

**RESULTS
BRIEFING**

**TTJ
HOLDINGS
LIMITED**

FY2018





BUSINESS OVERVIEW

Widely known as one of the largest **structural steel fabricators** with a reputation as a **leading structural steel specialist**

S1-accredited company with operations in Singapore and Malaysia

Provides structural steel for diverse industries including many iconic projects in Singapore

Max. annual capacity: 42,000 tonnes of normal structural steel



**FY2018
FINANCIAL
PERFORMANCE**

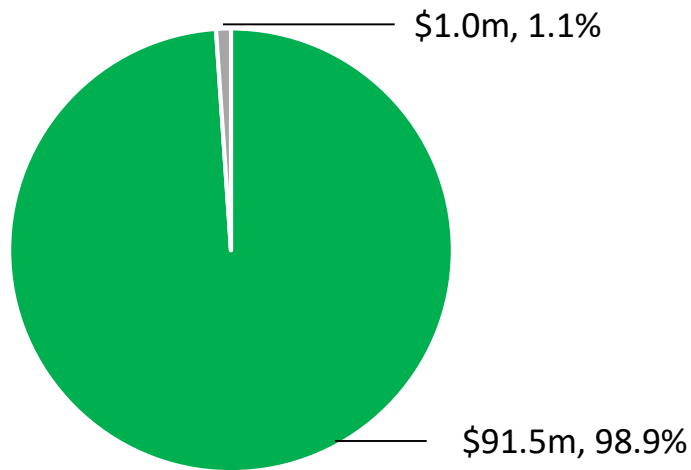


KEY HIGHLIGHTS

	FY2016	FY2017	FY2018
Revenue (S\$'m)	136.6	82.9	92.5
Gross Profit (S\$'m)	39.4	20.4	19.0
<i>Gross Profit Margin</i>	<i>28.9%</i>	<i>24.6%</i>	<i>20.5%</i>
Net Attributable Profit (S\$'m)	25.8	10.9	8.9
<i>Net Profit Margin</i>	<i>18.9%</i>	<i>13.2%</i>	<i>9.6%</i>
Dividends per share (S cts)	1.7	0.7	0.7

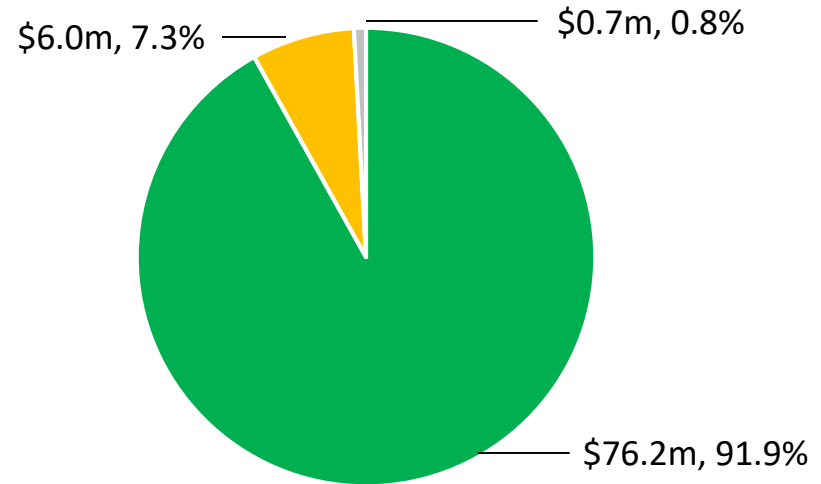
SEGMENTAL REVENUE

FY2018



■ Structural Steel ■ Others

FY2017



■ Structural Steel ■ Dormitory ■ Others

- Revenue from structural steel business segment up 20%.
- No revenue from dormitory in FY2018 as lease of dormitory, Terusan Lodge I, expired in January 2017.



KEY FINANCIAL INDICATORS

Profitability Ratios	FY2017	FY2018
EPS (S cts)	3.13	2.55
Return on Assets	7.1%	5.4%
Return on Equity	8.3%	6.4%
Financial Position	As at 31 Jul 2017	As at 31 Jul 2018
Total assets (S\$'m)	153.8	166.7
Total liabilities (S\$'m)	21.9	27.6
Shareholders' Equity (S\$'m)	131.3	138.8
Net Asset Value per share (S cts)	37.56	39.71
Cashflow	FY2017	FY2018
Net cash from/(used in) operating activities	2.6	(1.3)
Net cash (used in) investing activities	(2.8)	(23.3)
Net cash (used in) financing activities	(7.0)	(1.1)
Cash and cash equivalents	82.2	56.6



**FY2018
BUSINESS
UPDATES**

KEY BUSINESS UPDATES IN FY2018

7 Nov 2017 – Completed acquisition of assets (property and equipment) in Malaysia with the intention to house the Group's PPVC facility

24 Nov 2017 – Secured contracts, involving supply, fabrication and installation of structural steelworks to various projects, bringing order book to S\$170m

26 Apr 2018 - Secured new contracts bringing order book to S\$217m

31 Jul 2018 – Obtained TOP of new office building in Singapore





Group's order book stands at **S\$192 million** as at 26 September 2018.

Projects in order book to be substantially completed between FY2019 and FY2021



Construction Demand in Singapore

Construction Demand (S\$'b)	Public	Private	Total
2017 (Actual)	15.83	8.96	24.80
2018 (Forecast)	16.0 - 19.0	10.0 - 12.0	26.0 - 31.0
Actual up to July 2018	10.09	6.58	16.67
2019 (Forecast)	-	-	26.0 - 33.0
2020 (Forecast)	-	-	26.0 - 33.0
2021 (Forecast)	-	-	28.0 - 35.0
2022 (Forecast)	-	-	28.0 - 35.0

Source: Based on BCA's mid-year construction demand review forecasts released in August 2018

https://www.bca.gov.sg/keyconstructioninfo/others/free_stats.pdf

- Annual construction demand for 2018 to 2022 is expected to be higher than that of 2017
- Ongoing and Upcoming large infrastructural projects: Changi T5, North-South Expressway, Thomson East Coast Line, Circle Line extension

Public Sector Projects

Healthcare: MOH to build up to 8 new polyclinics by 2030; Between 2020-2030, 4 new general hospitals will be built; Under 20-year master plan for SGH, new facilities will be built and several existing buildings will be upgraded

Government: MHA to build new development next to the Police Cantonment Complex in Neil Road

Changi Airport: Terminal 5 and Gangways

Industrial projects: JTC is masterplanning and developing new, future-ready estates such as the Jurong Innovation District and Punggol Digital District

Transport: Cross Island Line; Jurong Region Line; Eastern Region Line; Circle Line Extension; Kim Chuan Depot Extension; Jurong Gateway Bus Interchange; Sengkang West Bus Interchange

Utilities: PUB's water reclamation and sewerage projects

Private Sector Projects

Jurong Island: JTC's projection: double production of petrochemicals by 2030; sets aside up to 40% of reclaimed land on Jurong Island for new chemical plants

Commercial: Facebook to build \$1.4 billion data centre in Singapore, its first in Asia.

OUTLOOK & BUSINESS STRATEGIES

Structural Steel opportunities in Singapore and Malaysia

Productivity and cost management to stay competitive

Explore new areas of business e.g. PPVC, waste management and treatment

Challenges:

- Stiff competition
- Narrowing margins
- Macro economic uncertainties



**THANK
YOU**