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- Riverstone Holdings Limited -  
Result 2010

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# Agenda

- Overview of Riverstone
- Our Competitive Strengths
- Our Track Record
- 2010 Update
- Earnings Drivers and Outlook





***Riverstone is  
a leading manufacturer of  
High-Tech Cleanroom  
and  
Healthcare Gloves***

***OUR VISION***

***To stay as the global leader in the manufacturing  
of Cleanroom and Healthcare consumables***



# Riverstone

## - An Integrated Cleanroom Supplier -



### Manufactured Products

### Source & Market



#### Products

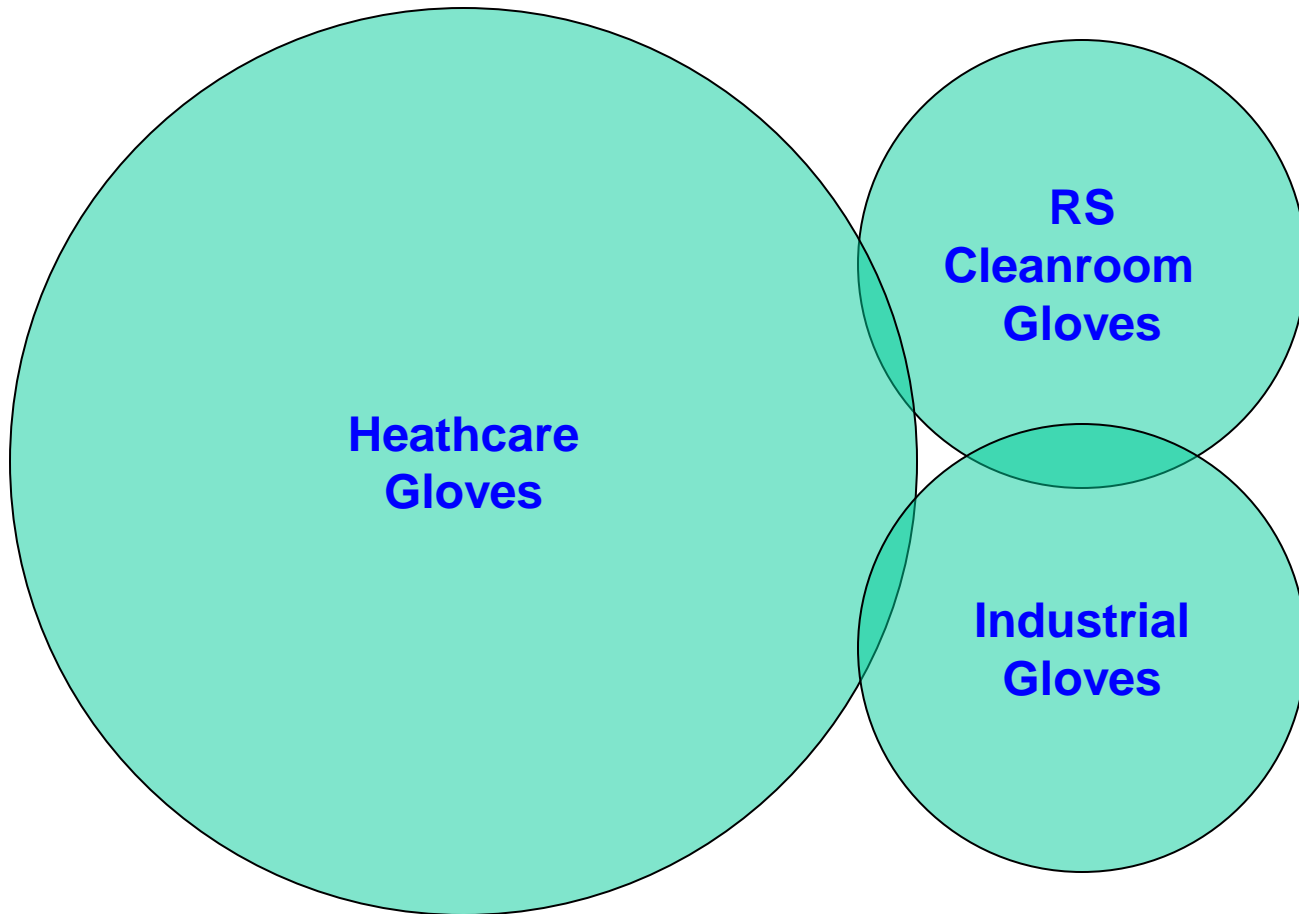
- Nitrile gloves
- Natural rubber gloves
- Other cleanroom consumables
  - Finger cots
  - Packaging materials
  - Facemasks

#### Products

- Other cleanroom consumables
  - Face pouches
  - Hoods, Caps
  - Jumpsuits
  - Shoe covers
  - Critical task wipes
  - Swabs



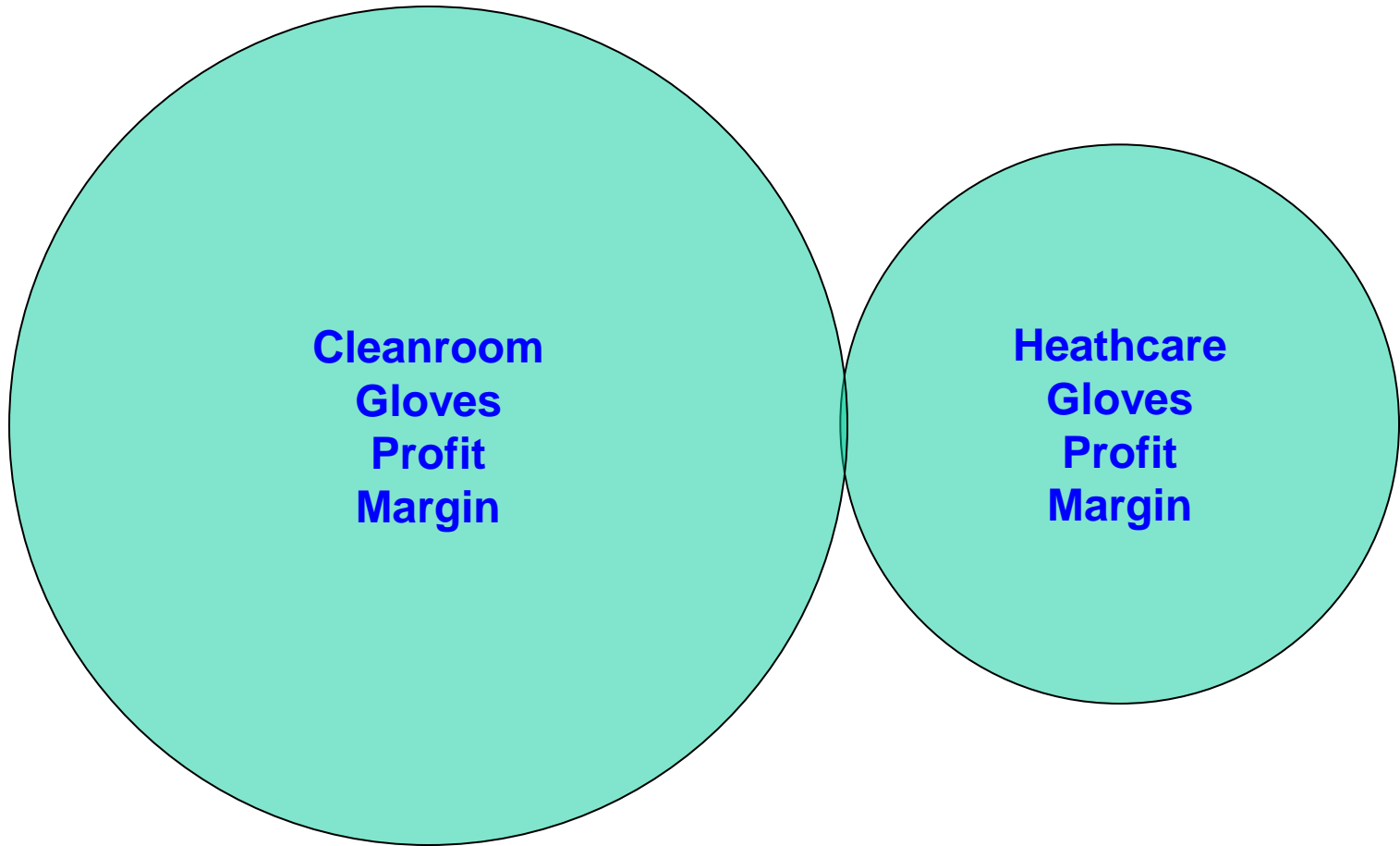
# Our Market Position



**Riverstone is the company that focuses on High-tech cleanroom gloves**



# Our Market Position



**Riverstone is the company that focuses on High-tech cleanroom gloves**





# Our Manufacturing Facilities



- **Integrated manufacturing operations**

- ❖ Malaysia (3), Thailand (1), China (1)
- ❖ Internationally NEBB certified class 10 & class 100 cleanroom facilities
- ❖ ISO 9000 and ISO 14000 certification

- **Annual Capacity as at 31<sup>st</sup> Dec 2010**

- ❖ 1.8 billion gloves
- ❖ More than 600 million pieces of finger cots
- ❖ More than 1,500 tonnes of cleanroom packaging materials
- ❖ Over 40 million pieces of face masks



**Malaysia Plant in Bukit Beruntung, Selangor**

**Thailand Plant**



**China Plant**





# Product Mix

Product	Revenue contribution	Remark
Cleanroom Gloves	80.26%	<ol style="list-style-type: none"><li>Cleanroom glove<ul style="list-style-type: none"><li>- Nitrile 12.5%</li><li>- Latex</li><li>- PVC 40%</li><li>- Cotton</li></ul></li><li>Market Value = USD 1 billion</li></ol>
Healthcare Gloves	13.88%	Annual global consumption – 145 billion pieces Annual growth rate: 8-10% Current RS production – 0.2% of global consumption. Room to grow.
Other CR consumables	5.86%	Good potential to grow with new facilities Esp. Cleanroom packaging bags



# The Industries We Serve In Cleanroom

\* 80.6% of our Business:

- High-Tech Electronics Manufacturing
  - Hard Disk Drives
  - Semiconductors
  - LCD
  - External Storage Devices
  - Consumer Electronic Devices
  
- Medical Devices Manufacturing
- Automobile
- Pharmaceutical
- Aerospace
- Laboratory and Research



# Riverstone's Niche In Healthcare Gloves

## \* 13.8% of our Business

- Highly customised segments in the healthcare industry, for example:
- Procedure gloves - for superior barrier protection,
- High-risk gloves - for better protection in carrying out high risk, hazardous tasks,
- Hand specific gloves – for providing more comfort and better fitting,
- Dental gloves – higher priced products and
- Accelerator-free gloves - to minimise type IV allergic reaction.



# We Are Different



Riverstone	Other Gloves Manufacturers
<b>Cleanroom Gloves</b>	
Highly customized	Mass Volume Standardized Products
Higher Barrier of Entry 1) 3 processes 2) Qualification processes take long time 3) Spec depends on functionality	Comparatively Lower Barrier of Entry 1) 1 process
Own Brand and Deal mainly Directly With End Users	Mainly OEM
High-Tech Value Added To Products (we provide ESD and contamination solution for our customers)	
Innovative product development to meet customers' requirements (meet customer product life cycle requirement)	
Flexible Production Lines To Meet Changing Demands	
Sterile Gloves For Cleanroom and Pharmaceutical Manufacturing Applications	
<b>Healthcare Gloves</b>	
Premium gloves - Accelerator-Free Gloves <ul style="list-style-type: none"> <li>- Procedure Gloves</li> <li>- Hand Specific Gloves</li> <li>- Sterile product.</li> </ul>	



# Our products are exported worldwide



## Exported to :

- Europe
- Mexico
- US
- Canada
- Singapore
- Malaysia
- Indonesia
- Thailand
- Philippines
- Vietnam
- PRC, Hong Kong
- Japan
- Korea
- Taiwan
- India

## Network of international sales offices:

- Singapore
- Malaysia
- Thailand
- Philippines
- PRC
- US



# ***Our Competitive Strengths***



# Our Competitive Strengths

## Manufacturing Flexibility and Products Customization

- Flexible manufacturing facilities
- Customisation is a key strength

## Strong Relationships with Customers

- Sell direct to end-users for cleanroom gloves (mainly)- quick response time; good rapport, obtain earlier information on new product requirements.
- Collaborate with customers on R&D and new products development.





# Our Competitive Strengths

## Strong R&D Capabilities

- Pioneered nitrile gloves manufacturing in Malaysia
- Dedicated 20-men R&D team to develop customised solutions

## High Quality Control and Production Standards

- Integrated manufacturing facilities
- ISO9001:2000 and ISO 14001:2004 certified
- Advanced lab testing facilities certified by customers



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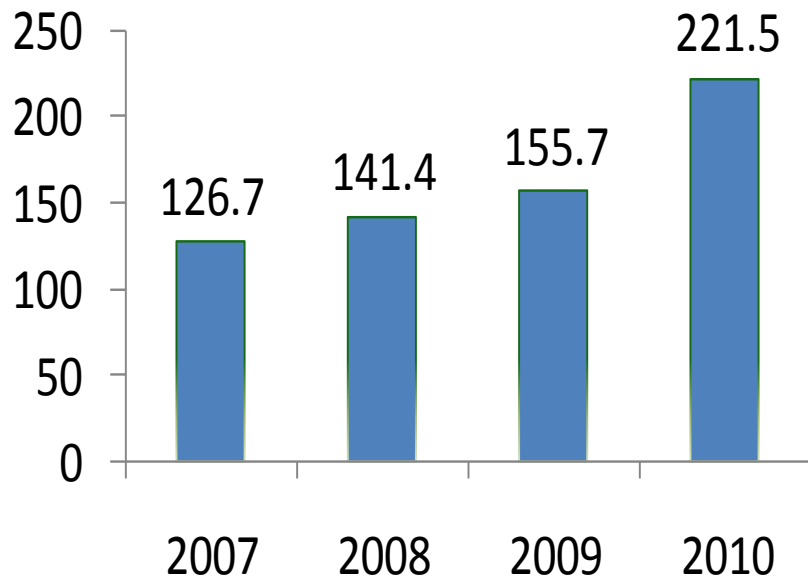
# ***Financial Performance 2010***



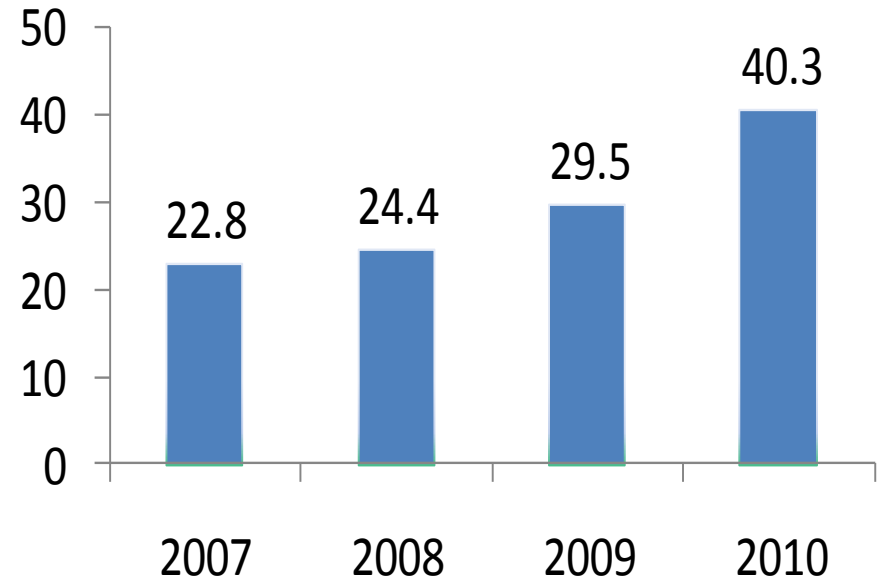
# Behind 2010 Performance



## Revenue (in RM millions)



## Net Profit (RM millions)



# Quarter to Quarter (Revenue)

Year	4 <sup>th</sup> Q	3 <sup>th</sup> Q	2 <sup>nd</sup> Q	1 <sup>st</sup> Q	Total
2009	47.4	44.8	37.7	25.8	155.7
2010	60.4	54.7	54.0	52.8	221.9



# Quarter to Quarter (Net Profit)

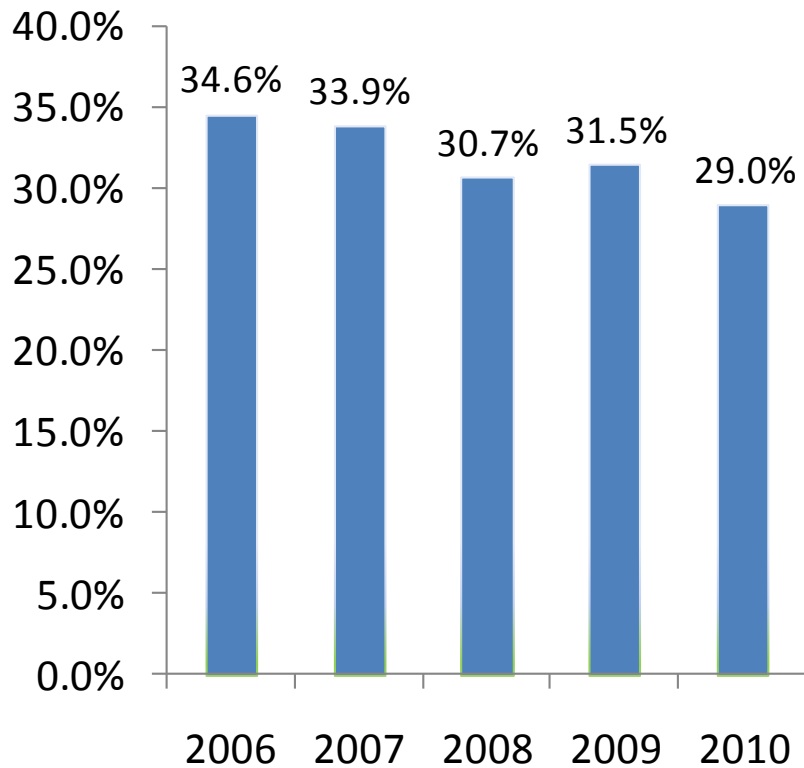
Year	4 <sup>th</sup> Q	3 <sup>th</sup> Q	2 <sup>nd</sup> Q	1 <sup>st</sup> Q	Total
2009	11.03	9.92	7.28	2.10	30.33
2010	10.28	9.92	9.67	10.5	40.37



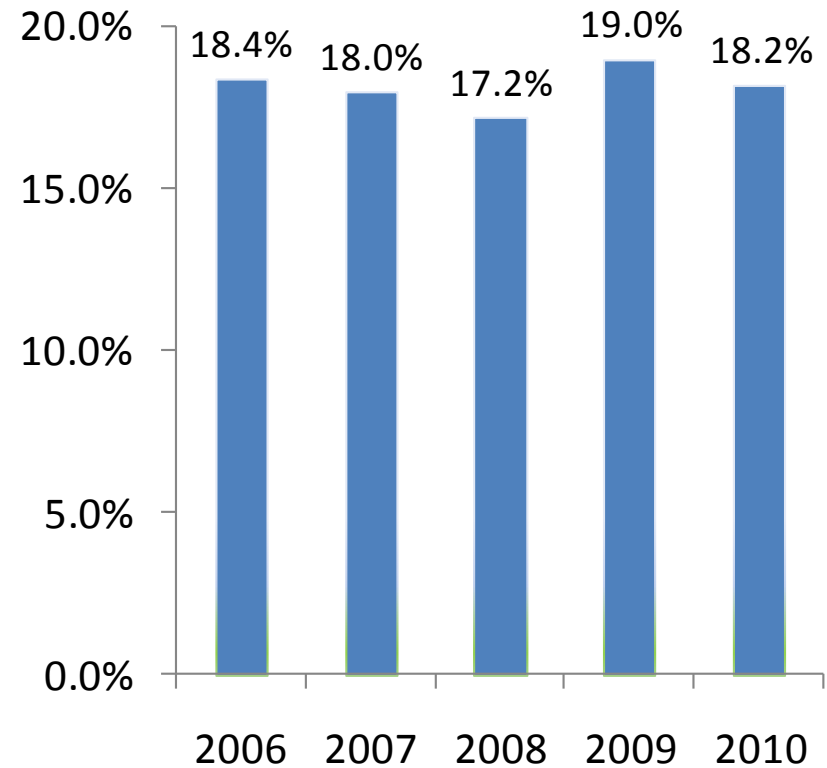
# Steady Margins



## GP Margin



## NP Margin



# Product Mix 2010

Based on quantity

		Total
CR Nitrile	61.9%	77.2%
CR Latex	15.3%	
Medical Nitrile	22.6%	22.8%
Medical Latex	0.2%	





# Capacity For 2011

2007	2008	2009	2010	2011
780	900	1100	1800 (1300)	2300 (1900) 50% CR 50% Medical

# Expansion Plan

Phase I - Complete	2 double 3 single in 2010.
Phase II -	2 double 2 single in July 2011.
Phase III -	Bukit Beruntung New Site / Location (2012)

# We believe in paying dividends!

	2006	2007	2008	2009	2010	
					Interim	Final recommended
Dividend Per Share (sen)	2.6	3.3	3.6	5.3	2.2	3.7



# *Earnings Drivers and Outlook*



# Earnings Drivers



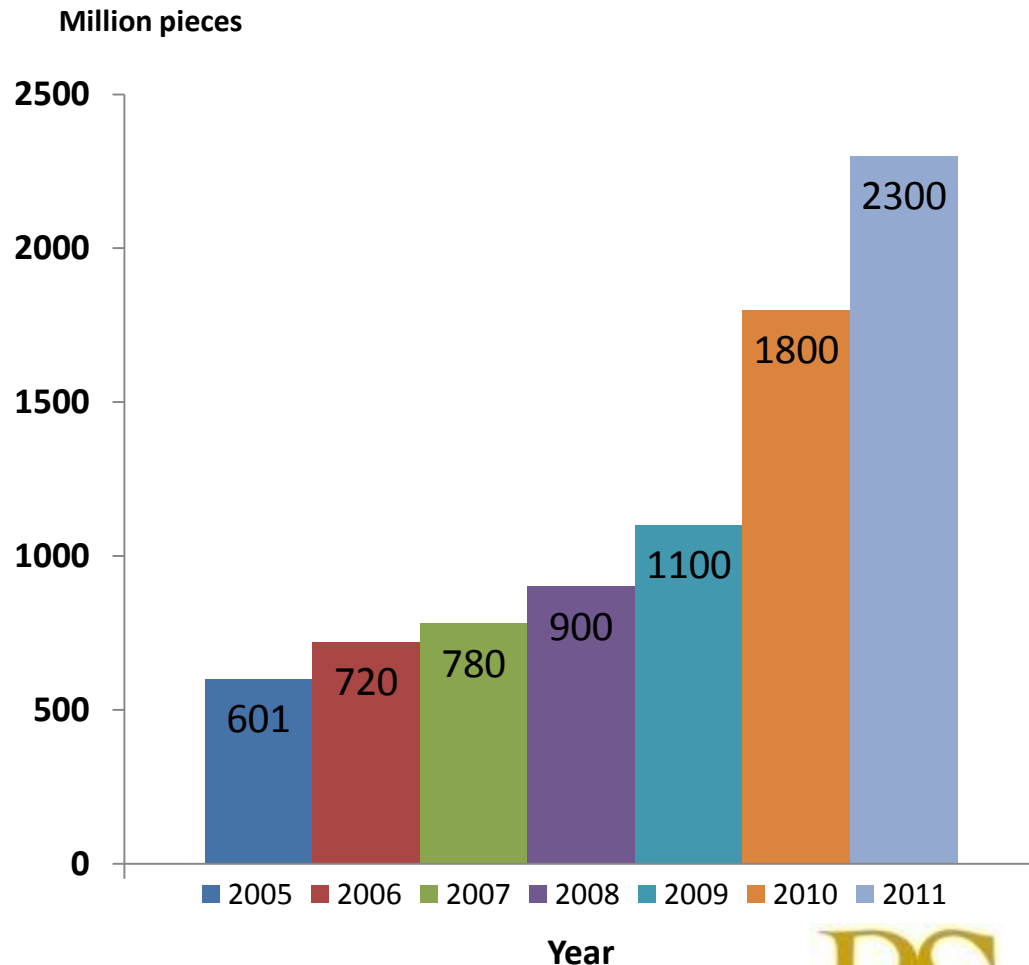
## Cleanroom Glove Sector

- Sustained demand from HDD & semiconductor customers.
- Gained new customers in Japan, Korea & US.
- Gained market share in pharmaceutical Industry.

## Healthcare Glove Sector

- Established market niche in premium healthcare gloves.
- Growing demand for customised solutions.

## Production Capacity of gloves at the end of each year (million pieces)





**RIVERSTONE HOLDINGS LIMITED**

***Thank You***

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