



## NEWS RELEASE

### **NTEGRATOR REPORTS REVENUE OF S\$32.8 MILLION FOR FY2012**

- ***Record order book worth S\$72.2 million as at Feb 25, 2013***

***Singapore, February 25, 2013*** – Ntegrator International Ltd (“Ntegrator” or “the Group”), a leading regional communications network specialist and systems integrator with strong presence in Indochina, including Myanmar and Vietnam, delivered a net profit of S\$250,000 for the full year ended December 31, 2012 (“FY2012”) on revenue of S\$32.8 million.

Group revenue for FY2012 was S\$32.8 million, compared to S\$36.9 million for the previous financial year (“FY2011”). This was largely due to the slower completion progress at the Thailand subsidiary and slower than expected progress in securing the Myanmar projects due to the country’s national parliament elections during the year.

However, following the introduction of reforms in Myanmar to liberalise trade and regulations for foreign direct investment, contract orders from Myanmar started flowing in from the beginning of FY2013.

On a segmental basis, the Group's Project Management and Maintenance Services segment recorded 11.2% higher contributions to S\$10.5 million in FY2012, signaling that Ntegrator has been successful in diversifying a new and recurring revenue stream as multi-year maintenance contracts deliver higher margins and have less risk associated with project deliveries. Gross profit for this segment rose marginally by 1.1% to S\$2.6 million, and would have been higher if not for the purchase of new equipment and tools worth S\$0.5 million to support the Project Management and Maintenance Services segment's continued growth. The Project Sales segment recorded gross profit of S\$5.1 million, on revenue of S\$22.3 million.

Overall, the Group recorded a gross profit of S\$7.7 million for FY2012, compared to S\$8.5 million for FY2011. Gross profit margin as a percentage of revenue remained in line, rising 0.5 percentage point to 23.5% for FY2012, from 23.0% for FY2011.

Mr Jimmy Chang, Managing Director of Ntegrator, said: "We are encouraged by our performance achieved in FY2012, which is in line with our plans to grow the Project Management and Maintenance Services business.

"We are particularly delighted that amidst challenges and developments in the political and operating landscape, we have been able to leverage on our capabilities and relationships with customers to secure a number of new contracts, giving Ntegrator a strong start to FY2013."

The Group maintains a healthy balance sheet with shareholders' equity of S\$17.6 million. Cash and cash equivalents rose to S\$9.5 million at the end of FY2012, from S\$6.1 million at the end of FY2011.

## **Outlook and Future Plans**

While business conditions are expected to remain competitive, the Group remains optimistic about opportunities in its key operating markets, particularly from the emerging Myanmar market, which has seen significant economic and political improvements. Having entrenched a deep foothold in the Myanmar market since the Group's inception in 2002, Ntegrator is well-positioned to capitalise on market opportunities.

"Our efforts to invest in the Indochina region continue to pay off. Since the start of the year, we have successfully secured over S\$60 million worth of orders from regional telecommunications players, including repeat customers Viettel and the Myanmar Radio and Television. In addition to the Vietnam market, with political and economic reforms pushing for the opening up of Myanmar's economy and growing foreign investments, we are optimistic on further opportunities in the Indochina region," Mr. Chang said.

Backed by the new orders secured, Ntegrator's order book as at Feb 25, 2013 stands at a record S\$72.2 million.

## **About Ntegrator International Ltd**

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. Established in April 2002, 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.

---

ISSUED ON BEHALF OF : Ntegrator International Ltd.  
BY : Citigate Dewe Rogerson, i.MAGE Pte Ltd  
1 Raffles Place  
#26-02 One Raffles Place  
SINGAPORE 048616  
CONTACT : Mrs Elaine Lim / Mr Ng Chung Keat  
at telephone  
DURING OFFICE HOURS : 6534-5122 (Office)  
AFTER OFFICE HOURS : 9751-2122 / 9781-3605 (Handphone)  
EMAIL : [elaine.lim@citigatedrimage.com](mailto:elaine.lim@citigatedrimage.com)  
[chungkeat.ng@citigatedrimage.com](mailto:chungkeat.ng@citigatedrimage.com)

---

024/13/002/NIL

February 25, 2013