



Corporate Presentation FY2019 Results



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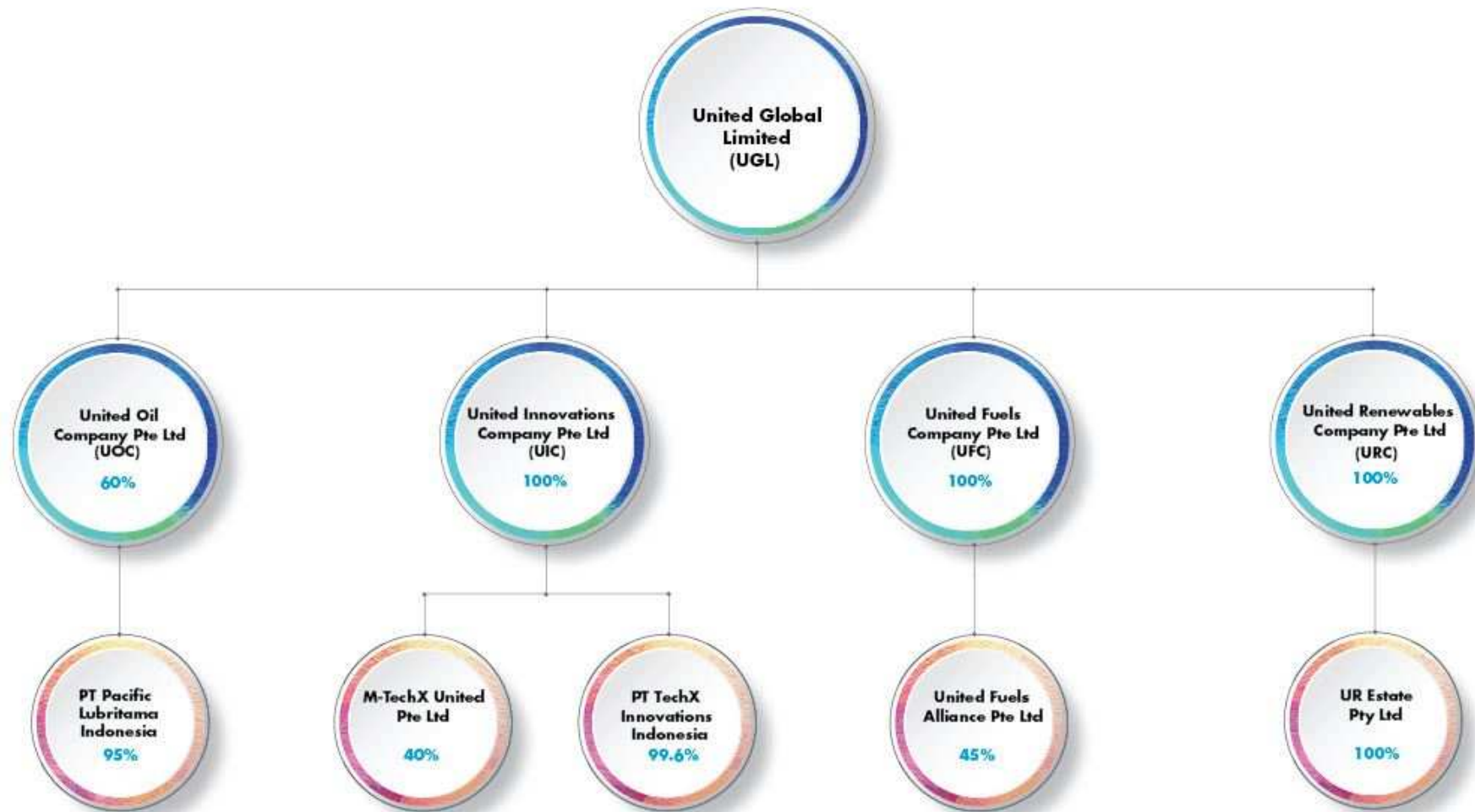
Our Vision

UNITED GLOBAL PTE LTD

Asia`s Global Partner

To build sustainable businesses for the common good,
and that will continually deliver the maximum possible
value to stakeholders

Group Structure



Our Core Business

Lubricants



United Oil®



Singapore



REPSOL



Indonesia

Combined Strength

Lubricants

	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

Our Other Businesses

Nano Technology

- Launched nano-fibre products in 3Q2018
- Absorbency is 50-60 times* compared to conventional products of 35 times
- Total Capacity: 120kg per hour*
- Mainly export to Japan
- Developing markets in Indonesia

* In house reference value, based on testing results of our R&D team in Japan



Nano-fibre production plant



Nano-fibre production units

Our Other Businesses

Renewable & Clean Energy

- Exploring renewables/recycling business opportunities in Australia & Taiwan.
- Evaluating renewable energy related business in Indonesia

Fuels Distribution

- Distributing diesel and petrol to retail fuel stations in the Philippines

Financial Highlights

Financial Highlights

Profit and Loss (US\$'000)	Group 4Q2018	Group 4Q2019	Change	Group FY2018	Group FY2019	Change
Revenue	26,029	15,502	(40.4%)	108,472	102,471	(5.5%)
Gross profit	5,361	3,847	(28.2%)	20,480	19,703	(3.8%)
Other income ¹	76	62,250	>100%	301	62,828	>100%
Key expenses:						
- Distribution cost	(697)	(425)	(39.0%)	(2,902)	(2,332)	(19.6%)
- Administrative exp ²	(1,443)	(6,033)	>100%	(8,158)	(11,700)	43.4%
Net Profit (after tax)	2,656	59,540	>100%	7,680	66,545	>100%
Overall gross margin (%)	20.6	24.8	4.2 pp	18.9	19.2	0.3 pp
Net profit margin (%)	10.2	384.1	373.9 pp	7.1	64.9	57.8 pp

¹ FY2019 other income increased by US\$62.5 M mainly due to gain on de-consolidation of subsidiaries of US\$24.8 M and gain on re-measurement of remaining stakes in joint ventures of US\$37.2 M.

² FY2019 administrative expenses increased significantly mainly due to higher bonus payouts as a result of higher profit, and allowance for impairment loss of US\$1.1 M due to the uncertainty on the recoverability of the other receivables.

Dividend Payout

The Directors have recommended:

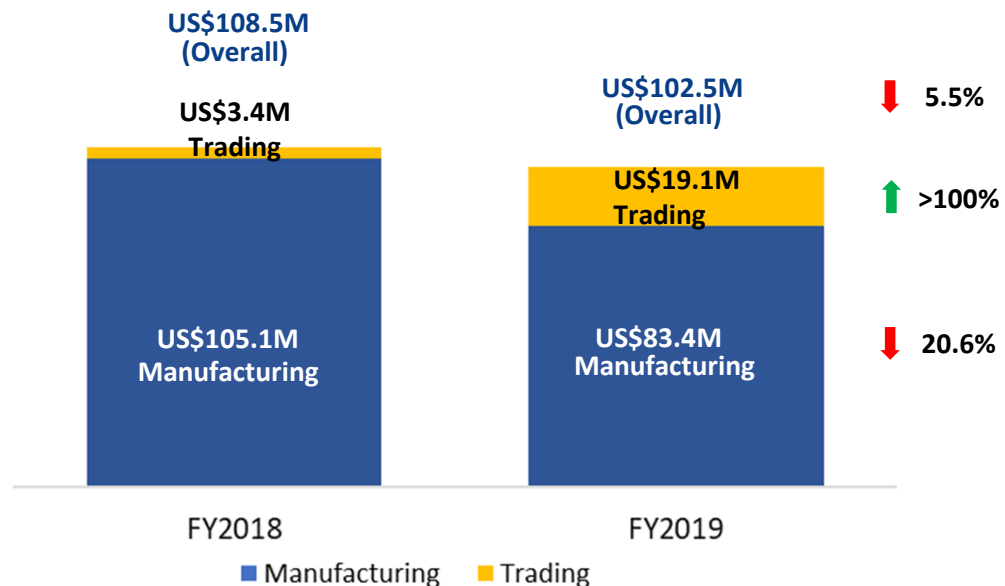
- Final **ordinary** dividend of 1.2 Singapore cent per ordinary share
- Final **special** dividend of 2.0 Singapore cent per ordinary share

To be paid on 21 May 2020*.

* Subject to shareholders' approval at forthcoming AGM (30 April 2020)

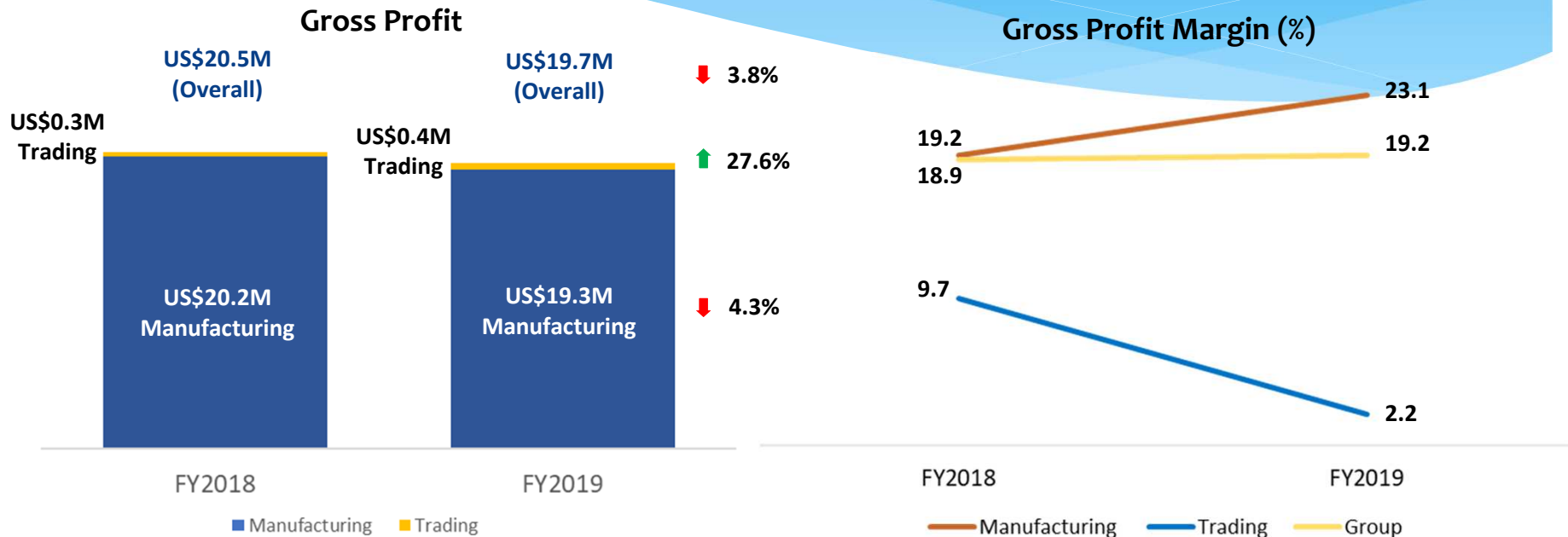
Segmental Review

Revenue by Segment



- **Manufacturing** revenue decreased by 20.6% to US\$83.4M due to:
 - Lower sales volume, mainly attributable to slower business at our Indonesia plant.
 - This dip was however slightly mitigated by an increase in average selling price.
- **Trading** revenue increased by more than 100% to US\$19.1M due to:
 - One-off trading arrangement with JV partner

Segmental Review



Manufacturing

- Gross profit decreased by 4.3% to US\$19.3M
- Gross profit margin improved by 3.9 pp to 23.1% mainly due to lower raw materials cost

Trading

- Gross profit increased by 27.6% to US\$425,000
- Gross profit margin decreased by 7.5 pp to 2.2%

Balance Sheet

US\$'000	As at 31 December 2018	As at 31 December 2019
Financial Position		
Non-current assets	14,523	57,076
Current assets	45,172	52,748
Non-current liabilities	931	77
Current liabilities	21,401	6,480
Shareholders' equity	36,452	103,267

Other Indicators

	As at 31 December 2018	As at 31 December 2019
NAV per share	11.5 US cents	32.7 US cents
Gearing Ratio*	0.2 times	0.001 times
	FY2018	FY2019
Earnings per share ⁺	2.4 US cent	21.0 US cent

*Calculated using formula $\frac{\text{debt}}{\text{equity}}$

⁺Based on weighted average number of shares of 316,211,000

Company Updates & Strategy

Investment by Repsol S.A.

- **26 November 2019:** Completed disposal of 40% equity stake in United Oil Company Pte Ltd (“**UOC**”), to Repsol Downstream Internacional S.A. (“**Repsol Downstream**”), a subsidiary of Repsol S.A.
- Post disposal, UOC ceased to be a subsidiary of the Group and is now considered an entity jointly controlled with Repsol Downstream.
- Target to commence production of inaugural Repsol-branded at both Singapore & Indonesia plant in March 2020.
- Business volume will increase due to exclusivity to sell Repsol products in Singapore, Indonesia, Malaysia and Vietnam, and to manufacture and supply for Repsol’s APEC region.

About Repsol S.A.



- An international oil and gas company listed on the Madrid Stock Exchange (Bolsa de Madrid)
- Principally engaged in the production and marketing of oil derivatives

Use of Proceeds

- United Global intends to use the proceeds from this partial disposal for:
 - Future business expansions
 - Investments
 - Acquisitions

Growth Strategy

OUR VISION

To build sustainable businesses for the common good, and that will continually deliver the maximum possible value to shareholders

TRANSFORM

- From traditional lubes biz model to more sustainable businesses

GROW

- JV with Repsol to grow S'pore, M'sia, Indonesia, Vietnam markets

DIVERSIFY

- United Innovations
- United Fuels
- United Renewables

Thank You

