

Crafted for



匠心独具,再创高峰



ANNUAL REPORT 2011 2011 年度报告



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Over the years, our performance at Design Studio has revealed a powerful momentum — evident in every key facet of the Group, from the markets that we serve, to our combined financial growth including our track record accomplishments that graced some of the world's most recognisable iconic buildings. Cognisant that success lies in our own hands, and starts with a clear vision, Design Studio has continually steered our business nimbly and with deepened resilience amidst a backdrop of challenging external market environments and change. In navigating each tide, the Group has realised unwavering abilities to deliver on targeted growth for ourselves and our stakeholders. It has nurtured a stability which has led us to become what we are now — a business that is relentless in stamping our mark of success.

Our focus remains on keeping true to the areas we continue to do best at. We create leading-edge valued engineered solutions, provide fine quality customised furniture and interior design fit-out services, distribute renowned imported products, and leverage on the latest technology and assets that position ourselves to steely capitalise on our strong momentum to gain greater growth. Through strategic planning, appropriate talent investment & measures, technologies, manufacturing expertise on premium quality brands like PANELZ and i.FORMZ, and, most importantly, adhering to the artistry and mastery of putting all our resources and capabilities together, achieving sustainable growth has become a consistent barometer for our success.

Because we work with our best and aim for nothing less, "Crafted for greater success" is a certainty we pride ourselves to uphold steadfast to.

多年来,瑞胜的业绩表现已经充分反映了企业强大的发展势头——从集团所完成的每一个世界知名标志性建筑项目,所服务的客户群及市场到财政业绩状况都证明了这一点。成功在握,始于远见,瑞胜不断睿智地发展着公司的业务,在海内外市场激烈的竞争和变迁中不断强化着企业的韧性。面对市场发展的高峰浪尖,集团实现了公司和股东利益的增长目标,并且保持着一个稳健发展的趋势,从而铸就了今日的瑞胜。

我们秉持着诚信经营,服务周到的经营理念,并根据客户的需求制定优质的工程设计筹划方案,为客户提供高素质的定制家具产品和顶尖的室内装潢工程服务,销售知名品牌的进口产品。凭着最新技术和生产设施,我们的企业以坚实的基础和强大的发展势头持续增长。通过策略规划、各种渠道引进人才、先进设施、先进技术和精湛的生产技能,我们推出了优质品牌如PANELZ和i.FORMZ。更重要的是,我们在坚持不懈地学习和掌握精湛技术的同时,也充分运用我们的资源和能力,实现公司持续发展和经济增长。

"匠心独具、再创高峰" - 我们的设计理念精益求精,对公司的雄伟目标持之以恒,我们 秉持着这份信念,期待把瑞胜集团推向另一个高峰。

FOCUS

Guided by our corporate vision, Design Studio keeps a prudent focus on the goals we set our eyes upon to achieve. 2011 marked a pivotal development in our performance in driving organisational efficiency and supporting key growth initiatives with great resolve. We have maintained a strong standing as industry forerunners locally, as well as expanded our work and geographical footprint beyond Singapore. Moving forward, with a clear sense purpose and renewed targets, we remain focused and hold fast to our vision of greater success.

专心致志

在我们企业远景目标的指引下,瑞胜保持谨慎经营的态度,致力于实现我们的既定目标。2011年我们在坚韧不拔的信念推动下,在长期增长计划上取得了重大发展。同时,我们在本地的领军地位依然屹立不倒,并坚持不懈地在新加坡以外的区域扩大我们的营运业务版图。展望未来,我们将以明确的远景和全新的目标开拓我们的业务,以专心致志的态度和坚定的信念,带领企业展望未来再创高峰。



PASSION

Passion drives us to be at the top of our game and take pride in all that we do. As a market leader Design Studio understands the dynamics of today's changing needs. We constantly take bolder and exciting steps of creating products in tandem with the latest modern interior trends. Our full suite of complementary and versatile manufacturing, distribution and fit-out services have been customised to reach an extensive range of developments across major countries around the world. This reflects our passion and continued commitment to our strategies and the investments made over the years to strengthen our position as key partners that shape some of the world's most iconic landmarks.

热忱沉稳

对工作的热忱促使我们不断向前,我们为所付出的每一丝努力都引以为荣。作为市场的先锋,瑞胜了解瞬息万变的市场需求,因此不断推陈出新,制造能够迎合现代时尚室内装潢趋势的产品。在世界各主要国家,我们已经拟定了整套能够多变通用的制造、销售及配套服务方案来广泛开展业务。这些努力反映了多年来,我们对策略目标和每一项工程项目的热忱和执着,也加强了我们是首选合作伙伴的地位。

PASSION

热忱沉稳



Corporate Profile 企业简介







Design Studio Furniture Manufacturer Ltd. is the country's premier specialist in the manufacture, distribution and installation of customised furniture products. Listed on the Singapore Exchange Securities Trading Limited, Design Studio's impressive portfolio of projects is an outstanding reflection of our ability to combine aesthetic and operational requirements to create quality products and services. We proudly set the standards of excellence in all our services.

Since our inception in 1994, our brand name is recognised as a trusted partner in three closely related core business segments:

- Residential Property Projects Manufacture, supply and installation of paneling products
- Hospitality and Commercial Projects Interior fitting-out services
- Distribution Projects Local distribution of imported brands

Over the years, we remain steadfast in forming long-standing business partnerships with international suppliers and manufacturers; possess innovative methodologies and cutting-edge product designs as well as in-depth professional project management expertise. These key complementary aspects allow us to ultimately create and produce premium products and services of fine quality and workmanship.

Building on our success, Design Studio is extending its geographical footprint and today has operations spanning South East Asia, Middle-East, United States as well as the People's Republic of China.



瑞胜家具制造商有限公司是新加坡定制家具的专业企业,在新加坡证券交易所挂牌上市,备受业界推崇。瑞胜的核心业务是生产、营销及安装板制家具产品。

追求卓越品质和服务是我们企业一贯的宗旨, 所以瑞胜制造的高素质家具产品集美感与功用于一体, 也因此赢得了许多引人瞩目的项目。

自1994年公司成立以来,瑞胜品牌在行业中被公认为诚信合作伙伴。以下为瑞胜的三个主要相关业务领域:

- 住宅产业项目 制造、供应及安装板制家具产品
- 酒店、综合娱乐场所及商业项目 提供室内装潢工程服务
- 分销项目 销售与安装进口品牌产品

瑞胜一直与世界各地的供应商和制造商保持着长久稳定的业务合作关系,了解并掌握了精湛的生产技能及创新的产品设计方案,同时也掌握了专业项目的管理能力。这些关键因素使我们的企业最终能够制造和生产出质量精良的优质产品,并提供专业的服务。

瑞胜正致力于拓展更多的区域业务。今天的瑞胜业务已经遍布东南亚、中东、美国以及中国等区域。

Business Segments

业务分部

Residential Property Projects 住宅产业项目

One of the foundations of Design Studio's success is its residential development projects segment. Our leadership in this segment in Singapore has resulted in an exceptional portfolio of landmark residential projects, undertaken through long-standing established relationships with local developers and owners. Building on our achievements, we continue to strengthen our foothold in this key sector and actively look to expand abroad where we have been increasingly engaged in the development of high-profile projects in Kuala Lumpur, Bangkok, Abu Dhabi and New York. Our unwavering focus on product quality, innovation, customer-centricity and timely delivery are the key strengths that distinguish us as a familiar brand name and partner as we secure steady growth in this segment.

住宅产业项目

瑞胜集团的核心业务是生产、营销及安装板制家具产品于住宅产业项目。瑞胜通过与当地开发商和业主的密切及长期合作,完成了许多瞩目的住宅项目,也奠定了瑞胜在新加坡同行的领先地位。我们将继续巩固在这个行业中的基础和良好商誉,并积极拓展海外业务。我们已在吉隆坡、曼谷、阿布扎比和纽约不断参与许多备受瞩目的工程项目。我们将以高素质的定制家具产品、时刻创新和按时交付工程项目的经营理念的优势,在这个领域持续发展,成为与众不同,家喻户晓的品牌和合作伙伴。

Singapore Projects 国内工程项目

Images (artist's impression) on this page are courtesy of:

1. Gilstead Two - Selangor Dredging Berhad

2. Eight Courtyards - Joint Development by Frasers Centrepoint Limited

and Far East Organisation 星狮地产及远东机构

3. NV Residences 心怡苑 - City Developments Ltd 城市发展有限公司

4. Terasse - MCL Land Ltd

5. Vacanza @ East - Hoi Hup Sunway Property Pte Ltd 海峡双威实业私人有限公司

6. Twin Peaks - OUE Limited 华联企业













Business Segments 业务分部











Overseas Projects 海外工程项目

Images (artist's impression) on this page are courtesy of:

1. Urbano Absolute - Pruksa Real Estate PLC

2. Wora - Woralak Property Co.

3. Five Stones - Selangor Dredging Berhad

4. Tropicana Grande - Dijaya Corporation Sdn Bhd

Business Segments

业务分部

Hospitality and Commercial Projects

As with the reputation we have built for a comprehensive suite of eminent products, Design Studio is a leader in the interior fitting-out business. Hand in hand with DDS Group, we provide a holistic suite of ID solutions for the hospitality and commercial sectors; all undertaken with our characteristic project management expertise and attention-to-detail. Our impressive portfolio features some of Singapore's renowned hotel and resorts as well as world-class international projects in leisure destinations such as Malaysia, Thailand and other emerging markets. As we seek new avenues of expansion, we are confident of maintaining our lead as an interior fitting-out specialist.







Overseas Projects 海外工程项目

Images (artist's impression) on this page are courtesy of:

- 1. Grand Hyatt KL 君悦酒店, 吉隆坡 -
- 2. Lanson Place Bukit Ceylon Serviced Residences -
- 3. Cleveland Clinic Abu Dhabi

克利夫兰医学中心, 阿布扎比

Bahagia Investment Corporation Wing Tai DNP 永泰亚洲集团

Aldar Properties PJS

酒店、综合娱乐场所项目

通过卓越产品及提供综合配套的良好声誉,瑞胜已经成为室内装潢工程领域的领军企业。通过子公司DDS集团,我们为酒店、综合娱乐场所提供全套的室内装潢方案。瑞胜所执行的所有项目都体现了我们高超的项目管理能力和注重细节的工作态度。我们赢得的工程项目除了有新加坡的知名酒店及综合娱乐场所项目,也包括亚洲其它的度假胜地,如马来西亚、泰国及其他新兴市场的瞩目项目。身为室内装潢工程领域的专家,我们有信心在这个行业一直保持着主导地位。







Singapore Projects 国内工程项目

Images on this page are courtesy of:

1. Equarius Hotel 逸濠酒店

 Fraser Suites River Valley, Singapore -新加坡辉盛阁国际公寓

3. Asia Square Food Garden 亚洲广场食阁 Resorts World At Sentosa Pte Ltd

圣淘沙名胜世界™

Frasers Hospitality Pte Ltd 辉盛国际管理有限公司

MGPA

Business Segments

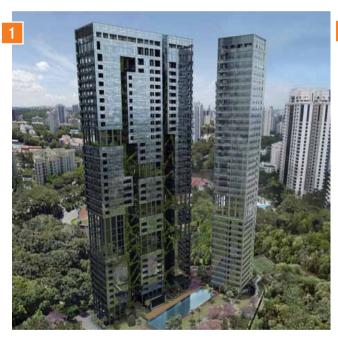
业务分部

Distribution Projects

Strategic partnerships have always been a major driver of Design Studio's core values. To that end, Design Studio is proud to partner SieMatic, one of the world's leading luxury kitchen brands from Germany since our inception. Leveraging on the Group's collective experience and connections, SieMatic's presence is poised to steadily grow in Singapore.

分销项目

建立策略伙伴关系一直是瑞胜核心价值观的主要驱动力。为此,瑞胜与来自德国的世界顶级豪华橱柜品牌公司西曼帝克建立了合作关系,加强瑞胜的产品系列。瑞胜集团的业务经验和广泛的业务网络,加上优良的产品,营销西曼帝克项目有助瑞胜实现业务的稳步增长。





SieMatic

Images (artist's impression) on this page are courtesy of:

1. Nouvel 18 名筑 - Joint Development by City Developments Ltd and Wing Tai Asia

城市发展有限公司及永泰亚洲

2. Martin Place Residences - Frasers Centerpoint Limited 星狮地产

Brands 品牌



PANELZ is Design Studio's award winning in-house brand offering a wide variety of creative and customized furniture such as doors and door frames, kitchen and vanity cabinets and wardrobe systems to clients across Asia, USA and the Middle-East. PANELZ established an identity of excellence with innovative products of cutting-edge designs reflective of brilliant style and form. Specially designed and crafted in veneer, paint, acrylic or laminate finishes, PANELZ products are visually arresting creations of fine workmanship. Customizable in a wide spectrum of colours and designs, it offers complete freedom and versatility for full scale development projects ranging from the luxury market to the mass market, bespeaking of quality, value, aesthetics and performance.

PANELZ是瑞胜在国内获奖的知名品牌,旨在为横跨亚洲、美国和中东的客户提供具有创意和个性化的定制家具,包括门,门框,厨房,组合柜以及衣柜系统等产品。

通过具有独特风格和构造的设计,PANELZ推出了创新产品,树立了卓越的品牌形象。PANELZ产品利用了在胶合板、涂料、亚克力或叠层加工的专门设计和制作技术,使成品外观可称得上为精工细琢,充分展示了产品的品质、价值、美感和功用。PANELZ在颜色和设计上可灵活变通,能够为整体开发项目提供各式各样的设计和高功能产品,从高级奢华市场到大众市场一应俱全。





Brands 品牌









Brands 品牌



i-FORMZ by Design Studio

To see craft is to enter a world of wonderful things which can be challenging, beautiful, tactile, and extraordinary; i.FORMZ by Design Studio went beyond the ordinary and unlocked a new light to interior design to twirl creative ideas into veracity. Made exclusively with solid surfaces materials, i.FORMZ products can be shaped and transformed into any stature, size or texture and have the unique ability to realize even the most inspirational and challenging designs. A wide palette of colours complementing the inventive forms is readily made available to explore the nuances of depth and height. Because durability and affordability goes hand in hand with elegance and flair, i.FORMZ products is the main preference for interior selections for commercial, hospitality and residential developments.

欣赏艺术品就如同进入美轮美奂的世界,充满挑战、美感、质感和惊喜。瑞胜推出的 i.FORMZ 超越了一般产品,为室内设计开创了先河,把创意概念引入实际作品,让室内设计艺术化。i.FORMZ 的独特实心面材料,无论产品高度、尺寸或纹理,都能够制成具灵感和挑战性的设计产品,非常具有可塑性。i.FORMZ 拥有广泛的颜料色彩选择也让独出心裁的设计形式取得了完美的结合作用,随时能够辨别产品在深度和高度上的细微差别。由于具有耐久性,以及典雅和精致的品质,i.FORMZ 产品是成为商业、酒店和娱乐场所以及住宅工程项目内部装修的首选产品。



STRENGTH

At Design Studio, our people are our strength and the heart of our business. This core value is what makes us truly different with a diverse talent workforce that transcends boundaries and across borders. We believe that greater success lies in a disciplined focus on this dynamic area where we have a unique capability and the greatest potential for meaningful impact. Our people provide us with a basis of continuing progress in innovation and product development, the core performance that defines our success. Performance yesterday is rarely good enough today — and will almost never be good enough tomorrow. For Design Studio, the best way to meet this challenge is to never keep our eye off being human-capital centric, to focus on developing talent as our key strength and crafting it as a most important source of competitive advantage.

强势发展

在瑞胜,我们的员工就是推动企业持续发展的核心力量。这份与众不同的核心价值为瑞胜培养了无数精英人才。我们能有今日的成就源于对市场动态的密切关注,以及走在产品创新的最前端。我们的员工在技术革新、产品开发及创新方面眼光独到,为公司业绩的增长和成功经营奠定了稳固基础。过去的成就并不意味着今天的成功,也不代表明天的辉煌。对于瑞胜而言,迎接挑战最好的方法就是永不离弃,以人为本的企业理念,把重点放在企业精英人才的培养上,把人才战略作为企业发展的主要力量,发挥竞争优势的主要泉源。

STRENGTH 强势发展



Exhibitions

展览

As a progressive company, we believe in the importance of strategic marketing. The experience, ties and collaborations developed from such activities will enable long-term, diverse and sustainable growth. Towards that end, we participate in trade shows and in FY2011, were involved in 3 trade shows in Singapore and China. Our presence in these shows enabled us to reach out to key business partners such as hoteliers, design consultants, distributors and property developers.

作为一个持续发展的企业,我们深知策略营销的重要性。为此,我们在2011年参加了在中国和新加坡的3场展销会。参与这些展销会使我们有机会结识世界各地的酒店业者、设计顾问、分销商以及地产开发商等主要的业务合作伙伴。从这些活动中积累的经验及建立的合作关系将使企业业务获得更长远、全面性和持续性的发展。

International Furniture Fair Singapore 2011 (IFFS) and Hospitality Asia 2011 2011 年新加坡国际家具展







16th International Building & Construction Trade Fair (Shanghai, China) 第16届中国国际建筑贸易博览会 (上海)





13th International Building Decoration Fair (Guangzhou, China) 第十三届中国国际建筑装饰博览会 (广州)







Subsidiary 旗下子公司



In a strategic partnership with our controlling shareholder Depa Interiors LLC ("Depa"), Design Studio Furniture Manufacturer Ltd ("Design Studio") established a joint-venture company entitled DDS Asia Holdings Pte. Ltd. ("DDS Asia") in 2008. While Depa brings tremendous strengths and skills in the interior fit-out industry and significant presence in the Middle-East and North Africa, Design Studio brings complementary expertise in furniture manufacturing customisability. Our joint-venture DDS Asia is a holding company with subsidiary companies established in Singapore, Malaysia, Thailand and Vietnam. These subsidiaries are collectively referred to as DDS Group.

In February 2012, Design Studio increased its equity stake in DDS Asia from 45% to 100%, thereby transforming DDS Asia to a wholly-owned subsidiary. This allows Design Studio to streamline the corporate structure among the Design Studio group of companies as well as giving it full management and equity rights over DDS Asia.

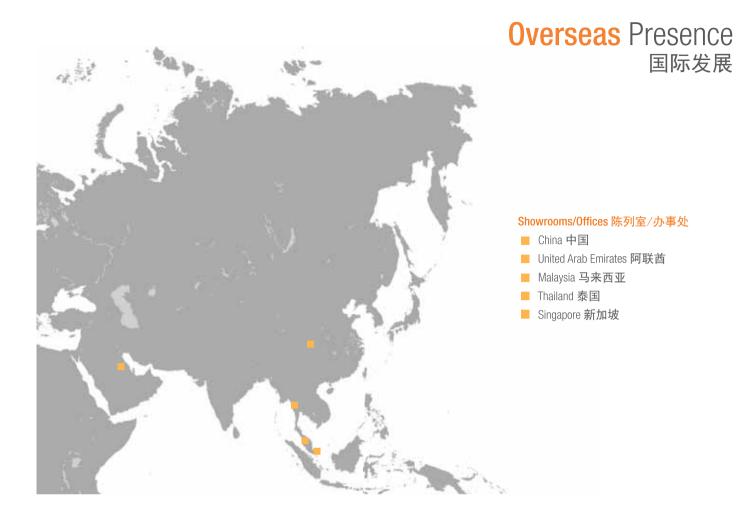
The DDS Group is an interior fit-out specialist offering a comprehensive fit-out suite of ID solutions, including turnkey and retrofitting services. With a strong presence in the hospitality and commercial segments within Singapore, Malaysia, and Thailand, DDS Group looks forward to further developing its market reach in these territories.

Already, building on its successful completion of the projects secured in Resorts World Sentosa and Marina Bay Sands Integrated Resorts, Singapore, DDS Group has secured other prominent projects such as the Grand Hyatt in Kuala Lumpur, Malaysia, the Novotel Platinum in Bangkok, Thailand, The Quayside Hotel at Sentosa Cove, the Westin Singapore Marina Bay and ITE College West, among others.

2008 年,为扩展亚洲的室内装潢业务,瑞胜集团与股东 Depa Interiors LLC (简称 "Depa")建立了合资公司,DDS亚洲控股私人有限公司 (简称 "DDS亚洲")。Depa是中东和北非市场室内装潢行业的佼佼者,而瑞胜则在定制家具上有专业服务的优势,双方的合作能达到相辅相成的效果。DDS亚洲在新加坡、马来西亚、泰国和越南都设有子公司。

2012年2月,为了简化集团架构及进一步扩展集团在酒店、综合娱乐场所及商业项目在国内外业务,瑞胜向Depa收购了DDS集团,DDS亚洲成为其旗下全资子公司。

DDS集团是一家专业的室内装潢企业,提供全面的室内装潢工程管理。DDS集团在新加坡、马来西亚和泰国的酒店和综合娱乐场所赢得了许多瞩目的工程项目,除了有完工的圣淘沙名胜世界和滨海湾金沙项目,手头上还有其它工程如马来西亚吉隆坡的君悦酒店,泰国的 Novotel Platinum、新加坡升涛湾的 The Quayside 酒店、滨海湾的威斯汀酒店以及工艺教育西部学院等等。DDS集团将进一步扩展它在这些区域的市场。



Making Headway

Armed with a portfolio of renowned residential and hospitality projects across the island, Design Studio is arguably one of the industry leaders in the Singapore market. Going forward, we will continue to seek opportunities in other key emerging markets overseas funded by a prudent and mindful approach. Currently, we are principally active in South East Asia, having gained an impressive portfolio of residential and hospitality projects. They include the Grand Hyatt Hotel, Five Stones, Plaza Damas in Malaysia, Urbano Absolute and Novotel Platinum in Thailand.

While global market conditions are still a challenge for now, we enjoy a confidence that is built on long term approaches to widen our lead against competitions; develop and create new value-added products and services offering efficient pricing structures and finally pressing on to widen market shares from local and global levels.

展翅高飞

瑞胜集团赢得本地许多高级住宅项目和著名的酒店及综合娱乐场所工程,在新加坡同行业中称得上龙头企业之一。面对未来,在其它主要的新兴市场上,瑞胜集团仍以谨慎态度进行分析、决策以寻求最佳的发展时机。目前,在东南亚,我们在酒店及综合娱乐场所和住宅项目已取得瞩目成绩,成功标得无数项目,例如:马来西亚的君悦酒店、Five Stones、Plaza Damas 以及泰国的 Urbano Absolute 和Novotel Platinum 等等。当前,国际市场竞争依然十分激烈,但我们充满信心并制定良策,在竞争中发挥我们的优势,以高质量、高品位及创新设计的产品,专业服务以及合理的价格,在群雄中脱颖而出,为进一步拓展国内和国际市场赢得优势。



Inspired by Aspirations. Driven by Innovations

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