



CMC Infocomm Limited (“**CMC Infocomm**” or the “**Company**”, and together with its subsidiaries, the “**Group**”) is a regional integrated and innovative communications solutions and services provider with operations in Singapore, Thailand and the Philippines. With over 20 years of experience in the telecommunications industry, the Group has completed over 80 projects in Singapore, Thailand, the Philippines and Malaysia since 2011.

Leveraging on its technical know-how and expertise in communications solutions, the Group offers integrated and innovative communications solutions and services to communications network operators and communications network equipment vendors to suit the evolving needs of mobile device users. The Group’s comprehensive solutions and services encompass a wide spectrum of solutions and services in the telecommunications value chain, enabling it to provide seamless access to wireless connectivity among mobile device users.

The Group’s business is divided into four main segments: (i) In-Building Coverage, (ii) Outdoor Construction, (iii) Telecommunications Implementation, and (iv) Maintenance Services.

INVESTMENT MERITS

- ☑ Established track record and long-standing relationships with reputable business partners
- ☑ Beneficiary of the increasing demand for data bandwidth, with increasing penetration rate of mobile devices in ASEAN countries
- ☑ Strong order book of S\$18.1 million, to be substantially delivered within the next 18 months
- ☑ Intend to declare and distribute dividends of at least 20% of FY2016 net profit after tax

PROSPECTS

❖ **Demand for services underpinned by continuous upgrading of telecommunications infrastructure in ASEAN countries**

With increased mobile device penetration rates and the advent of data intensive applications on mobile devices, the rising demand for data bandwidth would drive communications network operators to continually upgrade and improve their existing telecommunications infrastructure, which in turn will drive our business.

❖ **Demand supported by initiatives unveiled by the Singapore government**

The Singapore government’s Smart Nation Programme’s initiatives aim to enable and provide for a speedy, secure, cost-effective and scalable nationwide communications infrastructure, which includes the building and owning of a new telecommunications network by the Singapore government. Other plans include the deployment and installation of above ground boxes to provide a ready-built common infrastructure to access fibre-optics connectivity and power, as well as the extension of connectivity through technologies from heterogeneous network to allow devices to switch seamlessly between various types of wireless networks.

CLIENT PORTFOLIO

Telco Operators



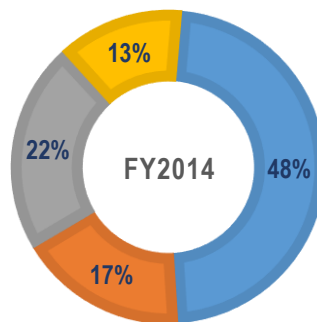
Equipment Vendors



FINANCIAL HIGHLIGHTS

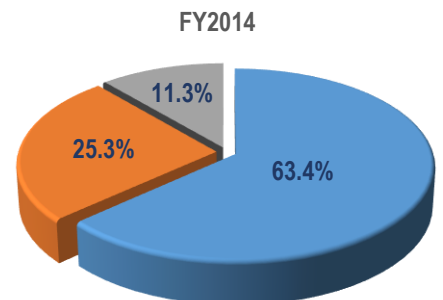
FYE 31 May (S\$'000)	FY2012	FY2013	FY2014	9M2015
Revenue	12,942	15,532	15,859	11,926
Gross profit	2,815	4,084	3,684	3,204
(Loss)/Profit attributable to owners of the company	(638)	(262)	(668)	461

Revenue by Segment



- In-building coverage
- Outdoor construction
- Telecommunications implementation
- Maintenance services

Revenue by Geography



- Singapore
- Thailand
- Philippines

COMPETITIVE STRENGTHS

- ☑ **Established track record and long standing relationships with reputable business partners**
 - Having completed over 80 projects in Singapore, Thailand, the Philippines and Malaysia since 2011, we have established a firm reputation in providing consistent and reliable communications solutions and services.
 - Close working relationships with our reputable customers (such as M1, Nokia, Globe and AIS) and suppliers enable us to provide comprehensive solutions and services, and respond to customers’ needs in a timely and cost-effective manner.
 - Communications network equipment vendors’ confidence in our ability to provide quality solutions and services resulted in referrals to major communications network operators such as StarHub and Singtel.

☑ **Regional presence with operations in Singapore, Thailand and the Philippines**

- Our presence in these markets enables us to adapt to the operating conditions and respond quickly to the changing needs and requirements of customers, and also enables us to secure projects and provide solutions and services beyond Singapore.
- Through our regional network of business contacts, we are able to source for higher quality cables and components at competitive prices which allow us to provide cost-effective solutions and services to our customers.

☑ **Ability to provide full turnkey solutions**

- We have the expertise and ability to provide complete solutions and services from planning and design, to construction and implementation of our customers' mobile network infrastructure in an efficient and cost-effective manner.

☑ **Industry with significant barriers to entry**

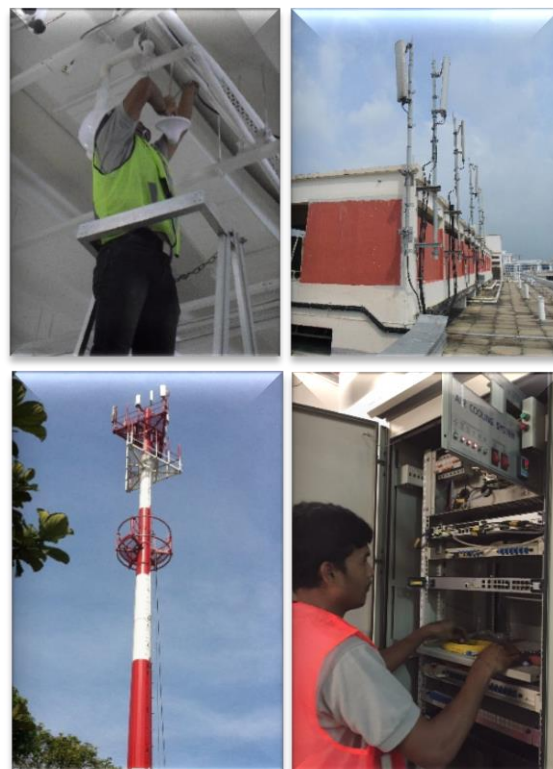
- Substantial technical expertise and significant capital investment in the design software and tools used for testing and measuring the quality of wireless signals are required to complete projects in the telecommunications industry.
- A customer would be inclined to appoint the solutions and service providers who rolled-out its initial projects to upgrade its networks.

☑ **Ability to meet customers' evolving requirements**

- Our past experience in participating in the development of Singapore's telecommunication infrastructure in relation to M1, and our current knowledge of the industry allow us to provide more complete and innovative solutions to meet the evolving requirements of our customers.

☑ **Committed and experienced management team**

- Our Non-Executive Chairman, Dato' Abdul Rahman, our Executive Director and CEO, Mr Kevin Phua, our Executive Director, Mr Hazwan Alif and our Chief Operating Officer, Mr Lim Lian Swa, have extensive experience, technical expertise and valuable business relationships with market players in the telecommunications industry, and have been instrumental in driving our business forward.



BUSINESS STRATEGIES & FUTURE PLANS

We intend to leverage on our established track record and experience in Singapore to expand our business, through various initiatives such as the setting up of new subsidiaries, strategic collaborations, joint ventures, investments and/or mergers and acquisitions. Some of these plans include:

➤ **Expansion into new geographical markets**

While continuing to expand our operations in existing markets, we intend to expand our provision of integrated and innovative communications solutions and services to new geographical markets in neighbouring ASEAN countries that are still developing their telecommunications infrastructure, particularly Malaysia and Indonesia.

➤ **Expansion into new and complementary businesses**

We intend to expand our current scope of communications solutions and services to include additional value-added solutions and services for use in the information communications and technology business. We also intend to venture into complementary businesses relating to the provision of solutions for fixed networks and/or distribution of related peripheral products such as fibre optic cables and antennae, and the owning and leasing of distributed antennae systems to communications network operators on a long-term basis.

DISCLAIMER

This document contains certain forward-looking statements that are not statements of historical fact. Investors can identify some of these statements by forward-looking items such as 'expect', 'believe', 'plan', 'intend', 'estimate', 'anticipate', 'may', 'will', 'would', and 'could' or similar words or phrases. However, you should note that these words are not the exclusive means of identifying forward-looking statements. These statements are based on current expectations and assumptions about future events. Although CMC Infocomm Limited believes that these expectations and assumptions are reasonable, these forward-looking statements are subject to known and unknown risks, uncertainties and other factors that may affect its business operations. As such, the forward-looking events referred to in this document may not occur and actual results may differ materially from those expressly or impliedly anticipated in these forward-looking statements. Investors are advised not to place undue reliance on these forward-looking statements.

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Copies of the Offer Document and the Application Forms may be obtained on request, subject to availability during office hours, from SAC Capital Private Limited, 1 Robinson Road, #21-02 AIA Tower, Singapore 048542. A copy of the Offer Document is also available on the SGX-ST website <http://www.sgx.com>.

CMC Infocomm Limited and the Sponsor, Issue Manager, Underwriter and Placement Agent do not intend, and do not assume any obligation, to update any industry information or forward-looking statements set forth in this document to reflect subsequent events or circumstances.

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