

*A trusted partner in the Energy and Marine industries*

**About CosmoSteel:** With a strong reputation 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. The Group offers an extensive inventory of over 20,000 line items under three main product categories of pipes, fittings and flanges. As an endorsement of its quality assurance system, the Group was awarded ISO 9002:1994 in 2000; ISO 9001:2000 in 2003; and in 2009, ISO9001:2008, ISO14001:2004 and OHSAS 18001:2007, and bizSAFE STAR certification in 2012. The Group was ranked 71st out of 664 companies in the Governance and Transparency Index 2013 for best practices in corporate transparency and business operations.

## KEY BUSINESS STRATEGIES

### OUTLOOK AND STRATEGY

#### 1-Stop Inventory Specialist

- Extensive and ready stocks for fast turnaround

#### Dividend Policy

- Annual dividend payout of at least 10% of net profit attributable to Shareholders, subject to conditions

#### Capitalising on Market Expansion

- Intensify marketing efforts in the Asia Pacific region and beyond
- Strengthen ties with existing and new customers

#### Concentrating on Core Markets

- Focus on Energy and Marine sectors

#### Prudent Financial Management Policies

- Stay vigilant and continue cost controls

### Equity Data (As at 5 May 2014)

Listed on SGX-ST Mainboard	2007
Share price (S\$)	0.445
Market capitalisation (S\$m)	117.5
Issued & Paid-up Shares (m)	264

### Substantial Shareholders

(As at 3 Dec 2013)

Ong Chin Sum	21.29%
Ong Tong Hai, Jack	6.31%
Ong Tong Yang, Andy	6.27%

### Key Management

Ong Chin Sum – CEO & Executive Director
Ong Tong Hai, Jack – Executive Director
Ong Tong Yang, Andy – Executive Director
Laura Ng Ying Shu – CFO
Loh Ngiap Boon – General Manager

## FINANCIAL OVERVIEW (FPE 31 MARCH)

Profit & Loss (S\$'m)	1HY14	1HY13	FY13	FY12
Revenue	77.4	88.8	155.7	155.0
Profit before tax	3.2	4.7	7.3	13.4
Net profit	2.6	3.9	6.4	11.1
Per Share Data (S¢)	1HY14	1HY13	FY13	FY12
EPS	1.0	1.49	2.41	4.19
Dividends per share	-	-	1.00	1.25
NAV per share	37.65	35.63	37.64	35.40
Profitability Ratios (%)	1HY14	1HY13	FY13	FY12
Return on Total Assets	4.0	5.9	4.67	8.97
Return on Equity	5.3	8.4	6.60	12.51
Efficiency Ratios (Days)	1HY14	1HY13	FY13	FY12
Trade Receivables Turnover	91	67	64	64
Trade Payables Turnover	55	30	47	36
Inventory Turnover	356	283	350	319
Liquidity Ratios (Times)	1HY14	1HY13	FY13	FY12
Current Ratio	1.97	1.92	2.01	1.97
Gearing Ratio	1.02	1.01	0.94	0.89

