

FY2022 Results Presentation

5 April 2023





NORDIC
Group Limited

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Financial Highlights for FY2022

Revenue

\$162.8 ↑58%

FY21: \$103.1m

Net profit

\$20.9m ↑50%

FY21: \$13.9m

EBITDA

\$31.6m ↑66%

FY21: \$19.0m

GPM

28% ↑1 ppt

FY21: 27%

NPM

13% ↓1 ppt

FY21: 14%

EBITDA margin

19% ↑1 ppt

FY21: 18%

Order book

\$232.5m

as at 31 Dec 2022

EPS

5.3 cents

↑47%

FY21: 3.6 cents

NAV per share

27.5 cents

↑9%

FY21: 25.2 cents



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Financial Review

Income Statement Highlights

S\$'000	Unaudited 2H2022	Unaudited 2H2021	Change (%)	Unaudited FY2022	Audited FY2021	Change (%)
Revenue	82,995	53,893	54	162,758	103,065	58
Gross Profit	22,699	13,809	64	45,746	27,798	65
Gross Profit Margin	27.3	25.6	1.7 ppts ^[1]	28.1	27.0	1.1 ppts
Net Profit after Tax	9,237	6,079	52	20,853	13,876	50
Net Profit Margin	11.1	11.3	(0.2 ppts)	12.8	13.5	(0.7 ppts)
EBITDA	14,461	8,534	69	31,604	18,971	67
EBITDA Margin	17.4	15.8	1.6 ppts	19.4	18.4	1.0 ppts
EPS^[2]	2.4	1.6	50	5.3	3.6	47

^[1] ppts: Percentage Points

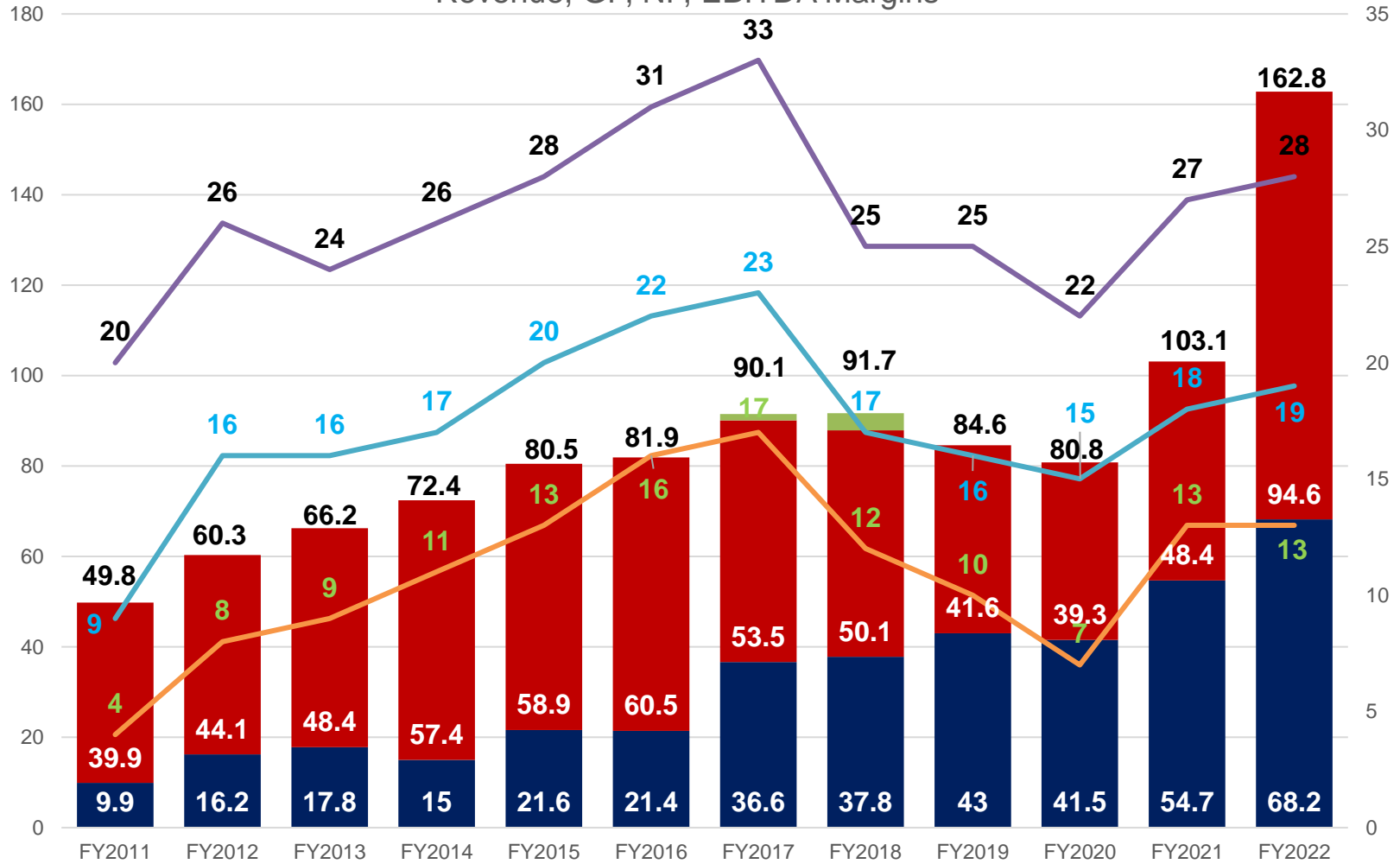
^[2] Based on weighted average number of 387,736,000, 388,000,000, 392,644,000, and 388,179,000 ordinary shares for 2H2022, 2H2021, 12M2022, and 12M2021 respectively



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Financial Review

Revenue, GP, NP, EBITDA Margins



■ Maintenance
 ■ Project
 ■ Carbon allowances
 — Gross Profit Margin
 — EBITDA Margin
 — Net Profit Margin

Financial Review

Balance Sheet Highlights

S\$'000	Unaudited as at 31 Dec 2022	Unaudited as at 31 Dec 2021
Current Assets	139,083	127,057
Non-current Assets	98,726	65,209
Current Liabilities	102,537	85,932
Non-current Liabilities	25,256	8,699
Total Equity	110,016	97,635
Cash and Cash Equivalents	55,915	75,337
Net Asset Value per share (cents) ^[1]	27.5	25.2

^[1] Computed based on number of 399,736,100 (31 Dec 21: 388,000,000) ordinary shares, excluding treasury shares



Financial Review

	As at end of									
S\$'000	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	9M2022	FY2022
Total Borrowings	25,320	32,155	28,085	46,612	48,807	44,069	45,873	60,262	80,443	72,107
Cash and Cash Equivalents	32,799	35,566	32,325	40,291	39,232	43,200	57,512	75,337	45,296	55,915
Net Debt/(Cash)	(7,479)	(3,411)	(4,240)	6,321	9,575	869	(11,639)	(15,075)	35,147 ⁽⁶⁾	16,192
Net Gearing Ratio ⁽¹⁾	-19% ⁽²⁾	-10% ⁽²⁾	-11% ⁽²⁾	13% ⁽³⁾	19% ⁽⁴⁾	2% ⁽⁵⁾	-20% ⁽²⁾	-22% ⁽²⁾	56% ⁽⁶⁾	24% ⁽⁶⁾

(1) Computed based on (total borrowings less cash and cash equivalents/total equity less intangible assets) x 100%

(2) Negative due to the Group being in a net cash position

(3) Increase due to \$21 million loan from the acquisition of Ensure in April 2017

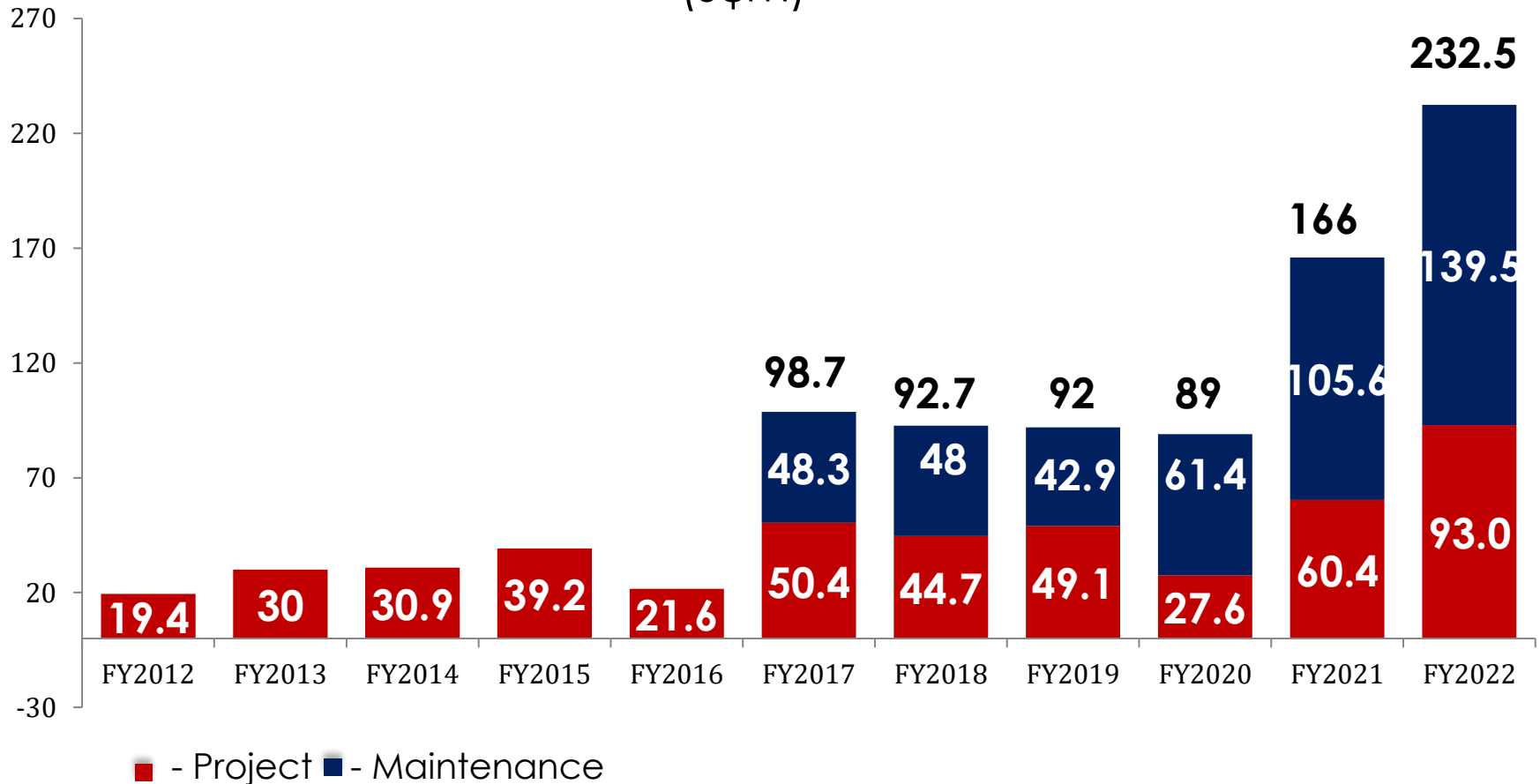
(4) Increase due to \$10 million loan for the purchase of factory at 2 Tuas Ave 10

(5) Net debt is due to the acquisition of Envipure Group

(6) Increase due to additional loans for acquisition of Starburst Group and Eratech

Order Book

(S\$m)



Note:

The order book from FY2011 to FY2016 does not include maintenance contracts as they do not have a contract value upfront. From FY2017, maintenance contracts are included and the values are estimated based on historical revenue trends.

Contracts Win

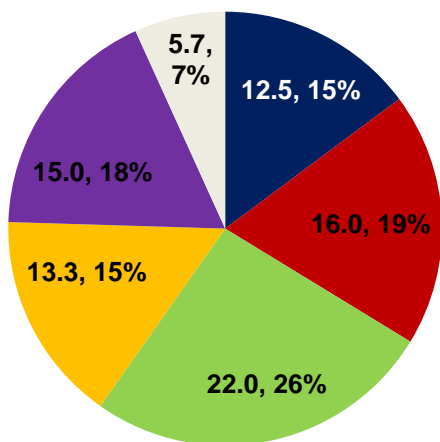
April 5, 2023 - Total value: S\$22.6 m

- System Integration: manufacture of valves and actuators, control and tank gauging systems and **maiden contribution of E&I work from a new customer**
- Precision Engineering: capital contracts for machining and mechanical assembly
- Scaffolding and insulation: SIP maintenance work at an existing customer
- Cleanroom: adhoc and maintenance contracts to supply, install and maintain scrubber and tools hook-up services
- Specialist Structural Engineering Services: adhoc project from a new customer to design, supply and deliver partition panels.

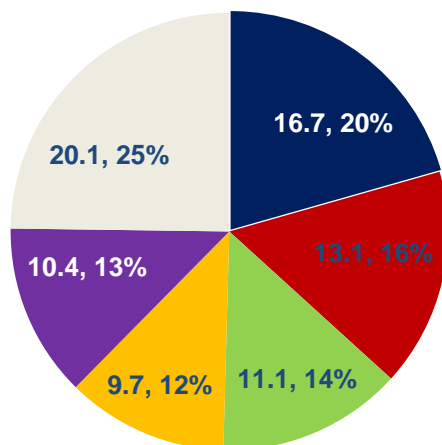


Revenue Contribution by Services

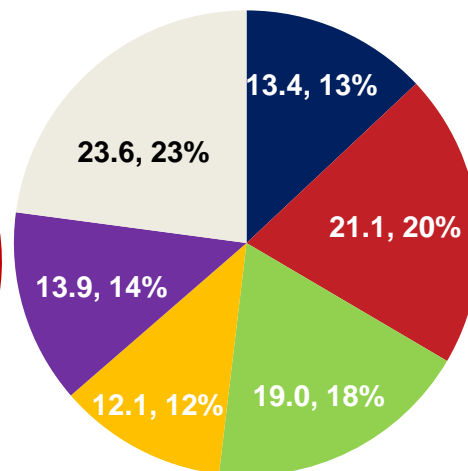
FY2019



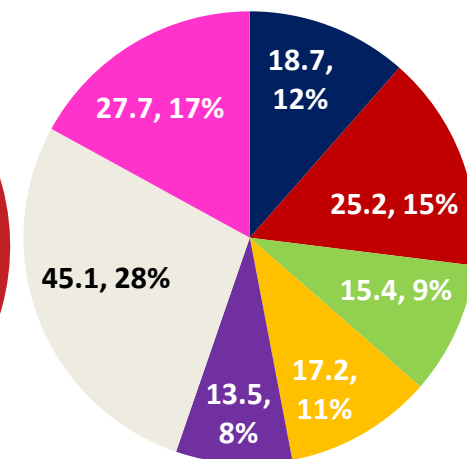
FY2020



FY2021



FY2022



- System Integration / MRO & Trading
- Scaffolding Services
- Insulation Services
- Precision Engineering
- Petrochemical and Environmental Services
- Cleanroom, Air & Water Services
- Specialist Structural Engineering Services

Note: Combined contracts between the entities such as SIP contracts are reflected in the entity who won the contracts. Value is approximately FY19:\$2.1m, FY20:\$2.3m, FY21:\$5m, FY22:\$3.4m

The acquisitions of Multiheight in 2011, Austin Energy in 2015, Ensure Engineering in 2017, Envipure in 2019, Starburst and Eratech in 2022 have effectively reduced industry-specific risk, further diversified the Group's revenue stream and supported the Group's consistent revenue growth.



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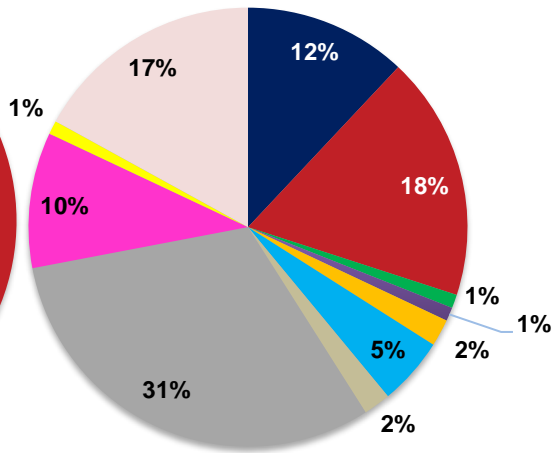
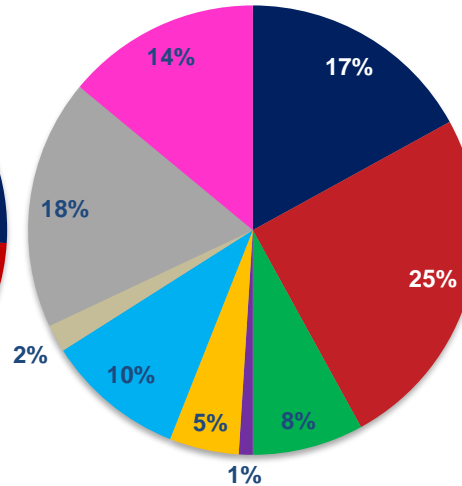
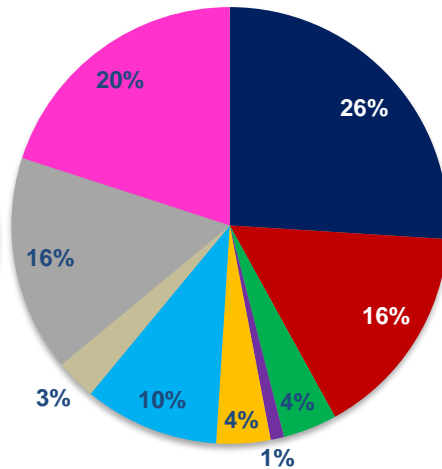
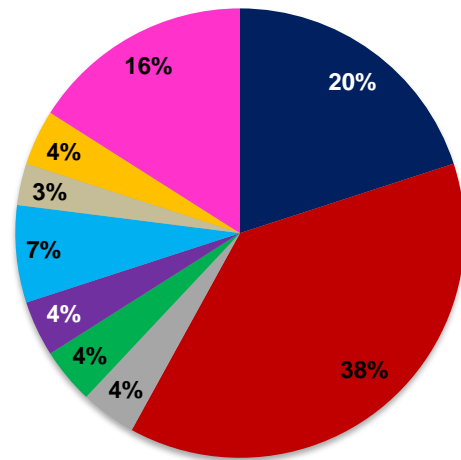
Revenue Contribution by Industry

FY2019

FY2020

FY2021

12M2022



- Onshore/Downstream
- Marine/Upstream
- Electronics Manufacturing System
- Onshore/Infrastructure
- Analytical Instrumentation
- Medical equipment/Industrial/manufacturing
- Pharmaceutical
- Aerospace
- Semiconductor
- Law enforcement, security agencies, civil authorities
- Optical Imaging

Reclassification of 4% was done from EMS to Semiconductor in 12M2022 for Precision Engineering division

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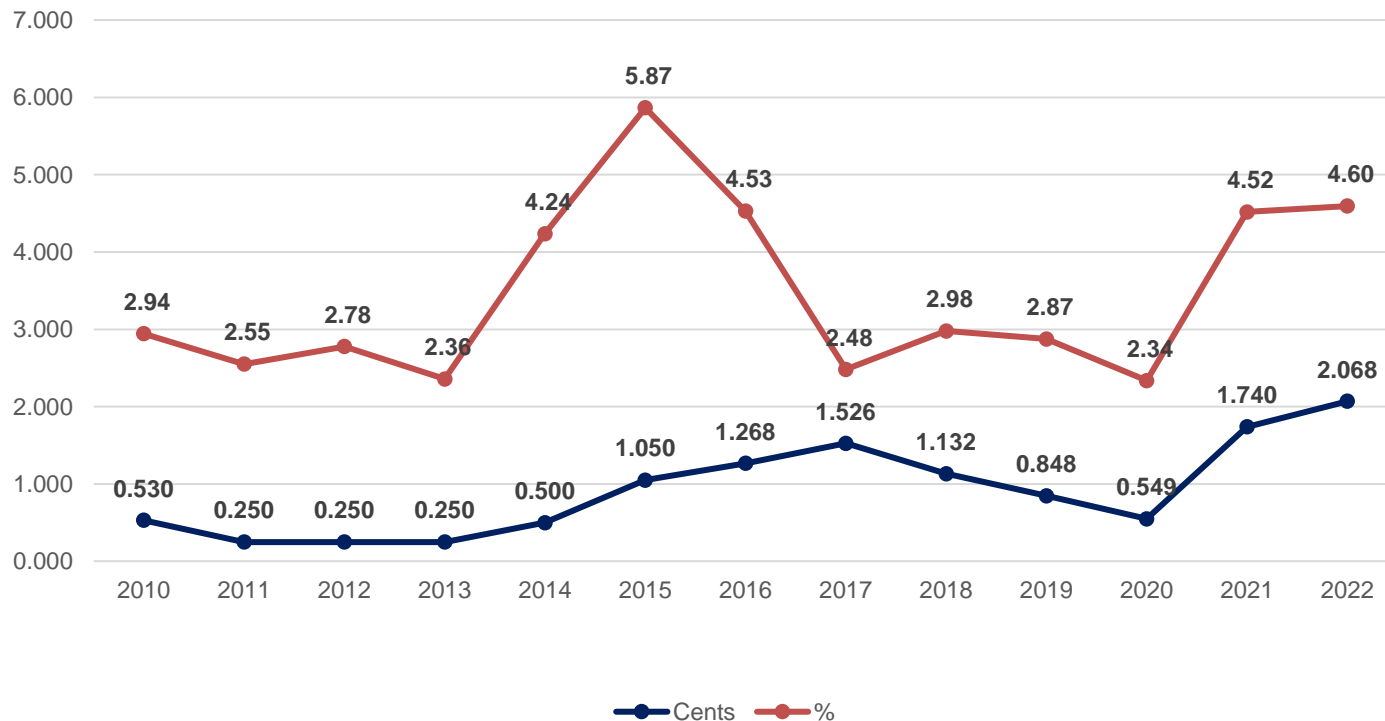
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Dividends Paid

Payment date	Financial Year	Final / Interim / Special	Amount per share (cents)	Total annual dividend (cents)	Payout ratio
May 17, 2023	2022	Final (proposed)	0.906		40%
Sep 2, 2022	2022	Interim	1.162	2.068	40%
May 17, 2022	2021	Special	0.152		10%
May 17, 2022	2021	Final	0.608		40%
Sep 3, 2021	2021	Special	0.200		10%
Sep 3, 2021	2021	Interim	0.780	1.74	40%
May 14, 2021	2020	Final	0.362		40%
Sep 4, 2020		Interim	0.187	0.549	
May 14, 2020	2019	Final	0.419		40%
Sep 5, 2019		Interim	0.429	0.848	
May 14, 2019	2018	Final	0.353		40%
Sep 5, 2018		Interim	0.779	1.132	
May 14, 2018	2017	Final	0.873		40%
Sep 5, 2017		Interim	0.653	1.526	
May 12, 2017	2016	Final	0.731		40%
Sep 2, 2016		Interim	0.5372	1.2682	
May, 13 2016	2015	Final	0.65		40%
Sep 8, 2015		Interim	0.40	1.05	
May 21, 2015	2014	Special	0.25		25%
May 21, 2015		Final	0.25	0.50	
May 15, 2014	2013	Final	0.25	0.25	16%
May 15, 2013	2012	Final	0.25	0.25	22%
May 21, 2012	2011	Final	0.25	0.25	56%
May 16, 2011	2010	Final	0.53	0.53	30%
Total			11.9612	11.9612	

Dividend Per Share and Dividend Yield

Dividend yield (%) and dividend per share (cents)



Dividend yield is calculated using closing price on 1 Jan of each year (source: yahoo finance).



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Nordic's Share Buyback – renewed on 25 April 2022 AGM

MONTH OF ACQUISITION	QUANTITY	CUMULATIVE VOLUME	CUMULATIVE % OF TOTAL NO OF ISSUED SHARES **
<i>Share Buyback by way of Market Acquisition</i>			
May 2022	263,900	263,900	0.07
VOLUME WEIGHTED AVERAGE PRICE		\$0.4243	

Source : SGX Announcement

** Up to a maximum of 40 million shares being 10% of total issued shares of 400 million shares.

Insider Share Purchases

9 November 2010 – IPO :

Director	No. of shares held	% shareholdings
Chang Yeh Hong	200,480,625	50.12%
Eric Lin Choon Hin	43,500,000	10.88%
Dorcas Teo Ling Ling	29,000,000	7.25%
	272,980,625	68.25%

14 November 2022:

Director / Executive Officer	No. of shares held	% shareholdings*
Chang Yeh Hong	218,190,325	54.58%
Eric Lin Choon Hin	44,050,000	11.02%
Dorcas Teo Ling Ling	32,419,500	8.11%
Lee Kok Keng Andrew	1,061,800	0.27%
Chia Meng Ru	1,871,600	0.47%
Astro Chang Yeh Fung	3,249,300	0.81%
Total	300,842,525	75.26%

* Calculated based on 399,736,100 ordinary shares

FY2022 Corporate Briefing Details

Nordic Group would like to invite you to our corporate briefing where management will provide updates on the corporate developments for the 12 months ended 31 December 2022.

Date : 5 April 2023, Wednesday

Time : 3pm

Venue : 4 Robinson Road #04-01 House of
Eden Singapore 048543

Alternatively, you may join us via zoom. Kindly RSVP by email to zhouyan@financialpr.com.sg and the zoom link will be provided.



Building Momentum, Capturing Opportunities

Thank you for your time.

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