speaking at a press conference.

Distinguished Award (Overall Winner) | One Asia Awards 2015



"I see relationship building with our clients and business partners as one of my key roles. As CEO, I need to be an example to the staff so that everyone has this same mindset to deliver what we promise to our clients and business partners."

Anthony Koh, chief executive officer, ISOTEAM

DISTINGUISHED AWARD

A green leader in building maintenance

DISTINGUISHED Award winner ISOTEAM was founded in 1998 by Anthony Koh, chief executive officer, with two partners. Starting out as a painting company, the business grew rapidly to provide a suite of repairs and redecoration (R&R) and addition and alteration (A&A) services.

Listed on SGX-ST in July 2013, ISOTEAM is an established player in Singapore's building maintenance and estate up-keeping industry with over 15 years of R&R and A&A experience. It has successfully undertaken over 100 public and private sector R&R and A&A projects for nearly 3,000 buildings.

"An eco-conscious company, ISOTEAM integrates green methodologies in its projects and works with strategic partners and technology companies to develop and commercialise green solutions and products," says Mr Koh.

It also offers interior design and fit-out, landscaping, specialist coating and painting, height access equipment rental and handyman services. ISOTEAM is the exclusive paint applicator for Nippon Paint and SKK for the public housing sector and for SKK for JTC and HDB industrial projects and army camps. Its major customers include town councils, government bodies, and private sector building owners.

"As CEO, I set and implement the expansion plans and overall corporate and strategic development for ISOTEAM. I also oversee key functions such as marketing and tendering strategies, budget and cost controls, and resource planning and allocation," says Mr Koh.

"I see relationship building with our clients and business partners as one of my key roles because without them, there will be no us. As CEO, I

need to walk the talk and be an example to the staff so that everyone has this same mindset to deliver what we promise to our clients and business partners."

Mr Koh says his vision for ISOTEAM has always been to be Singapore's number one and preferred partner in total maintenance solutions. In this end, together with his two co-founders, he has grown ISOTEAM in terms of track record and brand reputation, as well as financial performance.

From simple painting jobs in the early days, ISOTEAM is now certified to undertake large scale painting jobs for HDB estates and performs major multi-million estate up-keeping projects. To date, ISOTEAM is undeniably a leader in its space, having completed works on nearly 3,000 buildings across Singapore and their brand is synonymous with quality and reliability.

OPERATIONAL UPDATES

R&R

- 16 projects completed in FY2016
- Moving into multi-storey car park (MSCP) term contracts
- Moving into HDB term contracts
- First National University of Singapore (NUS) contract
- 3 contracts awarded where ISOTeam was not the lowest tenderer



A&A

- 11 projects completed in FY2016
- Moving into HIP; invited for 4 tenders
- Completed 4 hawker centre projects; with 2 more on-going projects in Jurong East and Ang Mo Kio
- Lowest tenderer position in 3 other projects



• R&R: Punggol



• A&A: MSCP at Sengkang Compassvale Crescent Blk 295 and at Kim Keat linkway

OPERATIONAL UPDATES

ISOTeam C&P

- 13 projects completed in FY2016: Yishun Community Hospital, Mapletree Business City II
- Prestigious jobs in hand: Tanjong Pagar Centre and Tampines Town Hub
- Strong year on year revenue and profit growth



Zara@ISOTeam

- 32 ID projects completed in FY2016 including two significant residential and retail jobs
- Attained BizSafe level 3
- Currently fitting out largest project to date at Aloha Changi worth S\$11.9 million



- *C&P: Yishun Community Hospital and Tanjong Pagar Centre*



- *ID: Living room of a residential project*

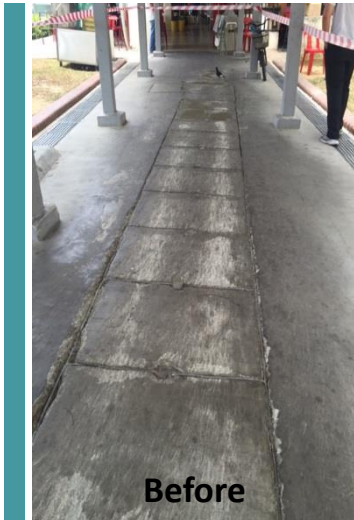
OPERATIONAL UPDATES

ITG-Green

- Newly launched proprietary in-house brand, RevoFlor: MMA System and Anti-slip Treatment
- Undergoing development and testing for fireproofing intumescent paint
- Exploring new product such as fireproof electrical cables and trays

ISOTeam Access

- Fleet management system fully implemented
- Renewal of fleet: 15 boom lifts and 61 scissor lifts, lowering average age of fleet to 9 years from 14 years



Before



After

- *RevoFlor Anti-slip treatment*



- *Renewed fleet with more modern scissor lifts and boom lifts*

OPERATIONAL UPDATES

ISO-Landscape

- Installation and maintenance of Punggol Waterway project completed
- HDB upgrading project at Teban Garden completed



ISOTeam TMG

- 8 Major projects completed in FY2016
- A preferred and trusted partner in architectural design and services for clients like prestige showrooms, Resorts World Sentosa and hospitality sectors
- Completed projects: Bentley and Aston Martin showroom; and RWS Palio restaurant



- *Floating Wetlands project featured in Straits Times*



- *RWS Palio restaurant; Aston Martin showroom*



OPERATIONAL UPDATES

ISOHomeCare

- 1-stop solutions portal that offers stress-free and effortless home maintenance services
- Gaining traction; capitalizing on trend of people going online to search for services
- Expanded services to waterproofing and carpentry
- Increased promotion via OOH (out of home) advertising - bus
- Soon to launch Mobile App
- Ongoing CSR efforts helping the needy in Singapore



ISOHOME CARE GAINING TRACTION



2558 Facebook Likes



Angeline Chua reviewed ISOHomeCare.com — 5★
November 7, 2015 · 🌐

Dear ISOHomeCare,

I am writing to you today to compliment the service that you have kindly provided me with. Thank you for arranging the plumbing service for me and my family on such short notice.

On the 30th October, I called ISOHOME CARE around 930pm for an urgent help as my house was flooded due to a choke in my kitchen basin. I was notified that you and your team were heading for a company event the next day at 430am and may not be able to attend to me. However, you calle... See More



SK Yong reviewed ISOHomeCare.com — 5★
June 7 · 🌐

Excellent service provided to me on 7.6.2016 in running heater point and installation of instant heater in my kitchen toilet.

Like Comment Share

ISOHomeCare.com



全新应用程序 直接预约工匠

水龙头滴水，需要找人维修？家具坏了，却没有人帮忙组装？ISOHomeCare 发布全新应用程序，顾客一指在手，只需拍下照片，就能直接预约工匠。

白和达表示，虽然已经设立网站，但网站的缺点是：所有维修和组装工作，无论难度都是统一定价。

“但有时，工匠上门后才发现，某些工作比较复杂，或需要较多人力。”

每当遇到这样的情况，公司仍会选择原价，不会向顾客收取额外的费用，以建立信誉。

但是，为了解决报价不准确的问题，公司已计划在本月24日推出全新应用程序，允许顾客直接拍下需要维修或组装的物品，再将照片上传给ISOHomeCare的客服人员。

白和达解释，客服人员能通过应用程序，为顾客安排好工匠上门的时间，工匠也能通过照片直接了解问题所在，提供更准确的报价。

杨浚鑫 报道 yeoch@sph.com.sg

赖南达 摄影

招牌是有经验的工匠，通过网站为顾客提供预约的服务，本土公司致力改善维修的面貌，走向更专业与便捷的服务。

去年8月创立的ISOHomeCare，是本地上市公司ISO Team旗下独资子公司TMS Alliances新设的一个部门。

ISOHomeCare的营运经理白和达（29岁）在这行拥有约五年的经验，目前领导该部门的发展。

他表示，母公司每年承担约30项组屋翻新计划，很多时候，住户在翻新计划结束后，

白和达说：“对于我们而言，没有任何工作是微不足道的，即使只需要我们帮忙钻一个洞，我们也会接下工作。”

他也指出，目前，市场上的工匠大多是“单打独斗”，但他们的年纪越来越大，功夫可能会随着他们退休而失传。

公司因此希望吸引更多有经验的工匠加入他们的行列，协助训练年轻的外籍工人，以传承衣钵。

希望工匠能继续为他们的住家服务，但公司对于承包商身份不能接下工作。

新设的ISOHomeCare因顾客在这方面的需求，通过聘请一些具有丰富经验的工匠，为顾客提供各类服务，包括家具安装、电路铺设、水管疏通、修补漏水等等。

白和达说：“对于工匠而言，没有哪份工作是不值得的，即使只需要我们帮忙钻一个洞，我们也会接下工作。”

白和达也坦言，国人对于外籍工人还是有歧视心理，他们希望通过专业的服务，逐步改变这种心态。

这包括，为所有维修和安装服务提供质保，一般为六个月。保证期间，如果出现任何问题，工匠会免费上门勘察。

此外，ISOHomeCare也设立网站，让顾客能直接上网预约服务，并提供奖励计划，花费最低30元就能获得积分。



Bernice Ho reviewed ISOHomeCare.com — 5★
February 2 · 🌐

I needed help with a couple of faulty ceiling lights. The man who came sorted out the problem, and readily made an extra trip to pick up additional parts at their base cost when I realised I had more faulty lights than I'd initially told them about. This is in stark contrast to my previous electrician, who had not only charged extra for the trip to pick up parts, but also (I NOW realise) made an additional profit selling the spare parts to me! Will definitely return for any handyman help I need in future. Thank you!

Like Comment Share

ISOHomeCare.com, Koh Anthony and Jon Ng Bing Xi



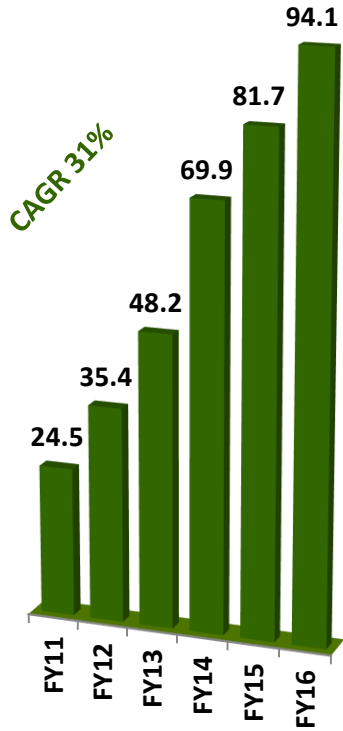
FINANCIAL HIGHLIGHTS



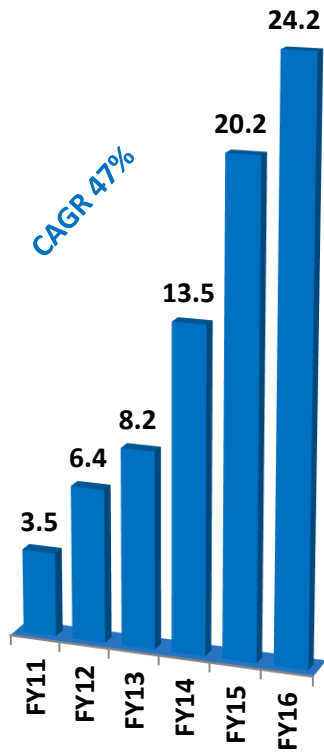


6 STRAIGHT YEARS OF RECORD PERFORMANCES

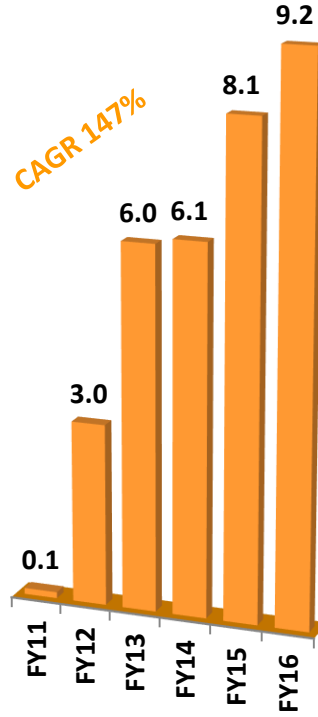
Revenue (\$'m)



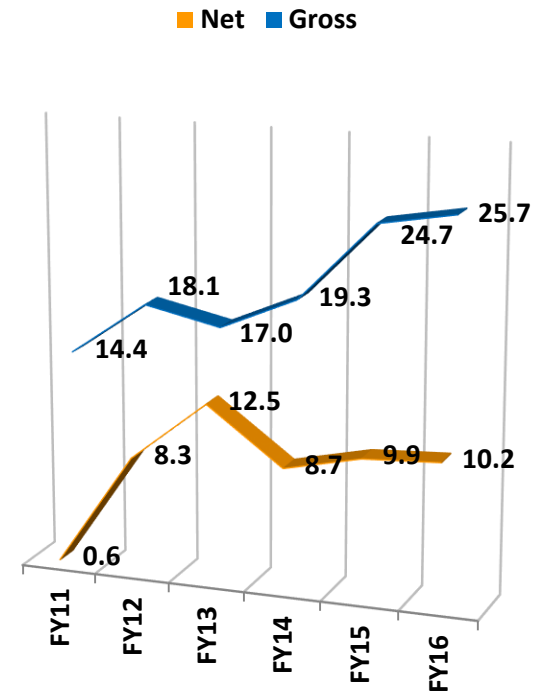
Gross Profit (\$'m)



Net Attributable Profit (\$'m)



Profit Margin (%)



Gross profit margin \uparrow 1.0 points

Net profit margin \uparrow 0.3 points



INCOME STATEMENT: EXPENSES

KEY EXPENSES (\$'M)	FY2015	FY2016	Chg (%)
Cost of sales	(61.5)	(70.0)	13.8
Marketing and distribution expenses	(1.1)	(1.8)	68.9
General and administrative expenses	(9.5)	(12.1)	27.5
Other operating expenses	(0.8)	(1.5)	94.2
Finance costs	(0.3)	(0.4)	52.0
Tax expense	(1.4)	(0.7)	(49.8)

Marketing and distribution expenses

- Increase in depreciation and vehicle running expense
- Increase in staff costs from acquisition of subsidiaries

General and administrative expenses

- Increase in staff costs, depreciation of fixed assets and overhead costs due to expansion of business and acquisition of new subsidiaries

Other Operating Expenses

- Increase mainly due to amortization of intangible assets

KEY FINANCIAL HIGHLIGHTS

KEY HIGHLIGHTS	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
PROFITABILITY RATIOS⁽¹⁾						
Earnings Per Share ⁽²⁾ (cents)	0.17	2.51	5.11	5.19	3.33 ⁽³⁾	3.05
Return On Assets (%)	0.7	7.7	9.1	12.3	11.1	9.60
Return On Equity (%)	1.6	17.4	20.5	23.5	18.1	16.8
BALANCE SHEET						
Current assets (S\$'m)	13.2	20.9	28.0	43.9	61.0	71.5
Cash and bank balances (S\$'m)	3.5	5.5	8.5	17.6	32.3	34.1
Net current assets (S\$'m)	2.6	6.6	10.4	20.8	33.8	35.4
Net assets (S\$'m)	9.2	12.1	14.6	25.8	46.4	53.9
KEY OPERATING RATIOS						
Profit before tax margin (%)	1.0	7.1	6.8	9.6	12.0	10.4
Net profit margin (%)	0.6	5.9	6.2	8.7	10.3	9.6

(1) Adjusted and Normalised

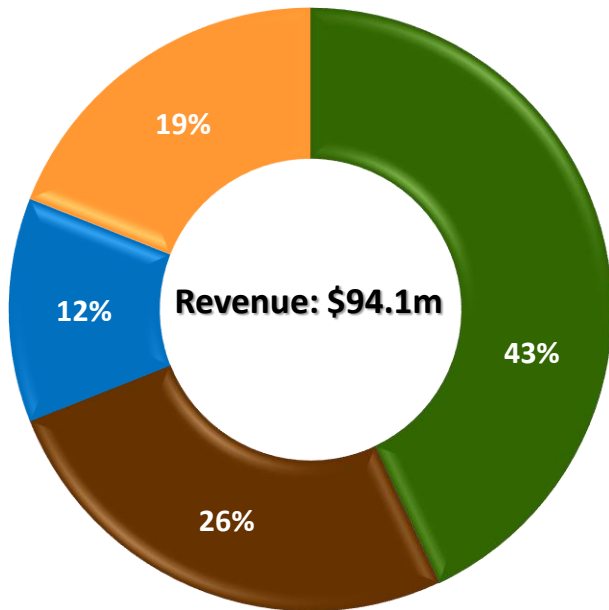
(2) Calculation of EPS is based on the weighted average number of ordinary shares of 251,797,654 shares in FY2015 and 285,746,788 shares in FY2016

(3) Restated following the 1-for-1 bonus issue on 29 February 2016

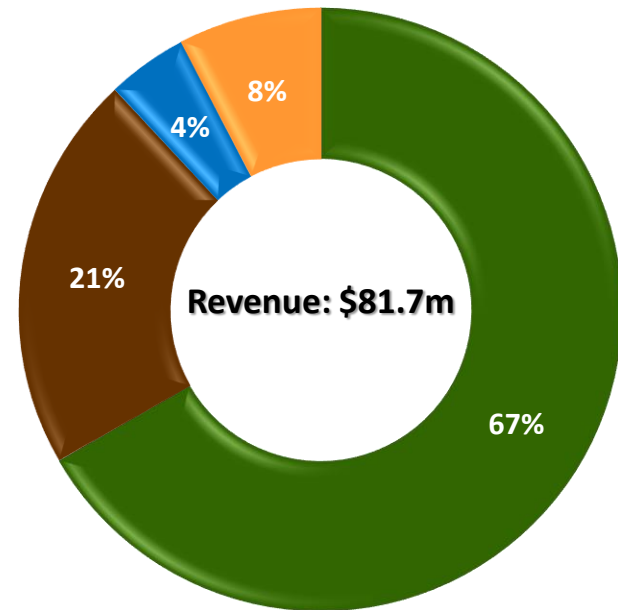


SEGMENT INFO: REVENUE

FY2016 (\$'m)



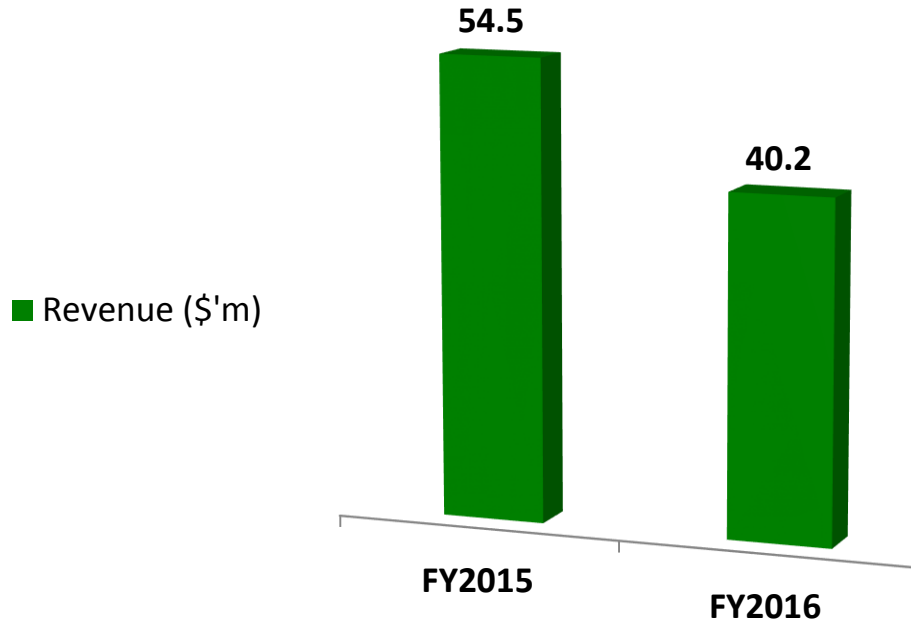
FY2015 (\$'m)



- R&R
- A&A
- C&P
- Others

• "Others": Commercial interior designs (ID); home retrofitting business, landscaping works; leasing service; waterproofing and green solutions business.

R&R SEGMENT



Decline in revenue due to slower rate of contracts being awarded. This is partially because of the redrafting of GRC boundary lines / reconstitution of Town Councils following the last elections.

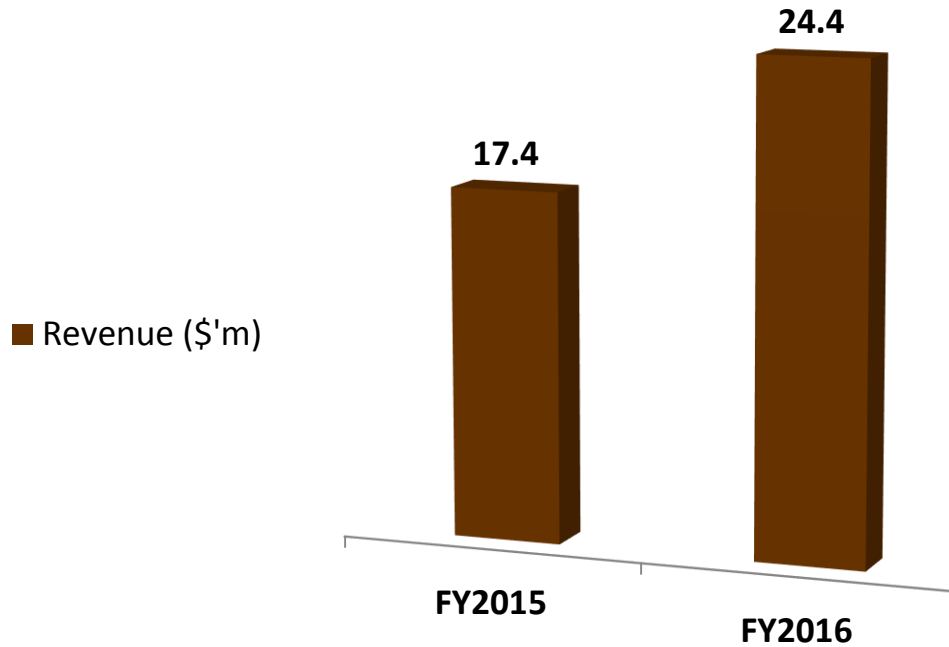
Key projects:

- Pasir Ris-Punggol Town Council
- SKK (S) Pte Ltd
- HDB
- Tanjong Pagar Town Council
- Tampines Town Council



L to R: R&R works at Bishan; Punggol; Bukit Merah; and Multi-storey Carpark at Hougang

A&A SEGMENT



Revenue ↑
40.1%

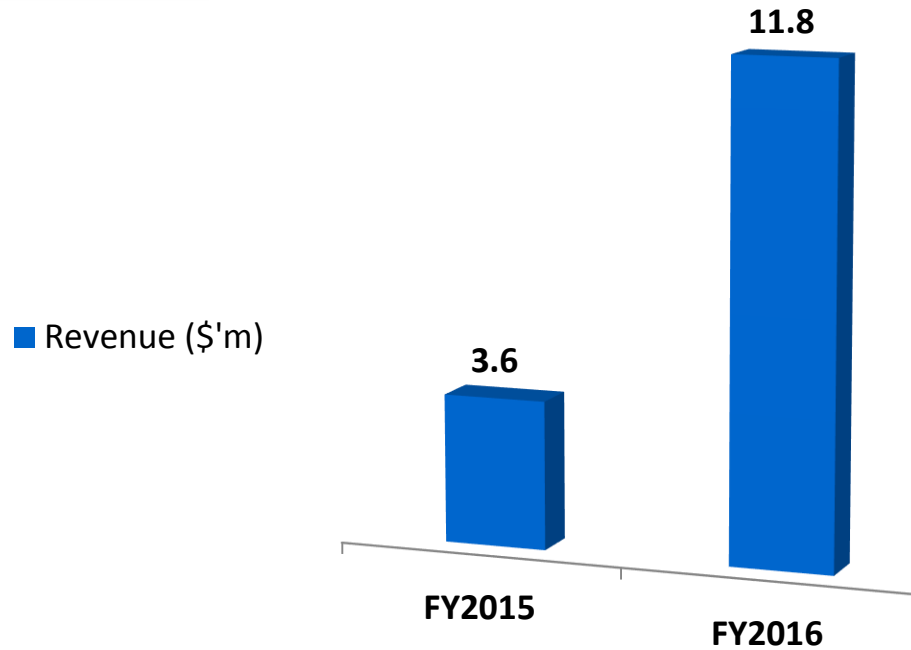
Key projects:

- Pasir Ris-Punggol Town Council
- Marine Parade Town Council
- Tampines Town Council
- Chua Chu Kang Town Council
- Bishan-Toa Payoh Town Council



L to R: A&A works at Aloha Loyang; Jurong West (2nd and 3rd image); and Kim Keat

C&P SEGMENT



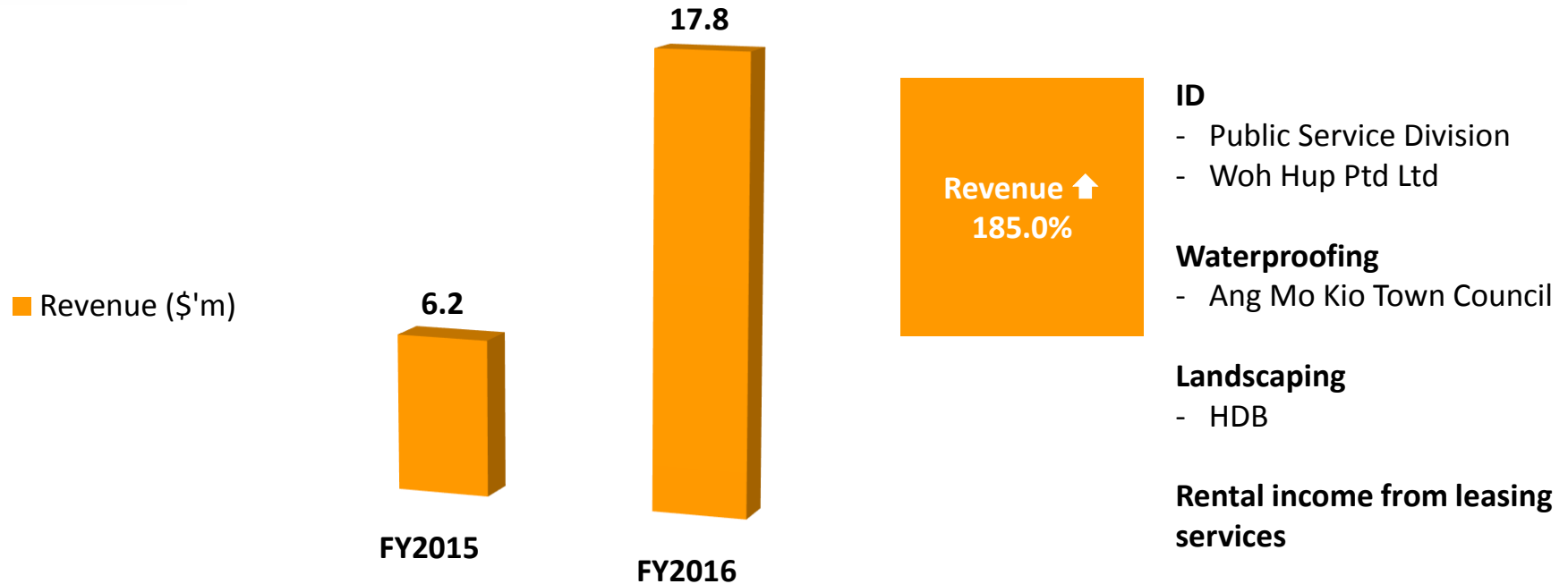
Key projects:

- Welltech Construction Pte Ltd
- Sato Kogyo (S) Pte Ltd
- Singapore Piling & Civil Engineering Pte Ltd
- San Keong Construction Pte Ltd
- Soil-Build (Pte) Ltd



L to R: Coating and painting works at Mapletree Business City II; National Art Gallery; Tampines Town Hub; and Tanjong Pagar Centre

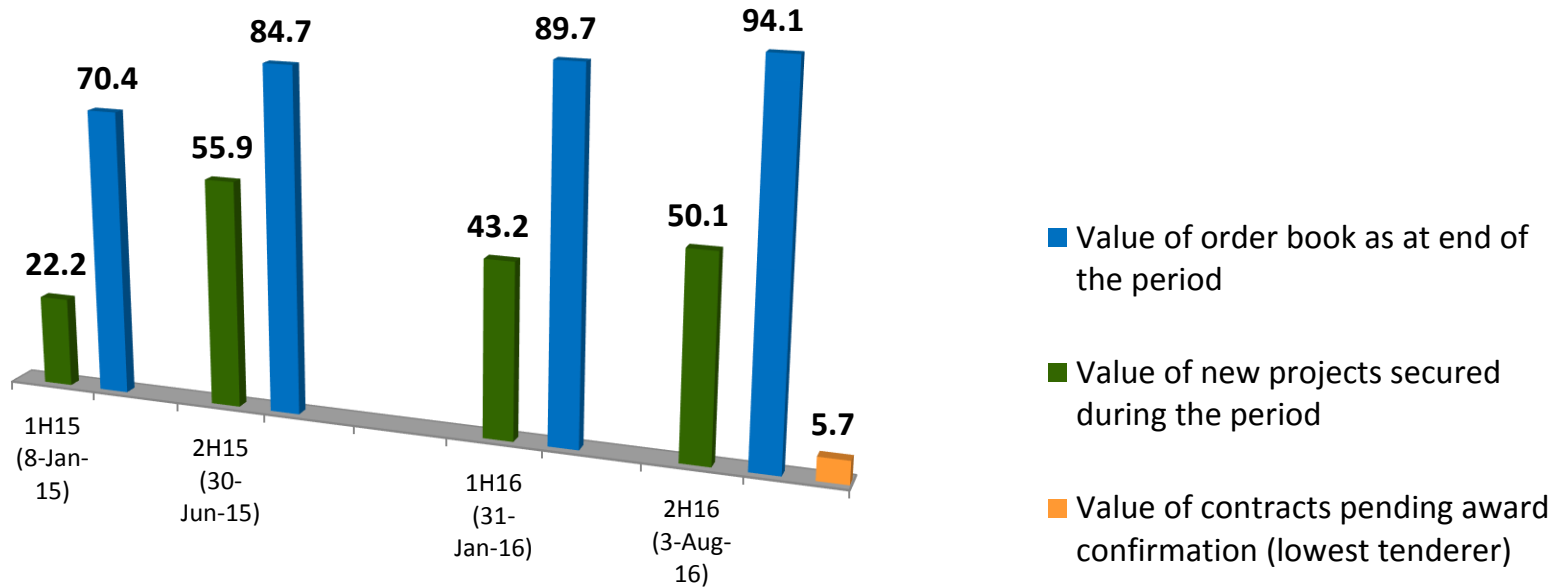
OTHERS SEGMENT



L to R: Solar panel installation; waterproofing at Compassvale Crescent / Street; and landscaping works for Punggol Waterway Park – floating wetlands and terrace

Others: Comprise commercial interior designs (ID); home retrofitting business, landscaping works; leasing service; waterproofing and green solutions business.

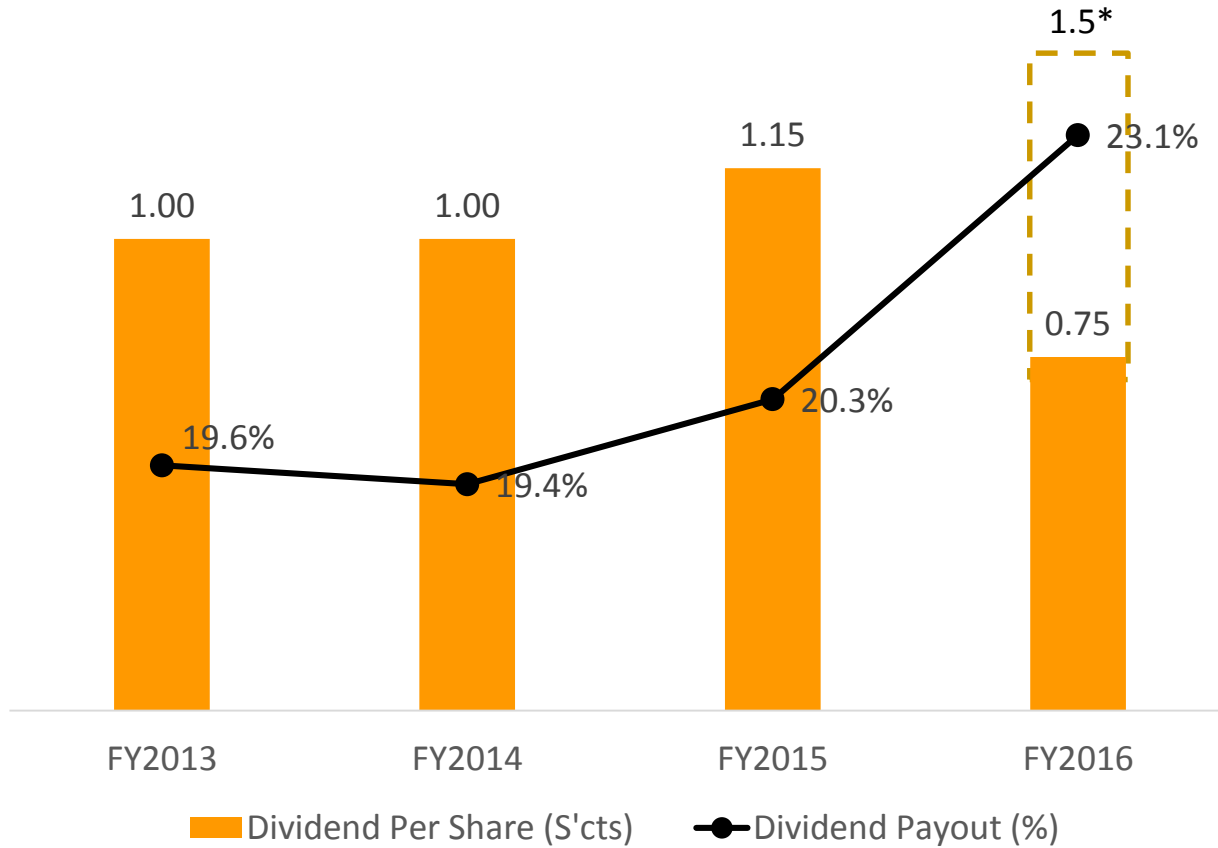
ORDER BOOK TREND: RECORD HIGH



Record book orders of \$94.1 million as at 3 August 2016 to be progressively delivered over the next two years

Pending award confirmation for 3 projects, National Environment Agency (R&R), Selegie Road reroofing project, Ministry of Health (R&R)

DIVIDEND



* Not taking its 1-for-1 bonus share issue on 23 February 2016 into consideration, ISOTeam's dividend per share would have been 1.5 Singapore cents



BUSINESS PLANS



OPPORTUNITIES IN SINGAPORE



Government Initiatives

- HDB: HIP + Ongoing rejuvenation of mature and middle-aged estates
- URA: LUSH Programme
- NEA: HUP



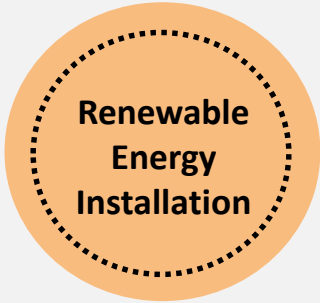
Regulatory Requirements

- External building walls repainted at intervals of not more than 5 years



Greening Trends

- 80% of buildings to be Green Marked by 2030



Renewable Energy Installation

- EDB-led SolarNova will accelerate the deployment of Solar Power in Singapore – to have **350 MWp** of solar power in the country **by 2020**
- Hydrogen Fuel Cells may potentially be implemented in more public housing blocks in Singapore

STRATEGY: GROW CORE BUSINESS IN SINGAPORE AND OVERSEAS

1. Expand R&R and A&A services into untapped sectors in Singapore

- Public sector: Education institutions + Army camps
- Private sector: MCST + Industrial + Commercial
- ...at the same time, active tenders for HDB and Town Councils jobs

2. Replicate and export capabilities in R&R and A&A overseas

- Tap into infrastructure boom in the region
- Nippon Paint in Myanmar
 - ✓ Pursue market penetration
- Signed an MOU to provide fitting out services to reputable developers in Malaysia
- SKK Paint
 - ✓ in discussion on plans to enter Indonesia market



MYANMAR: CONSTRUCTION BOOM-DRIVEN GROWTH

Construction sector GDP growth: To grow from 7.7% in
2014/2015 to **8.3%** in 2015/16⁽¹⁾



(1) Oxford Business Group <http://www.oxfordbusinessgroup.com/myanmar-2016/construction-real-estate>

(2) <http://business.asiaone.com/news/buildtech-yangon-2016-advances-myanmars-building-construction-sector#sthash.V1mzq8KD.dpuf>

Boom drivers⁽²⁾

- Expanding economy
- Increased government investment in public infrastructure
- Housing demand by the population

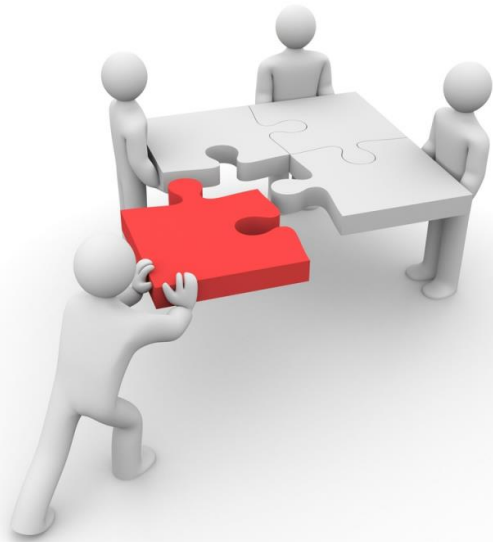
Leading to demand for top-quality paint and painters with good execution record

- Building of more mega-residential developments called “cities” by developers to cater to local and foreign investors
- Many of these “cities” are set to be completed in the next 1-2 years

Some large-scale projects include

- Golden City
- Star City
- Junction City
- Sky City

MYANMAR: MARKET STRATEGY



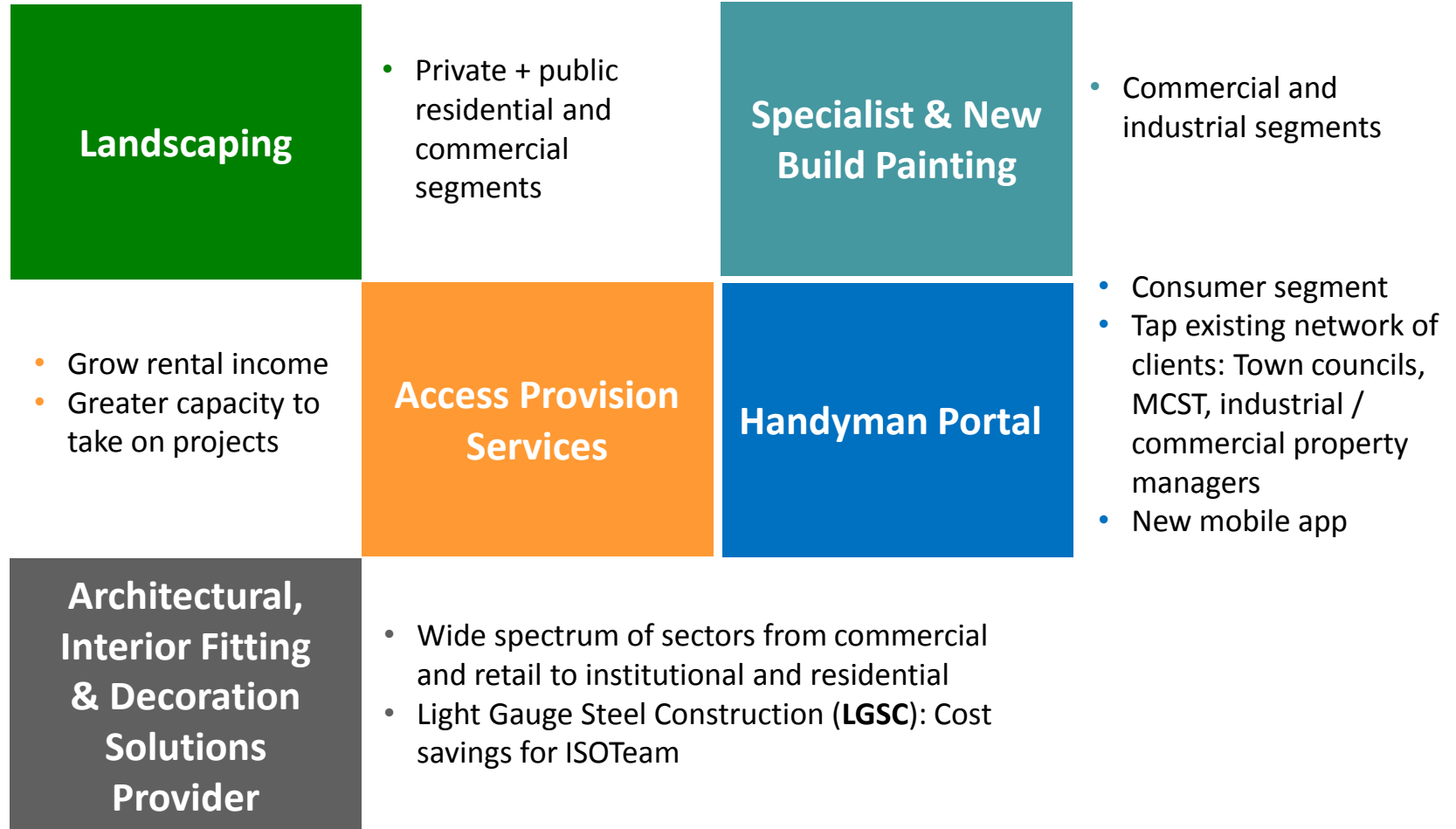
ISOTeam

Market Strategy

- Tapping on Nippon Paint Singapore's expanding sales distribution network in Myanmar
- Target residential home owners and commercial / retail building owners
- Specifically middle to high-end projects by Singapore and some international developers/owners, who are more likely to appreciate quality and reliability
- On-going expansion of on-ground team in Myanmar
- Plan to replicate our Singapore business model of 30% direct workers and 70% sub-contractors in our Myanmar operations

STRATEGY: ACHIEVE UPSIDE FROM SUBSIDIARIES

3. Scale up new business units to penetrate new customer segments



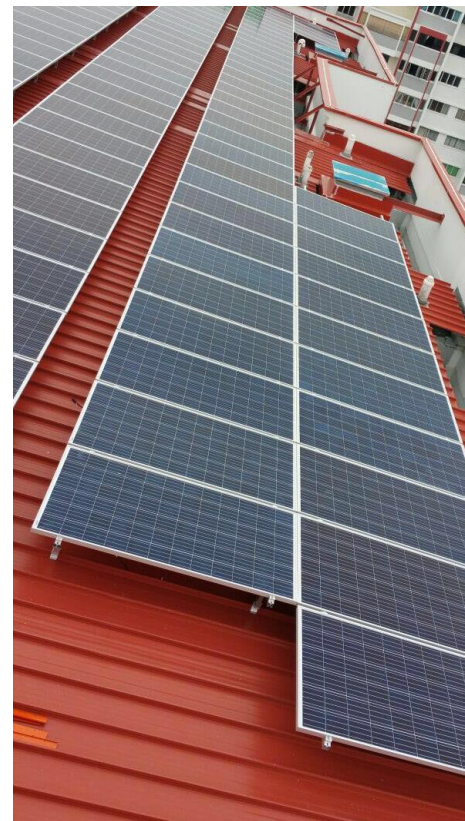


4. Renewables energy

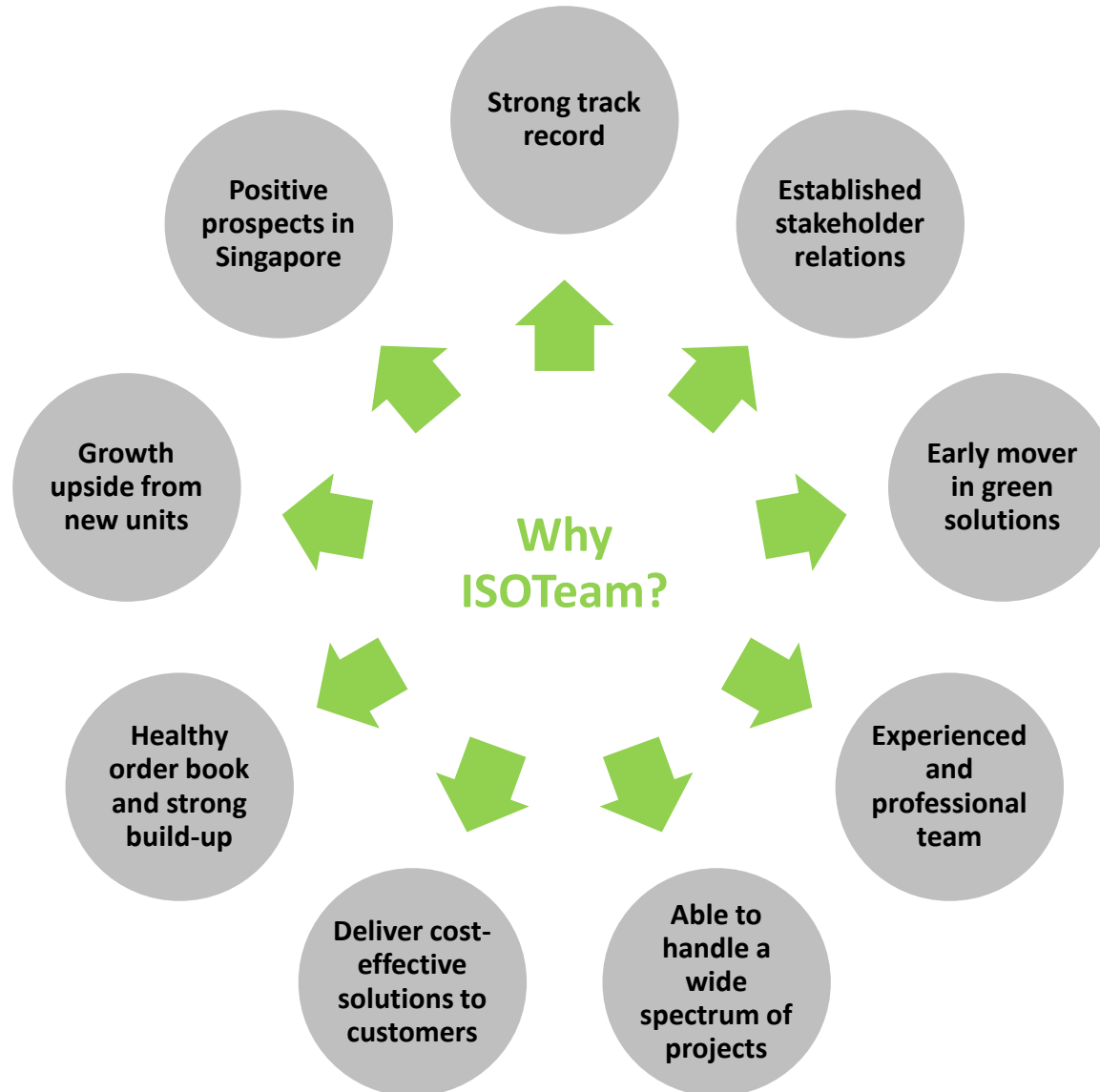
- Grow renewables energy installation business in Singapore
- Solar panels and hydrogen fuel cells

5. Focus on strategic investments and partnerships

- Develop and commercialise eco-conscious innovations
- Continue to be on the look out for M&A opportunities



ISOTEAM'S INVESTMENT MERITS





THANK YOU Q&A SESSION



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