



FY2016 Results



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SAC Capital Private Limited is the parent company of SAC Advisors Private Limited.



Corporate Profile

Who We Are

- Established in Singapore since March 1999.
- Singapore-based independent lubricant manufacturer and trader.
- Distribution in over 30 countries, mainly in the APEC, including the addition of East Timor, Iraq, Kazakhstan and Mauritius in 2016.
- Our in-house laboratory, with equipment to perform tests in accordance with the American Society for Testing Materials (ASTM) and the China GB Standards.
- An ISO9001-certified company, with a blending capacity of 44,000MT per annum.
- Specialist in automatic transmission fluids (“ATF”) with a comprehensive range of products catered to specific transmission needs. We added 5 new ATF products in 2016.



United Oil



Products

Automotive	Industrial	Marine	Specialty Fluids	Metal Working Fluids
Gasoline Engine Oils	Hydraulic Oils	System Oils	Brake fluids	Soluble Cutting Oils
Passenger Car Motor Oils	Turbine Oils	Cylinder Oils	Coolants	Neat Cutting Oils
Diesel Engine Oils	Compressor Oils	Trunk Piston Engine Oils	Anti-Freeze	Forming Oils
Motorcycle Engine Oils (2 & 4 Stroke)	Refrigeration Oils	Outboard Motor Oils	Aftermarket Additives	Quenching Oils
Gear Oils	Vacuum Pump Oils	Wire Rope Oils	Lithium Complex Grease	Rust Prevention Oils
ATFs	Heat Transfer Oils	Hydraulic Oils	Lithium Grease	
	Gear Oils	Turbine Oils	Chassis Grease	
	Rock Drill Oils	Compressor Oils		
	Textile Oils	Refrigeration Oils		
	Spindle Oils			
	Slideway Oils			
	Rubber Process Oils			
	Transformer Oils			
	Flush Oils			



Certifications



ISO 9001:2008 #
Lloyd's Register Quality Assurance Limited
 Quality management system



BizSAFE level 3 #, CultureSAFE
Workplace Safety and Health Council
 Workplace safety of our lubricant blending facility and in-house laboratory



EOLCS License
American Petroleum Institute (API)*
 Lubricants products performance specifications



ACEA

European Automobile Manufacturers' Association (ACEA)*
 Lubricant products performance specifications



Japanese Engine Oil Standards Implementation Panel (JASO)*
 Lubricant products performance specifications



Society of Automotive Engineers (SAE)*
 Viscosity specifications



GF-1, GF-2, GF-3, GF-4, GF-5

International Lubricants Standardisation and Approval Committee (ILSAC)*
 Gear oils and crankcases performance specifications



American Society for Testing Materials (ASTM)*
 Testing method



China GB Standards*
 Testing method

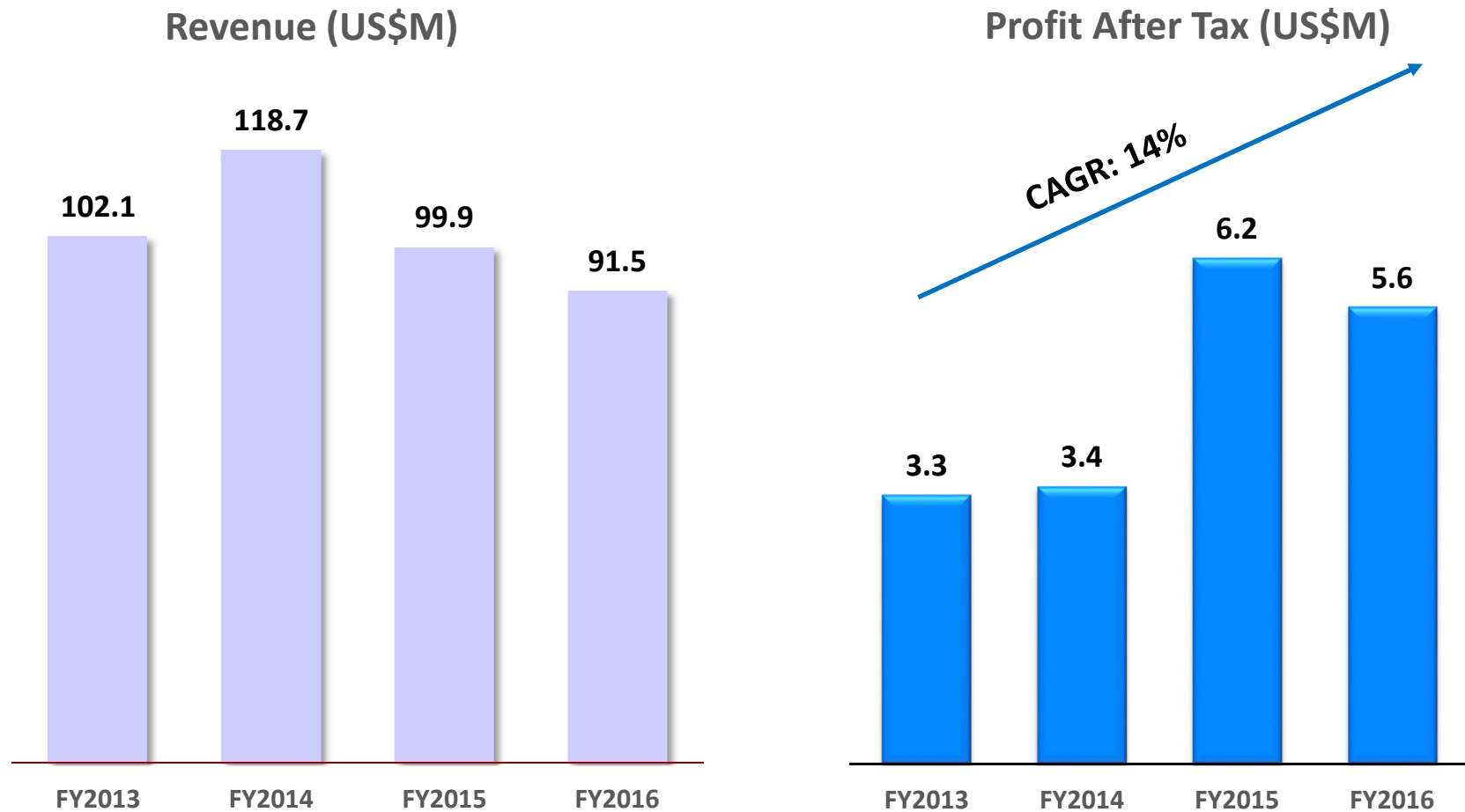
* We meet the standards/ specifications, or we are able to carry out tests with the standards set

We were awarded/ obtained these certifications

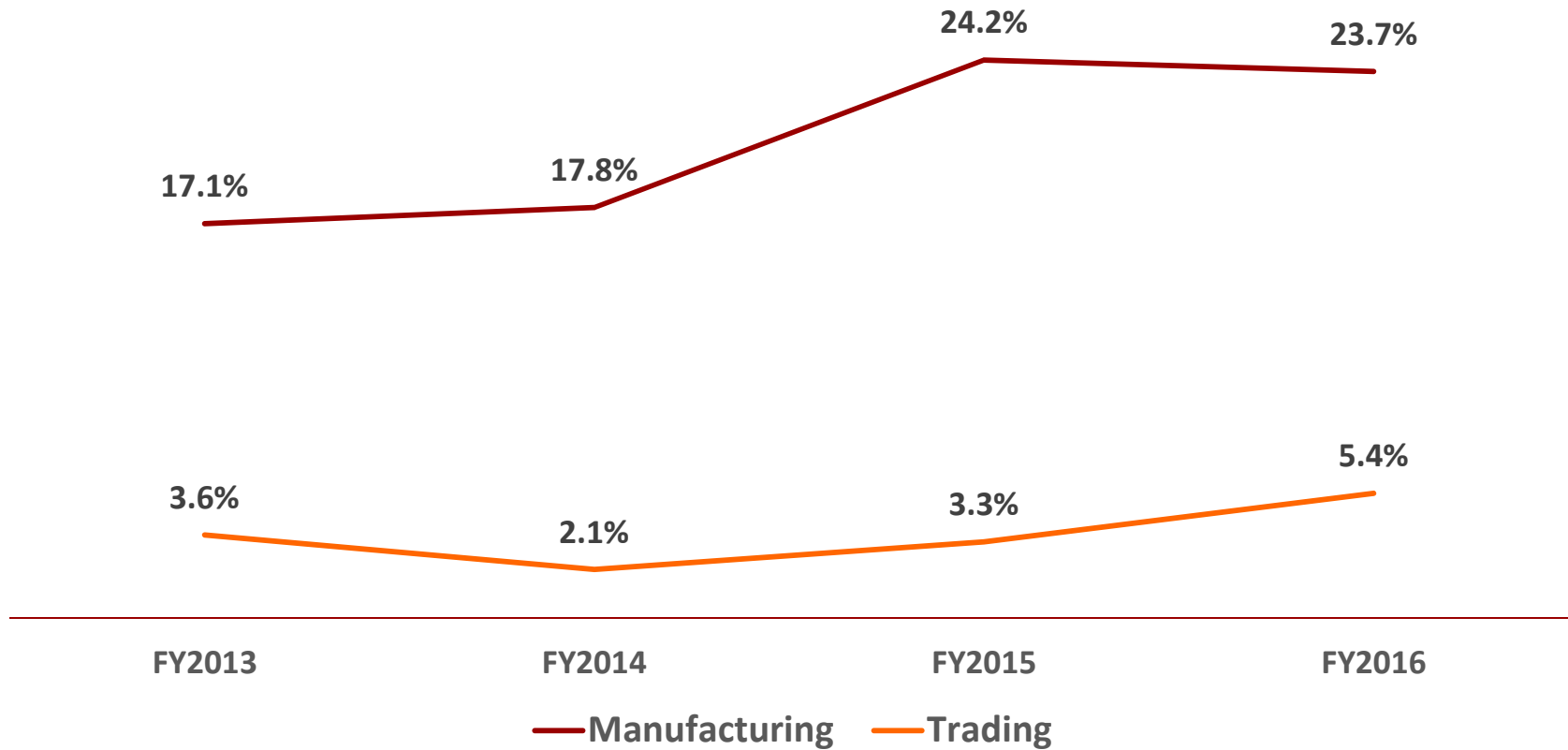


Financial Highlights

Revenue and Net Profit (FY2013-16)

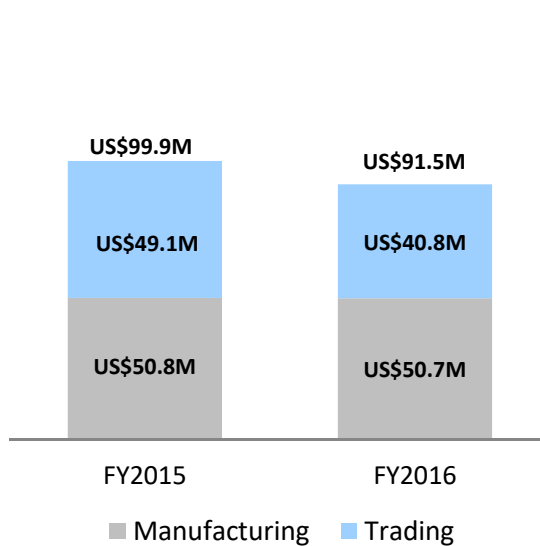


Gross Profit Margin (FY2013-16)

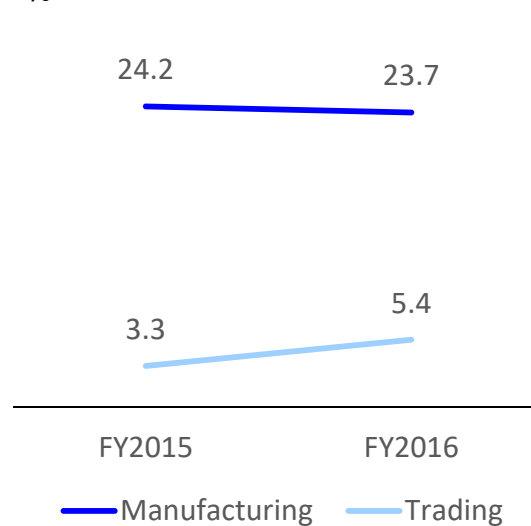


Revenue & Gross Profit

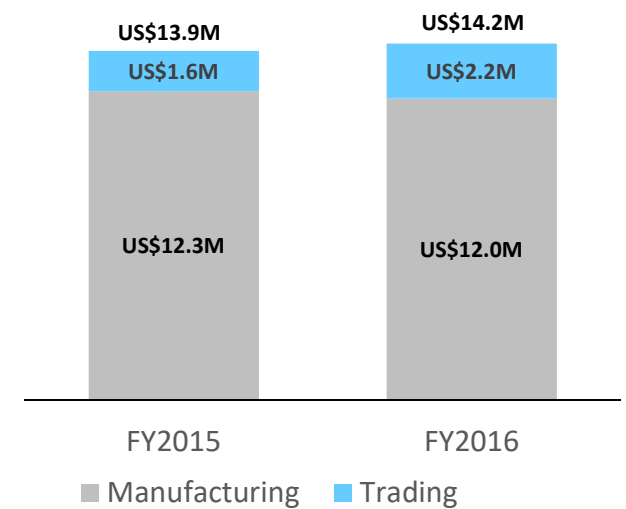
Revenue



% Gross Profit Margin (GPM)



Gross Profit

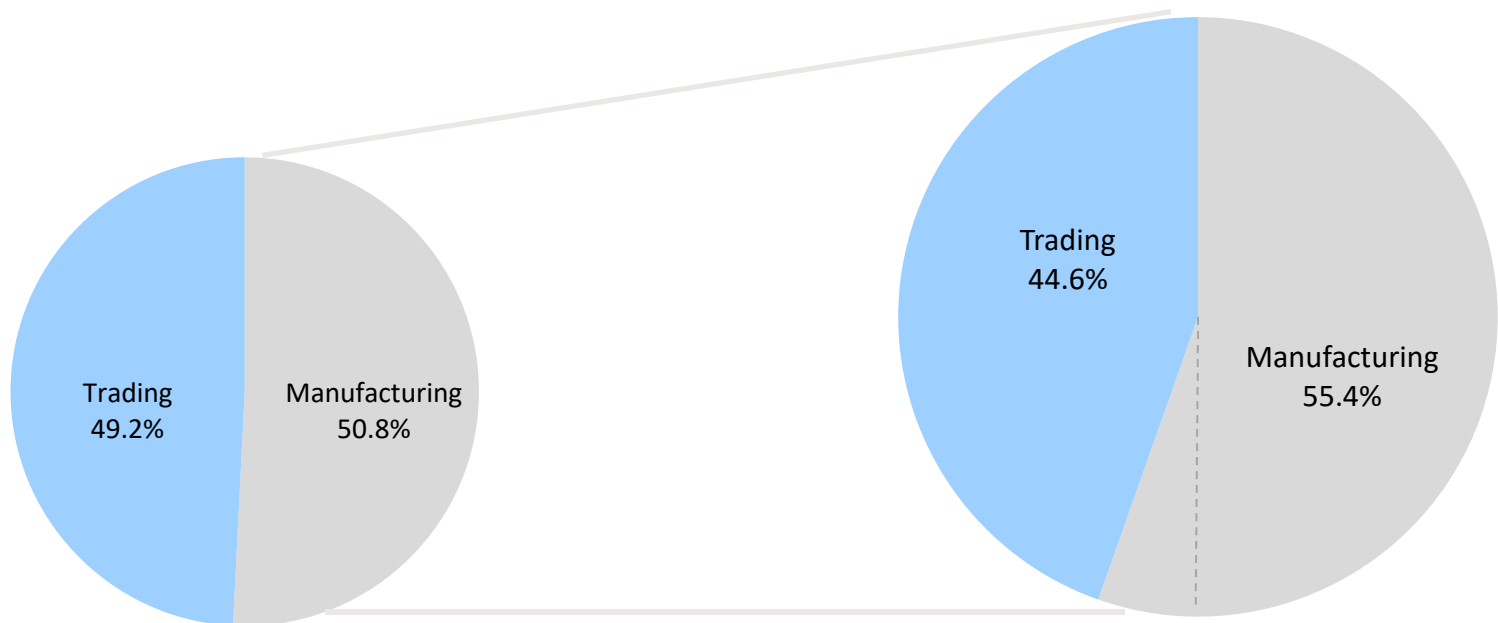


	Change in sales volume (%)	Change in average selling price (%)
Manufacturing	8.4	(7.8)
Trading	(5.7)	(11.9)
GROUP	(0.7)	(7.7)

➤ Group revenue decreased 8.3% to US\$91.5M due to a 7.7% drop in average selling price and a 0.7% dip in sales volume

➤ Gross profit increased 2.1% to US\$14.2M

Revenue By Business Segment



FY2015

FY2016

**Higher % of manufacturing
revenue in FY2016**

Financial Highlights

Profit and Loss (US\$'000)	FY2015	FY2016
Revenue	99,860	91,542
Gross profit	13,936	14,229
Profit for the year	6,241	5,646
Overall gross margin (%)	14.0	15.5
Net profit margin (%)	6.2	6.2

Net Profit

US\$M

6.2



FY2015

5.6



FY2016

➤ Net profit attributable to equity holders of the Company declined by 9.5% to US\$5.6 million in FY2016.

➤ Mainly due to inclusion of IPO expenses charged to the P&L of US\$0.6 million.

- *The Board recommends a final dividend of 0.5 Singapore cent per ordinary share.*
- *Coupled with the interim dividend of 0.5 Singapore cent, approximately 36% of FY2016 net profits will be distributed as dividend.*

Balance Sheet

Financial Position	As at 31 Dec 2016 US\$'000
Non-current assets	2,382
Current assets	31,807
Non-current liabilities	130
Current liabilities	16,222
Shareholders' Equity	17,837

Positive Operating Cash Flow

(US\$' 000)	FY2015	FY2016
Cash from operating activities	16,607	6,398
Cash from / (used) in investing activities	1,167	(328)
Cash used in financing activities	(14,888)	(1,224)
Net increase in cash and equivalents	2,886	4,846
Cash and cash equivalent at end of year	7,382	12,228

Other Indicators

	FY2015	FY2016
Earnings Per Share	2.6 US\$ cents	2.2 US\$ cents
	As at 31 December 2015	As at 31 December 2016
NAV Per Share	2.3 US\$ cents	6.3 US\$ cents
Gross Gearing Ratio	0.6 times	0.2 times
Net Gearing Ratio	Net cash	Net cash



Business Updates

Business Updates

- August 2016 - Signed a non-binding MOU with PLI to explore future collaboration opportunities and/or the possibility of acquiring an equity interest in the latter.
 - PLI, with its 80,000MT annual blending capacity, 17,000MT storage tanks and jetty access, would strengthen the Group's production capacity and export capabilities.
- December 2016 - United Oil entered into a 35%/65% shareholders agreement with its Taiwan distributor Jin Wei Chuang Co. Ltd to incorporate a JV in Taiwan to distribute lubricants of United Oil's in-house brands in Taiwan and trading of third party lubricants.

Business Updates

- January 2017 - United Oil entered into a joint operation agreement with Lighthouse Enterprise, its lubricant distributor in Myanmar.
- United Oil will provide expertise and assist Lighthouse in promoting, marketing, distributing and selling specialised lubricant products in Myanmar for a three-year period.

Moving Ahead

Mr Jacky Tan, United Global's Executive Director and CEO, said:

“We are gratified that we have managed to maintain our performance, despite FY2016 being a challenging year due to the many uncertainties in the global business landscape. During the year, our average selling prices dipped 7.7% due to the volatility in base oil prices which affected our revenue. Moving ahead, the outlook remains challenging, however, we will focus on gaining market share and keeping an eye on our margins and sales volume.”



Thank You