

CORPORATE OVERVIEW

Tiong Woon Corporation Holding Ltd (Tiong Woon or the Group) (長運集團) is a leading one-stop, integrated services specialist and provider, supporting mainly the oil & gas, petrochemical, infrastructure and construction sectors. We possess our own heavy lift and haulage equipment, tugboats and barges. This enables us to widen the range of services offered to EPC contractors and project owners. We are committed to delivering high quality and safe services, on time and on budget to its clients anywhere in the world. Tiong Woon has been listed on the Singapore Exchange since 1999 with its headquarters in Singapore and offices in Malaysia, Indonesia, Thailand, Philippines, Vietnam, China, Myanmar, India, Saudi Arabia and Sri Lanka.

BUSINESS DIVISIONS

Heavy Lift and Haulage

We manage turnkey projects for international builders and contractors from the planning and design of heavy lift and haulage requirements to the execution stage when the equipment is lifted, transported, erected and installed at the client's site.

Marine Transportation

We provide marine transportation using our own tugboats and barges for offshore marine services.

Engineering Services

We offer engineering services such as berth and jetty construction, rock and shore protection, dredging, reclamation and revetment works.

Trading

We trade heavy equipment and spare parts and provide after-sales services. We are the distributor and agent for IHI, XCMG & Hefei Smarter Telescopic crawler cranes, XCMG mobile cranes, JASO & Zoomlion tower cranes in Singapore and the region.

COMPETITIVE STRENGTHS

- Over 35 years of experience in heavy lift and haulage spearheaded by strong, highly experienced management team
- Ranked as the 13th largest crane-owning company worldwide by International Cranes and Specialized Transport magazine in the IC50 2015 survey
- One of the 10 companies in the world to have single largest crane of 1,600-tonne lift, namely the Terex Demag CC 8800-1
- One of the few regional companies to possess combined heavy lift, heavy haulage and marine transportation facilities
- Ownership of integrated resources allows for better control of project execution and delivery
- Geographically diversified – market presence in high growth Asia and the Middle East

Fleet Profile—As at 30 June 2015

Fleet	Equipment	Capacity	Combined Total
Heavy Lift	Various types of Cranes - Prime Mover - Low beds	8-1,600 tonnes	493 units
Heavy Haulage	- Trailers - Self Propelled Modular Trailers	Transport capacity up to 4,500 tonnes	291 units
Marine Transportation	- Tugboats - Barges	500-3,200 horsepower/ 120-300 feet	19 units

STRATEGY & PRIORITIES

- Leverage on capabilities and track record as a one-stop provider of integrated heavy lift and haulage, marine transportation and engineering services.
- To invest in higher capacity and specialised equipment.
- To forge strategic alliances and cooperation with international contractors and industry players to jointly participate in the bidding for projects.
- To maintain active and tight management control of the Group's respective business activities.

FINANCIAL HIGHLIGHTS

INVESTOR RELATIONS & MEDIA CONTACT

	FY2012*	FY2013*	FY2014*	FY2015*
Turnover ('m)	S\$148.0	S\$200.5	S\$165.3	S\$145.7
Gross Profit ('m)	S\$32.6	S\$59.1	S\$56.1	S\$40.6
Net Profit/(Loss) after tax ('m)	(S\$2.5)	S\$18.3	S\$18.7	S\$11.2
Gross Profit margin	22%	29%	34%	28%
PAT margin	NM	9%	11%	8%
Earnings per share (cents)	(0.35)	4.23	4.07	2.57
Net Asset per share (cents)	47.85	51.22	56.04	58.25
Dividend per share (Cent)	0.40	0.40	0.40	0.40

* Continuing operations

Waterbrooks Consultants Pte Ltd
 Tel: (65) 6100 2228

Mr. Wayne Koo
 HP: (+65) 9338 8166
 Email: wayne.koo@waterbrooks.com.sg

Ms. Jean Yang
 HP: (+65) 9363 6369
 Email: jean@waterbrooks.com.sg

Last updated: 08 October 2015