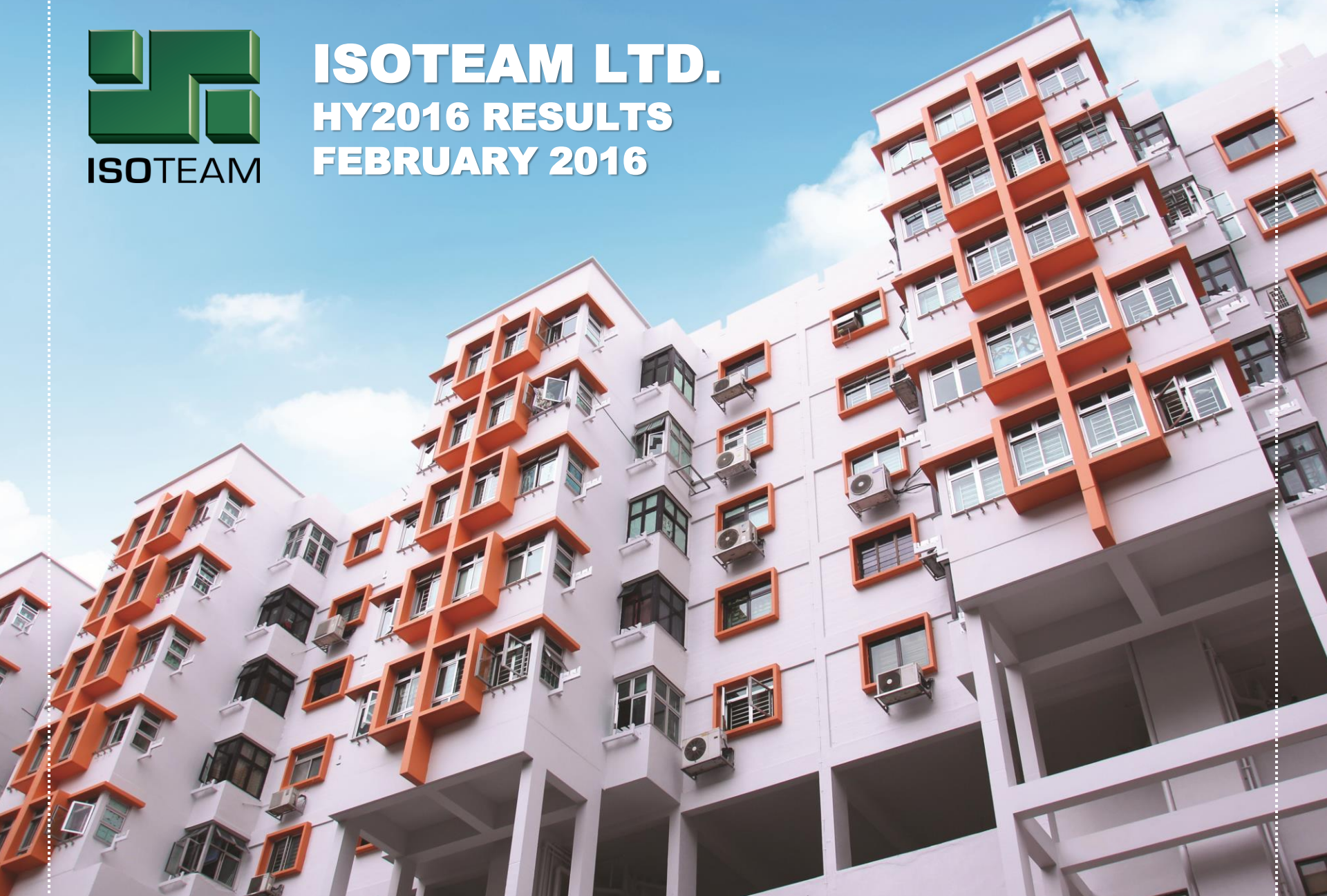




ISOTEAM LTD.

HY2016 RESULTS

FEBRUARY 2016



CONTENTS

1. Overview
2. Business Highlights
3. Financial Highlights
4. Future Strategies & Plans
5. Q & A





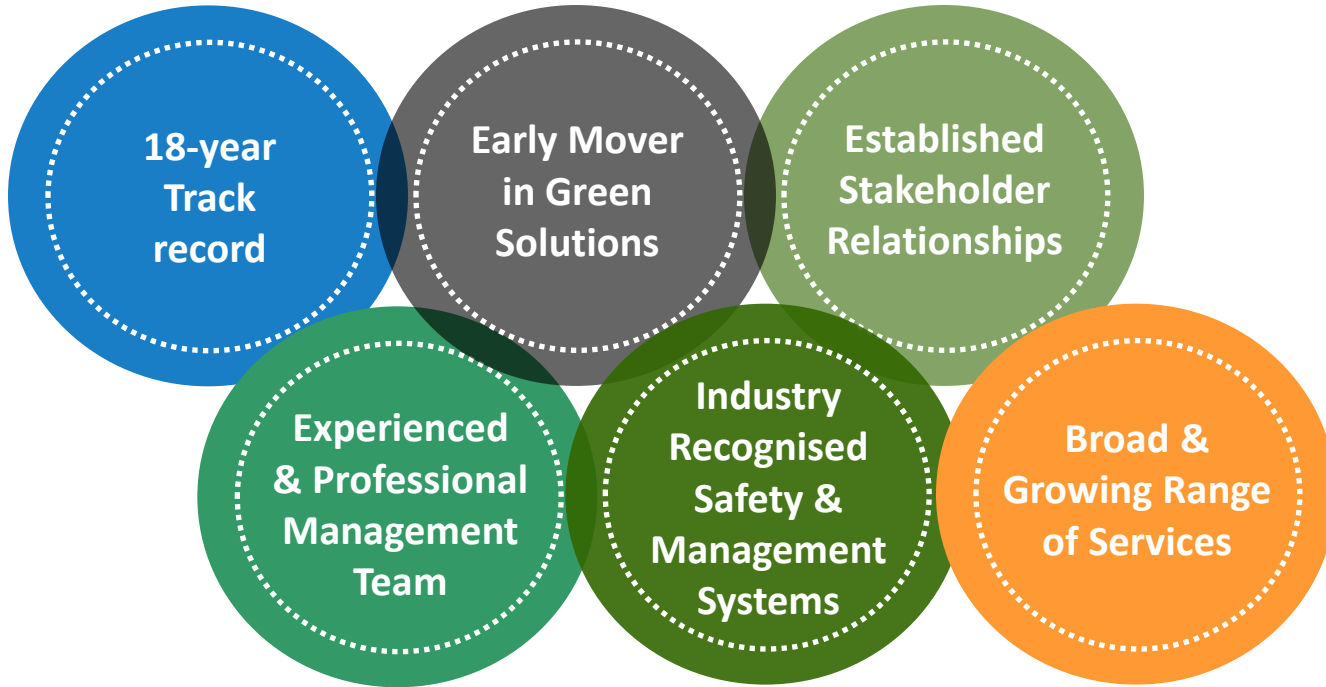
OVERVIEW



ABOUT US

A leading **R&R** and **A&A** service 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



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

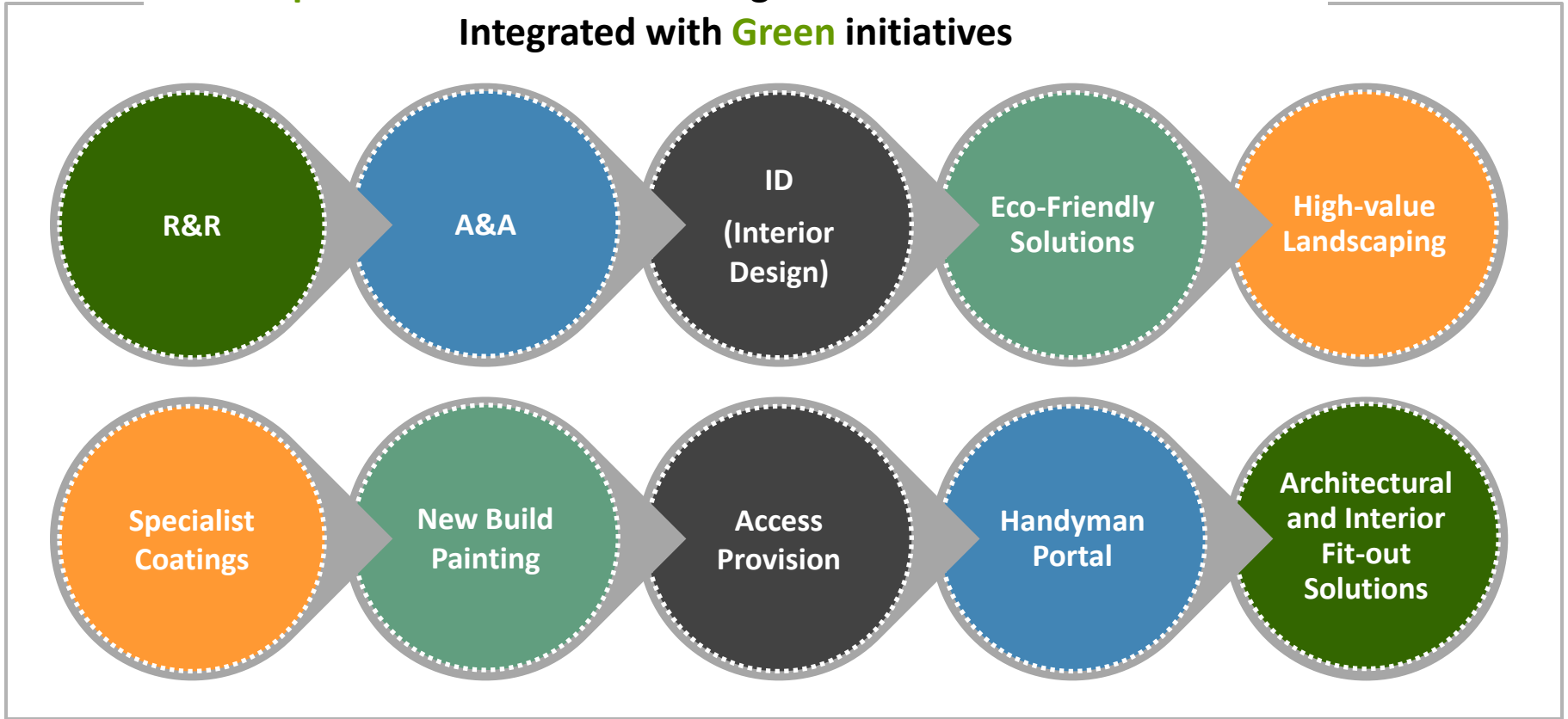


CORPORATE STRUCTURE: ACQUISITION-LED EXPANSION



The Complete Building & Maintenance Team

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



- Green procurement policies
- Green construction methodologies
- Green partnerships

WHY INVEST IN ISOTEAM?

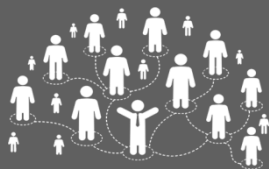
1 Track Record

- 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



3 Capabilities

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



4 Team

- An experienced and professional management team



5 Future

- Strong order book
- Upside from new 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



HALFTIME HIGHLIGHTS

Raises issued and paid up share capital from 133.93 mil to 142.93 mil shares through placement exercise

JUN



Launches ISOHomeCare.com

Announces landmark results with 34.1% profit growth in FY2015

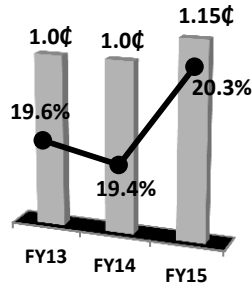
AUG

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



SEP

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

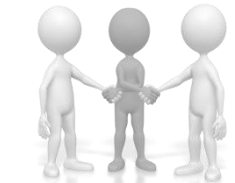


OCT

Secures 14 new contracts worth \$20.49 mil



NOV



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

DEC

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

AWARDS AND ACCOLADES

- 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, ISO TEAM

DISTINGUISHED AWARD

A green leader in building maintenance

DISTINGUISHED Award winner ISO Team 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, ISO Team is an established player in Singapore's building maintenance and estate upgrading 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, ISO Team 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. ISO Team 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 ISO Team. 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 ISO Team has always been to be Singapore's number one and preferred partner in total maintenance solutions. To this end, together with his two co-founders, he has grown ISO Team in terms of track record and brand reputation, as well as financial performance.

From simple painting jobs in the early days, ISO Team is now certified to undertake large-scale painting jobs for HDB estates and performs major multi-million estate upgrading projects. To date, ISO Team 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

- 5 projects completed in HY2016
- Still healthy order books
- Moving into term contracts



A&A

- Moving into HIP
- Invited for 4 tenders (2 pending results and 2 tendering stage)



OPERATIONAL UPDATES

ISO Team C&P

- 6 projects completed in HY2016
- Prestige jobs in hand
- Growing well



Zara@ISO Team

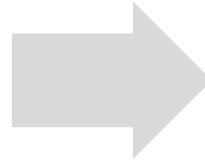
- 14 projects completed and 2 projects in progress in HY2016
- Continue to enjoy robust growth in revenue and profit



OPERATIONAL UPDATES

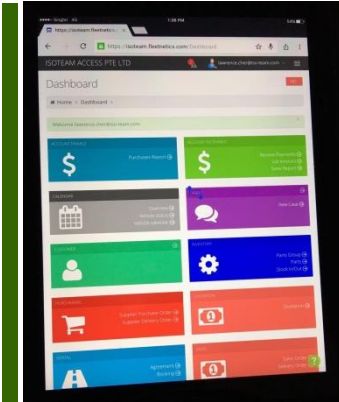
ITG-Green

- Composite timber results
- Fire proofing coating in the pipeline
- MMA coatings
- Anti-skip coating development



ISO Team Access

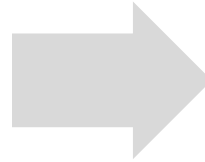
- Adoption of fleet management system boosting sales and efficiency



OPERATIONAL UPDATES

ISO-Landscape

- More milestone developments after the Punggol Wet Land and Mini Garden
- HDB upgrading project at Teban Garden



TMG Projects

- Integration of capabilities and experiences
- Good pipeline of project showcases



Some Key On-going Projects:

| RWS Palio Restaurant | Bentley Showroom
| SBF Center | Cogent | Swettenham | Oasia
Hotel | Premier Inn Hotel | The Hillier
Prudential Tower

OPERATIONAL UPDATES

ISOHomeCare

- **1-stop solutions portal that offers stress-free and effortless home maintenance services**
- **Capitalise on trend of people going online to search for services**
- **Gaining traction**

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



SUMMARY: COMPLETED MAJOR PROJECTS IN HY2016

Type	Project	Blocks	Value (\$m)	Customer
R&R	Bishan Street 22	19	3.8	SKK (S) Pte Ltd
R&R	Marsiling Drive/ Lane in Marsiling Division	13	1.9	SKK (S) Pte Ltd
R&R	Tampines Street 41/43/Avenue 7 & 9	22	4.2	Tampines Town Council
R&R	Commonwealth Avenue West, Clemienti Ave 3	16	3.0	West Coast Town Council
R&R	Woodlands Street 81/82/83	23	2.3	Sembawang Town Council
C&P	Data Centre @ Jurong West Street 23	NA	9.1	Kim Hup Chor Construction Pte Ltd
C&P	Baxter Factory	NA	3.7	Sato Kogyo (S) Pte Ltd
C&P	P & G @ Biopolis Road - Level B2-6	NA	3.9	Kenyon Pte Ltd
C&P	ICT at Marina Coastal Drive	NA	0.6	Sato Kogyo (S) Pte Ltd
C&P	Gardens By The Bay (Marina South)	NA	0.4	Woh Hup Pte Ltd
Total			32.9	



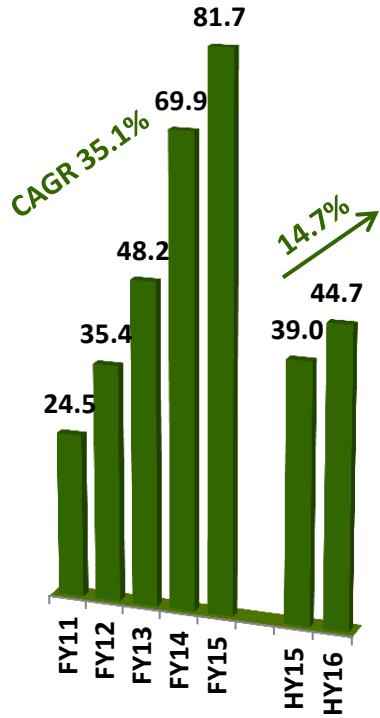
FINANCIAL HIGHLIGHTS



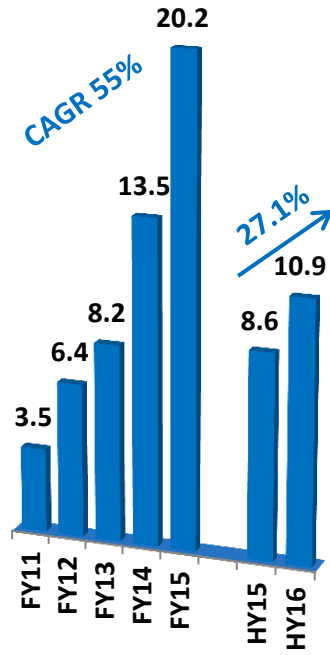


HALFTIME SCORE: RECORD REVENUE AND PROFIT

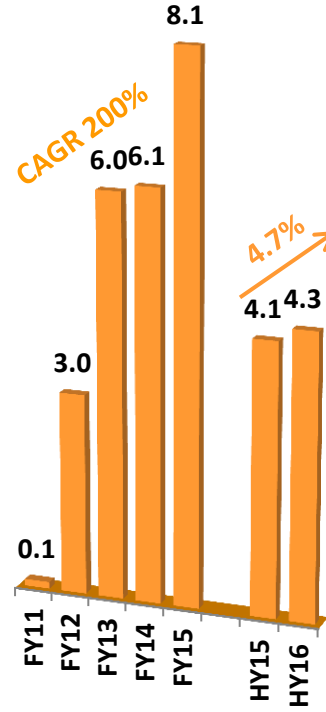
Revenue (\$'m)



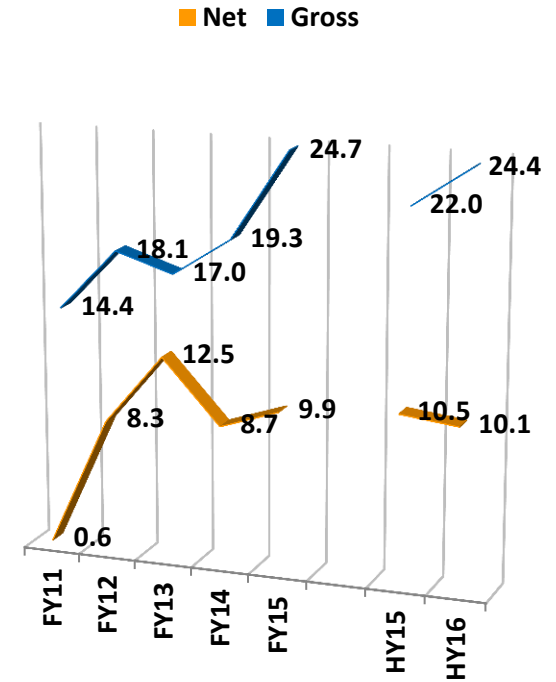
Gross Profit (\$'m)



Net Attributable Profit (\$'m)



Profit Margin (%)



Gross profit margin **↑2.4 points**

Net profit margin **↓0.4 points**



INCOME STATEMENT: EXPENSES

KEY EXPENSES (\$'M)	FY2015	HY2015	HY2016	Chg (%)
Cost of sales	(61.5)	(30.4)	(33.8)	11.2
Marketing and distribution expenses	(1.1)	(0.4)	(0.9)	120.5
General and administrative expenses	(9.5)	(3.3)	(5.4)	62.9
Other operating expenses	(0.8)	-	(0.4)	NM
Finance costs	(0.3)	(0.1)	(0.2)	25.6
Tax expense	(1.4)	(0.9)	(0.7)	(20.3)

Increase in marketing and distribution expenses:

- Motor vehicles: Depreciation; running and upkeep expenses

Increase in general and administrative expenses:

- Staff and overhead costs – business expansion and acquisition of new subsidiaries
- Depreciation

KEY FINANCIAL HIGHLIGHTS

KEY HIGHLIGHTS	FY2013	FY2014	FY2015	HY2015	HY2016
PROFITABILITY RATIOS ⁽¹⁾					
Earnings Per Share ⁽²⁾ (cents)	5.11	5.19	6.66	6.94	5.98
Return On Assets (%)	9.1	12.3	11.1	14.7	11.0
Return On Equity (%)	20.5	23.5	18.1	28.4	18.3
BALANCE SHEET					
Current assets (S\$'m)	28.0	43.9	61.0	49.7	63.9
Cash and bank balances (S\$'m)	8.5	17.6	32.3	22.5	32.9
Net current assets (S\$'m)	10.4	20.8	33.8	23.6	35.6
Net assets (S\$'m)	14.6	25.8	46.4	28.7	49.3
KEY OPERATING RATIOS					
Profit before tax margin (%)	6.8	9.6	12.0	12.7	11.7
Net profit margin (%)	6.2	8.7	10.3	10.5	10.1

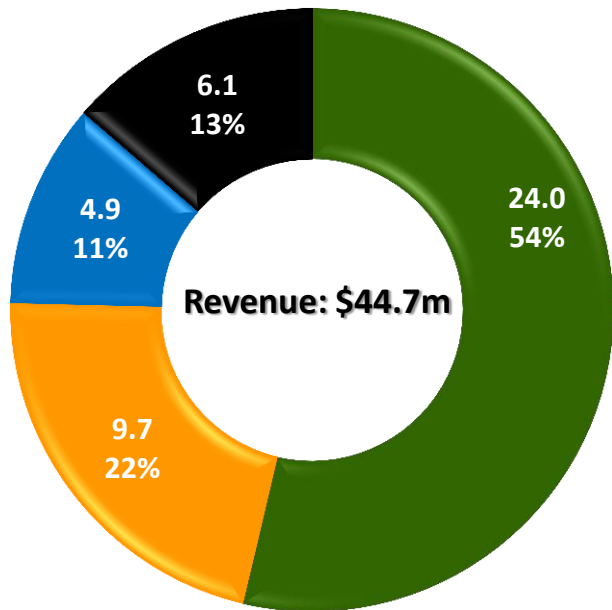
(1) Adjusted and normalised

(2) Calculation of FY2013 EPS based on share capital of 117,595,831 shares in issue; Calculation of FY2014 and FY2015 EPS based on weighted average number of ordinary shares of 117,595,831 shares and 142,933,295 shares respectively

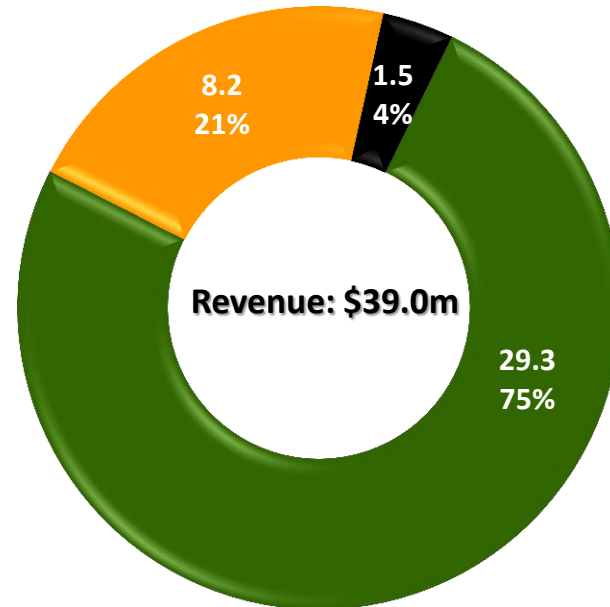


SEGMENT INFO: REVENUE

HY2016 (\$'m)



HY2015 (\$'m)

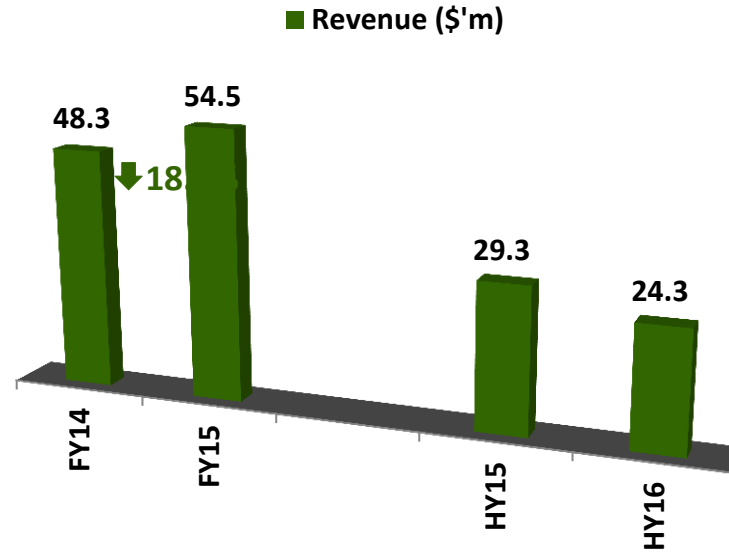


- R&R
- A&A
- C&P
- Others

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

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

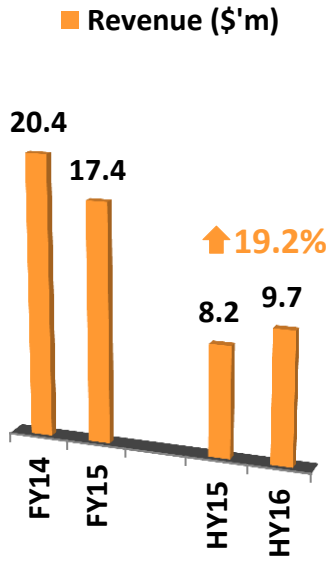
R&R SEGMENT



- Major contribution from key projects:
 - Pasir Ris-Punggol Town Council
 - SKK (S) Pte Ltd
 - HDB
 - Tanjong Pagar Town Council
 - Tampines Town Council



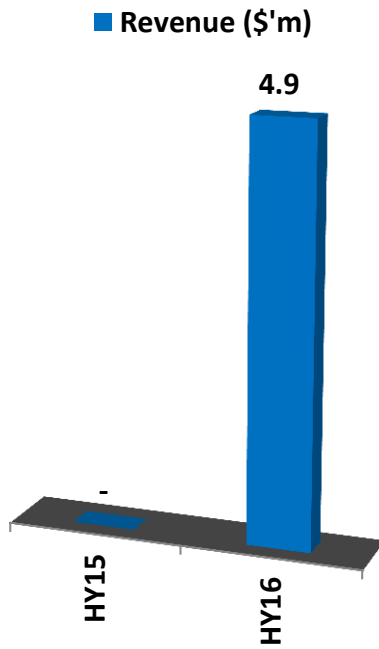
A&A SEGMENT



- Major contribution from key projects:
 - Pasir Ris-Punggol Town Council
 - Tampines Town Council
 - Chua Chu Kang Town Council
 - Bishan-Toa Payoh Town Council



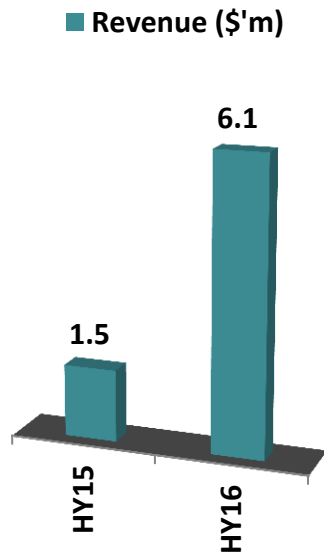
C&P SEGMENT



- Major contribution from key projects:
 - Shimizu Corporation
 - Welltech Construction Pte Ltd
 - Heng Tai Construction Pte Ltd
 - San Keong Construction Pte Ltd
 - Samsung C&T Corporation



OTHERS SEGMENT



- Major contribution from key projects:
 - ID: Public Service Division
 - Waterproofing works: Ang Mo Kio Town Council
 - Landscaping: HDB
 - Leasing services: Rental income



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

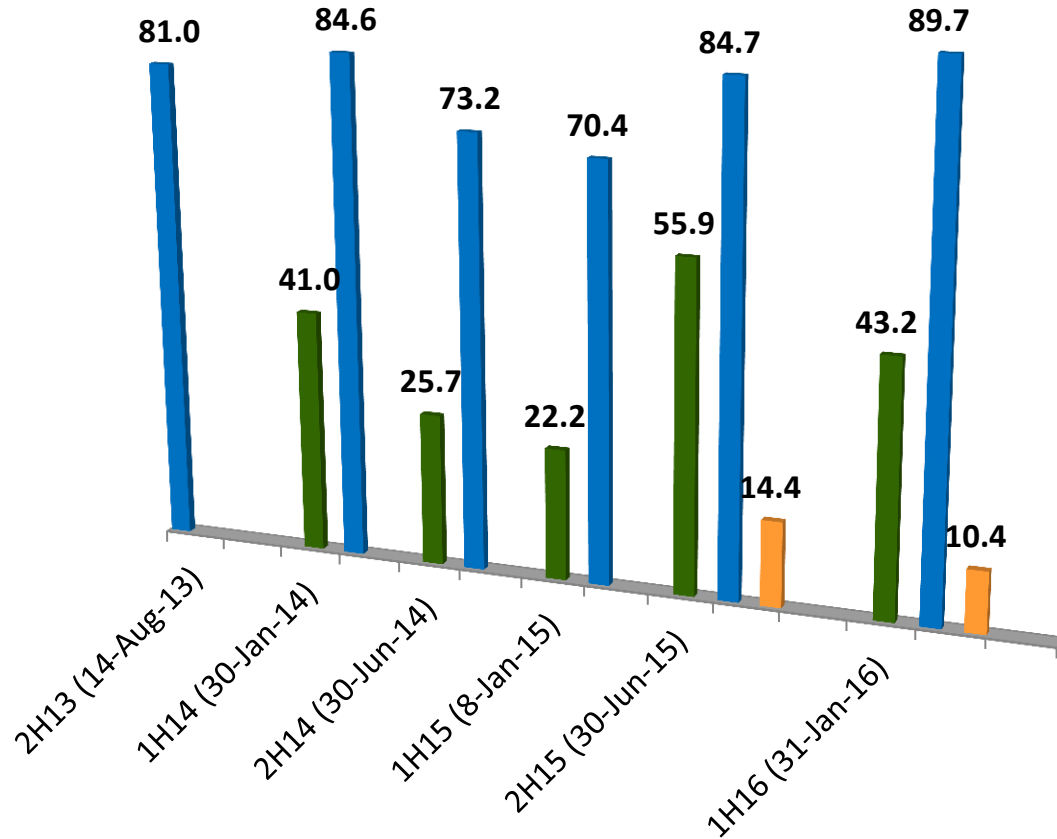


HEALTHY ORDER BOOK BUILD-UP

(AS AT 31 JANUARY 2016)

Type	Project	Block	Value (\$m)	Expected Completion	Customer
ID	Aloha Loyang	-	1.6	Mar 2016	Public Service Division
R&R	Newton food centre and golden mile food centre	Food Centres	2.6	May 2016	National Environment Agency
R&R	Bukit Merah Lane 1, Stirling Road and Queen's Close	30	1.4	Dec 2016	SKK (S) Pte Ltd
R&R	Montreal Drive in Sembawang Division	7	0.8	Oct 2016	SKK (S) Pte Ltd
WP	Serangoon North Ave 4	39	2.6	Nov 2016	Ang Mo Kio Town Council
A&A	Yishun Street 11	12	5.7	Jan 2017	Nee Soon Town Council
WP	Bedok North Road / Street	8	0.5	Apr 2016	East Coast Town Council
A&A	Aloha Changi Resort	-	13.9	Aug 2017	Public Service Division
C&P	Sin Ming Motor Workshop	Workshop	1.6	Jun 2016	Welltech Construction Pte Ltd
C&P	20/64 Storey Building at Peck Seah Street / Choon Guan Street (1)	Building	0.9	Dec 2016	Samsung C&T Corporation
C&P	Tampines Town Hub	Town Hub	1.6	Mar 2017	Jotun (Singapore) Pte Ltd
C&P	Keppel Viaduct	Viaduct	0.9	Dec 2016	Singapore Piling & Civil Engineering Pte Ltd
C&P	Factory Building at Tuas Bay Close	Factory	0.7	Oct 2016	Welltech Construction Pte Ltd
C&P	Warehouse and factory at 60 Jalan Lam Huat	Warehouse and Factory	1.5	Jun 2016	Soil-Build (Pte) Ltd
C&P	20/64 Storey Building at Peck Seah Street / Choon Guan Street (2)	Building	1.0	May 2016	Samsung C&T Corporation
C&P	Mapletree Business City 2 at 60 Alexandra Terrace / Pasir Panjang Road	Mapletree Business City	1.0	Feb 2016	Shimizu Corporation
C&P	Community Hospital at Yishun Central	Hospital	0.7	Mar 2016	Kimly - Shimizu Joint Venture
C&P	National Art Gallery	Gallery	1.0	Dec 2016	Takenaka Singapore Piling JV
ID	Aloha Changi Chalet at 329 Netheravon Road.	Chalet	0.4	Feb 2016	Public Service Division
C&P	Global Dist Centre @ Pioneer	Distribution Centre	0.3	Mar 2016	Soil Build
C&P	Changi General Hospital	Hospital	0.5	Dec 2016	SKK
R&R	12 Sengkang East & West LRT station	LRT Station	0.3	Feb 2016	SBS Transit
C&P	Motor vehicle service centre at Pandan Crescent	Service Centre	1.7	May 2016	BSI (1990) Pte Ltd
	TOTAL		43.2		

ORDER BOOK TREND: RECORD HIGH



Record book orders of \$89.7 million as at 31 January 2016 to be progressively delivered over the next two years

& pending award confirmation of **\$10.4 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	CUSTOMER	VALUE (\$'M)
R&R	Term Contract for Building Tradesmen And Repair Works for HDB – Sector 1 (North Zone)	HDB	5.2
R&R	Term Contract for Building Tradesmen And Repair Works for HDB – Sector 3 (East Zone)	HDB	2.1
R&R	Term Contract for Building Tradesmen And Repair Works for HDB – Sector 4 (West Zone)	HDB	3.1
Total			10.4





FUTURE STRATEGIES AND PLANS



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

3/12/2015

www.straitstimes.com/1print/3563064

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[Print this](#)

The Straits Times
www.straitstimes.com

Published on Mar 12, 201

10 more hawker centres to be built

By Audrey Tan

TEN more hawker centres will be built over the next 12 years in a bid to moderate hawker rentals and keep food prices affordable, Second Minister for the Environment and Water Resources Grace Fu said yesterday.

The additional centres will be built in new estates or in existing ones that have relatively few hawker centres, such as Bidadari, Sengkang and Bukit Batok, Ms Fu told Parliament during the debate on her ministry's budget.

These will come on top of the 10 hawker centres in 10 years that the Ministry of the Environment and Water Resources (MEWR) had committed in 2011 to build. The first two of those centres will open in Bukit Panjang and Hougang this year.

9/1/2015

Chua Chu Kang GRC unveils S\$385m upgrading works under Master Plan, Government & Economy - THE BUSINESS TIMES

THE BUSINESS TIMES
SND AWARD WINNER

Chua Chu Kang GRC unveils S\$385m upgrading works under Master Plan

By Lee Meixian leemx@sph.com.sg @LeeMeixianBT

SEP 1, 2015 5:50 AM
Singapore

JUST a day before Nomination Day, the Chua Chu Kang Group Representation Constituency (GRC) on Monday unveiled its Master Plan for the next five years, saying that residents will benefit from S\$385 million worth of upgrading projects.

These upgrading projects are undertaken by the Chua Chu Kang Town Council, Housing and Development Board (HDB), Land Transport Authority (LTA), NParks and various agencies.

They aim to provide better access to public transport with covered linkways and cycling paths; new spaces and upgrading facilities for community activities; and programmes and activities for all generations.

10/22/2015

Green is the colour of future real estate, Real Estate - THE BUSINESS TIMES

THE BUSINESS TIMES
SND AWARD WINNER

Green is the colour of future real estate

Being green will no longer be a 'good to have' but a 'must have' to retain tenants.

By LEE NAI JIA

OCT 22, 2015 5:50 AM

CONCEIVED by the late Lee Kuan Yew as a Garden City, Singapore is rapidly evolving to become a City in a Garden, upholding sustainability as one of its key tenets. While we witness world-class gardens and community engagement coming to fruition, real estate market participants must step forward as important stakeholders and frame a suitable response to support the nationwide enterprise.

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

Export skills and capabilities in R&R and A&A overseas

- Tap into infrastructure boom in the region
- Nippon Paint – good progress on overseas expansion
- SKK Paint – in discussion on plans to enter Indonesia market



STRATEGY: ACHIEVE UPSIDE FROM SUBSIDIARIES

3

Scale up new business units to penetrate new customer segments

A) Landscaping

- Private + public residential and commercial segments

B) Specialist & new build painting

- Commercial and industrial segments

C) Access provision services

- Grow rental income
- Greater capacity to take on projects

D) Handyman portal

- Consumer segment
- Tap existing network of clients: Town councils, MCST, industrial/commercial property managers

E) Architectural, interior fitting and decoration solutions provider

- Wide spectrum of sectors from commercial and retail to institutional and residential
- Light Gauge Steel Construction (LGSC): Cost savings for ISO Team

4

Focus on strategic investments and partnerships

- Develop and commercialise eco-conscious innovations





Thank You Q&A Session



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- This presentation has not been examined or approved by the SGX-ST and the SGX-ST assumes no responsibility for the contents of this presentation, including the correctness of any of the statements or opinions made, or reports contained in this presentation.
- The contact person for the Sponsor is Mr Tang Yeng Yuen, Vice President, Head of Corporate Finance, at 16 Raffles Quay, #40-01A Hong Leong Building, Singapore 048581, Telephone (65) 6415 9886.

