



WONG FONG

WONG FONG INDUSTRIES LIMITED

ANNUAL GENERAL MEETING

28 April 2017

Notice

Wong Fong Industries Limited (the “Company”) was listed on the Catalist Board of the Singapore Exchange Securities Trading Limited (the “SGX-ST”) on 28 July 2016. The Sponsor and Issue Manager for the initial public offering of the Company was United Overseas Bank Limited (the “Sponsor”).

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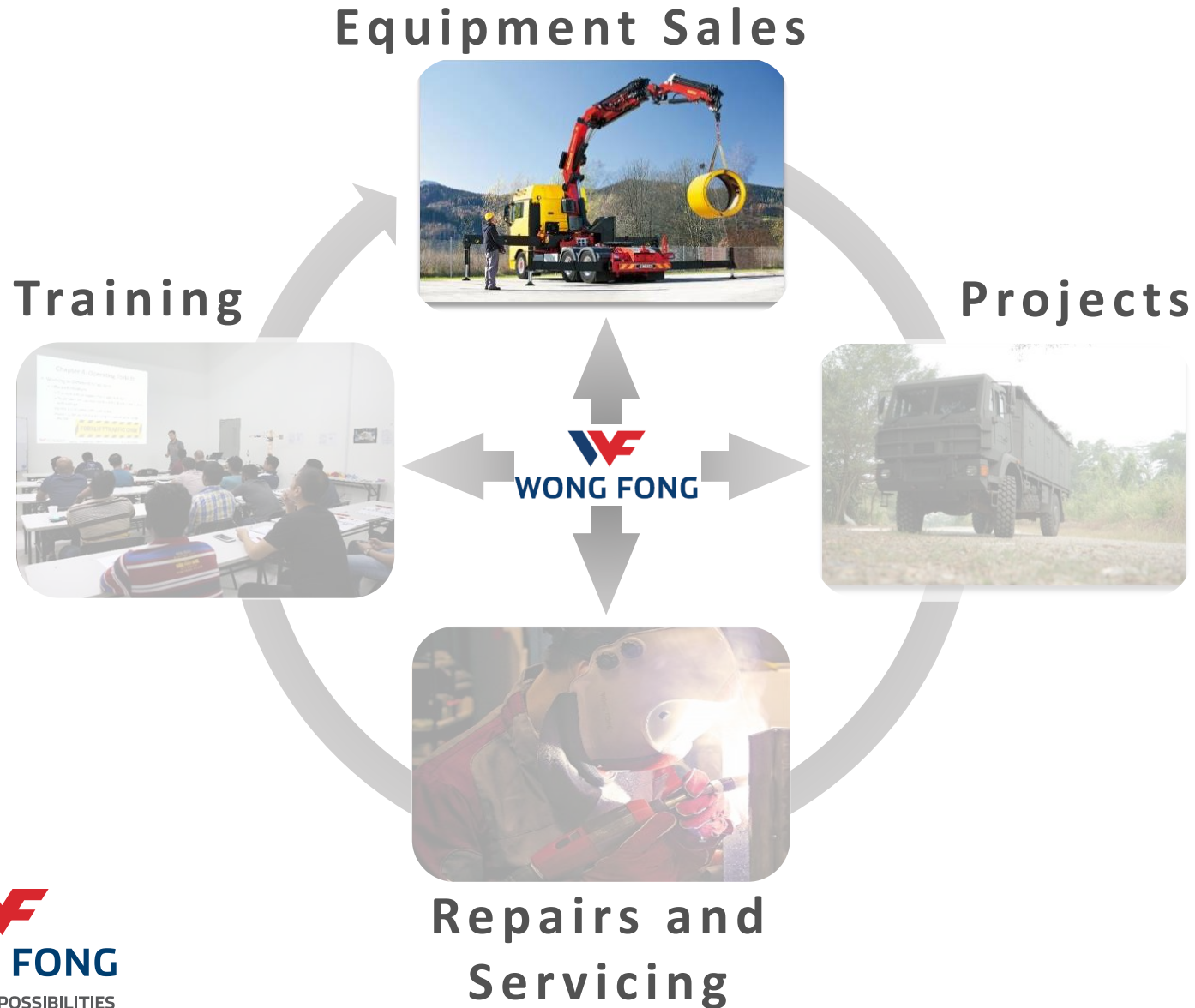
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3. Outlook & Future Plans



1. Business Overview

Core Businesses



Equipment Sales

Sale and installation of load handling systems and waste management systems

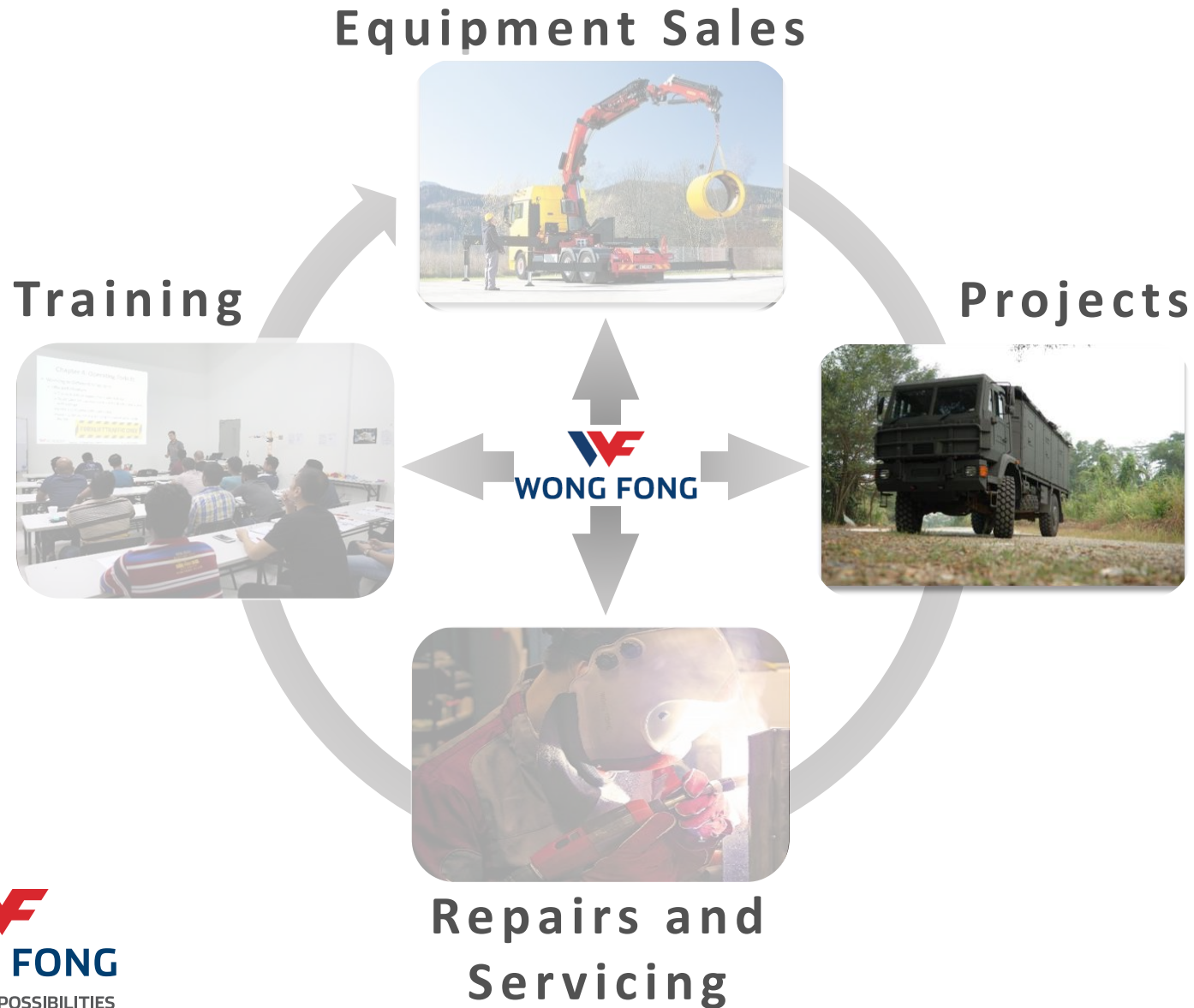
Holds **dealerships** for several leading global brands such as *Dhollandia*, *Palfinger* (exclusive dealer in Singapore) and *Pöttinger*

Range of products and solutions include truck-mounted cranes, waste management systems, and assistive technology and mobility aids



1. Truck-mounted cranes 2. Tailgates 3. Tippers 4. Self-loaders
5. Hookloaders 6. Portable compactors 7. Open-top container bins
8. Mini-dumpers 9. Assistive technology and mobility aids

Core Businesses



Projects



Backed by our engineering expertise, experience across various industries and our commitment to research and innovation to provide:

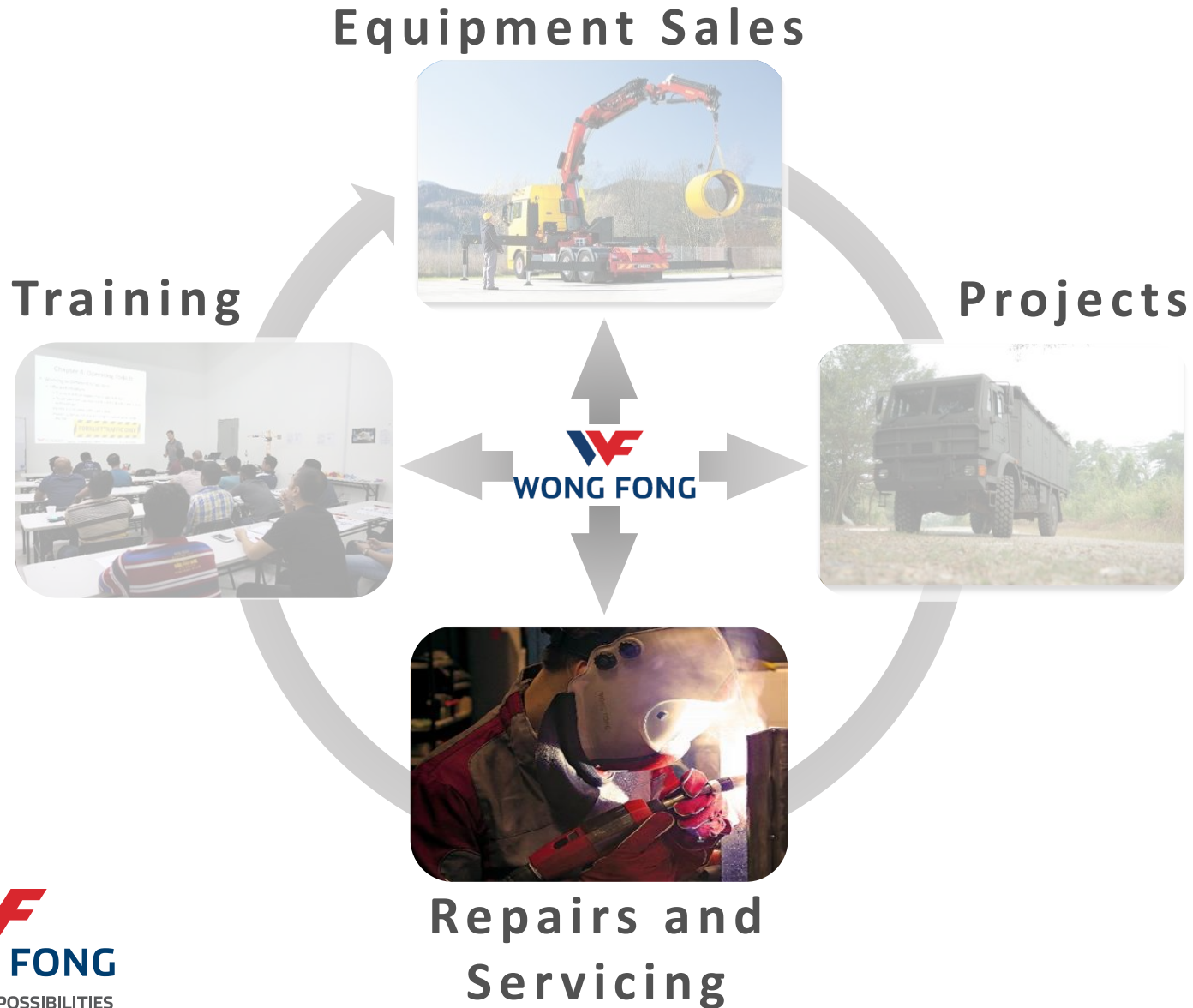
- Design
- Customisation
- Fabrication
- Integration services

Some of our notable projects include:

- Defence solutions: customise special purpose vehicles and solutions
- Extreme armour solutions: provide add-on armour solutions for homeland security and defence use



Core Businesses



Repairs and Servicing



One of the largest service centres for truck-mounted cranes, hookloaders and tailgates in Singapore

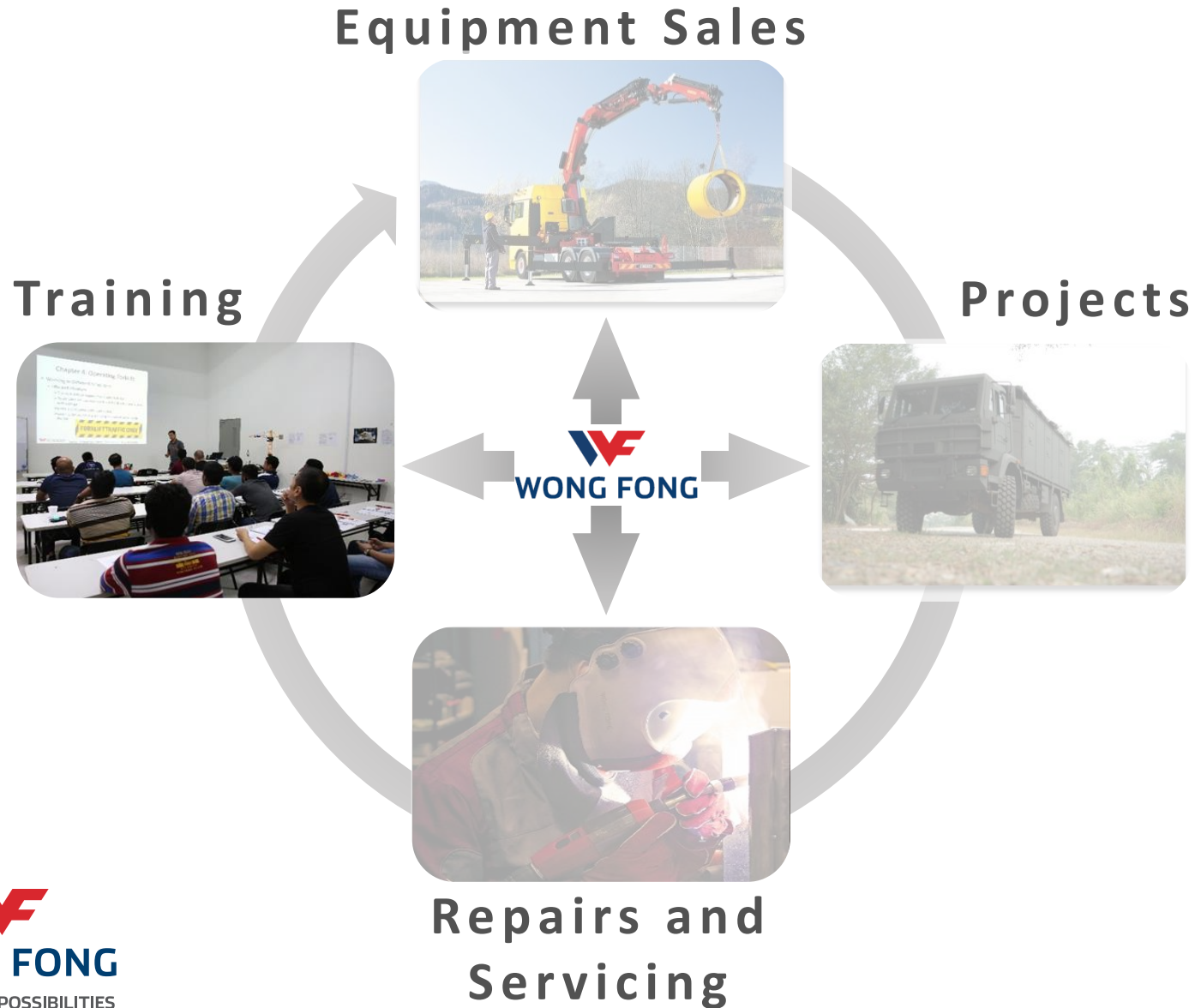
Certified by the **Singapore Accreditation Council** to inspect and certify hookloaders and open-top container bins



Qualified and experienced servicing team able to efficiently handle our customers' equipment breakdowns and servicing needs:

- 24-hour standby mobile service team that carries out on-site servicing and inspections
- Proficiency in repair and maintenance spans across a variety of equipment brands

Core Businesses



Training- Wong Fong Academy

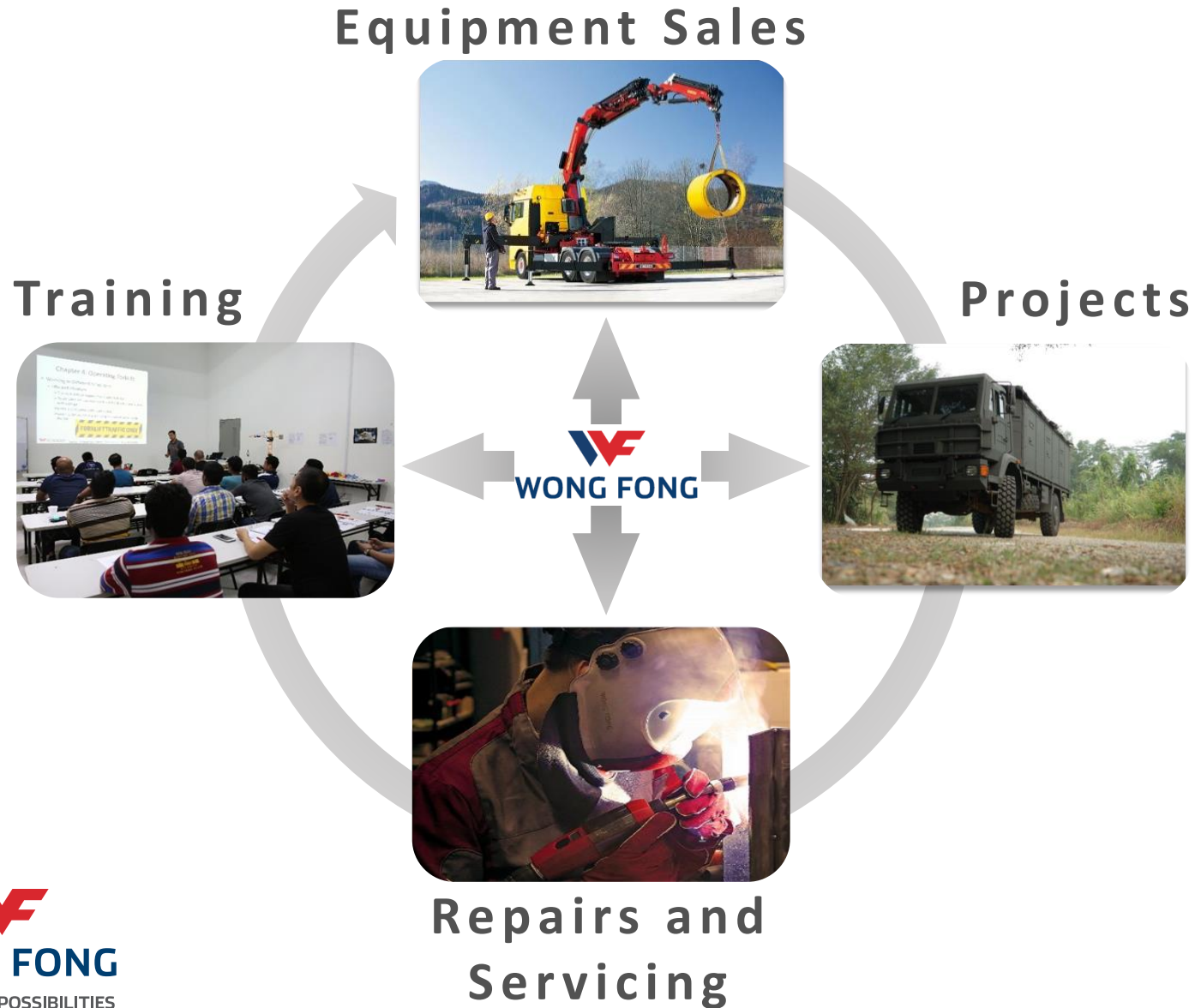


An **Approved Public Training Organisation** by the Singapore Workforce Development Agency to conduct 15 Singapore Workforce Skills Qualification courses

WFA was one of three winners of the inaugural **InnovPlus Flame Award** organised by iN.LAB¹, for developing **Virtual Reality** capabilities for its training programmes



Core Businesses



Research & Development (R&D)

HERK doorlift



Successfully developed products

Fibre-reinforced plastic tailgate



Through R&D, we believe we will be able to provide our customers with constantly **improving and innovative engineering and industrial solutions** to cater to the demands of an ever-changing industrial landscape

Military
Urban material regeneration
Specialised vehicles
Electric-mobility



2. Financial Highlights

Financial Highlights

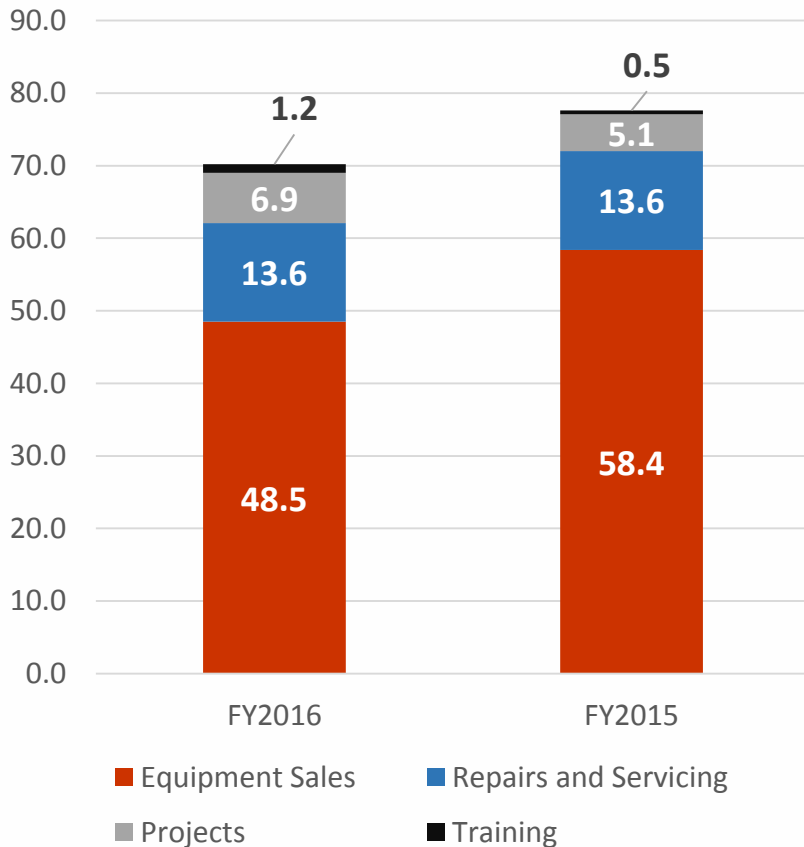
S\$'000	FY2016	FY2015	%
Revenue	70,203	77,623	(10)
Profit before tax	3,965	5,708	(31)
PAT (excludes non-controlling interests)	3,581	5,621	(36)
NAV (excludes non-controlling interests)	44,091	36,139	22
Cash and cash equivalents	20,569	16,352	26

Income Statement

S\$'000	FY2016	FY2015	%
Revenue	70,203	77,623	(10)
Other operating income	959	1,007	(5)
Changes in inventories of finished goods and work-in-progress, and materials and consumables used	(47,450)	(53,128)	(11)
Employee benefits expense	(12,933)	(13,565)	(5)
Depreciation expense	(1,631)	(1,276)	28
Other operating expenses	(4,669)	(4,763)	(2)
Finance costs	(314)	(190)	65
Share of results of associate	(200)	-	n.m.
Profit before tax	3,965	5,708	(31)
Income tax expense	(497)	(375)	32
Profit for the year	3,468	5,333	(35)
Profit attributable to owners of the Company	3,581	5,621	(36)

Revenue by Segments

(S\$'million)

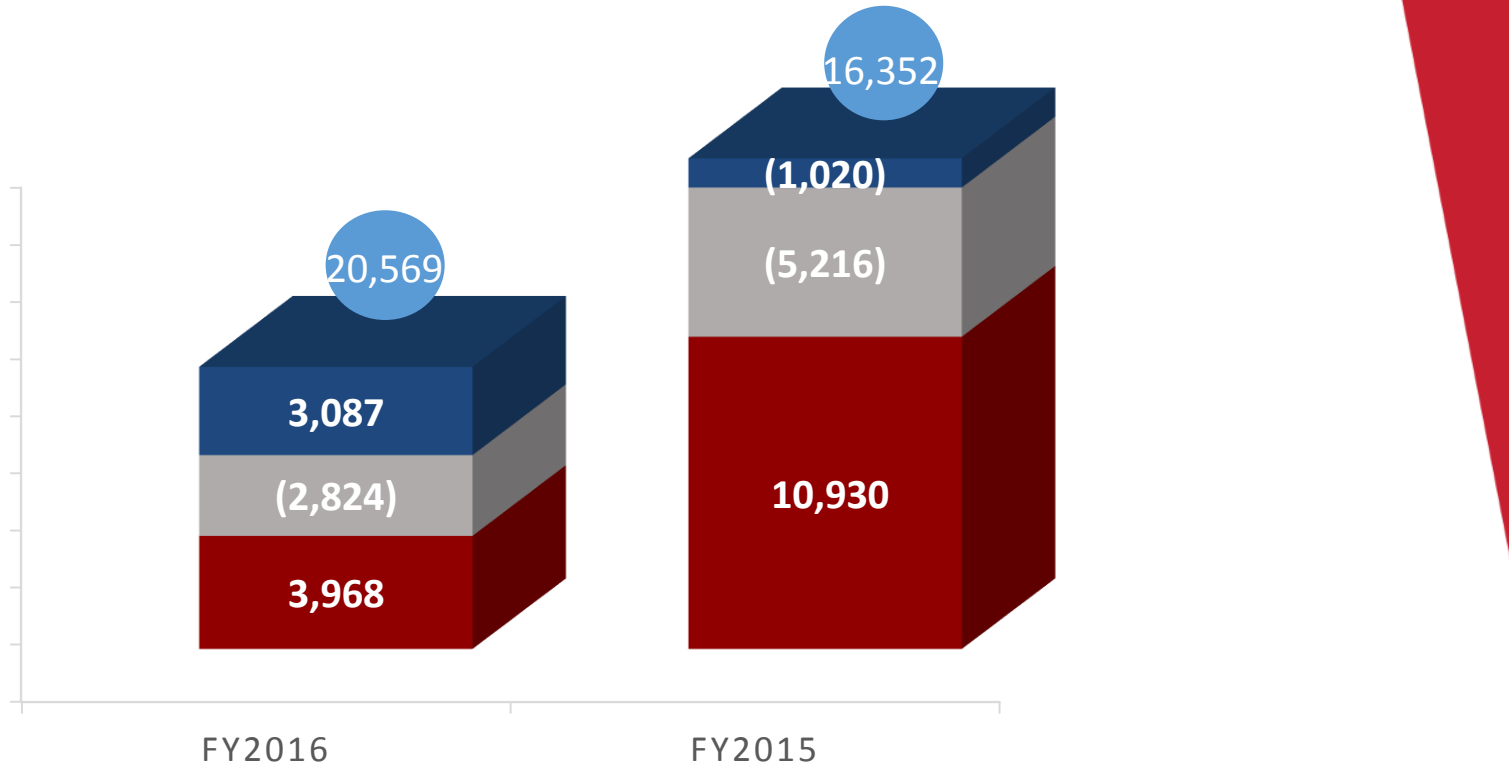


FY2016 Revenue decreased by S\$7.4 million or 9.6% to S\$70.2 million (FY2015: S\$77.6 million).

- Equipment Sales ↓ S\$9.9 million
- Projects ↑ S\$1.8 million
- Training ↑ S\$0.7 million

Key Cash Flows Information

(S\$'000)



Key Financial Indicators

	FY2016	FY2015
NAV (S\$'000)	44,091	36,139
NAV per share (cents)	18.76	15.38
ROE (%)	8.12	15.55
ROA (%)	5.39	8.98
Current ratio	2.75	1.71

| Dividend

0.3 ¢
per share

First and final tax-exempt
(one-tier) cash dividend



3. Outlook & Future Plans

Singapore Budget 2017

- S\$80m – SMEs go digital
- S\$600m – International partnership co-investment funds
- S\$700m value of public infrastructure projects brought forward to start in FY2017 & FY2018
- Top up national research funds of S\$100m
- Industry Transformation Programme of S\$1b
- Lifelong learning funds increase by S\$26m
- S\$1.4b near term business support measures

Operating Environment

Construction industry supported by public sector projects

- BCA projects the total construction demand or the value of construction contracts to be awarded in 2017 to reach **between \$28.0b and \$35.0b**⁽¹⁾

Weakness in Oil and Gas industry

- Impact demand for new and replacement equipment
- Excess supply of unutilised equipment

Increased competition

- New market entrants' impact on equipment sales

Outlook

Equipment Sales

- Expected to remain challenging with sluggish Oil and Gas and Marine sectors and new entrants

Repairs and Servicing

- Expected to remain stable

Outlook

Training - A key growth driver in 2017

- Training team grew from 2 to 16 in two years
- Attained Public Training Organisation status
- Provides 15 accredited training courses for the infrastructure development and manufacturing sectors
- Good growth potential due to Building Capabilities for the Future Economy @ Budget 2017⁽¹⁾
 - Skills training / upgrading under SkillsFuture Singapore



Future Plans – Malaysia- CE Asia



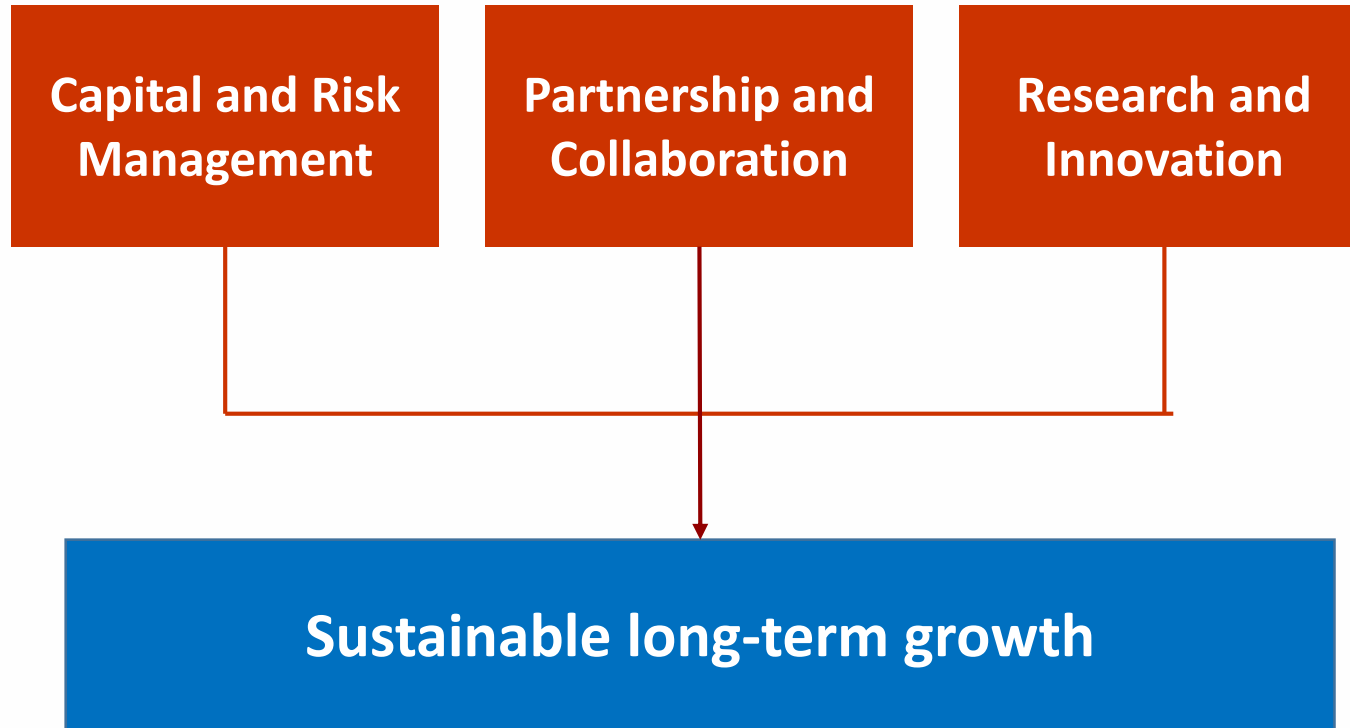
Future Plans – WF Myanmar



Future Plans – WF Myanmar



| Delivering Growth



Strategic shift vs Tactical shift



WONG FONG

Thank You