



**TIONG WOON CORPORATION HOLDING LTD**  
(Company Registration No. 199705837C)

## **Tiong Woon posts S\$15.7m net profit for the nine months ended 31 March 2008**

**The Group remains optimistic on the outlook for Oil & Gas and Petrochemical sectors, and will actively pursue business opportunities locally and overseas, says Chairman and Managing Director Ang Kah Hong**

### **HIGHLIGHTS OF 9M2008 GROUP'S RESULTS**

- Turnover: S\$107.9 million, up 49%
- Net profit after tax and minority interest: S\$15.7 million, up 18%
- Earnings per share: 4.65 cents, up 18%
- Net Asset Value per share: 35.82 cents, up 12%

**SINGAPORE, 9 May 2008 – MAINBOARD-LISTED** Tiong Woon Corporation Holding Ltd (“TWC”) today announced a net profit after tax and minority interest of S\$15.7 million for the nine months ended 31 March 2008, an increase of 18% over the S\$13.3 million it made in the same period the previous year.

Its turnover was up 49% to S\$107.9 million from S\$72.4 million previously. Quarter-on-quarter, turnover was up 49% to S\$42.1 million from S\$28.3 million in the previous corresponding quarter. The increase in the Group's turnover was mainly attributed to the

increase in revenue from its Heavy Lift and Haulage and Fabrication segments. Earnings per share stood at 4.65 cents compared to 3.95 cents previously.

Profit before tax for the first nine months saw an increase of 18% to S\$19.2 million. Quarter-on-quarter, however, the Group registered a dip in pre-tax profit of 14% to S\$6.4 million, attributable to the Group's various business segments. Thus, the Group's net profit after tax and minority interest for the third quarter ended 31 March 2008 was also down by 17% to S\$5.3 million.

Mr. Ang Kah Hong, TWC's Group Chairman and Managing Director, said the Group was on track for growth with numerous business opportunities presented in the domestic construction market as well as overseas business activities. "We continue to be very busy on Jurong Island and some of the projects on the mainland. The oil and gas sector continues to present us with many business opportunities, here and overseas. We are well-positioned to grow our business further," he added.

TWC is an integrated services provider for the oil and gas industry, and is a specialist in heavy lift, and installation of process equipments. The Company is currently ranked 11<sup>th</sup> largest crane owning company worldwide by International Cranes, a reputed trade magazine, in its IC50 2007 survey.

Mr Ang said that developments at Tiong Woon's 64-hectare fabrication yard in Bintan, Indonesia, were progressing well. The new Fabrication & Engineering Segment registered a revenue of S\$16.0 million for the nine months ended 31 March 2008, and in the third quarter, it turned in S\$6.9 million in revenue. This business segment registered a loss of S\$3.4 million for the nine months under review due mainly to start-up costs incurred for its maiden shipbuilding project and general yard development.

Said Mr Ang: "The good news is that start-up costs are one-off. We are confident that we will be able to capitalise on the opportunities in this business sector. We see this as an excellent way to grow a new and stable income stream for the Tiong Woon Group."

The yard was acquired in November 2006 with a view to support Tiong Woon's current fleet of heavy lift equipment, tugs and barges. It landed its maiden project in August last year -- an S\$64.8 million contract from NorCE Offshore Pte Ltd to build a 146.3-metre derrick pipelay barge with a gross tonnage of approximately 25,100 tonnes. To date, the vessel is about 25% completed and the project is on schedule for delivery in January 2009.

## **Segmental Results**

The Company's Heavy Lift and Haulage Segment contributed S\$67.9 million to overall turnover, turning in a profit before tax of S\$18.5 million, an increase of 78%. Quarter-on-quarter, the increase was 47%.

Turnover for Trading segment saw a slight increase of 5% to S\$14.2 million, registering a profit before tax of S\$2.1 million. Despite a slight dip in the turnover of the Marine Transportation segment of 15% to S\$9.9 million, it still contributed positively to the Company, turning in a profit before tax of S\$3.2 million, up 6% from the previous corresponding nine-month period.

Quarter-on-quarter, Marine Transportation and Trading saw dips in profit before tax by 53% and 41% respectively. One main reason for the dip in pre-tax profit of the Marine Transportation segment was that in the three months under review, a number of the Group's tugs were under maintenance. The Trading segment saw a dip because of the increase in the purchase price of new equipment.

The Group's financial standing remains strong with a market capitalisation of S\$226.2 million -- based on yesterday's closing price of 67.0 cents -- backed by total assets of S\$275.4 million and net tangible assets of S\$124.8 million. As at 31 March 2008, equity attributable to shareholders of the Group amounted to S\$120.9 million, 12% or S\$12.9 million higher than at 30 June 2007. Net asset value per share of 35.82 cents was 12% or 3.82 cents higher than at 30 June 2007. The total number of shares issued was 337.58 million as at 31 March 2008.

## **Positive Growth and Outlook**

Mr Ang continues to be optimistic about the outlook for the industry. "The construction sector is going strong. The government has announced that it is planning to tender out more than S\$8 billion worth of projects over the next 12 months, with S\$5.8 billion directly involving building and construction projects. There continues to be much construction activity on Jurong Island, and the oil and gas and petrochemical industries continue to be important elements in Singapore's economy. We are optimistic that growth prospects are good, seeing that we are one of the few specialised contractors that support these industries," he said.

Going forward, the Group plans to actively pursue business opportunities in infrastructure, power plants, petrochemicals and oil and gas projects in key markets such as China, Thailand, Malaysia, Indonesia, Vietnam and the Middle East.

### **Corporate developments**

In 2007, the Group extended its distributorship agreement with IHI Construction Machinery Limited, a manufacturer of crawler cranes and parts, to include new territories. In addition to Singapore, Malaysia and Brunei, the Group's distributorship reach now includes Vietnam, Thailand, Philippines, Cambodia, Laos and Myanmar.

In a move that broadened its asset base and complemented the Group's heavy lift and haulage business, it acquired Soon Douglas (Pte) Ltd ("SDPL") in May last year. SDPL was principally in the business of leasing of tower cranes and trading of equipment spare parts for the construction, mining and shipbuilding industries. The acquisition extended Tiong Woon's existing fleet to an additional 49 units of tower cranes and 2 mobile cranes, strengthening the Group's position as a heavy lift company and enabling it to build up another arm that is expected to contribute positively to the Group's operation.

Mr. Ang said Saudi Arabia, with its projected activity in oil and gas, will continue to be one of the Company's key markets and will form an integral part of TWC's Middle-East strategy. Indeed, in 2007, TWC became the first Singapore company to be awarded an investment licence to operate 100% foreign-owned entity in Saudi Arabia by Saudi Arabian General Investment Authority (SAGIA) Singapore. TWC plans to use its base there to springboard into the region. To date, the Company has deployed about 60 cranes there and it plans to increase the fleet size to 150 units in the Middle East over a period of two years.

### **Five-pronged business strategy**

Going forward, Mr Ang said the Group will continue to implement its existing five-pronged business strategy, namely:

- To actively seek business opportunities in the emerging markets for the Group's core heavy lift and haulage segment;
- To develop its fabrication and engineering competency for marine, oil & gas projects;
- To invest in higher capacity and specialised equipment;
- To forge strategic alliances and co-operation with international and industry players to jointly participate in the bidding for projects; and
- To maintain active and tight management control of the Group's respective business activities.

##### End #####

## **About Tiong Woon Corporation Holding Ltd ([www.tiongwoon.com](http://www.tiongwoon.com))**

Listed in 1999, Tiong Woon is a leading one-stop, integrated services specialist and provider of infrastructure businesses, supporting mainly the Oil & Gas, as well as Petrochemical, Power and Construction sectors.

The Group manages turnkey projects for EPC Contractors and project owners from planning and design of heavy lifting and haulage requirements to the execution stage in which the heavy equipments are transported, lifted and installed at customers' facilities. Tiong Woon posses its own heavy lift and haulage equipment, tugboats, barges and fabrication yards which will enable them to widen its services offering in an integrated approach to its customers.

Tiong Woon is headquartered in Singapore and has establishments in Malaysia, Indonesia, Thailand, the Philippines, China and Saudi Arabia. Tiong Woon is ranked the 11th largest crane owning company worldwide by International Cranes, a reputed trade magazine, in its IC50 for the 2007 survey.

Tiong Woon is committed in delivering high quality, reliable facilities and services on time, on delivery, on budget and with world class safety.

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### **Media and Analyst Contacts:**

#### **Tiong Woon Corporation Holding Ltd**

Mr Johan Lim  
Corporate Communications Manager  
Tel: (+65) 6776-9645  
Email: [johan\\_lim@tiongwoon.com](mailto:johan_lim@tiongwoon.com)

#### **Waterbrooks Consultants Pte Ltd**

Ms Judy Kan  
Tel: (+65) 6100-2228  
Mobile: (+65) 96315053  
Email: [judy.kan@waterbrooks.com.sg](mailto:judy.kan@waterbrooks.com.sg)

Mr Wayne Koo  
Tel: (+65) 6100-2228  
Mobile: (+65) 93388-166  
Email: [wayne.koo@waterbrooks.com.sg](mailto:wayne.koo@waterbrooks.com.sg)