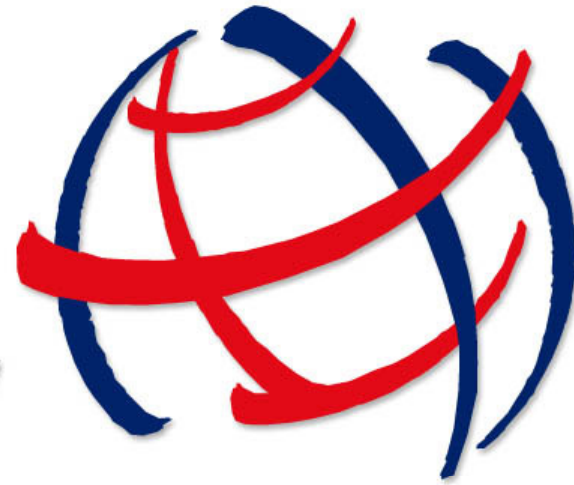


SME



Growth Excellence Recognition 2010

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DP
INFORMATION
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CERTIFICATION BODY

Ms Chen Yew Nah

Managing Director
DP Information Group

JOINT ORGANISER

Ms Tan Siew Meng

Head of Commercial Banking
HSBC Singapore

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SME Growth Excellence Recognition 2010

5 Categories

SME Growth Excellence for Sales/Turnover (10 Recipients)

SME Growth Excellence for Most Promising Enterprises (10 Recipients)

SME Growth Excellence for Net Profit (10 Recipients)

SME Growth Excellence for Credit Rating (10 Recipients)

SME Growth Excellence for Top Internationalising SMEs (10 Recipients)

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SME Growth Excellence Recognition 2010

Highlights of Criteria

- 1. Objective**
- 2. Unqualified audited financial results only (1 June 2008 – 31 May 2009)**
- 3. Measured against other qualifying companies**
- 4. Out performed the best of your peers**

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SME Growth Excellence Recognition 2010

CONSTRUCTION SECTOR PERFORMANCE

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2010 Sales/Turnover SMEs (Qualifying)

Industry Sector	No of Unique Qualifying SMEs	% of Overall
COMMERCE-RETAIL	3	7%
COMMERCE-WHOLESALE	13	28%
CONSTRUCTION	13	28%
FINANCE	1	2%
HOLDINGS	1	2%
HOSPITALITY / F&B	1	2%
INFORMATION & COMMUNICATIONS	2	4%
MANUFACTURING	9	20%
TRANSPORT/STORAGE	3	7%
Total	46	100%

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2010 Net Profit SMEs (Qualifying)



Industry Sector	No of Unique Qualifying SMEs	% of Overall
COMMERCE-RETAIL	5	5
COMMERCE-WHOLESALE	29	28
CONSTRUCTION	19	19
FINANCE	3	3
HOSPITALITY / F&B	1	1
INFORMATION & COMMUNICATIONS	3	3
MANUFACTURING	20	20
SERVICES	10	10
TRANSPORT/STORAGE	12	12
Total	102	100

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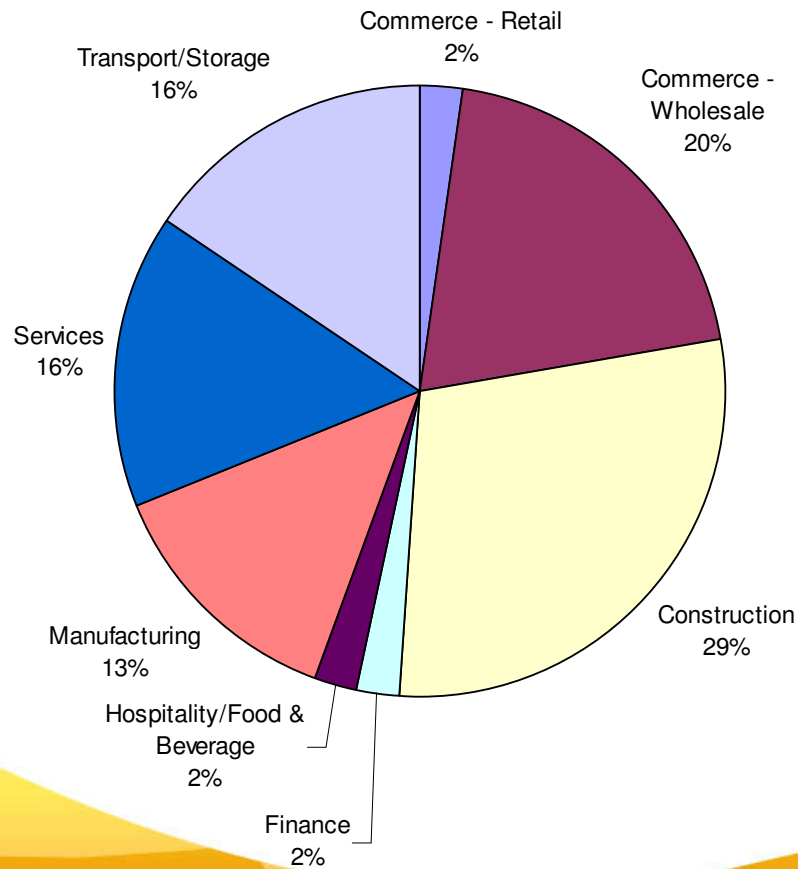
2010 Credit Rating SMEs (Qualifying)

Industry Sector	No of Unique Qualifying SMEs	% of Overall
COMMERCE-WHOLESALE	16	31
CONSTRUCTION	13	25
FINANCE	1	2
HOSPITALITY / F&B	3	6
INFORMATION & COMMUNICATIONS	2	4
MANUFACTURING	8	15
SERVICES	3	6
TRANSPORT/STORAGE	6	12
Total	52	100

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2010 Industry Representation (Winners)



Industry Sectors	No of Unique Companies
Commerce - Retail	1
Commerce - Wholesale	9
Construction	13
Finance	1
Hospitality/Food & Beverage	1
Manufacturing	6
Services	7
Transport/Storage	7
TOTAL	45

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2010 Industry Representation (Winners)

Industry Sector	Sales Turnover	Net Profit	Credit Rating	Internationalising	Most Promising
COMMERCE-RETAIL	-	1	-	-	-
COMMERCE-WHOLESALE	2	1	3	3	2
CONSTRUCTION	5	-	3	3	3
FINANCE	-	1	-	-	-
HOSPITALITY / FOOD & BEVERAGE	-	-	1	-	-
MANUFACTURING	2	-	1	3	1
SERVICES	-	4	-	1	2
TRANSPORT/STORAGE	1	3	2	-	2

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SME Growth Excellence Recognition 2010

MANUFACTURING & COMMERCE – WHOLESALE SECTOR PERFORMANCE

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2010 Industry Representation (Qualifying)

Industry Sector	Sales	Net Profit	Credit Rating	Internationalising	Most Promising	TOTAL
COMMERCE-RETAIL	3	5	-	1	-	9
COMMERCE-WHOLESALE	13	29	16	21	9	88
CONSTRUCTION	13	19	13	4	5	54
FINANCE	1	3	1	1	1	7
HOLDINGS	1	-	-	-	-	1
HOSPITALITY / F&B	1	1	3	-	-	5
INFORMATION & COMMUNICATIONS	2	3	2	1	-	8
MANUFACTURING	9	20	8	14	11	62
SERVICES	-	10	3	2	8	23
TRANSPORT/STORAGE	3	12	6	3	5	29
TOTAL	46	102	52	47	39	286

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SME Growth Excellence Recognition 2010

CREDIT RATING PERFORMANCE

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2010 vs 2009 Credit Rating SMEs (Qualifying)

Industry Sector	2010 No of Unique Qualifying SMEs	2009 No of Unique Qualifying SMEs
COMMERCE-RETAIL	-	1
COMMERCE-WHOLESALE	16	10
CONSTRUCTION	13	4
FINANCE	1	1
HOLDINGS	-	-
HOSPITALITY / F&B	3	1
INFORMATION & COMMUNICATIONS	2	-
MANUFACTURING	8	3
SERVICES	3	1
TRANSPORT/STORAGE	6	4
Total	52	25

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SME Growth Excellence Recognition 2010

WINNERS

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SME Growth Excellence Recognition 2010

SME Growth Excellence for Sales/Turnover

- **Best increase in sales/turnover over the last 2 years**
- **Profitable over the last 2 years**
- **Attained at least \$20 million in sales/turnover in previous Singapore SME 500 ranking period**
- **Profit margin of at least 5% in current Singapore SME 500 ranking**
- **Company's credit rating must be at least the same or better compared to previous year**
- **SMEs ARE RANKED BY GROWTH IN SALES/TURNOVER**

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SME Growth Excellence for Sales/Turnover

No.	Company	Business Sector	Current Sales (SGD)	Previous Sales (SGD)	Turnover Growth
1	SEALING TECHNOLOGIES PTE LTD	MANUFACTURING	46,295,000	22,872,000	102.41%
2	DLE M&E PTE. LTD.	CONSTRUCTION	39,988,383	21,334,250	87.44%
3	GENNAL INDUSTRIES PTE LTD #	CONSTRUCTION	39,687,546	23,768,498	66.98%
4	HOE LEONG METAL & MACHINERY PTE. LTD.	COMMERCE-WHOLESALE	37,369,304	22,877,138	63.35%
5	CFE ENGINEERS ASIA PTE LTD ^[1]	CONSTRUCTION	40,526,024	25,268,007	60.38%
6	INTRAPAC (SINGAPORE) PTE. LTD. #	COMMERCE-WHOLESALE	60,621,366	39,333,286	54.12%
7	S & W HEAT EXCHANGERS (S) PTE LTD	MANUFACTURING	33,079,553	21,636,056	52.89%
8	LC&T BUILDER (1971) PTE. LTD.	CONSTRUCTION	45,968,859	30,495,883	50.74%
9	MOOREAST PTE LTD	TRANSPORT/STORAGE	30,601,548	20,431,386	49.78%
10	CHYE JOO CONSTRUCTION PTE LTD	CONSTRUCTION	65,531,050	44,342,300	47.78%

^[1] CFE ENGINEERS ASIA PTE LTD is a repeat winner of the SME Growth Excellence Recognition 2009 (Internationalising category)

Double award recipients

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SME Growth Excellence Recognition

SME Growth Excellence for Net Profit

- Have achieved net profit growth over a two-year period
- At least \$500,000 in net profit in previous Singapore SME 500 ranking
- Profit margin of at least 5% in current Singapore SME 500 ranking
- Credit rating is the same or better than previous year
- **SMEs ARE RANKED BY NET PROFIT MARGIN**

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SME Growth Excellence for Net Profit

No.	Company	Business Sector	Current Net Profit (SGD)	Previous Net Profit (SGD)	Profit Margin
1	RAFFLES SHIPPING PTE LTD ¹ #	TRANSPORT/STORAGE	14,242,191	3,599,679	77.14%
2	PST MANAGEMENT PTE. LTD.	FINANCE	2,283,419	717,573	49.96%
3	KENSON ENTERPRISE (PTE) LTD #	COMMERCE-WHOLESALE	6,851,877	1,142,437	48.00%
4	RYOBI GEOTECHNIQUE INTERNATIONAL PTE. LTD.	SERVICES	2,915,800	1,179,972	39.99%
5	MMI BOILER MANAGEMENT PTE LTD	TRANSPORT/STORAGE	5,159,501	3,625,285	38.25%
6	CHATSWORTH INTERNATIONAL SCHOOL PTE LTD	SERVICES	4,464,912	2,564,918	27.19%
7	SECOM (SINGAPORE) PTE LTD	SERVICES	4,068,514	2,518,566	26.49%
8	AX 21 SINGAPORE PTE LTD	COMMERCE-RETAIL	8,101,970	6,681,391	25.97%
9	PHOENIX PHARMA CENTRAL SERVICES (S) PTE LTD	SERVICES	1,415,368	932,993	25.93%
10	WANG FATT OIL & GAS CONSTRUCTION PTE LTD	TRANSPORT/STORAGE	3,838,118	2,891,156	25.49%

¹ RAFFLES SHIPPING PTE LTD is a repeat winner of the SME Growth Excellence Recognition 2009 (Net Profit & Credit Rating categories)

Double award recipients

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SME Growth Excellence Recognition

SME Growth Excellence for Credit Rating

- **SMEs must have improved credit rating in current Singapore SME 500 ranking**
- **Move from High Yield (DP5-DP6) to Investment Grade (DP1-DP4)**
- **SMEs ARE RANKED BY HIGHEST IMPROVEMENTS IN CREDIT RATING**

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SME Growth Excellence for Credit Rating

No.	Company	Business Sector	Current DP Credit Rating	Previous DP Credit Rating	Credit Grade Improvement By *
1	KL RESOURCES PTE. LTD.	COMMERCE-WHOLESALE	DP1	DP5	4
2	GENNAL INDUSTRIES PTE LTD #	CONSTRUCTION	DP2	DP5	3
3	HOTEL BENCOOLEN COMPANY (PRIVATE) LIMITED	HOSPITALITY / F&B	DP3	DP6	3
4	KEN-PAL (S) PTE. LTD.	CONSTRUCTION	DP3	DP5	2
5	INTRAPAC (SINGAPORE) PTE. LTD. #	COMMERCE-WHOLESALE	DP3	DP5	2
6	EPICHEM INTERNATIONAL PTE LTD	COMMERCE-WHOLESALE	DP3	DP5	2
7	PECK TIONG CHOON TRANSPORT PTE. LTD.	TRANSPORT/STORAGE	DP3	DP5	2
8	VIKING AIRTECH PTE LTD ^[1] #	MANUFACTURING	DP3	DP5	2
9	WEB BUNKERING PTE LTD	TRANSPORT/STORAGE	DP3	DP5	2
10	ENVIPURE PTE. LTD.	CONSTRUCTION	DP3	DP5	2

^[1] VIKING AIRTECH PTE LTD is a repeat winner of the SME Growth Excellence Recognition 2009 (Turnover & Internationalising categories)

Double award recipients

* Where grade improvement is the same, they are rank ordered by the actual probability of default score

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SME Growth Excellence Recognition

SME Growth Excellence for Internationalising SMEs

- **SMEs must be pre-qualified from SME GER Most Promising Enterprises, Sales/Turnover, Net Profit or Credit Rating categories**
- **Must show exceptional overseas sales/turnover growth over 2 year period**
- **Attained at least 10% overseas sales/turnover in previous period**
- **SMEs ARE RANKED BY OVERSEAS SALES/TURNOVER GROWTH**

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SME Growth Excellence for Internationalising SMEs

No.	Company	Business Sector	Overseas Current (SGD)	Overseas Previous (SGD)	Overseas Sales Growth (%)
1	KENYON PTE. LTD.	CONSTRUCTION	18,772,010	6,103,845	207.54
2	ZIRCON ENGINEERING PTE LTD	COMMERCE-WHOLESALE	20,535,653	7,436,013	176.16
3	OFFSHORE CONSTRUCTION SERVICES PTE LTD	CONSTRUCTION	18,137,028	6,669,876	171.92
4	PACIFIC AGRISCIENCE PTE LTD	COMMERCE-WHOLESALE	43,426,283	16,292,362	166.54
5	IPS-EUROTEC ASIA PACIFIC PTE. LTD.	MANUFACTURING	21,615,398	8,545,718	152.94
6	NORDIC FLOW CONTROL PTE. LTD.	MANUFACTURING	32,987,623	14,345,578	129.95
7	VIKING AIRTECH PTE LTD #	MANUFACTURING	20,557,057	10,704,895	92.03
8	CITEC-SINGAPORE PTE LTD	SERVICES	1,816,858	993,824	82.81
9	GRANDWORK INTERIOR PTE LTD	CONSTRUCTION	18,474,059	10,816,783	70.79
10	DYNAFORCE INTERNATIONAL PTE. LTD.	COMMERCE-WHOLESALE	4,109,558	2,414,927	70.17

Double award recipients

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SME Growth Excellence Recognition 2010

SME Growth Excellence for Most Promising Enterprises

- **Best increase in sales/turnover over the last 2 years**
- **Profitable over the last 2 years**
- **Attained between \$10 million to \$20 million in sales/turnover in current Singapore SME 500 ranking period**
- **Profit margin of at least 5% in current Singapore SME 500 ranking**
- **Company's credit rating must be at least the same or better compared to previous year**
- **SMEs ARE RANKED BY SALES/TURNOVER GROWTH**

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SME Growth Excellence for Most Promising Enterprises

No.	Company	Business Sector	Current Sales (SGD)	Previous Sales (SGD)	Turnover Growth
1	TECHNOLITE (SINGAPORE) PTE LTD	COMMERCE-WHOLESALE	15,324,696	4,365,142	251.07%
2	EVERGREEN ENGINEERING & CONSTRUCTION PTE LTD	CONSTRUCTION	14,953,161	7,622,927	96.16%
3	LEK SAN CONSTRUCTION PTE LTD	CONSTRUCTION	10,700,495	5,675,495	88.54%
4	FENG MING CONSTRUCTION PTE LTD	CONSTRUCTION	16,900,198	9,127,456	85.16%
5	ATT SYSTEMS (S'PORE) PTE LTD	MANUFACTURING	12,495,810	7,168,660	74.31%
6	RAFFLES SHIPPING PTE LTD #	TRANSPORT/STORAGE	18,461,799	11,127,965	65.90%
7	VENTURE AUTOMATION & ELECTRICAL ENGINEERING PTE. LTD.	TRANSPORT/STORAGE	12,222,445	7,434,983	64.39%
8	EAST ASIA INSTITUTE OF MANAGEMENT PTE. LTD. ^[1]	SERVICES	17,905,297	10,915,196	64.04%
9	KENSON ENTERPRISE (PTE) LTD #	COMMERCE-WHOLESALE	14,273,301	10,090,685	41.45%
10	PEOPLESEARCH PTE. LTD.	SERVICES	15,412,918	10,907,965	41.30%

^[1] EAST ASIA INSTITUTE OF MANAGEMENT PTE. LTD. is a repeat winner of the SME Growth Excellence Recognition 2009 (Most Promising category)

Double award recipients

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JOINT ORGANISER

Ms Tan Siew Meng

Head of Commercial Banking
HSBC Singapore

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SME GROWTH EXCELLENCE RECOGNITION 2010 CEREMONY LUNCHEON

BALLROOM, THE FULLERTON HOTEL SINGAPORE
11.30AM – 2.30PM

Guest of Honour

Mr Lim Chuan Poh

Chairman

Agency for Science, Technology & Research

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