

PRIMECH --- **HOLDINGS**

COMPANY PROFILE | JANUARY 2025

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Company Highlights

We're achieving sustainable growth in our traditional business while expanding our future potential using AI & robotics

Established facilities mgmt. & cleaning services provider in Singapore & Malaysia, continuously developing new technologies

- We are indigenously developing AI-powered cleaning robots to fully automate a variety of cleaning services
- As part of a consortium, we are venturing into the EV space with tenders awarded by the Singapore government.

One-stop shop providing a wide spectrum of services

- Broad spectrum of eco-friendly cleaning services both in the public and private sectors to a variety of customers
- Looking to provide new cleaning service to existing customers and expand into other countries in Southeast Asia

We provide services to a portfolio of prestige clients

- We have many high-profile clients, which include a Singapore multinational bank, institutions, Changi Airport and government agencies
- Other major clients include Capella Hotel Singapore, Resorts World at Sentosa, Shangri-La Hotel, Singapore Ministry of Education, Changi Airport Group, Panasonic Avionics Services

We have a proven ability to bid for and win large, lucrative contracts

- As of April 1, 2024, there are only 53 NEA-licensed businesses, including our subsidiaries, Primech A&P and Maint-Kleen have a Clean Mark Gold Award status, ISO certifications (9001:2015, 14001:2015, 45001:2018) and BIZSAFE STAR certifications.
- We maintain the highest possible licenses, L6 grade registration, to bid for larger contracts.

Consistent revenues backed by robust operational execution

- Secured two major government contracts and managed to improve our revenues steadily
- Continuous enhancement of our HomeHelpy platform to improve B2C sales and offer a variety of home and office services

We are committed to sustainability through the use of EVs, solar panels & green chemicals

- As part of our Green Plan initiative, we've converted our diesel-powered operation vans to electric vehicles (EVs)
- Solar panels to power our offices and significantly reduce our reliance on the grid
- We manufacture Green Label-certified cleaning products, used at our HQ and some project sites

Business Overview

Our vision is to be the clear choice in facility performance solutions across all industries

OUR MISSION

To support businesses in doing what they do best

- **Obtained L6 grade registrations:**
(the highest possible license with unlimited tender)
- Awarded the Clean Mark Gold Award, **the highest level of accreditation**, Singapore 1000 award, ISO 9001:2015, ISO 14001:2015, ISO 45001:2018, and BIZSAFE STAR certifications
- We have built **long-term customer relationships**, such as Singapore Changi Airport for over 27+ years

KEY STATISTICS

35+

YEARS IN
OPERATION

15+

DIFFERENT
SERVICES

17+

YRS MGMT.
EXPERIENCE

2/55

NEA LICENSED CLEANERS HOLDING THE
CLEAN MARK GOLD AWARD STATUS

\$72.5M

FY 2024 REVENUE

~3,000

EMPLOYEES

OUR VALUES



INTEGRITY



EMPOWERMENT



TRUST



RESPECT



INNOVATION



SUSTAINABILITY

Business Overview

Our business is made up of three primary segments



FACILITIES SERVICES

General cleaning and maintenance of public and private facilities

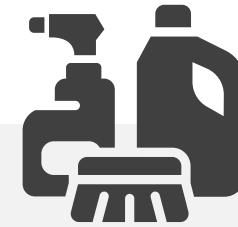
77% of FY 2024 revenue



STEWARDING/ CUSTOMER SERVICES

Cleaning of kitchen facilities of hospitals, hotels, and restaurants and the supply of employees to these facilities

14% of FY 2024 revenue



OTHER

Includes cleaning service to offices; revenue from cleaning service in Malaysia and sale of cleaning products

9% of FY 2024 revenue



Facilities Service Segment

KEY CLEANING SERVICES



CONSERVANCY (TOWN COUNCILS)

Public housing



PRIVATE RESIDENTIAL

Condominiums, apartments, etc.



EDUCATIONAL INSTITUTIONS

Schools, universities, etc.



COMMERCIAL & TENANCY

Buildings, offices, etc.



HOTELS

Public areas, rooms & kitchens



AIRPORTS

Terminals, food courts, and other areas



HAWKER CENTRES

Open-air complexes with food stalls



OTHER SERVICES

External façade, pest control, waste management, landscaping, etc.



GROWTH DRIVERS



SPECIALIZED & NICHE SECTORS

Cleaning Healthcare facilities & public roads

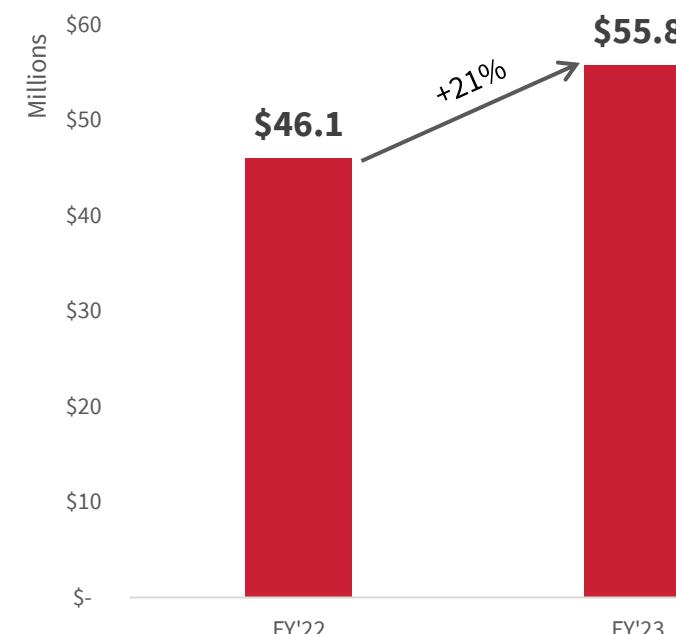
% OF TOTAL REVENUE

85%
FY 2022

81%
FY 2023

76%
1H 2024

REVENUE





Stewarding / Customer Service Segment

KEY STEWARDING SERVICES



HEALTHCARE FACILITY ASSISTANCE

- Assisting visitors of the hospital with any enquiries and providing support in respect of registering patients and carrying out authorized clearance



KITCHEN FACILITY CLEANING SERVICES

- Cleaning of kitchen facilities of healthcare facilities, hotels and restaurants



CUSTOMER SERVICE & FOODSERVICE STAFF

- Supply of customer service officers and Food and beverage service crew to healthcare facilities, hotels and restaurants



GROWTH DRIVERS



POST COVID-19 BUMP IN DEMAND

Stewarding services for venues has rebounded with public areas opened

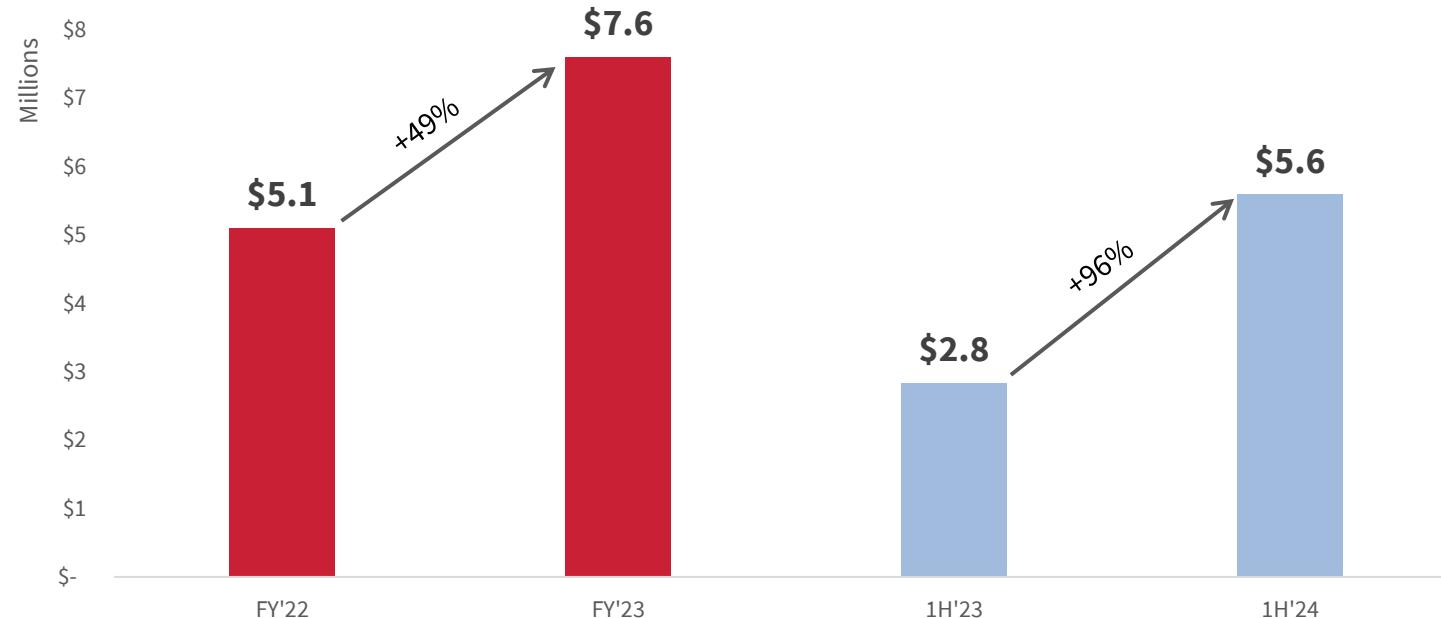
% OF TOTAL REVENUE

9%
FY 2022

11%
FY 2023

16%
1H 2024

REVENUE



Our Sustainable Green-Label Cleaning Chemicals



- We **manufacture a variety of cleaning supplies** such as hand soaps, hand soap dispensers, and cleaning fluids used for general, floor, carpet, restroom or kitchen purposes
- We **sell cleaning supplies** primarily marketed under **“D’Bond”** brand
- We supply **Green Label products** (hand soap and floor cleaners) that are certified by the Singapore Environment Council



CSG INDUSTRIES PTE LTD

Delivering Tech-Driven Facility Services

We're charting the evolution & future of cleanliness through the adoption of AI-powered and automated cleaning robots.

NEO AVIDBOT™

Next Generation Floor Scrubbing

- Integrated tech
- Auto & manual
- Safe & quiet
- Analytics & reporting
- Built for longevity



R3 VAC™

Your Everyday Vacuum Companion

- Nimble & compact
- Corner-reaching side brushes
- Cleans all surfaces
- Long battery life
- Quiet (60DB)



ECOBOT SCRUB 50 & 75™

Class Leading Speed & Coverage

- Edge-to-edge cleaning
- Auto & manual
- Alert & report interface
- 4-stage filtration
- 6-hour operation
- Starts anywhere on the map



WE LEVERAGE A CUTTING-EDGE LINE OF AI-DRIVEN AND AUTOMATED CLEANING ROBOTS, ADOPTING ADVANCED TECHNOLOGIES TO ENHANCE THE EFFICIENCY AND EFFECTIVENESS OF OUR CLEANING SERVICES.

MANNY™

Superior Cleaning Consistency

- Autonomous charging
- 63L water tank
- 8cm proximity to walls/obstacles
- 4-way cleaning action
- Equipped with safety sensors



OTHER SOLUTIONS

D'Mister Disinfection Bot & iMop Floor Scrubber

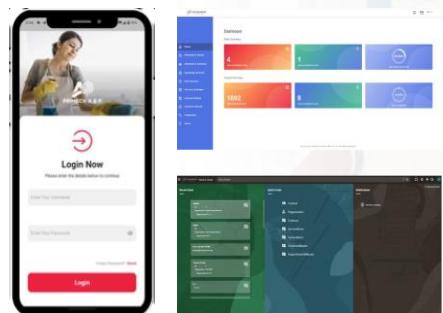
- Remotely controlled
- Spray disinfectant dry mist
- UV lamp sterilization

Other Tech Solutions



IoT SENSORS

- Our IoT sensors **detect human traffic flow, quality of air, and toiletries supply data** to alert our cleaners for on-demand cleaning



CleanMight CMS

- Our flagship Cleaning Management Software (CMS) which **provides an integrated suite of digital solutions out-of-the-box to improve the efficiency and effectiveness of cleaning operations** by optimizing cleaning resources, activities, and results.



HOMEHELPY

App-based cleaning services for both offices & homes

COMMERCIAL PLATFORM

- Our **flagship app** for convenient service booking
- Variety of home cleaning, office cleaning, and specialized cleaning services e.g. AC Maintenance
- Offers a **classic and premium package**
- Served **more than 670 users** since inception with more than 1,500 registered users as of March '24
- Provide **qualified and well-trained** cleaners



FUTURE GROWTH POTENTIAL

- **Increase our market share** in the home and office sectors
- Include a variety of **home and office maintenance services**
- Continue to upgrade our mobile application to enhance the user experience
- **Upsell existing customers** on services they didn't realize we offered/they needed

Who We Serve

Our valued customer base includes world-renowned institutions, landmark hotels & major airports

WE TAKE PRIDE IN OUR CUSTOMERS

- We are currently under contract to provide various services to **>70 clients**
- We typically enter into service contracts for a **term of two to four years**
- **Certain service contracts contain a provision** giving the customer an option to renew for an additional term of typically two years
- Our goal is to **serve as a one-stop shop** and offer existing clients a variety of services as well as break into new markets

NOTABLE CLIENTS

Panasonic
Panasonic Avionics Corporation

Resort World™
SENTOZA
SINGAPORE



Ministry of Education
SINGAPORE

CHANGI
airport singapore

SHANGRI-LA
SINGAPORE **CAPELLA**
SINGAPORE

LONG-STANDING RELATIONSHIPS

NEW (< 5 Y R S)



- Nanyang Technological University
- Shangri-La Hotel Singapore
- Capella Hotel Singapore
- National Environment Agency
- Novotel Singapore
- Angullia Mosque
- And many, many more!

5 + Y R S



- Resorts World at Sentosa Pte. Ltd.
- Pan Pacific Hotels Group Ltd
- PARKROYAL Pickering Hotel
- Novelty Bizcentre Singapore
- Nanyang Polytechnic
- Hong Fok Commercial Pte. Ltd.

10 + Y R S



- The Chinese Swimming Club
- Temasek Polytechnic
- The Westin Singapore

20 + Y R S



- Changi Airport Group
- United Overseas Bank Ltd

Business Operations



Tender Submission & Quote Invitation Process

- Bid through platforms such as GeBIZ & SESAMI
- Also receive requests for quotation in respect of private sector projects



Review of Performance

- Performance of the project is periodically reviewed by the project manager and the senior management team



Execution of our Plans

- After the letter of award we assemble a team of professionals per project
- Typically 10-15 employees report to a supervisor and 40-50 employees report to a manager



Implementation, Controls & Monitoring

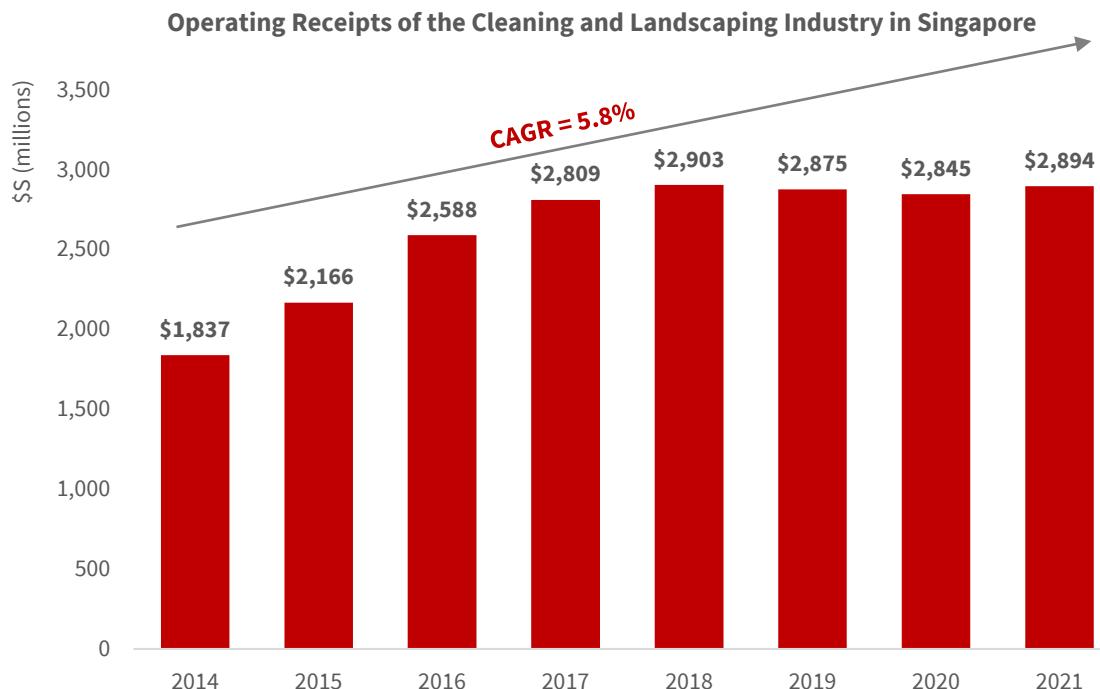
- We monitor the performance of our employees, our customers, cleaning services, and disposal of waste
- Frequent internal assessments and QEHS inspections/audits



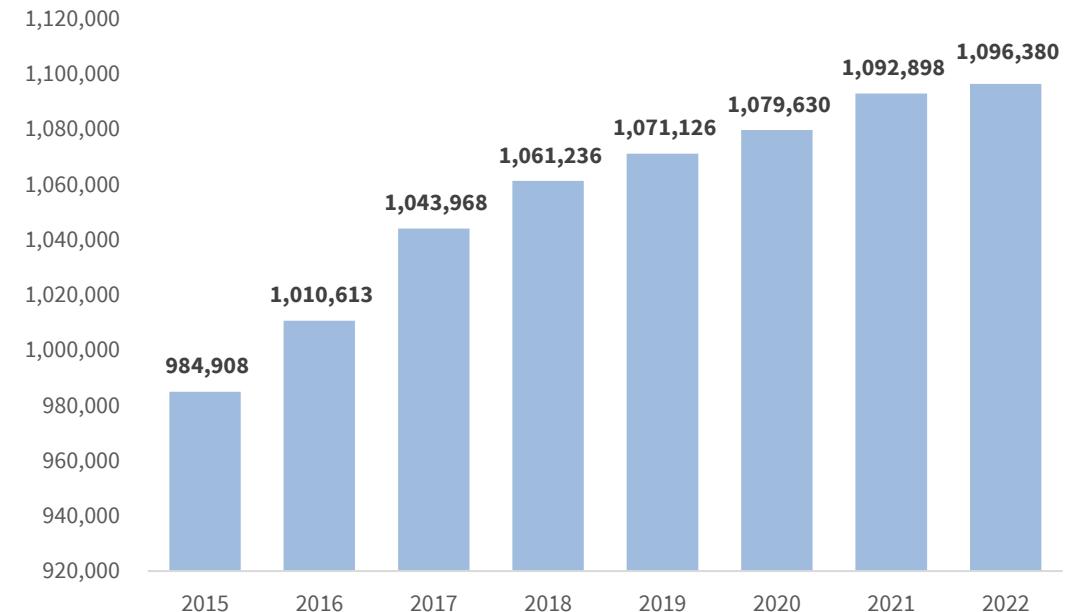
The Broader Market

Trends in the macroeconomic environment show favorable tailwinds for our industry

Cleaning & Landscaping Market Size



Public Residential Housing Units



Source: The Singapore Department of Statistics, The Housing & Development Board of Singapore

Backed by Government Support



ADOPTION OF AUTOMATED TECH TO ENHANCE PRODUCTIVITY

- The National Environmental Agency (“NEA”) rolled out the INCUBATE (INnovating and CURating Better Automation and Technologies for Environmental Services) Programme in December 2017 to **identify and tackle challenges faced by the industry with technology**
- According to the NEA, the program currently has **21 partners and has carried out 46 trials** in transport and community hubs, commercial properties and integrated attractions
- A **multi-purpose robot is developed by an INCUBATE partner**, which cleans, scrubs, broadcasts safe-distancing messages, and reports unattended bags



THE ENVIRONMENTAL ROBOTICS PROGRAM

- The **Environmental Robotics Program** seeks to catalyze the local robotics industry by providing opportunities for small and medium enterprises, institutes of higher learning, and research institutes to co-create solutions with the public sector that not only build up local expertise and experience in delivering environmental robotic solutions but also enhance the competitiveness and resilience of the cleaning service-related sectors
- Specifically, the Program aims to **develop robotic solutions** for the National Environmental Agency’s work areas including **public spaces, waste management, and pest and pollution control**



GOVERNMENT SUPPORT IN TALENT DEVELOPMENT

- The Landscape Sector Transformation Plan, launched in 2019, is a transformation plan that aims to **grow Singapore’s landscape industry up to 30% over the next 10 years** by enhancing productivity and digital transformation



Facilities Management Expansion Plan



- ✓ We intend to continue building on our comprehensive suite of facilities services to enable us to maintain our competitive edge

- ✓ To meet the Singapore government's demand to supply more parks and other spaces in the city into the future

- ✓ We plan on expanding into customer services and may also provide security services to condominiums

- ✓ Retain our L6 License for unlimited contract sizes
- ✓ Attain our M4 License for up to \$750,000 tenders

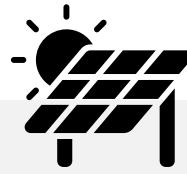
Sustainability

Primech Holdings is dedicated to sustainability, implementing eco-friendly practices to minimize environmental impact, promoting a brighter, greener & cleaner future for all



ELECTRIC VEHICLES

- We've converted all our vans from diesel to electric, **reducing our carbon emissions by 14%** as part of our contribution to saving the planet
- Powered by lithium-ion batteries and running on clean energy, our EVs help reduce greenhouse gas emissions and supports climate change mitigation
- Our building is also **equipped with two EV charging stations** to facilitate this initiative



SOLAR PANELS

- We've installed **our own solar panels**, harnessing renewable energy to reduce our carbon footprint and promote sustainability
- Our solar initiative has **reduced our reliance on the grid by 10-15%** depending on the time of year
- **In addition**, we have introduced fuel-efficient air conditioners & other fixtures such as LED lights and water taps, optimizing our energy usage
- We **monitor our solar panel performance** with a dedicated system



GREEN-LABEL CHEMICALS

- **One of our subsidiaries manufactures Green Label-certified cleaning products**, including hand soaps and cleaning fluids
- **We use these products at our HQ building and some project sites**, supporting our sustainability efforts
- **We educate our clients on the benefits of these products** and frequently suggest using them in place of more harsh chemicals when appropriate



OTHER INDIRECT EFFORTS

- Throughout our buildings, you'll find dedicated **recycling bins**
- **CleanMight CMS** enhances op-efficiency by streamlining schedules, optimizing resource allocation, and reducing unnecessary energy use
- **We utilize Tersano Sao water**, reducing the need for conventional chemical cleaners, which involve energy-intensive production and disposal processes
- Our toilet cleaning robot **Hytron 1** **utilizes electrolyzed water** reducing reliance on chemical cleaners

Our Long-Term Green Plan

We're constantly striving to enhance our commitment to sustainability alongside our partners



WE'RE DEDICATED TO LONG-TERM ECO-SOLUTIONS

- We believe integrating eco-solutions into our portfolio will not only expand our service capabilities, but also will transition our business towards a more innovative model



OUR TENDER COMMITMENT

- As part of a consortium, we were awarded a tender by the government to develop, install, and operate EV charging infrastructure in ~150 car parks across the North and Northeast regions of Singapore
- Our role in the consortium is to provide input on the infrastructure design and location selection to bid for the tenders based on areas where our current projects are located



OUR ONGOING PLANS

- We intend to continue to seek out opportunities for collaboration with technology companies to develop innovations in the areas of cleaning services and facilities management
- We have replaced a portion of our existing fleet of vehicles with electric vehicles and will continue to adopt greener resources for our cleaning needs

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 **SUNSEAP**

 **CHARGE+**

 **OYIXA**

Corporate Social Responsibility

Primech Holdings is committed to making a difference by actively volunteering, engaging in social work initiatives, and giving back to society, embodying a spirit of community service and positive social impact



CHARITY: HEARTWARE NETWORK

We donated 18,000 Diversey hand sanitizers to various grassroots organizations. The donation is part of our efforts to raise awareness of the importance of good personal hygiene.



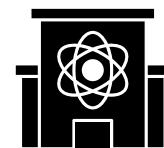
BINGO & TEA: CHITCHAT WITH THE ELDERLY

We spend quality time with the elderly, engaged in friendly games with prizes, share tea- time snacks, and delve into meaningful conversations about their life experiences, bringing joy to their afternoon.



HOME CLEANING: HELPING THE UNDERPRIVILEGED

Our company extends a helping hand to impoverished families by providing free house cleaning services, offering relief and support where it's needed most.



KidsSTOP @ THE SCIENCE CENTRE

Our team visited KidsSTOP and conducted a program for children from low-income families, attending this educational indoor playground with their parents. We had a day of fun and bonded with the families.

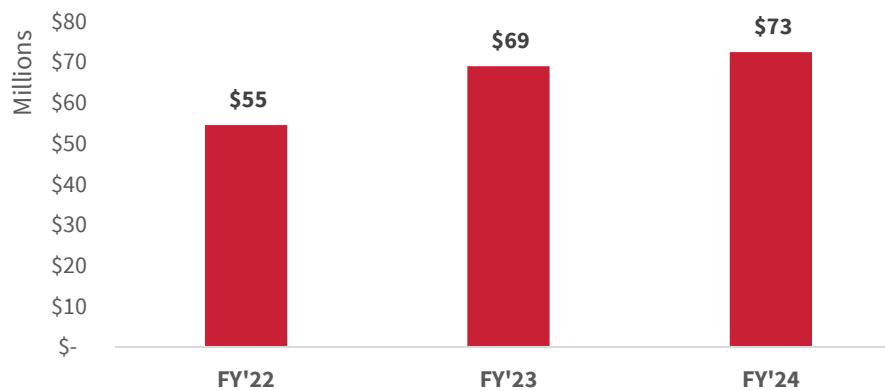


MONETARY DONATIONS: SPREADING XMAS CHEER

We donated \$1000 to 20 families, along with a Christmas lunch worth \$500 and other gifts in festive parcels for all beneficiaries who were present on the day.

Compelling Financial Profile

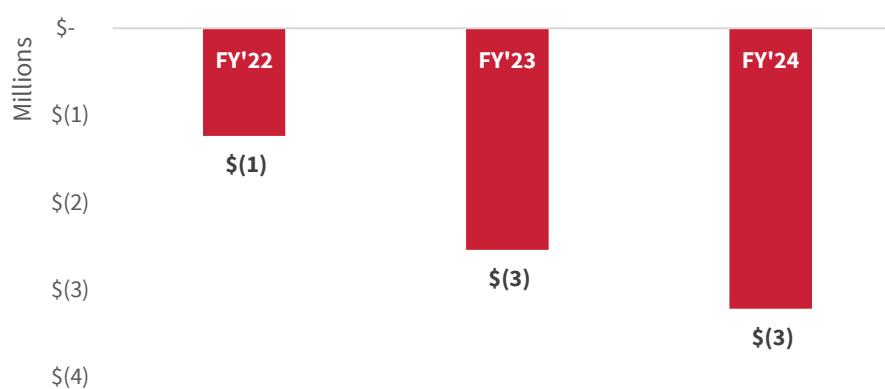
REVENUE



REVENUE MIX (FY 2024)



NET INCOME



EBITDA (based on normalized profit)



Key Takeaways

✓ Established facilities mgmt. & cleaning services provider with consistent revenues and growing EBITDA backed by positive geopolitical and macroeconomic factors

✓ Diversified revenue mix coupled with long-term customer relationships

✓ Robust corporate strategy focused on expanding our product offerings while capitalizing on AI and sustainability solutions

✓ The industry grew from S\$1.8B in 2014 to S\$3.4B in 2022, representing an 8.1% CAGR*

✓ Recent IPO raise provides capital to continue driving further growth at an aggressive pace

*Source: The Singapore Department of Statistics



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APPENDIX

Key Transactions & Milestones



2018

- Acquired Primech Services & Enrgg, A&P Maintenance as well as Acteef Cleaning



2019

- Acquired My All Services to expand into Malaysia
- Launched the "HomeHelper" application



2020

- Acquired Maint-Kleen
- Awarded the Clean Mark Gold Award
- Amalgamated to form Primech A&P
- Revamped our QEHS Management System - in compliance with ISO standards



2021

- Acquired CSG and Princeton International
- Awarded a tender as part of a consortium by the Singapore government to install and operate EV charging infrastructure in public car parks in the North and North-East regions of Singapore



2022

- Awarded two major contracts with government agencies



2023

- Initial Public Offering (IPO) and listing on Nasdaq

Management Team



HANSEL LOO

Senior Vice President

- Joined Maint-Kleen (now a subsidiary of Primech Holdings) in 2002 as a senior vice president and was appointed to executive director



YEW JIN SNG

Senior Vice President

- Served as the chief executive officer of Primech Services & Engrg Pte Ltd
- Founded Megapact Agencies/Systems Services
- Former general manager of Datacom Services
- Former systems manager of NCR Corporation (NYSE: NCR)



KIN WAI HO

CEO & Director

- Former Chairman of the board of directors and chief executive officer of Jimu Group (HKEx: 8187)
- Former independent director of Lapco Holdings Limited (HKEx: 8472)



KIT YU LEE

Chief Financial Officer

- Former chief financial officer of Fit Boxx Holdings Ltd
- Former deputy chief financial officer and financial controller of Jimu Group (HKEx: 8187)
- Former audit manager at Deloitte Touche Tohmatsu



KHAZID OMAR

Senior Vice President

- Joined Primech Services & Engrg Pte Ltd as the chief operating officer and was promoted to senior vice president of Primech Holdings
- Former director of housekeeping of Fairmont Hotel Singapore

Independent Directors



**WILLIAM
MIRECKI**

- Current managing director of Merrell Asia Pacific and over 20 years of leadership experience in Wolverine World Wide, Inc. (NYSE: WWW)
- Former regional sales manager of Pfister & Vogel Leather



**WILLIAM
YUEN**

- Chairman of the audit committee of Weidai Ltd (NYSE: WEI) with over 30 years of experience in accounting
- Current chief financial officer and company secretary of Neo Telemedia Ltd (HKEx: 8167)



**JASON
CHAN**

- Head of IT at the College of Professional & Continuing Education (CPCE) at Hong Kong Polytechnic University
- Currently serving as an independent director at various companies listed on the HKSE

PRIMECH --- **HOLDINGS**

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