

## A trusted partner in the Energy and Marine industries

**About CosmoSteel:** Backed by over 30 years of track record as a supplier and distributor of piping system components, CosmoSteel's customers are typically companies in the Energy, Marine and other industries in Southeast Asia and other regions. With over 411,000 sq ft of storage space across four warehouses in Singapore, CosmoSteel has one of the largest and most extensive inventories of steel pipes, fittings and flanges in Singapore comprising over 25,000 line items and since 2014, it has further expanded its product range to include structural steel, electrical products and structural and cable products. As an endorsement of its quality assurance system, it was awarded ISO 9002:1994 in 2000; ISO 9001:2000 in 2003; ISO 9001:2008, ISO 14001:2004 and OHSAS 18001:2007 in 2009, bizSAFE STAR certification in 2012 and ISO 22301:2012 in 2015. In 2017, it was ranked 67<sup>th</sup> out of 606 companies in the Singapore Governance and Transparency Index for best practices in corporate transparency and business operations.

### Key Business Strategies & Outlook

#### One-Stop Inventory Specialist

- Extensive and ready stocks for quick turnaround
- Extended product range to cross-sell amongst core set of customers

#### Capitalising on Market Expansion

- Intensify marketing efforts in the Asia Pacific region
- Strengthen ties with existing and new customers
- Actively scout for new potential markets

#### Prudent Financial Management

- Stay vigilant and continue cost management
- Improve productivity and efficiency

### Equity Data (As at 14 November 2017)

Listed on SGX-ST Mainboard	2007
Share price (S\$)	0.121
Market capitalisation (S\$m)	35.1
Issued & Paid-up Shares (m)	290.4

### Substantial Shareholders

(As at 14 November 2017)

Hanwa Co., Ltd	28.45%
Ong Tong Hai, Jack	9.78%
Ong Tong Yang, Andy	6.87%

### FINANCIAL OVERVIEW (YEAR ENDED 30 SEPTEMBER)

Profit & Loss (S\$'m)	FY17	FY16
Revenue	76.9	68.8
Loss Before Tax	(10.8)	(8.8)
Net Loss	(9.4)	(7.6)
Per Share Data (S¢)	FY17	FY16
Loss Per Share	(3.23)	(2.61)
Dividends Per Share	-	0.50
NAV Per Share (in cents)	35.69	39.68
Efficiency Ratios (Days)	FY17	FY16
Trade Receivables Turnover	100	123
Trade Payables Turnover	32	57
Inventory Turnover	426	625
Liquidity Ratios (Times)	FY17	FY16
Current Ratio	3.22	4.71
Gearing Ratio	0.39	0.26

### Key Management

Ong Chin Sum – CEO & Executive Director

Ong Tong Yang, Andy – Executive Director

Ong Tong Hai, Jack – Executive Director

Seiji Usui – Executive Director

Tan Bee Kheng – Financial Controller

Loh Ngiap Boon – General Manager

