

(Registration no: 198700827C)

First Quarter Unaudited Financial Statements and Dividend Announcement for the Period Ended 31 March 2015

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(Registration no: 198700827C)

# First Quarter Unaudited Financial Statements and Dividend Announcement for the Period Ended 31 March 2015

### 1(a)(i) Consolidated Statement of Profit or Loss for the Three Months Ended 31 March

	Note	1st Qua	arter	
	1(a) (ii)	2015 S\$'000	2014 S\$'000	+/(-) %
Interest income	()	6,470	5,880	10.0
Interest expense		(1,735)	(1,463)	18.6
Net interest income	(a)	4,735	4,417	7.2
Gross written premiums		2,299	2,714	(15.3)
Change in gross provision for unexpired risks		509	(314)	NM
Gross earned premium revenue		2,808	2,400	17.0
Written premiums ceded to reinsurers		(1,222)	(1,350)	(9.5)
Reinsurers' share of change in				
provision for unexpired risks		(477)	(169)	182.2
Reinsured premium expense		(1,699)	(1,519)	11.8
Net earned premium revenue	(b)	1,109	881	25.9
Fee and commission income	(c)	2,013	1,913	5.2
Investment income	(d)	989	1,116	(11.4)
Other income	(e)	87	223	(61.0)
Non-interest income		3,089	3,252	(5.0)
Income before operating expenses		8,933	8,550	4.5
Business development expenses		(146)	(198)	(26.3)
Commission expenses		(189)	(146)	29.5
Staff costs		(3,505)	(3,411)	2.8
General and administrative expenses		(1,613)	(1,556)	3.7
Operating expenses	(f)	(5,453)	(5,311)	2.7
Change in provision for insurance claims		796	(190)	NM
Reinsurers' share of change in provision for insurance claims		(652)	59	NM
Gross claims paid		(17)	(8)	112.5
Reinsurers' share of claims paid		(19)	(2)	NM
Net claims reversal/(incurred)	(g)	108	(141)	 NM
Operating profit before allowances	(3)	3,588	3,098	15.8
Allowances for loan losses and				
impairment of investments	(h)	(2,694)	(1,591)	69.3
Profit before tax		894	1,507	(40.7)
Tax expense		(265)	(334)	(20.7)
Profit for the period		629	1,173	(46.4)
Profit attributable to:				
Owners of the Company		315	870	(63.8)
Non-controlling interests		314	303	3.6
Profit for the period		629	1,173	(46.4)

## Consolidated Statement of Comprehensive Income for the Three Months Ended 31 March

	Note	1st Qu	ıarter	
	1(a) (ii)	2015 S\$'000	2014 S\$'000	+/(-) %
Profit for the period		629	1,173	(46.4)
Other comprehensive income				
Items that are or may be reclassified subsequently to profit or loss				
Net change in fair value of available-for-sale financial assets		165	176	(6,3)
Net change in fair value of available-for-sale financial assets reclassified to profit or loss Foreign currency translation differences	(i)	(241)	(1,067)	(77.4)
of foreign operations	(j)	2,079	1,128	84.3
Tax on other comprehensive income		13	152	(91.4)
Other comprehensive income for the period, net of tax		2,016	389	NM
Total comprehensive income for the period		2,645	1,562	69.3
Attributable to:				
Owners of the Company		1,740	1,183	47.1
Non-controlling interests		905	379	138.8
Total comprehensive income for the period		2,645	1,562	69.3

NM – not meaningful/more than+/- 200%

# 1(a)(ii) Explanatory Notes to Consolidated Statement of Profit or Loss

The following items have been included in arriving at Group net profit for the period:

	1st Quarter		
	2015 S\$'000	2014 S\$'000	+/(-) %
Investment income - dividend, fee and interest income - gain/(loss) on disposal of equity securities	359 55	358 (14)	0.3 NM
<ul> <li>gain on partial redemption of convertible loan</li> <li>net change in fair value of financial assets</li> </ul>	241	1,067	(77.4)
at fair value through profit or loss - amortisation of held-to-maturity debt securities	270 (24)	(298) 3	NM NM
- exchange gain	88 989	- 1,116	NM (11.4)
		•	, , ,
Gain on disposal of property, plant and equipment	-	6	(100.0)
Amortisation of intangible assets	(86)	(103)	(16.5)
Depreciation of property, plant and equipment	(270)	(240)	12.5
Exchange gain, net	29	19	52.6
Reversal of/(provision for) unexpired risks, net of reinsurers' share - change in gross provision for unexpired risks	509	(314)	NM
<ul> <li>reinsurers' share of change in provision for unexpired risks</li> </ul>	(477)	(169)	182.2
	32	(483)	NM
Claims reversal/(incurred), net of reinsurers' share - net change in provision for insurance claims - net claims paid	144 (36) 108	(131) (10) (141)	NM NM NM
Allowances for loan losses		(141)	INIVI
<ul><li>and impairment of investments</li><li>loans and receivables</li><li>equity securities</li></ul>	(2,694)	(1,440) (151)	87.1 (100.0)
	(2,694)	(1,591)	69.3
Tax expense			
<ul><li>current tax expense</li><li>deferred tax credit/(expense)</li></ul>	(345) 145	(296) (34)	16.6 NM
- underprovision of prior years' tax	(65)	(4)	NM
	(265)	(334)	(20.7)

#### 1(a)(ii) Explanatory Notes to Consolidated Statement of Profit or Loss (cont'd)

# <u>Comments on Major Consolidated Statement of Profit or Loss and Consolidated Statement of Comprehensive Income Variances</u>

- (a) The increase in net interest income for 1st Quarter 2015 ("1Q 2015") was mainly driven by the growth in the Group's financing business volume.
- (b) The decline in gross written premiums of the insurance subsidiary, ECICS Limited ("ECICS") for 1Q 2015 was largely due to lower bonds and guarantee business. With a write back on change in gross provision for unexpired risks as compared to a charge for 1st Quarter 2014 ("1Q 2014"), gross earned premium revenue increased 17% to \$2.8 million. After accounting for higher premiums ceded to reinsurers, net earned premium revenue surged 26% to \$1.1 million.
- (c) The increase in fee and commission income was mainly due to higher reinsurance commission received and higher factoring service fee on growth in factoring volume.
- (d) The lower investment income was mainly due to lower gain on partial redemption of convertible loan, mitigated by fair value gain on investments and gain on disposal of equity securities. The gain on partial redemption of convertible loan was reclassified from other comprehensive income.
- (e) The lower other income was mainly due to lower bad debts recoveries from loan accounts previously written off.
- (f) The higher operating expenses were mainly on commission expenses related to brokerreferred insurance business and staff costs linked to increased headcount.
- (g) The net claims reversal related mainly to write back of provision for credit insurance and bond and guarantee clients, partly offset by provision for claims incurred but not reported.
- (h) The higher allowances for loan losses and impairment of investments were mainly due to higher individual impairment on loans.
- (i) For both 1Q 2015 and 1Q 2014, there was a reclassification from other comprehensive incomenet change in fair value of available-for-sale financial assets to realised gain as explained in (d) above.
- (j) The foreign currency translation differences arose from the translation of financial statements of foreign operations whose functional currencies were different from that of the Group's presentation currency. The translation gain for 1Q 2015 was mainly due to the further strengthening of Thai Baht for translation against the Singapore Dollar as at 31 December 2014. The translation gain for 1Q 2014 was mainly due to the strengthening of Thai Baht and Indonesian Rupiah for translation against the Singapore Dollar as at 31 December 2013.

### 1(a)(iii) Earnings Per Ordinary Share

	Gr	oup
	1st Q	uarter
	2015	2014
Earnings per share		
- on weighted average number of ordinary shares in issue	0.21 cents	0.58 cents
- on fully diluted basis	0.21 cents	0.58 cents

Earnings per ordinary share on existing issued share capital is computed based on the weighted average number of shares in issue during the financial period of 150,387,866 (31 March 2014: 150,387,866).

The basic and fully diluted earnings per ordinary share are the same as the Group did not have any potential dilutive ordinary share outstanding for the above reporting financial periods.

## 1(b)(i) Statement of Financial Position

		Gro	oup	Com	pany
	Note	31/03/2015 S\$'000	31/12/2014 S\$'000	31/03/2015 S\$'000	31/12/2014 S\$'000
Non-current assets					
Property, plant and equipment	(a)	19,789	17,231	14,954	15,111
Intangible assets		888	642	164	184
Subsidiaries		-	-	75,845	75,845
Other investments	(b)	51,453	48,704	8,446	7,000
Loans, advances, hire purchase					
and leasing receivables	(c)	53,121	48,785	45,063	40,483
Deferred tax assets		7,040	6,832	410	230
		132,291	122,194	144,882	138,853
Current assets					
Reinsurers' share of insurance					
contract provisions		17,981	19,110	-	-
Insurance receivables		976	1,052	-	-
Trade and other receivables	(d)	214,383	212,745	102,587	107,246
Other investments	(e)	22,132	24,794	-	-
Derivative financial assets		150	190	150	190
Cash and cash equivalents	(f)	28,043	24,013	7,327	7,510
Assets held for sale		174	167	-	-
		283,839	282,071	110,064	114,946
Total assets		416,130	404,265	254,946	253,799
Paratica					
Equity		00.000	00.000	00.000	00.000
Share capital		88,032	88,032	88,032	88,032
Other reserves		(2,174)	(3,599)	888	863
Accumulated profits		36,463	36,148	26,364	27,585
Equity attributable to		400 004	400 504	445.004	440 400
owners of the Company		122,321	120,581	115,284	116,480
Non-controlling interests		12,126	11,221	- 445.004	
Total equity		134,447	131,802	115,284	116,480
Non-current liabilities					
Interest-bearing borrowings	(g)	42,204	46,683	32,299	35,610
Employee benefits	(0)	1,025	931	-	· -
. ,		43,229	47,614	32,299	35,610
Current liabilities			,-	•	,-
		6 004	0.075	4 502	F 000
Trade and other payables		6,881	8,275	4,593	5,068
Insurance payables	(~)	2,126	2,418	400.045	-
Interest-bearing borrowings	(g)	198,619	182,419	102,315	96,173
Insurance contract provisions for		42.000	40.540		
- gross unexpired risks		13,003	13,512	-	-
- gross insurance claims		16,109	16,905	-	-
Current tax payable		1,716	1,320	455	468
		238,454	224,849	107,363	101,709
Total liabilities		281,683	272,463	139,662	137,319
Total equity and liabilities	ı	416,130	404,265	254,946	253,799

#### **Comments on Major Statement of Financial Position Variances**

- (a) The increase was mainly due to the purchase of a new office unit for business use by the Thailand subsidiary.
- (b) The increase in other investments under non-current assets was mainly due to ECICS' purchase of debt securities and the Company's subscription of rights issue in an unquoted equity security.
- (c) The increase in loans, advances, hire purchase and leasing receivables under non-current assets of the Group and the Company was mainly due to the Company's new loans drawdown.
- (d) The increase in trade and other receivables under current assets of the Group was mainly due to higher factoring receivables, partly offset by loan repayments. The decrease at Company level was mainly due to loan repayments.
- (e) The decrease in other investments under current assets at Group level was due to maturity of ECICS' held-to-maturity debt securities.
- (f) The Group's cash and cash equivalents comprise fixed deposits of \$15.5 million and cash at banks and in hand of \$12.5 million. The increase in the cash balances was mainly due to fixed deposits placements by ECICS from proceeds of debt securities redeemed coupled with higher surplus funds from loan repayments.
- (g) The decrease in interest-bearing borrowings under non-current liabilities of the Group and the Company was mainly due to reclassification of interest-bearing borrowings maturing within the next twelve months to current liabilities. The Group's overall interest-bearing borrowings increased from \$229.1 million as at 31 December 2014 to \$240.8 million as at 31 March 2015 mainly due to additional bank borrowings to fund factoring business and new loans drawdown.

## 1(b)(ii) Group's Borrowings

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

Unsec	Unsecured					
As at 31/03/2015	As at 31/12/2014					
\$'000	S\$'000					
<b>198,619</b> 182,419						
42,204	46,683					
240,823	229,102					

## **Details of any collateral**

Nil.

# 1(b)(iii) Net Asset Value

	Group		Company	
	31/03/2015	31/12/2014	31/03/2015	31/12/2014
Net asset value per ordinary share based on issued share capital				
at end of the financial period	81.3 cents	80.2 cents	76.7 cents	77.5 cents

# 1(c) Consolidated Statement of Cash Flows for the Three Months Ended 31 March

	1st Qı	uarter
	2015	2014
Note	S\$'000	S\$'000
Cash flows from operating activities		
Profit for the period	629	1,173
Adjustments for:		
Amortisation of intangible assets and held-to-maturity debt securities	110	100
Net foreign exchange gain	(89)	(5)
Depreciation of property, plant and equipment	270	240
(Gain)/loss on disposal of equity securities	(55)	14
Gain on partial redemption of convertible loans	(241)	(1,067)
Gain on disposal of property, plant and equipment	•	(6)
Net change in fair value of financial assets at fair value		
through profit or loss	(270)	298
Allowance for impairment of investments	-	151
(Reversal of)/provision for, net of reinsurers' share		
- unexpired risks	(32)	483
- insurance claims	(144)	131
Interest income	(6,470)	(5,880)
Interest income from investments and fixed deposits	(299)	(230)
Dividend income from investments	(60)	(128)
Interest expense	1,735	1,463
Tax expense	265	334
Operating cashflows before changes in working capital	(4,651)	(2,929)
Changes in working capital:		
Factoring receivables	(2,456)	10,157
Factoring amounts due to clients	(351)	(261)
Loans, advances, hire purchase and leasing receivables	1,991	(7,851)
Insurance and other receivables	357	396
Assets held for sale	(9)	-
Trade, other and insurance payables	(1,371)	(1,964)
Cash used in operations	(6,490)	(2,452)
Interest received	6,886	6,090
Interest paid	(1,686)	(1,528)
Taxes refund/(paid), net	39	(339)
Net cash (used in)/from operating activities (a)	(1,251)	1,771

# 1(c) Consolidated Statement of Cash Flows for the Three Months Ended 31 March (cont'd)

	•	1st Quarter	
	Note	2015 S\$'000	2014 S\$'000
Cash flows from investing activities	-		
Proceeds from sale of property, plant and equipment		-	6
Purchase of property, plant and equipment		(2,775)	(215)
Purchase of intangible assets		(327)	(19)
Purchase of investments		(6,330)	(6,590)
Proceeds from redemption/disposal of investments		6,837	4,387
Dividend received from investments		60	128
Net cash used in investing activities	(b)	(2,535)	(2,303)
Cash flows from financing activities			
Proceeds from/(repayments of) interest-bearing borrowings		7,460	(4,620)
Net cash from/(used in) financing activities	(c)	7,460	(4,620)
Net increase/(decrease) in cash and cash equivalents	(d)	3,674	(5,152)
Cash and cash equivalents at beginning of period		24,013	62,142
Effect of exchange rate fluctuations on cash held		356	185
Cash and cash equivalents at end of period		28,043	57,175
Analysis of cash and cash equivalents			
Fixed deposits		15,545	43,732
Cash at banks and on hand		12,498	13,443
Cash and cash equivalents at end of period	-	28,043	57,175

#### **Explanatory Notes to Statement of Cash Flows**

#### (a) Net cash (used in)/from operating activities

The net cash used in operating activities in 1Q 2015 was mainly due to drawdown of factoring receivables, partly offset by repayments of loans, advances, hire purchase and leasing receivables. The net cash from operating activities in 1Q 2014 was mainly due to repayment of factoring receivables, partly offset by drawdown of loans, advances, hire purchase and leasing receivables.

#### (b) Net cash used in investing activities

The higher net cash used in investing activities in 1Q 2015 was mainly due to higher purchase of property, plant and equipment, partly offset by higher proceeds from disposal of investments.

Details of the purchase of investments of \$6.3 million and proceeds from redemption/disposal of investments of \$6.8 million for 1Q 2015 are as follows:-

		Proceeds from
		redemption/
	Purchase of	disposal of
<u>Details</u>	<u>investments</u>	<u>investments</u>
	S\$'000	S\$'000
ECICS Limited *		
<ul> <li>Quoted equity securities</li> </ul>	2,914	3,762
- Quoted debt securities	2,000	2,250
IFS Group (excluding ECICS Limited)		
- Unquoted equity securities	1,416	-
- Convertible loan	-	825
Total	6,330	6,837

<sup>\*</sup> MAS regulated insurance company, within the exception of Rules 704(17) and 704(18) of the Listing Manual.

#### (c) Net cash from/(used in) financing activities

The net cash from financing activities in 1Q 2015 resulted from additional interest-bearing borrowings to fund drawdown of new loans and factoring receivables. The net cash used in financing activities in 1Q 2014 was due to utilisation of surplus funds for repayments of interest-bearing borrowings.

#### (d) Net increase/(decrease) in cash and cash equivalents

The net increase in cash and cash equivalents in 1Q 2015 resulted from proceeds from interest-bearing borrowings, partly offset by net cash used in operating and investing activities. The net decrease in cash and cash equivalents in 1Q 2014 resulted from purchase of investments coupled with utilisation of funds for repayments of interest-bearing borrowings from net cash generated from operating activities and proceeds from disposal of investments.

# 1(d)(i) Statement of Changes in Equity

		А	ttributable to	owners of the 0	Company			
Group	Share capital S\$'000	Capital reserve S\$'000	Fair value reserve S\$'000	Translation reserve S\$'000	Accumulated profits \$\$'000	Total S\$'000	Non- controlling interests \$\$'000	Total equity S\$'000
2014								
At 1 January 2014	88,032	(236)	1,507	(8,794)	47,047	127,556	10,078	137,634
Total comprehensive income for the period								
Profit for the period	-	-	-	-	870	870	303	1,173
Other comprehensive income	-	-	(739)	1,052	-	313	76	389
Total comprehensive income for the period	-	-	(739)	1,052	870	1,183	379	1,562
At 31 March 2014	88,032	(236)	768	(7,742)	47,917	128,739	10,457	139,196
2015								
At 1 January 2015	88,032	(39)	3,702	(7,262)	36,148	120,581	11,221	131,802
Total comprehensive income for the period								
Profit for the period	-	-	-	-	315	315	314	629
Other comprehensive income	-	-	(63)	1,488	-	1,425	591	2,016
Total comprehensive income for the period	-	-	(63)	1,488	315	1,740	905	2,645
At 31 March 2015	88,032	(39)	3,639	(5,774)	36,463	122,321	12,126	134,447

Company	Share capital S\$'000	Fair value reserve S\$'000	Accumulated profits S\$'000	Total equity S\$'000
2014	-			
At 1 January 2014	88,032	1,485	22,445	111,962
Total comprehensive income for the period				
Profit for the period	-	-	393	393
Other comprehensive income	-	(749)	-	(749)
Total comprehensive income for the period	-	(749)	393	(356)
At 31 March 2014	88,032	736	22,838	111,606
2015				
At 1 January 2015	88,032	863	27,585	116,480
Total comprehensive income for the period				
Loss for the period	-	-	(1,221)	(1,221)
Other comprehensive income	-	25	-	25
Total comprehensive income for the period	-	25	(1,221)	(1,196)
At 31 March 2015	88,032	888	26,364	115,284

#### 1(d)(ii) Changes in Company's Share Capital

Since 31 December 2014, there was no change in the issued share capital of the Company. The share capital of the Company as at 31 March 2015 was 150,387,866 ordinary shares.

There were no outstanding convertibles as at 31 March 2015 (31 March 2014: Nil).

#### 1(d)(iii) Total Number of Issued Shares Excluding Treasury Shares

The total number of issued shares as at 31 March 2015 was 150,387,866 (31 December 2014: 150,387,866 issued shares). The Company does not hold any treasury shares as at 31 March 2015 (31 March 2014: Nil).

#### 1(d)(iv) Sales, Transfers, Disposal, Cancellation and/or use of Treasury Shares

Not applicable.

#### 2 Audit

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

#### 3 Auditors' Report

Not applicable.

#### 4 Accounting Policies

Except as disclosed in paragraph 5, the Group has applied the same accounting policies and methods of computation in the financial statements for the current financial period as compared with those of the audited annual financial statements for the year ended 31 December 2014.

#### 5 Changes in Accounting Policies

The financial statements are prepared in accordance with Singapore Financial Reporting Standards (FRSs).

For the current financial period, the Group adopted the new/revised FRSs that are effective for annual periods beginning on or after 1 January 2015. The following are the new or amended FRSs that are relevant to the Group:

- Amendments to FRS 19 Defined Benefit Plans: Employee Contributions
- Improvements to FRSs (January 2014)
- Improvements to FRSs (February 2014)

The adoption of the above amended FRS does not have any significant impact on the financial statements for the financial period under review.

#### 6 Review of Group Performance

#### 1st Quarter 2015 ("1Q 2015") versus 1st Quarter 2014 ("1Q 2014")

The Group's operating income increased 5% to \$8.9 million, supported by higher net interest income and net earned premium revenue, partly offset by lower non-interest income. After taking into account the net claims reversal and higher operating expenses, the Group achieved a 16% increase in operating profit before allowances of \$3.6 million. Excluding the gain on partial redemption of convertible loan recognised for 1Q 2015 and 1Q 2014, the Group would have achieved a 65% increase in operating profit before allowances as compared to 1Q 2014.

The better performance was, however, affected by the higher allowances for loan losses of \$2.7 million which dragged down the net profit after tax to \$629,000 as compared to \$1.2 million in 1Q 2014. Net profit attributable to shareholders after non-controlling interests ("NCI") was \$315,000.

The Group's loan assets including factoring receivables outstanding were \$358.7 million as at 31 March 2015. This was an increase of 4% and 7% against the bases of \$345.5 million as at 31 December 2014 and \$334.8 million as at 31 March 2014 respectively due to higher factoring receivables and new loans drawdown.

For the regional operations, our Thailand subsidiary reported a 4% drop in net profit after NCI to THB20.4 million as compared to THB21.3 million in 1Q 2014 mainly due to higher allowances for loan losses. However, with the strengthening of Thai Baht for translation against the Singapore Dollar, the company's net profit after NCI increased 3% to \$853,000 as compared to \$825,000 in 1Q 2014. Our Indonesia subsidiary posted a 38% increase in net profit to \$80,000 as compared to \$58,000 in 1Q 2014 mainly due to higher revenue on growth in factoring business, partly offset by higher allowances for loan losses. Our Malaysia subsidiary reported a lower net loss of \$59,000 as compared to \$101,000 in 1Q 2014, mainly on lower operating expenses.

Overall, regional operations recorded a 29% increase in net profit after NCI of \$763,000 as compared to \$592,000 in 1Q 2014.

#### 7 Variance from Prospect Statement

The current announced results are in line with the prospect statement as disclosed in the Group's 2014 full year results announcement dated 24 February 2015.

## 8 Prospects

Trends in the operating businesses in Singapore and Thailand are encouraging. Loan volumes for Singapore have increased by 8% in the first quarter of 2015 and the pipeline of deals suggests that this growth can continue. In Thailand, our subsidiary is expected to maintain its profitability in 2015 despite weaker growth in the Thai economy.

ECICS continues to build up its general insurance business in the first quarter of 2015.

In Indonesia and Malaysia, business conditions are proving difficult and our efforts are focused on recovery.

We continue to closely monitor our loan book, parts of which are vulnerable to weakening economic conditions.

#### 9 Dividend

(a) Current financial period reported on

Nil.

(b) Corresponding period of the immediately preceding financial year

Nil.

(c) Dividend payment date

Not applicable.

(d) Book closure date

Not applicable.

#### 10 If no dividend has been declared (recommended), a statement to that effect

No dividend is declared for the period ended 31 March 2015 (31 March 2014: Nil).

## 11 <u>Interested Person Transactions Mandate</u>

There is no general mandate obtained from shareholders on Interested Person Transactions.

By Order of the Board

Chionh Yi Chian Company Secretary 8 May 2015



(Registration no: 198700827C)

#### Confirmation By The Board Pursuant to Rule 705(4) of the Listing Manual

On behalf of the Board of Directors of IFS Capital Limited ("the Company"), we, the undersigned, hereby confirm to the best of our knowledge that nothing has come to the attention of the Board of Directors of the Company which may render the unaudited financial statements for the quarter ended 31 March 2015 to be false or misleading in any material aspect.

On behalf of the Board of Directors

Lim Hua Min

Chairman

Singapore

8 May 2015

Lee Soon Kie

**Group Chief Executive Officer/Director** 

Danny Heng

Group Chief Financial Officer