



COMMITMENT

FOCUS

INTEGRITY

MESSAGE FROM CEO

With nearly 30 years of building blocks in our corporate history, E-TECH Building Services Pte Ltd has finally come of age. We started as a small outfit in 1990 operating out of a tiny workshop cum office with only 3 men. Today, E-TECH has steadily grown into a leading M&E player powered by 150 full-time employees, serving a wide spectrum of local and international brand name clients.

I am particularly pleased to launch the inaugural issue of our E-TECH's quarterly newsletter, "E-TIMES" - aptly named to reflect our team's pledge to uphold E-TECH's core values of Commitment, Focus and Integrity in areas pertaining our client service delivery, staff advancement commitment and corporate social responsibility initiatives.

Leveraging on the continuous and unwavering support of customers, business partners and our staff, we have been able to grow from strength to strength, and by the end of our current fiscal year, we expect to hit the \$10 million mark in sales turnover. Since our inception, we have gained much industry's acceptance and recognition. We have attained all the pertinent industry and trade certifications, accreditations and awards to take on major Government assignments and mammoth commercial contracts. We will continue to post new milestones as these are vital indicators of our total commitment to the pursuit of service excellence.

In line with our corporate mission, our long-term aim is to build E-TECH brand into a leading M&E company and contribute towards a more dynamic, enterprising and innovative building rejuvenation and maintenance landscape in Singapore and increase our value chain. In spite of the challenges in the new economy, we will continue to improve through greater adoption of digitalization and innovation, grow our business sectors and provide better career opportunities for our employees.

I would like to take this opportunity to express my deep appreciation to all my team players, especially the Operations Group (Managers, Team leaders, Engineers & Technicians), Support Team and Management Staff for their dedication and hard work, without which we would not been able to scale new heights and achieve significant milestones.

In this inaugural issue of our newsletter "E-TIMES", I take this opportunity to wish all our business partners, associates, employees and friends, all good tidings in 2019 and the years ahead. We also welcome your comments and suggestions to make this publication a more interesting, exciting and informative communication channel between management and staff of E-TECH and our valued business partners and friends.

Thank you.

Davies Teo



Davies Teo

Chief Executive Officer

In This Issue.....

- * Message from CEO
- * Our Story in "The Sunday Times"
- * E-TECH Branding Journey
- * "LOHEI" 2019
- * Our Senior Management Team
- * E-TECH Team Bonding
- * Why "E-TIMES" ?
- * Naming Contest Winners

OUR STORY IN THE SUNDAY TIMES

“Turning Troubled Firm into a Thriving Business”

The Sunday Times publishes a weekly must-read column on “ME & MY MONEY” under the INVEST section which features awe-inspiring and motivational real life stories of entrepreneurs and individuals who push the boundaries to achieve their dreams. On 16 December 2018, one such inspirational story was on E-TECH Building Services Pte Ltd, with focus on the TEO siblings.

Lauded in the article as a “firm believer of team work”, Mr. Davies Teo, E-TECH Building Services’ CEO, was credited with building a multimillion-dollar company with his siblings through sheer hard work and conviction to succeed. Particularly in the early 2000s when their father left for The Philippines to venture into new business areas, Mr. Davies Teo was thrown into the deep end of the pool in the midst of an economic recession and expected to make good of the ailing firm.

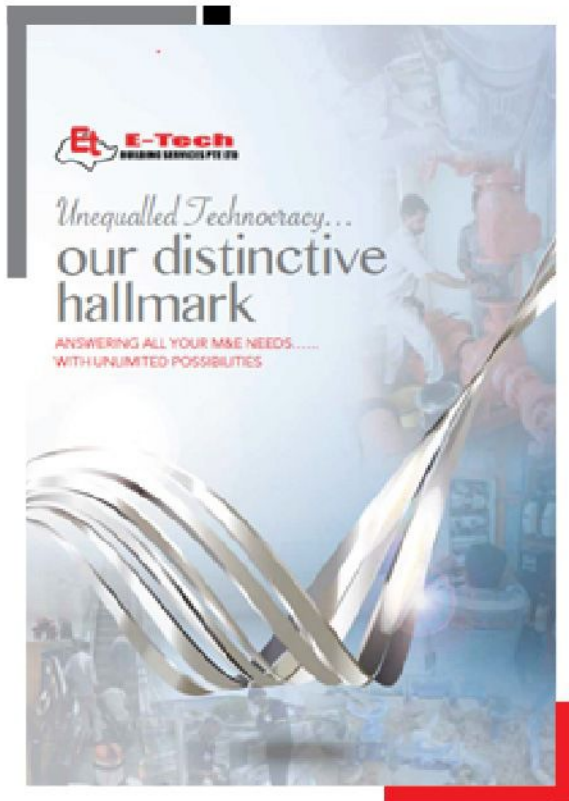
This full page feature captured the spirits and passion of Mr. Davies Teo’s gradual and steady ascent in the corporate world and his journey towards becoming the key driver of E-TECH when he was only in his early 30s. He spoke about his investment strategies, investment portfolio and his passions in investment instruments – from his growing up years to the present. He also shared his views on money matters and the company’s immediate investment plans to grow new business sectors with his team. Although a beneficiary of strong corporate support from major brand name clients, he made it a point to cultivate a corporate culture of group dynamics to strengthen the core values (Commitment, Focus & Integrity) of the company in preparation for more sustainable growth in the new economy where digitalization and innovation are important drivers for business expansion.

Mr. Davies Teo got interested in investing and growing E-TECH when he saw the company gaining industry recognition and market acceptance. He also realized the impact he could make to his team of employees’ lives, many of whom are foreigners who journeyed to our Island Republic for a better slice of life. The Company has achieved a quantum leap in sales turnover in the last few years and managed to purchase a prime retail space in a plush commercial building in downtown Singapore in the last quarter of 2018.

Sunday Times Reporter, Ms. Lorna Tan traced the Teo siblings’ modest beginning in the story, crediting their success through carefully calculated investment strategies and seizing opportunities as they evolved. Even when their father Mr. Victor Teo started out small in 1990 with just three workers, he had big dreams for E-TECH. Today, the company operates out of an 8,000 sq ft head quarter and boasts a staff strength of 150 people.

The article concluded on a highly positive note. Mr. Davies Teo was cited as saying, “We’re also looking into working with industry experts and technology partners and bring in automated facility management processes and equipment with game-changing business solutions for the building maintenance & rejuvenation Industry. We will continue to build our experience and domain knowledge to meet changing trends and customer needs as we increase our presence and footprints”.

The screenshot shows the top portion of a newspaper article. At the top left is the 'THE SUNDAY TIMES' logo. To its right is the 'Invest' section header, with the date 'The Sunday Times | Sunday, December 16, 2018'. Below this is a small portrait of Mr. Davies Teo. To the right of the portrait is the sub-header 'Me & My Money' and a short introductory paragraph: 'Mr. Davies Teo wants his money to work harder to generate more passive income and more charitable work and improve lives. B12'. The main headline of the article is 'Turning troubled firm into a thriving business'. Below the headline is a photograph of four people (three men and one woman) standing in front of a white van with 'E-TECH Building Services' written on it. To the right of the photo is a small caption: 'Singaporean family. Mr. Davies Teo is the CEO of E-TECH Building Services. He is with his siblings, Mr. Victor Teo, Mr. Victor Teo Jr and Ms. Lorna Tan. They are all members of the Teo family. Photo: [unreadable]'. Below the photo is a small portrait of the reporter, Lorna Tan, with her name and 'Lorna Tan' written below it. The article text begins with 'By Lorna Tan, Singaporean family. Mr. Davies Teo is the CEO of E-TECH Building Services. He is with his siblings, Mr. Victor Teo, Mr. Victor Teo Jr and Ms. Lorna Tan. They are all members of the Teo family. Photo: [unreadable]'. The article continues with several paragraphs of text, including a quote from Mr. Davies Teo: 'We're also looking into working with industry experts and technology partners and bring in automated facility management processes and equipment with game-changing business solutions for the building maintenance & rejuvenation Industry. We will continue to build our experience and domain knowledge to meet changing trends and customer needs as we increase our presence and footprints'. The article concludes with a small 'ME & MY MONEY' logo and a quote from Mr. Davies Teo: 'We're also looking into working with industry experts and technology partners and bring in automated facility management processes and equipment with game-changing business solutions for the building maintenance & rejuvenation Industry. We will continue to build our experience and domain knowledge to meet changing trends and customer needs as we increase our presence and footprints'.



E-TECH Corporate Brochure

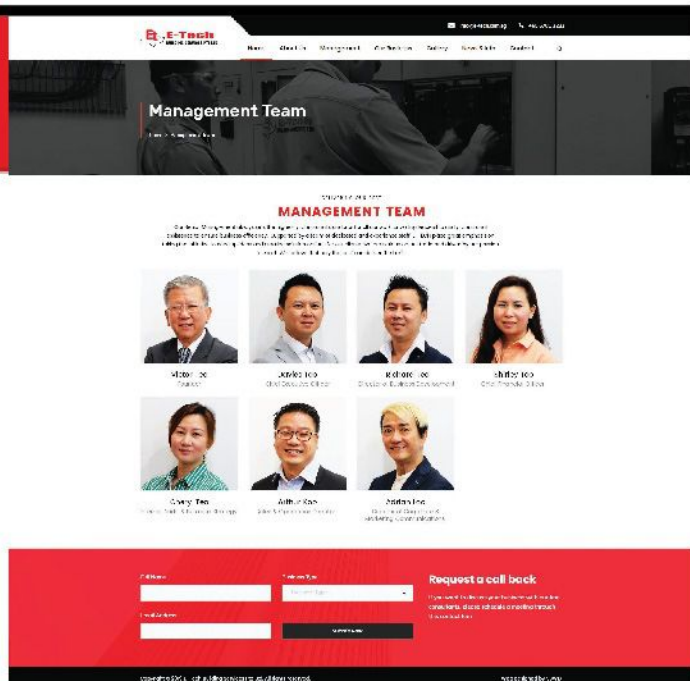


E-TECH Fact Sheet

E-TECH BRANDING JOURNEY

In today's business environment, branding can make or break a company and E-TECH recognize its importance in uplifting our image and visibility in the market. In this connection, a series of marketing and publicity initiatives are rolled out in recent times in tandem with our growth and developments. Our E-TECH brand equity is further boosted by numerous initiatives ranging from printed materials and media relations to online platforms. As our sales efforts intensify, we came up with a new marketing brochure, corporate video, revamped web-site and new corporate advertisement to raise our corporate image and promote our service offerings, complete with explanatory charts, illustrations and photographs.

Our newly established Cleaning Division also necessitated the production of a dedicated brochure for the company to showcase its capabilities and to raise the brand image and reputation. More branding & publicity materials will be rolled out as we move along in the months ahead to educate our clients, business partners and the public of E-TECH and associated companies' presence in Singapore.



E-TECH 3.5 mins Corporate Video

E-TECH Corporate Web-site





“LOHEI” 2019

E-TECH Celebrating “YEAR OF PIG” With clients

“Out” went the Dog and “In” came the Pig as E-TECH welcome Lunar New Year 2019. As in previous years, E-TECH invited clients to partake in the well-loved and customary “LO HEI” or commonly known as “YU SHENG” which is Tossing of Raw Fish Salad for abundance of Good Luck and a Bountiful year of Harvest.

This year, our Lunar New Year celebration took place on 18 February 2019 at Ban Heng@Harbourfront Restaurant where guests were treated to an 8-course sumptuous Chinese lunch featuring all the auspicious fare to spread greater cheer and marking the advent of yet another year of prosperity.

The traditional “Yu Sheng” was served to some 50 guests amidst peels of laughter, cheers and battering of auspicious Chinese idioms and phrases. Our newly produced Corporate Video was presented after which our Founder/Mentor Mr. Victor Teo took the opportunity to give a short speech in Mandarin to thank all clients for their unwavering support over the years. He also expressed appreciation to the second generation management team for their contribution towards E-TECH’s success and prosperity.

The function ended on a high note when the jubilant clients marched out of the restaurant, each carrying a Red goodie bag filled with two lucky Mandarin oranges.

OUR SENIOR MANAGEMENT TEAM



Victor Teo
Founder



Davies Teo
Chief Executive Officer



Richard Teo
Director of Business Development



Shirley Teo
Chief Financial Officer



Cheryl Teo
*Director, Internal Audit
& Business Strategy*



Arthur Koo
*Director of Sales &
Operations*



Adrian Loo
*Director of Corporate &
Marketing Communications*

Delivering Our Best

Our Senior Management always sets the highest professional standards for all our work, providing leadership and professional assistance to ensure business efficiency. Supported by a team of dedicated and experience staff, E-TECH place great emphasis on taking the initiative to develop ideas and creative solution options for our clients. We are serious in our trade and driven by our passion to excel. We believe that only the best can deliver the best.

E-TECH TEAM BONDING

Team spirits and group dynamics are important employees' attributes strongly advocated by E-TECH Management. As part of the company's on-going bonding exercise, frequent company-wide activities are organized for staff and management to inter-act and build rapport. Particularly with our multi-racial employee groups, we put together various entertainment events in celebration of the different festivals so that everyone can participate and understand each other's culture and heritage better. Joint Birthdays are celebrated monthly during which Birthday songs are happily belted out in a variety of foreign languages. E-TECH also organized regional trips and retreats to brainstorm on more innovative business solutions and to conduct staff advancement training.



WHY “E-TIMES” ?

As E-TECH embarks on its branding and market positioning journey, it is necessary to improve the communication channels with both employees and clients alike. With a regular and structured two-way information flow, the newsletter will not only help build a stronger rapport between E-TECH Management and Staff, but also create a more positive image of the E-TECH brand name in the industry. Through E-TIMES clients can gain a better insight of E-TECH's operations, directions and business philosophy.

“E-TIMES” is adopted as it is short, simple and direct – ideal as a title on the masthead of the newsletter. It is easy to design, remember and easily identifiable.

“E-TIMES” suggests that the contents in the publication is like a newspaper (eg THE STRAITTIMES/SUNDAY TIMES, NEWYORK TIMES, etc) and are very current and timely. The LATEST Company's development and information !

“E-TIMES” also gives the impression that we are not only up-to-date but visionary and progressive.

“E-TIMES” will also help to bring to attention the latest developments in our 30 years history so that both employees and clients can be timely informed of news that may impact or benefit them.

NEWSLETTER NAMING CONTEST WINNERS

When Management agreed that a company newsletter will be a useful marketing and communication tool for E-TECH to extend our customer out-reach and better connect with the market, a Newsletter Naming Contest was organized for all employees to participate. Launched towards the end of January 2019, the month-long contest attracted more than 50 entries from staff and management, including a good number from technicians and engineers.

An interesting range of catchy and quirky names were submitted and after an intensive round of judging by E-TECH Management, a joint winner was announced. HR Executive Wong Yin Yin and our Business Development Manager Jenson Luo both came up with the name “E-TIMES” which was ultimately chosen to be the “Image” for our E-TECH newsletter. The cash prize was equally shared by the Winners.



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