



Union Steel Holdings Limited

Company Registration Number: 200410181W

Corporate Presentation



To Be Part Of The Environment

Each and everyone of us is a part of the world we live in. It is up to us to protect the environment. Investing in advanced metal recycling equipment and machinery will help maximise the recycling of scrap metals, thereby saving precious natural resources.





Contents

- Business Overview
- Competitive Strengths
- Financial Review
- Future Plans & Outlook
- Questions & Answers





ABOUT UNION STEEL

We are principally engaged in the recycling of ferrous and non-ferrous scrap metals, and are one of the largest metals recyclers in Singapore in terms of volume of metals recycled.

We are a one-stop supply centre for recycled metals, steel products and other services.



BUSINESS OVERVIEW



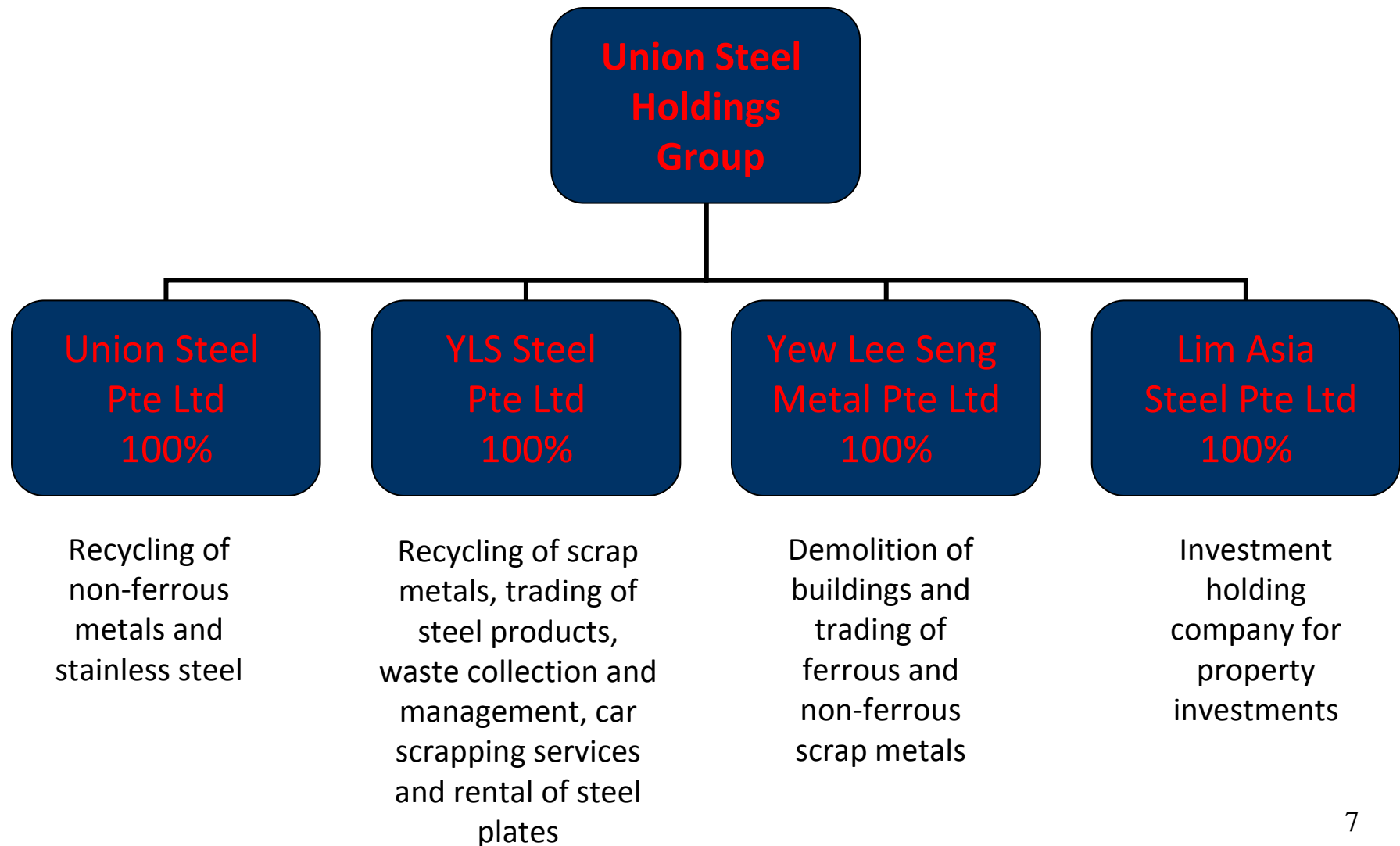
CORE BUSINESS

- **RECYCLING** of ferrous and non-ferrous scrap metals
- **TRADING** of steel products and
- Provision of other **SERVICES**:
 - Waste Collection & Management
 - Demolition Works
 - Rental of Steel Plates
 - Others





GROUP STRUCTURE





OUR RECYCLING OPERATIONS

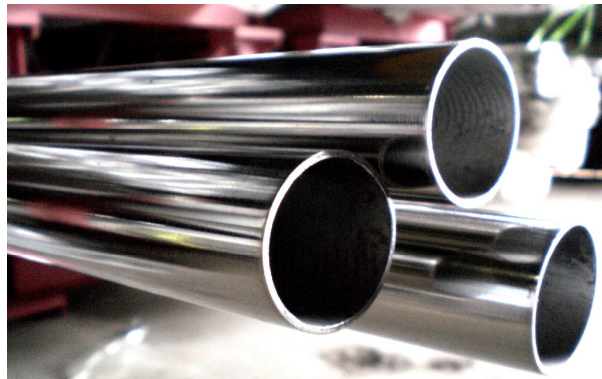
Procurement & Collections

Purchase scrap metal from local & overseas sources



Sorting & Segregation

Separated according to its type & grade



Ferrous Scrap Metals

Shearing & Cutting

Cut scrap metals to obtain denser and cleaner look



Non-Ferrous Scrap Metals

Baling & Briquetting

Compress scrap into metal blocks to meet customer's specifications



Quality Control, Packing & Storage

Visual checks to verify grade of recycled non-ferrous metals & weighing processed metals to ensure correct quantities sold

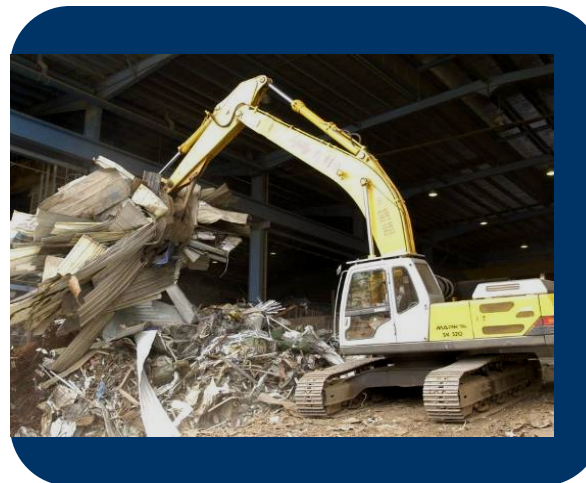


OUR RECYCLING OPERATIONS

Procurement and Collection



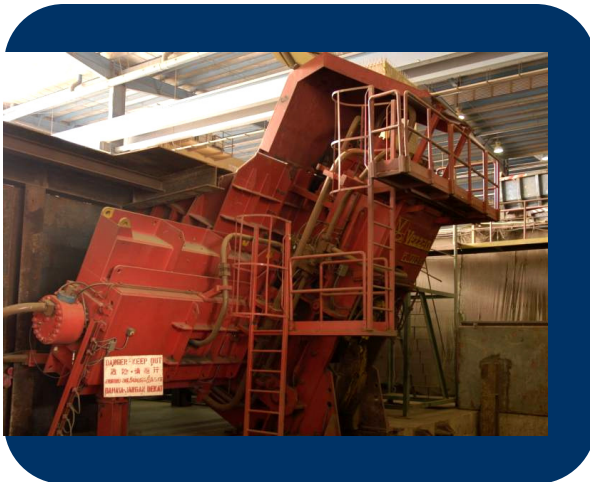
Sorting and Segregation



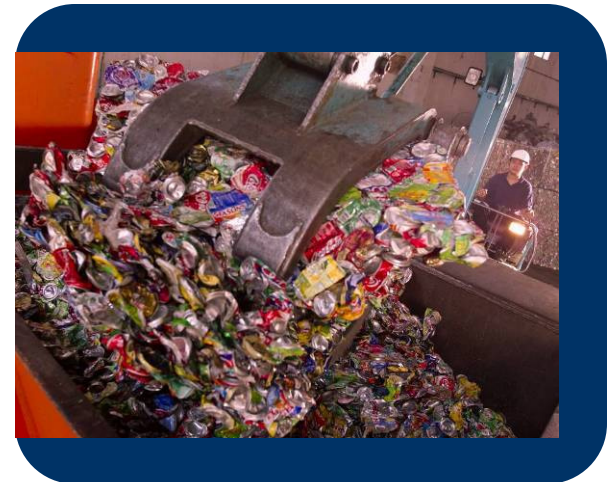


OUR RECYCLING OPERATIONS

Shearing and Cutting



Baling and Briquetting





OUR RECYCLING OPERATIONS

Quality Control, Packing and Storage





COMPETITIVE STRENGTHS



COMPETITIVE STRENGTHS

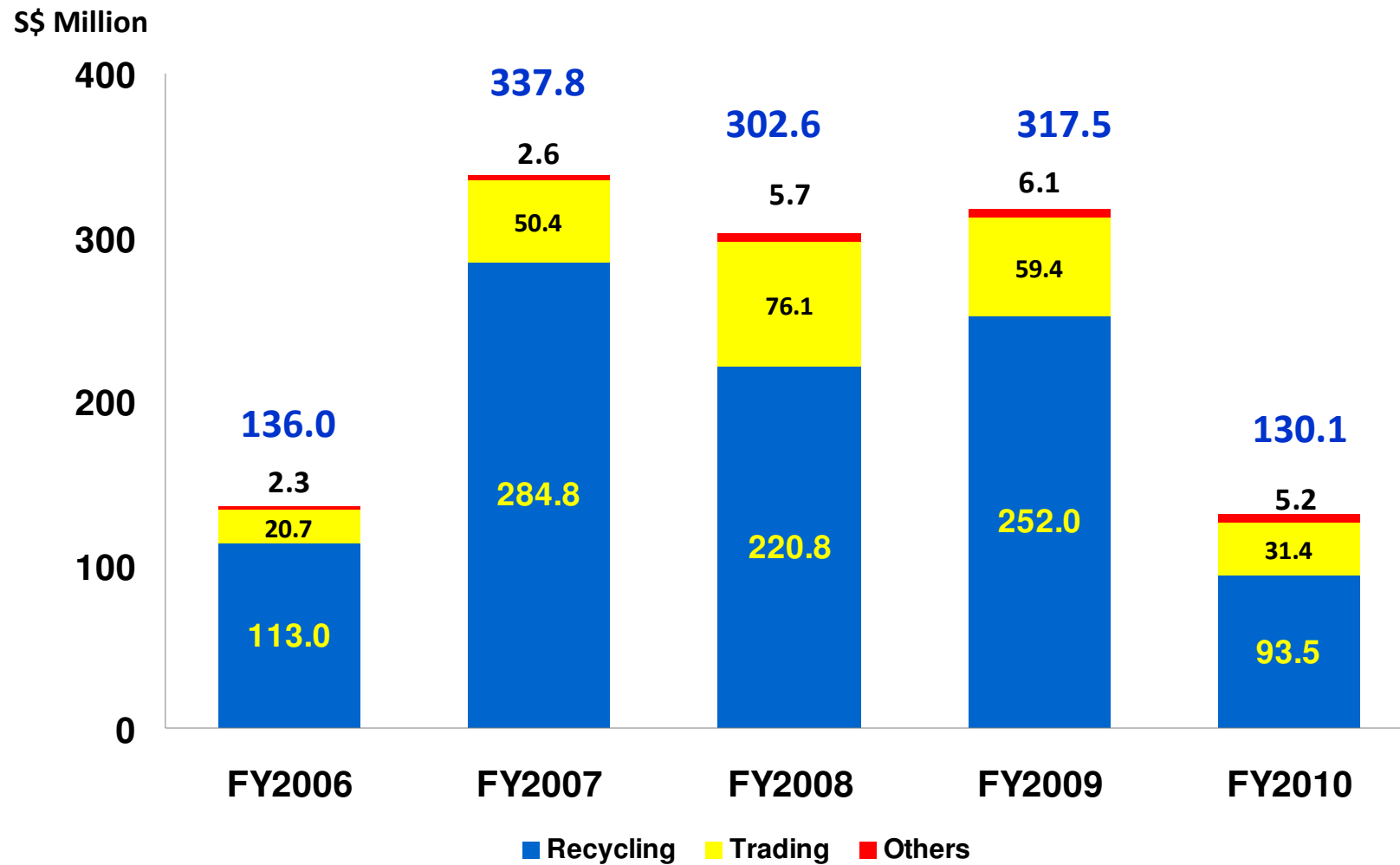
- **Experienced management team (over 20 years of experience), and our dedication to operational excellence**
- **One-stop supplier of a wide range of processed metals**
- **Vertically-integrated business**
 - from direct sourcing (eg. collection and demolition work) to processing and trading
- **Large customer base of over 1000 customers**
- **Commitment to quality**
- **Strong sales & marketing team**
 - include sales into the PRC, India, Indonesia, Japan, Malaysia, Hong Kong, Taiwan, Thailand & Vietnam



FINANCIAL HIGHLIGHTS

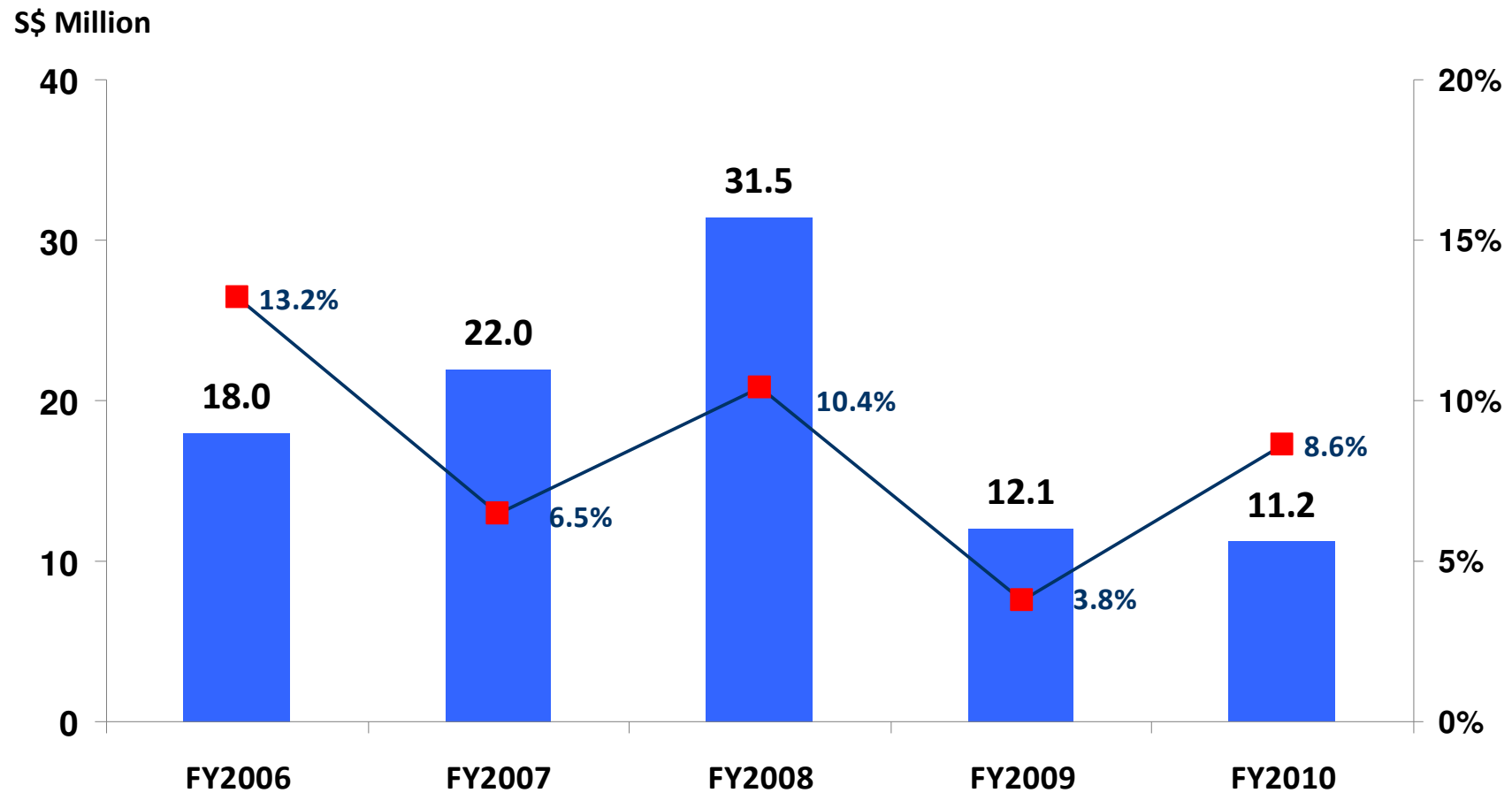


GROUP REVENUE



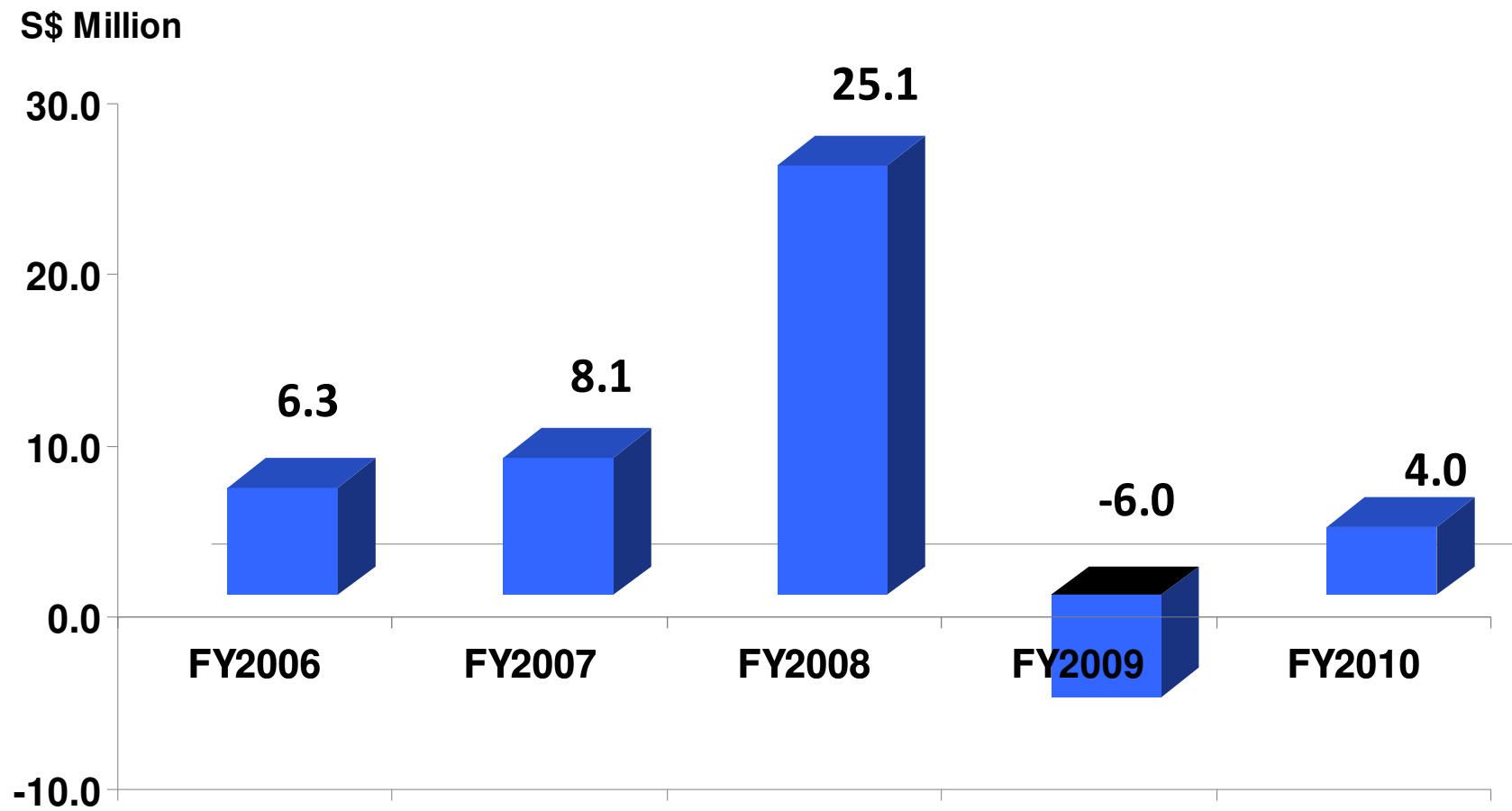


GROSS PROFIT & GROSS PROFIT MARGIN





GROUP NET PROFIT





FINANCIAL SNAPSHOT

S\$ Million	As at 31 Dec 2010	As at 30 Jun 2010
Total Assets	119.8	121.5
Current Assets	97.0	96.2
Non-current Assets	22.8	25.2
Total Liabilities	53.6	62.4
Total Borrowings	38.8	46.6
Cash & Cash Equivalents	28.5	20.1
Shareholders' Equity	66.2	59.1
Net Working Capital	81.6	54.2



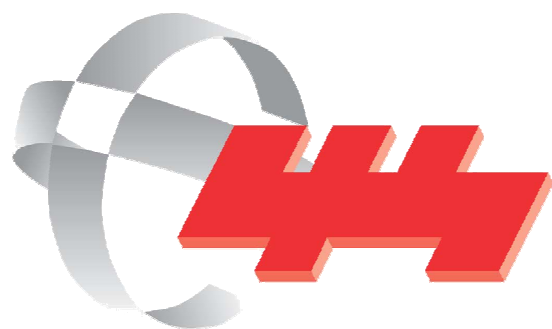
FUTURE PLANS & OUTLOOK





FUTURE PLANS & OUTLOOK

- **Challenging operating environment**
 - **Volatile international metals' prices**
 - **Moderating global economic outlook**
 - **Intense competition among local steel stockists despite expectations that construction demand will grow**
- **Seize opportunities to preserve profitability**
- **Seek out opportunities to expand business**



UNION STEEL HOLDINGS LIMITED

友联钢铁控股有限公司

Thank You

www.unionsteel.com.sg