

Press Release – For Immediate Release

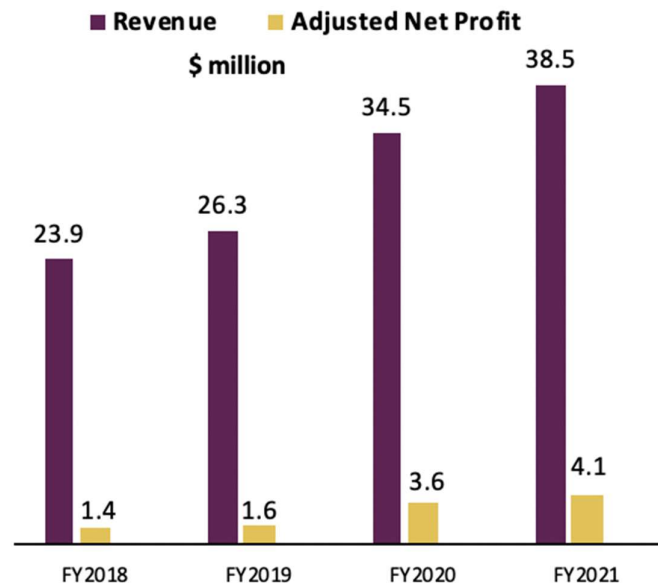
## OTS Holdings' Revenue for FY2021 Rises 11.5% to \$38.51 Million with Net Profit of \$4.05 Million (excludes IPO Expenses); Proposed Dividend of 0.7 cents Per Share

- Revenue growth in FY2021 mainly driven by General Trade business segment and increased sales to new and existing customers in Malaysia
- Healthy balance sheet with total assets increasing to approximately \$45.18 million as at 30 June 2021
- Net cash of approximately \$7.21 million generated from operating activities in FY2021
- Proposed dividend of 0.7 cents per share, representing approximately 50% of the Group's net profit for FY2021, aligned with the dividend guideline stated in the Group's offer document dated 8 June 2021
- Strategic focus on new growth initiatives that includes the expansion of the Philippines' market, introduction of plant-based products and distribution of non-house brand products, among others

Financial Year End – 30 June

| (\$ million)         | FY2021 | FY2020 | Change (%) |
|----------------------|--------|--------|------------|
| Revenue              | 38.51  | 34.54  | +11.5      |
| Gross Profit         | 11.79  | 10.25  | +15.0      |
| Net Profit           | 2.99   | 3.55   | (15.8)     |
| Adjusted Net Profit* | 4.05   | 3.55   | +13.9      |

\*Excluding IPO expenses of approximately \$1.06 million, of which \$0.9 million is recognised during 2H2021

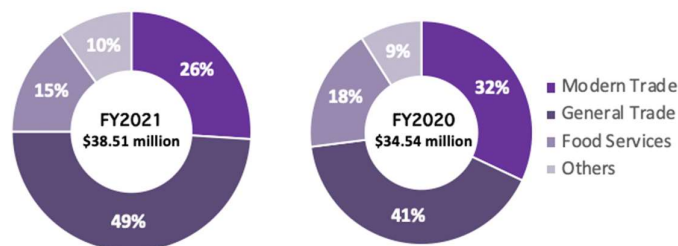


**SINGAPORE, 29 August 2021 – OTS Holdings Limited (“OTS Holdings” or the “Company”, and together with its subsidiaries, the “Group”), a brand builder and food manufacturing group, has announced its full year financial results for the financial period ended on 30 June 2021 (“FY2021”).**

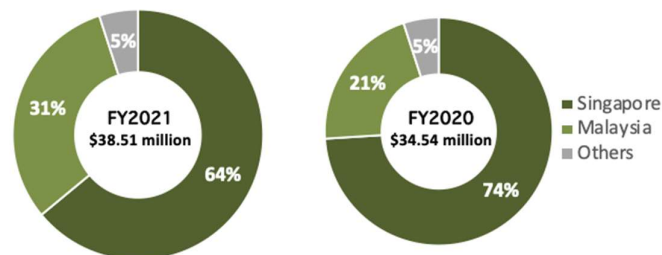
**Revenue growth of 11.5% to \$38.51 million in FY2021:** The Group’s revenue in FY2021 increased by approximately \$3.97 million or 11.5% to approximately \$38.51 million, from approximately \$34.54 million in FY2020.

Notably, revenue from Malaysia increased significantly by approximately \$4.69 million or 63.0% to approximately \$12.12 million in FY2021, from approximately \$7.43 million in FY2020, mainly due to an increase in product sales to new and existing customers.

#### Revenue by Business Segments



#### Revenue by Geographical Markets



**The Group’s business segments continue to be profitable with net cash of approximately \$7.21 million generated from operating activities in FY2021:** While revenue contribution from the Group’s four business segments may vary from year to year, all business segments continue to remain profitable. Overall, the Group registered a net profit of approximately \$2.99 million in FY2021.

The Group successfully completed its IPO listing on 17 June 2021, raising net proceeds of approximately \$6.56 million. Excluding the IPO related expenses of approximately \$1.06 million in FY2021, the Group’s net profit would have increased 13.9% to approximately \$4.05 million in FY2021.



During FY2021, the Group generated net cash from operating activities of approximately \$7.21 million. In addition, the Group generated net cash from financing activities of approximately \$4.96 million, primarily due to the proceeds from the IPO. As at 30 June 2021, the Group has cash and cash equivalents of approximately \$15.87 million.

**Healthy balance sheet with total assets increasing to approximately \$45.18 million as at 30 June 2021:** The Group's total assets comprised current assets of approximately \$30.21 million and non-current assets of approximately \$14.97 million. The Group's total liabilities decreased slightly to approximately \$15.54 million, comprising current liabilities of approximately \$8.00 million and non-current liabilities of approximately \$7.54 million as at 30 June 2021.

**Commenting on the Group's financial performance for FY2021, Managing Director of OTS Holdings, Mr. Ong Bee Chip said:** *"Capitalising on our brands and overseas markets, we have delivered another year of profitable organic growth with strong free cash flow generation."*

*The revenue growth from overseas markets validates our business strategy and we will continue to expand our overseas footprint and target new growth initiatives, that are aligned with our strategic priorities."*

**Mr. Ong added,** *"We are heartened by the performance of our FY2021 results and to reward shareholders, we have recommended a dividend of 0.7 cents per share, which represents approximately 50% of our FY2021's net profit."*

#### **STRATEGIC FOCUS ON NEW GROWTH INITIATIVES**

As highlighted in its offer document dated 8 June 2021, the Group's business strategies and future plans are as follows:

- Actively develop and manage its brand and product portfolio;
- Expand its business overseas through the continued replication of its successful business model;
- Improvement and/or expansion of production efficiency and capacities; and
- Expansion of its business through acquisitions, joint ventures or strategic alliances.

Notably, the Group is currently in the process of developing its own plant-based food products, such as plant-based canned luncheon meat, to cater to a growing demand for plant-based food products. The Group intends to launch its new plant-based food products by early 2022.

In addition, the Group will continue to market different brands to target different consumer price points and expand its presence in its existing markets. For instance, the Group intends to strengthen its presence on e-commerce platforms and via its websites.





**PRESERVING TRADITIONS,  
INSPIRING GENERATIONS**

The Group has an established business presence in Malaysia and it intends to focus on increasing and expanding its product offerings to the Malaysia market.

In Indonesia, the Group has established and commenced operations in the first half of 2020 through its associated company, PT Delta Bridge Foods (“**Delta Bridge Indonesia**”), which is currently manufacturing non-halal Chinese sausages for distribution in Indonesia. The Group intends to expand the product range offered by Delta Bridge Indonesia to include canned meat products.

To further expand its business overseas, the Group has incorporated a subsidiary in the Philippines on 5 April 2021, and it has started operations after 30 June 2021. The Group plans to import its food products into the Philippines for sale via this subsidiary, to build its branding presence and expand its product offerings to the Philippines market.

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*This document is to be read in conjunction with OTS Holdings’ exchange filings on 29 August 2021, which can be downloaded via [www.sgx.com](http://www.sgx.com).*

#### **About OTS Holdings Limited**

(Bloomberg: OTS:SP / SGX Stock Code: OTS)

Established in 1993, OTS Holdings Limited is a brand builder and food manufacturing group in the consumer industry with a strong niche in ready-to-eat and ready-to-cook meat products with key markets in Singapore and Malaysia.

The Group’s vision is to develop a growing portfolio of established consumer brands and become an innovative market leader in the region. Targeting both halal and non-halal consumer segments, the Group has more than 1,100 SKUs across 13 main product types under its six house brands and notably the Group’s flagship brands, “Golden Bridge” and “Kelly’s” have become established household names within the ready-to-eat and ready-to-cook meat products market in Singapore and Malaysia.

The Group owns and operates three modern food manufacturing facilities, two in Singapore and one in Bulan Island, Indonesia. In Singapore, its integrated food manufacturing facilities with in-house research and development team span across around 9,131 sq m with an average annual production of around 2,500 tonnes of ready-to-eat and ready-to-cook meat products.

The Group’s food products are sold in major supermarkets, convenience stores, provision shops, hotels and restaurants in Singapore and Malaysia. Having built an established sales and distribution network over the past few decades, the Group aims to expand its presence in existing markets and overseas.

For more information, please visit the Company’s website at [www.ots-holdings.com](http://www.ots-holdings.com).





**PRESERVING TRADITIONS,  
INSPIRING GENERATIONS**

***Issued on behalf of OTS Holdings Limited by 8PR Asia Pte Ltd.***

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*This press release has been prepared by the Company and its contents have been reviewed by the Company's sponsor, SAC Capital Private Limited (the "Sponsor"). This press release has not been examined or approved by the Singapore Exchange Securities Trading Limited (the "SGX-ST") and the SGX-ST assumes no responsibility for the contents of this announcement, including the correctness of any of the statements or opinions made or reports contained in this announcement.*

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