

Founded in **1979**  
43-year track record

**One Of The Largest** Homegrown Building  
Materials Wholesalers & Distributors In Malaysia

Based in  
**Shah Alam, Sel**

## Business Segments

### 1 Wholesale & distribution of building materials

**6,319** SKUs

**M&E**

- Pipes
- Valves
- Fittings
- Accessories

**Civil**

- Steel Products
- Others

**483** Suppliers

**426** Local **57** Overseas

**OEMs in China**

In-house brands



**S2S**

**1,232** Active Customers

- Building contractors
- M&E contractors
- Steel traders
- Downstream steel manufacturers
- Hardware retailers and traders

### 2 Manufacturing and sale of pre-insulated pipes



Transport and maintain  
**temperature** of fluids

for

- Industrial
- Commercial
- Domestic

Highly  
Customisable

**QMS Certified**

**FM Approval  
Class Certified**

**Environmentally  
Friendly Insulation  
Materials (HCFC-Free)**

### 3 Rental of temporary structural support equipment

**RM24.9 mln**

net book value of

- Scaffoldings
- Steel Plates
- Hollow Sections

@ 30/11/2021

**SIRIM**  
Compliant

**CIDB**  
Certified

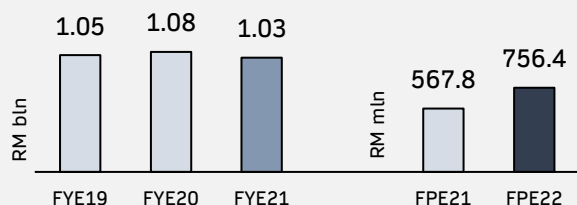
**10-year**  
Average asset  
lifespan

SKUs = Stock Keeping Units  
M&E = Mechanical and Electrical

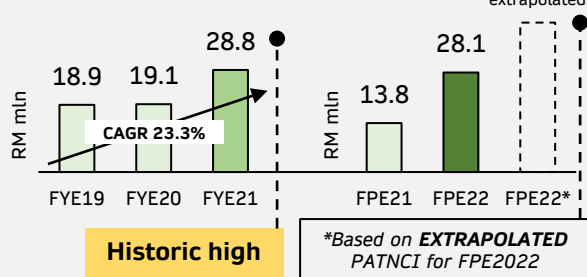
QMS = Quality Management Systems  
HCFC = Hydrochlorofluorocarbons  
CIDB = Construction Industry Development Board

## Financials

### REVENUE



### PATNCI (Net Profit)



FYE MAR FPE NOV (8-mth period)

Dividend policy: Up to **30%** of net profit payout

Post-listing: Net gearing  
ratio to improve to **1.0x**

%	FYE19	FYE20	FYE21	FPE21	FPE22
GP margin	7.6	7.5	8.7	8.2	9.9
NP margin	1.8	1.8	2.8	2.4	3.7

RM mln	Mar '21	Nov '21
Total Assets	812.3	828.3
Total cash	88.4	72.9
Total Liabilities	589.0	612.8
Total borrowings	489.7	511.3
Total Equity	223.2	215.5
Net gearing ratio (x)	1.8	2.0

New Industrial Complex

Consolidation of Operations Under One Roof to Increase Efficiency

Land Area:  
530,000 sqft

CCC Obtained  
in Dec 2021

> 2x bigger  
than before

Warehouse and  
distribution centre  
281,000 sqft

Storage of  
rental assets

Manufacturing  
facilities

Headquarters

Coming Soon... Solar photovoltaic system

Expansion Plans



RELOCATION TO NEW  
ENLARGED WAREHOUSE +  
ALLOCATED IPO PROCEEDS  
FOR WORKING CAPITAL

1 Bulking up inventories

- Supply to more projects simultaneously
- Increase range & assortments to cater for even more industries
- Reduce lead time, ensure timely deliveries

2 Tap into new products

- Stainless steel angles
- Stainless steel channels
- High pressure hydraulic hoses

Premium item



NEW PIPE  
FABRICATION CENTRE

To provide end-to-end pipe-related  
services for our customers

Off-site @  
Unitrade

1. Cutting
2. Grooving
3. Threading
4. Welding
5. Painting
6. Assembling



+ Delivery

On-site @  
construction sites

1. Installation

Benefits to clients

- ✓ Reduce manpower
- ✓ Reduce wastage
- ✓ Free up space
- ✓ Reduce disruption
- ✓ Expedite progress

IPO Details

Closing of Application: 30 May 2022

ACE  
Market

11.9x  
PE Ratio  
*Extrapolated  
PATNCI of  
FPE 2022\**

RM500m  
Market  
Cap.

32 sen  
Issue Price  
/share

20 sen  
NA/share  
*Pro-forma  
on listing*

1.56b  
Enlarged  
Share Cap.

ESTIMATED IPO PROCEEDS = RM100.0 MLN

Utilisation of Proceeds	RM mln
Working Capital	50.5
Repayment of Bank Borrowings	39.8
CAPEX for Pipe Fabrication Centre	5.0
Estimated Listing Expenses	4.7

\*Based on extrapolated PATNCI for FPE2022 of RM42.2 mln