

A TRUSTED PARTNER IN THE ENERGY AND MARINE INDUSTRIES

Backed by over 30 years of track record 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. With over 293,000 sq ft (site area) of storage space across three warehouses in Singapore, CosmoSteel has one of the largest and most extensive inventories of steel pipes, fittings, flanges, cables & cable management, and structural products in Singapore comprising over 25,000 line items across five main product categories. As an endorsement of its quality assurance system, it was awarded ISO 9001:2015, ISO 14001:2015, ISO 45001:2018, ISO 22301:2012 and bizSAFE STAR certification. In 2020, it was ranked 70th out of 577 companies in the Singapore Governance and Transparency Index for best practices in corporate transparency and business operations.

KEY BUSINESS STRATEGIES

Revenue generation

- Expand product offerings
- Increase marketing efforts
- Strengthen ties with customers
- Scout for new potential markets

Improve market competitiveness

- Prioritise cost management
- Cautious inventory management with sales of existing inventories
- Improve productivity and efficiency

OUTLOOK

- Expect COVID-19 and its knock-on economic impact to affect ability to secure new projects and revenue generation

EQUITY DATA (As at 30 Sep 2020)

| | |
|------------------------------|---------|
| Listed on SGX-ST Mainboard | 2007 |
| Share price (S\$) | \$0.082 |
| Market capitalisation (S\$m) | \$23.81 |
| Issued & Paid-up Shares (m) | 290.39 |

SUBSTANTIAL SHAREHOLDERS (As at 30 Sep 2020)

| | |
|---------------------------------------|--------|
| Daiwa Capital Markets S'pore Limited* | 28.45% |
| Ong Tong Hai, Jack | 12.10% |
| Ong Tong Yang, Andy | 6.87% |

*Held for and on behalf of Hanwa Co., Ltd.

KEY MANAGEMENT

| |
|---|
| Ong Tong Hai, Jack – CEO & Executive Director |
| Osamu Murai – Executive Director |
| Lim Kim Seng – General Manager (Sales) |
| Chong Siew Kuen, Brenda – General Manager (Sales) |
| Tan Bee Kheng – Financial Controller |

FINANCIAL OVERVIEW (YEAR ENDED 30 SEP)

| Profit & Loss (S\$m) | FY2020 | FY2019 |
|----------------------------|--------|--------|
| Revenue | 86.8 | 91.6 |
| Profit Before Tax | 5.2 | 2.8 |
| Net Profit | 5.3 | 2.8 |
| Per Share Data (S¢) | FY2020 | FY2019 |
| Dividend Per Share | 0.5 | 0.25 |
| Earnings Per Share | 1.82 | 0.97 |
| NAV Per Share (in cents) | 27.89 | 26.26 |
| Efficiency Ratios (Days) | FY2020 | FY2019 |
| Trade Receivables Turnover | 115 | 98 |
| Trade Payables Turnover | 21 | 34 |
| Inventory Turnover | 207 | 205 |
| Liquidity Ratios (Times) | FY2020 | FY2019 |
| Current Ratio | 3.84 | 3.67 |
| Gearing Ratio | 0.38 | 0.38 |

