

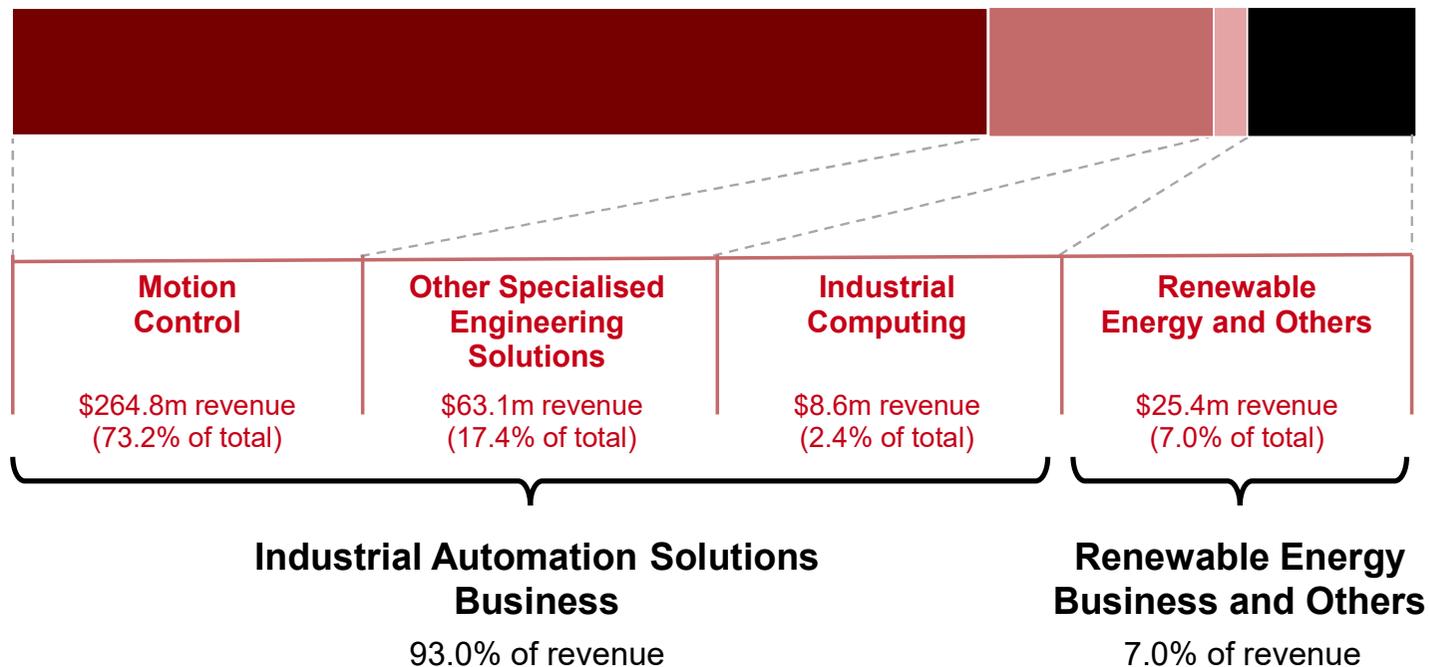


FINANCIALS



Business Structure

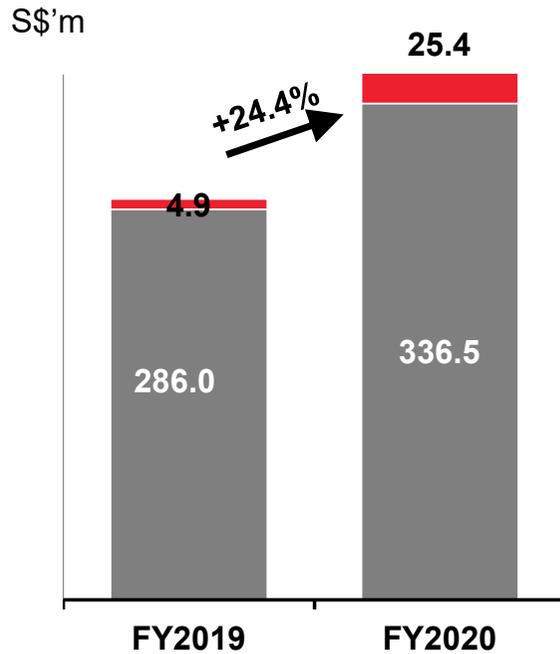
FY2020 REVENUE BREAKDOWN BY SEGMENT



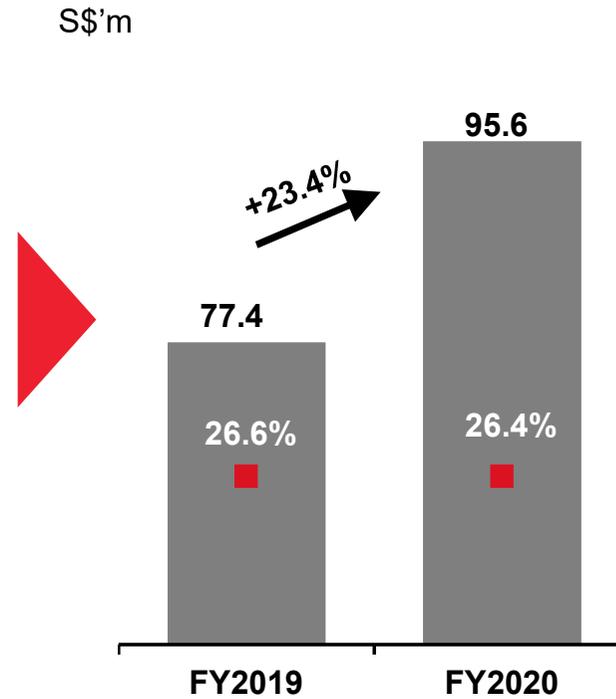
ISDN's Industrial Automation Solutions segment underpins the core of the business

Financial Snapshot: FY2020

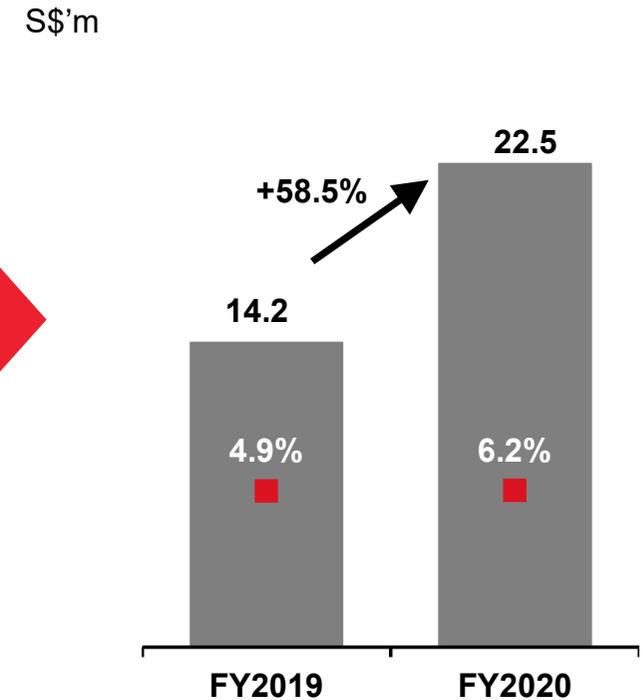
TOTAL REVENUE



GROSS PROFIT AND GROSS PROFIT MARGIN



NET PROFIT AND NET PROFIT MARGIN



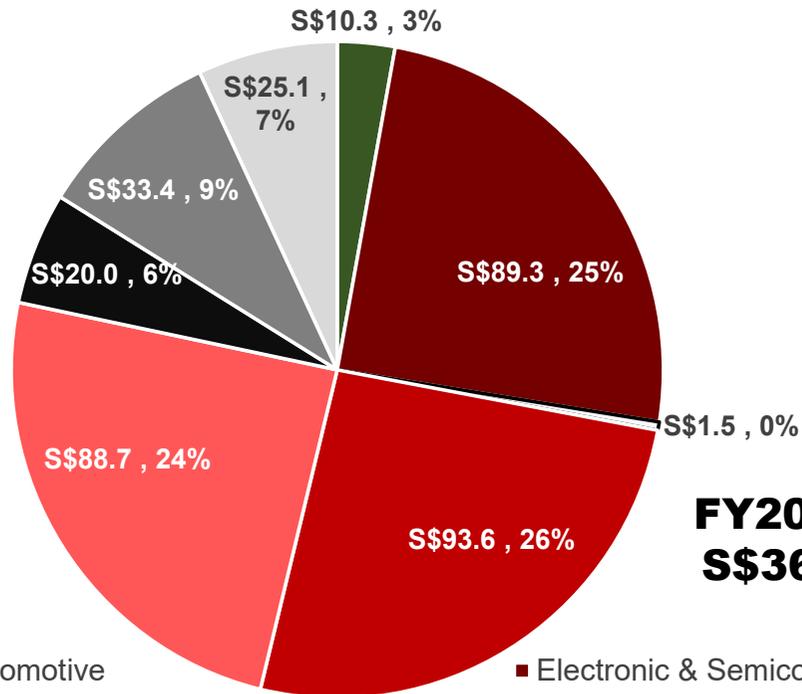
- Renewable Energy and Others
- Industrial Automation Solutions

- Gross Profit
- Gross Profit Margin

- Net Profit
- Net Profit Margin

FY2020 Revenue Breakdown

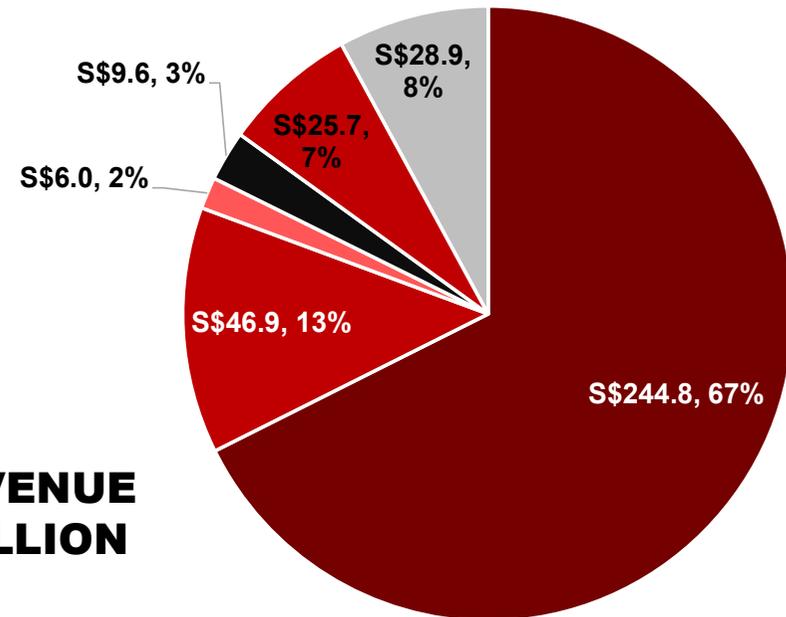
BY END-INDUSTRIES



**FY2020 REVENUE
S\$361.9 MILLION**

- Automotive
- Food & Beverage
- Machine Tools
- Others
- Electronic & Semiconductor
- Industrial Robotic
- Medical Device
- Renewable Energy

BY GEOGRAPHY



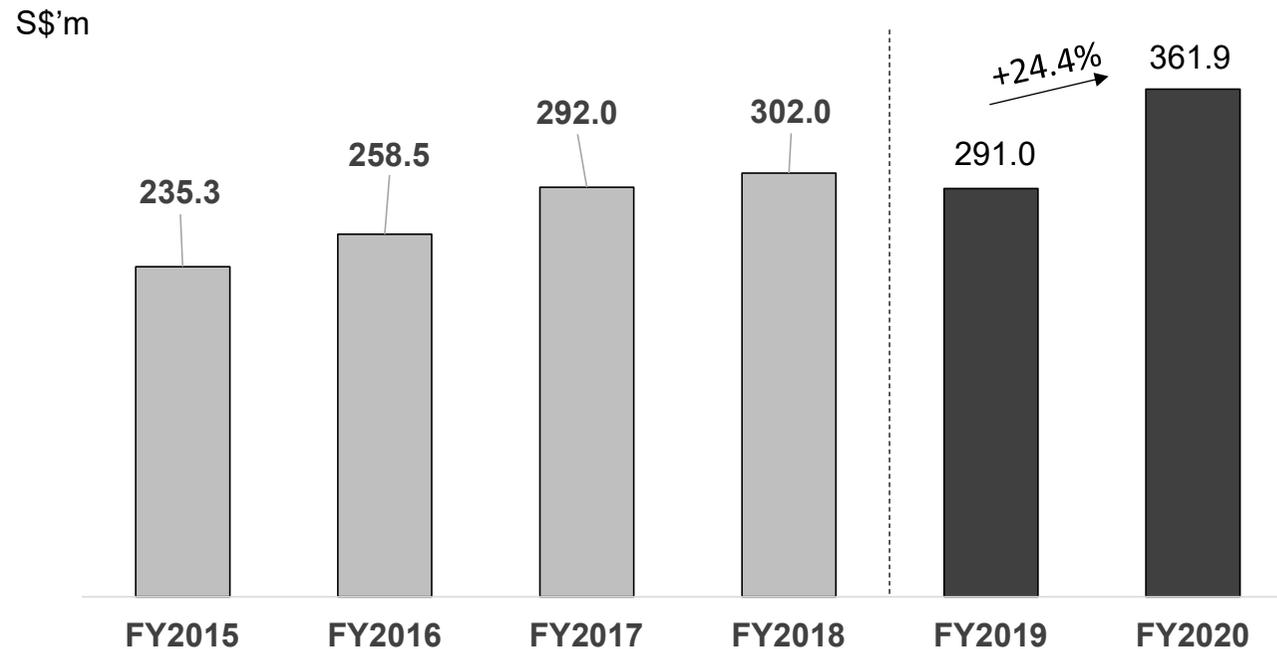
- PRC
- Singapore
- Hong Kong
- Indonesia
- Malaysia
- Others

Strong end-industry **diversification** and **strategic** geographical mix

Revenue Trend

ANNUAL REVENUE TREND

FY REVENUE COMPARISON



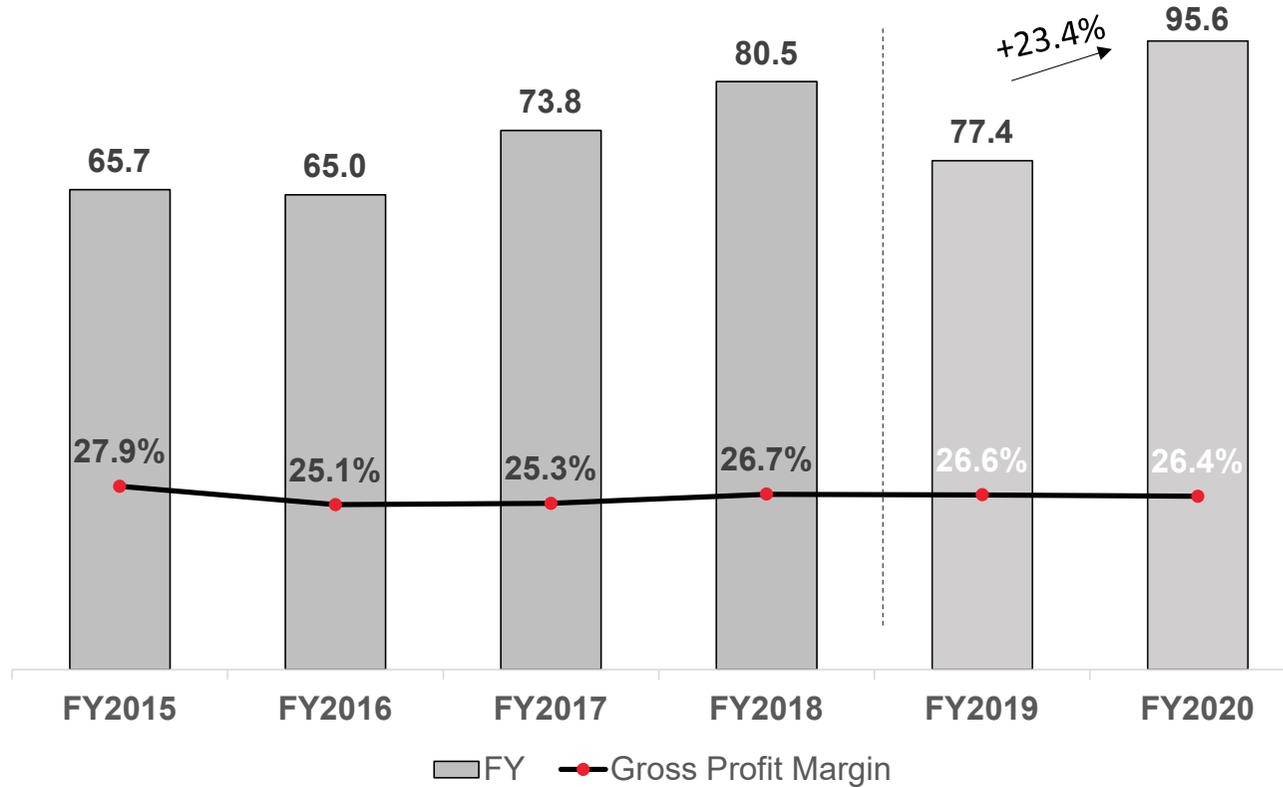
FY2020: Amid the coronavirus impact and growing global trade tensions, ISDN posts a 24.4% revenue jump YoY. The Group's **diversified customer base, end-industries, and geographies** cushion the **medium-term volatilities** associated with the trade war and Covid-19.

Gross Profit Trend

S\$'m

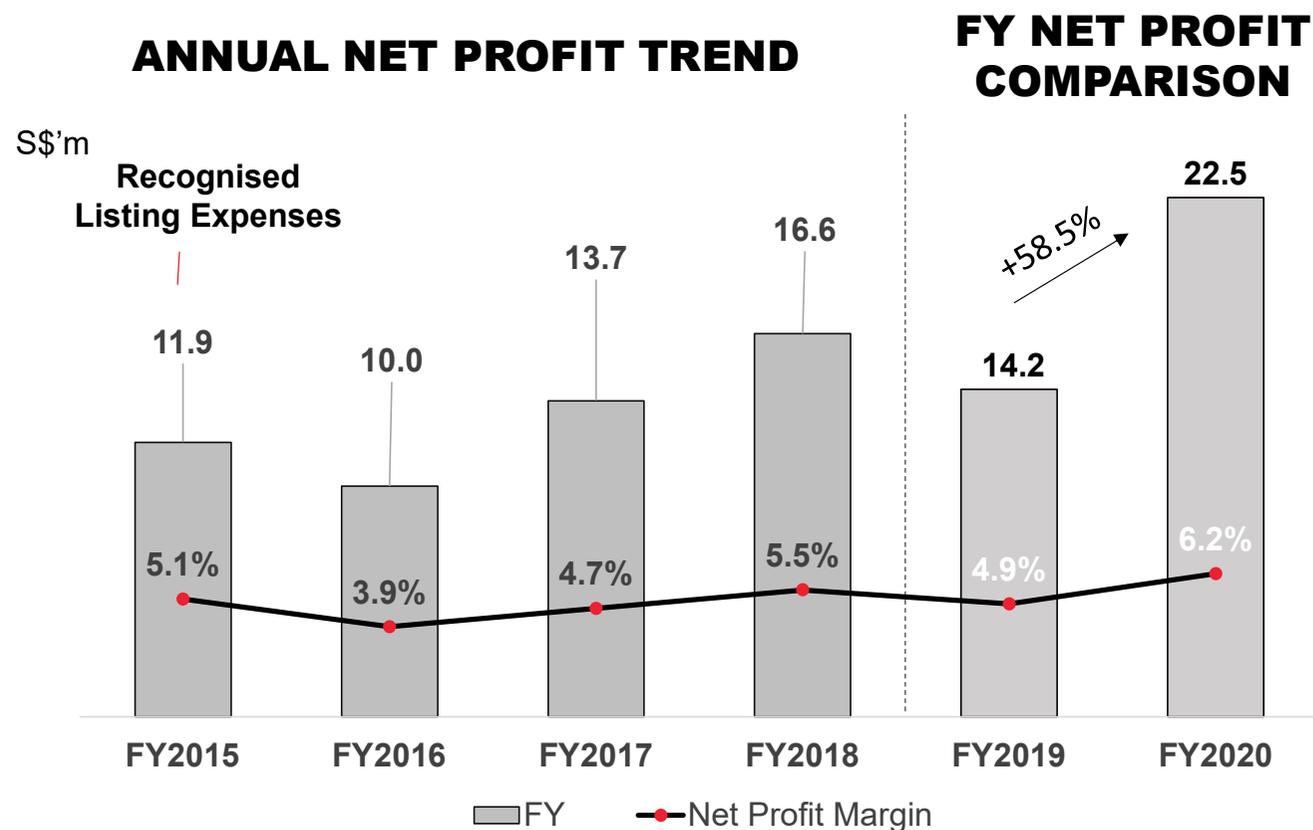
ANNUAL GROSS PROFIT TREND

FY GROSS PROFIT COMPARISON



Annually, gross profit margin hovers **between 25 – 28%**. Excluding gross profit from the two mini-hydropower plants construction, the Group's **core Industrial Automation Solutions' gross margin increased from 26.9% in FY2019 to 27.8% for FY2020**.

Net Profit Trend



The Group has been **profitable since listing in 2005**. Annually, net profit margin hovers **between 4-8%**. **Net profit margin was 6.2% for FY2020**, well within the FY net profit margin band for the past 4 years.

Balance Sheet Highlights



S\$'000

As at 31 December 2020

As at 31 December 2019

Assets

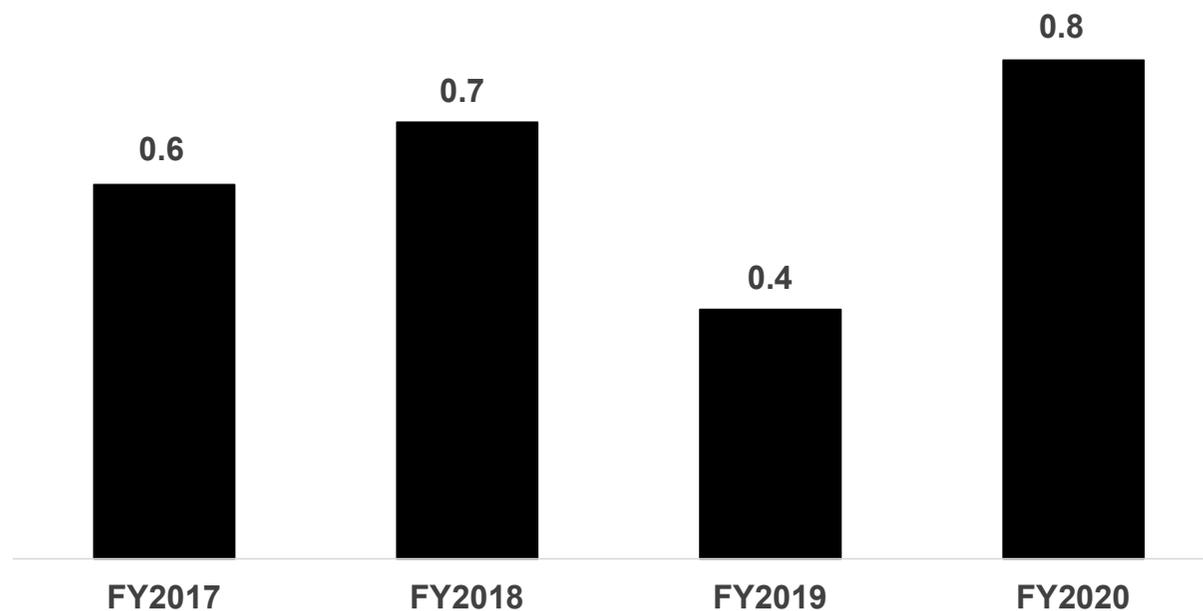
Inventories	55,592	53,131
Trade and Other Receivables	102,950	111,804
Cash and Bank Balances	58,473	37,998
Property, Plant, and Equipment	61,602	43,965
Goodwill	12,227	12,227
Service Concession Receivables	58,541	34,261
Other Assets	8,600	8,376
Total Assets	357,985	301,762

Liabilities

Trade and Other Payables (current)	84,364	60,769
Bank Borrowings (current)	22,128	20,186
Bank Borrowings (non-current)	9,580	7,096
Other Liabilities	24,289	15,141
Total Liabilities	140,361	103,192
Net Assets or Total Equity	217,624	198,570

Dividend Trend

Singapore cents per share



The Group's new dividend policy from FY2017 targets to provide shareholders an **annual dividend payout of 25% of the net profit attributable to shareholders**