



# Corporate Presentation

## 3Q2019 Results



# Sponsor's Statement

*This presentation has been reviewed by the Company's sponsor, SAC Capital Private Limited ("**Sponsor**").*

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# Who We Are

- Established in 1999, we are an independent lubricant manufacturer and trader based in Singapore and Indonesia.
- Offer a wide range of quality lubricant products.
- JV in manufacture and sale of nano-fibre.
- JV to distribute petrol and related products in the Philippines.



**Singapore**



**Indonesia**

# Our Brands and Products



**United Oil**

PERFORMANCE • VALUE • RELIABILITY



# Growing Presence

- Acquired 95% of PT Pacific Lubritama Indonesia (PLI) in July 2017
- Entered into JV/strategic partnership with distributor
- Added 13 countries to our extensive distribution network to over 30 countries



**Indonesia plant**



**Warehousing facilities**

# Combined Strength

	Staff Strength	Blending capacity (mt/ year)	Storage Capacity (mt)	Warehouse Space (sqm)	Trucks
Singapore	78	60,000	1,500	>1,300	-
Indonesia	92	80,000	17,000	>4,000	13
Combined	170	140,000	18,500	>5,300	13

# Financial Highlights

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Profit and Loss (US\$'000)	Group 3Q2018	Group 3Q2019	% Change	Group 9M2018	Group 9M2019	% Change
Revenue	26,942	24,592	(8.7%)	82,443	87,877	6.6%
Gross profit	5,285	5,779	9.3%	15,119	15,856	4.9%
Other income	67	224	>100%	225	578	>100%
Key expenses:						
- Distribution cost	(711)	(663)	(6.8%)	(2,205)	(1,907)	(13.5%)
- Administrative exp <sup>1</sup>	(2,327)	(2,151)	(7.6%)	(6,716)	(5,667)	(15.6%)
Net Profit (after tax)	1,860	2,378	27.8%	5,023	7,005	39.5%
Overall gross margin (%)	19.6	23.5	3.9pp	18.3	18.0	(0.3pp)
Net profit margin (%)	6.9	9.7	2.8pp	6.1	8.0	1.9pp

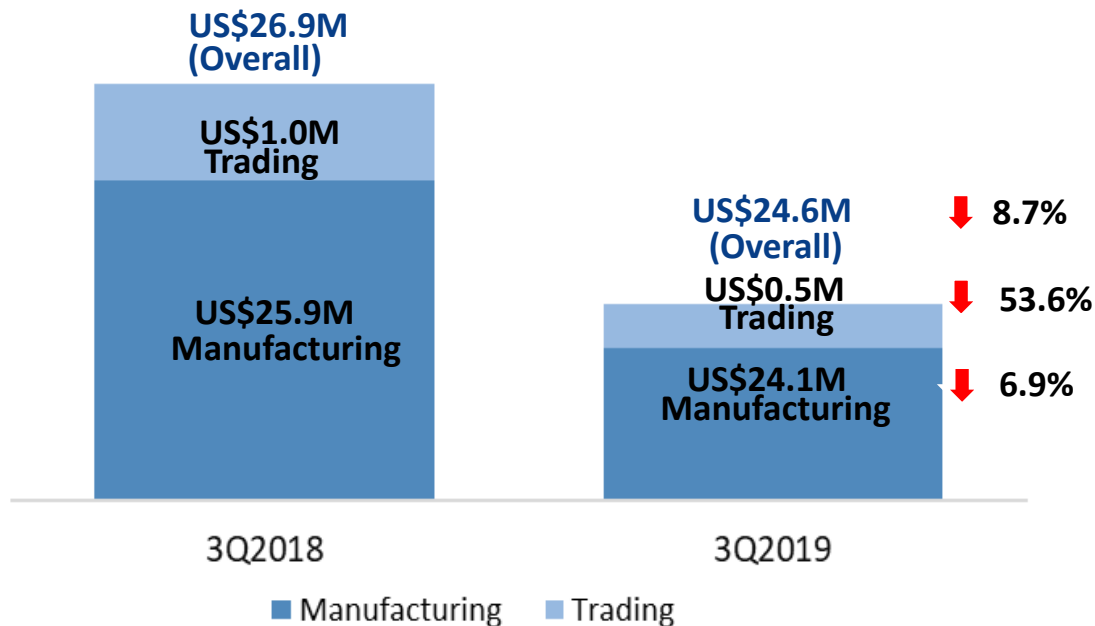
<sup>1</sup> 3Q2019 administrative expenses decreased by 7.6% due to lower foreign exchange loss of US\$55,000 instead of US\$465,000 in 3Q2018 mainly due to translation differences in US\$ denominated liabilities.

(Foreign exchange gain of 9M2019: US\$223,000; compared to Foreign exchange loss of 9M2018: US\$1.1 million)



# Segmental Review

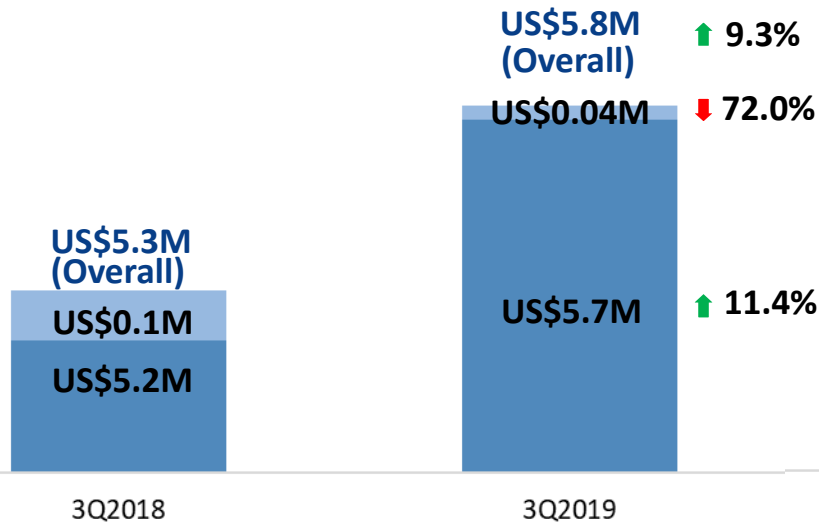
## Revenue by Segment



- **Manufacturing** revenue decreased by 6.9% to US\$24.1M due to:
  - Lower sales volume mainly attributable to slower business in the Indonesia plant;
  - This was partially offset by increase in average selling price.
- **Trading** revenue decreased by 53.6% to US\$0.5M due to:
  - Decrease in sales volume and average selling price.

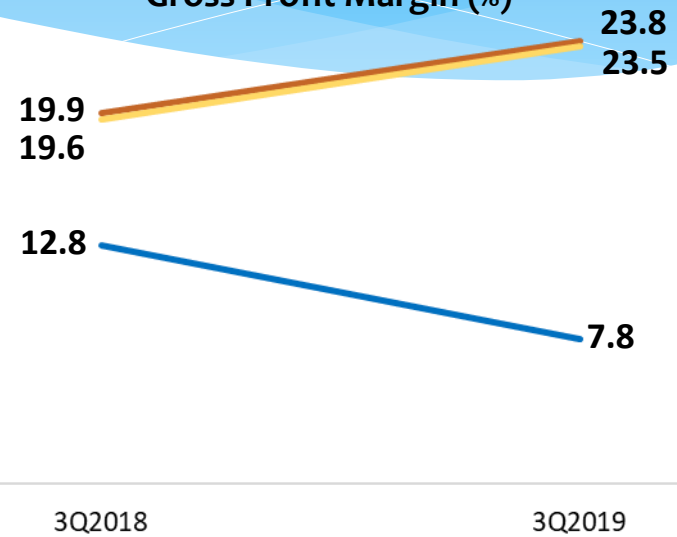
# Segmental Review

## Gross Profit



■ Manufacturing ■ Trading

## Gross Profit Margin (%)



— Manufacturing — Trading — Group

### Manufacturing

- Gross profit increased by 11.4% to US\$5.7M
- Gross profit margin improved by 3.9 pp to 23.8% mainly due to lower raw materials cost

### Trading

- Gross profit decreased by 72% to US\$37,000
- Gross profit margin dropped by 5.0 pp to 7.8% due to the lower average selling price

# Balance Sheet

US\$'000	As at 31 December 2018	As at 30 September 2019
<b>Financial Position</b>		
Non-current assets	14,523	11,519
Current assets	45,172	46,407
Non-current liabilities	931	959
Current liabilities	21,401	13,378
Shareholders' equity	36,452	42,605

# Other Indicators

	As at 31 December 2018	As at 30 September 2019
NAV per share	11.5 US cents	13.5 US cents
Gearing Ratio	0.2 times	0.05 times
	3Q2018	3Q2019
Earnings per share*	0.6 US cent	0.7 US cent

*\*Based on weighted average number of shares of 316,211,000*

**Thank You**