## UNAUDITED SECOND QUARTER AND HALF YEAR FINANCIAL STATEMENTS FOR THE FINANCIAL PERIOD ENDED 30 JUNE 2017

## PART 1 - INFORMATION REQUIRED FOR QUARTERLY (Q1, Q2 \& Q3), HALF-YEAR AND FULL YEAR ANNOUNCEMENTS

1(a)(i) An income statement and statement of comprehensive income, or a statement of comprehensive income, for the group, together with a comprehensive statement for the corresponding period of the immediately preceding financial year.

## CONSOLIDATED STATEMENTS OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

|  | Group |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q2017 | 2Q2016 | Change | 1H2017 | 1H2016 | Change |
|  | \$'000 | \$'000 | \% | \$'000 | \$'000 | \% |
| Revenue | 63,204 | 64,913 | (2.6) | 124,322 | 132,252 | (6.0) |
| Cost of sales | $(52,913)$ | $(56,286)$ | (6.0) | $(103,967)$ | $(116,421)$ | (10.7) |
| Gross profit | 10,291 | 8,627 | 19.3 | 20,355 | 15,831 | 28.6 |
| Other item of income |  |  |  |  |  |  |
| Other operating income | 1,011 | 588 | 71.9 | 1,764 | 1,504 | 17.3 |
| Other items of expense |  |  |  |  |  |  |
| Marketing and distribution expenses | (262) | (78) | 235.9 | (571) | (179) | 219.0 |
| Administrative expenses | $(5,195)$ | $(4,513)$ | 15.1 | $(9,926)$ | $(8,936)$ | 11.1 |
| Finance costs | (923) | (366) | 152.2 | $(1,827)$ | (504) | 262.5 |
| Other operating expenses | (210) | (274) | 23.4 | (363) | (412) | (11.9) |
| Share of results of associates | 719 | 582 | 23.5 | 1,371 | 1,144 | 19.8 |
| Profit before tax | 5,431 | 4,566 | 18.9 | 10,803 | 8,448 | 27.9 |
| Income tax expense | (765) | (463) | 65.2 | $(1,100)$ | (667) | 64.9 |
| Profit for the period | 4,666 | 4,103 | 13.7 | 9,703 | 7,781 | 24.7 |
| Other comprehensive income: Items that may be reclassified subsequently to profit or loss Foreign currency translation | 83 | (124) | n.m. | (34) | 109 | n.m. |
| period | 4,749 | 3,979 | 19.4 | 9,669 | 7,890 | 22.5 |
| Profit for the period attributable to: |  |  |  |  |  |  |
| Owners of the Company | 4,525 | 3,947 | 14.6 | 9,462 | 7,445 | 27.1 |
| Non-controlling interests | 141 | 156 | (9.6) | 241 | 336 | (28.3) |
|  | 4,666 | 4,103 | 13.7 | 9,703 | 7,781 | 24.7 |
| Total comprehensive income for the period attributable to: |  |  |  |  |  |  |
| Owners of the Company | 4,608 | 3,823 | 20.5 | 9,428 | 7,554 | 24.8 |
| Non-controlling interests | 141 | 156 | (9.6) | 241 | 336 | (28.3) |
|  | 4,749 | 3,979 | 19.4 | 9,669 | 7,890 | 22.5 |

n.m.: Not meaningful

1(a)(ii) Notes to consolidated statements of profit or loss and other comprehensive income
The Group's profit before tax was arrived at after charging/(crediting) the following:

|  | Group |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q2017 | 2Q2016 | Change | 1H2017 | 1H2016 | Change |
|  | \$'000 | \$'000 | \% | \$'000 | \$'000 | \% |
| Depreciation of property, plant and equipment | 371 | 296 | 25.3 | 740 | 504 | 46.8 |
| Inventories recognised as an expense in cost of sales | 52,268 | 55,669 | (6.1) | 102,741 | 115,199 | (10.8) |
| Operating lease expense | 1,020 | 939 | 8.6 | 1,944 | 1,922 | 1.1 |
| Interest expense on loans and borrowings | 1,687 | 983 | 71.6 | 3,171 | 1,725 | 83.8 |
| Allowance for doubtful trade receivables | 214 | 51 | 319.6 | 360 | 189 | 90.5 |
| Net fair value (gain)/loss on loan from an unrelated party | (19) | 119 | n.m. | 40 | 275 | (85.5) |
| Net exchange (gain)/loss | (5) | 93 | n.m. | 2 | (43) | n.m. |
| Decrease/(increase) in fair value of inventories less point-of-sale costs | 42 | (178) | n.m. | (62) | (380) | (83.7) |
| Rental income from leasehold property | (289) | (220) | 31.4 | (518) | (456) | 13.6 |
| Interest income | (150) | (99) | 51.5 | (297) | (219) | 35.6 |
| Dividend income from unquoted investments | (48) | (32) | 50.0 | (48) | (32) | 50.0 |
| Write-off of consideration over fair value of interest acquired in a subsidiary | - | 207 | n.m. | - | 207 | n.m. |
| (Gain)/loss on disposal of property, plant and equipment | - | (15) | n.m. | - | 85 | n.m. |

1(b)(i) A statement of financial position (for the issuer and group), together with a comparative statement as at the end of the immediately preceding financial year.

STATEMENTS OF FINANCIAL POSITION

| Non-current assets | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 30.06 .2017 \\ \$ \prime 000 \end{gathered}$ | $\begin{gathered} \text { 31.12.2016 } \\ \$ ’ 000 \end{gathered}$ | $\begin{gathered} \text { 30.06.2017 } \\ \$ \prime 000 \end{gathered}$ | $\begin{gathered} 31.12 .2016 \\ \$ ’ 000 \end{gathered}$ |
|  |  |  |  |  |
| Property, plant and equipment | 28,423 | 28,909 | 115 | 124 |
| Intangible asset | 451 | 451 | - | - |
| Investment in subsidiaries | - | - | 50,906 | 51,832 |
| Investment in associates | 10,056 | 8,923 | 1,003 | 1,002 |
| Other investments | 738 | 688 | 738 | 688 |
| Trade and other receivables | 47,193 | 60,516 | 2,990 | 3,006 |
|  | 86,861 | 99,487 | 55,752 | 56,652 |
| Current assets |  |  |  |  |
| Inventories | 59,468 | 56,206 | - | - |
| Trade and other receivables | 223,307 | 229,831 | 133,539 | 131,266 |
| Prepaid operating expenses | 299 | 1,241 | 34 | 23 |
| Cash and bank balances | 11,561 | 7,112 | 2,603 | 1,021 |
|  | 294,635 | 294,390 | 136,176 | 132,310 |
| Total assets | 381,496 | 393,877 | 191,928 | 188,962 |
| Current liabilities |  |  |  |  |
| Trade and other payables | 4,495 | 4,692 | 5,749 | 3,519 |
| Other liabilities | 1,851 | 2,711 | 364 | 1,046 |
| Interest-bearing loans and borrowings | 184,205 | 151,640 | 49,779 | - |
| Income tax payable | 1,808 | 1,784 | 215 | 209 |
|  | 192,359 | 160,827 | 56,107 | 4,774 |
| Net current assets | 102,276 | 133,563 | 80,069 | 127,536 |
| Non-current liabilities |  |  |  |  |
| Provisions | 266 | 280 | - | - |
| Other deposits | 34 | - | - | - |
| Interest-bearing loans and borrowings | 13,336 | 59,681 | - | 49,662 |
| Deferred tax liabilities | 1,775 | 1,802 | 13 | 12 |
|  | 15,411 | 61,763 | 13 | 49,674 |
| Total liabilities | 207,770 | 222,590 | 56,120 | 54,448 |
| Net assets | 173,726 | 171,287 | 135,808 | 134,514 |
| Equity attributable to owners of the |  |  |  |  |
| Company |  |  |  |  |
| Share capital | 78,313 | 78,313 | 78,313 | 78,313 |
| Treasury Shares | (26) | - | (26) | - |
| Retained earnings | 97,865 | 94,164 | 57,521 | 56,201 |
| Other reserves | $(6,723)$ | $(6,689)$ | - | - |
|  | 169,429 | 165,788 | 135,808 | 134,514 |
| Non-controlling interests | 4,297 | 5,499 | - | - |
| Total equity | 173,726 | 171,287 | 135,808 | 134,514 |

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

Amount repayable in one year or less, or on demand

|  | As at 30 June 17 |  | As at 31 December 16 |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Secured <br> $\mathbf{\$ \prime} \mathbf{0 0 0}$ | Unsecured <br> $\mathbf{\$ \prime 0 0 0}$ | Secured <br> $\mathbf{\$ \prime 0 0 0}$ | Unsecured <br> $\mathbf{\$ \prime 0 0 0}$ |
| Included in trade and other <br> payables <br> Included in interest-bearing loans <br> and borrowings <br> Total | - | 3,404 | - | 3,114 |

Amount repayable by the Group after one year

|  | As at 30 June 17 |  | As at 31 December 16 |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Secured <br> $\mathbf{\$ \prime 0 0 0}$ | Unsecured <br> $\mathbf{\$ \prime 0 0 0}$ | Secured <br> $\mathbf{\$ \prime 0 0 0}$ | Unsecured <br> $\mathbf{\$ \prime} \mathbf{0 0 0}$ |
|  | 13,336 | - | 10,019 | 49,662 |

## Details of collateral

- A fixed and floating charge on all assets of certain subsidiaries, legal mortgages over several properties and personal guarantees by certain directors of a subsidiary.

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

| CONSOLIDATED STATEMENTS OF CASH FLOWS | $\begin{gathered} \text { 2Q2017 } \\ \$ ’ 000 \end{gathered}$ | $\begin{gathered} \text { 2Q2016 } \\ \$ ’ 000 \end{gathered}$ | $\begin{gathered} \text { 1H2017 } \\ \$ ’ 000 \end{gathered}$ | $\begin{gathered} \text { 1H2016 } \\ \$ ’ 000 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Operating activities |  |  |  |  |
| Profit before tax | 5,431 | 4,566 | 10,803 | 8,448 |
| Adjustments for: |  |  |  |  |
| Depreciation of property, plant and equipment | 371 | 296 | 740 | 504 |
| (Gain)/loss on disposal of property, plant and equipment |  | (15) |  | 85 |
| Allowance for doubtful trade receivables | 214 | 51 | 360 | 189 |
| Interest income | (150) | (99) | (297) | (219) |
| Finance costs | 1,687 | 983 | 3,171 | 1,725 |
| Decrease/(increase) in fair value of inventories less point-of-sale costs | 42 | (178) | (62) | (380) |
| Net fair value (gain)/loss on loan from an unrelated party | (19) | 119 | 40 | 275 |
| Dividend income from unquoted investments | (48) | (32) | (48) | (32) |
| Write-off of consideration over fair value of interest acquired in a subsidiary |  | 207 |  | 207 |
| Share of results of associates | (719) | (582) | $(1,371)$ | $(1,144)$ |
| Amortisation of bond expenses |  | 16 | - | 16 |
| Unrealised exchange (gain)/loss | (41) | 60 | 20 | 32 |
| Operating cash flows before changes in working capital Changes in working capital | 6,768 | 5,392 | 13,356 | 9,706 |
| Decrease/(increase) in inventories | 138 | $(5,092)$ | $(3,200)$ | $(12,608)$ |
| (Increase)/decrease in trade and other receivables | $(22,714)$ | $(31,037)$ | 19,505 | $(37,396)$ |
| Decrease in prepaid operating expenses | 107 | 73 | 943 | 530 |
| Decrease in trade and other payables | (398) | (72) | (383) | $(1,175)$ |
| (Decrease)/increase in other liabilities | (173) | 624 | (675) | (663) |
| Cash flows (used in)/generated from operations | $(16,272)$ | $(30,112)$ | 29,546 | $(41,606)$ |
| Interest received | 150 | 99 | 297 | 219 |
| Finance costs paid | $(1,628)$ | (983) | $(3,053)$ | $(1,725)$ |
| Income taxes paid | (656) | (345) | $(1,104)$ | (629) |
| Net cash flows (used in)/generated from operating activities | $(18,406)$ | $(31,341)$ | 25,686 | $(43,741)$ |
| Investing activities |  |  |  |  |
| Purchase of property, plant and equipment | (97) | (936) | (268) | $(12,423)$ |
| Purchase of investment securities | - | - | (50) | - |
| Net cash outflow on acquisition of a subsidiary | - | $(2,645)$ |  | $(2,645)$ |
| Dividend income from associates | 200 | 200 | 200 | 200 |
| Dividend income from unquoted investments | 48 | 32 | 48 | 32 |
| Net cash flows generated from/(used in) investing activities | 151 | $(3,349)$ | (70) | $(14,836)$ |
| Financing activities |  |  |  |  |
| Proceeds from interest-bearing loans and borrowings | 29,833 | 3,039 | 33,964 | 27,890 |
| Repayment of interest-bearing loans and borrowings | $(5,748)$ | $(15,806)$ | $(47,796)$ | $(16,817)$ |
| Purchase of treasury shares |  |  | (26) | - |
| Proceeds from issuance of bonds | - | 49,526 | - | 49,526 |
| Return of investment to non-controlling interests | $(1,046)$ |  | $(1,046)$ | - |
| Dividends paid to non-controlling interests | (397) | (399) | (397) | (399) |
| Dividends paid on ordinary shares | $(5,761)$ | $(5,068)$ | $(5,761)$ | $(5,068)$ |
| Net cash flows generated from/(used in) financing activities | 16,881 | 31,292 | $(21,062)$ | 55,132 |
| Net (decrease)/increase in cash and cash equivalents | $(1,374)$ | $(3,398)$ | 4,554 | $(3,445)$ |
| Cash and cash equivalents at beginning of period | 11,000 | 9,996 | 5,072 | 10,043 |
| Cash and cash equivalents at end of period | 9,626 | 6,598 | 9,626 | 6,598 |

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

## STATEMENTS OF CHANGES IN EQUITY

|  | Attributable to owners of the Company |  |  |  |  |  |  | Noncontrolling interests$\$ ’ 000$ | Total equity <br> \$’000 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Share capital $\$ ’ 000$ | Treasury Shares \$’000 | Capital reserve $\$ ’ 000$ | Merger reserve $\$ ’ 000$ | Foreign currency translation reserve $\$ \mathbf{0 0 0}$ | Retained earnings $\$ ’ 000$ | Total $\$ \mathbf{\prime} 000$ |  |  |
| At 1 January 2017 | 78,313 | - | 1,984 | $(7,599)$ | $(1,074)$ | 94,164 | 165,788 | 5,499 | 171,287 |
| Profit for the period | - | - | - | - | - | 9,462 | 9,462 | 241 | 9,703 |
| Foreign currency translation | - | - | - | - | (34) | - | (34) | - | (34) |
| Total comprehensive income for the period Distributions to owners | - | - | - | - | (34) | 9,462 | 9,428 | 241 | 9,669 |
| Dividends paid on ordinary shares | - | - | - | - | - | $(5,761)$ | $(5,761)$ | - | $(5,761)$ |
| Dividends paid to noncontrolling interests | - | - | - | - | - | - | - | (397) | (397) |
| Return of investment to non-controlling interests | - | - | - | - | - | - | - | $(1,046)$ | $(1,046)$ |
| Purchase of treasury shares | - | (26) | - | - | - | - | (26) | - | (26) |
| Total distributions to owners | - | (26) | - | - | - | $(5,761)$ | $(5,787)$ | $(1,443)$ | $(7,230)$ |
| At 30 June 2017 | 78,313 | (26) | 1,984 | $(7,599)$ | $(1,108)$ | 97,865 | 169,429 | 4,297 | 173,726 |


|  | Attributable to owners of the Company |  |  |  |  |  | Noncontrolling interests | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Share capital | Capital reserve | Merger reserve | Foreign currency translation reserve | Retained earnings | Total |  |  |
| Group | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$’000 | \$'000 | \$'000 |
| At 1 January 2016 | 78,313 | 1,984 | $(7,599)$ | (893) | 83,673 | 155,478 | 4,208 | 159,686 |
| Profit for the period | - | - | - | - | 7,445 | 7,445 | 336 | 7,781 |
| Foreign currency translation | - | - | - | 109 | - | 109 | - | 109 |
| Total comprehensive income for the period | - | - | - | 109 | 7,445 | 7,554 | 336 | 7,890 |

Distributions to owners

| Dividends paid on ordinary shares | - | - | - | - | $(5,068)$ | $(5,068)$ | - | $(5,068)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dividends paid to noncontrolling interests | - | - | - | - | - | - | (399) | (399) |
| Total distributions to owners | - | - | - | - | $(5,068)$ | $(5,068)$ | (399) | $(5,467)$ |

Changes in ownership interests in subsidiaries

| Acquisition of interest in a subsidiary | - | - | - | - | - | - | 1,945 | 1,945 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total transactions with owners in their capacity as owners | - | - | - | - | - | - | 1,945 | 1,945 |
| At 30 June 2016 | 78,313 | 1,984 | $(7,599)$ | (784) | 86,050 | 157,964 | 6,090 | 164,054 |


|  | Attributable to owners of the Company |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Share capital \$’000 | Treasury <br> Shares <br> \$'000 | Retained earnings \$’000 | Total equity \$’000 |
| At 1 January 2017 | 78,313 | - | 56,201 | 134,514 |
| Profit for the period, representing total comprehensive income for the period | - | - | 7,081 | 7,081 |
| Distributions to owners |  |  |  |  |
| Dividends paid on ordinary shares | - | - | $(5,761)$ | $(5,761)$ |
| Purchase of treasury shares | - | (26) | - | (26) |
| At 30 June 2017 | 78,313 | (26) | 57,521 | 135,808 |
| At 1 January 2016 | 78,313 | - | 50,919 | 129,232 |
| Profit for the period, representing total comprehensive income for the period | - | - | 7,197 | 7,197 |
| Dividends paid on ordinary shares | - | - | $(5,068)$ | $(5,068)$ |
| At 30 June 2016 | 78,313 | - | 53,048 | 131,361 |

1(d)(ii) Details of any changes in the company's share capital arising from rights issue, bonus issue, share buybacks, exercises of share options or warrants, conversion of other issues of equity securities, issue of shares for cash or as consideration for acquisition or for any other purpose since the end of the previous period reported on. State also the number of issued shares excluding treasury shares, if any, against the total number of issued shares excluding treasury shares of the issuer, 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.

Pursuant to the Share Buy-Back Mandate approved by shareholders, the Company purchased a total of 100,000 shares by way of on-market purchase for a total consideration of $\$ 26,000$ in 1Q2017. These shares purchased were made out of the Company's capital and held as treasury shares.

The Company's issued and fully paid up shares as at 30 June 2017 comprised 533,397,960 (30 June 2016: $533,497,960$ ) ordinary shares and 100,000 (30 June 2016: Nil) treasury shares.

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

|  | $\mathbf{3 0 . 0 6 . 2 0 1 7}$ | $\mathbf{3 1 . 1 2 . 2 0 1 6}$ |
| :--- | ---: | ---: |
| Total number of issued shares | $533,497,960$ | $533,497,960$ |
| Less: Treasury shares | $(100,000)$ | - |
| Total number of issued shares excluding treasury shares | $533,397,960$ | $533,497,960$ |

1(d)(iv) A statement showing all sales, transfers, disposals, cancellation and/or use of treasury share as at the end of the current financial period reported on.

| Treasury Shares | No. of shares | S\$'000 |
| :--- | ---: | ---: |
| Balance as at 31/3/2017 | 100,000 | 26 |
| No. of shares purchased | - | - |
| Balance as at 30/06/2017 | 100,000 | 26 |

2. Whether the figures have been audited or reviewed, and in accordance with which auditing standard or practice.

The figures have not been audited or reviewed by the Company's auditors.
3. Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of a 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 financial statements for the current financial period ended as those of the audited financial statements for the financial year ended 31 December 2016, as well as applicable new and revised Financial Reporting Standards ("FRSs") which became effective for financial years beginning on or after 1 January 2017. The adoption of these new and revised FRSs has no material effect on the financial statements for the current financial period.
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.

Please refer to item 4 above.
6. Earnings per ordinary share of the group for the current financial period reported on and the corresponding period of the immediately preceding financial year, after deducting any provision for preference dividends:-
(a) Based on the weighted average number of ordinary shares on issue; and
(b) On a fully diluted basis (detailing any adjustments made to the earnings).

|  | Group |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 Q 2 0 1 7}$ | $\mathbf{2 Q 2 0 1 6}$ | $\mathbf{1 H 2 0 1 7}$ | $\mathbf{1 H 2 0 1 6}$ |
|  | Cents | Cents | Cents | Cents |
| i) Basic earnings per share | 0.85 | 0.74 | 1.77 | 1.40 |
| ii) Diluted earnings per share | 0.85 | 0.74 | 1.77 | 1.40 |
| $-\quad$ Weighted average number of shares | 533,398 | 533,498 | 533,439 | 533,498 |
| ('000) |  |  |  |  |

The calculation of basic earnings per share for 1 H ended 30 June 2017 is based on the net profits attributable to shareholders for the 1 H ended 30 June 2017 divided by the weighted average number of ordinary shares outstanding of $533,438,844$.
7. Net asset value (for the issuer and group) per ordinary share based on the total number of issued shares excluding treasury shares of the issuer at the end of the:-
(a) current financial period reported on; and
(b) immediately preceding financial year.

|  | Group |  | Company |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{3 0 . 0 6 . 2 0 1 7}$ | $\mathbf{3 1 . 1 2 . 2 0 1 6}$ | $\mathbf{3 0 . 0 6 . 2 0 1 7}$ | $\mathbf{3 1 . 1 2 . 2 0 1 6}$ |
| Net asset value per ordinary share <br> (cents) | 31.76 | 31.08 | 25.46 | 25.21 |
| Number of ordinary shares in issue <br> (' 000 ) | 533,398 | 533,498 | 533,398 | 533,498 |

The number of ordinary shares was based on the number of outstanding shares as at 30 June 2017 and 31 December 2016 respectively, excluding treasury shares.
8. A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. It must include a discussion of the following: -
(a) 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; and
(b) any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on.

## Review of the Group's Performance

## $\underline{2 Q 2017 \text { vs 2Q2016 }}$

Revenue

The Group's revenue declined from $\$ 64.9$ million in 2 Q2016 to $\$ 63.2$ million in 2Q2017. Revenue from retail and trading of pre-owned jewellery and gold business decreased by $\$ 3.2$ million while revenue from pawnbroking remained relatively stable. Revenue contribution from the moneylending business increased by \$1.5 million in 2Q2017.

Cost of sales

The Group's cost of sales decreased from $\$ 56.3$ million in 2Q2016 to $\$ 52.9$ million in 2Q2017. Cost of goods sold for retail and trading of pre-owned jewellery and gold business decreased by $\$ 3.4$ million, which is in line with the decrease in revenue in this segment, while interest cost for both pawnbroking and moneylending remained stable.

Gross profit
Overall gross profit increased by $\$ 1.7$ million in 2Q2017 compared with the same period in 2Q2016. Gross profit margin improved from 13.3\% in 2Q2016 to 16.3\% in 2Q2017.

Other operating income

Other operating income was $\$ 1.0$ million in 2Q2017 compared with $\$ 0.6$ million in 2Q2016. The higher other operating income was mainly due to the increases in facility fees income from the moneylending business of $\$ 0.2$ million and interest income of $\$ 0.1$ million.

Administrative expenses

Administrative expenses comprise mainly employee benefits expense, rental expenses, depreciation expenses, legal and professional fees and insurance premiums. The increase in administrative expenses from $\$ 4.5$ million in 2Q2016 to $\$ 5.2$ million in 2Q2017 was mainly due to the increase in employee benefits expense of $\$ 0.2$ million and increases in depreciation, insurance and rental expenses of $\$ 0.1$ million each respectively. The increase in employee benefits expense was due to the increase in headcount and salary adjustments.

## Other operating expense

Other operating expenses comprise mainly allowance for doubtful trade receivables of $\$ 0.2$ million in 2 Q2017.
Share of results of associates

The Group's share of results of associates increased from $\$ 0.6$ million in 2Q2016 to $\$ 0.7$ million in 2Q2017, due to increased contribution from Malaysian associated companies.

Profit before tax

As a result of the above, profit before tax increased by $\$ 0.9$ million to $\$ 5.4$ million in 2 Q2017.

Income tax expense

Income tax expense increased by $\$ 0.3$ million in 2Q2017, which is in line with the increase in profit.
1 H 2017 vs 1 H 2016
Revenue

The Group's revenue decreased from $\$ 132.3$ million in 1 H 2016 to $\$ 124.3$ million in 1 H 2017 . Retail and trading of pre-owned jewellery and gold business accounted for the decrease of $\$ 11.4$ million while revenue from pawnbroking and moneylending increased by $\$ 0.5$ million and $\$ 2.9$ million respectively.

Cost of sales
The Group's cost of sales decreased from $\$ 116.4$ million in 1 H 2016 to $\$ 104.0$ million in 1 H 2017 . Cost of goods sold for retail and trading of pre-owned jewellery and gold business decreased by $\$ 12.4$ million, which is in line with the decrease in revenue in this segment, while interest cost for both pawnbroking and moneylending remained relatively stable.

Gross profit
Overall gross profit increased by $\$ 4.5$ million in 1 H 2017 compared with the same period in 1 H 2016 . Gross profit margin improved from $12.0 \%$ in 1 H 2016 to $16.4 \%$ in 1 H 2017 .

Other operating income

Other operating income was $\$ 1.8$ million in 1 H 2017 compared with $\$ 1.5$ million in 1 H 2016 . The higher operating income was mainly due to increases in facility fee income from the moneylending business of $\$ 0.2$ million and interest income of $\$ 0.1$ million.

Share of results of associates

The Group's share of results of associates increased from $\$ 1.1$ million in 1 H 2016 to $\$ 1.4$ million in 1 H 2017 , due to increased contribution from Malaysian associated companies.

## Profit before tax

As a result of the above, profit before tax increased by $\$ 2.4$ million to $\$ 10.8$ million in 1 H 2017 .

## Income tax expense

Income tax expense increased by $\$ 0.4$ million in 1 H 2017 , which is in line with the increase in profit.

## Review of the Group's Financial Position

Non-current assets decreased by $\$ 12.6$ million from $\$ 99.5$ million as at 31 December 2016 to $\$ 86.9$ million as at 30 June 2017. The decrease comprises decrease in trade and other receivables of $\$ 13.3$ million from the Group's moneylending business and decrease in property, plant and equipment of $\$ 0.5$ million. These were offset by the increase in investment in associates of $\$ 1.2$ million as a result of share of results of associates.

Current assets increased by $\$ 0.2$ million from $\$ 294.4$ million as at 31 December 2016 to $\$ 294.6$ million as at 30 June 2017. This was mainly due to increases in cash and bank balances of $\$ 4.4$ million and increase in inventories of $\$ 3.3$ million. These were partially offset by the decrease in prepaid operating expenses of $\$ 1.0$ million and trade and other receivables of $\$ 6.5$ million.

Current liabilities increased by $\$ 31.6$ million from $\$ 160.8$ million as at 31 December 2016 to $\$ 192.4$ million as at 30 June 2017 as a result of an increase in interest-bearing loans and borrowings of $\$ 32.6$ million. This is partially offset by the decreases in other liabilities of $\$ 0.8$ million and trade and other payables of $\$ 0.2$ million.

Non-current liabilities decreased by $\$ 46.4$ million from $\$ 61.8$ million as at 31 December 2016 to $\$ 15.4$ million as at 30 June 2017 mainly due to the decrease in interest-bearing loans and borrowings of $\$ 46.3$ million.

Equity comprises share capital, treasury shares, retained earnings, capital reserve, merger reserve, foreign currency translation reserve and non-controlling interests. Equity attributable to owners of the Company increased from $\$ 171.3$ million as at 31 December 2016 to $\$ 173.7$ million as at 30 June 2017 mainly due to the increase in retained earnings.

## Review of the Group's Cash Flows

## $\underline{2 Q 2017}$ vs 2Q2016

In 2Q2017, the net cash used in operating activities was $\$ 18.4$ million. This comprises operating cash inflows before working capital adjustments of $\$ 6.8$ million, adjusted by net working capital outflow of $\$ 23.0$ million. In 2Q2017, the Group received interest income of $\$ 0.2$ million, with net income tax paid of $\$ 0.7$ million and interest expense paid of $\$ 1.6$ million respectively. The net working capital outflow was a result of the increase in trade and other receivables of $\$ 22.7$ million, decrease in trade and other payables of $\$ 0.4$ million and other liabilities of $\$ 0.2$ million. These were partially offset by the decrease in inventories of $\$ 0.1$ million and prepaid operating expenses of $\$ 0.1$ million.

In 2Q2017, the net cash generated from investing activities amounted to $\$ 0.1$ million comprising aggregate dividend income from associated and unquoted investments of $\$ 0.2$ million, partially offset by the purchase of property, plant and equipment of $\$ 0.1$ million.

The net cash generated from financing activities in 2Q2017 amounted to $\$ 16.9$ million comprising the net proceeds from interest-bearing loans and borrowings of $\$ 24.1$ million. This was partially offset by the payment of dividends of $\$ 6.2$ million and return of investment to non-controlling interests of $\$ 1.0$ million.

## $\underline{1 \mathrm{H} 2017 \text { vs } 1 \mathrm{H} 2016}$

In 1 H 2017 , the net cash generated from operating activities was $\$ 25.7$ million. This comprises operating cash inflows before working capital adjustments of $\$ 13.4$ million, adjusted by net working capital inflow of $\$ 16.2$ million. In 1H2017, the Group received interest income of $\$ 0.3$ million, with net income tax paid of $\$ 1.1$ million and interest expense paid of $\$ 3.1$ million respectively. The net working capital inflow was a result of the decrease in trade and other receivables of $\$ 19.5$ million and prepaid operating expenses of $\$ 0.9$ million. These were partially offset by the increases in inventories of $\$ 3.2$ million, decreases in trade and other payables of $\$ 0.4$ million and other liabilities of $\$ 0.7$ million.

In 1H2017, the net cash used in investing activities was insignificant, comprising the purchase of property, plant and equipment of $\$ 0.3$ million, partially offset by dividend income of $\$ 0.3$ million.

The net cash used in financing activities in 1 H 2017 amounted to $\$ 21.1$ million comprising the net repayment from interest-bearing loans and borrowings of $\$ 13.8$ million, payment of dividends of $\$ 6.2$ million and return of investment to non-controlling interests of $\$ 1.0$ million.
9. Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results.

There is no material variance from the prospects disclosed in paragraph 10 of the Group's previous results announcement.
10. 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.

Gold price has been fluctuating within USD1,200 and USD1,300 since the last quarter results announcement. Meanwhile, keen competition, rising operating costs and uncertain interest rate movements continue to pose challenges to the pawnbroking business.

In line with the Group's strategy to expand its reach in the pawnbroking business, the Group acquired Heng Leong Pawnshop Pte Ltd, a traditional pawnshop, in August 2017. The Group will continue to seek growth opportunities through acquisitions and establishing new outlets and endeavour to grow its moneylending business.
11. Dividend

## i. Current Financial Period Reported on

 Any dividend declared for the current period?No.
ii. Corresponding Period of the Immediately Preceding Financial Year Any dividend declared for the corresponding period of the immediately preceding financial year? No.
12. If no dividend has been declared (recommended), a statement to that effect.

No dividend has been declared for the six-month period ended 30 June 2017.

## 13. Interested Person Transactions

The Group has obtained a general mandate from shareholders of the Company for interested person transactions in the Annual General Meeting held on 25 April 2017. During the financial period, the following interested person transactions were entered into by the Group:

Aggregate value of all interested person transactions during the financial period under review

| YTD-30 Jun 17 | YTD- $\mathbf{3 0}$ Jun $\mathbf{1 6}$ |
| :---: | :---: |
| $\mathbf{\$ \prime 0 0 0 0}$ |  |

Aggregate value of all interested person transactions during the financial year under review (excluding transactions less than $\$ 100,000$ and transactions conducted under shareholders' mandate pursuant to Rule 920)

YTD-30 Jun 17
\$’000
YTD-30 Jun 16 \$'000

## Interest paid/due to a director

- Yeah Hiang Nam

14. Negative confirmation pursuant to Rule 705(5)

The board of Directors of the Company (the "Board") confirms that, to the best of our knowledge, nothing has come to the attention of the Board which may render the unaudited interim financial statements for the period ended 30 June 2017 to be false or misleading in any material respects.

For and on behalf of the Board

| Yeah Hiang Nam | Yeah Lee Ching |
| :--- | :--- |
| Managing Director | Executive Director |

