

## 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 (site area) of storage space across four warehouses in Singapore, CosmoSteel has one of the largest and most extensive inventories of steel pipes, fittings, flanges and structural in Singapore comprising over 25,000 line items across four 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. CosmoSteel also won the Most Transparent Company Award in the Energy category (Runner-up) at the SIAS 20th Investors' Choice Awards. In 2019, it was ranked 79<sup>th</sup> out of 578 companies in the Singapore Governance and Transparency Index for best practices in corporate transparency and business operations.

### Key Business Strategies

#### Revenue generation

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

#### Improve market competitiveness

- Cautious inventory management with sales of existing inventories
- Manage operating costs
- Improve productivity and efficiency

#### Outlook

- Delays in performance/fulfilment of order book due to supply chain disruptions resulting from COVID-19
- Knock-on impact on our Energy customers and our business if low oil prices persist
- FY20 revenue generation expected to be challenging

### Equity Data (As at 31 March 2020)

Listed on SGX-ST Mainboard	2007
Share price (S\$)	\$0.09
Market capitalisation (S\$m)	\$26.14
Issued & Paid-up Shares (m)	290.4

### Substantial Shareholders (As at 31 March 2020)

Daiwa Capital Markets Singapore 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

Tan Bee Kheng – Financial Controller

### FINANCIAL OVERVIEW (PERIOD ENDED 31 MARCH)

Profit & Loss (S\$'m)	1HY20	1HY19	FY19
Revenue	41.1	49.7	91.6
Profit Before Tax	4.1	1.3	2.8
Net Profit	4.1	1.3	2.8
Per Share Data (S¢)	1HY20	1HY19	FY19
Earnings Per Share	1.40	0.44	0.97
NAV Per Share (in cents)	27.45	25.75	26.26
Efficiency Ratios (Days)	1HY20	1HY19	FY19
Trade Receivables Turnover	124	95	98
Trade Payables Turnover	42	31	34
Inventory Turnover	209	200	205
Liquidity Ratios (Times)	1HY20	1HY19	FY19
Current Ratio	4.33	2.64	3.67
Gearing Ratio	0.35	0.52	0.38

