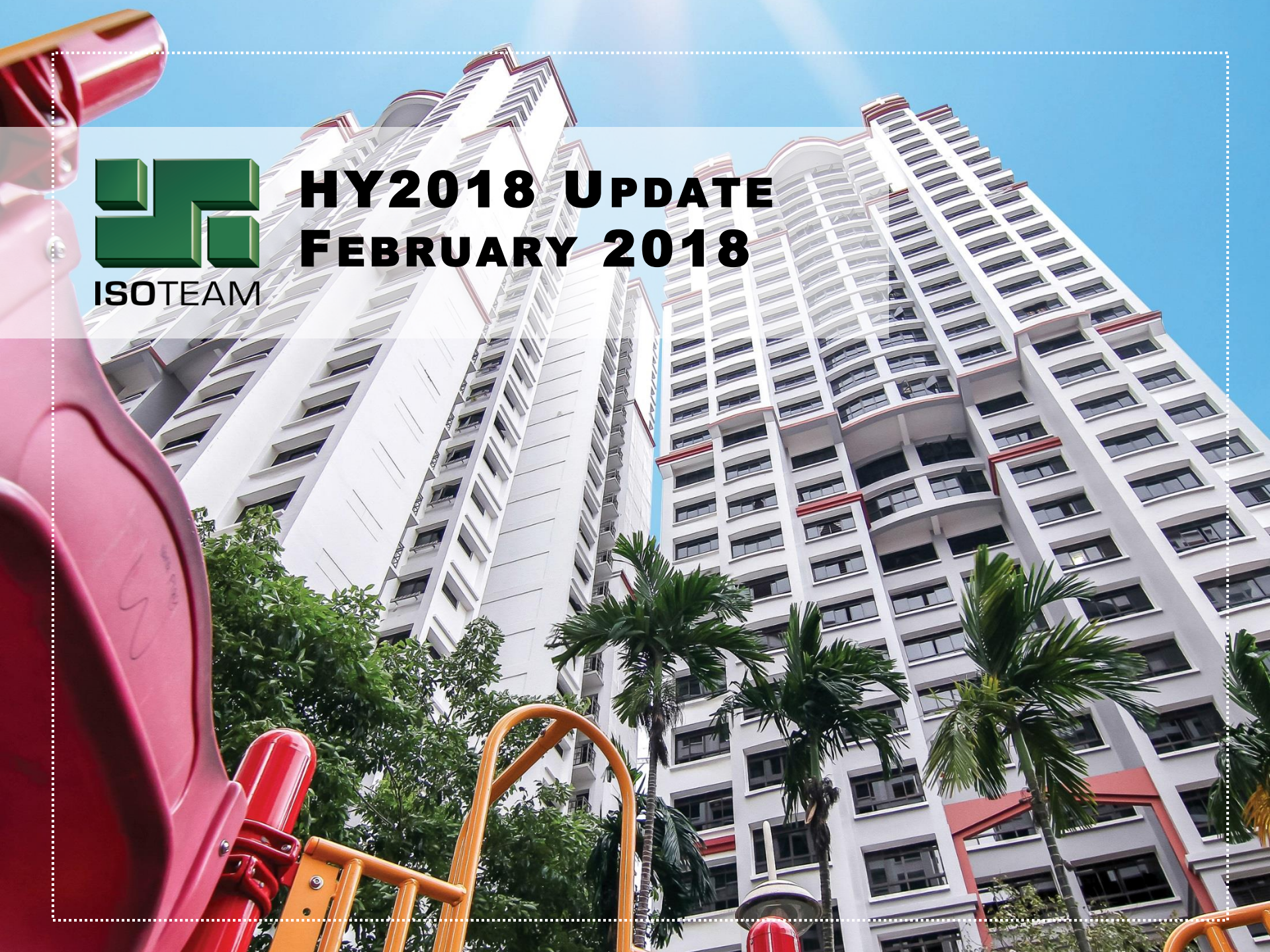




HY2018 UPDATE FEBRUARY 2018



CONTENTS

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





ISOTEAM

OVERVIEW



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 **more than 402** building refurbishment and upgrading projects for **more than 4,040** buildings since 1998
 - A trusted **local** and growing **regional** brand

20-year Track record

One-stop provider

Established
Stakeholder
Relationships

Experienced &
Professional
Management Team

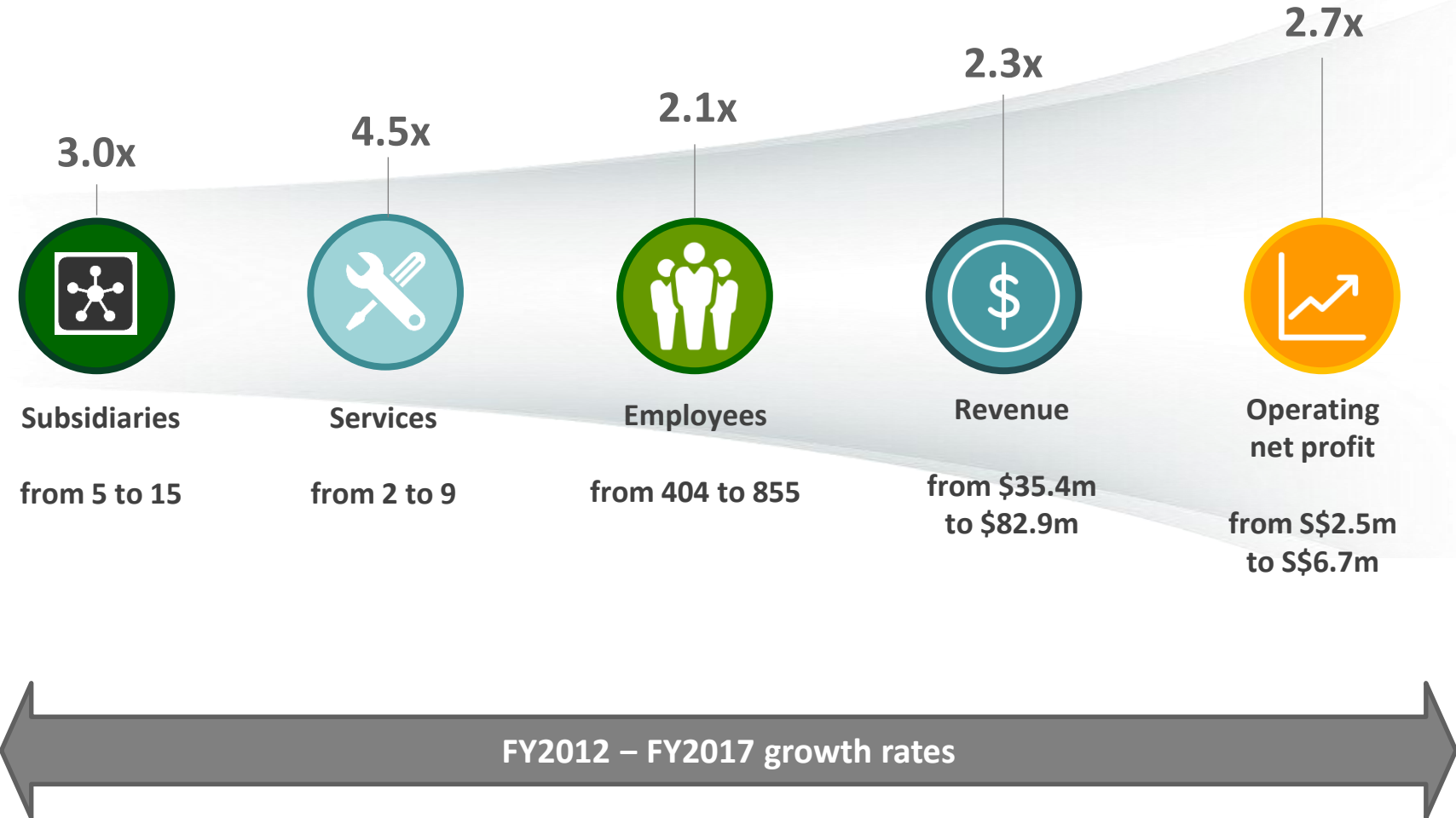
Industry
Recognised Safety
& Management
Systems

Broad & Growing
Range of Services

Early Mover in
Green Solutions

Leading Brand
Focused On Growth
& Overseas
Expansion

OUR GROWTH SINCE LISTING





CORPORATE STRUCTURE

100%	Raymond Construction Pte Ltd ▶ Addition & Alteration		
100%	ISO-Team Corporation Pte Ltd ▶ Addition & Alteration; Repair & Redecoration		
100%	TMS Alliances Pte. Ltd. ▶ Repair & Redecoration	5 subsidiaries upon listing involved mainly in R&R- and A&A- related works	
100%	ISOTeam Green Solutions Pte. Ltd. ▶ Eco-friendly solutions/ products		
100%	ISO-Seal Waterproofing Pte. Ltd. ▶ Reroofing; Waterproofing		
51%	Zara @ ISOTeam Pte. Ltd. ▶ Interior fitting-out works		Diversified into interior design through JV in August 2013
100%	ISOTeam Access Pte. Ltd. ▶ Rental/ sale of height access equipment		
100%	ISOTeam C&P Pte. Ltd. ▶ Specialist coating & painting	Substantially grew scale of operations with acquisition of 4 complementary business units in October 2014	
100%	ISO-Landscape Pte. Ltd. ▶ Niche landscaping; Horticulture services		
100%	Industrial Contracts Marketing (2001) Pte. Ltd. ▶ Fireproofing coating; Floor-coating application; Specialist new-build painting		
100%	ISOTEAM TMG Pte. Ltd. ▶ Specialist addition & alteration; architectural and commercial interior design	Acquired in December 2015	
90%	ISOTeam (TMS) Myanmar Limited (A subsidiary of TMS Alliances Pte. Ltd.) ▶ Repair & Redecoration in Myanmar	Maiden overseas JV foray in April 2016 with Nippon Paint	
55%	ITG Projects Sdn Bhd ▶ Interior design works in Malaysia	Malaysian JV company established in October 2016	
100%	ISO Integrated M&E Pte. Ltd. ▶ Electrical works	Acquired in January 2017	
51%	SG Bike Pte. Ltd. ▶ Singapore's first locally established bike sharing company	Incorporated in August 2017	
51%	ISO-Homecare Pte. Ltd. ▶ ISOHomeCare handyman portal	Incorporated 15 November 2017	

OUR MULTI-DISCIPLINARY CAPABILITIES

**Well-positioned
to cater to
requirements in
Singapore's built
environment
with
comprehensive
set of services**



R&R: ONE OF SINGAPORE'S TOP PLAYERS



322 public housing
R&R projects completed to-date

962 private residential R&R
projects completed to-date

What we do:

- Repainting, repair and redecoration
- Waterproofing and reroofing
- Improvement works
- Routine maintenance
- Term contract works

- Exclusive applicator for SKK⁽¹⁾ and Nippon Paint⁽²⁾
- BCA L5 Financial Grading (CR09)
- Wide-ranging customer segments in the public and private sector

(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)

A&A: A RECOGNISED INDUSTRY LEADER



21 NRP projects completed to-date

37 markets and food centres for HUP
and R&R projects completed to-date

What we do:

- Neighbourhood Renewal Programme (NRP)
- Hawker Centre Upgrading Programme (HUP)
- Estate Upgrading Programme (EUP)
- Home Improvement Programme (HIP)
- Electrical Load Upgrading (ELU)

- BCA B1 Financial Grading (CW01)⁽¹⁾
- ISO Team Corporation upgraded to BCA B1 Financial Grading in August 2017
- Wide ranging customer base with the main source of income from public sector estate upgrading programmes
- Strong track record in NRP, HUP, EUP, HIP

(1) Raymond Construction Pte. Ltd.

C&P: A NICHE BUSINESS



What we do:

- New build painting
- Eco-friendly coating
- Architectural and protective coating
- Fireproofing coating
- Niche industrial coating

Customers across diverse segments:

- Residential
- Commercial
- Industrial
- Community
- Institutional



ARCHITECTURAL & ENGINEERING SOLUTIONS

- Commercial A&A works
- Building services
- Engineering works
- Architectural & commercial interior construction solutions
- Advanced building technologies

ID

- Interior design and fitting-out
- Design and build works
- Home retrofit and fit-out services
- Property maintenance and enhancement

HEIGHT ACCESS EQUIPMENT

- Leasing of boom lifts, scissor lifts, personnel lifts, forklifts and telehandlers

DIGITAL HANDYMAN SERVICES

- Home care and upgrading
- General repairs and maintenance

LANDSCAPING

- Vertical gardens
- Horticulture services and maintenance
- Floating plantings
- Niche landscaping services

ECO-FRIENDLY SOLUTIONS

- Thermal insulating plaster
- Anti-slip floor coating
- Green label intumescent fireproofing coating
- Composite timber decking
- Renewable energy installation
- Cockroaches and Odour Remover (CnO)

MECHANICAL & ELECTRICAL

- Electrical works
- Mechanical ventilation works
- Security, fire protection system
- Sanitary and plumbing services

BIKE SHARING

- Next generation bike sharing using virtual docking stations



WHY INVEST IN ISOTEAM?

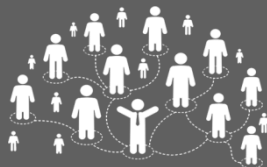
1 Track Record

- An industry leader with a 20-year track record
- Completed 402 refurbishment and upgrading projects for almost 4,040 buildings



2 Network

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



3 Capabilities

- Multi-disciplinary services
- Able to handle a wide spectrum of projects
- Evolved into a green solutions provider



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
- Minimum dividend payout of 20%





BUSINESS HIGHLIGHTS



AUG 2017

NOV 2017

- Inks bike sharing JV in early August
- Launches SG Bike on 25 August 2017 together with Mr Khaw Boon Wan and Dr Teo Ho Pin at Holland-Bukit Panjang Town Council
- Secures 15 projects worth S\$24.2 million, of which S\$16.8 million were A&A projects; Slated completion by August 2019

- Incorporates ISO-Homecare Pte Ltd to drive handyman services business

FRIDAY, AUGUST 25, 2017 | THE STRAITS TIMES | B1

HOME

B INFANT FORMULA SHENG SIONG LAUNCHES LOW-COST BRAND B3 JAILED BOYFRIEND HIT WOMAN WITH FISTS, BELT, CLOTHES HANGERS B6

BIKE SHARING

New entrant to use geofencing

SG Bike will have users park bikes around device known as 'geostation' – or risk a fine

Jose Hoang **marked by spotted yellow lines.** The range of geostations in Housing Board roads is limited.

If a bicycle is parked outside the zone at the end of use, it will emit an alarm and the user's app will notify him to move the bike into the zone, or he will be penalised. IT understands that the penalty, which has not yet been decided, will range from \$2 to \$5.

SG Bike marketing director Benjamin Choo said: "As long as we can identify enough geostations around the community, users will have no trouble finding a place to park their bikes. The threat of a fine may actually be a nudge to help."

SG Bike, which was launched yesterday, will have users park their bicycles around a device called a "geostation", which emits a radio-frequency identification (RFID) tag that recognises the firm's bicycles parked nearby. The firm's website ranges from \$5 to \$20 around each geostation, and the parking zone is marked by painted yellow lines.

Participants taking a ride on SG Bike's bicycles during its launch yesterday in Pandan Road. The new company's service is currently limited to Holland-Bukit Panjang town. ST PHOTO: JOHANNES CRISTOFORINI - FINE CONTINUED ON B1

At the back of the SG Bike bicycles can be seen with the photos of registered users, a special card nailed to them, or even their work card.

Aula Pacific business, said to have contacts with the Housing Development Board and Ang Mo Kio Town Council will have about 50 of its parking areas, with geostations to be installed.

SG Bike's service is now limited to Holland-Bukit Panjang town, where around 300 bicycles and geostations will be placed around the town. HDH blocks will be steps by the end of the month.

Holland-Bukit Panjang residents who sign up for SG Bike account before Sept 25 can enjoy five rides free a month. The firm said it will pay for network of geostations and bicycles to Singapore and New South Wales.

"The fact that people from elsewhere within our town took a ride yesterday that is a good sign for us," said Mr Khaw Boon Wan, Corporation Manager of the town council.

Mr Khaw Boon Wan, Corporation Manager of the town council, said: "The fact that people from elsewhere within our town took a ride yesterday that is a good sign for us."

Mr Khaw Boon Wan, Corporation Manager of the town council, said: "The fact that people from elsewhere within our town took a ride yesterday that is a good sign for us."

Newly launched bike-sharing company SG Bike aims to target indiscriminate parking



SG Bike bicycles parked in Bukit Panjang on Aug 24. There will be around 300 of these around the 14 blocks in Pandan Road by the end of the month. ST PHOTO: JOSE HOANG

© PUBLISHED 4 HOURS AGO | UPDATED 31 MIN AGO

Jose Hoang @jhoangh@ph.com.sg

SINGAPORE • Another bicycle-sharing firm entered the fray on Thursday (Aug 24) as the fourth such company to officially launch here, and with a new way to curb indiscriminate parking of shared bicycles.

The local entrant, SG Bike, differentiates itself from the competition by having users park around a device called a "geostation".

The geostation emits a radio-frequency identification (RFID) field that recognises if SG Bike bicycles are parked around them.

The firm's website ranges from \$5 to \$20 around each geostation, and the parking zone is marked by painted yellow lines. The tags in geostations at Housing Board road docks in B1.

新业者SG Bike 脚踏车装置警铃 严防违例行为

© 2017年8月24日 10:03 | © 2017年8月24日 13:59 李怡传报道

新业者SG Bike 脚踏车装置警铃 严防违例行为



本地再添一家新的共用脚踏车业者。SG Bike将采用新技术来减少胡乱停放共用脚踏车的情况。公司今早在荷兰 - 武吉班让市镇推出服务。

钟鸣起，表示脚踏车用户违例停车，系统也会发出资讯通知用户，提醒他在15分钟内，把脚踏车停放在指定的停放处，否则将被罚款两元至五元。

SG Bike技术主管林浩表示：“因为有些用户可能不会经常使用应用程序，比如说年长人士，所以我们会用声音的辅助，不只是用视觉的辅助，来引导他们如何正确使用我们的单车。”

SG Bike所采用的技术，能有效辨识自家脚踏车是否停放在设有讯号仪器的停放处，也能计算停放脚踏车的数量，用户则可以用QR码或无接触式智能卡为脚踏车开锁。业者目前也与易通卡合作，让用户未来能用易通卡租用脚踏车。

西北区区长张展宸表示：“这个卡比较容易，也可以用QR码，我们希望用QR码和这张卡，鼓励更多居民用脚踏车。”

SG Bike将持续在三巴旺和义顺推出1000台脚踏车，也计划在今年年底扩增至一万台脚踏车。

- CH8/HM

Lianhe Zaobao Online, 24 Aug 2017

CENTRALISATION OF OPERATIONS AT CHANGI HQ



- Land area: ~3,401 sqm
- Built-in area: ~4,232 sqm
 - ➔ Increasing gross floor area from ~4,232 sqm to ~5,421 sqm
- Extended tenure to 2036: 10 years + 30 years (wef 1 August 1996)
- Intended to raise operational & cost efficiencies and employee integration

R&R: KEY OPERATIONS UPDATES

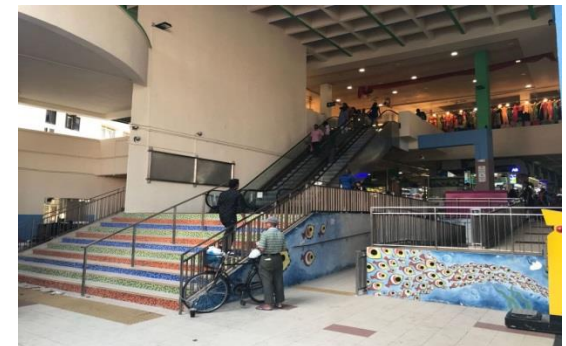
- Completed **3 projects** for **21 HDB blocks** in HY2018
- Significant completed projects and milestones include:
 - Tiong Bahru Market
- Ongoing projects include:
 - Bukit Merah Market
 - Tekka Centre
 - Ang Mo Kio Industrial Park 1, Sin Ming Industrial Estate and Toa Payoh Industrial Park
 - 37 blocks at Ulu Pandan Division
 - College of Medicine at Singapore General Hospital (SGH)
 - Largest MCST project, Dairy Farm Estate
 - R&R at Pasir Ris and Toa Payoh



Punggol Central



Bukit Merah Market



Tekka Centre

A&A: KEY OPERATIONS UPDATES

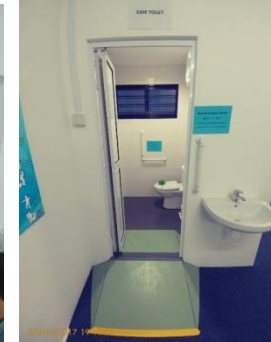
- Completed **7 projects** in HY2018
- Revenue contribution by various projects:
 - Town Council Upgrading Projects: 71.68%
 - PSD Upgrading Project: 8.77%
 - Private Upgrading Project: 12.40%
 - Housing and Development Board: 7.15%
- First foray into HIP with S\$17.50 million project involving 1,934 HDB units in Tampines and Yishun
 - Comprises Electrical Load Upgrading Works and with Enhancement for Active Seniors (“EASE”) Project requirements



NRP at Nee Soon Town Council



NRP Jurong Clementi Town Council



HIP at Tampines Street 22 and Yishun Ring Road

C&P: KEY OPERATIONS UPDATES

- ISOTeam C&P completed **7 projects** in HY2018
 - Australian International School
 - Medical Care Building at Thomson
 - Tanjong Pagar Centre
 - Mecure & Novotel at Stevens Road
- Some ongoing projects include:
 - Sengkang General and Community Hospital
 - The New State Court
 - National Centre for Infectious Diseases (NCID)
 - Amazon Data Centre
 - Global Switch Data Centre
 - Outram Community Hospital



National Centre for Infectious Diseases



Mecure and Novotel @ Stevens Road



*Outram Community
Hospital*



*Tanjong Pagar
Centre*

OTHERS: KEY OPERATIONS UPDATES

MECHANICAL & ELECTRICAL ENGINEERING SOLUTIONS

- Completed **3** projects worth approximately S\$5.6m in HY2018



N/S Ongoing Projects

- 1 Siling Primary School
- 2 Casuarina Primary School
- 3 Meridien Primary School
- 4 Edgefield Primary School

N/S Contracts Secured

- 1 NRP at Serangoon North Ave 1 and 2.
- 2 NRP at Jurong West Avenue 1 and Street 42.
- 3 Installation work for Solar leasing of grid-tied solar photovoltaic system for 150 HDB blocks (ongoing)



OTHERS: KEY OPERATIONS UPDATES

ARCHITECTURE, ENGINEERING & ID

- Completed Projects:
 - Hard Rock Hotel (RWS)
 - Bungalow at Swettenham
 - Bella Marie France at Tampines Junction
 - Bella Marie France at Marina Square
 - Li & Fung
 - NUH Digitalisation Room

- Ongoing projects:
 - No. 10 Sentosa Cove Grove
 - Building at 51 Tai Seng Ave
 - Office at 19 Lorong Telok
 - Lavo Singapore (MBS)
 - Sunseap Corporate Office at Boon Keat Terrace



Corporate office at Pasir Panjang



Windy Heights Apartment



Lavo Singapore (MBS)



Level 4 Café @ Robinson



NUH Digitalisation Room

OTHERS: KEY OPERATIONS UPDATES

LANDSCAPING

- Notable projects completed include Punggol Waterway (Floating) Wetlands for HDB; Punggol Waterway (Freshwater) Wetlands for HDB
- Notable ongoing works include: landscape works for proposed development of Ancillary Building for Changi East to Effect 3 Runway Operations at Singapore Changi Airport
- Secured term contracts for landscape maintenance from 2 Town Councils.
- Secured contract to supply 7,100 pieces of floating modules to NParks worth S\$1.73m with potentially another \$5.0m to be awarded



ISOHOMECARE

- Launched mobile App
- Expanded to 4 vehicle teams
- Extended services into CCTV and office handyman repairs

WATERPROOFING

- Working with solar leasing partner to provide waterproofing solutions



OTHERS: KEY OPERATIONS UPDATES

ECO-FRIENDLY SOLUTIONS

Cockroaches and Odour (CnO) Remover

- Successful trial in Tampines estate
- At final stage of NEA registration
- Market entry and revenue stream expected in FY2018



CnO spraying at Tampines; CNA 7 May 2017

SG BIKES

- More locations: East Coast Park, Pasir Ris Park, Gardens by the Bay, Nee Soon & Sembawang, Jurong-Clementi Town Councils
- More bikes: Currently 1,000 bikes (2,400 more bikes coming in March / April 2018)
- Plan to install 10,000 geo stations at 7 Town Councils by July
- Targeting to launch 2nd generation by second quarter 2018
- Contribution to Singapore Kindness Movement:
 - Marketing campaign video (alongside Ofo) to promote bike sharing etiquettes
 - EZ-Link Rewards App: Only bike sharing partner to provide rewards with EZ-Link



Launch at Holland-Bukit Panjang Town Council by Minister Khaw Boon Wan



SG Bike at exhibition in Montreal, Canada, with Minister Ng Chee Meng



Holland-Bukit Panjang Town Council Chairman, Dr Teo Ho Pin taking a ride at launch event

DEVELOPMENTS IN MYANMAR & MALAYSIA

MYANMAR

- Completed painting projects for:
 - YCDC government residential housing
 - Hill Top Vista Project Tower A
 - Nittsu Logistics Myanmar at Thilawa New Warehouse
 - 3-storey RCC Building at Thazin Phyu 2nd Street, Yankin Township



YCDC



Industrial project at Thilawa Special Economic Zone

MALAYSIA

- Secured a project from Weststar Construction & Property for dwelling unit cleaning works
- Secured general cleaning contract at Presint 17 Wilayah Persekutuan Putrajaya



Pudina @ Presint 17 Putrajaya

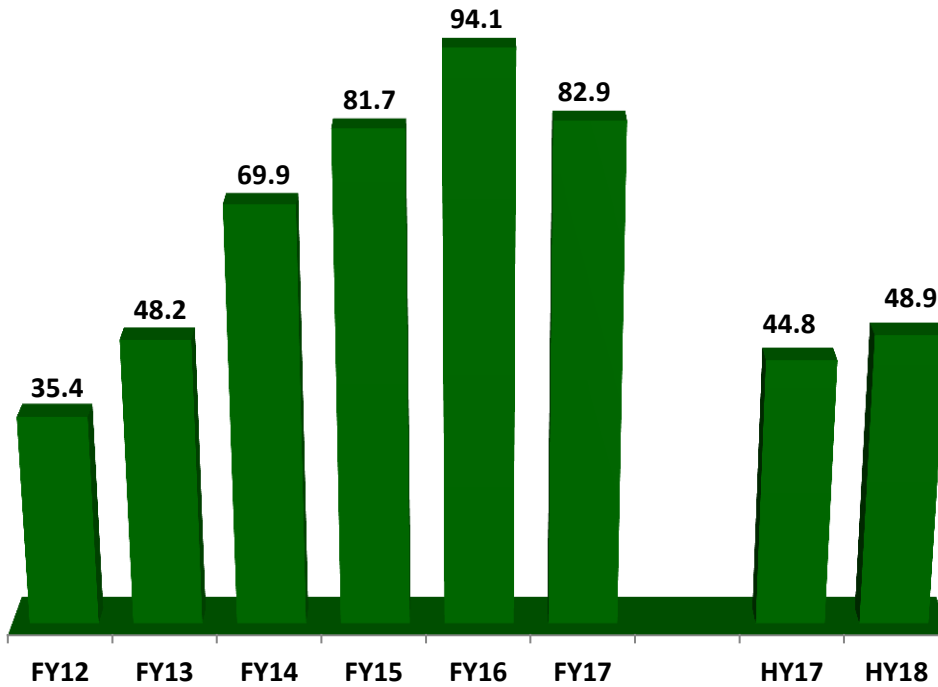


FINANCIAL HIGHLIGHTS





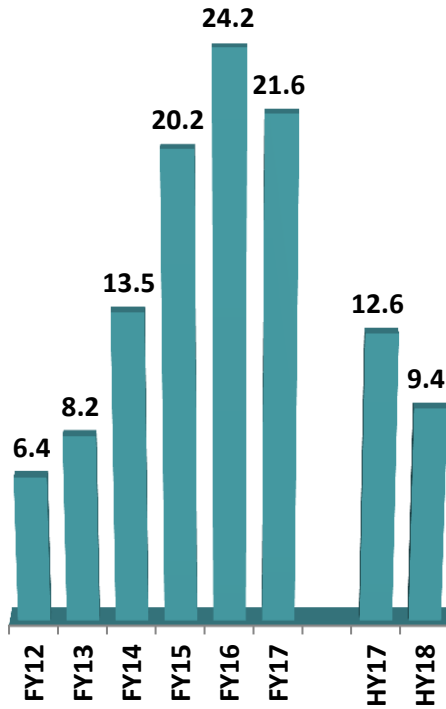
REVENUE



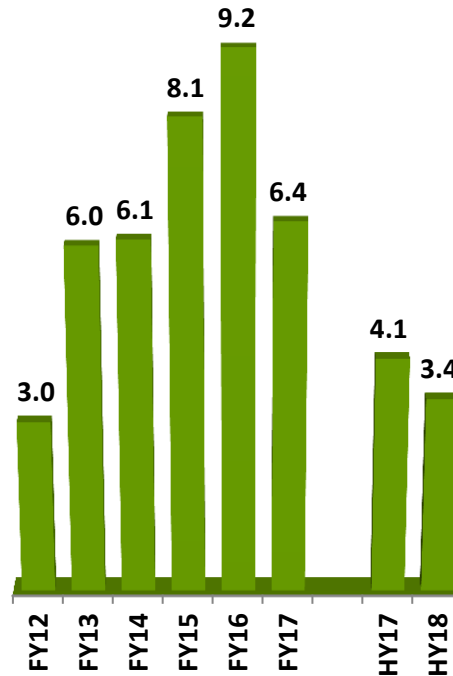
- +19% CAGR (FY12-FY17)
- +9.2% yoy growth for HY18

PROFITABILITY

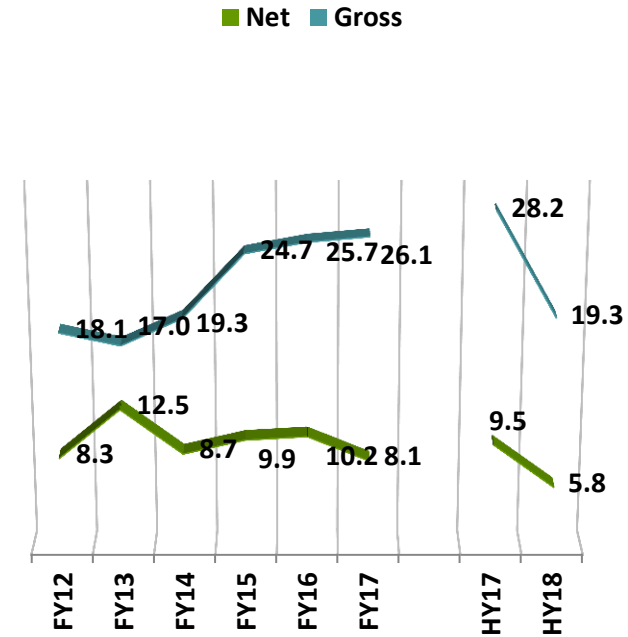
Gross Profit (\$\$'m)



Net Attributable Profit (\$\$'m)



Profit Margin (%)



- +28% CAGR (FY12-FY17)

- +16% CAGR (FY12-FY17)

GPM: +8% CAGR (FY12 to FY17)

INCOME STATEMENT: EXPENSES

KEY EXPENSES (S\$'M)	FY2017	HY2017	HY2018	Chg (%)*
Cost of sales	(61.3)	(32.1)	(39.4)	22.7
Marketing and distribution expenses	(1.4)	(0.5)	(0.8)	54.8
General and administrative expenses	(15.1)	(7.5)	(6.0)	(19.4)
Other operating expenses	(0.4)	(0.2)	(0.2)	29.8
Finance costs	(0.5)	(0.2)	(0.4)	54.6
Tax expense	(0.3)	(1.0)	(0.1)	(88.0)

* HY2017 versus HY2018

Marketing and distribution expenses

- More business entities arising from acquisition of subsidiary and incorporation of new subsidiaries

General and administrative expenses

- Absence of one-time costs relating to doubtful receivables for a customer under receivership and decrease in staff related expenses

Finance costs

- Interests incurred for utilisation of revolving loan and property loan for the purchase of corporate office



KEY FINANCIAL HIGHLIGHTS

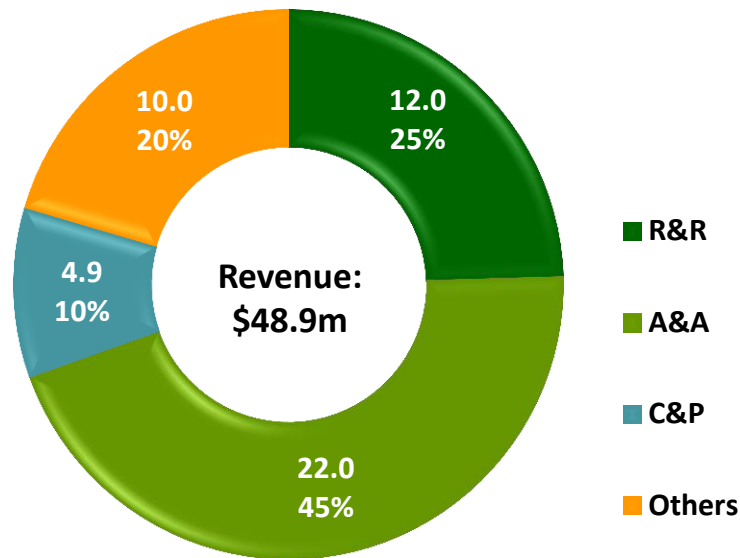
KEY HIGHLIGHTS	FY2017	HY2017	HY2018
PROFITABILITY RATIOS⁽¹⁾			
Earnings Per Share ⁽²⁾ (cents)	2.71	1.72	1.28
Return On Assets (%)	7.8	5.7	2.8
Return On Equity (%)	13.6	9.2	5.1
BALANCE SHEET			
Current assets (S\$'m)	58.7	66.2	64.8
Cash and bank balances (S\$'m)	14.8	29.8	14.1
Net current assets (S\$'m)	30.9	37.6	32.9
Net assets (S\$'m)	58.7	54.9	60.1
KEY OPERATING RATIOS			
Profit before tax margin (%)	10.0	13.6	6.5
Net operating profit margin (%)	10.6	14.1	7.3

(1) Adjusted and Normalised

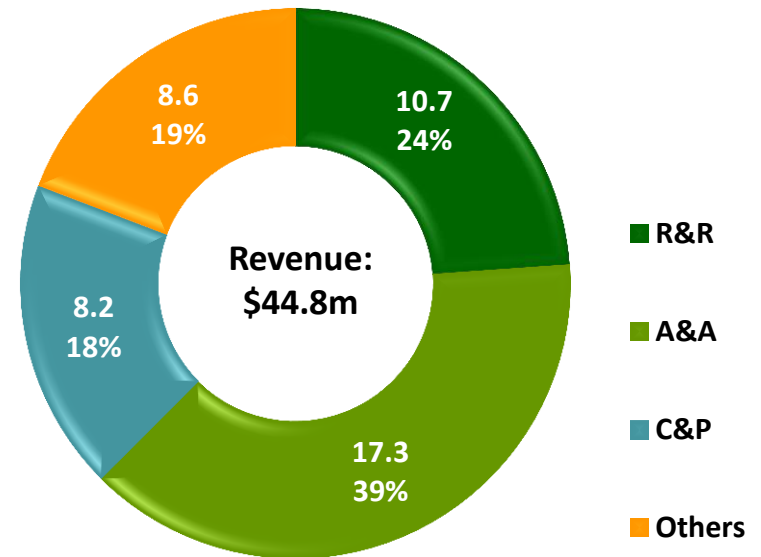
(2) Calculation of EPS is based on the weighted average number of ordinary shares of 283,883,793 in HY2017 and 284,035,546 shares in HY2018

REVENUE ANALYSIS BY BUSINESS SEGMENTS

HY2018 (\$S'm)



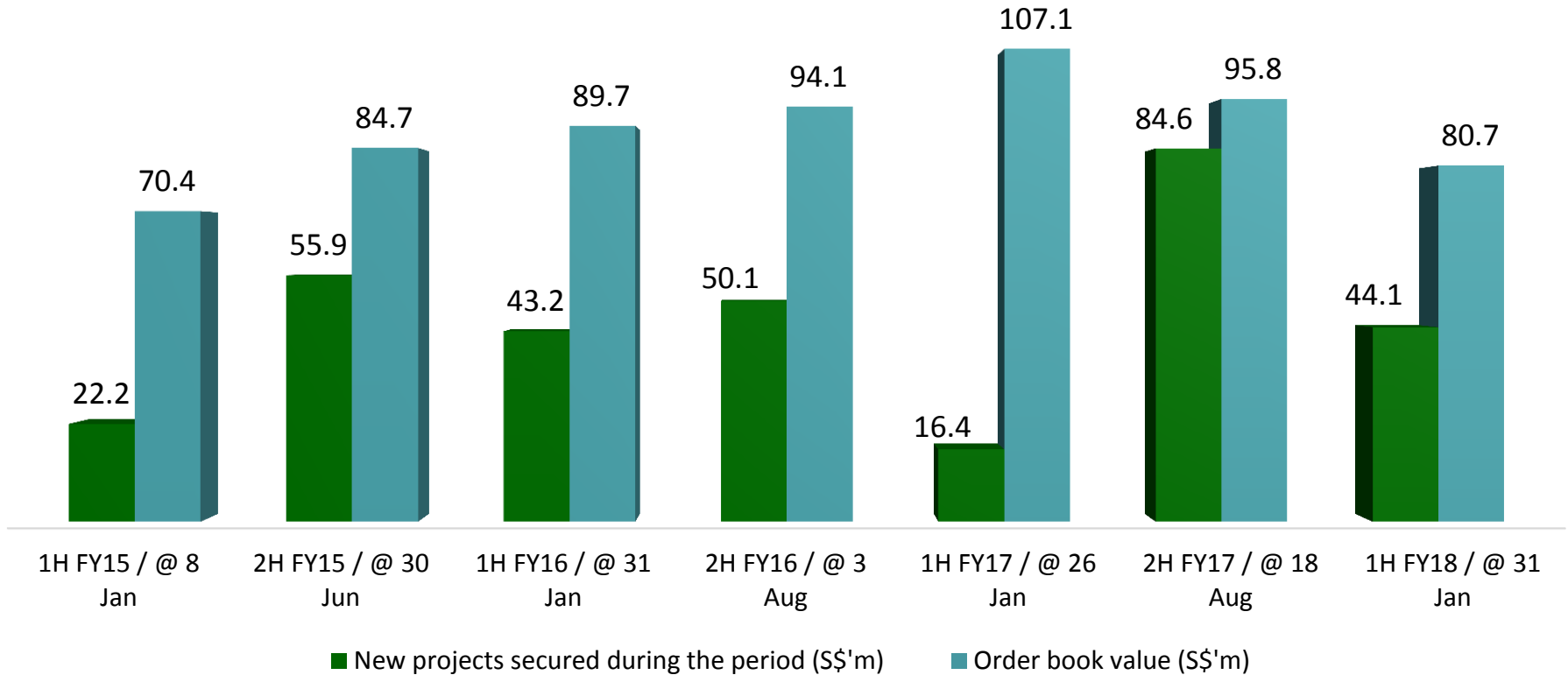
HY2017 (\$S'm)



- R&R \uparrow 12.3% due to higher revenue recognition
- A&A \uparrow 27.5% due to strong performance in commercial sector
- C&P \downarrow 40.3% due to lower revenue recognition
- Others \uparrow 15.5% due to contribution from M&E division. This business was acquired in January 2017, hence HY2017 results did not include this division.

• "Others": Commercial interior designs (ID); home retrofitting business, landscaping works; leasing service; waterproofing, green solutions business, mechanical and electrical engineering works and handyman services

ORDER BOOK TREND



Book orders of S\$80.7 million as at 31 Jan 2018 to be progressively delivered over the next two years



BUSINESS PLANS



OPPORTUNITIES FOR US



- Public sector investments in infrastructure
- Residential projects: construction of mega-developments - “cities”
- Easing of restrictions on domestic and foreign investments wef April 2017: to drive more FDI into construction projects in the coming years⁽¹⁾
- Plan to expand into building products and services such as waterproofing, fireproofing A&A and ID



- China’s Belt and Road Initiative (BRI): Large-scale investments will continue to pour into Malaysia⁽²⁾
- Government plans to roll out more PPA1M projects to build another 100,000 units in the next two years
- Malaysia aims to have 11% of its energy sources from renewable sources by 2020⁽³⁾



- Repainting of external building walls: Every 5 years
- HDB: HIP + Estate renewal
- NEA: Hawker Centre Upgrading Programme



- Green Mark: 80% of buildings by 2030
- SolarNova: 350 MWp of solar power in Singapore by 2020
- Offshore Floating Solar Farm
- Bike sharing business, an environmentally sustainable green service

(1) PR Newswire, “Construction in Myanmar’s Key Trends and Opportunities to 2021” on 24 July 2017

(2) Property Guru.com, “Malaysia to Overtake S’pore Economy by 2030” on 16 August 2017

(3) Malaysiadigest.com “Clean, green and profitable, A look at Msia’s switch to renewable energy”, 24 July 2017

CORE BUSINESS

Continue to be market leader in R&R, A&A and C&P – focus government ministries and F&B sectors

Achieve better market penetration in Myanmar and Malaysia with strategic partners

Export expertise overseas – ID works to Myanmar; R&R to Malaysia

INTEGRATION & CONSOLIDATION

Merge certain BUs – ISO-Seal into Raymond Construction and ICM into ISOTeam C&P

Centralisation of departments / functions after move into new HQ (Account, HR, Admin, Resources, Workshop, Safety)

UNLOCK SYNERGIES

Cross-sell across BUs

Offer package deals to customers

B2B partnerships eg ERA, facility managers

GROW INTO NEW SECTORS

Renewable energy – potential R&D collaboration with HDB to harvest solar energy from water bodies

Bike sharing business

Energy management system (planning)

Conservancy and cleaning services

OTHER OPPORTUNITIES

M&As and strategic partnerships



POTENTIAL MARKETS



THANK YOU Q&A SESSION

