

### Corporate Profile

Versalink Holdings Limited is an established Malaysia-based manufacturer of mid to high-end system furniture, and is principally engaged in the design, manufacture and supply of a wide range of system furniture and the provision of workspace planning and consulting services.



Core Product – System Series, Panel System

### Business Overview

- Wide customer base which spans more than 40 countries in Africa, Asia, Australasia, Middle East and North America. Our customers include contractors, corporate customers, dealers and original equipment manufacturer (“OEM”) customers, both in Malaysia and overseas
- Apart from its “Versalink” branded and OEM products, we also represent international brands such as ZÜCO Bürositzmöbel AG of Switzerland, Dauphin Human Design of Germany, Sinetica Industries Srl of Italy
- We also supply ancillary products such as seating models and work tools that are sourced from third party manufacturers

### Competitive Strengths

- Very comprehensive offering of products and services and able to turn around products quickly
  - Efficient one-stop service with a broad range of products and services and a well-stocked warehouse which allows us to take on projects with short deadlines
- Established track record and experienced management team
  - Strong commercial identity built through the “Versalink” brand, which holds a track record of over 20 years in the office furniture industry
- Strong design capabilities
  - Continued collaboration with overseas designers
- Strong relationships with our large and diversified pool of customers
  - Exports to more than 40 countries in Africa, Asia, Australasia, Middle East and North America



Core Product – Reception Furniture



Core Product – Architectural Wall Systems



Core Product – Meeting and Conference Tables

### Business Strategies and Future Plans

- Continue to reinforce and strengthen our market position in Malaysia, we intend to:
  - Increase our participation in tendering for office and commercial fit-out projects
  - Increase our sales through our online portal, <http://store.versalink.com>
  - Explore setting up new showrooms ourselves or in conjunction with business partners
- Increase the exports of our “Versalink” brand of system furniture
  - Increase the exports of our products to existing markets and explore opportunities to export to new markets in Europe
  - Participate in more overseas tradeshows, exhibitions and advertising in overseas magazines and publications
- Increase production capabilities by investing in new machinery, upgrading to better machinery and relocating Steeltema (M) Sdn. Bhd.’s production facilities and/or setting up new production facilities
- Establish a regional presence and explore investments, acquisitions and/or joint ventures
  - Replicate our success in our project tendering business in countries such as Singapore, Thailand, Philippines, Vietnam and Indonesia
  - We may consider investing in or acquiring other companies with businesses similar or complementary to our business, and/or joint ventures with suitable parties

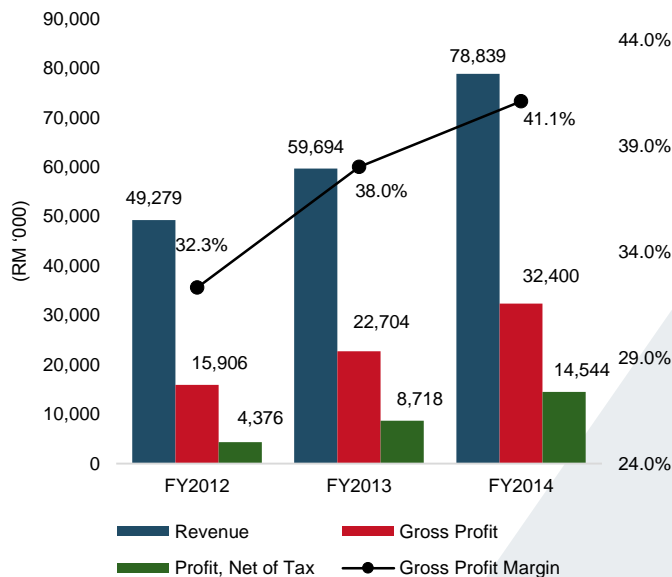
## Prospects

- Demand growth from emerging countries
  - The furniture manufacturing industry will see stable global demand growth, with an increasing trend in imports of consumer goods in emerging countries #
- Recovery of major economies
  - The recovery of the USA economy since the 2008 financial crisis has seen an increase in consumption of office furniture #
- Growth of commercial property developments in Malaysia
  - An additional 0.7 million m<sup>2</sup> of new office space is being scheduled to be released in Malaysia in 2014 #
- Push towards high-value products and services
  - Demand for products that are better designed and made from sustainable practices is on the rise
- Use of research and technology
  - High-tech procedures in furniture manufacturing is expected to push growth in the industry by driving productivity and mitigating future increases in cost of labour and/or materials



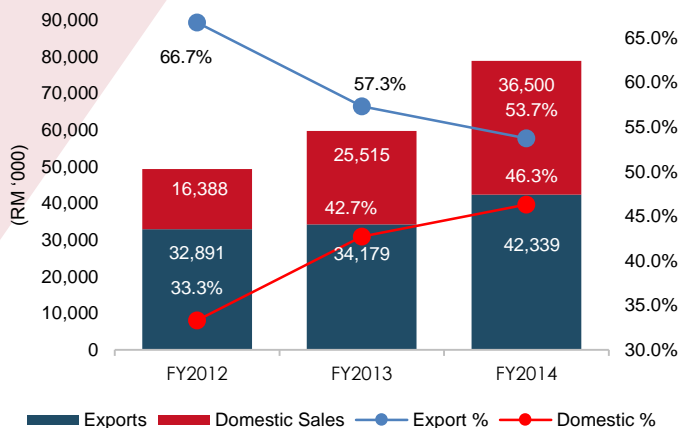
Core Product – Executive Series

## Profitability<sup>(1)</sup>



Ancillary Products – Seating Model, Napoli

## Sales Breakdown<sup>(1)</sup>



Core Product – System Series, Modular Systems



Core Product – Filing and Storage

## Dividend Policy

Our directors intend to recommend and distribute dividends of not less than 30% of our net profits after tax attributable to our Shareholders in each of FY2015 and FY2016.\*

Versalink Holdings Limited (Company Registration No.: 201411394N)

**VersaLink**

Investor Relations: Edwin Lee/Neo Aik Kee Tel: (65) 9660 7361/ 9793 0504  
 \* Email: edwinlee@capitalaccess.com.sg/aikkee@capitalaccess.com.sg

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 COMMUNICATIONS PTE LTD

# Based on the report titled "The Office Furniture Industry in Malaysia" prepared by the Independent Market Researcher, Converging Knowledge Pte Ltd.

\* Investors should note that this is merely a statement of the Company's present intention and shall not constitute a legally binding statement in respect of its future dividend, which may be subjected to modifications (including reduction or non-declaration thereof) at our directors' sole and absolute discretion. Please refer to the Section entitled "Dividend Policy" of the Offer Document for further details.

<sup>(1)</sup>: "FY" relates to the Group's financial year ended in the last day of February of the respective years.

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