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**HY2024  
Results Presentation**

**8 November 2023**

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# HY2024 Financials



# Income Statement

(S\$'000)	HY2024	HY2023	Increase / (Decrease) %
<b>Revenue</b>	16,155	13,422	20.4
<b>Gross Profit</b>	4,700	4,262	10.3
<b>Other income (including interest income)</b>	621	457	35.9
<b>Distribution and General &amp; Administrative cost</b>	5,183	4,300	20.5
<b>Net Profit attributable to owners of the parent</b>	26	56	(53.6)

- **Revenue:** Increased in the sales of goods segment of S\$2.8 million mainly from the distribution business, offset by the decrease in sales of rendering of services segment of S\$0.1 million.
- **Gross profit:** Increased by S\$0.4 million, with gross profit margin decreased from 31.8% in HY2023 to 29.1% in HY2024, as a higher percentage of sales came from lower margin segment.
- **Other income:** Increased by S\$0.2 million mainly due to legal claim settlement of S\$0.3 million arising from the exercise of put option to dispose the Group's investment and increase in interest income of S\$0.1 million. These were offset by a decrease in write-back of inventory obsolescence and foreign exchange gain of S\$0.1 million each.
- **Distribution and General & Administrative cost:** Increased by S\$0.9 million, mainly due to increase in manpower related expenses of S\$0.6 million.
- **Net Profit attributable to owners of the parent:** Decreased by S\$30,000 or 53.6% from S\$56,000 in HY2023 to S\$26,000 in HY2024.

# Financial Position

(S\$'000)	As at 30 September 2023	As at 31 March 2023
<b>Non-current assets</b>	1,475	1,518
<b>Current assets:</b>		
- Cash and cash equivalents	12,894	14,535
<b>Total Current Assets</b>	30,431	31,652
<b>Total bank borrowings</b>	2,774	3,271
<b>Non-current &amp; current liabilities</b>	10,004	10,688
<b>Equity attributable to owners of the parent</b>	21,751	22,413

- Group's operations are largely funded by its working capital and cash
- Shareholders' funds of S\$21.8 million is well-supported by cash and cash equivalent of S\$12.9 million
- Continues to be in a robust financial position with sufficient liquidity and bank facilities to meet working capital requirements

# Cash Flow

(S\$'000)	HY2024	HY2023
Net cash from/(used) in operating activities	59	(1,700)
Net cash used in investing activities	(148)	(315)
Net cash used in financing activities	(1,581)	(1,809)
Net changes in cash & cash equivalents	(1,670)	(3,824)
Cash at beginning of financial period	14,535	18,957
Cash at end of financial period	12,894	15,222

- **Net cash used in operating activities** was largely due to operating cash flows generated before working capital of S\$0.5 million, offset by net cash used in working capital of S\$0.6 million, which resulted mainly from:
  - ✓ Increase in inventories of S\$1.8 million, decrease in contract liabilities of S\$0.2 million, offset by decrease in contract assets of S\$0.8 million, decrease in trade and other receivables of S\$0.4 million, as well as decrease in prepayments of S\$0.2 million.
- **Net cash used in investing activities** was mainly due to purchase of plant and equipment of S\$0.1 million.
- **Net cash used in financing activities** was mainly due to payment of dividend of S\$0.8 million, repayment of term loans of S\$0.5 million, as well as repayment of lease liabilities of S\$0.3 million.



# Outlook & Strategy

# Improved market outlook despite headwinds

- Notable upticks in the supply of equipment revenue, in-line with the Group's efforts to strengthen its distribution business.
- Secured higher volume of orders in the offshore energy and renewable segment comparable to pre-Covid level, driven by the growing global energy demand as well as ongoing energy transition to greener solutions.
- Continue to exercise prudence in managing operating costs against the challenging business environment.
- Committed to extend footprint into the renewable offshore segment, as well as expanding overseas presence and related market segments to bolster revenue stream.



**Thank You**