

## MEDIA RELEASE

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### **NTEGRATOR ENTERS INTO TWO CONTRACTS WITH A REGIONAL NETWORK SERVICE PROVIDER WORTH A TOTAL OF APPROXIMATELY S\$29.0 MILLION**

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- *Ntegrator secured a S\$26.0 million contract for a mega island-wide cable diversion project with a one-year option to extend for S\$13.0 million*
- *A second contract of approximately S\$3.0 million was awarded for the provision, installation and maintenance of fibre cables and other telecommunication equipment for commercial buildings with a one-year option to extend for approximately S\$1.5 million*
- *As at 31 December 2021, the Group's outstanding order book stood at S\$67.9 million; the Group to possess a healthy order book for the next two years with these new contract wins*

**Singapore, March 14, 2022** – Ntegrator International Ltd (“**Ntegrator**” or the “**Group**”), a leading regional communications network specialist and systems integrator, today announced that it had won two contracts from the same regional telecommunication giant worth a maximum of approximately S\$43.5 million including the one-year options: (i) the first two-year contract of S\$26.0 million is for a mega installation, maintenance and diversion services of fibre and copper cables in the East, West, North and Central zones in Singapore with an option by the customer to extend the contract for an additional year for S\$13.0 million; (ii) the second two-year contract of approximately S\$3.0 million is for the provision, installation and maintenance of direct exchange lines (“**DEL**”), air blown fibre system, fibre cable works, customer premises equipment (“**CPE**”) and other miscellaneous related services in the Central zone with an option by the customer to extend the contract for an additional S\$1.5 million approximately.

As at 31 December 2021, the Group reported an outstanding order book of S\$67.9 million. As at 14 March 2022, the Group added S\$29.0 million worth of orders to its order book. All orders are expected to be delivered within the next 24 months and will generate sustainable revenue

streams for the Group up to FY2024. However, all orders are subject to possible cancellation, expiration, deferment, rescheduling or variations by customers.

<b>Ntegrator-at-a-glance</b>
Market Cap*: <b>S\$7.8 million</b>
Previous Close*: <b>S\$0.005</b>
NAV per share*: <b>S\$0.0091</b>
Cash Position**: <b>S\$5.0 million</b>
FY2021 Revenue: <b>S\$25.7 million</b>
FY2021 GPM: <b>21.4%</b>
<small>* Based on the closing price on 11 March 2022 ** As at 31 December 2021</small>

Commenting on the double contract wins, Mr. Christian Kwok-Leun Yau Heilesen, Executive Director of Ntegrator, said: ***“In Singapore’s Budget 2022 speech on 18 February 2022, Singapore’s Finance Minister Mr. Lawrence Wong mentioned that the Singapore Government would look at increasing broadband access speeds by about 10 times over the next few years<sup>1</sup>. This could directly create opportunities for increased demand for telecom infrastructure upgrades among internet service providers based in Singapore.***

***Our Group will continue to (i) drive the delivery of these contracts under our orderbook, (ii) strive to maintain our gross profit margins (“GPM”) level of around 20.0% and to (iii) capture the earnings to successfully turnaround our financial performance and to (iv) enhance our shareholder value in the long run.”***

Mr Jimmy Chang, Managing Director of Ntegrator, added: ***“We are extremely delighted to be awarded with a mega island-wide project with our valued long-time customer. This is a strong endorsement of our ability to deliver timely and quality works in the telecom infrastructure industry and an endearing testament to our capability to regularly provide telecommunication business solutions for major telecom players in the region. We will continue to hunt for more of such opportunities in the region.”***

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<sup>1</sup> <https://www.straitstimes.com/tech/tech-news/imda-approves-deal-for-starhub-to-buy-majority-stake-in-myrepublic-business>

The contracts are not expected to have any material impact on earnings of the Group for the financial year ending 31 December 2022.

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### **About Ntegrator International Ltd**

Established in April 2002 and listed on the Catalist board of the Singapore Exchange Limited (“**SGX**”) on 26 October 2005, Ntegrator’s core businesses include the design, installation and implementation of data, video, fibre optics, wireless and cellular network infrastructure as well as voice communication systems. The Group provides project management services as well as maintenance and support services. Following an Extraordinary General Meeting (“**EGM**”) convened on 15 December 2021, the Group had received shareholders’ approval for the proposed business diversification into (a) the e-commerce business and (b) watch business.

Headquartered in Singapore, Ntegrator has operations in Singapore, Vietnam and Myanmar.

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*This media release has been reviewed by the Company’s sponsor, PrimePartners Corporate Finance Pte. Ltd. (the “**Sponsor**”). It has not been examined or approved by the Singapore Exchange Securities Trading Limited (the “**Exchange**”) and the Exchange assumes no responsibility for the contents of this document, including the correctness of any of the statements or opinions made or reports contained in this document.*

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