



ISOTEAM LTD.
FY2015 RESULTS PRESENTATION
28 AUGUST 2015

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").



CONTENT

1. About ISOTeam
2. Key Highlights in FY2015
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ISOTEAM BUSINESS OVERVIEW

An experienced R&R (Repairs and Redecoration) and A&A (Addition and Alteration) service provider with a proven track record in implementing eco-conscious solutions in Singapore

Since 1998, ISOTeam has completed more than 300 projects in R&R and A&A for over 3,000 buildings

Strong 15-year Track Record

Early Mover Advantage In Eco-conscious Solutions

Established Relationships With Various Stakeholders

Industry Recognised Safety And Management Systems

Experienced And Professional Management Team

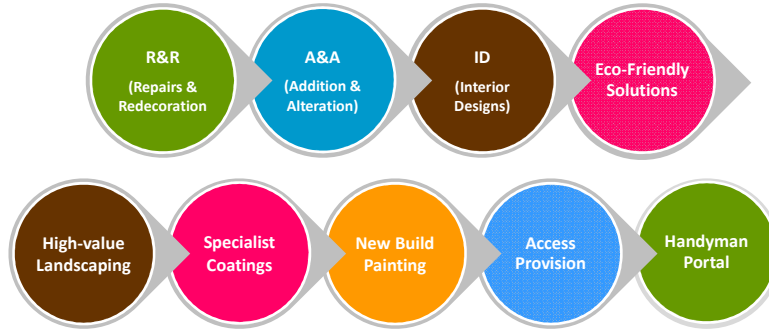
ISOTEAM

THE COMPLETE BUILDING & MAINTENANCE TEAM | PAGE 4



The Complete Building & Maintenance Team

Comprehensive Suite of Building and Maintenance Services...



...Integrated with **Green** initiatives

- Green procurement policies
- Green construction methodologies
- Green partnerships



CORPORATE STRUCTURE

ISOTEAM LIMITED	100%	Raymond Construction Pte Ltd	▪ A&A
	100%	ISO-Team Corporation Pte Ltd	▪ A&A ▪ R&R
	100%	TMS Alliances Pte. Ltd.	▪ R&R
	100%	ITG-Green Technologies Pte. Ltd.	▪ Eco-friendly solutions / products
	100%	ISO-Seal Waterproofing Pte. Ltd.	▪ Reroofing ▪ Waterproofing
	51%	Zara @ ISOTeam Pte. Ltd.	▪ Interior fitting out works
	100%	ISOTeam Access Pte. Ltd.	▪ Rental/sale of height access equipment
	100%	ISOTeam C&P Pte. Ltd.	▪ Painting ▪ Coating
	100%	ISO-Landscape Pte. Ltd.	▪ Niche landscaping ▪ Horticultural services
	100%	Industrial Contracts Marketing (2001) Pte. Ltd.	▪ Fireproofing ▪ Floor-coating application ▪ Private sector new-build painting





R&R BUSINESS – ONE OF SINGAPORE’S TOP PLAYERS



- Niche expertise: “live” building projects
- Over 300 public housing & 650 private residential projects since 1998
- Exclusive applicator for
 - SKK - public housing sector (since 1998) + JTC/HDB industrial projects and army camps (since 2013)
 - Nippon Paint - HDB and town councils sector (since 2004)
- Wide-ranging customer segments in the public and private sector
- BCA L5 Financial Grading (CR09)



A&A BUSINESS – A RECOGNISED INDUSTRY LEADER



- NRP: Over 18 projects worth over \$120m
- HUP: Over 15 projects worth over \$35m
- Linkways: More than 15 projects
- Wide ranging customer base with the main source of income from public sector estate upgrading programmes
- BCA B1 Financial Grading (CW01)



ID BUSINESS – BURGEONING GROWTH



- Completed more than 41 interior design projects worth over \$4.7 million since launch in 3Q2013
- Customer segments: commercial, industrial, residential projects



LANDSCAPING BUSINESS – HIGH VALUE SERVICES



- Specialist Services**
- Green roofs
 - Vertical gardens
 - Floating wetlands

- Customer Segments**
- Private / public residential
 - Private / public commercial



Landmark Project: Floating Wetlands at Punggol Waterway Park





SPECIALIST COATINGS & PAINTING BUSINESS – A NEW NICHE



Projects completed include: • Asperia • National Art Gallery • National Heart Centre • Victoria Theatre
• St. Nicholas School • Seagate • Westgate

Types of Services / Products

- Special architecture coatings and structural protection systems
- Fire-proofing paint and application
- Epoxy floor coating application
- Specialist coating products: HiPAC and HiKOTE
- Painting services for new-builds and private sector

Customer Segment (via developers and main contractors)

- Commercial
- Industrial
- New build public and commercial buildings
- Institutional eg hospitals



ACCESS PROVISION BUSINESS – INCREASED COST EFFICIENCY



- Source of recurring rental income
- Boost capacity to take on more projects
- Cost efficiency for customers
- Cost savings from using own fleet

Types of Services/Products

- Rental and/or sale of equipment used for R&R and in the construction industry eg boom and scissor lifts

Current Fleet Size

- Over 152 access-provider related equipment





HANDYMAN PORTAL: WWW.ISOHOMECARE.COM



1-stop solutions portal that offers stress-free and effortless home maintenance services

Launched 18 August 2015

Capitalise on trend of people going online to search for services

Types of Services

- Plumbing
- Electrical wiring
- Home painting
- Furniture dismantling and assembly
- General Repairs and installations
- No-obligation expert consultation on maintenance services

Customer Segments

- Private / public residential
- Commercial



Unique Selling Points

- Large and ready pool of expert in-house handymen
- Skilled in a wide range of services
- Warranty period for all jobs
- Transparent pricing
- Hassle-free payment system
- Instant appointments



ECO-FRIENDLY SOLUTIONS

An **early mover** in green solutions...

ISO Team is ready for...

- Singapore government's "Green Policy" for buildings
- BCA Green Mark Standard projects



Green Procurement Policy

- Products that are:
- Eco-friendly
 - Eco-sustainable



Green Construction Methodology

- Re-duce
- Re-use
- Re-cycle

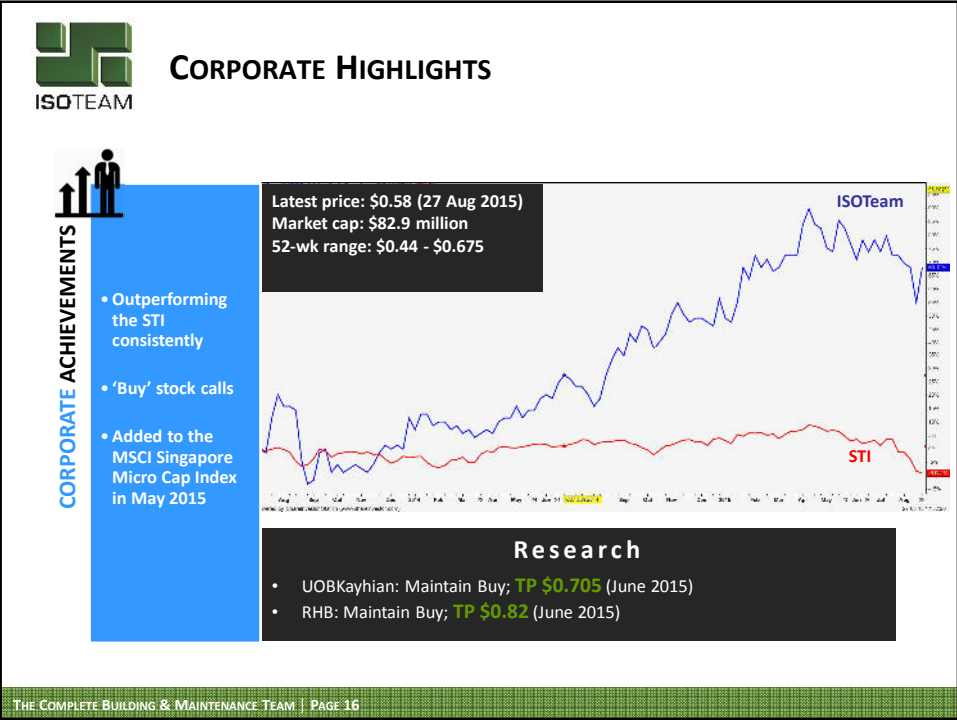
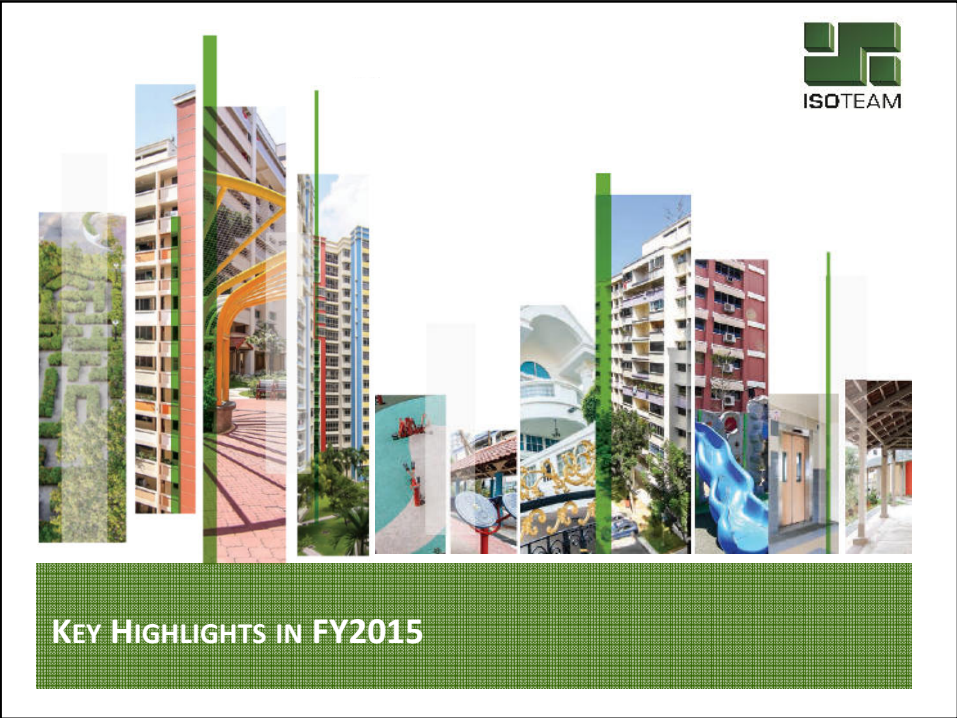


Green Partnerships

- Develop/commercialise green products

Types of Products

- Thermal insulating plaster
- Anti-slip clear coating
- Nano-Titanium dioxide photocatalytic coating
- Composite timber decking





CORPORATE HIGHLIGHTS



M&As

- Acquired **4** new business units for **\$11 million** satisfied by part cash and part share as announced on 27 October 2014



Partnerships

- Doubled **Nippon Paint** Singapore's strategic stake to **5.93%** in December 2014; Raised \$1.4 million



Share Placement

- Placed out **9 million new shares** at \$0.58/share to institutional and individual investors in May 2015; raised \$5.04 million

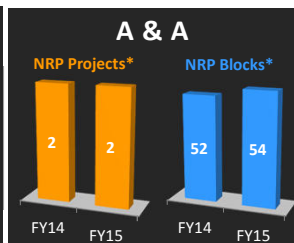
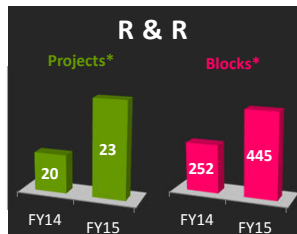


OPERATIONAL HIGHLIGHTS



OPERATIONAL MILESTONES

- Completed over **300** R&R and A&A projects for over **3,000** buildings since 1998
- Strengthened position in HUP segment
- Successfully diversified + expanded suite of services



Others... Unlocking Synergies

ID | C&P | Landscaping | Handyman services:

New businesses progressing well

In FY2015 completed...

- 5** hawker centres
- 55** linkways
- 26** drop-off porches

* Refers to number of projects / blocks that were completed



SUMMARY: COMPLETED MAJOR PROJECTS IN FY2015

TYPE	PROJECT	CUSTOMER	NO. OF BLKS	VALUE
A&A	Yishun Ave. 6 and 11	Nee Soon Town Council	35	10.73
A&A	Serangoon Avenue 2 and 3 (NRP)	Marine Parade Town Council	19	9.67
R&R	Bukit Batok West Avenue 2, 4, and 7	SKK (S) Pte Ltd	15	1.58
R&R	Hougang/Serangoon North/Paya Lebar Estate	SKK (S) Pte Ltd	80	8.90
R&R	Amoy Street / Dunman / Sembawang Hill Food Centres	National Environment Agency	NA	3.16
R&R	Pasir Ris Street 11	Pasir Ris-Punggol Town Council	17	3.58
R&R	Anchorvale Lane	SKK (S) Pte Ltd	12	1.91
R&R	Toa Payoh Lorong 1, 3, 4 and 5	SKK (S) Pte Ltd	10	3.10
R&R	Hougang St. 51/52/Ave. 8	Pasir Ris-Punggol Town Council	33	4.76
R&R	Ang Mo Kio Central Avenue 6, 8 and 9	Ang Mo Kio Town Council	27	4.81
R&R	Bukit Batok East Division	Jurong Town Council	14	2.59
R&R	Bedok North Avenue 3 and Street 2	East Coast Town Council	10	3.07
R&R	Choa Chu Kang Avenue 2	Chua Chu Kang Town Council	11	1.60
R&R	Pasir Ris Drive 1, 3 and 10	Pasir Ris-Punggol Town Council	26	2.60
R&R	Pasir Ris Drive 10 and Street 72	Pasir Ris-Punggol Town Council	26	6.15
R&R	Pasir Ris Street 71	Pasir Ris-Punggol Town Council	17	3.15
R&R	Geylang Bahru, Sims Place/Drive and Kallang Bahru	Moulmein-Kallang Town Council	24	5.79
R&R	Toa Payoh Lorong 1, 2, 4 and 5	Bishan-Toa Payoh Town Council	15	2.56
R&R	Toa Payoh Lorong 1 and 2 and Toa Payoh North	Bishan-Toa Payoh Town Council	15	2.27
R&R	Jalan Tenteram/ Whampoa Drive	Moulmein-Kallang Town Council	16	4.78
Total			422	86.74



FY2015 FINANCIAL PERFORMANCE

12 MONTHS ENDED 30 JUNE 2015



FINANCIAL HIGHLIGHTS



FINANCIAL PERFORMANCE

- Record financial performance
- Higher expenses relating to business acquisitions and expansion
- New revenue streams from acquisitions
- 1.15¢/share cash dividend
- Healthy order book and build-up

F Revenue ↑16.9% y-o-y
Attributable profit ↑34.1% y-o-y

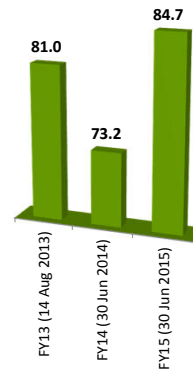
Y R&R: **Outperformed**

1 A&A: **Healthy profit margin**

5 Others: **9-fold revenue growth**

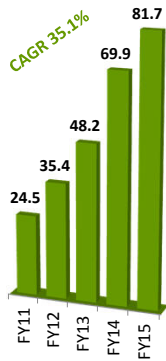
20.3% dividend payout

Order Book Trend

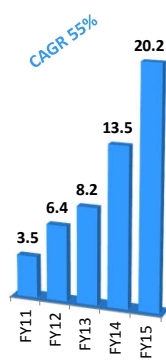


SCORE CARD: SETTING NEW RECORDS AGAIN

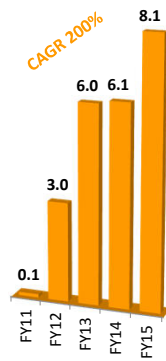
Revenue (\$m)



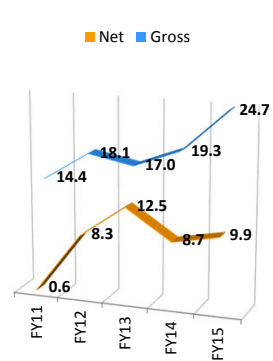
Gross Profit (\$m)



Net Attributable Profit (\$m)



Profit Margin (%)



FY15 vs FY14

Revenue ↑16.9%

Gross profit ↑49.3%

Net attributable profit ↑34.1%

Gross profit margin ↑5.4 points
Net profit margin ↑1.2 points



INCOME STATEMENT: EXPENSES

KEY EXPENSES (\$'m)	FY2014	FY2015	Chg (%)
Cost of sales	(56.4)	(61.5)	9.1
Marketing and distribution expenses	(0.7)	(1.1)	54.7
General and administrative expenses	(6.3)	(9.5)	50.1
Other operating expenses	-	(0.8)	NM
Finance costs	(0.4)	(0.3)	(28.8)
Tax expense	(0.6)	(1.4)	120.8

Increase in general and administrative expenses:

- Staff and overhead costs – business expansion and acquisition of new subsidiaries
- Directors' performance bonus
- Professional fees – acquisition of new subsidiaries

Increase in other operating expenses:

- Amortisation of intangible assets and goodwill written off



KEY FINANCIAL HIGHLIGHTS

KEY HIGHLIGHTS	FY2011	FY2012	FY2013	FY2014	FY2015
PROFITABILITY RATIOS ⁽¹⁾					
Earnings Per Share ⁽²⁾ (cents)	0.17	2.51	5.11	5.19	6.66
Return On Assets (%)	0.7	7.7	9.1	12.3	11.1
Return On Equity (%)	1.6	17.4	20.5	23.5	18.1
BALANCE SHEET					
Current assets (S\$m)	13.2	20.9	28.0	43.9	61.0
Cash and bank balances (S\$m)	3.5	5.5	8.5	17.6	32.3
Net current assets (S\$m)	2.6	6.6	10.4	20.8	33.8
Net assets (S\$m)	9.2	12.1	14.6	25.8	46.4
KEY OPERATING RATIOS					
Profit before tax margin (%)	1.0	7.1	6.8	9.6	12.0
Net profit margin (%)	0.6	5.9	6.2	8.7	10.3

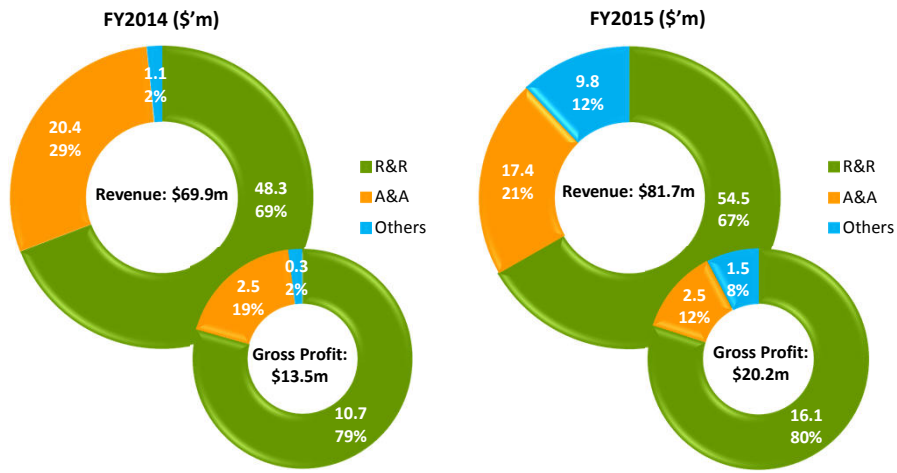
(1) Adjusted and normalised

(2) FY2012 – FY2013 EPS is based on share capital of 117,595,831 shares in issue; FY2014 and FY2015 EPS are based on weighted average number of ordinary shares.





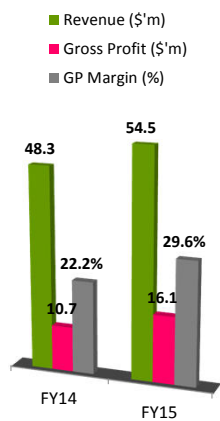
SEGMENT INFO: REVENUE & GROSS PROFIT



* "Others": Coatings and Paintings (C&P) works; commercial interior designs (ID); home retrofitting business; landscaping works; leasing service; waterproofing and green solutions business.



R&R SEGMENT: ANOTHER BUMPER YEAR



Revenue ↑12.7%
 Gross profit ↑50.5%
 Gross profit margin ↑7.4 points

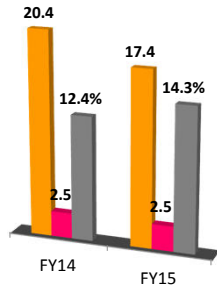
- Number of R&R projects completed and delivered
 - FY15: 23 comprising 445 blocks (FY14: 20 comprising 252 blocks)
- Major contribution from key projects that included
 - Pasir-Ris Punggol Town Council
 - SKK
 - Bishan-Toa Payoh Town Council
 - Moulmein-Kallang Town Council





A&A SEGMENT: IMPROVED MARGIN

- Revenue (\$'m)
- Gross Profit (\$'m)
- GP Margin (%)



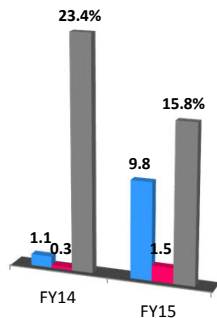
Revenue ↓14.6%	Gross profit ↓1.1%	Gross profit margin ↑1.9 points
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- Number of A&A projects completed and delivered
 - FY15: 2 projects comprising 54 blocks (FY14: 2 projects comprising 52 blocks)
- Major contribution from NRP projects that included
 - Choa Chu Kang Town Council
 - Tampines Town Council



OTHERS SEGMENT: QUANTUM LEAP

- Revenue (\$'m)
- Gross Profit (\$'m)
- GP Margin (%)



Revenue ↑756.6%	Gross profit ↑479.8%	Gross profit margin ↓7.6 points
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Completed and delivered 2 major ID projects among other residential projects

- Aloha Loyang from Public Service Division

Onset of revenue from new acquisitions

- C&P projects: Works from Shimizu Corporation
- Landscaping projects: HDB

• "Others": Coatings and Paintings (C&P) works; commercial interior designs (ID); home retrofitting business; landscaping works; leasing service; waterproofing and green solutions business.





HEALTHY ORDER BOOK BUILD-UP: 1H2015

TYPE	PROJECT DESCRIPTION	No. OF BLKS	CUSTOMER	VALUE (\$'M)	EXPECTED COMPLETION DATE
R&R	Tampines Street 41 and 43; and Avenue 7 and 9 (including reroofing works to 10 such blocks)	22	Tampines Town Council	4.5	Feb 2016
R&R	Amoy Street / Dunman / Sembawang Hill Food Centres	-	National Environment Agency	3.2	Jan 2016
R&R	Redhill Close Redhill Road, Redhill Lane, Henderson Road and Bukit Merah Central	17	Tanjong Pagar Town Council	2.9	Jan 2016
R&R	Woodlands Street 81, 82 and 83	23	Sembawang Town Council	2.3	Nov 2015
R&R	Marsiling Drive and Marsiling Lane	13	SKK (S) Pte. Ltd.	1.9	Sep 2015
R&R	Compassvale Crescent / Street (reroofing works)	15	Pasir Ris-Punggol Town Council	0.6	Nov 2015
A&A	NRP @ Blk 241-259 Kim Keat Ave and Kim Keat Link	-	Bishan-Toa Payoh Town Council	3.5	Apr 2016
ID	Repairs and refurbishment @ Aloha Loyang	-	Public Service Division	3.2	Jul 2015
ID	Renovation: Methodist Girls' School at 11 Blackmore Drive	-	Methodist Girls School	0.1	Jan 2015
Total		90		22.2	

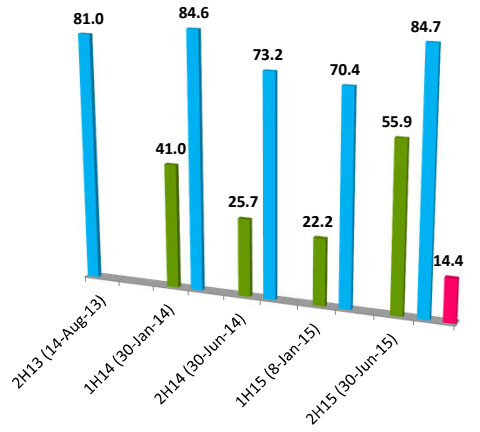


STRONG ORDER BOOK BUILD-UP: 2H2015

TYPE	PROJECT DESCRIPTION	No. OF BLKS	CUSTOMER	VALUE (\$'M)	EXPECTED COMPLETION DATE
R&R	R&R @ Punggol Field / Edgefield Plains	19	Pasir Ris-Punggol Town Council	3.57	Jan 2016
R&R	Revitalisation of shops @ block 32 New Market Road cum R&R to block 32 New Market Road and block 34 Upper Cross Street	2	Tanjong Pagar Town Council	3.78	Mar 2016
R&R	R&R and reroofing @ Jurong West	24	SKK (S) Pte. Ltd.	3.82	Mar 2016
R&R	R&R @ Punggol Field Walk / Edgedale Plains (3 rd lowest tenderer)	18	Pasir Ris-Punggol Town Council	3.57	Mar 2016
R&R	R&R @ Punggol Central / Punggol Place (2 nd lowest tenderer)	22	SKK (S) Pte. Ltd.	2.60	May 2016
R&R	Improvement works to multi-storey car parks	NA	Housing Development Board	11.90	Nov 2016
C&P	Painting works for Changi Airport Terminal 1	NA	Takenaka Corporation	0.39	Apr 2019
C&P	Painting works to a 7-storey multi-user and light Industrial factory at Woodlands Avenue 9	NA	Heng Tai Construction Pte Ltd	0.50	Oct 2015
C&P	Painting works to Mapletree Business City 2	NA	Shimizu Corporation	0.98	Dec 2015
NRP	R&R @ Hougang Avenue 8/10	24	Pasir Ris-Punggol Town Council	9.75	Feb 2017
NRP	ELU and R&R @ Serangoon Ave 3 and Serangoon Central Drive	13	Marine Parade Town Council	8.13	Aug 2016
R&R	R&R @ Compassvale Walk	26	Pasir Ris-Punggol Town Council	5.19	Jul 2016
R&R	R&R @ Tampines Street 43 and Street 44	13	Tampines Town Council	0.86	May 2016
A&A	Reroofing work @ Jalan Bukit Merah, Jalan Rumah Tinggi, Lengkok Bahru, Hoy Fatt Road, Stirling Road and Queensway	30	Tanjong Pagar Town Council	0.90	Jul 2016
Total		191		55.94	



ORDER BOOK TREND: STRONG EARNINGS VISIBILITY



Book orders of **\$84.7 million** as at 30 June 2015 to be progressively delivered over the next two years

& pending award confirmation of **\$14.4 million** of new contracts

- Value of order book as at end of the period
- Value of new projects secured during the period
- Value of contracts pending award confirmation (lowest tenderer)



IN LOWEST TENDERER POSITION

TYPE	PROJECT DESCRIPTION	NO. OF BLKS	CUSTOMER	VALUE (\$'m)
R&R	Void deck repainting to Nee Soon Town estate	234	Nee Soon Town Council	
R&R	Re-roofing @ Bedok North Road/Street	8	East Coast Town Council	
A&A	NRP/Electrical Load Upgrading @ Yishun Street 11	11	Nee Soon Town Council	
R&R	Reroofing works to 12 HDB residential blocks @ Ang Mo Kio Ave 1, 3 and 4	12	Ang Mo Kio Town Council	
R&R	Reroofing works to 39 residential blocks @ Serangoon North Ave 4	39	Ang Mo Kio Town Council	
Total		304		14.4

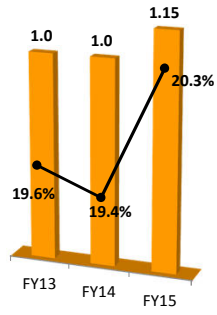




DIVIDEND



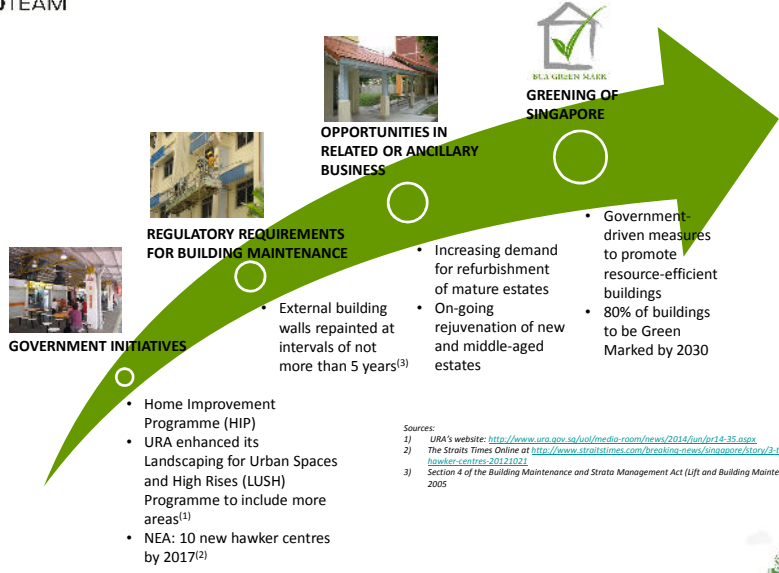
Dividend / Share (\$¢) & Dividend Payout (%)



FUTURE STRATEGIES & PLANS



OPPORTUNITIES



GROWTH PLANS

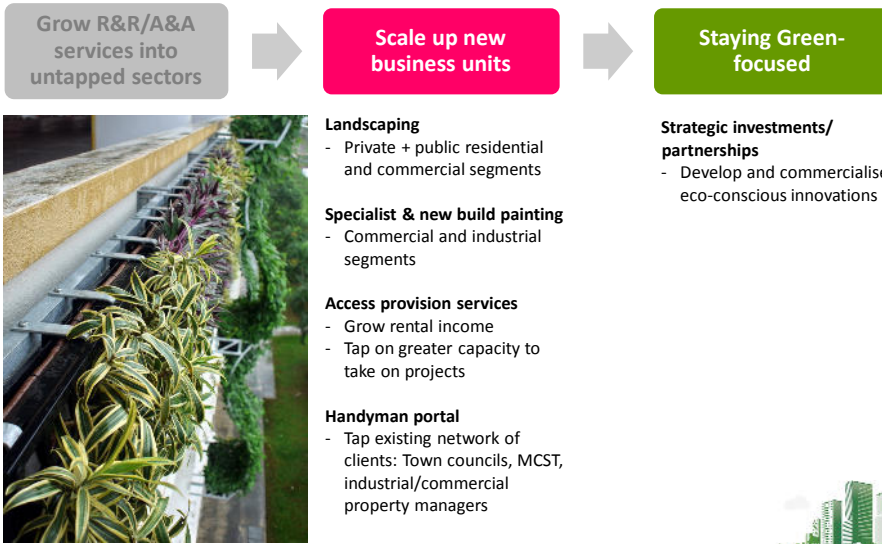


- **Public sector:** Education institutions + Army camps
- **Private sector:** MCST + Industrial + Commercial
- **Tap on Nippon Paint's foothold in overseas regions to expand our applicator services in the longer-term**
 - Problem of ensuring that overseas paint applicators use Nippon Paint's products throughout their entire project
 - Proven preferred partners
 - ISO Team's expertise:
 - Manage paint application projects
 - Ensure the usage of Nippon Paints products on the projects

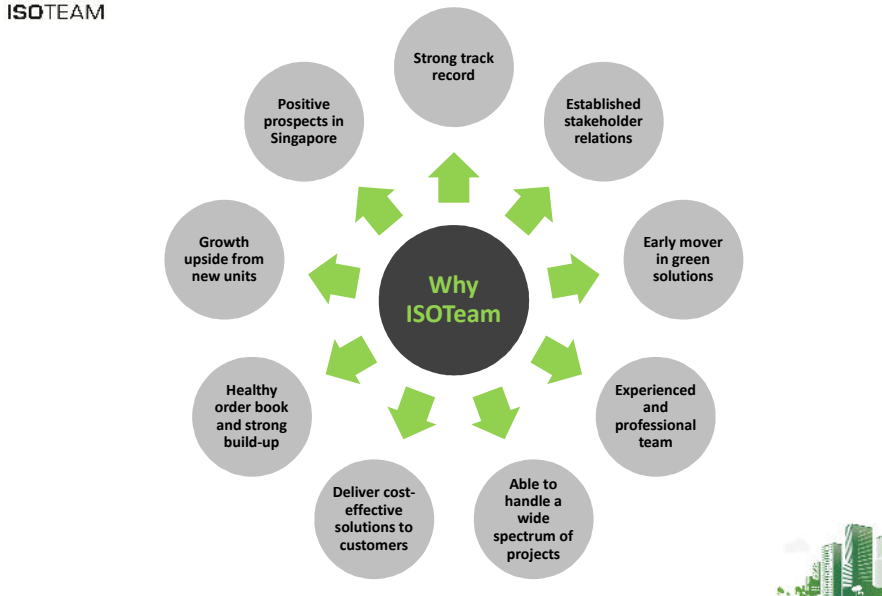




GROWTH PLANS



KEY INVESTMENT MERITS





**THANK YOU
Q&A SESSION**



NOTE

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