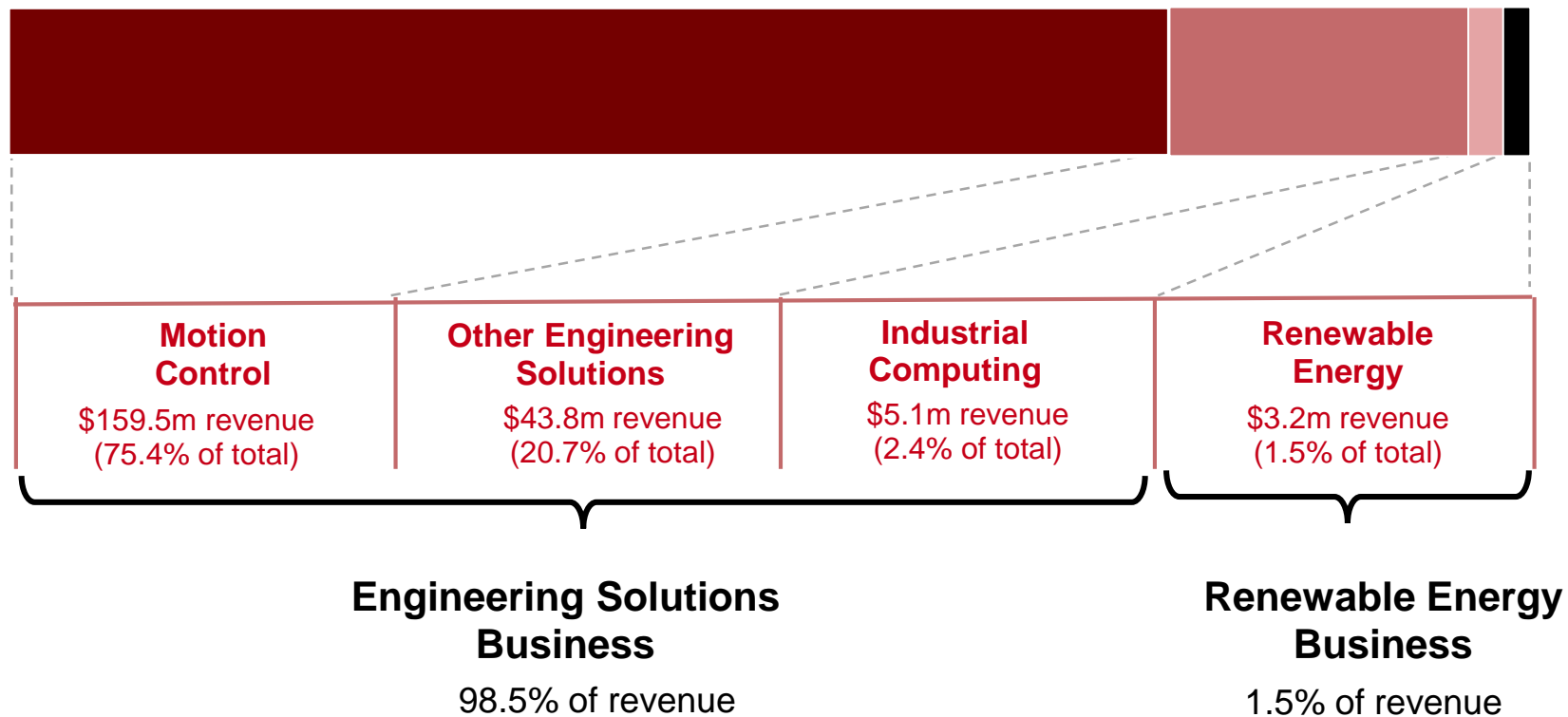




FINANCIAL HIGHLIGHTS

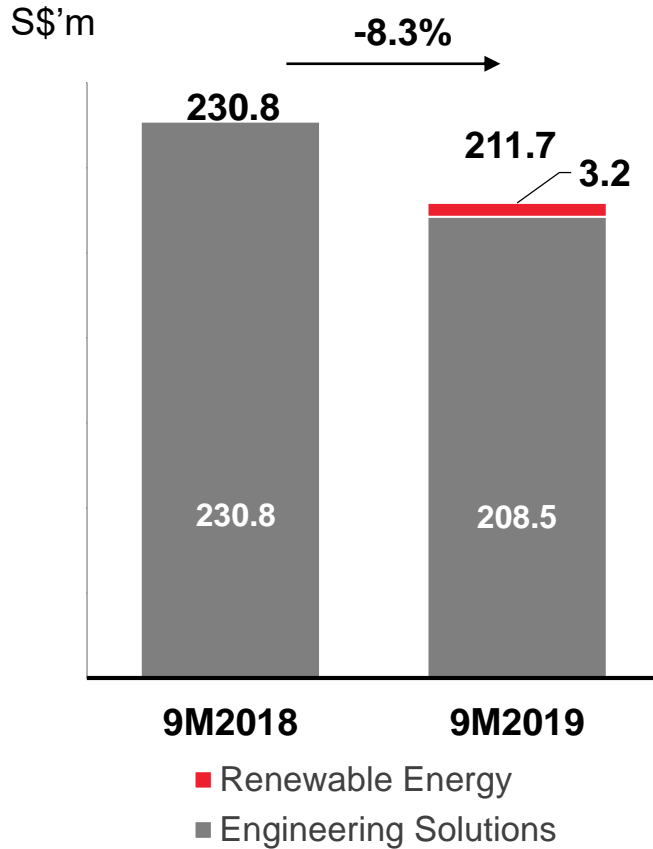
Business Structure

9M2019 REVENUE BREAKDOWN BY SEGMENT

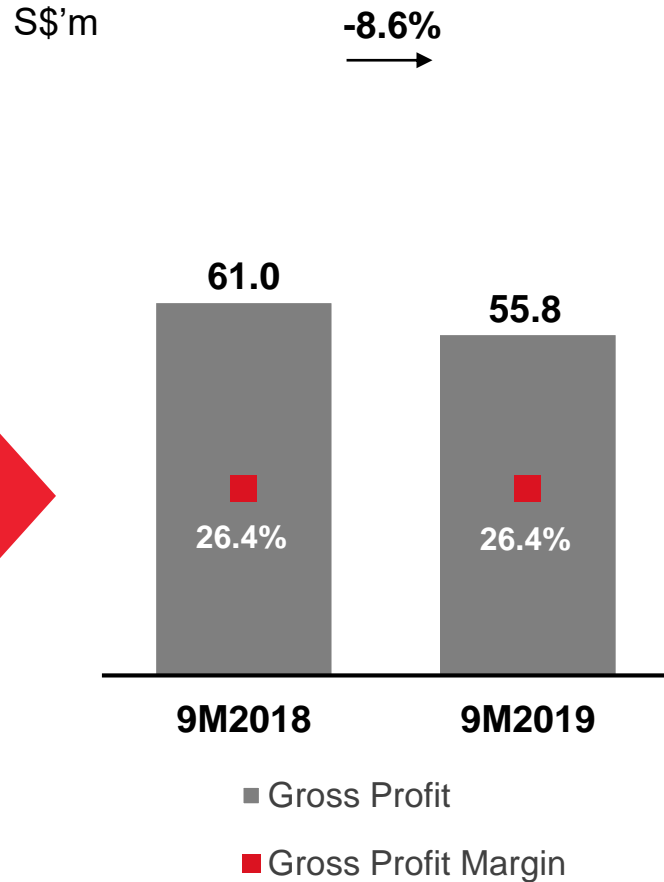


Financial Snapshot: 9M2019

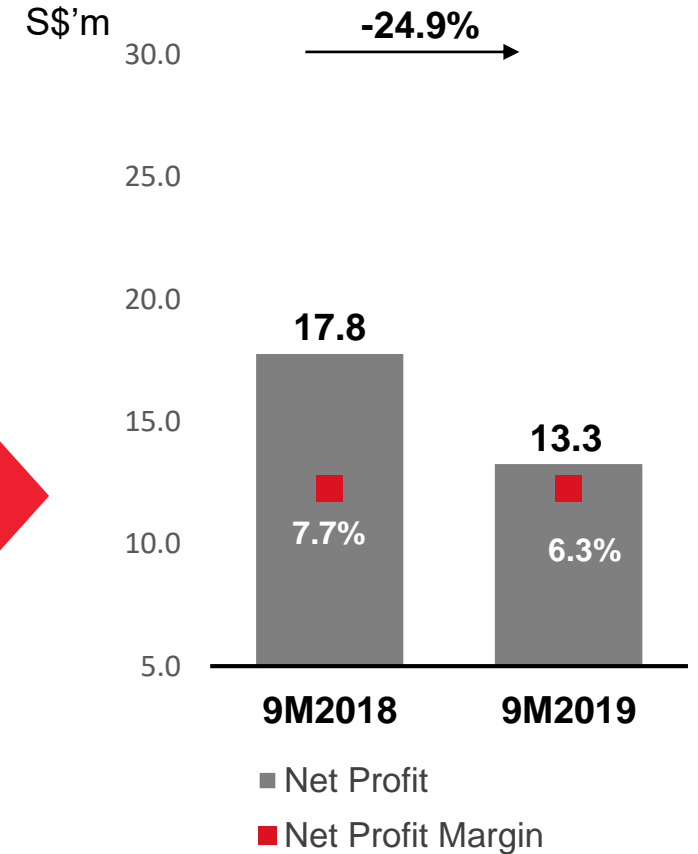
TOTAL REVENUE



GROSS PROFIT AND GROSS PROFIT MARGIN



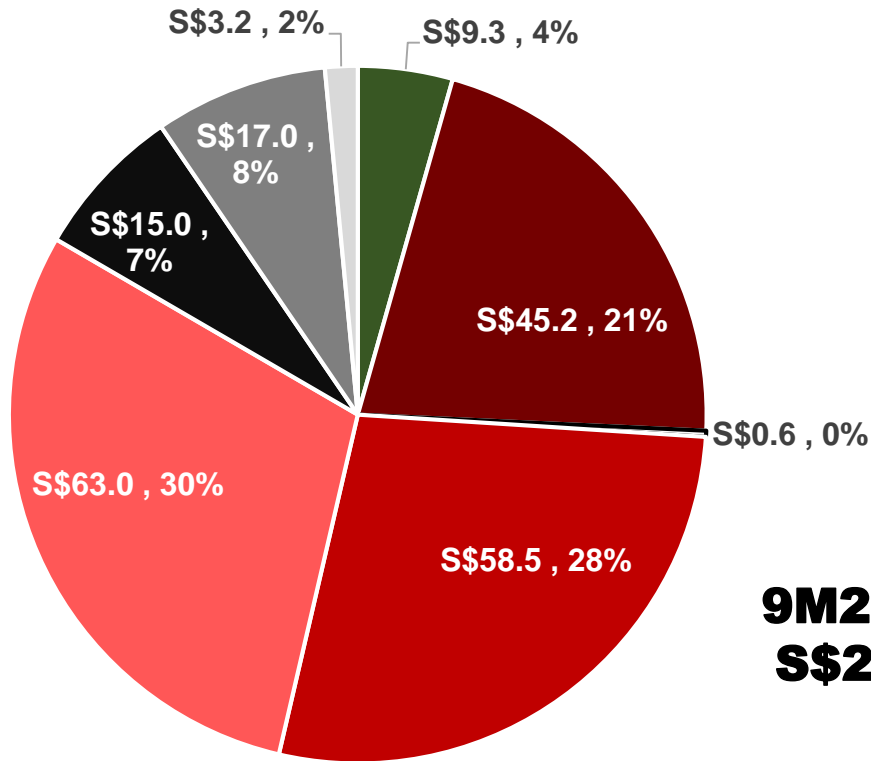
NET PROFIT AND NET PROFIT MARGIN



9M2019: Amid global trade tensions, cyclicity in the semiconductor industry, and the weakening of RMB against the SGD, ISDN posts a 8.3% revenue fall YoY. The Group's gross margin discipline and conservative approach to sales renewals have cushioned the medium-term volatilities associated with the trade war. At the same time, ISDN has also remained vigilant in controlling expenses amidst the softer economic conditions

9M2019 Revenue Breakdown

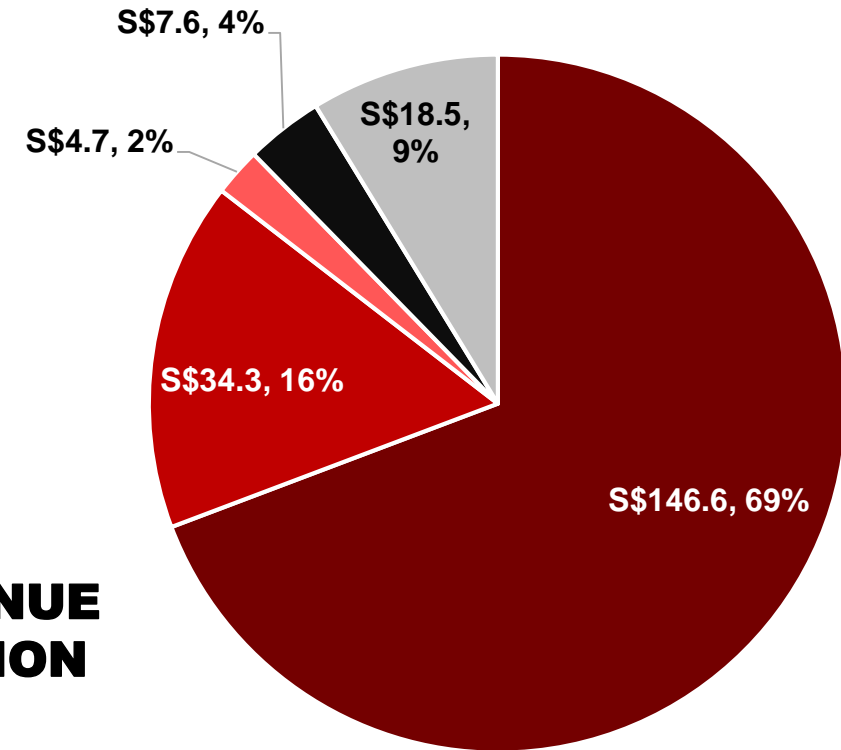
BY END-INDUSTRIES



**9M2019 REVENUE
S\$211.7 MILLION**

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

BY GEOGRAPHY



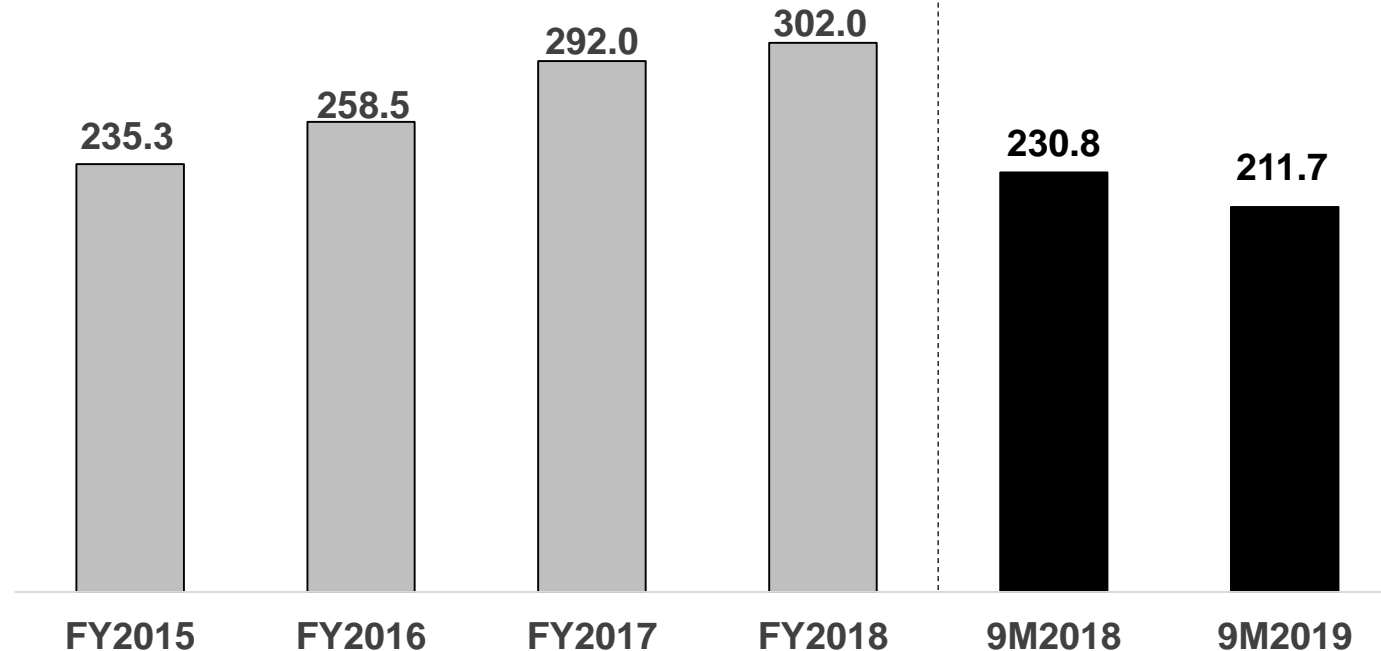
- PRC
- Hong Kong
- Others
- Singapore
- Malaysia

Strong end-industry diversification and strategic geographical mix

Revenue Trend

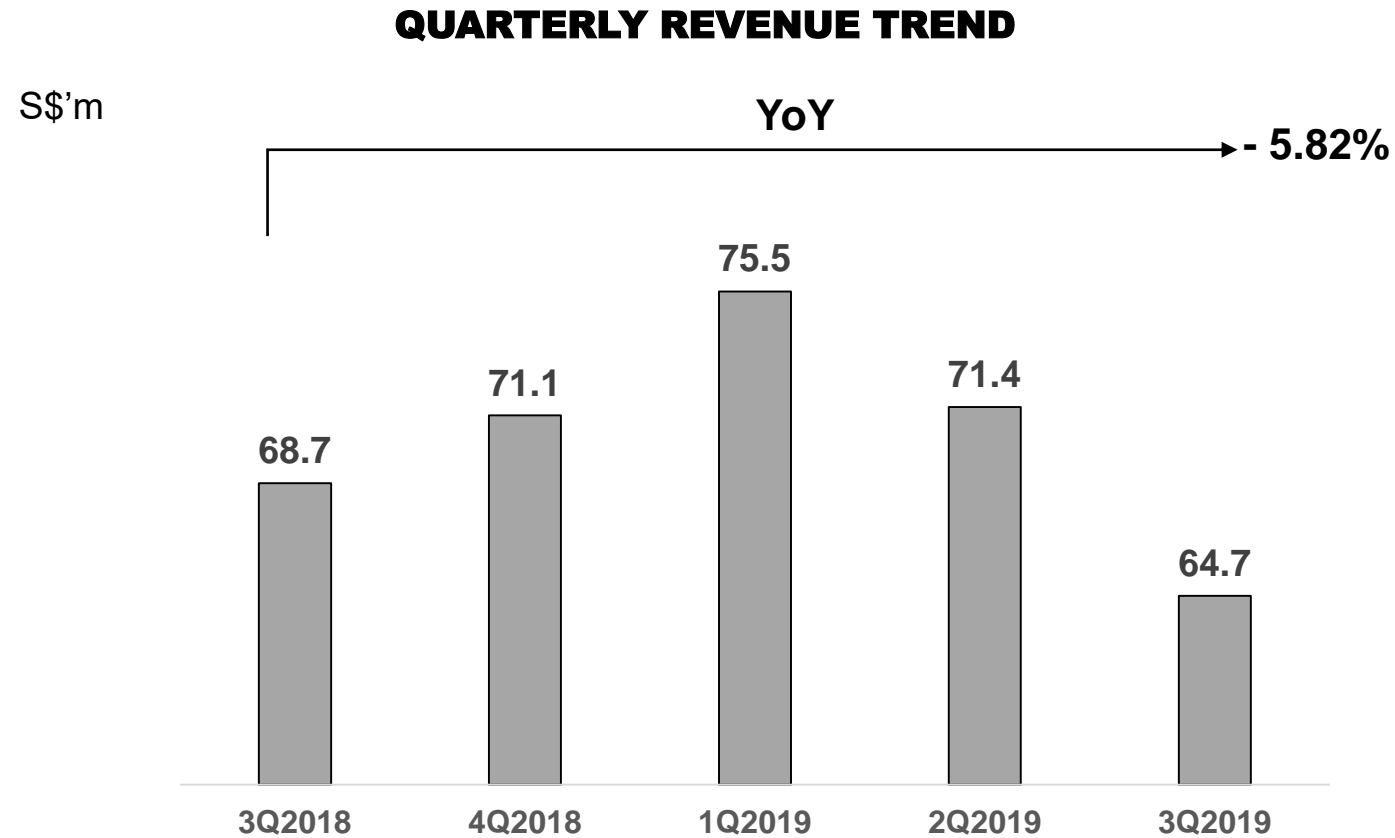
ANNUAL REVENUE TREND

S\$m



9M2019: Against the backdrop of global trade tensions, cyclicality in the semiconductor industry, and the weakening RMB against the SGD, ISDN manages its counterparty risk by not renewing certain sales account.

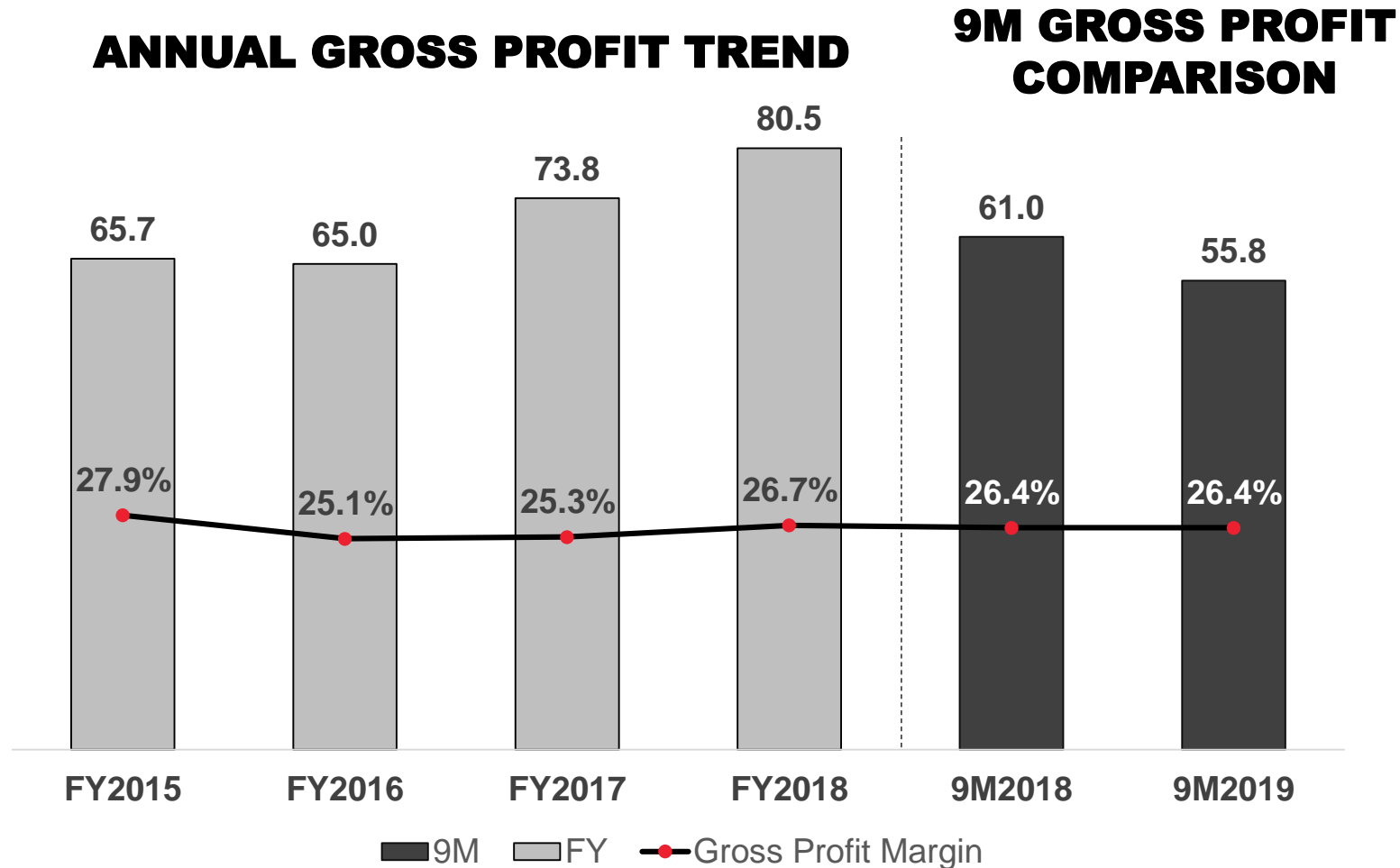
Revenue Trend



3Q2019: ISDN's quarterly revenues have declined 5.82% YoY, mirroring the wider volatility trend in the short-to-medium term

Gross Profit Trend

S\$m

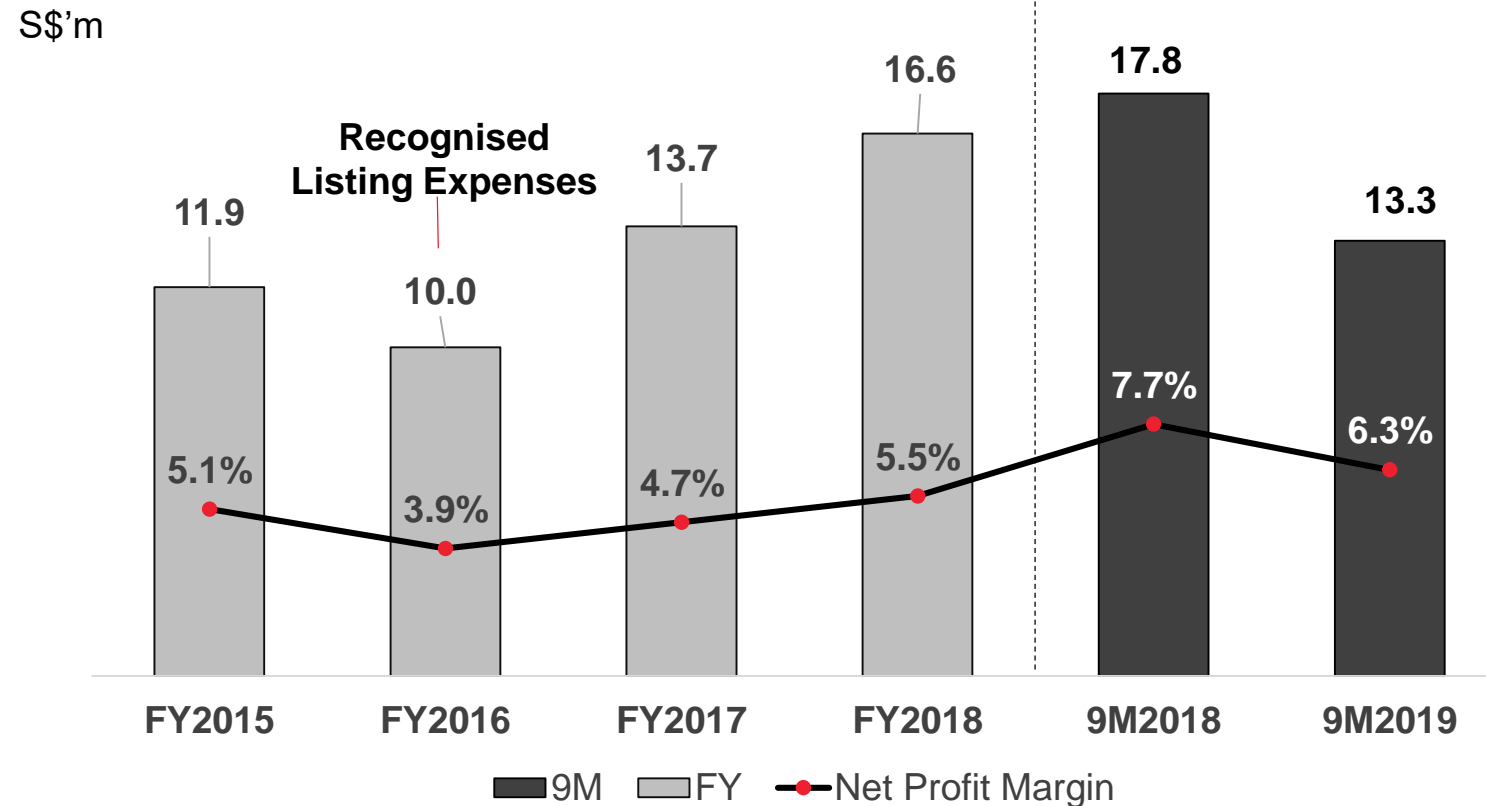


Annually, gross profit margin hovers **between 25 – 28%**. Excluding gross profit from the two mini-hydropower plants construction, the Group's **core Industrial Automation segment's gross margin** would have inched up marginally by 0.2 percentage point to 26.6% in 9M2019.

Net Profit Trend

ANNUAL NET PROFIT TREND

9M NET PROFIT COMPARISON

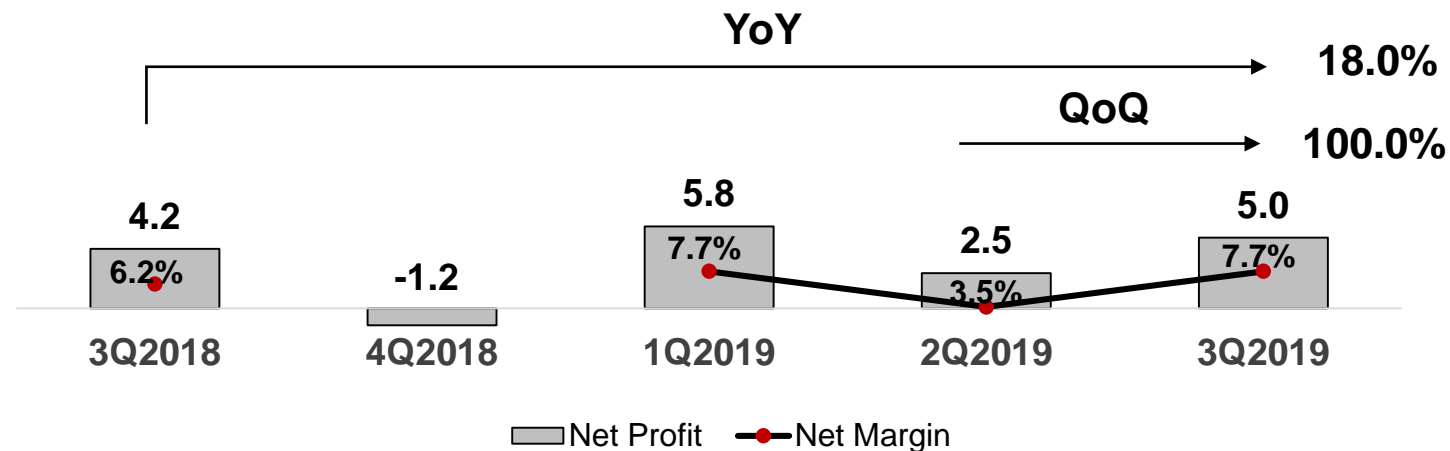


The Group has been **profitable since listing in 2005**. Annually, net profit margin hovers **between 4-8%**. **Net profit margin was 6.3% for 9M2019**, with OPEX largely flat YoY – the Group prudently managed its expenses, balancing the short-term volatility with long-term growth investment.

Net Profit Trend

QUARTERLY NET PROFIT TREND

S\$m



Mirroring the global macroeconomic trends, ISDN's net profit has seen some fluctuation since the onset of trade war in mid-2018. **Balancing cost management and long-term investment growth** are key to power through this period of short-to-medium term volatilities

Balance Sheet Highlights

S\$'000

As at 30 September 2019

As at 31 December 2018

Assets

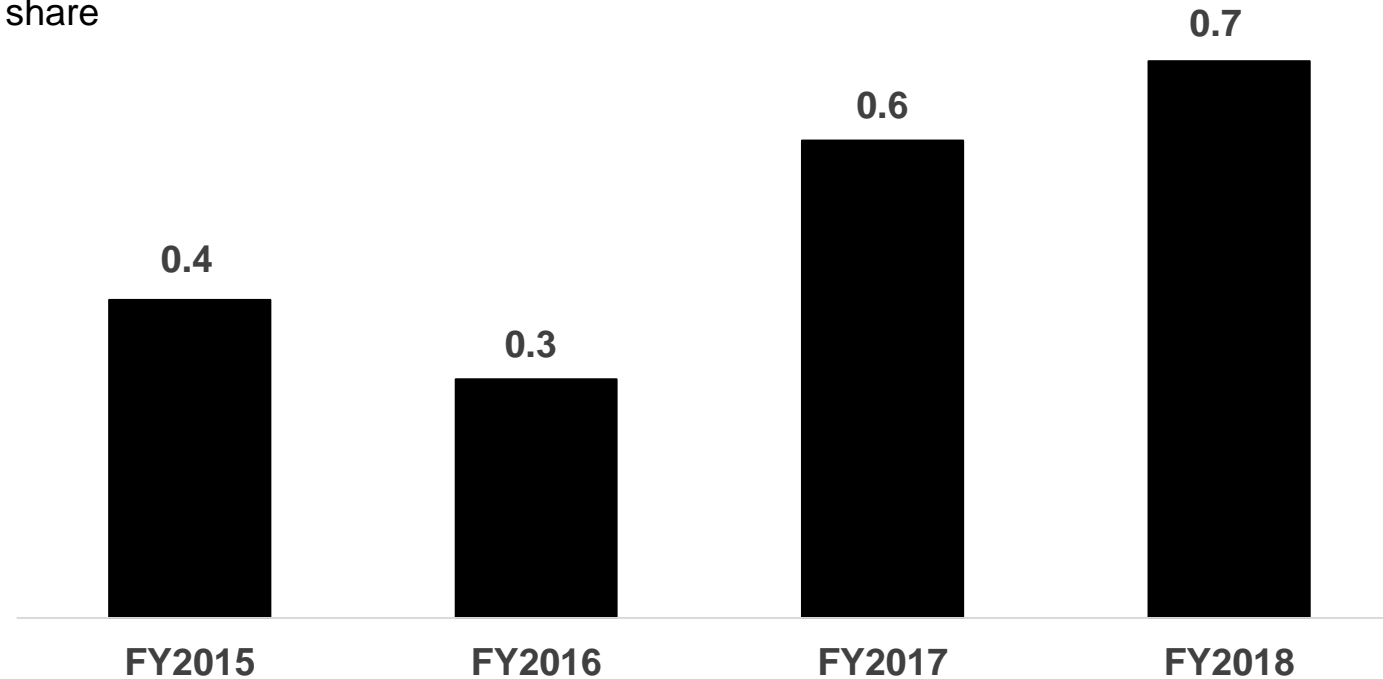
Inventories	52,896	55,183
Trade and Other Receivables	104,045	96,225
Cash and Bank Balances	38,451	41,877
Property, Plant, and Equipment	39,166	39,314
Goodwill	12,227	12,227
Service Concession Receivables	32,541	30,233
Other Assets	8,703	8,042
Total Assets	288,029	283,101

Liabilities

Trade and Other Payables (current)	65,020	69,380
Bank Borrowings (current)	15,496	16,423
Bank Borrowings (non-current)	11,927	11,842
Other Liabilities	3,158	3,248
Total Liabilities	95,601	100,893
Net Assets or Total Equity	192,428	182,208

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**