



NEWS RELEASE

NTEGRATOR POSTS FY2011 REVENUE OF S\$36.9 MILLION

- ***Achieves turnaround with net profit of S\$254,000 for FY2011***
- ***Outstanding order book of S\$26.8 million as at December 31, 2011***

Singapore, February 29, 2012 – Ntegrator International Ltd (“Ntegrator” or “the Group”), a leading regional communications network specialist and systems integrator, reported that it has achieved a strong recovery to turnaround from its first-ever loss in history in the previous financial year (“FY2010”). The Group delivered a net profit of S\$254,000 for the financial year ended December 31, 2011 (“FY2011”), compared to a loss of S\$6.9 million in FY2010.

FY2011 net profit would have been higher if not for a S\$1 million provision for stock obsolescence in accordance with the Group’s accounting policy. In the event that these stocks are sold in the future, the Group will reverse this provision.

Group revenue was 1.8% lower at S\$36.9 million in FY2011, as compared to S\$37.6 million in the preceding financial year. This was mainly due to the Thailand floods, which delayed the Group’s project in Thailand for almost four months. Notwithstanding the lower revenue, gross profit soared 66.5% to S\$8.5 million in FY2011, from S\$5.1 million in FY2010. This was mainly due to an improvement in overall gross profit margin, which rose 9.4 percentage points to 23.0% for FY2011, from 13.6% in FY2010.

On a segmental basis, the Project Sales segment accounted for S\$27.5 million of Group revenue in FY2011, representing a 7.8% decrease from S\$29.8 million in FY2010. Despite the lower revenue, gross profit for this segment more than doubled to S\$5.9 million in FY2011, from S\$2.8 million in FY2010. Gross profit margin for Project Sales in FY2011 was 21.5%. This shows that the Group's core business is back on track.

The decline in Project Sales was offset by a 20.8% jump in revenue from the Project Management and Maintenance Services segment which saw revenue increase to S\$9.5 million, from S\$7.8 million in the previous financial year. As the Group grew this business segment, it achieved and enjoyed certain economies of scale for services rendered in Singapore and overseas. Gross profit for this segment was 14.4% higher at S\$2.6 million whilst gross profit margin was 27.6% in FY2011.

This is the result of the Group's strategy of increasing its Project Management and Maintenance Services business as a percentage to its Project-based business. Multi-year maintenance contracts command better margins and lower risks associated with project deliveries.

Commenting on the results, Mr Jimmy Chang, Managing Director of Ntegrator, said: "FY2011 had been a fruitful year for Ntegrator. Despite a challenging and competitive operating landscape, we were able to secure new orders from both new and existing customers. We also successfully extended our geographical reach, securing our maiden Project Management contract in Africa.

Moving forward, it is our strategy to focus on maintaining an efficient cost structure while actively pursuing new business opportunities, both locally and overseas."

The Group's balance sheet remains healthy, with a strong cash position of S\$6.1 million in cash and cash equivalents. This is after the Group had successfully reduced its borrowings from S\$7.9 million at the end of FY2010 to S\$5.8 million as at December 31, 2011.

Outlook and Future Plans

As at December 31, 2011, the Group has an outstanding order book worth S\$26.8 million, of which majority are scheduled for completion within FY2012. While the Group expects business conditions to remain challenging and competitive in FY2012, Ntegrator will continue to leverage on its core competencies and track record to pursue viable growth opportunities.

“While the business outlook remains challenging, the Group is sanguine of increasing business in the regional markets. Especially with the ongoing political reforms in Myanmar and with Ntegrator’s strong track record, we believe the Group is well-positioned to capitalise on additional business opportunities over the next two to five years.”

About Ntegrator International Ltd

Established in April 2002 and listed on Catalist (formerly known as SESDAQ) on October 26, 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.

Headquartered in Singapore, Ntegrator has operations in the region covering Singapore, Vietnam, Myanmar and Thailand.

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