

# CSE GLOBAL LTD



GLOBAL TECHNOLOGIES PROVIDER;  
Automation, Telecom, Environmental & Healthcare



Customer Satisfaction, *Everytime.*

## Milestones

- 1985 Commenced operations
- 1993-1995 Established presence in Thailand, Malaysia & India
- 1997 Management Buy-In
- 1999 Initial Public Offering
- 2000 Acquired W-Industries (US) and Servelec (UK)
- 2003 Acquired Transtel and established presence in Carmen, Doha, Dubai, Tehran, Soku, Muscat, Shanghai, Beijing and Jakarta
- 2004 Acquired Uniserve (Australia) & RTUnet (Australia; product business)
- 2006 Acquired Techno Trade (Belgium; product business) & Scomag (Scotland)
- 2008 Acquired W.Arthur Fisher (WAF) (New Zealand) & Hankin Acquisition Corp (US)

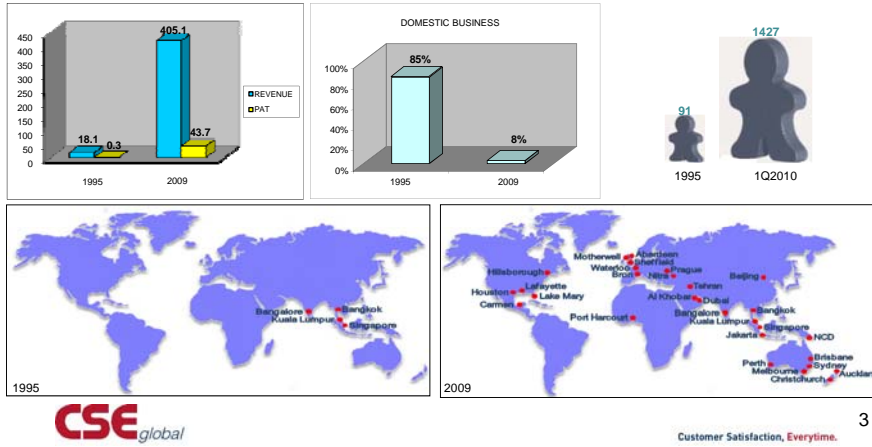


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# from NOTHING to SOMETHING

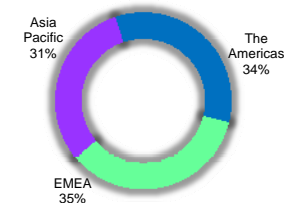
## A TRULY GLOBAL COMPANY HEADQUARTERED IN SINGAPORE



# Geographical Distribution

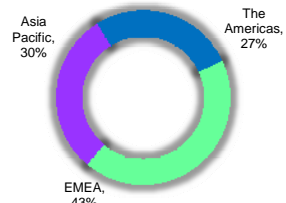
### Revenue

- Asia Pacific 31%
- The Americas 34%
- EMEA\* 35%



### PAT

- Asia Pacific 30%
- The Americas 27%
- EMEA\* 43%



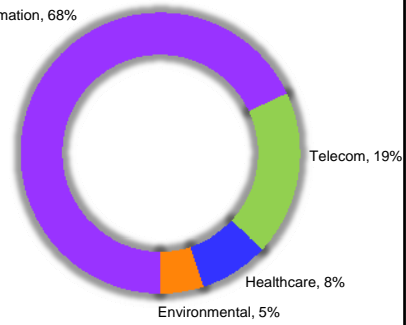
\*EMEA – Europe, Middle East & Africa

**CSE global**

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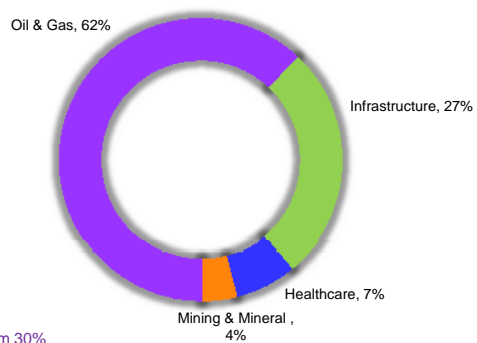
# Core Business Segments

- Automation 68%
- Telecommunication & Security 19%
- Healthcare 8%
- Environmental 5%



# Turnover By Industry Segments

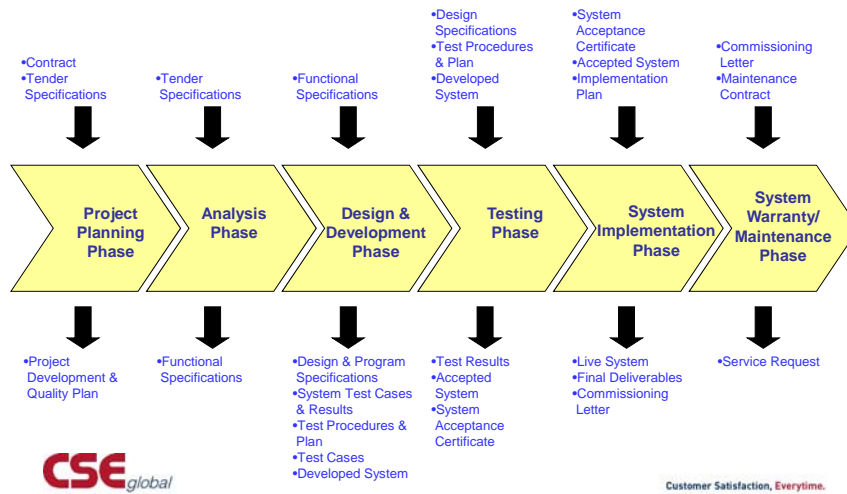
- Oil & Gas\* 62%
- Infrastructure\*\* 27%
- Healthcare 7%
- Mining & Mineral 4%



Notes :  
 \*Oil & Gas : upstream 65%, midstream 5% and downstream 30%  
 \*\*Infrastructure : power, water, environmental and transportation  
 \*\*\*Greenfield (new) & Brownfield (old) projects are about 55% & 45% respectively



# Project Execution



# Automation Solutions

## □ Process Control System

Hybrid or PLC-based system which monitors and controls the facility and auxiliary processing equipment. The system includes visualization of human machine interface (HMI), third-party control system interface and database management



## □ Safety Shutdown System

PLC-based or proprietary hardware(SIL) based system which monitors and controls the critical aspects of the production facility including the monitoring of combustible gas, toxic gas, smoke & fire. The system will initiate orderly process shutdown in the event of serious process upset



# Automation Solutions

## □ SCADA/Telemetry/Pipeline Control System

SCADA, which stands for Supervisory Control & Data Acquisition, refers to an industrial control computer system that monitors and controls an industrial infrastructure or facility, from a central location via remotely connected field PLCs or RTUs. The system also integrates the real time database with business system to provide totally managed asset based solutions and automated predictive based decisions. Application of SCADA includes pipeline control system to maintain correct pressure along the pipeline for the smooth flow of the fluid via the pumping station control



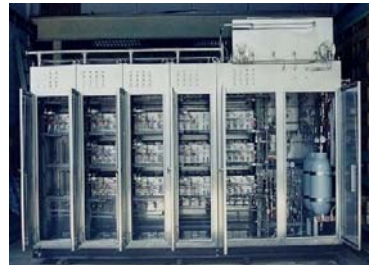
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# Automation Solutions

## □ Wellhead Control System

The system, hydraulic and/or pneumatic, is to control dry wellhead valves and flowlines, in single or multi-headed wellhead systems. The wellhead control panel logic is often interfaced to and/or controlled by the facility safety system.



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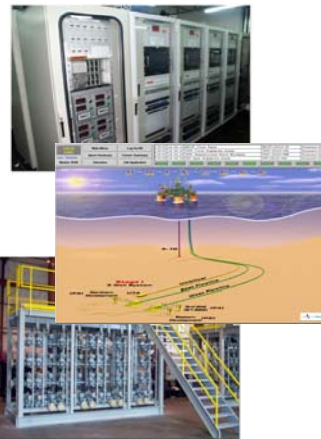
# Automation Solutions

## □ Subsea Control System

The Master Control System (MCS) is a PLC-based control system, which is installed on production facility, to monitor and control subsea wellheads. System includes visualization, data management, and interface to facility topsides control system

## □ Process Skid System

The chemical injection system, which consists of the skid assembly housing pumps, reservoirs, measurement & control devices and distribution circuitry, is to disperse a wide array of treatment chemicals into the production flow lines. Chemical injection is most often applied to subsea wellheads on offshore facilities



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# Automation Solutions

## □ Electrical Drive and High/Medium Voltage System

The power conversion business incorporates various electrical control equipment including low/medium voltage variable speed drives and solid state soft starters, slip energy recovery drive and liquid resistance starters, all centered around the starting, running and electronic speed control of low, medium and high electric motors

## □ Electrical Protection and Control System

The protection system mainly deploys the GE Multilin range of products which cover motor protection, feeder protection, line protection, transformer protection and generator protection. The offerings include industrial network & network security design, and implementation to protect real-time process control and SCADA systems of critical infrastructure systems.

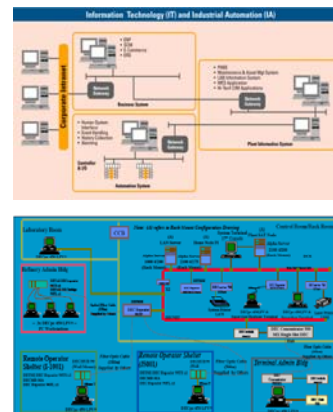


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# Automation Solutions

## Plant Information Management System (PIMS)

PIMS is the heart of an enterprise-wide real time information infrastructure that transforms real-time data into operation intelligence, and integrates production information with the enterprise business system. The system captures raw data from any control systems and, through a suite of user configurable reporting, analysis and web software tools, displays current and past operating conditions on the desktops for the enterprise. The information is also stored online at its original resolution for subsequent analysis



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# Automation Solutions

## Traffic Management & Control System

TMC is an application of advanced technologies like electronics, communication, control and information technology for the benefit of more effective road transportation. CSE has built up and established its competency and capability to provide intelligent transportation solutions such as :

- Electronic Road Pricing System
- Urban Traffic Control System
- Electronic Toll Collection System
- Motorway and Tunnel Management System
- Communication Backbone System
- Electronic Information Display System
- Over-height Vehicle Detection System



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# Automation Solutions

## □ I&E Construction

I&E construction is performed in offshore fabrication yards and offshore sites, and consists of installing the facility electrical power distribution cabling, control system cabling, fire and gas detection system and cabling, lighting system and cabling, public system and cabling, communication network and cabling, and instrumentation tubing systems. Pre-commissioning, calibration services and commissioning services are also included.

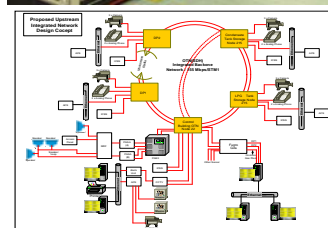


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# Telecommunication & Security Surveillance Solutions

## □ Integrated Communication Network and Physical Security System

Design and provision of turnkey telecom infrastructures solutions in the oil & gas, and energy industries. The systems are custom designed, engineered and built for onshore and offshore facilities such as offshore platforms, onshore processing facilities like refineries, LNG plants, gas plants and petrochemical plants, and power generation plants.



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# Telecommunication & Security Surveillance Solutions

## □ Services provided include:

*Satellite Communications Systems (VSAT) Fibre Optic  
Communication System Wireless Solutions*

- Microwave
- Microwave radio system
- Point-to-point and point-to-multipoint microwave radio system
- Spread Spectrum radio system

*Radio systems*

- SSB
- UHF/VHF digital radio system
- Trunked radio system

*Other Systems*

- CCTV surveillance system
- PABX telephone system
- Public address & intercom system
- Environmental monitoring system



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# Healthcare Solutions

## □ Electronic Patients Care Record System

The RiO software package covers mental health, community and child health with the different care settings being accommodated via the configuration of the system. RiO is a clinically rich package designed to be used by clinicians for themselves and for the benefit of their patients. The core of the system is a person-centric administration, and with other key functions such as:

- . Case notes
- . Assessments
- . Care plans
- . Mental Health Act administration
- . Appointment scheduling
- . Clinic management
- . In-patient management
- . Reporting
- . Care setting functionality



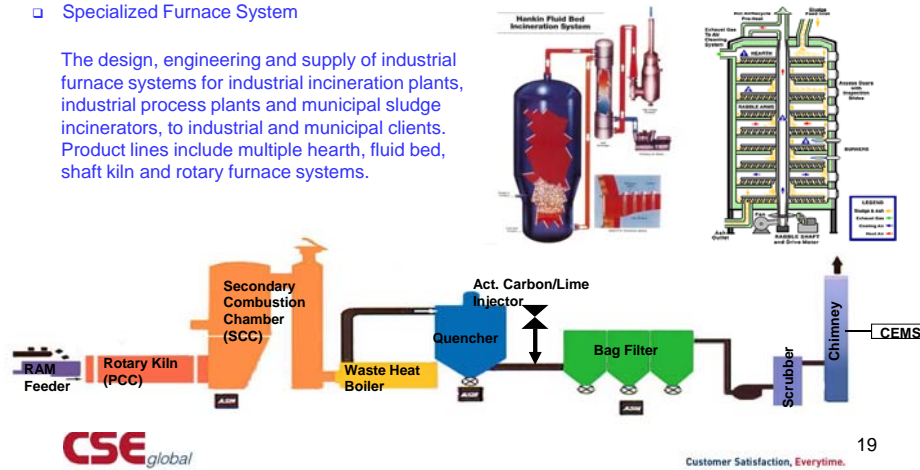
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# Environmental Solutions

## Specialized Furnace System

The design, engineering and supply of industrial furnace systems for industrial incineration plants, industrial process plants and municipal sludge incinerators, to industrial and municipal clients. Product lines include multiple hearth, fluid bed, shaft kiln and rotary furnace systems.



# Historical Performance

\$M

|                    | 2004  | 2005  | 2006  | 2007  | 2008  | 2009  |
|--------------------|-------|-------|-------|-------|-------|-------|
| Revenue            | 198.5 | 267.3 | 334.5 | 404.7 | 441.5 | 405.1 |
| GM (%)             | 32.7  | 32.7  | 32.8  | 36.5  | 37.4  | 38.9  |
| PATMI              | 17.4  | 22.1  | 29.1  | 42.1  | 48.3  | 43.7  |
| Net Margin (%)     | 8.8   | 8.3   | 8.7   | 10.4  | 10.9  | 10.8  |
| New Orders         | 200.0 | 362.8 | 458.8 | 435.1 | 425.9 | 524.4 |
| ROE (%)            | 23.7  | 25.3  | 29.8  | 30.9  | 44.6  | 32.0  |
| Op Cash Generation | 12.3  | 6.4   | 16.8  | 41.2  | 19.6  | 48.5  |
| EPS (cents)        | 5.14  | 6.76  | 5.83  | 8.33  | 9.65  | 9.17  |

**CSE** global

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# Operating Capital Efficiency

S\$M

|  | 1999 | 2000  | 2001  | 2002  | 2003  | 2004  | 2005  | 2006  | 2007  | 2008   | 2009  | Total  |
|--|------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------|--------|
| Revenue                                  | 55.9 | 105.6 | 113.9 | 143.2 | 169.0 | 198.5 | 267.3 | 334.5 | 404.7 | 441.5  | 405.1 | 2639.2 |
| PAT                                      | 7.8  | 13.7  | 4.1   | 12.1  | 14.2  | 17.4  | 22.1  | 29.1  | 42.1  | 48.3   | 43.7  | 254.6  |
| New Capital                              | 14.3 | 27.1  | 0.4   | 18.2  | 1.6   | 3.0   | 3.6   | 2.6   | 1.4   | (26.5) | --    | 45.7   |
| Divestment of non-core business / assets | --   | 2.8   | 1.0   | --    | 4.4   | 1.1   | 2.4   | 7.6   | --    | --     | --    | 19.3   |
| CapEx                                    | 1.3  | 7.3   | 7.5   | 1.4   | 1.5   | 3.6   | 4.3   | 3.5   | 3.3   | 2.9    | 3.1   | 39.8   |
| Acquisition                              | 0.3  | 79.8  | 3.8   | 19.6  | 7.5   | 19.5  | 10.3  | 30.7  | 3.9   | 8.9    | 0.0   | 184.3  |
| Dividend                                 | --   | --    | --    | --    | 2.4   | 5.1   | 6.5   | 8.3   | 11.8  | 22.8   | 14.3  | 71.2   |

65.0

295.2

\* Net borrowing @ FY2009 = S\$53.7M  
 Net gearing @ FY2009 = 0.393  
 Cash Generation (295.2-65.0-53.7) = S\$176.5M



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# 1Q2010 Highlights

- Revenue of S\$100.7M; increased 6.0% due to increased revenue in Asia Pacific and EMEA. The Americas revenue declined in 1Q 2010
- PATMI of S\$11.3M; up 39.4% above that of 1Q09 (4Q09 : S\$11.5M); all regions shown profit growth except the Americas
- EPS was 2.38 cents, up 40.0% as compared to 1Q09
- New orders for the quarter totaling S\$151.4M (1Q09 : S\$160.9M, 4Q09 : S\$125.6M). The CCN3 BT contract extension was booked in March.
- Outstanding orders of S\$429.5M, versus S\$388.8M as at end of 4Q09 (1Q09 : S\$342.8M)
- Completed the acquisition of System Integrated & Automation Limited (SIA) on 24 March 2010 (acquisition cost S\$21.5M)



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# 1Q2010 Highlights

- Cash generation of -\$9.0M (1Q09 : -\$0.86M, 4Q09 : S\$2.6M)
- Net debt was S\$81.6M, up from S\$53.7M in 4Q09. Net gearing at 57.3% versus 39.0% in 4Q09, due to the SIA acquisition and negative operating cash generation
- The 35-million treasury shares held as at 31 March 2010 was sold on 15 Apr 2010 for approximately S\$37.9M; thereby reducing the net loan and net gearing on a proforma basis to S\$43.7M and 24.0% respectively as at end 1Q2010

# 1Q 2010 Results

S\$M

|                | <u>1Q2010</u> | <u>1Q2009</u> | <u>Variance (%)</u> |
|----------------|---------------|---------------|---------------------|
| Revenue        | 100.7         | 95.0          | 6.0                 |
| GM (%)         | 37.8          | 38.6          | (0.8)               |
| G & A          | 22.9          | 25.0          | (8.5)               |
| PATMI          | 11.3          | 8.1           | 39.4                |
| Net Margin (%) | 11.2          | 8.5           | 2.7                 |

# 1Q 2010 Group Balance Sheet

S\$M

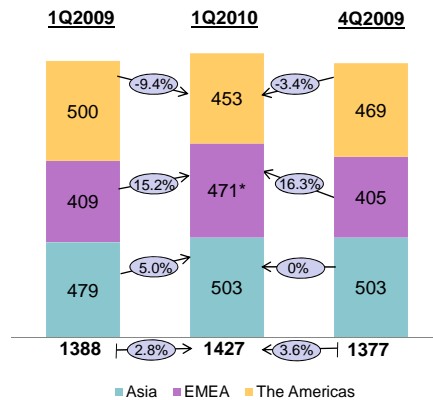
|                     | <u>1Q2010</u> | <u>FY2009</u> | <u>Proforma 1Q2010*</u> |
|---------------------|---------------|---------------|-------------------------|
| Cash at Hand & Bank | 49.4          | 56.1          | 87.3                    |
| Project Net WIP     | 94.5          | 86.2          | 94.5                    |
| Receivable          | 86.8          | 79.5          | 86.8                    |
| Payable             | 54.9          | 61.1          | 54.9                    |
| Loan                | 131.0         | 109.8         | 131.0                   |
| Net Loan            | 81.6          | 53.7          | 43.7                    |
| Shareholder Fund    | 144.4         | 136.7         | 182.3                   |
| Net Gearing (%)     | 56.5          | 39.3          | 24.0                    |

\*Proforma on treasury shares placement



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# Human Resource

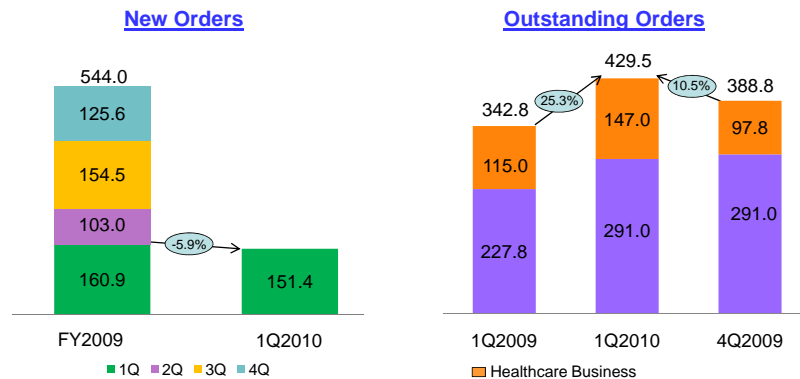


\*Acquisition of System Integrated & Automation Limited in March 2010 (46 staff)

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# 1Q 2010 Orders

S\$M



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# 2010 Business Outlook

- Good orders received from the oil & gas sector, both in upstream and downstream, in 2009
- The downstream oil & gas activities are still buoyant in Middle East and Africa
- Seeing recovery in the Mining and Mineral activities in Australia; future opportunities for the LNG and CSG projects remain encouraging
- Environmental business will continue to perform well; seeing increasing opportunities in carbon activation and municipal waste applications
- Healthcare business also continue to perform well with the existing orders on hand, and will continue to work on other opportunities for the healthcare business in UK
- Strong outstanding orders of S\$429.5M as at 31 Mar 2010, coupled with the steady flow of brown field business, will enable the Group to deliver a good performance in 2010



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# 2010 Business Outlook

- Acquired UK based, System Integration & Automation Ltd (SIA) which will contribute positively to FY2010 result
- The 35-million treasury shares placement has strengthened the Group balance sheet; the Group is always on the lookout for potential acquisition targets
- No adverse impact from the BP's oil spill in GOM, although the US Government has suspended all new drilling activities
  - 2010, the US operation has secured good greenfield projects to deliver a good performance
  - in the event of a prolonged period of suspension, the US operation will also be supported by the greenfield projects in Mexico and Brazil, in addition to the brownfield business in the GOM. The uptick in business in EMEA and Asia Pacific could also offset any decline in US business

