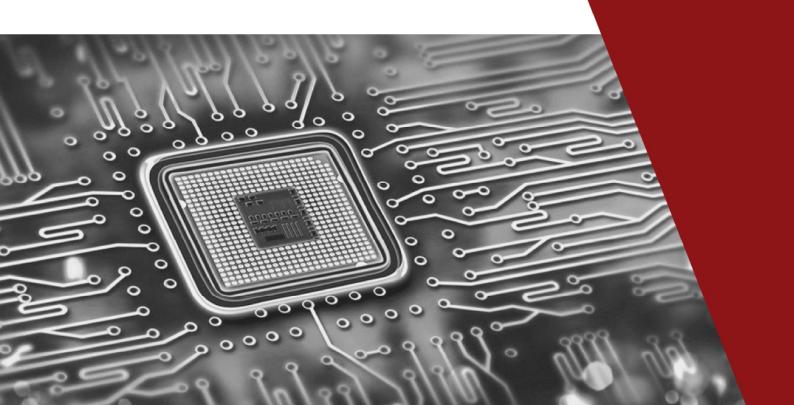


## **BUSINESS PROFILE 2021**





#### 1.0 EXECUTIVE SUMMARY

1.1 Objectives

1.2 Mission & Vision

1.3 Keys to Success

#### 2.0 COMPANY SUMMARY

- 2.1 Company Management
- 2.2 Organisation Chart
- 2.3 Company At A Glance
- 2.4 Core Competencies

#### 3.0 MAIN SERVICES AND PRODUCTS

- 3.1 Mechanical Works
- 3.2 Electrical Works
- 3.3 Process Engineering Works
- 3.4 Cleanroom Design & Build



#### 4.0 MARKET ANALYSIS SUMMARY

- 4.1 Industry Trends
- 4.2 Growth Areas Strategy

#### 5.0 STRATEGIC PROGRAMME

- 5.1 Building Capacity
- 5.2 Grow Our Core Business
- 5.3 Building Strong Client Networks
- 5.4 Developing New Technologies
- 5.5 Maintain Quality Assurance



## OUR OBJECTIVES

To continuously and successfully deliver quality work and services to our clients on time. To aid the discovery and conquering of new frontiers in their fields, to the best of our abilities.

To achieve a high level of employee satisfaction where employees are proud to represent our company in all manner of services for our clients.

To ensure no less than 100% customer satisfaction, and to provide after-sales service that surpasses industry standards.

## MISSION

To constantly push the boundaries of innovation in the high-tech industry, developing the most advanced solutions for our clients.

## TO BE AT THE FOREFRONT OF TECHNOLOGICAL ADVANCES IN THE REGION.

## VISION

To be at the pinnacle of all technological advancements in the industry, and a leading player in the field of mechanical, electrical and process engineering in the region.



## KEYS TO SUCCESS



#### **PEOPLE**

People are the assets of our company. We believe in building the company from the inside out, and that includes recognising and rewarding strong work ethic and attitude.

#### **CUSTOMER-CENTRIC**

We believe that customer satisfaction is an important key to growth. In the past years, we have built multiple client networks and will continue to establish stronger relations with our customers through top-notch, high-quality service.





#### INNOVATION

We constantly seek to conquer new frontiers in technology, offering the highest quality in our repertoire of services and products.

#### **EFFICIENCY**

We ensure to deliver work and services to our clients in a timely manner without cutting-back on quality.





## **MANAGEMENT TEAM**



#### PETER TWANG Director

Peter Twang brings his
extensive knowledge and vast
networks in the Aviation
industry to the management
team. He currently sits on
several boards and consults for
many high-key projects both
locally and overseas. Peter's
entrepreneurial spirit and
passion to lead at the forefront
of new technological
advancements, especially in the
S.E.A region bring great value
to the Company.



## BENJAMIN TWANG Managing Director

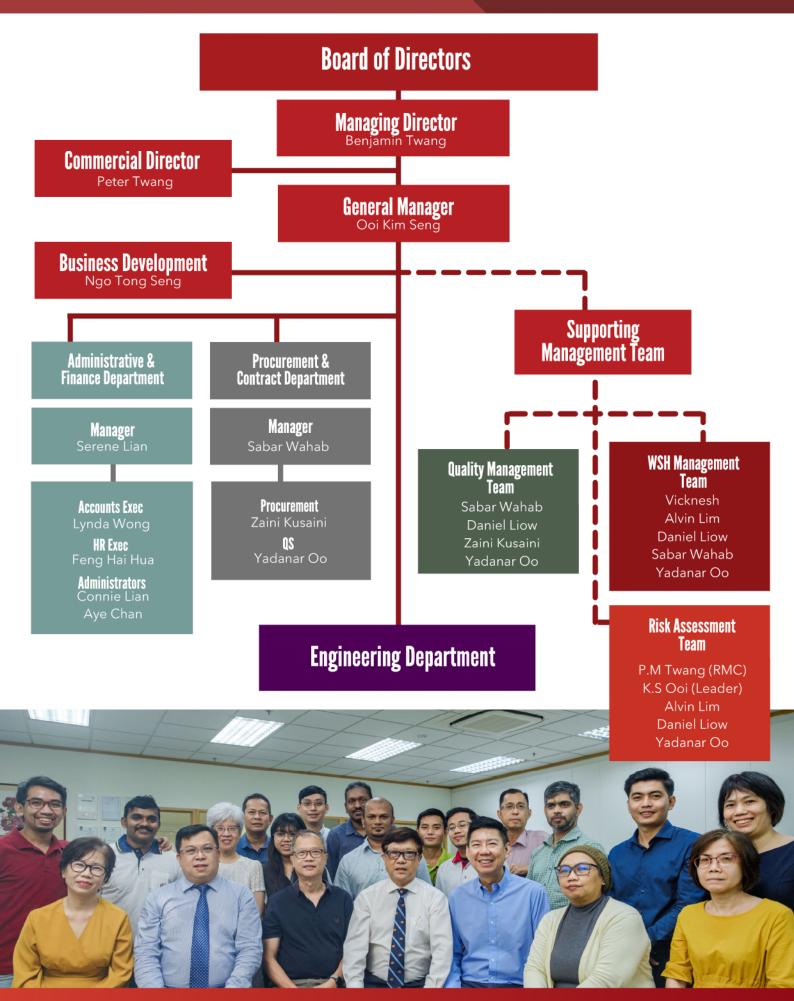
Benjamin Twang holds more
than 35 years of technical
experience in Project
Management and System
Design for a substantial scope
of services (Mechanical,
Electrical, Process Systems,
Cleanroom). As Managing
Director of Lewe for almost 30
years, Benjamin has
successfully serviced over 100
clients in the Semiconductor,
Electrical, Pharmaceutical and
Aviation Industries.



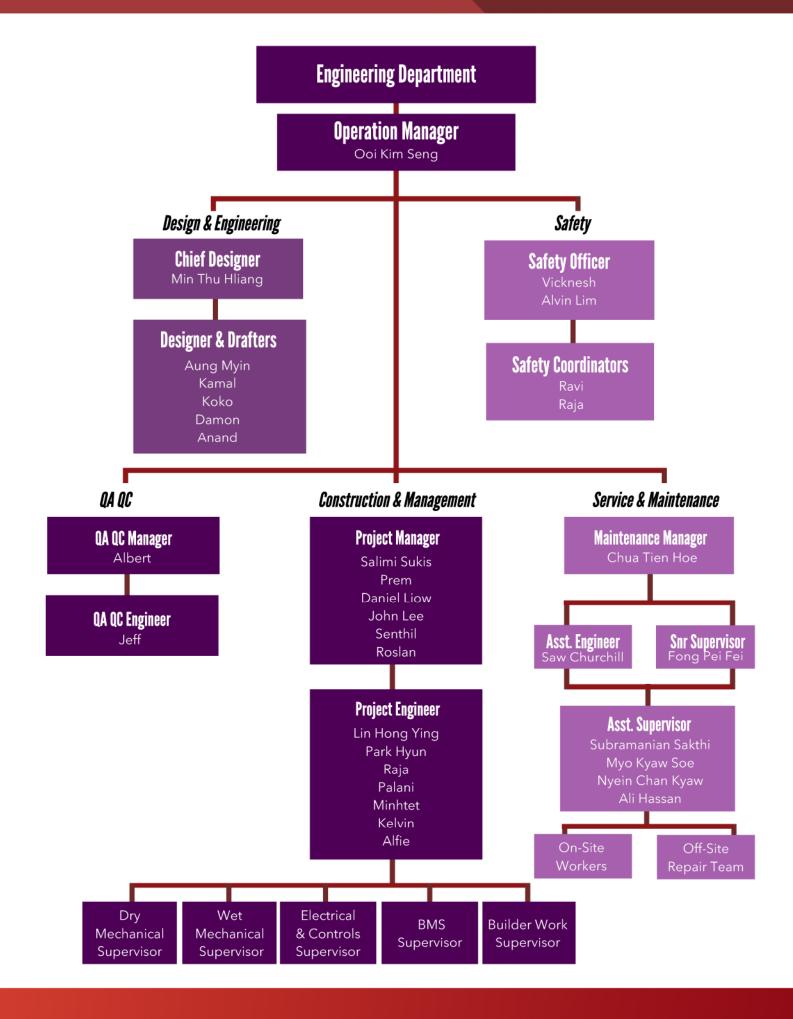
OOI KIM SENG General Manager

A mechanical engineer by training, Kim Seng has 25 years of experience in Project Management in the field. He has spearheaded several project teams to meet the most stringent fast-track project requirements including Total Facilities Base Build and Cleanroom Construction, whilst delivering best in class quality projects on time, with zero safety incident records.











#### FOUNDED IN 1985

More than 30 years of experience in supporting Semiconductor, Electronics, Pharmaceutical & Aviation Industries



60

40

20

2016 2017

2018 2019 2020

Revenues GPM/GP

#### PAST YEARS' PERFORMANCE

We maintained healthy gross profit margins and revenue numbers despite the global pandemic in 2020





## OUR GEOGRAPHICAL PRESENCE



We have overseas partnerships situated across Asia



1 LEWE ENGINEERING PTE LTD 35 TANNERY ROAD SINGAPORE SPRINT GATE ENGINEERING SDN BHD JOHOR & PENANG, MALAYSIA







## END-TO-END SOLUTIONS PROVIDER

We provide the full
Engineering, Procurement,
Construction and Management
for the entire project



#### **IN-HOUSE TEAMS**

We have a strong, qualified & experienced In-House Design & Engineering Team, led by a forward-looking Management Team



#### CLIENT-TRUSTED

We have built strong networks, and partnerships and worked closely with many reputable companies and their stream of referrals



## PRODUCTS & SERVICES

## MECHANICAL WORKS

Air Conditioning System

Mechanical Ventilation System

Car Park Exhaust System

Engineered Smoke Exhaust System

Fire Protection System

Plumbing & Sanitary System

Building Management System

The Mechanical Works segment is the largest of our business segments, making 34% of total sales.

Our core competency lies in delivering fully automated turnkey solutions to our clients who require quick and comprehensive solutions for their industrial needs.





## ELECTRICAL WORKS

We have engineering capabilities and experience that span across small-scale projects to large-scale ones.

Our electrical and instrumentation designs offer cost-effective solutions for offices, factory and warehouse set-ups.



## PROCESS ENGINEERING WORKS

Compressed Air System
Nitrogen System
Vacuum System
Process Drain System
Waste Water Treatment
Process Cooling Water System
Process Exhaust System
Ultra Pure Water System
Special Gas System

Our teams bring the specific expertise and skills to solve the complexities of various engineering processes.

# Builder Works Filtration System Make Up Air System Temperature, RH, Pressure, Air Flow Control System Cooling System Tools Hook-up

## CLEANROOM DESIGN & BUILD

Our Cleanroom Engineering provides the most cost-effective and time-sensitive solutions in Clean Room and Controlled Environment set-ups in the industry.

These solutions are in strict compliance with ISO standards, meeting even the most stringent requirements for Cleanroom designs.



## INDUSTRY TRENDS

Global megatrends that shape the future especially in the arena of digital transformation have resulted in macro-trends such as the Internet of Things (IOT), artificial intelligence (AI), big data and Industry 4.0.

These macro-trends are all growth drivers for the semiconductor industry, for digital transformation drives the demand for logic and memory & micro chips in a disproportionate number of industries: telecommunication, electronics and autonomous machinery and vehicles to name a few.

Having set a strong footprint in the semiconductor industry, LEWE is poised to benefit from the business opportunities that arise from the demands and needs for increased data capacity, storage and usage.



We have existing strong networks with clients in booming high-tech industries.



Relevant Megatrends Demographic & Social change

**Climate change** & scarce resources

**Digital** transformation

Growth **Areas** 

Growth

**Drivers** 

#### **Energy Efficiency**

**Mobility** 

**IoT & Big Data** 









- Power generation from renewable energy sources
- Energy transfer
- Energy storage
- Usage of electricity
- Electro-mobility
- Charging infrastructure for electro-mobility
- Safe automated driving
- Passenger and freight transport
- Artificial intelligence
- Cloud-computing
- Collaborative robots
- Smart homes
- Data centres & storage
- Mobile communications

Local **Initiatives**  Long-term Low **Emissions** Development Strategy

- Smart Mobility 2030
- Sustainable Blueprint Singapore
- Accelerated Nationwide digitalisation efforts (SG: Digital)

**Profiting Segments**  Solar energy, Energy-efficient system-level solutions (across industries), Green buildings

**Automotive, Industrial Power** Control, Power & Sensor Systems, Electric vehicles

Secure Smart Systems, Digital infrastructure & **Data platforms** 

**LEWE IS POISED TO** 

**BENEFIT** FROM THE

**BUSINESS OPPORTUNITIES** 

**ARISING FROM THESE INDUSTRY TRENDS** 





## STRATEGIC PROGRAMME

Lewe continues to pursue its strategic goals over the medium to long term horizon. Our medium-term (3 to 5 year) financial target is to raise sales to \$\$69m (historical 5-year avg: \$24m) and achieve a net profit margin from operations of 4.0% (historical 5-year avg: 2%)

We are working towards these specific initiatives to achieve our strategic goals:

1 Building capacity

We plan to recruit more engineers to extend our reach and capabilities in the region. We will develop and roll out robust training programs for our employees to continue growing in service excellence and technical abilities. We aim to digitalise workflows in our operational and administrative processes to stay technologically relevant and efficient.

2

## Grow our core business

We plan to leverage our strengths in mechanical, electrical and process engineering works by continuously delivering topnotch solutions. We aim to consistently hit 100% customer satisfaction and further strengthen by promptly diagnosing their needs and partnering them at the onset in order to plan, deliver and follow up on every project.





#### **Building strong** client networks

Besides working with consultants and architects, we also work directly with end customers, which has been a high-revenue generator over the past few years.

#### SEMICONDUCTOR INDUSTRY





















#### DISK-DRIVE INDUSTRY





#### PHARMACEUTICAL & BIOSCIENCE INDUSTRY







#### **AVIATION INDUSTRY**





#### MANUFACTURING / ELECTRONICS / SOLAR INDUSTRY









Many firms in the semiconductor industry have engaged us for end-to-end EPCM solutions.

We plan to strengthen and expand our existing client networks, especially in the semiconductor industry, where our expertise lie.

We will build even stronger and strategic connections with these companies, in order to supply solutions for all their MEP & Cleanroom requirements.



Developing new technologies

In lieu of the green movement, we are consistently on the lookout for frontline developments in the field, to improve our product offerings.

We keep abreast of the latest MEP and Cleanroom Technologies and continually develop new ones such

- High-tech Cleanroom Designs - Energy-Efficient Systems (HVAC system) - Heat Recovery System



### **Maintain Quality Assurance**

We will maintain our strict adherence to quality assurance by continually improving on the effectiveness of our Quality Management System



ISO 9001: Quality Management System

ISO 45001: Health Safety Management System

BIZSAFE STAR : Workplace Safety & Health



35 Tannery Road, Ruby Industrial Complex, Tannery Block #11-05, Singapore 347740



lewe@lewe.com.sg



+65 6744 4363



www.lewe.com.sg