



Design Studio Group Ltd.

Annual General Meeting

19th April 2018

TAN SIOK CHIN

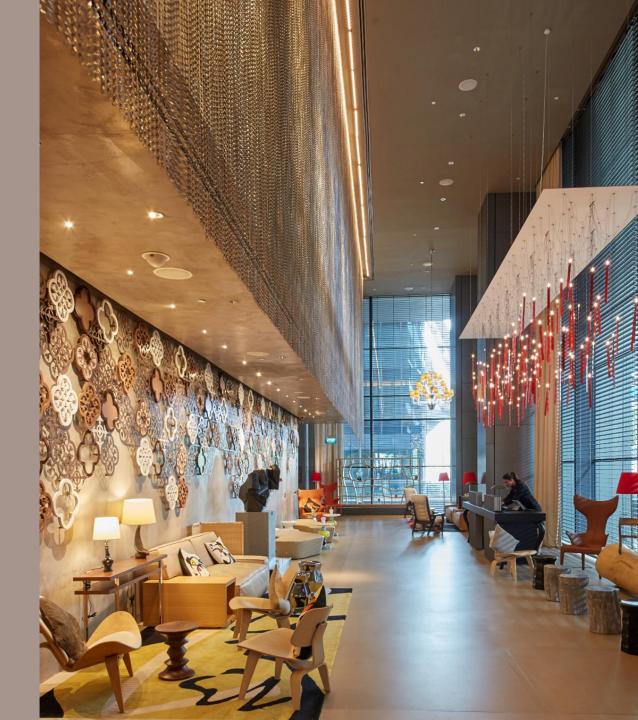
Non-Executive Chairman & Independent Director

EDGAR RAMANI

Executive Director & Chief Executive Officer



CHAIRMAN'S ADDRESS





A KEY TRANSITION YEAR FOR DSG

- A challenging year of transformation for the Group
 - Continued slowdown in core markets and competitive price pressure
 - Internal organisational restructuring
- Three-phase transformation strategy launched
- Enhanced risk and governance framework
- Fundamentals remain strong
- Board renewals & appointments



PROPOSED BOARD RENEWALS & APPOINTMENTS



Ong Tiew Siam
Independent Director



Marwan Anthony Shehadeh Proposed New Director

CEO'S ADDRESS





INCOME STATEMENT

(S\$'000)	2017	2016
Revenue	142,049	178,971
Cost of sales	(123,380)	(139,081)
Gross profit	18,669	39,890
Other income	158	219
Operating expenses	(17,408)	(14,948)
Operating profit	1,419	25,161
Net finance income	83	152
Profit before tax	1,502	25,313
Tax expense	(304)	(4,817)
Profit after tax	1,198	20,496



KEY ONE-OFF ITEMS

Summary of one-off items	Profit Before Tax (PBT)
Reported result	S\$1.5 million
Deterioration from forecast due to commercial judgments on revenue and cost for residential projects	(S\$4.9 million)
Write-downs made on inventories	(S\$2.1million)
Impairment of doubtful receivables	(S\$1.2 million)
Total one-off items	(S\$8.2 million)
Underlying result excluding one-off items	S\$9.7 million



BALANCE SHEET

(S\$'000)	2017	2016
PPE	14,536	15,041
Trade receivables	11,896	14,828
Other non-current assets	4,071	3,165
Non-current assets	30,503	33,034
Inventories	8,047	13,252
Due from customers for contract WIP	4,990	5,232
Trade and other receivables	66,239	72,939
Other current assets	2,367	2,558
Cash and bank	28,942	53,963
Current assets	110,585	147,944
Total assets	141,088	180,978
Trade and other payables	41,208	46,386
Due to customers for contract WIP	5,949	22,435
Other current liabilities	1,044	3,402
Current liabilities	48,201	72,223
Non-current liabilities	85	138
Net assets	92,802	108,617
Equity holders	93,261	109,073
NCI	(459)	(456)
Total equity	92,802	108,617



GROUP CASHFLOW STATEMENT

2017	2016
1,502	25,313
(9,399)	(7,781)
2,904	(222)
(4,993)	17,754
(3,029)	(864)
90	152
(2,939)	(712)
(16,917)	(16,917)
(1,073)	232
(17,990)	(16,685)
(25,922)	357
27,919	53,963
	1,502 (9,399) 2,904 (4,993) (3,029) 90 (2,939) (16,917) (1,073) (17,990)

VISION & STRATEGIC PRIORITIES

VISION

Global Interior Fit-out Partner of Choice

MISSION

- Industry leading interior fit-out company that provides innovative and creative solutions to meet our clients' needs
- Deliver sustainable profit and value to our shareholders

VALUES

- Integrity
- Accountability
- Transparency
- Teamwork
- Sustainability





BUSINESS UNIT STRUCTURE

GROUP

OPERATING UNITS International Singapore Malaysia China Manufacturing **Business Unit Business Unit Business Unit Business Unit Business Unit** SHARED SERVICES Commercial **Business** Corporate HR & Admin Finance & IT Operations

Development

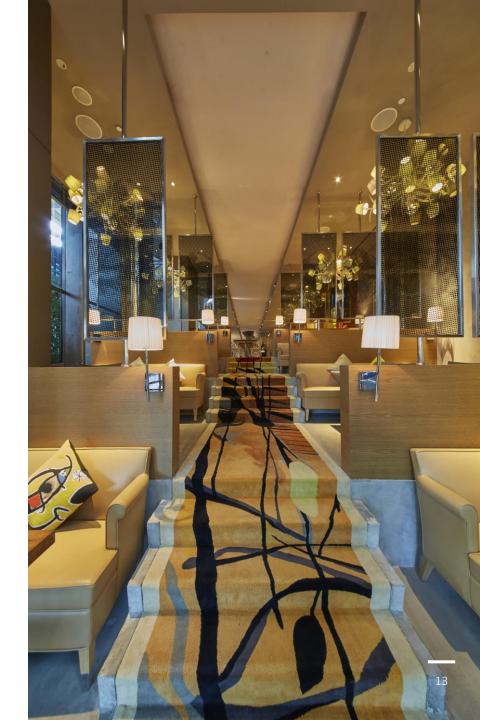
& Legal

Affairs

COMMERCIAL, HOSPITALITY & RETAIL

Some of the on-going and newly secured Commercial, Hospitality & Retail projects in FY2017, include:

- 6 Shenton Way, Singapore
- Duo Andaz, Singapore
- Mandarin Oriental Hotel, Kuala Lumpur, Malaysia
- W Hotel, Kuala Lumpur, Malaysia
- Outpost Hotel Sentosa, Singapore
- citizenM Hotel, Kuala Lumpur,
 Malaysia
- Funan, Singapore
- Four Seasons Place, Kuala Lumpur,
 Malaysia
- Robinsons department store, Kuala Lumpur, Malaysia



RESIDENTIAL

Some of the Residential projects delivered and secured in FY2017 include:

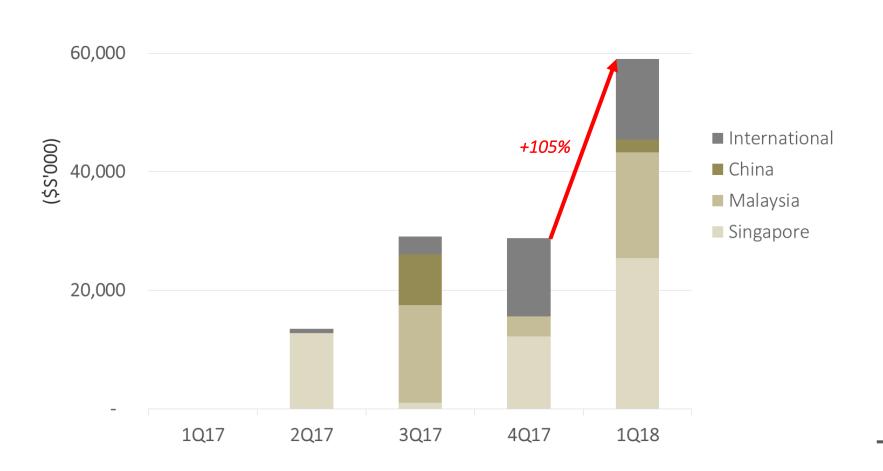
- Marina One, Singapore
- Fountain View, Dubai, UAE
- Ritz Carlton Residence, Kuala Lumpur, Malaysia
- Tropicana Residence, Kuala Lumpur,
 Malaysia
- Lakeville Residences, Kuala Lumpur,
 Malaysia
- Shenzhen Hengyu Residences,
 Shenzhen, China







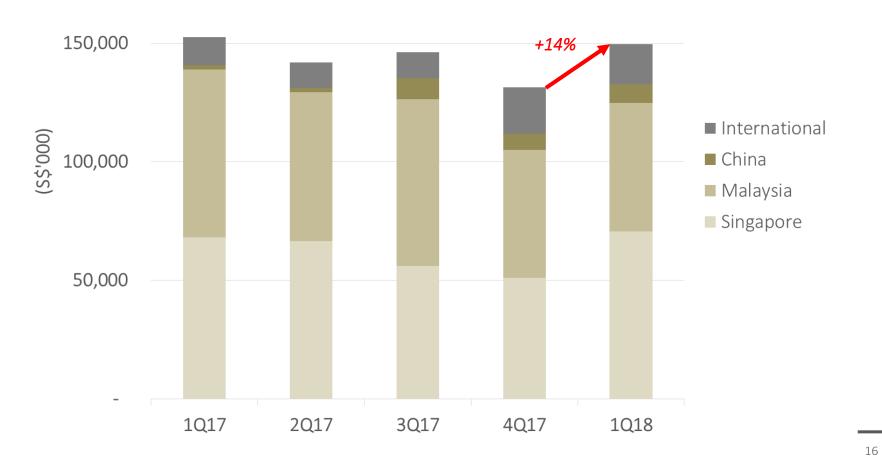






ORDER BOOK

200,000







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DISCLAIMER

This Annual General Meeting presentation dated 19th April 2018 should be read in conjunction with, and subject to, the explanations and views given in the Annual Report 2017 publication of Design Studio Group Ltd.