



COMMITMENT

FOCUS

INTEGRITY

OUR SINCERE APPRECIATION *New Year Message from CEO Davies Teo*



As we herald in Year 2020, it is most opportune at this special time on our corporate calendar to reflect on our past year's performance and express our sincere appreciation to our highly dedicated E-TECH team and valuable & loyal clients for their unwavering support and feed-back. Year 2019 had been a most fruitful, memorable and productive one as we grow the E-TECH brand.

In 2019, we also marked many new milestones. We launched our new corporate web-site (www.e-tech.com.sg), introduced our first-ever company marketing video, rolled out our quarterly Corporate newsletter, "E-TIMES", announced our new company slogan (tag line) – "Beyond 30 years of Excellence", and produced our very own 2020 Desk-top Calendar, featuring our "one-stop" service offerings and staff members as models for this marketing initiative. We thought it would serve us well by putting a face to a name for our front-line and back-end support employees. Through our aggressive branding efforts, we aim to consolidate our position as a progressive M&E company and increase our customer out-reach and market potential.

In 2019, E-TECH won not one but two highly coveted awards. In July, we won the SBR National Business "Building Services & Facilities" Award 2019. We won this special award for the adoption of IT innovation and digital solutions such as the TaskHub Enterprise Resource Planning (ERP) System and the SkyFY Vehicle Tracking system, amongst others. This much respected award, conferred by the prestigious Singapore Business Review magazine (SBR), is in recognition and acknowledgement of enterprising companies who strive to innovate amidst the uncertainties on both the local and global markets and excelled despite market challenges and rising competition.

On 3 November 2019, E-TECH was in the limelight again when we were awarded the prestigious Singapore Prestige Brand Award (SPBA) - Established Brand Award 2019 organized by Lianhe Zaobao and ASME. This award, presented by Mr Ng Chee Meng, Minister, Prime Minister's Office, recognizes and honors brands that have become established household names in the branding journey and serves as a yardstick to becoming sterling brand names to fuel their expansion plans abroad

In the third quarter of 2019, E-TECH inked an agreement with PANASONIC to be their dealer for their special LED Ceiling lighting system. This speaks volume of the confidence a global giant has in E-TECH. A few months later, PANASONIC appointed E-TECH as the dealer for their MV Fan as well. During this period, we also successfully attained the Singapore Trademark (TM) Registration Certification from IPOS (Intellectual Property Office of Singapore). This much needed "shot in the arm" will help to herald our foray into developing and owning product brands and intellectual properties (IP) to accelerate our growth, spreading our regional and international foot-prints. In addition, E-TECH was one of the key sponsors of the first-ever Association of Strata Managers (ASM) Gala Dinner held at the Grand Hyatt Ballroom on 16 November 2019.

2019 had been a trying, challenging but highly gratifying year for E-TECH. With the experience and operational insights gained, we look ahead with optimism and anticipation of greater things to come. I take this opportunity to thank the management and staff of E-TECH for their dedication and commitment, and business partners, stakeholders and friends for their unwavering support, guidance and advice.

My sincere thanks to all. May 2020 bring more impressive results for E-TECH Building Services Pte Ltd and our business partners.

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**E-TECH wishes all Employees, Clients
and Business Associates a HAPPY 2020 &
PROSPEROUS LUNAR NEW YEAR**

E-TECH WINS SPBA ESTABLISHED BRAND AWARD 2019 “PRIDE & JUBILATION”

E-TECH created history in succession on 3 November 2019 when our company was honored with another important award – the Singapore Prestige Brand Established Brand Award 2019 at the 18th edition of SPBA AWARDS 2019. It was in deed a special night for E-TECH. A night of jubilation and celebration as our CEO Mr. Davies Teo marched briskly onto the stage at Ritz-Carlton Millennium Hotel to receive the prestigious award Trophy from Mr. Ng Chee Meng, Minister, Prime Minister’s Office. With this win, E-TECH Building Services Pte Ltd marked yet another proud milestone as the company closed in on its 29th year of operations.

Celebrating 18 years of advocating local brands excellence, “SINGAPORE PRESTIGE BRAND AWARD (SPBA) is an initiative by the Association of Small & Medium Enterprises (ASME) and the popular Chinese Daily LIANHE ZAOBAO that promotes and showcases business luminaries in Singapore who stay on the forefront of branding. Their vision is to showcase business leaders at different stages of their branding journey and the achievement of new milestone in branding excellence.

The Teo family, represented by the four Teo siblings (Davies, Richard, Shirley & Cheryl) and their parents (Founder Victor Teo Ah Lai & wife Lim Poh Keow) came to the Gala Dinner in full force, supported by their two daughters-in-law Sharon Yee and Vivian Tan. This Award SPBA Award Presentation Gala Dinner is well attended by corporate honchos and captains of industries and joining E-TECH to celebrate and share the joyous occasion were the company’s two Senior executives, Arthur Koo (Director of Sales & Operations) and Adrian Loo (Director Corporate & Marketing Communications).

Wining this prestigious brand award on our first attempt, our CEO Mr. Davies Teo attributed the success to a well conceived, strategized and presented overall branding proposal coupled with a strong service delivery team who is totally committed to living up to our brand promises and reputation. Going forward, the company is motivated to grow the brand on the international platform and bring it to a higher plane of recognition, with the ultimate view of an IPO listing on the Singapore Exchange.



MEDIA COVERAGE IN LIANHE ZAOBAO



In conjunction with the SPBA Awards Presentation Ceremony, Singapore Press Holdings published an impressive 24 pages Press supplement in the Chinese daily Lianhe Zaobao to honor the Winners.

E-TECH was featured in the Press Supplement and the story angle was on how we transformed ourselves from a 3-men operation into a fully integrated M&E company boasting a workforce of 180 people today. Our CEO Davies Teo spoke about taking over the reins from his father Victor Teo (E-TECH Founder) in the early 2000s and his determination and conviction in turning an ailing company into a thriving business with his siblings.

Davies Teo also talked about E-TECH's business strategies, including the aggressive adoption of innovation and digitalization to increase productivity and market share. The story also touched on E-TECH's aspiration in bringing the company brand to a higher plateau of industry visibility and the ultimate aim of preparing the company for an IPO listing on the Singapore Exchange (SGX).

TRADE MARK REGISTRATION

As E-TECH expands, we are mindful to protect our brand, particularly when it comes to going regional in the near future. On home ground we also need to safeguard from unfair representation from competitors. In this connection, E-TECH Building Services Pte Ltd successfully applied for a Trademark Registration from IPOS (Intellectual Property Office of Singapore). Issued by the Registry of Trade Marks Intellectual Property of Singapore, our Trade Mark Registration Certification is good for 10 years from 7 March 2019 to 7 March 2029.

Our Trade Mark is now a valuable company asset, protecting our company name and brand in Singapore which clearly distinguish us in our trade.



E-TECH **APPOINTED DEALER FOR PANASONIC MV FAN**



Following the success of our dealership for PANASONIC LED Lighting, E-TECH has been appointed once again as the Dealer for PANASONIC MV (Mechanical Ventilation) Fan.

There is a huge market potential for this product as more underground projects are coming on stream in Singapore. Tunnels for our rail transportation network, underground malls & commercial projects, underground/confined link ways & passages and underground storage complexes are all in need of air ventilation systems. E-TECH, with our vast experience in installing MV fans in various sites will be well positioned to market and promote the use of PANASONIC MV fans.

Our working and business relationship is strengthening by the day and PANASONIC's confidence in our ability and capability to fully exploit the market potential of their MV fans pave the way for more collaborations in the future.



E-TECH'S **PRESENCE AT ASM INAUGURAL GALA DINNER**

E-TECH was one of the key sponsors of the inaugural Gala Dinner of The Association of Strata Managers (ASM) which made its debut on 16 November 2019 at the Hyatt Grand Ballroom. It was a night of pomp and pageantry attended by well over 200 important representatives of the Strata Managers fraternity and associated business partners.

E-TECH had the privilege of making good contacts at the event and building stronger rapport with many Strata Managers and the business community.



COMPANY RETREAT 2019

As part of E-TECH's on-going team spirits building and bonding exercise, an annual Company Retreat was organized over two days on 27 & 28 October 2019. Coinciding with Deepavali Festival, the corporate outing was to reward staff for the hard work and contribution and in celebration of the long festive week-end.

Some 70 Management and staff (including Directors, Senior Managers and a large number of technicians) congregated at Pasir Ris Park on the first day for a morning of physical activities which focused on work attitudes, commitment and team spirits put together by a Professional Event Organizer . In the Amazing Race segment, it was heartening to see the commanderies of field and office staff as they rallied and pitted against the competing teams in an effort to win and succeed. In spite of the blazing heat, there was an apparent air of joyful participation.

A 10-course Chinese lunch was served at Ban Heng @ Pasir Ris Restaurant where E-TECH Corporate video was screened and Founder Victor Teo gave a speech of appreciation and encouragement. The afternoon session was in-door games at Aranda Country Club where the teams continued on the bonding activities. The winning Team, led by Business Development Manager Jenson Luo emerged overall winner for the day

Dinner was held at the popular MAN LE Hot Pot Restaurant where E-TECH employees relished on a fantastic spread of fresh sea food, meats, vegetables, cooked food, desserts, fruits and a wide variety of sweet and savory delicacies. A good number of staff stayed overnight at Aranda Country Club and enjoyed a splendid time at Wild Wild Wet @ Downtown East the next day. WHAT A GREAT BONDING EVENT IT WAS !!!!



FOUNDER **VICTOR TEO – PRESIDENT OF TIMA**

Founder of E-TECH, Victor Teo was beaming with pride and joy as Tampines Industrial Manufacturers' Association (TIMA) celebrated its 27th Anniversary at Ban Heng @ Harbourfront Restaurant on Saturday, 19 October 2019. As the President of the Association for numerous years now, he helps Association Members explore new trade opportunities and scale new heights in their business horizons.



Victor was already the Association President as early as 1997 before he left Singapore for The Philippines in 2000s to build a business empire there, operating restaurants, petrol stations, motels and supermarket. He resumes the role of President of the association when he returned early in this decade.

At the 27th Anniversary celebration Gala Dinner, the turnout was well over 1,000 people reflecting the strong support for the Association. The night was graced by Ms Jessica Tan Soon Neo, Member of Parliament for East Coast GRC (Changi Semei) and Honorary Advisor to Tampines Industrial Manufacturers' Association. A man of multi talents and great PR skills, he gamely went on stage and belted a popular Hokkien song "Must Strive In Order To Succeed" accompanied by the event's host and female entertainer/singer. What a memorable night it was !

E-TECH **EXPANDS CORPORATE OFFICE**

With the continued support of our loyal and appreciative clients, our volume of contracts and projects have surged significantly in recent years. Correspondingly, our work force has also rapidly multiplied. As such, it becomes necessary for E-TECH to expand our Corporate office to accommodate the change.

Additional office space was acquired on the 7th floor of our existing building and we now occupy Level 7 & Level 8 of Communications Techno Centre. The Central Office is now located on Level 7 and some space freed on Level 8 is being used as PANASONIC LED Lighting Showroom which E-TECH is an official Dealer.

Our enlarged premises pave the way for greater efficiency, professionalism and better business/operational control . Hopefully it will also help us to take on more important and bigger contracts and serve our customers more productively.



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