

**BAN LEONG TECHNOLOGIES LIMITED**
**Full Year Financial Statement and Dividend Announcement For The Year Ended 31 March 2014**
**PART I - INFORMATION REQUIRED FOR ANNOUNCEMENTS OF FULL YEAR FINANCIAL RESULTS**

1(a) **An income statement (for the group) together with a comparative statement for the corresponding period of the immediately preceding financial year**

**BAN LEONG TECHNOLOGIES LIMITED  
CONSOLIDATED INCOME STATEMENT**

	Group		
	01.04.2013 to 31.03.2014 S\$	01.04.2012 to 31.03.2013 S\$	Increase/ (Decrease)
<b>Revenue</b>	128,273,522	130,807,035	(1.94%)
Cost of sales	(113,191,369)	(113,995,597)	(0.71%)
<b>Gross profit</b>	<b>15,082,153</b>	<b>16,811,438</b>	<b>(10.29%)</b>
	11.76%	12.85%	
Other operating income	454,913	232,805	95.41%
Selling and distribution expenses	(7,485,899)	(8,119,716)	(7.81%)
General and administrative expenses	(5,806,395)	(5,108,607)	13.66%
<b>Profit from operations</b>	<b>2,244,772</b>	<b>3,815,920</b>	<b>(41.17%)</b>
Financial expenses (Note A)	(255,827)	(301,017)	(15.01%)
Financial income	48,292	47,990	0.63%
<b>Operating profit before taxation</b>	<b>2,037,237</b>	<b>3,562,893</b>	<b>(42.82%)</b>
Impairment of goodwill	-	(1,048,694)	n.m
Impairment of trademarks	-	(122,392)	n.m
<b>Profit before taxation</b>	<b>2,037,237</b>	<b>2,391,807</b>	<b>(14.82%)</b>
Income tax	(558,658)	(967,087)	(42.23%)
<b>Profit after tax</b>	<b>1,478,579</b>	<b>1,424,720</b>	<b>3.78%</b>
<b>Attributable to:</b>			
Owners of the Company	1,400,824	1,243,822	12.62%
Non controlling interests	77,755	180,898	(57.02%)
	<b>1,478,579</b>	<b>1,424,720</b>	<b>3.78%</b>
<b>Other comprehensive income :</b>			
Foreign currency translation	28,658	23,856	20.13%
<b>Other comprehensive income for the year, net of tax</b>	<b>28,658</b>	<b>23,856</b>	<b>20.13%</b>
<b>Total comprehensive income for the year</b>	<b>1,507,237</b>	<b>1,448,576</b>	<b>4.05%</b>
Total comprehensive income attributable to :			
Owners of the Company	1,478,548	1,230,498	20.16%
Non controlling interests	28,689	218,078	(86.84%)
	<b>1,507,237</b>	<b>1,448,576</b>	<b>4.05%</b>

Note 1- **Profit before income tax is stated after (charging) /crediting the following:**

	Group		
	01.04.2013 to 31.03.2014 S\$	01.04.2012 to 31.03.2013 S\$	Increase/ (Decrease)
Amortisation of intangibles	(86,087)	(120,212)	(28.39%)
Depreciation of property, plant and equipment	(258,829)	(251,684)	2.84%
Foreign exchange (loss)/gain, net	(892,965)	388,796	(329.67%)
(Allowance)/write-back of allowance for inventory obsolescence	(137,524)	63,606	(316.21%)

Note A

	Group		
	01.04.2013 to 31.03.2014 S\$	01.04.2012 to 31.03.2013 S\$	Increase/ (Decrease)
Financial expenses			
Trade bill interest	57,757	58,498	(1.27%)
Loan interest	189,358	231,715	(18.28%)
Finance lease interest	8,712	10,804	(19.37%)
	<b>255,827</b>	<b>301,017</b>	<b>(15.01%)</b>

n.m. = not meaningful

1(b)(i) A balance sheet (for the issuer and group), together with a comparative statement as at the end of the

**BAN LEONG TECHNOLOGIES LIMITED**  
**BALANCE SHEETS**

	Group		Company	
	31.03.2014	31.03.2013	31.03.2014	31.03.2013
	S\$	S\$	S\$	S\$
<b>Non-current assets</b>				
Property, plant and equipment	678,302	693,513	316,387	362,762
Investment in subsidiaries		-	2,941,921	4,941,921
Investment in unquoted equity shares	500,000	500,000	-	-
Amount owed by subsidiary	-	-	9,457,500	-
Deferred tax assets	108,907	162,780	-	-
Goodwill and intangible assets	710,224	796,311	-	-
	1,997,433	2,152,604	12,715,808	5,304,683
<b>Current assets</b>				
Inventories	20,720,110	21,626,348	11,811,468	11,545,009
Trade receivables	19,192,570	23,453,011	16,902,424	28,552,232
Other receivables and deposits	1,142,129	1,335,075	745,787	2,495,618
Prepayments	326,316	248,701	119,094	37,656
Cash and bank balances	11,677,997	8,505,696	9,191,687	7,059,849
	53,059,122	55,168,831	38,770,460	49,690,364
<b>Current Liabilities</b>				
Trade payables	(13,974,182)	(15,641,398)	(12,397,287)	(14,512,534)
Bills payable to banks (unsecured)	(12,540,900)	(12,742,532)	(12,540,900)	(12,742,532)
Other payables and accruals	(3,549,222)	(3,924,617)	(2,033,821)	(2,523,472)
Hire-purchase liabilities	(65,338)	(65,431)	(58,652)	(58,682)
Provision for taxation	(683,989)	(793,928)	(569,525)	(600,916)
	(30,813,631)	(33,167,906)	(27,600,185)	(30,438,136)
<b>Net current assets</b>	22,245,491	22,000,925	11,170,275	19,252,228
<b>Non-current liabilities</b>				
Hire-purchase liabilities	(146,123)	(211,668)	(141,666)	(200,420)
Deferred tax liabilities	(6,460)	(11,629)	(2,230)	(11,629)
<b>Net assets</b>	24,090,341	23,930,232	23,742,187	24,344,862
<b>Equity attributable to owners of the Company</b>				
Share capital	11,173,106	11,173,106	11,173,106	11,173,106
Returned shares	(104,822)	(104,822)	(104,822)	(104,822)
Treasury shares	(68,312)	-	(68,312)	-
Other reserve	65,685	65,685	-	-
Retained earnings	13,080,993	12,958,985	12,742,215	13,276,578
Foreign currency translation reserve	(727,109)	(804,833)	-	-
	23,419,541	23,288,121	23,742,187	24,344,862
Non controlling interests	670,800	642,111	-	-
<b>Total equity</b>	24,090,340	23,930,232	23,742,187	24,344,862

1(b)(ii) Aggregate amount of group's borrowings and debt securities

**Amount repayable in one year or less, or on demand**

31.03.2014		31.03.2013	
Secured	Unsecured	Secured	Unsecured
65,338	12,540,900	65,431	12,742,532

**Amount repayable after one year**

31.03.2014		31.03.2013	
Secured	Unsecured	Secured	Unsecured
146,123	-	211,668	-

**Details of any collateral**

Finance lease is secured by the fixed assets acquired under the lease arrangement.

1(c) A cash flow statement (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year

**BAN LEONG TECHNOLOGIES LIMITED**  
**CASH FLOW STATEMENTS**

	Group	
	01.04.2013 to	01.04.2012 to
	31.03.2014	31.03.2013
	S\$	S\$
<b>Cash flows from operating activities</b>		
Profit before taxation	2,037,237	2,391,807
Adjustments for:		
Depreciation of property, plant and equipment	258,829	251,684
Amortisation of intangibles	86,087	120,212
Impairment of goodwill	-	1,048,694
Impairment of trademarks	-	122,392
Gain on disposal of property, plant and equipment	(11,419)	(2,334)
Fixed assets written off	653	-
Allowance for doubtful trade receivables	196,176	52,990
Trade receivables written off	-	75,919
Allowance/(write-back) of inventory obsolescence	137,524	(63,606)
Interest expense	255,827	301,017
Interest income	(48,292)	(47,990)
Translation difference	210,239	31,176
<b>Operating profit before working capital changes</b>	<b>3,122,861</b>	<b>4,281,961</b>
(Increase)/decrease in		
Inventories	768,714	(1,481,444)
Trade receivables	4,064,265	(4,819,329)
Other receivables and deposits	192,946	707,545
Prepayments	(77,615)	20,773
Increase/(decrease) in		
Trade payables	(1,667,216)	2,999,506
Bills payable to banks (unsecured)	(201,632)	108,855
Other payables and accruals	(375,395)	957,162
<b>Cash generated from operations</b>	<b>5,826,928</b>	<b>2,775,029</b>
Interest expense paid	(255,827)	(301,017)
Interest income received	48,292	47,990
Income tax paid	(619,891)	(1,225,907)
<b>Net cash generated from operating activities</b>	<b>4,999,502</b>	<b>1,296,095</b>
<b>Cash flows from investing activities</b>		
Proceeds from disposal of property, plant and equipment	16,578	5,542
Purchase of unquoted equity shares <sup>(1)</sup>	-	(500,000)
Purchase of property, plant and equipment	(270,856)	(238,003)
<b>Net cash generated used in investing activities</b>	<b>(254,278)</b>	<b>(732,461)</b>
<b>Cash flow from financing activities</b>		
Repayment of hire purchase liabilities	(65,638)	(84,655)
Purchase of treasury shares	(68,312)	-
Dividend paid	(1,278,816)	(1,165,000)
<b>Net cash generated used in financing activities</b>	<b>(1,412,766)</b>	<b>(1,249,655)</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>3,332,458</b>	<b>(686,021)</b>
<b>Effect of exchange rate changes on cash and cash equivalents</b>	<b>(160,157)</b>	<b>(8,518)</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>8,505,696</b>	<b>9,200,235</b>
<b>Cash and cash equivalents at the end of the year <sup>(2)</sup></b>	<b>11,677,997</b>	<b>8,505,696</b>

<sup>(1)</sup> The Group announced its subscription of equity interest in Avantouch Systems Pte Ltd in August 2012.

The Group subscribed for 270,271 ordinary shares, representing approximately 2.53% equity interest in the capital of Avantouch Systems Pte Ltd through its wholly owned subsidiary, AV Labs International Pte Ltd.

<sup>(2)</sup> For the purpose of the consolidated cashflow statement, cash and cash equivalents comprised the following at the balance sheet date

	01.04.2013 to		01.04.2012 to	
	31.03.2014		31.03.2013	
	S\$		S\$	
Fixed deposit	-	-	2,276,096	-
Cash and bank balances	11,677,997	6,229,600	-	-
	<u>11,677,997</u>	<u>6,229,600</u>	<u>2,276,096</u>	<u>6,229,600</u>
	<u>11,677,997</u>	<u>8,505,696</u>	<u>2,276,096</u>	<u>6,229,600</u>

1 (d)(i) A statement (for the issuer and group) showing either (i) all changes in the equity or (ii) changes in equity other than those arising from capitalisation issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediate preceding financial year.

STATEMENT OF CHANGES IN EQUITY

	Attributable to owners of the Company								Non controlling interests	Total equity
	Share capital	Returned shares	Treasury shares	Retained earnings	Foreign currency translation reserves	Other Reserve	Total equity attributable to owners of the parent			
<b>2013/14 Group</b>										
Opening balance at 1 April 2013	11,173,106	(104,822)	-	12,958,985	(804,833)	65,685	23,288,121	642,111	23,930,232	
Profit for the year	-	-	-	1,400,824	-	-	1,400,824	77,755	1,478,579	
Other comprehensive income for the year	-	-	-	-	77,724	-	77,724	(49,066)	28,658	
Total comprehensive income for the year	-	-	-	1,400,824	77,724	-	1,478,548	28,689	1,507,237	
Dividends	-	-	-	(1,278,816)	-	-	(1,278,816)	-	(1,278,816)	
Purchase of treasury shares	-	-	(68,312)	-	-	-	(68,312)	-	(68,312)	
Balance as at 31 March 2014	11,173,106	(104,822)	(68,312)	13,080,993	(727,109)	65,685	23,419,541	670,800	24,090,341	

	Attributable to owners of the Company								Non controlling interests	Total equity
	Share capital	Returned shares	Treasury shares	Retained earnings	Foreign currency translation reserves	Other Reserve	Total equity attributable to owners of the parent			
<b>2012/13 Group</b>										
Opening balance at 1 April 2012	11,173,106	(104,822)	-	12,880,163	(791,509)	65,685	23,222,623	424,033	23,646,656	
Profit for the year	-	-	-	1,243,822	-	-	1,243,822	180,898	1,424,720	
Other comprehensive income for the year	-	-	-	-	(13,324)	-	(13,324)	37,180	23,856	
Total comprehensive income for the year	-	-	-	1,243,822	(13,324)	-	1,230,498	218,078	1,448,576	
Dividends	-	-	-	(1,165,000)	-	-	(1,165,000)	-	(1,165,000)	
Balance as at 31 March 2013	11,173,106	(104,822)	-	12,958,985	(804,833)	65,685	23,288,121	642,111	23,930,232	

	Share capital	Returned shares	Treasury shares	Retained earnings	Total equity
	<b>2013/14 Company</b>				
Opening balance as at 1 April 2013	11,173,106	(104,822)	-	13,276,578	24,344,862
Profit for the year	-	-	-	744,453	744,453
Total comprehensive income for the year	-	-	-	744,453	744,453
Purchase of treasury shares	-	-	(68,312)	-	(68,312)
Dividends	-	-	-	(1,278,816)	(1,278,816)
Balance as at 31 March 2014	11,173,106	(104,822)	(68,312)	12,742,215	23,742,187

	Share capital	Returned shares	Treasury shares	Retained earnings	Total equity
	<b>2012/13 Company</b>				
Opening balance as at 1 April 2012	11,173,106	(104,822)	-	12,450,915	23,519,199
Profit for the year	-	-	-	1,990,663	1,990,663
Total comprehensive income for the year	-	-	-	1,990,663	1,990,663
Dividends	-	-	-	(1,165,000)	(1,165,000)
Balance as at 31 March 2013	11,173,106	(104,822)	-	13,276,578	24,344,862

1 (d)(ii) Detail of any changes in the company's share capital arising from rights issues, bonus issues, share buy-backs, exercise of share options or warrants, conversion of other issues of equity securities, issue of shares or cash or as consideration for acquisition of for any other purpose since the end of the previous period reported on. State also the number of shares that may be issued on conversion of all the outstanding convertibles as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year.

Treasury shares	FY2013/14		FY2012/13	
	No. of share	S\$	No. of share	S\$
Balance as at 1 April	-	-	-	-
Purchased during the year	354,000	68,312	-	-
Balance as at 31 March	354,000	68,312	-	-

1 (d)(iii) To show the total number of issued shares excluding treasury shares as at the end of the current financial period and as at the end of the immediately preceding year.

	31.03.2014	31.03.2013
Total no. of issued shares (excluding treasury shares)	116,827,818	117,181,818

1 (d)(iv) A statement showing all sales, transfers, disposal, cancellation and/or use of treasury shares as at the end of the current financial year report on

Not applicable as there were no sales, transfer, disposal, cancellation and/or use of treasury shares as at the end of the financial year.

2 Whether the figures have been audited, or reviewed and in accordance with which standard (e.g. the Singapore Standard on Auditing 910 (Engagements to Review Financial Statements), or an equivalent standard)

The figures have not been audited or reviewed by the auditors.

3 Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of matter)

Not applicable.

4 Whether the same accounting policies and methods of computation as in the issuer's most recently audited annual financial statements have been applied

The Group has applied the same accounting policies and methods of computation in the preparation of the financial statements for the current reporting period as compared to the most recent audited financial statements for the financial year ended 31 March 2013.

5 If there are any changes in the accounting policies and methods of computation, including any required by an accounting standard, what has changed, as well as the reasons for, and the effect of, the change.

The Group has adopted all applicable new and revised FRS that become effective during the new financial year and has no significant impact to the Group.

6 Earnings per ordinary share of the group for the current period reported on and the corresponding period of the immediately preceding financial year, after deducting any provision for preference dividends

	Group	
	31.03.2014	31.03.2013
Earnings per ordinary share (cents)		
Based on weighted average number of ordinary shares in issue	1.20	1.06
Based on a fully diluted basis	1.20	1.06

The earnings per share for the year ended 31 March 2014 was calculated based on profit attributable to owners of the Company divided by 116,827,818 shares (FY2012/13 : 117,181,818 shares).

7 Net asset value (for the issuer and group) per ordinary share based on issued share capital of the issuer at the end of the (a) current period reported on and (b) immediately preceding financial year

	Group		Company	
	31.03.2014	31.03.2013	31.03.2014	31.03.2013
	Cents	Cents	Cents	Cents
Net asset value per ordinary share based on issued share capital as at the end of the year reported on	20.05	19.87	20.32	20.78

Net asset value per ordinary share for year ended 31 March 2014 was calculated based on net assets of the Group and Company after deducting non controlling interests divided by 116,827,818 shares (FY2012/13 : 117,181,818 shares).

**A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. The review must discuss any significant factors that affected the turnover, costs, and earnings of the group for the current financial period reported on, including (where applicable) seasonal or cyclical factors. It must also discuss any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on**

Turnover, Earnings & Cost

Revenue decreased by \$2.5mil or 1.9% from \$130.8mil in FY2012/13 to \$128.3mil in FY2013/14 mainly caused by Thailand and Australia. The political situation in Thailand and the weak market sentiment in Australia had affected the sales in these two countries. South East Asia markets accounted for about 91.6% of Group revenue while Australia contributed the balance.

With reduction in revenue, gross profits also decreased by \$1.7mil or 10.3% from \$16.8mil in FY2012/13 to \$15.1mil in FY2013/14. Gross margin dropped from 12.9% in FY2012/13 to 11.8% in FY2013/14 mainly due to higher allowance of inventory obsolescence made during the year.

Other operating income increased by \$0.2mil or 95.4% from \$0.2mil in FY2012/13 to \$0.4mil in FY2013/14 and this came from higher royalty fee recharged to a sub-distributor.

Selling and distribution expenses decreased by about \$0.6mil or 7.8% from \$8.1mil in FY2012/13 to \$7.5mil in FY2013/14 mainly from savings in staff related expenses and distribution costs resulted from restructuring of the Australia operations.

Since the last financial year, AUD had depreciated against the USD by about 12.7%. As a result, the Group recorded \$0.9mil of foreign exchange loss which is classified as part of the general administrative expenses. If the exchange difference is excluded, general administrative expenses decreased by about \$0.6mil or 10.7% from \$5.5mil in FY2012/13 to \$4.9mil FY2013/14. The savings were attributable to the restructuring of a subsidiary in Australia. Without the exchange difference, net profit before tax would register an improvement of \$0.9mil or 46.3% to \$2.9mil as compared to FY2012/13.

Finance expenses decreased about \$45k or 15.0% and this accounted for 1.9% (FY2012/13: 2.3%) of total operating costs. These were mainly incurred to support regional operations.

Assets & Liabilities, Cash flow

The Group saw trade receivables decreased by \$4.3mil or 18.2% from \$23.5mil in FY2012/13 to \$19.2mil in FY2013/14 and trade receivables turnover in days increased to 61days (FY2012/13: 59 days).

Specific allowance has been made for doubtful debts after due consideration by the management and Board.

The trade payables decreased \$1.7mil or 10.7% to \$14.0mil with turnover days increased to 48 days in FY2013/14 (FY2012/13 : 45 days).

Inventory decreased by \$0.9mil or 4.2% from \$21.6mil in FY2012/13 to \$20.7mil in FY2013/14. With consignment stock excluded, inventory turnover in days remained stable at 68 days (FY2012/13: 67 days). Specific allowance has been made for slow moving items and management deems it as adequate.

The Group has utilised credit facilities from banks such as bills payable to support regional growth and finance the purchase of inventory.

**Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results**

No forecasts have been provided previously.

**A commentary at the date of the announcement of the significant trends and competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months.**

The IT industry has seen changes in terms of consumer preferences, and the Group needs to stay ahead in marketing the preferred products to the respective markets and consumers.

The markets that we operate in remain challenging, and managing the costs is a priority for the Group. While management remained focus in managing our inventory and expenses, we will also be exploring new marketing and social media to allow the consumers better awareness and access to our products in the coming year.

**11 If a decision regarding dividend has been made:-****(a) Whether an interim (final) ordinary dividend has been declared (recommended); and**

The Board of Directors has recommended a final one-tier tax exempt dividend of 1.0 Singapore cent per ordinary share in respect of financial year ended 31 March 2014

**(b)(i) Current financial period**

The Board of Directors has recommended a final one-tier tax exempt dividend of 1.0 Singapore cent per ordinary share in respect of financial year ended 31 March 2014

**(b)(ii) Corresponding Period of the Immediately Preceding Financial Year**

Final dividend of 1.1 cent per share was paid for FY2012/13 (based on 116,256,000 shares, excluding Returned shares of 681,818 shares and treasury shares of 244,000)

**(c) Whether the dividend is before tax, net of tax or tax exempt. If before tax or net of tax, state the tax rate and the country where the dividend is derived. If the dividend is not taxable in the hands of shareholders, this must be stated)**

One-tier Tax Exempt

**(d) Date payable**

The proposed Final Dividend, if approved by the shareholders of the Company at the Annual General Meeting to be held on 25 July 2014, will be paid on 14 August 2014.

**(e) Books closure date**

NOTICE IS HEREBY GIVEN that the Share Transfer Books and Register of Members of the Company will be closed on 5 August 2014 for the purpose of determining entitlements of ordinary shareholders to the tax exempt (one-tier) final dividend of 1.0 Singapore cent per ordinary share in respect of the financial year ended 31 March 2014. Duly completed registrable transfers received by the Company's Share Registrar, M&C Services Private Limited of 112 Robinson Road, #05-01, Singapore 068902, up to 5.00 p.m. on 4 August 2014 will be registered before entitlements to the Final Dividends are determined. Members whose securities accounts with The Central Depository (Pte) Limited are credited with the Company's ordinary shares as at 5.00 p.m. on 4 August 2014 will be entitled to the final dividend.

**12 If no dividend has been declared/recommended, a statement to that effect**

Not applicable.

**PART II - ADDITIONAL INFORMATION REQUIRED FOR FULL YEAR ANNOUNCEMENT**

(This is not applicable to Q1, Q2, Q3 or half year results)

**13 Segmented revenue and results for business or geographical segments (of the group) in the form presented in the****Business segments**

2013/14	Group			Total S\$
	IT accessories S\$	Multimedia S\$	Data storage S\$	
Revenue	59,815,416	67,120,161	1,337,945	128,273,522
Segment result	675,312	1,520,019	49,441	2,244,772
Financial expenses	1.1%	2.3%	3.7%	(255,827)
Financial income				48,292
Operating profit before taxation				2,037,237
Impairment of goodwill				-
Impairment of trademarks				-
Profit before taxation				2,037,237
Taxation				(558,658)
Profit after taxation				1,478,579
Depreciation of property, plant and equipment				258,829
Amortisation of intangibles				86,087
Other non-cash expenses				334,354
Capital expenditure				270,856
2012/13	Group			Total S\$
	IT accessories S\$	Multimedia S\$	Data storage S\$	
Revenue	59,608,899	66,495,230	4,702,906	130,807,035
Segment result	2,306,166	1,376,924	132,830	3,815,920
Financial expenses	3.9%	2.1%	2.8%	(301,017)
Financial income				47,990
Operating profit before taxation				3,562,893
Impairment of goodwill				(1,048,694)
Impairment of trademarks				(122,392)
Profit before taxation				2,391,807
Taxation				(967,087)
Profit after taxation				1,424,720
Depreciation of property, plant and equipment				251,684
Amortisation of intangibles				120,212
Other non-cash expenses				1,236,389
Capital expenditure				258,051

## Geographical segments

Revenue and non current assets information based on the geographical location of customers and assets respectively.

	Revenue		Assets	
	31.03.2014	31.03.2013	31.03.2014	31.03.2013
	S\$	S\$	S\$	S\$
Singapore	82,905,235	82,589,426	841,269	933,631
Malaysia	20,173,516	18,374,475	161,986	190,253
Thailand	9,831,675	11,248,579	209,668	112,942
Australia	11,173,672	12,950,511	784,510	915,778
Asia	2,921,976	4,903,789	-	-
Others	1,267,448	740,255	-	-
	128,273,522	130,807,035	1,997,433	2,152,604

### 14 In the review of performance, the factors leading to any material changes in contributions to turnover and earnings by the business or geographical segments

Revenue from IT accessories and multimedia recorded marginal increase of 0.3% and 0.9% respectively while the Group saw a reduction in data storage segment by \$3.4mil or 71.6% as a result of a shift in focus from this segment.

### 15 A breakdown of sales

	Group		
	31.03.2014	31.03.2013	Change
	S\$	S\$	%
Sales reported for first half year	61,361,624	65,661,909	(6.55%)
Profit before tax for first half year	1,029,327	1,787,212	(42.41%)
Sales reported for second half year	66,911,898	65,145,126	2.71%
Profit before tax for second half year	1,007,910	604,595	66.71%

### 16 A breakdown of the total annual dividend (in dollar value) for the issuer's latest full year and its previous full

	In respect of 31.03.2014	In respect of 31.03.2013
Total annual dividend (gross)	1,161,460	1,278,816

### 17 Interested Person Transactions

The Company does not obtain a shareholder's mandate for interested person transactions

### 18 List of persons occupying Managerial positions who are related to a Director or Chief Executive Officer or Substantial Shareholder of Ban Leong Technologies Limited and any of its principal subsidiaries.

Name	Age	Family Relationship with any Director and/or Chief Executive Officer and/or Substantial Shareholder	Current position and duties, and the year position was first held	Details of changes in duties and position held, if any, during the year
Teo Su Ching	44	Spouse of Mr Ronald Teng Woo Boon, Managing Director	Head of operations since 1993	NIL
Teo Wee Chong	43	Brother-in-law of Mr Ronald Teng Woo Boon, Managing Director	Sales Manager since 2002	NIL

ON BEHALF OF THE BOARD

**RONALD TENG WOO BOON**  
MANAGING DIRECTOR

Date: 26 May 2014