



# Tiong Seng Group

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2023

Pioneer Of Possibilities





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# Agenda

1

**Company Overview**

2

**Business Segments**

3

**Overview of Key Financials**

4

**Investment Merits**

5

**Summary**





# What is the Tiong Seng's Way?

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At Tiong Seng, we integrate rigour and innovation into every project. Rigour through our stringent work processes and innovation as we constantly seek new and better ways to improve our Tiong Seng Way.

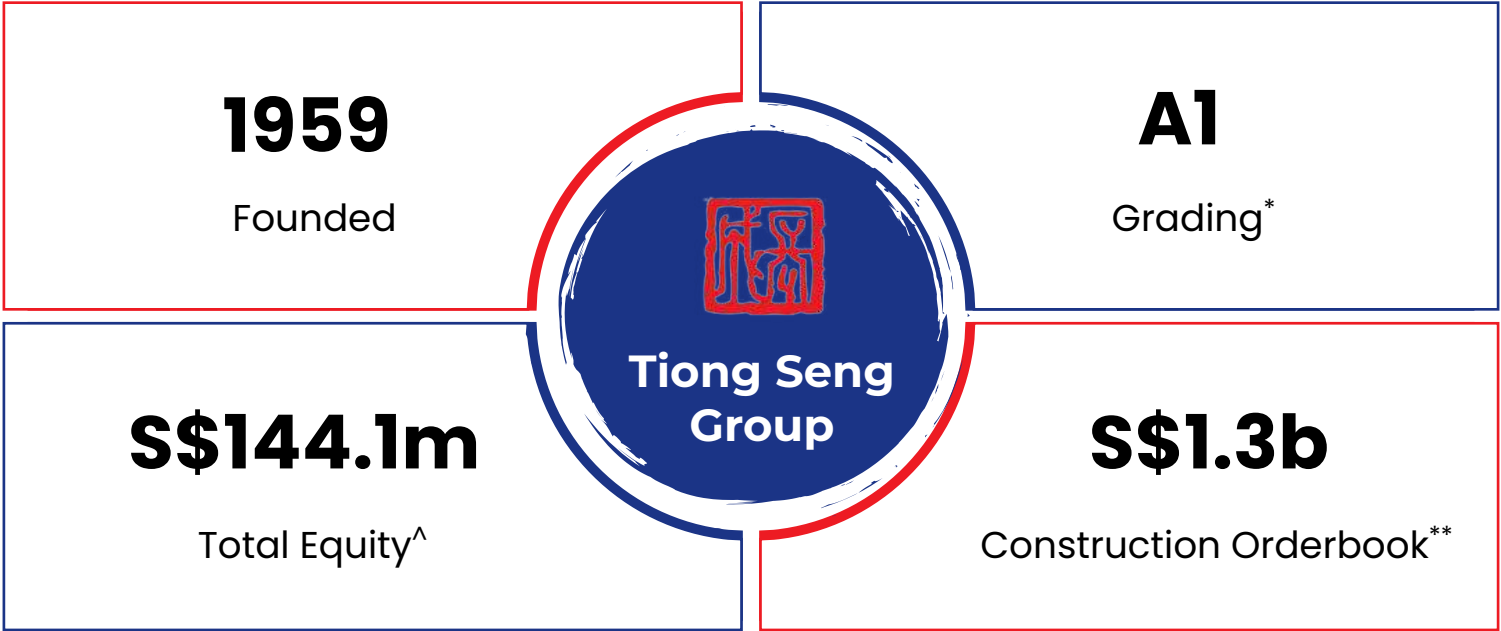




# At A Glance



Established homegrown leading construction and civil engineering company that has more than 60 years of long-standing experience.



## Stock Data

(Share price data as of 23 September 2022)

Stock Code	SGX:BFI
Stock Price	S\$0.091
Market Cap	S\$ 40.2m
Dividend Yield	2.75%

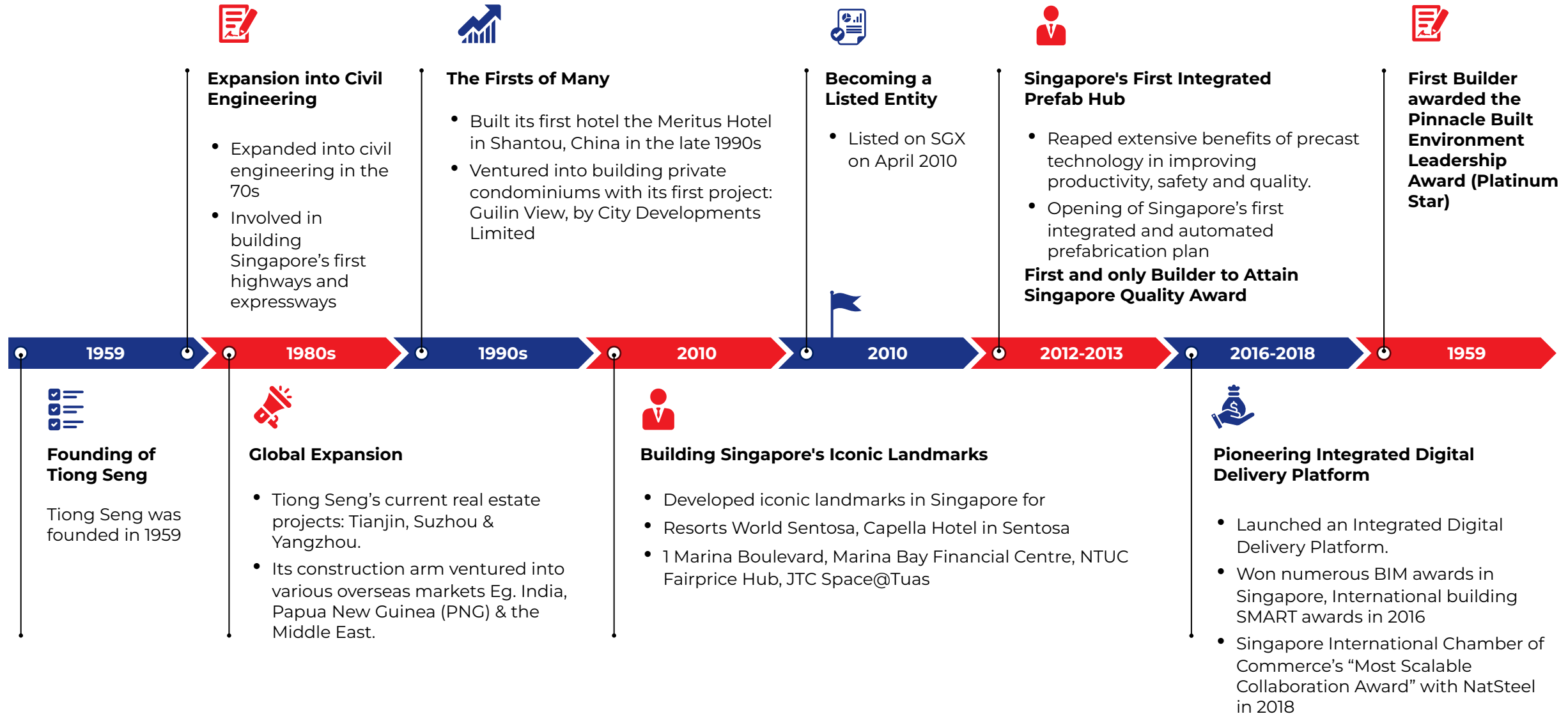
\*Highest grading from BCA for both general building and civil engineering projects  
\*\*As of 30 June 2022 (Orderbook visibility till 2024)  
^As of 30 June 2022 (Net asset value/share = S\$0.3216)

## Accreditations & Awards





# Milestones





# Our “Tripod Strategy”

Line of Business

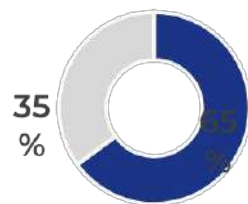
About

Line of Business  
Brands

% 2021 Revenue

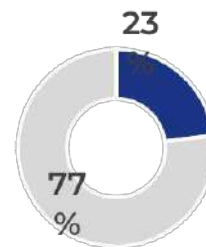
**Construction & civil Engineering**

Main contractors providing  
**construction and civil engineering  
services**



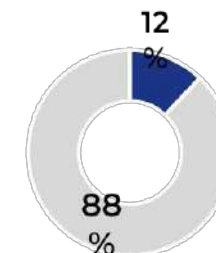
**Engineering Solution**

**Manufactures and supplies  
precast and prefabricated  
components, provision of steel  
and mass engineered timber  
works** for construction and civil  
engineering projects



**Properties Development.**

**Development and sales of  
properties.**



**Engineering Solutions:** Consolidation of suite of technologies e.g. PPVC and MET

**Construction and Property Development** to tap on engineering to provide practical solutions as a service externally



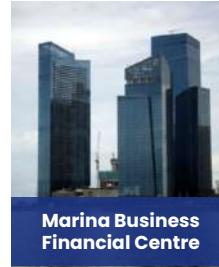


# Long Established Track Record

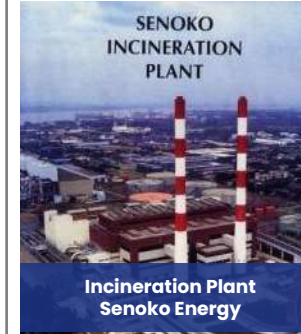
## Institutional



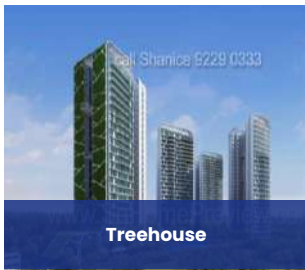
## Commercial, Hotel, Hospital



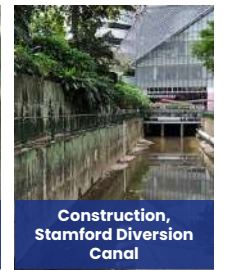
## Industrial



## Residential



## Civil Engineering & Infrastructure





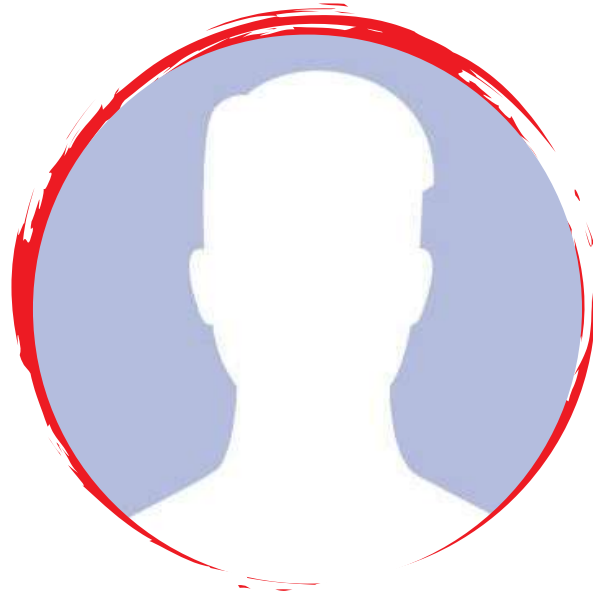


# New Leadership Team With An Established Track Record



**Pek Zhi Kai**

*Deputy Managing Director  
Tiong Seng Contractors*



**Johnny Lim**

*Executive Director  
Tiong Seng Contractors*



**Eric Lim**

*Head of Projects  
Tiong Seng Contractors*

*Energetic new leader supported by industry veterans with extensive network and a proven record of execution*



**TIONG SENG  
CONSTRUCTION**

**TIONG SENG  
ENGINEERING**



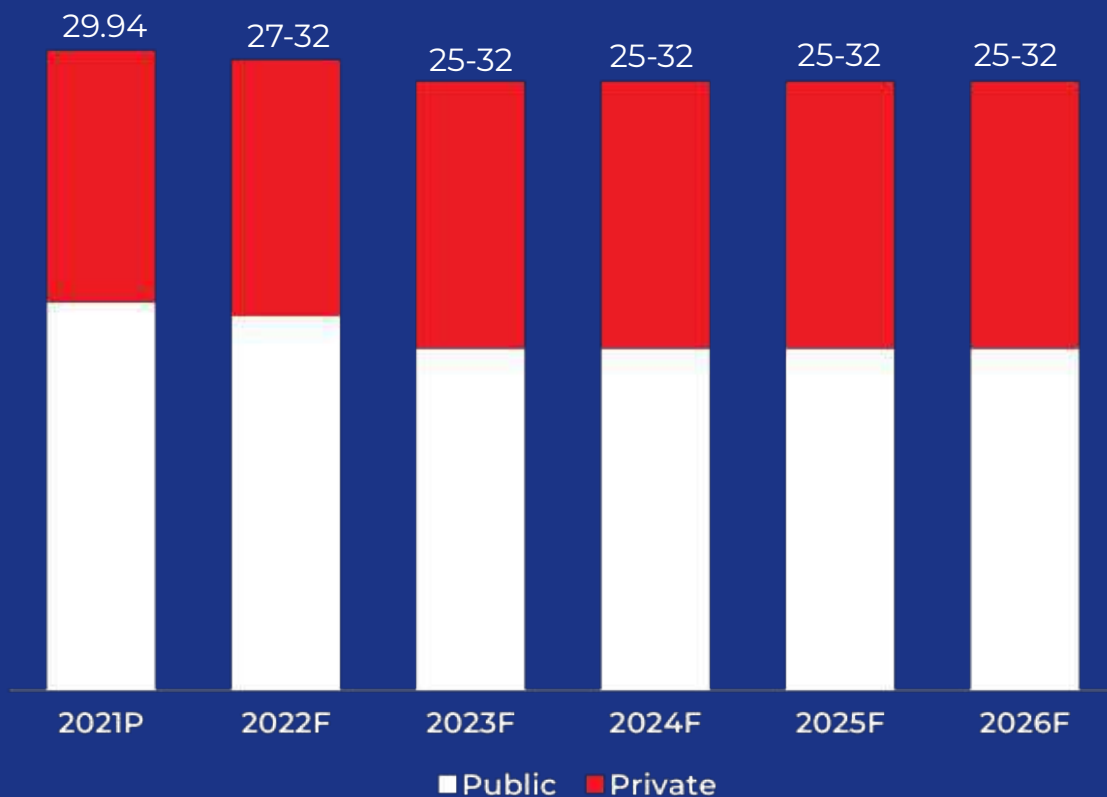
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Tiong Seng is the first  
construction company in  
Singapore to win the  
“**Innovation Class**” and  
“**People Developer**”  
certificate from Enterprise  
Singapore



# Robust Construction Demand Outlook

## Singapore Construction Demand (\$ billion)



Source: BCA

## 2023-2026 outlook



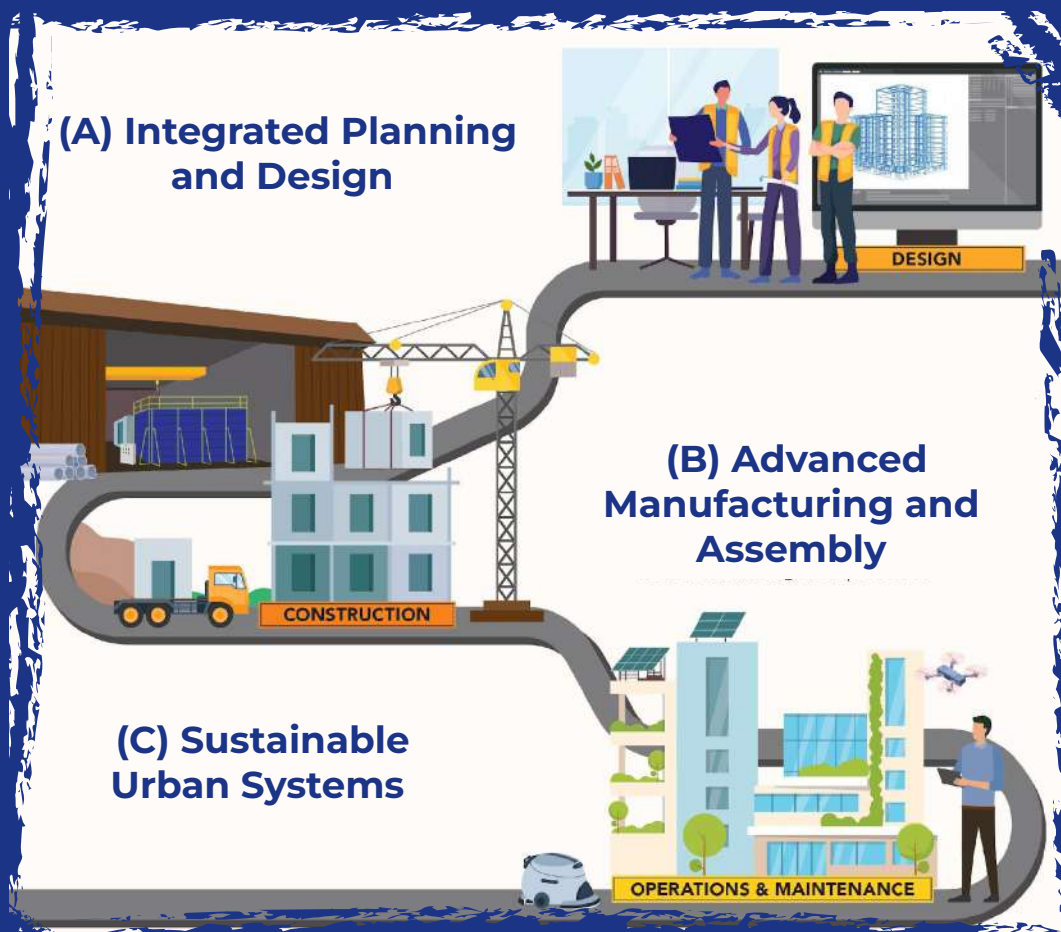
**Demand for public projects to be supported** by public housing developments, MRT projects (Cross Island line phases 2 & 3, Punggol extension, Downtown line extension, redevelopment of Alexandra hospital etc



**Private sector demand to remain steady** amidst healthy investment appetite backed by Singapore's strong economic fundamentals

**Positive long term outlook**

# Built Environment Industry Transformation Map by BCA



## Reduce paperwork and process improvement

Creating a conducive environment for efficient collaboration and regulatory submissions



## Shorten construction schedule and optimize use of resources

Optimising construction process through efficient construction methodology and technology



## Decarbonisation to help companies achieve their net zero aspirations



# 14. How Tiong Seng Wins?

## (A) Integrated Planning and Design- Digitalisation to Improve Efficiency



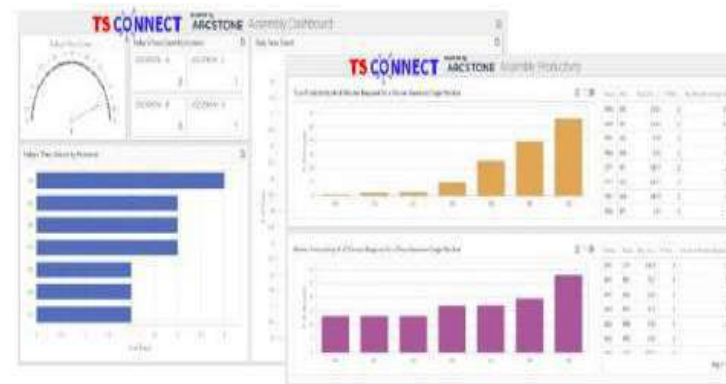
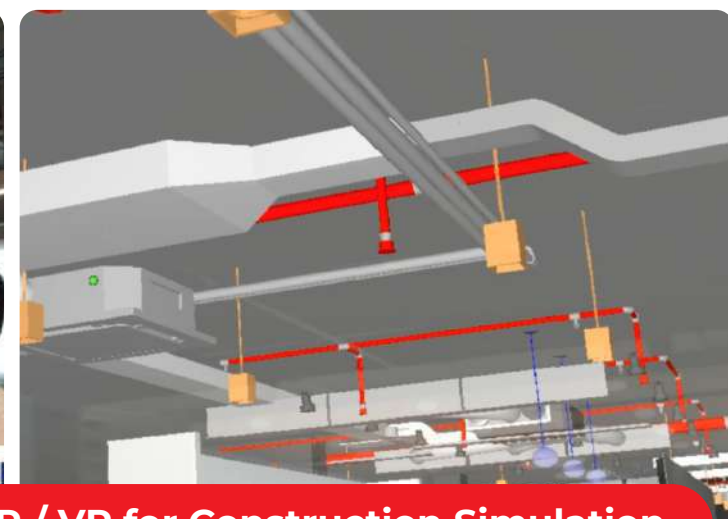
**OUR BIM CENTER**



*BIM available on mobile*



**4D BIM Capabilities – Use of AR / VR for Construction Simulation**





## (B) Advanced Manufacturing and Assembly




Tiong Seng is a pioneer of Design for Manufacture and Assembly (DfMA)


Construction being designed for manufacturing off-site in a controlled environment, before being assembled on-site




Why DFMA?




Improving buildability and quality



Shorter construction period



Reducing labour reliance due to automation



Minimising on-site storage space

# How Tiong Seng Wins?

## (B) Advanced Manufacturing and Assembly

### Tiong Seng's selected portfolio of construction engineering solutions

Advanced Formwork System



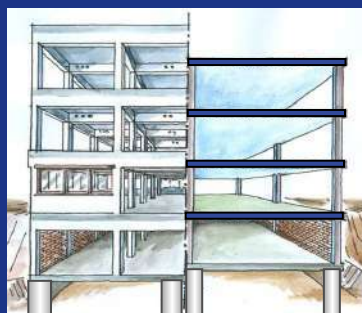
Precast Engineering



Mass Engineered Timber



cobiax®



Prefabricated  
bathroom unit &  
PPVC



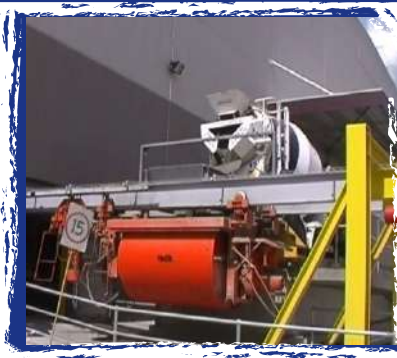




# 17. How Tiong Seng Wins?

## (B) Advanced Manufacturing and Assembly

Precast Engineering and prefabricated bathroom unit & PPVC is supported by our precast hub



*First Automated Precast Factory in Singapore opened in May 2012  
Capable of handling 100,000 m<sup>3</sup>/year or 200m<sup>3</sup>/day precast output*



**2x** precast  
components outputs



**1/3** of  
manpower



### 2 automated production lines

- Marking-out of dimensions with high precision
- Transporting precast products from one workstation to another with automated pallet circuits etc



### Centralised computer system

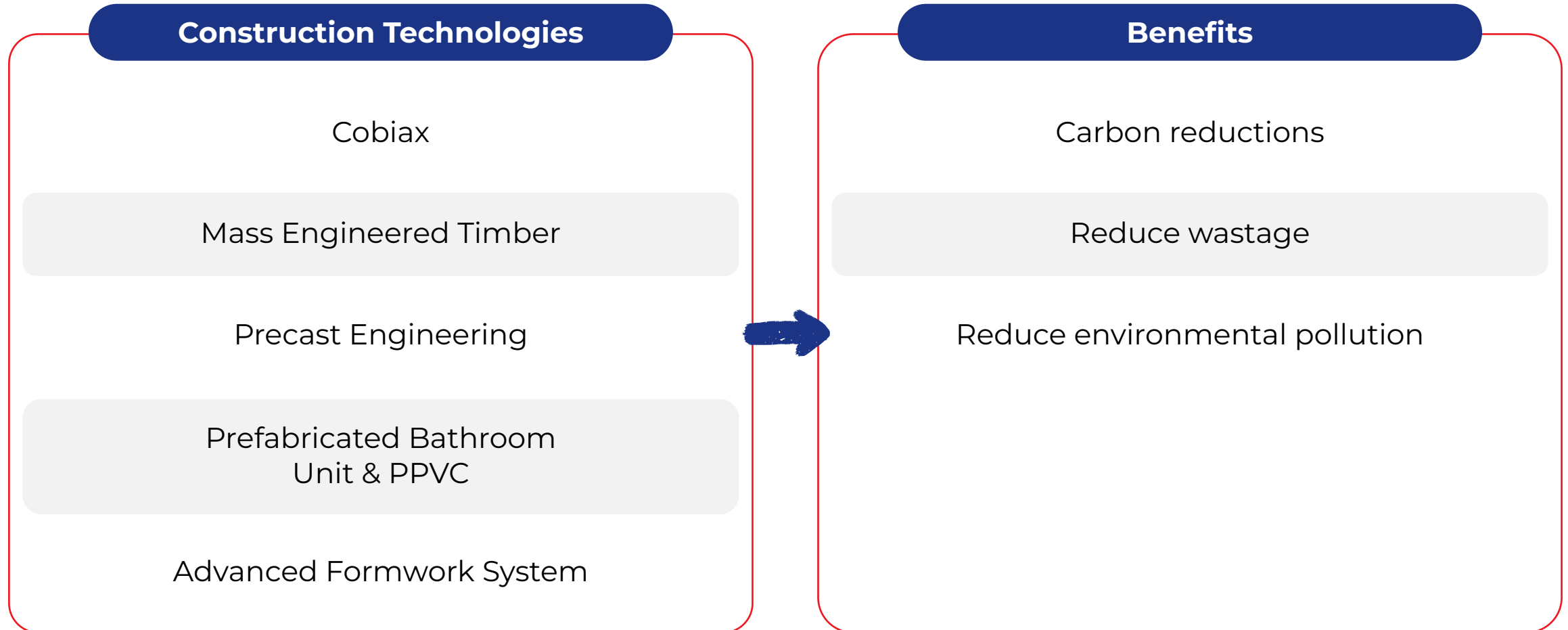
- Reads information from digital data files controls the entire precasting process as well as maintains production data and records





# 18. How Tiong Seng Wins?

## (C) Sustainable Urban Systems



# First Project in Singapore to Utilize Cobiax Voided Slab Technology – Park Royal Collection Pickering

- **2012:** BCA GREEN MARK PLATINUM
- **2015–2021:** Asia's Leading Green Hotel by the World Travel Awards

Source: Company, Asian journeys



Utilize Cobiax, Voided Slab Technology Usage of re-usable advanced formwork Extensive Precast



Manpower reduction

**48%**



Carbon reduction

**XXX**



Construction  
schedule reduction

**3 months**

# Asia's Largest Wooden Building – NTU Academic building

- **2020:** BCA Green Mark Award – Platinum (Zero Energy)
- **2021:** BCA Green Mark Award – SLEB – Platinum (Zero Energy)
- **2022:** Winner of Royal Institution of Chartered Surveyors (RICS) Awards Southeast Asia 2022 – Innovation Award and Sustainability Award

Source: Company, RSP, Toyo Ito & Associates, Architects



Constructed using mass-engineered timber Prefabricated before installed on site



Manpower reduction

XXX



Carbon reduction

XXX



Construction  
schedule reduction

XXX





## First hospital in Singapore to utilize hybrid PPVC – Kallang Polyclinic

● **2019:** BCA Green  
mark platinum

Source: Company, NHGP



First hospital project in Singapore to utilize Hybrid PPVC methodology Extensive adoption of  
Integrated Digital Delivery



Manpower reduction

**XXX**



Carbon reduction

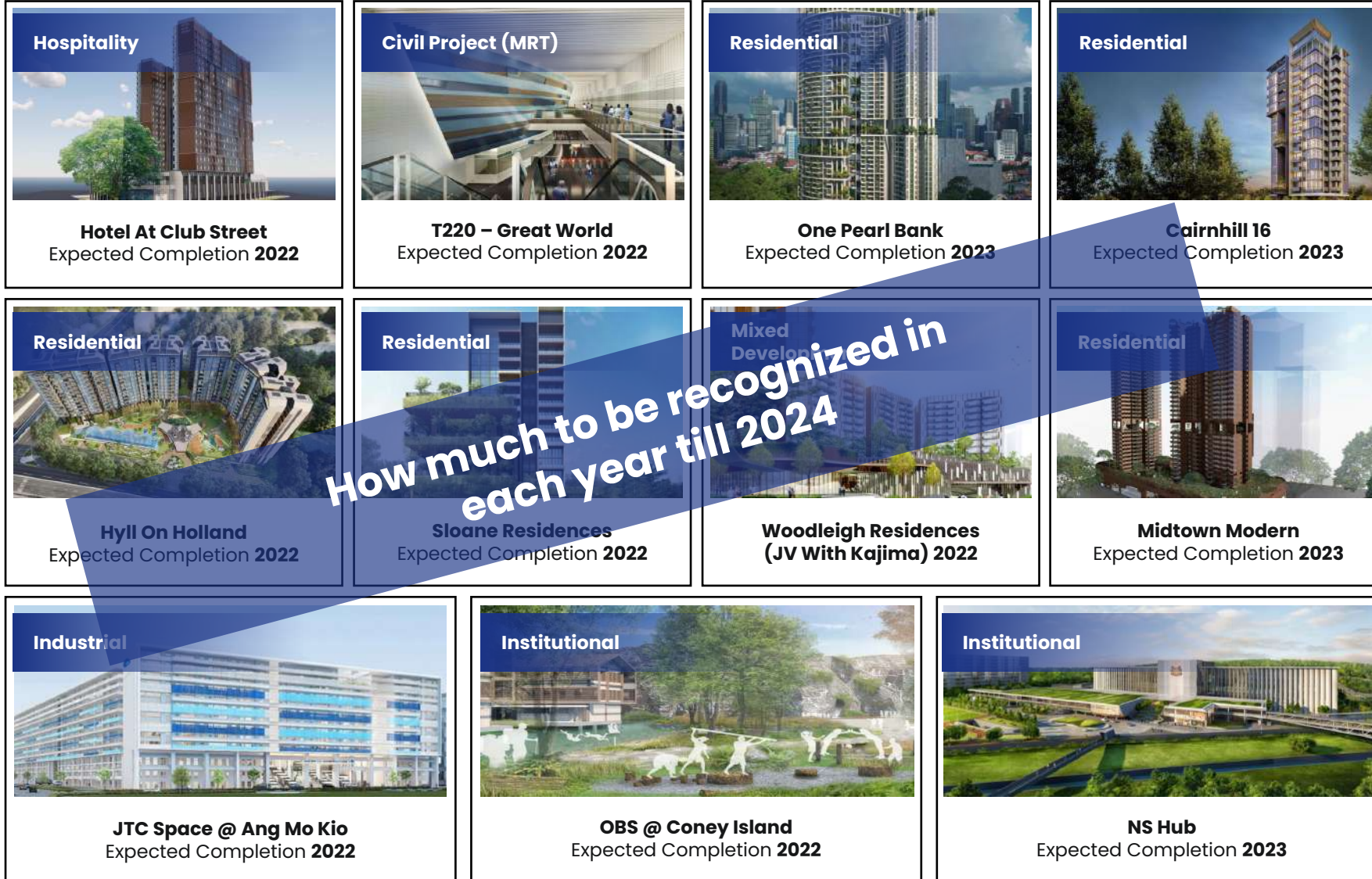
**XXX**



Construction  
schedule reduction

**25%** (~5,000  
hours)

# Robust Orderbook



How much to be recognized in each year till 2024



**S\$1.3b**  
Construction  
Orderbook

As of 30 June 2022  
(Orderbook visibility till 2024)



Proposed Approach to Market, while being ‘asset light’ and seizing current opportunities on hand



Earmarked Regions & Countries

<div> <div></div> <div>Focus Markets</div> </div>		<div> <div></div> <div>Projected Market Need</div> </div>
1	Southeast Asia	Quick Housing Solutions; Integrated Building Solutions (Cost/Time)
2	Emerging Markets (Africa, Middle East, South Asia)	Housing Solutions, Schools, Hospitals
3	Developed Economies (UK, Europe, US, Canada, Japan)	Innovative/Integrated Tech & Sustainable Solutions; Partnerships; Acquisition of New Technology





# TIONG SENG PROPERTIES



Tiong Seng has ongoing property developments in both Singapore and overseas markets

Name of project	Type of project	Effective Equity stake	Location	Tenure	Gross floor area	No. of units	% sold	Completion date
CHINA								
The Equinox	Residential	83%	Dagang, Guangang Forest Park, Tianjin	xxx	162,000 sqm	565 (launched)	72% sold	2014-2025
Tranquility Residences	Residential	100%	Xushuguan Development Zone, Suzhou	xxx	87,220 sqm	636	99.4% sold	2016-2017
Zizhulin	Commercial	80%	Tianjin	xxx	12,000 sqm	xxx	NA	Planning stage
SINGAPORE								
Sloane Residences	Residential	42%	District 10	Freehold	61,000 sqft	52	88% sold	1H2022
Cairnhill 16	Residential	31%	District 9	xxx	43,000 sqft	xxx	xxxx	2H2023



26.

## Core city development in the heart of Singapore (District 10)



Location

17 Balmoral Road, Singapore

Tenure

Freehold

Effective equity Stake

42%

Total Units

52

Total Units Sold

46 (~88% sold)

Site Area (sq ft)

38,943 sqft

Plot ratio

1.6

% buyers from  
Singapore: 54%

**TOP: 18**  
November 2022

**Average selling  
price: \$2,910 psf**



Awarded by  
**PropertyGuru Asia Property Awards**

**WINNER** Best Boutique Development- Low Density

**WINNER** Best Boutique Condo Architectural Design



**HIGHLY COMMENDED**  
Best Boutique Condo  
Interior Design



**WINNER** Best Boutique  
Landscape  
Architectural Design



# Cairnhill 16

**Location**

16 Cairnhill Rise,  
Singapore

**Tenure**

Freehold

**Effective Equity Stake**

31%

**Total Units**

39

**Total Units Sold**

XXXX

**Site Area (sq ft)**

15,407 sqft

**Plot ratio**

2.8



Awarded by  
**PropertyGuru Asia Property Awards**

**2021**

**WINNER** Best Luxury Condo Interior Design

**HIGHLY COMMENDED** Best Boutique Condo Architectural Design

**HIGHLY COMMENDED** Best Boutique Condo Interior Design

**HIGHLY COMMENDED** Best Luxury Condo Architectural Design

**XXX% of buyers** are Singaporeans

**Average selling price:** \$XXXX psf



## Singapore's prime residential district (District 9)

Within minutes' walk to numerous MRT stations including Orchard MRT station, Somerset MRT station, Orchard MRT station, Dhoby Ghaut MRT station and Rochor MRT station

Access to Bukit Timah Road, Central Expressway (CTE) and Dunearn Road

Located close to the Orchard Shopping Belt and Mount Elizabeth Hospital





**SUSTAINABILITY IS  
THE NEW NORMAL**



CONTRACT VALUE, GREEN MARK

**S\$4.8 BILLION**

SINCE 2009



GREEN BUILDINGS, GREEN MARK

**27**

GREEN MARK BUILDINGS  
CONSTRUCTED AND COUNTING..

GREEN MARK AWARD	NO. OF BUILDINGS CONSTRUCTED
Certified	2
Gold	1
Gold <sup>Plus</sup>	6
Platinum	18



**APPROX 70%**

ACHIEVE GM PLATINUM



**Our Goal**

Green projects to form at least

**80%**

of total revenue projections by 2026



# Tiong Seng's target focus

## TIONG SENG'S GREEN EFFORTS CUT ACROSS 4 KEY AREAS



Buildings with  
**Green Mark  
Certification**



Buildings that  
adopt 'Green'  
Solutions in the  
form of **Green  
Materials**



Buildings that  
adopt 'Green'  
Solutions in the  
form of **Green  
Construction  
Methodology**



Buildings that  
have an emphasis  
on **preserving  
Flora & Fauna**



# Capturing new opportunities

To provide building owners

**A one stop solution for green enhancement works**



Partnering with investor  
to finance the “green-ing”  
of buildings



Green construction of  
building



Partnering with renewable  
energy providers

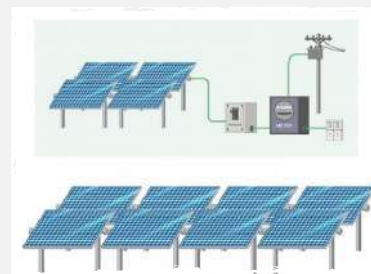
Replacing building energy  
consumptions and emissions



**TIONGSENG**  
CONSTRUCTION 长成工程



**TIONGSENG**  
ENGINEERING SOLUTIONS



Lower cost, Lower  
emissions



BCA GREEN MARK

A **GREEN** and  
**COST-EFFICIENT**  
building



**Digitalization to track and manage energy and carbon emissions**

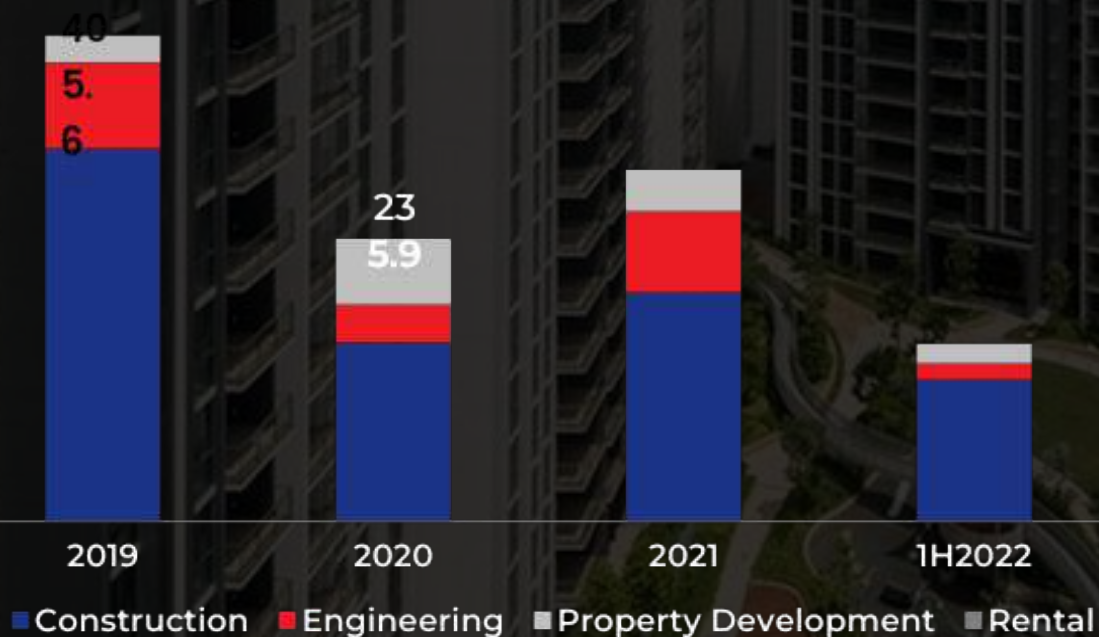


# FINANCIALS



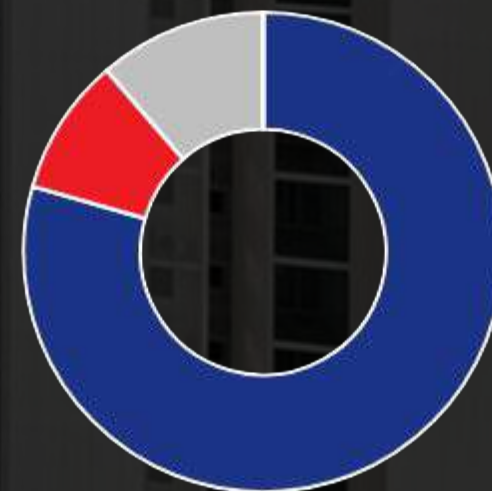
01

Revenue (S\$m)



02

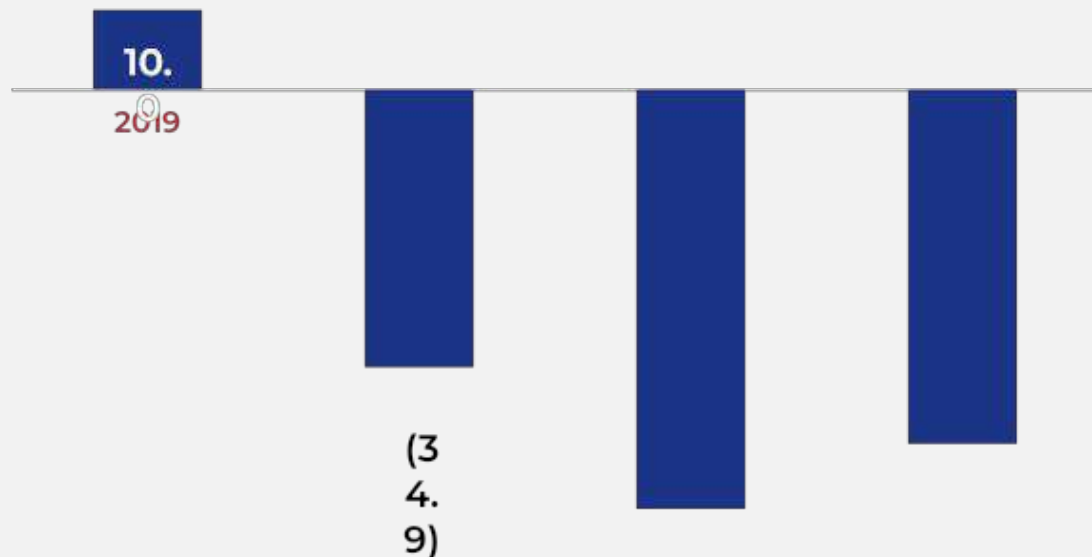
Revenue By Segment



# Key Financials

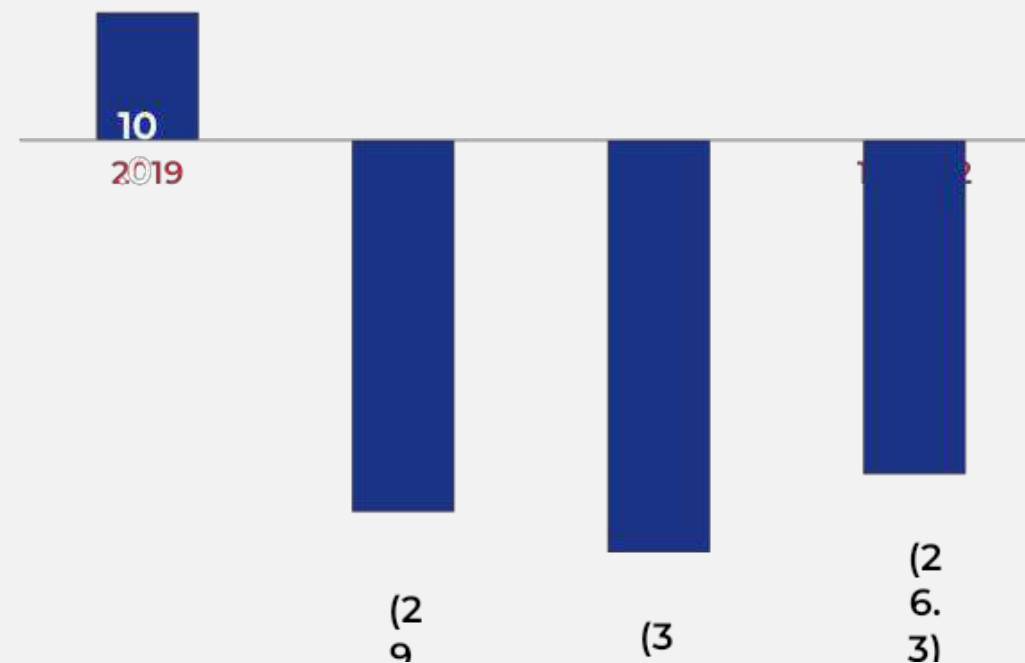
01

Net Profit/(Loss) (S\$m)






02

Net Profit/(Loss) Excluding Impairment (S\$m)





# Key Financials

 As at 30 June 2022	 S\$m	 Comments
Total Assets	511.7	
Total Liability	367.6	
<b>Total Equity</b>	<b>144.1</b>	<b>S\$0.3216/share</b>
Cash and cash equivalents	68.1	
Loans and borrowings	(93.4)	
<b>Net Debt</b>	<b>(25.2)</b>	
<b>Net Debt/Equity</b>	<b>17.5%</b>	

**Low P/B and healthy net gearing**





## Completion of loss making construction projects

- Completion of legacy loss-making projects; free up capacity to take on new (profitable) projects.
- E.g. Completion of technically challenging projects such as P5:PUB pipe extension project which showcase Tiong Seng's commitment and ability to complete projects

**Construction to provide a stable base of revenue and profit for Group.**



## Positive sales momentum in the (higher margin and scalable) engineering solutions segment

- Highlight the rise in revenue from third party contracts
- By increasing the utilization of the Group's Malaysia facilities, the Group is improving cost efficiency.

**Tiong Seng benefits as the leading solution provider from greater industry adoption**



## Property development projects to provide additional boost

- The Group has recently TOPed Sloane residences which has seen good sales momentum in recent months- ~90% sold
- Cairnhill16 expected to relaunch in January 2023

**Property development projects to provide additional boost to profitability in 2023-2024. (progressive recognition of profits)**

TAGLINE	Rationale
Strength To Strength	<ul style="list-style-type: none"> <li>- Grow and arise to stay abreast in this industry</li> <li>- Progress from one success to another higher level of success</li> </ul>
Strength in Unity	<ul style="list-style-type: none"> <li>- We stand united as one, we can overcome all obstacles</li> <li>- Work together collectively and face ongoing challenges and new opportunities with open minds</li> </ul>
Forging a new, stronger future, together	<ul style="list-style-type: none"> <li>- While the path to recovery will be long and laborious, we've spent the past three years fortifying our foundations in anticipation of this very day.</li> <li>- Donning a new armour of resilience, we are in stronger position to build the future together</li> </ul>