



**Eng Kong Holdings Limited**

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**Company Profile**

Eng Kong Holdings Limited is a leading provider of logistics and integrated container services including container depot operation, warehousing and container freight station as well as container sales, agencies and survey in the region. Some of the Group's customers include the world's leading shipping lines, container leasing and freight forwarding companies.

Headquartered in Singapore, the Group has operations in Singapore, Malaysia, Thailand, China and Hong Kong SAR. Currently, the Group handles 24 container depots spread over 730,000 sq m of land in 13 cities in the region.

**Business Segments**

The company's business activities are inter-related and within Eng Kong's expertise in the container business:

**Container Depot Operation**

The Group provides container storage, handling and repair services and transportation of containers.

**Warehousing and Container Freight Station (CFS)**

This segment is mainly involved in warehousing, cargo consolidation, stuffing and unstuffing of outbound and inbound container cargoes.

**Container Sales, Agencies & Survey**

The segment is involved in the trading of used containers, agency services and survey of new containers.

**Logistics Services**

Following the completion of 30% acquisition of Tianjin-based Keyun Logistics via its holding company Gold Prime Holdings Limited, the Group provides a wide range of logistics services in China, including international freight forwarding, warehousing and inland transportation, container depot services and third-party logistics services.

**Customers**

Eng Kong's main customers are shipping lines and container leasing companies, most of which have international operations. Eng Kong's presence in the region with the highest container throughput enables it to serve its customers within the area. The Group's customers include nearly 80% of the major container leasing companies in the world.

**Key Competitive Strengths**

- Experienced and hands-on management
- Integrated service structure
- Modern equipment and facilities
- Regional network
- Reputable and established base of customers
- Strong track record

**Outlook**

Prospects look bright for Eng Kong's container depot operations in the foreseeable future.

• According to the Asia Pacific Foundation of Canada, 14 of the world's 20 largest container ports are in Asia. The three biggest container ports are in Singapore, Shanghai and Hong Kong, where Eng Kong has long established its presence.

• At the global level, major container shipping lines and container leasing companies are currently experiencing a slowdown in volume. Facing higher storage demand for empty containers, Eng Kong has expanded the container depot capacity in Thailand and Malaysia in FY2009 and will continue to expand the regional capacity strategically in places such as China, Thailand and Malaysia.

• In the coming months, the Group expects international trade volume to improve, which would translate into demand for non-storage services.



**Financial Performance**

S\$'000	FY2009	FY2008	% change
<b>Sales</b>	86,964	81,669	6.5
<b>Gross Profit</b>	26,179	20,812	25.8
<b>Gross Profit Margin</b>	30.1%	25.5%	-
<b>Profit After Tax</b>	8,787	9,162	(4.1)
<b>Net Earnings</b>	8,642	9,313	(7.2)
<b>EPS (Basic)</b>	3.38 cents	3.83 cents	(11.7)



**Share Statistics**

<b>Eng Kong Holdings (ENGL SP)</b>	
<b>Share price – 2 Mar 2010</b>	S\$0.27
No. of issued & paid up shares	261.9 million
Market capitalization	S\$ 70.7 million
Major Shareholders	Directors 67.2% Public 32.8%
<b>Source: Bloomberg (2 March 2010)</b>	