

A trusted partner in the Energy and Marine industries

About CosmoSteel: 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 411,000 sq ft of storage space across four warehouses in Singapore, CosmoSteel has one of the largest and most extensive inventories of steel pipes, fittings, flanges, cables and structural in Singapore comprising over 25,000 line items across 5 main product categories. As an endorsement of its quality assurance system, it was awarded ISO 9001:2015, ISO 14001:2015, OHSAS 18001:2007, ISO 22301:2012 and bizSAFE STAR certification. In 2018, it was ranked 141st out of 589 companies in the Singapore Governance and Transparency Index for best practices in corporate transparency and business operations.

Key Business Strategies & Outlook

One-Stop Inventory Specialist

- Extensive and ready stocks for quick turnaround
- Extended product range to cross-sell amongst core set of customers

Capitalising on Market Expansion

- Intensify marketing efforts in the Asia Pacific region
- Strengthen ties with existing and new customers
- Actively scout for new potential markets

Prudent Financial Management

- Stay vigilant and continue cost management
- Improve productivity and efficiency

Equity Data (As at 5 August 2019)

Listed on SGX-ST Mainboard	2007
Share price (S\$)	\$0.075
Market capitalisation (S\$m)	\$21.8
Issued & Paid-up Shares (m)	290.4

Substantial Shareholders (As at 30 June 2019)

Hanwa Co., Ltd	28.45%
Ong Tong Hai, Jack	11.90%
Ong Tong Yang, Andy	6.87%

Key Management

Ong Tong Hai, Jack– CEO & Executive Director
Osamu Murai – Executive Director
Tan Bee Kheng – Financial Controller

FINANCIAL OVERVIEW (PERIOD ENDED 30 JUNE)

Profit & Loss (S\$m)	9MFY19	9MFY18	FY18
Revenue	73.7	66.2	82.2
Profit/(Loss) Before Tax	2.5	(4.2)	(34.0)*
Net Profit/(Loss)	2.5	(4.2)	(32.3)*
Earnings/ (Loss) before interest, tax, depreciation and inventory allowance	5.9	2.0	2.6
Per Share Data (S¢)	9MFY19	9MFY18	FY18
Earnings/(Loss) Per Share	0.87	(1.46)	(11.13)
NAV Per Share (in cents)	26.18	34.25	25.30
Efficiency Ratios (Days)	9MFY19	9MFY18	FY18
Trade Receivables Turnover	100	106	98
Trade Payables Turnover	35	36	29
Inventory Turnover	196	369	315
Liquidity Ratios (Times)	9MFY19	9MFY18	FY18
Current Ratio	3.04	2.81	2.61
Gearing Ratio	0.44	0.43	0.52

*Includes inventories value written down that amounted to \$30.8 million in FY2018

