



INTRACO Limited

(Incorporated in the Republic of Singapore)
Company Registration Number 196800526Z

INTRACO forms joint venture to enter crane rental and distribution business in Myanmar

SINGAPORE – 16 May 2013 – SGX Mainboard-listed, leading trading company, **INTRACO Limited** (“**INTRACO**”, or together with its subsidiaries the “**Group**”), has entered into a non-binding Heads of Agreement (the “**HOA**”) with Tat Hong Holdings Ltd (“**Tat Hong**”) and Mr Aung Moe Kyaw to establish a joint venture company in Singapore (the “**JV**”) to carry out the business of rental of cranes and distribution of cranes and excavators in Myanmar.

The JV will have an initial paid-up capital of US\$3.0 million with both INTRACO and Tat Hong holding a 40% stake each, with the remaining 20% to be held by Mr Aung Moe Kyaw. INTRACO’s share of capital will be sourced from internally generated funds.

The JV will hold the license with various principals and carry out the distribution of cranes and excavators in Myanmar. It will also incorporate a wholly-owned subsidiary in Myanmar to provide the rental of crane services in the market.

Each of the three parties will contribute their respective areas of expertise to the JV. INTRACO will incubate and operate the JV. SGX-listed Tat Hong, which is the seventh largest crane company in the world by aggregate tonnage owned¹, will provide its know-how in relation to the JV’s business and operations, while Mr Aung Moe Kyaw will contribute his knowledge of Myanmar regulations and market practices.

¹ Source: International Cranes, IC50 Ranking, June 2012

INTRACO Managing Director & CEO, Mr Foo Der Rong, said: “This is an opportunity for INTRACO to gain exposure to the crane leasing and distribution business in Myanmar at a time when the market is poised for strong economic growth. We feel confident embarking on this venture with partners who possess considerable knowledge of the market as well as industry expertise.”

Set up in 1968 as a trading company, the 45-year old Group welcomed a reconstituted Board at the end of 2012 and a new management team at the start of this year. “With these developments, we have set goals to chart a new direction and to bring a renewed focus to INTRACO. This JV leverages on our operational competencies and is in tandem with our plans to strengthen our business,” added Mr Foo.

Tat Hong is an associate of TH Investments Pte Ltd, which together with certain persons and/or companies related to the latter, are controlling shareholders of INTRACO. As such, under Chapter 9 of the SGX-ST Listing Manual, the transaction will be considered an interested person transaction.

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About INTRACO Limited (www.intraco.com)

Incorporated on 5 November 1968, INTRACO's original mission was to source competitively priced raw materials, commodities and manufactured goods to support Singapore's early industrialisation programme, which included the creation of new export markets for locally manufactured products, and the promotion of external trade.

INTRACO was successfully listed on the Singapore Exchange in December 1972. Over the years, the Group has evolved to meet the demands of the global marketplace by transforming into a leading trading company through global partnerships focusing on two main sectors, namely trading & others, and projects.

Today, INTRACO's integrated global market network spans across ASEAN and China. While each serves as a strong platform for INTRACO's business, they also act as the Group's launch pads for companies seeking regional expansion. This is further bolstered by INTRACO's established international network of partnerships and alliances.

About Tat Hong Holdings Ltd. (www.tathong.com)

Tat Hong, a company listed on the mainboard of the Singapore Exchange Securities Trading Limited, is the seventh largest crane company in the world in terms of aggregate tonnage owned (*source: International Cranes, IC50 Ranking, June 2012*). Tat Hong has four key businesses – the distribution of cranes and heavy equipment, the rental of crawler and mobile cranes, the rental of tower cranes and general equipment rental.

About Mr Aung Moe Kyaw

Mr Aung Moe Kyaw is a prominent Myanmar businessman with diverse business interests. He is best known as Chairman and Managing Director of International Beverages Trading Company Group, the leading alcoholic beverage producer and distributor in Myanmar. He is also actively engaged in the business community through the Union of Myanmar Federation of Chamber of Commerce and Industry (UMFCCI) and Myanmar Agro-base Food Product Manufacturing Association.

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