



TIONG WOON CORPORATION HOLDING LTD

(Company Registration No. 199705837C)

MEDIA RELEASE

TIONG WOON DELIVERS S\$38.1 MILLION REVENUE FOR THIRD QUARTER ENDED 31 MARCH 2016

Highlights:-

- **Gross profit margin higher at 28.7%**
- **Net asset value per share stands at S\$1.13**
- **Focused on new strategic business opportunities**

SINGAPORE, 11 May 2016 – Mainboard-listed **Tiong Woon Corporation Holding Ltd** (長運集團) and together with its subsidiaries (“**Tiong Woon**” or the “**Group**”), a leading one-stop integrated heavy lift specialist and service provider, today announced that it has achieved revenue of S\$38.1 million for the third quarter ended 31 March 2016 (3QFY2016), an increase of S\$3.6 million or 10% from S\$34.5 million in 3QFY2015. The increase was mainly attributed to the increase in contributions from Heavy Lift and Haulage and Engineering Services segments.

Commenting on the results, **Mr Ang Kah Hong** (洪加豐), Tiong Woon’s Group Chairman and Managing Director, said: “**Despite the tough business environment expected going forward, we are focused on new strategic business opportunities and strive to enhance the shareholders’ value.**”

Gross profit was S\$10.9 million in 3QFY2016, an increase of S\$3.1 million or 40% from S\$7.8 million in 3QFY2015. Gross profit margin was also higher at 28.7% in 3QFY2016 as compared to 22.7% in 3QFY2015. This was mainly due to the higher revenue and gross profit margin from Heavy Lift and Haulage segments.

Segment Highlights

Heavy Lift and Haulage segment profit before tax was S\$3.8 million in 3QFY2016, an increase of S\$0.3 million or 9% from S\$3.5 million in 3QFY2015, mainly due to the higher revenue and gross profit margin. However, increased gross profit contribution from this segment was offset by an exchange loss of S\$1.1 million in 3QFY2016. In contrast, there was an exchange gain of S\$2.7 million in 3QFY2015.

The overall result of the Group was further impacted by losses from the other three segments. **Engineering Services** segment incurred a loss before income tax of S\$1.0 million in 3QFY2016 as compared to a loss of S\$0.1 million in 3QFY2015 despite the higher revenue. This was mainly due to higher costs incurred for projects executed during the current quarter. Marine Transportation and Trading segments registered marginal losses mainly due to lower revenue in 3QFY2016.

Financial Position

As at 31 March 2016, the Group has net assets of S\$263.6 million and net asset value per share of S\$1.13.

Business Outlook

The operating environment continues to be challenging amid the slowdown in demand in the key Asian/ASEAN markets we operate in. The on-going public sector infrastructure development in Singapore is expected to support the impetus for heavy lift and haulage services.

Meanwhile, the Group will continue to effectively manage operating costs and business risks to remain competitive. It will also continue to explore strategic collaborations and leverage on its capabilities and track record as a one-stop integrated heavy lift specialist and service provider to target complex and high value projects to grow the business further.

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This press release is to be read in conjunction with the Company's announcement posted on the SGX website on 11 May 2016.

About Tiong Woon Corporation Holding Ltd (SGX Stock Code: BQM)

Listed in 1999, Tiong Woon Corporation Holding Ltd (長運集團) and together with its subsidiaries (“**Tiong Woon**” or the “**Group**”) is a leading one stop integrated heavy lift specialist and service provider, supporting mainly the oil & gas, petrochemical, infrastructure and construction sectors.

The Group manages turnkey projects for engineering, procurement and construction (EPC) contractors and project owners from planning and design of heavy lifting and haulage requirements to the execution stage in which the heavy equipment are transported, lifted and installed at customers' facilities. Tiong Woon also possesses its own heavy lift and haulage equipment, tugboats and barges which enable the Group to widen its integrated services offering to its clients.

Headquartered in Singapore, Tiong Woon has establishments in Malaysia, Indonesia, Thailand, Philippines, Vietnam, China, Myanmar, India, Saudi Arabia and Sri Lanka. It is ranked as the 13th largest crane owning company worldwide by International Cranes and Specialized Transport, a reputable trade magazine, in its IC50 2015 survey. It also owns Terex Demag CC 8800-1 cranes which are recognised as one of the largest cranes with the capacity of 1,600-tonne lift and above.

Tiong Woon is committed to providing high quality and safe services, on time and on budget to its clients anywhere in the world.

For more information, please visit the company website at www.tiongwoon.com

Issued on behalf of Tiong Woon Corporation Holding Ltd by

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