



**APAC Realty Limited
and its Subsidiaries
Company Registration No. 201319080C**

Condensed Interim Financial Statements
For the six months and full year ended 31 December 2024



APAC REALTY LIMITED
Company Registration Number: 201319080C

| <u>TABLE OF CONTENTS</u> | | <u>PAGE</u> |
|---------------------------------|--|--------------------|
| A. | Condensed Interim Consolidated Income Statement | 3 |
| B. | Condensed Interim Consolidated Statement of Comprehensive Income | 4 |
| C. | Condensed Interim Statements of Financial Position | 5 |
| D. | Condensed Interim Consolidated Statement of Cash Flows | 6 |
| E. | Condensed Interim Consolidated Statement of Changes in Equity | 7 |
| F. | Notes to the Condensed Interim Financial Statements | 9 |
| G. | Other Information Required by Listing Rule Appendix 7.2 | 23 |

Condensed Interim Consolidated Income Statement
Six months and full year ended 31 December 2024

| | Note | Group | | | | | |
|---|------|------------------------------|----------------|----------|---------------------------------|----------------|----------|
| | | Six months ended 31 December | | Change % | Twelve months ended 31 December | | Change % |
| | | 2024 \$'000 | 2023 \$'000 | | 2024 \$'000 | 2023 \$'000 | |
| Revenue | | | | | | | |
| Real estate brokerage fees and related services | 4.2 | 294,193 | 295,846 | (0.6) | 558,026 | 554,492 | 0.6 |
| Other revenue | 4.2 | 1,667 | 1,768 | (5.7) | 2,990 | 2,760 | 8.3 |
| Total Revenue | | <u>295,860</u> | <u>297,614</u> | (0.6) | <u>561,016</u> | <u>557,252</u> | 0.7 |
| Costs and Expenses | | | | | | | |
| Cost of services | | 270,204 | 269,201 | 0.4 | 510,887 | 502,231 | 1.7 |
| Personnel cost | | 9,768 | 10,472 | (6.7) | 18,966 | 19,970 | (5.0) |
| Marketing and promotion expenses | | 2,003 | 2,909 | (31.1) | 4,071 | 5,553 | (26.7) |
| Depreciation of property, plant and equipment | | 1,389 | 1,405 | (1.1) | 2,807 | 2,745 | 2.3 |
| Depreciation of right-of-use assets | | 228 | 339 | (32.7) | 525 | 825 | (36.4) |
| Amortisation of intangible assets | | 578 | 545 | 6.1 | 1,158 | 1,079 | 7.3 |
| Allowance for doubtful debt provided (trade) | | 1,227 | 304 | NM | 2,888 | 2,209 | 30.7 |
| Finance costs | | 956 | 1,094 | (12.6) | 1,941 | 2,126 | (8.7) |
| Other operating expenses | | 3,281 | 3,694 | (11.2) | 6,731 | 7,007 | (3.9) |
| Total operating expenses | | <u>19,430</u> | <u>20,762</u> | (6.4) | <u>39,087</u> | <u>41,514</u> | (5.8) |
| Costs and Expenses | | <u>289,634</u> | <u>289,963</u> | (0.1) | <u>549,974</u> | <u>543,745</u> | 1.1 |
| Operating Profit | | 6,226 | 7,651 | (18.6) | 11,042 | 13,507 | (18.2) |
| Other non-operating (expenses)/income | | (2,329) | 56 | NM | (2,329) | 56 | NM |
| Share of results in associates | | 111 | – | NM | 111 | – | NM |
| Profit before tax | 5 | 4,008 | 7,707 | (48.0) | 8,824 | 13,563 | (34.9) |
| Income tax expense | 6 | (1,175) | (1,448) | (18.9) | (2,306) | (2,962) | (22.1) |
| Profit for the period | | <u>2,833</u> | <u>6,259</u> | (54.7) | <u>6,518</u> | <u>10,601</u> | (38.5) |
| Profit attributable to: | | | | | | | |
| Owners of the Company | | 3,141 | 6,770 | (53.6) | 7,212 | 11,775 | (38.8) |
| Non-controlling interests (“NCI”) | | (308) | (511) | (39.7) | (694) | (1,174) | (40.9) |
| | | <u>2,833</u> | <u>6,259</u> | (54.7) | <u>6,518</u> | <u>10,601</u> | (38.5) |
| Earnings per share attributable to the owners of the Company (cents per share) | | | | | | | |
| Basic | 13 | 0.88 | 1.91 | (53.9) | 2.02 | 3.32 | (39.2) |
| Diluted | 13 | 0.85 | 1.85 | (54.0) | 1.96 | 3.26 | (40.0) |

NM - not meaningful

Condensed Interim Consolidated Statement of Comprehensive Income
Six months and full year ended 31 December 2024

| | Six months ended 31 December | | Group | | Twelve months ended 31 December | | Change % |
|---|---------------------------------|----------------|-------------|----------------|------------------------------------|-------------|-------------|
| | 2024 \$'000 | 2023 \$'000 | Change % | 2024 \$'000 | 2023 \$'000 | Change % | |
| Profit for the period | 2,833 | 6,259 | (54.7) | 6,518 | 10,601 | (38.5) | |
| Other comprehensive income | | | | | | | |
| Items that may be reclassified subsequently to profit or loss: | | | | | | | |
| Foreign currency translation | (1,441) | (155) | NM | (1,635) | 65 | NM | |
| Other comprehensive income for the period, net of tax | (1,441) | (155) | NM | (1,635) | 65 | NM | |
| Total comprehensive income for the period | <u>1,392</u> | <u>6,104</u> | (77.2) | <u>4,883</u> | <u>10,666</u> | (54.2) | |
| Attributable to: | | | | | | | |
| Owners of the Company | 1,705 | 6,644 | (74.3) | 5,540 | 11,848 | (53.2) | |
| Non controlling interests | (313) | (540) | (42.0) | (657) | (1,182) | (44.4) | |
| | <u>1,392</u> | <u>6,104</u> | (77.2) | <u>4,883</u> | <u>10,666</u> | (54.2) | |

NM - not meaningful

Condensed Interim Statements of Financial Position

| | Note | Group | | Company | |
|---|------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| | | 31 December 2024 \$'000 | 31 December 2023 \$'000 | 31 December 2024 \$'000 | 31 December 2023 \$'000 |
| ASSETS | | | | | |
| Non-current assets | | | | | |
| Property, plant and equipment | 8 | 70,364 | 72,472 | – | – |
| Right-of-use assets | | 1,723 | 1,054 | – | – |
| Intangible assets | 9 | 109,505 | 111,189 | 1,157 | 1,393 |
| Investment in subsidiaries | | 147 | – | 200,089 | 198,888 |
| Investment in associates | | – | – | – | 193 |
| Deferred tax assets | | 167 | 236 | – | – |
| | | <u>181,906</u> | <u>184,951</u> | <u>201,246</u> | <u>200,474</u> |
| Current assets | | | | | |
| Trade receivables | | 89,607 | 99,495 | 36 | 51 |
| Other receivables | | 2,639 | 2,566 | 229 | 117 |
| Unbilled receivables | | 7,561 | 8,388 | – | – |
| Amount due from subsidiaries | | – | – | 14,605 | 14,115 |
| Tax recoverable | | 33 | 22 | 33 | 22 |
| Prepaid operating expenses | | 1,778 | 3,196 | 14 | 14 |
| Cash and bank balances | | 39,950 | 44,052 | 228 | 2,051 |
| | | <u>141,568</u> | <u>157,719</u> | <u>15,145</u> | <u>16,370</u> |
| Total assets | | <u>323,474</u> | <u>342,670</u> | <u>216,391</u> | <u>216,844</u> |
| EQUITY AND LIABILITIES | | | | | |
| Current liabilities | | | | | |
| Trade payables and accruals | | 100,835 | 116,433 | 343 | 349 |
| Other payables | | 13,806 | 13,213 | 92 | – |
| Amount due to subsidiaries | | – | – | 78,934 | 81,212 |
| Deferred income | | 1,526 | 1,607 | – | – |
| Lease liabilities | | 361 | 628 | – | – |
| Loan and borrowing | 10 | 3,093 | 3,093 | – | – |
| Provision for taxation | | 2,884 | 3,389 | – | – |
| | | <u>122,505</u> | <u>138,363</u> | <u>79,369</u> | <u>81,561</u> |
| Net current assets/(liabilities) | | <u>19,063</u> | <u>19,356</u> | <u>(64,224)</u> | <u>(65,191)</u> |
| Non-current liabilities | | | | | |
| Lease liabilities | | 1,105 | 420 | – | – |
| Loan and borrowing | 10 | 37,039 | 40,133 | – | – |
| Employee benefits | | 610 | 480 | – | – |
| Deferred tax liabilities | | 4,315 | 4,493 | 33 | 11 |
| | | <u>43,069</u> | <u>45,526</u> | <u>33</u> | <u>11</u> |
| Net assets | | <u>157,900</u> | <u>158,781</u> | <u>136,989</u> | <u>135,272</u> |
| Equity attributable to owners of the Company | | | | | |
| Share capital | 12 | 101,275 | 98,946 | 101,275 | 98,946 |
| Foreign currency translation reserve | | (1,915) | (243) | – | – |
| Accumulated profits | | 58,688 | 59,682 | 35,714 | 36,326 |
| | | <u>158,048</u> | <u>158,385</u> | <u>136,989</u> | <u>135,272</u> |
| Non-controlling interests (“NCF”) | | (148) | 396 | – | – |
| Total equity | | <u>157,900</u> | <u>158,781</u> | <u>136,989</u> | <u>135,272</u> |

Condensed Interim Consolidated Statement of Cash Flows
Full year ended 31 December 2024

| | Group | |
|--|--|---------------|
| | Twelve months ended 31 December | |
| | 2024 | 2023 |
| | \$'000 | \$'000 |
| Cash flows from operating activities | | |
| Profit before tax | 8,824 | 13,563 |
| <u>Adjustments for:</u> | | |
| Allowance for doubtful debts (trade) | 2,888 | 2,209 |
| Amortisation of intangible assets | 1,158 | 1,079 |
| Depreciation of property, plant and equipment | 2,807 | 2,745 |
| Depreciation of right-of-use assets | 525 | 825 |
| Loss on disposal of plant and equipment | 38 | 3 |
| Impairment loss on goodwill | – | 5,178 |
| Write off of loan to associate | – | 37 |
| Gain on remeasurement of equity interest previously held | – | (5,234) |
| Performance share plan cost | 2,329 | – |
| Interest expense | 1,941 | 2,126 |
| Interest income | (503) | (322) |
| Share of results in associates | (111) | – |
| Operating cash flows before working capital changes | 19,896 | 22,209 |
| <u>Changes in working capital</u> | | |
| Decrease in trade and other receivables | 8,727 | 45,285 |
| Decrease in trade and other payables | (15,179) | (41,660) |
| Cash flows from operations | 13,444 | 25,834 |
| Interest income received | 503 | 322 |
| Interest paid | (1,866) | (2,036) |
| Income taxes paid | (2,923) | (6,817) |
| Net cash generated from operating activities | 9,158 | 17,303 |
| Cash flows from investing activities | | |
| Purchase of plant and equipment | (725) | (1,346) |
| Proceeds from disposal of plant and equipment | 1 | – |
| Acquisition of subsidiaries, net of cash acquired | (867) | (4,183) |
| Investment in associate | (38) | – |
| Net cash used in investing activities | (1,629) | (5,529) |
| Cash flows from financing activities | | |
| Repayment of lease liabilities | (332) | (630) |
| Repayment of loan and borrowing | (3,093) | (2,691) |
| Payment of dividends | (8,206) | (13,675) |
| Net cash used in financing activities | (11,631) | (16,996) |
| Net decrease in cash and cash equivalents | (4,102) | (5,222) |
| Cash and cash equivalents at beginning of the year | 44,052 | 49,274 |
| Cash and cash equivalents at end of the year | 39,950 | 44,052 |

Condensed Interim Consolidated Statement of Changes in Equity

| Group | Share capital \$'000 | Foreign currency translation reserve \$'000 | Accumulated profits \$'000 | Attributable to owners of the Company \$'000 | Non- controlling interests \$'000 | Total Equity \$'000 |
|---|---------------------------------|--|---|---|--|------------------------------------|
| As at 1 January 2024 | 98,946 | (243) | 59,682 | 158,385 | 396 | 158,781 |
| Profit/(loss) for the year | – | – | 7,212 | 7,212 | (694) | 6,518 |
| Other comprehensive income | | | | | | |
| - Foreign currency translation | – | (1,672) | – | (1,672) | 37 | (1,635) |
| Total comprehensive income | – | (1,672) | 7,212 | 5,540 | (657) | 4,883 |
| Total contributions by and distributions to owners | | | | | | |
| Issue of ordinary shares pursuant to share plan | 2,329 | – | – | 2,329 | – | 2,329 |
| Dividends on ordinary shares | – | – | (8,206) | (8,206) | – | (8,206) |
| Total changes in ownership interests in subsidiaries | | | | | | |
| Acquisition of subsidiary with NCI | – | – | – | – | 113 | 113 |
| As at 31 December 2024 | 101,275 | (1,915) | 58,688 | 158,048 | (148) | 157,900 |

Condensed Interim Consolidated Statement of Changes in Equity (cont'd)

| Group | Share capital \$'000 | Foreign currency translation reserve \$'000 | Accumulated profits \$'000 | Attributable to owners of the Company \$'000 | Non- controlling interests \$'000 | Total Equity \$'000 |
|---|---------------------------------|--|---|---|--|------------------------------------|
| As at 1 January 2023 | 98,946 | (316) | 61,582 | 160,212 | 158 | 160,370 |
| Profit/(loss) for the year | – | – | 11,775 | 11,775 | (1,174) | 10,601 |
| Other comprehensive income | | | | | | |
| - Foreign currency translation | – | 73 | – | 73 | (8) | 65 |
| Total comprehensive income | – | 73 | 11,775 | 11,848 | (1,182) | 10,666 |
| Total contributions by and distributions to owners | | | | | | |
| Dividends on ordinary shares | – | – | (13,675) | (13,675) | – | (13,675) |
| Total changes in ownership interests in subsidiaries | | | | | | |
| Acquisition of subsidiary with NCI | – | – | – | – | 1,420 | 1,420 |
| As at 31 December 2023 | 98,946 | (243) | 59,682 | 158,385 | 396 | 158,781 |

Notes to the Condensed Interim Financial Statements

1 Corporate information

APAC Realty Limited (the “Company”) is a public company limited by shares incorporated and domiciled in Singapore and is listed on the Main Board of the Singapore Exchange Securities Trading Limited. The registered office of the Company and its principal place of business is located at 450 Lorong 6 Toa Payoh, ERA APAC Centre, Singapore 319394. These interim consolidated financial statements as at 31 December 2024 and for the six months ended 31 December 2024 comprise the Company and its subsidiaries (collectively, the “Group”).

The principal activities of the Company are those relating to investment holding, owning and operating the master franchise rights relating to the “ERA Real Estate” brand for sale and licensing to sub-franchisees in the Asia Pacific Region. The principal activities of the Group are:

- a) real estate brokerage & consultancy services, real estate training to real estate agents and sale of marketing materials;
- b) master franchisee of the “ERA Real Estate” franchise for the territory of Singapore to grant membership of the “ERA” franchise to housing agents;
- c) property management, valuation and consultancy services, conducting training courses, and the publication and distribution of real estate periodicals;
- d) rental of investment property; and
- e) advertising activities and those relating to research and experimental development on IT.

2 Basis of Preparation

The condensed interim financial statements for the six months ended 31 December 2024 have been prepared in accordance with SFRS(I) 1-34 Interim Financial Reporting issued by the Accounting Standards Council Singapore. The condensed interim financial statements do not include all the information required for a complete set of financial statements. However, selected explanatory notes are included to explain events and transactions that are significant to an understanding of the changes in the Group’s financial position and performance of the Group since the last interim financial statements for the period ended 30 June 2024.

The accounting policies adopted are consistent with those of the previous financial year which were prepared in accordance with SFRS(I)s, except for the adoption of new and amended standards as set out in Note 2.1.

The condensed interim financial statements are presented in Singapore Dollars (SGD or \$), which is the Company’s functional currency, and all values are rounded to the nearest thousand (“\$’000”), except when otherwise indicated.

2.1 New and amended standards adopted by the Group

The Group adopted various new accounting standards, amendments to and interpretations of standards that are effective for annual periods beginning on or after 1 January 2024. The Group did not have to change its accounting policies or make retrospective adjustments as a result of adopting those standards.

2.2 Use of judgements and estimates

In preparing the condensed interim financial statements, management has made judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates.

The significant judgements made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements as at and for the financial year ended 31 December 2023.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised and in any future periods affected.

Information about assumptions and estimation uncertainties that have a significant risk of resulting in a material adjustment to the carrying amounts of assets and liabilities within the next interim period are included in the following notes:

- Note 7 – allowance for expected credit losses of trade receivables
- Note 9 – impairment of goodwill
- Note 16 – acquisition of subsidiaries

3 Seasonal operations

The Group's businesses are not affected significantly by seasonal or cyclical factors during the financial period.

4 Segment and revenue information

The Group is organised into the following main business segments:

- I. Real estate brokerage income – relates to commission and fee income from the brokerage of resale and rental of residential, commercial and industrial properties and new residential projects for sale by various developers.
- II. Rental income – relates to rental income generated from properties, workstations, lockers and furniture.
- III. Others – relate to incentives, referral, professional indemnity insurance and administration fees income, business conference income and miscellaneous income.

These operating segments are reported in a manner consistent with internal reporting provided to chief operating decision maker who monitors the operating results of its business units separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on operating profit or loss which in certain respects, as explained in the table below, is measured differently from operating profit or loss in the consolidated financial statements. Group income taxes and finance costs are managed on a group basis and are not allocated to operating segments.

The Group did not disclose operating segment assets and liabilities as such measures are not monitored. Geographical segments are analysed by four principal geographical areas, namely Singapore, Indonesia, Vietnam and Others. In presenting information on the basis of geographical segments, segment revenue is based on the geographical location of the customers which the sales are made to regardless of where the sales originate. Segment non-current assets and total assets are based on the geographical location of the assets.

4.1 Reportable segments

| | Real estate brokerage services \$'000 | Rental income \$'000 | Others \$'000 | Eliminations \$'000 | Total \$'000 |
|---|--|----------------------------|------------------|------------------------|-----------------|
| 1 July 2024 to 31 December 2024 | | | | | |
| Revenue: | | | | | |
| Real estate brokerage fees and related services | 291,541 | 1,269 | 2,610 | (1,227) | 294,193 |
| Other revenue | 134 | 1 | 1,532 | – | 1,667 |
| Total revenue | 291,675 | 1,270 | 4,142 | (1,227) | 295,860 |
| Segment results | 4,850 | (138) | (131) | – | 4,581 |
| Share of result of associate | | | | | 111 |
| Interest income | | | | | 272 |
| Finance costs | | | | | (956) |
| Profit before tax | | | | | 4,008 |
| Income tax expense | | | | | (1,175) |
| Profit for the period | | | | | 2,833 |
| Others: | | | | | |
| Allowance for doubtful debts provided – trade | (1,237) | – | 10 | – | (1,227) |
| Depreciation and amortisation | (1,660) | (181) | (354) | – | (2,195) |
| 1 July 2023 to 31 December 2023 | | | | | |
| Revenue: | | | | | |
| Real estate brokerage fees and related services | 292,680 | 1,070 | 3,151 | (1,055) | 295,846 |
| Other revenue | 177 | 1 | 1,590 | – | 1,768 |
| Total revenue | 292,857 | 1,071 | 4,741 | (1,055) | 297,614 |
| Segment results | 8,328 | (149) | 428 | – | 8,607 |
| Interest income | | | | | 194 |
| Finance costs | | | | | (1,094) |
| Profit before tax | | | | | 7,707 |
| Income tax expense | | | | | (1,448) |
| Profit for the period | | | | | 6,259 |
| Others: | | | | | |
| Allowance for doubtful debts provided – trade | (379) | – | 75 | – | (304) |
| Depreciation and amortisation | (1,849) | (164) | (276) | – | (2,289) |

4.1 Reportable segments (cont'd)

| | Real estate brokerage services \$'000 | Rental income \$'000 | Others \$'000 | Eliminations \$'000 | Total \$'000 |
|---|--|----------------------------|------------------|------------------------|-----------------|
| 1 January 2024 to 31 December 2024 | | | | | |
| Revenue: | | | | | |
| Real estate brokerage fees and related services | 553,047 | 2,545 | 4,888 | (2,454) | 558,026 |
| Other revenue | 273 | 1 | 2,716 | – | 2,990 |
| Total revenue | 553,320 | 2,546 | 7,604 | (2,454) | 561,016 |
| Segment results | 10,855 | (275) | (429) | – | 10,151 |
| Share of result of associate | | | | | 111 |
| Interest income | | | | | 503 |
| Finance costs | | | | | (1,941) |
| Profit before tax | | | | | 8,824 |
| Income tax expense | | | | | (2,306) |
| Profit for the year | | | | | 6,518 |
| Others: | | | | | |
| Allowance for doubtful debts provided – trade | (2,928) | – | 40 | – | (2,888) |
| Depreciation and amortisation | (3,423) | (367) | (700) | – | (4,490) |
| 1 January 2023 to 31 December 2023 | | | | | |
| Revenue: | | | | | |
| Real estate brokerage fees and related services | 548,654 | 2,149 | 5,799 | (2,110) | 554,492 |
| Other revenue | 223 | 1 | 2,536 | – | 2,760 |
| Total revenue | 548,877 | 2,150 | 8,335 | (2,110) | 557,252 |
| Segment results | 16,181 | (282) | (532) | – | 15,367 |
| Interest income | | | | | 322 |
| Finance costs | | | | | (2,126) |
| Profit before tax | | | | | 13,563 |
| Income tax expense | | | | | (2,962) |
| Profit for the year | | | | | 10,601 |
| Others: | | | | | |
| Allowance for doubtful debts provided – trade | (2,049) | – | (160) | – | (2,209) |
| Depreciation and amortisation | (3,630) | (321) | (698) | – | (4,649) |

4.1 Reportable segments (cont'd)

Geographical segments

| | Revenue | | | | Non-current assets* | |
|-----------|---------------------------------|---------|------------------------------------|---------|---------------------|-------------|
| | Six months ended 31 December | | Twelve months ended 31 December | | 31 December | 31 December |
| | 2024 | 2023 | 2024 | 2023 | 2024 | 2023 |
| | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 |
| Singapore | 290,528 | 293,503 | 551,493 | 550,798 | 163,405 | 166,530 |
| Indonesia | 2,175 | 1,548 | 3,853 | 2,658 | 8,932 | 9,022 |
| Vietnam | 2,950 | 2,374 | 5,301 | 3,299 | 9,011 | 8,628 |
| Others | 207 | 189 | 369 | 497 | 391 | 251 |
| | 295,860 | 297,614 | 561,016 | 557,252 | 181,739 | 184,431 |

* Comprising property, plant and equipment, right-of-use assets, intangible assets and fixed deposits

4.2 Revenue

Disaggregation of real estate brokerage fees and related services

| | Real estate brokerage income | | Others | | Total | |
|--|---------------------------------|---------|---------------------------------|--------|---------------------------------|---------|
| | Six months ended 31 December | | Six months ended 31 December | | Six months ended 31 December | |
| | 2024 | 2023 | 2024 | 2023 | 2024 | 2023 |
| | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 |
| Major product or service lines | | | | | | |
| Brokerage fees from resale, rental and new home transactions | 291,542 | 292,680 | – | – | 291,542 | 292,680 |
| Others | – | – | 2,651 | 3,166 | 2,651 | 3,166 |
| | 291,542 | 292,680 | 2,651 | 3,166 | 294,193 | 295,846 |
| Timing of transfer of goods or services | | | | | | |
| At a point in time | 291,542 | 292,680 | 2,224 | 2,845 | 293,766 | 295,525 |
| Over time | – | – | 427 | 321 | 427 | 321 |
| | 291,542 | 292,680 | 2,651 | 3,166 | 294,193 | 295,846 |

4.2 Revenue (cont'd)

Disaggregation of real estate brokerage fees and related services (cont'd)

| | Real estate brokerage income | | Others | | Total | |
|--|------------------------------------|---------|------------------------------------|--------|------------------------------------|---------|
| | Twelve months ended 31 December | | Twelve months ended 31 December | | Twelve months ended 31 December | |
| | 2024 | 2024 | 2024 | 2023 | 2024 | 2023 |
| | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 |
| Major product or service lines | | | | | | |
| Brokerage fees from resale, rental and new home transactions | 553,047 | 548,654 | – | – | 553,047 | 548,654 |
| Others | – | – | 4,979 | 5,838 | 4,979 | 5,838 |
| | 553,047 | 548,654 | 4,979 | 5,838 | 558,026 | 554,492 |
| Timing of transfer of goods or services | | | | | | |
| At a point in time | 553,047 | 548,654 | 4,139 | 4,878 | 557,186 | 553,532 |
| Over time | – | – | 840 | 960 | 840 | 960 |
| | 553,047 | 548,654 | 4,979 | 5,838 | 558,026 | 554,492 |

Other revenue

| | Group Six months ended 31 December | | Group Twelve months ended 31 December | |
|--|--|--------|---|--------|
| | 2024 | 2023 | 2024 | 2023 |
| | \$'000 | \$'000 | \$'000 | \$'000 |
| Rental of properties, workstations, lockers and furniture | 365 | 449 | 760 | 887 |
| Professional indemnity insurance fees | 362 | – | 362 | – |
| Incentives, referral and administrative fees | 374 | 429 | 677 | 708 |
| Government grants | 5 | 4 | 6 | 110 |
| Interest income from cash at bank and fixed deposits | 272 | 194 | 503 | 322 |
| Sundry income | 289 | 692 | 682 | 733 |
| | 1,667 | 1,768 | 2,990 | 2,760 |

Breakdown of sales

| | 2024 \$'000 | 2023 \$'000 | Change % |
|---|----------------|----------------|-------------|
| Revenue reported for the first half year | 265,156 | 259,638 | 2.1 |
| Operating profit after tax reported for first half year | 3,685 | 4,342 | (15.1) |
| Revenue reported for the second half year | 295,860 | 297,614 | (0.6) |
| Operating profit after tax reported for second half year | 2,833 | 6,259 | (54.7) |

5 Profit before tax

Significant items

| | Group Six months ended 31 December | | Group Twelve months ended 31 December | |
|--|--|----------------|---|----------------|
| | 2024 \$'000 | 2023 \$'000 | 2024 \$'000 | 2023 \$'000 |
| <u>Included in finance costs</u> | | | | |
| Interest on lease liabilities | (45) | (30) | (75) | (91) |
| <u>Included in other operating expenses</u> | | | | |
| Loss on disposal of plant and equipment | (3) | (3) | (38) | (3) |
| Write off of loan to associate | – | – | – | (37) |
| Foreign exchange gain/(loss), net | 66 | (107) | 104 | (180) |
| Rental expense | (140) | (152) | (304) | (292) |
| <u>Included in other non-operating income/(expenses)</u> | | | | |
| Gain on remeasurement of equity interest previously held | – | 5,234 | – | 5,234 |
| Impairment loss on goodwill | – | (5,178) | – | (5,178) |
| Performance share plan cost | (2,329) | – | (2,329) | – |

Related party transactions

There are no material related party transactions apart from those disclosed elsewhere in the financial statements.

6 Income tax expense

The Group calculates the period income tax expense using the tax rate that would be applicable to the expected total annual earnings. The major components of income tax expense in the condensed interim consolidated income statement are:

| | Group Six months ended 31 December | | Group Twelve months ended 31 December | |
|--|--|----------------|---|----------------|
| | 2024 \$'000 | 2023 \$'000 | 2024 \$'000 | 2023 \$'000 |
| Tax expense recognised in respect of profit for the period | | | | |
| Current tax | 1,369 | 1,596 | 2,563 | 3,192 |
| Under provision in respect of previous period | (146) | 261 | (146) | 261 |
| | 1,223 | 1,857 | 2,417 | 3,453 |
| Deferred tax provided | | | | |
| Origination and reversal of temporary differences | (48) | (409) | (111) | (491) |
| Income tax expense | 1,175 | 1,448 | 2,306 | 2,962 |

7 Financial assets and financial liabilities

| | Group | | Company | |
|--|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| | 31 December 2024 \$'000 | 31 December 2023 \$'000 | 31 December 2024 \$'000 | 31 December 2023 \$'000 |
| Total trade and other receivables | 99,807 | 110,449 | 14,870 | 14,283 |
| Less: | | | | |
| Advances | (1,167) | (1,115) | – | – |
| Unbilled receivables | (7,561) | (8,388) | – | – |
| Add: | | | | |
| Cash and bank balances | 39,950 | 44,052 | 228 | 2,051 |
| Total financial assets carried at amortised cost | <u>131,029</u> | <u>144,998</u> | <u>15,098</u> | <u>16,334</u> |
| | | | | |
| Total trade and other payables | 114,641 | 129,646 | 79,369 | 81,561 |
| Less: GST payable | (10,143) | (10,444) | (3) | – |
| Add: Loan and borrowing | 40,132 | 43,226 | – | – |
| Total financial liabilities carried at amortised cost | <u>144,630</u> | <u>162,428</u> | <u>79,366</u> | <u>81,561</u> |

Credit risk

Credit risk is the risk of loss that may arise on outstanding financial instruments should a counterparty default on its obligations. The carrying amount of trade and other receivables and cash and bank balances represent the Group's maximum exposure to credit risk. No other financial assets carry a significant exposure to credit risk.

The Group considers the probability of default upon initial recognition of asset and whether there has been a significant increase in credit risk on an ongoing basis throughout each reporting period.

The Group has determined the default event on a financial asset to be when the counterparty fails to make contractual payments, within 90 days when they fall due, which are derived based on the Group's historical information.

The Group categorises a loan or receivable for potential write-off when a debtor fails to make contractual payments more than 90 days past due. Financial assets are written off when there is no reasonable expectation of recovery, such as a debtor failing to engage in a repayment plan with the Group. Where loans and receivables have been written off, the Group continues to engage enforcement activity to attempt to recover the receivable due. Where recoveries are made, these are recognised in profit or loss.

7 Financial assets and financial liabilities (cont'd)

Expected credit losses

There are no significant changes to estimation techniques or assumptions made during the reporting period. The movement in allowance for expected credit losses of trade receivables computed based on lifetime ECL are as follows:

| | Group | |
|--------------------------|-------------------------------|-------------------------------|
| | 31 December 2024 \$'000 | 31 December 2023 \$'000 |
| At the beginning of year | 5,211 | 5,572 |
| Charge for the year | 2,888 | 2,209 |
| Written off | (2,342) | (2,557) |
| Exchange difference | (3) | (13) |
| At end of year | 5,754 | 5,211 |

8 Property, plant and equipment

During the six months ended 31 December 2024, the Group acquired assets amounting to \$651,000 (31 December 2023: \$1,352,000) and disposed assets amounting to \$3,000 (31 December 2023: \$3,000).

9 Intangible assets

| Group | Goodwill \$'000 | Franchise rights \$'000 | Total \$'000 |
|---|--------------------|-------------------------------|-----------------|
| Cost: | | | |
| At 1 January 2023 | 81,386 | 31,369 | 112,755 |
| Additions | 10,452 | 2,986 | 13,438 |
| At 31 December 2023 and 1 January 2024 | 91,838 | 34,355 | 126,193 |
| Additions | 924 | – | 924 |
| Translation difference | (1,411) | (410) | (1,821) |
| At 31 December 2024 | 91,351 | 33,945 | 125,296 |
| Accumulated amortisation and impairment: | | | |
| At 1 January 2023 | – | 8,747 | 8,747 |
| Charge for the year | – | 1,079 | 1,079 |
| Impairment loss | 5,178 | – | 5,178 |
| At 31 December 2023 and 1 January 2024 | 5,178 | 9,826 | 15,004 |
| Charge for the year | – | 1,158 | 1,158 |
| Translation difference | (363) | (8) | (371) |
| At 31 December 2024 | 4,815 | 10,976 | 15,791 |
| Net carrying amount: | | | |
| At 31 December 2023 | 86,660 | 24,529 | 111,189 |
| At 31 December 2024 | 86,536 | 22,969 | 109,505 |

9 Intangible assets (cont'd)

Company

| | Franchise rights \$'000 |
|--|--|
| Cost: | |
| At 1 January 2023, 31 December 2023, 1 January 2024 and 301 December 2024 | 3,816 |
| Accumulated amortisation: | |
| At 1 January 2023 | 2,187 |
| Charge for the year | 236 |
| At 31 December 2023 and 1 January 2024 | 2,423 |
| Charge for the year | 236 |
| At 31 December 2024 | 2,659 |
| Net carrying amount: | |
| At 31 December 2023 | 1,393 |
| At 31 December 2024 | 1,157 |

Goodwill

The carrying amount of goodwill allocated to each CGU as follows:

| Group | 31 December 2024 \$'000 | 31 December 2023 \$'000 |
|---|--|--|
| Real estate brokerage income (Singapore) | 61,345 | 61,345 |
| Real estate brokerage income (Thailand) | 231 | 231 |
| Real estate brokerage income and master franchisee of ERA Indonesia | 6,497 | 6,257 |
| Real estate brokerage income (Vietnam) | 9,630 | 10,357 |
| Membership fee earned in relation to the master franchisee of ERA Singapore | 10,311 | 10,311 |
| Property management, valuation, consultancy, training and related services | 3,337 | 3,337 |
| | 91,351 | 91,838 |
| Less: Impairment losses | (4,815) | (5,178) |
| | 86,536 | 86,660 |

Impairment testing for CGUs containing goodwill

The key assumptions used in impairment testing for CGUs containing goodwill are set out below. The values assigned to key assumptions represent management's assessment of future trends in the relevant industries and countries and have been based on historical data from both external and internal sources.

Singapore CGUs

Singapore CGUs comprise the following CGUs:

- Real estate brokerage income (Singapore)
- Membership fee earned in relation to the master franchisee of ERA Singapore
- Property management, valuation, consultancy, training and related services

The recoverable amounts of these CGUs have been determined based on value in use calculations using cash flow projections for the remaining useful life, including financial budgets approved by management covering a one-year period.

9 Intangible assets (cont'd)

Goodwill (cont'd)

Impairment testing for CGUs containing goodwill (cont'd)

Singapore CGUs (cont'd)

The pre-tax discount rate applied to the cash flow projections and the forecasted growth rates used to extrapolate cash flow projections beyond the one-year period are as follows:

| | 31 December 2024 | 31 December 2023 |
|---------------|------------------|------------------|
| Growth rate | 1.2% - 1.5% | 1.2% - 1.7% |
| Discount rate | 11.9% - 14.2% | 11.4% - 13.3% |

Other CGUs

Other CGUs comprise CGUs relating to “Real estate brokerage income and master franchisee of ERA Indonesia” and “Real estate brokerage income and master franchisee of ERA Vietnam”. The recoverable amounts of these CGUs have been determined based on value in use calculations using cash flow projections for the remaining useful life, including financial budgets approved by management covering a one-year period. The pre-tax discount rate applied to the cash flow projections and the forecasted growth rates used to extrapolate cash flow projections beyond the one-year period are as follows:

| | 31 December 2024 | 31 December 2023 |
|--|------------------|------------------|
| Average growth rate for 10 year period | 5.0% - 87.5% | 20.4% - 85.4% |
| Growth rate after 10 year period | 2.0% | 1.7% - 2.0% |
| Discount rate | 16.0% - 17.6% | 15.3% - 16.8% |

Impairment

During the full year ended 31 December 2023, the Group has assessed that the recoverable amount of goodwill relating to the “Real estate brokerage income and master franchisee of ERA Vietnam” CGU was lower than its carrying amount and has recognised impairment loss of \$5,178,000.

Franchise rights

Franchise rights is held for the exclusive right of use of the brand name “ERA”.

The Group acquired exclusive ERA Regional Master franchise right for certain countries in the Asia Pacific region for an initial term of 30 years from 19 November 1999, which expires in 2029. The Group has the option to renew the regional master franchise agreements for an additional 30-year term upon expiry of the initial term subject to certain conditions. As at 31 December 2024, the carrying amount of the ERA franchise right in Asia Pacific region is \$1,157,000 (31 December 2023: \$1,393,000) and has remaining amortisation period of 5 years (31 December 2023: 6 years).

The Group also holds ERA Subfranchise right in Singapore for an initial term of 30 years from 28 June 1990, which expired in 2020. It includes a renewal clause for an additional successive 30 years, which the Group has renewed upon its expiry for additional 30 years with no additional cost in accordance to the franchise agreement. As at 31 December 2024, the carrying amount of the ERA Singapore Subfranchise right is \$17,712,000 (31 December 2023: \$18,407,000) and has remaining amortisation period of 26 years (31 December 2023: 27 years).

The Group owns a reacquired franchise right in Indonesia for an initial term of 25 years from 8 February 2019. It includes a renewal clause for an additional successive 30 years. As at 31 December 2024, the carrying amount of the franchise right is \$1,502,000 (31 December 2023: \$1,782,000) and has remaining amortisation period of 20 years (31 December 2023: 21 years).

The Group owns a reacquired franchise right in Vietnam for an initial term of 25 years from 12 May 2017. It includes a renewal clause for an additional successive 30 years. As at 31 December 2024, the carrying amount of the franchise right is \$2,598,000 (31 December 2023: \$2,947,000) and has remaining amortisation period of 18 years (31 December 2023: 19 years).

10 Loan and borrowing

| | Group | |
|---|-----------------------------|-----------------------------|
| | 31 December 2024 | 31 December 2023 |
| | \$'000 | \$'000 |
| Current: | | |
| SGD loan at Compounded SORA + 0.80% p.a. (31 December 2023: SORA + 1.15% p.a.) | 3,093 | 3,093 |
| Non-current: | | |
| SGD loan at Compounded SORA + 3.00% p.a. | 37,039 | 40,133 |
| Total | 40,132 | 43,226 |

The loan is secured by way of a first legal mortgage over the Group's leasehold property at 450 Lorong 6 Toa Payoh, Singapore 319394 and a corporate guarantee from the Company.

The loan bears interest at the prevailing 3-month Compounded SORA plus 0.80% per annum for the first 2 years effective from 19 October 2023 and 3-month Compounded SORA plus 3.00% per annum thereafter. The loan is repayable over 59 equal monthly instalments of \$257,778 per month with a final bullet principal payment of \$28,532,745 on the final maturity date, 19 October 2028.

11 Dividends

| | Group | |
|---|--|---------------|
| | Twelve months ended 31 December | |
| | 2024 | 2023 |
| | \$'000 | \$'000 |
| Declared and paid during the financial period: | | |
| <i>Dividends on ordinary shares:</i> | | |
| - Final exempt (one-tier) dividend for 2023: 1.4 cents per share (2022: 2.75 cents) | 4,973 | 9,768 |
| - Interim exempt (one-tier) dividend for 2024: 0.9 cents per share (2023: 1.1 cents) | 3,233 | 3,907 |
| | 8,206 | 13,675 |
| Proposed but not recognised as a liability as at 31 December: | | |
| <i>Dividends on ordinary shares, subject to shareholders' approval at the Annual General Meeting:</i> | | |
| - Final exempt (one-tier) dividend for 2024: 1.2 cents per share (2023: 1.4 cents) | 4,310 | 4,973 |
| | 4,310 | 4,973 |

12 Share capital

| | Group and Company | | | |
|---|--------------------|---------|--------------------|--------|
| | 31 December 2024 | | 31 December 2023 | |
| | No. of shares '000 | \$'000 | No. of shares '000 | \$'000 |
| Issued and fully paid ordinary shares: | | | | |
| At beginning of period | 355,198 | 98,946 | 355,198 | 98,946 |
| Issue of ordinary shares pursuant to share plan | 4,000 | 2,329 | – | – |
| At end of period | 359,198 | 101,275 | 355,198 | 98,946 |

The holder of ordinary shares is entitled to receive dividends as and when declared by the Company. All ordinary shares carry one vote per share without restrictions. The ordinary shares have no par value.

There were no outstanding convertibles, shares held as treasury shares, or subsidiary holdings as at 31 December 2024 and 31 December 2023.

13 Earnings per share

| | Group | | Group | |
|--|------------------------------|--------------------------|---------------------------------|--------------------------|
| | Six months ended 31 December | | Twelve months ended 31 December | |
| | 2024 | 2023 | 2024 | 2023 |
| | \$'000 | \$'000 | \$'000 | \$'000 |
| Profit for the period attributable to owners of the Company | 3,141 | 6,770 | 7,212 | 11,775 |
| | No of shares '000 | No of shares '000 | No of shares '000 | No of shares '000 |
| Weighted average number of ordinary shares (basic) | 358,111 | 355,198 | 356,662 | 355,198 |
| Effect of share awards on issue | 12,000 | 11,739 | 12,000 | 5,918 |
| Weighted average number of ordinary shares (diluted) during the year | 370,111 | 366,937 | 368,662 | 361,116 |

14 Net asset value

| | Group | | Company | |
|--|------------------|------------------|------------------|------------------|
| | 31 December 2024 | 31 December 2023 | 31 December 2024 | 31 December 2023 |
| Net asset value per ordinary share (cents) | 44.0 | 44.6 | 38.1 | 38.1 |

15 Financial assets at fair value

There were no financial assets measured at fair value as at 31 December 2024 and 31 December 2023.

16 Acquisition of subsidiaries

In March 2024, the Group has acquired 51% interest in ERA Fiesta, an Indonesian member broker group, for a purchase consideration of \$1.0 million through its subsidiary, PT ERA Graharealty Tbk (“PT ERA”).

The estimated fair value of the identifiable assets and liabilities of ERA Fiesta as of the date of acquisition were:

| | Fair value recognised on acquisition \$'000 |
|--|--|
| Assets | |
| Plant and equipment | 12 |
| Trade and other receivables | 22 |
| Cash and cash equivalents | 93 |
| Total assets | <u>127</u> |
| Liabilities | |
| Trade and other payables | <u>(95)</u> |
| Total liabilities | <u>(95)</u> |
| Total identifiable net assets at fair value | <u>32</u> |
| NCI, based on their proportionate interest in the recognised amounts of the assets and liabilities of the acquiree | 16 |
| Goodwill on acquisition | 943 |
| Purchase consideration transferred, settled in cash | <u>959</u> |

17 Subsequent events

There are no known subsequent events which led to adjustments to this set of condensed interim financial statements.

Other Information Required by Listing Rule Appendix 7.2

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

The condensed interim consolidated statements of financial position of APAC Realty Limited (the “Company”) and its subsidiaries (collectively, the “Group”) as at 31 December 2024 and the related condensed interim consolidated income statement, statement of comprehensive income, statement of cashflows and statement of changes in equity for the six months ended 31 December 2024, and certain explanatory notes have not been audited or reviewed by the Company’s auditors.

2 Where the figures have been audited or reviewed, the auditors’ report (including any qualifications or emphasis of matter).

Not applicable.

2A Where the latest financial statements are subject to an adverse opinion, qualified opinion or disclaimer of opinion:

- (a) Updates on the efforts taken to resolve each outstanding audit issue.
- (b) Confirmation from the Board that the impact of all outstanding audit issues on the financial statements have been adequately disclosed.

This is not required for any audit issue that is a material uncertainty relating to going concern.

Not applicable.

3 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 period reported on.

Income statement

Revenue derived from our real estate brokerage services include brokerage income from the brokerage of (a) resale and rental of residential, commercial and industrial properties and (b) new home sales. Revenue from real estate related services include merchandise sales, training fees from courses conducted, property valuation fees, property management fees, consultancy services fees, franchise fees and rental income from investment property. Other revenue refers to interest income, rental income from office spaces and workstations, business conference income, referral fee income and sundry income.

Six months ended 31 December 2024 (“2H2024”) vs Six months ended 31 December 2023 (“2H2023”)

| | 2H2024 | 2H2023 | Change |
|------------------|---------------|---------------|---------------|
| | \$’000 | \$’000 | (%) |
| Total revenue | 295,860 | 297,614 | (0.6) |
| Cost of services | 270,204 | 269,201 | 0.4 |
| Gross Profit | 25,656 | 28,413 | (9.7) |

Revenue

Revenue from real estate brokerage fees and related services decreased by approximately \$1.7 million or 0.6%, from \$297.6 million in 2H2023 to \$295.9 million in 2H2024 following a decrease in property transactions completed during the period. The decrease in brokerage income is due to the following:

- a) decrease in new home sales of \$21.9 million or 30.5%, from \$71.9 million in 2H2023 to \$50.0 million in 2H2024.; offset by
- b) increase in resale and rental of properties of \$20.7 million or 9.4%, from \$220.8 million in 2H2023 to \$241.5 million in 2H2024.

Other revenue decreased by \$0.1 million or 5.7%, from \$1.8 million in 2H2023 to \$1.7 million in 2H2024 mainly due to decrease in referral income during the period.

- 3 **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 period reported on (cont'd).**

Income statement (cont'd)

Cost of services

Cost of services increased by approximately \$1.0 million or 0.4%, from \$269.2 million in 2H2023 to \$270.2 million in 2H2024. This was mainly due to increase in brokerage income from resale and rental properties as the gross margin from these transactions are lower as compared to new home sales.

Gross profit

Gross profit decreased by approximately \$2.7 million or 9.7%, from \$28.4 million in 2H2023 to \$25.7 million in 2H2024 because of the decrease in new home sales during the period.

Operating expenses

Personnel cost decreased by \$0.7 million from \$10.5 million in 2H2023 to \$9.8 million in 2H2024 mainly due to the decrease in headcount in Singapore (31 December 2024: 168; 31 December 2023: 182).

Marketing and promotion expenses decreased by \$0.9 million from \$2.9 million in 2H2023 to \$2.0 million in 2H2024 mainly due to decrease in recruitment, advertising and brand promotion costs.

Depreciation of property, plant and equipment was \$1.4 million for both 2H2024 and 2H2023 respectively.

Depreciation of right-of-use assets has decreased by \$0.1 million, from \$0.3 million in 2H2023 to \$0.2 million in 2H2024.

Amortisation of intangible assets was approximately \$0.6 million for both 2H2024 and 2H2023.

Allowance for doubtful debts (trade) increased by approximately \$0.9 million, from \$0.3 million in 2H2023 to \$1.2 million in 2H2024 mainly due to higher general provision made on expected credit loss because of the increase in brokerage income from resale and rental properties.

Finance costs has decreased by \$0.1 million in 2H2024 as interest rates were slightly lower during this period.

Other operating expenses decreased by approximately \$0.4 million or 11.2%, from \$3.7 million in 2H2023 to \$3.3 million in 2H2024 mainly due to decrease in legal and professional fees incurred and the absence of foreign currency loss incurred during the period.

Overall, total operating expenses decreased by approximately \$1.4 million or 6.4%, from \$20.8 million in 2H2023 to \$19.4 million in 2H2024.

Non-operating (expenses)/income

During FY2023, the Company had awarded 16 million shares under the APAC Realty Performance Share Plan 2023 and the awarded shares will vest over a period of four years. In 2H2024, 4 million of awarded shares have vested and thus, the Group recognises the cost for the vested shares, which amounted to \$2.3 million.

Share of results in associates

In 2H2023, share of results in associates was absent following the Group's acquisition of ERA Vietnam and Eurocapital in January 2023 (became subsidiaries of the Group). In 2H2024, the share of results in associate was contributed by profits generated by the Group's new associate where it operates in Malaysia.

Profit before tax

As a result of the foregoing, profit before tax decreased by approximately \$3.7 million, from \$7.7 million in 2H2023 to \$4.0 million in 2H2024.

- 3 **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 period reported on (cont’d).**

Income statement (cont’d)

Tax expense

Tax expense decreased by approximately \$0.2 million, from \$1.4 million in 2H2023 to \$1.2 million in 2H2024. The decrease was due to the lower taxable income in 2H2024.

Profit for the period

As a result of the foregoing, profit for the period decreased by approximately \$3.5 million, from \$6.3 million in 2H2023 to \$2.8 million in 2H2024.

Twelve months ended 31 December 2024 (“FY2024”) vs Twelve months ended 31 December 2023 (“FY2023”)

| | FY2024 | FY2023 | Change |
|------------------|---------------|---------------|---------------|
| | \$’000 | \$’000 | (%) |
| Total revenue | 561,016 | 557,252 | 0.7 |
| Cost of services | 510,887 | 502,231 | 1.7 |
| Gross Profit | 50,129 | 55,021 | (8.9) |

Revenue

Revenue from real estate brokerage fees and related services increased by approximately \$3.7 million or 0.7%, from \$557.3 million in FY2023 to \$561.0 million in FY2024. The increase in brokerage income is due to the following:

- a) increase in resale and rental of properties of \$41.7 million or 10.3%, from \$403.4 million in FY2023 to \$445.1 million in FY2024; offset by
- b) decrease in new home sales of \$37.3 million or 25.7%, from \$145.2 million in FY2023 to \$107.9 million in FY2024.

Other revenue increased by \$0.2 million or 8.3%, from \$2.8 million in FY2023 to \$3.0 million in FY2024 mainly due to increase in interest income by \$0.2 million.

Cost of services

Cost of services increased by approximately \$8.7 million or 1.7%, from \$502.2 million in FY2023 to \$510.9 million in FY2024. This was mainly due to increase in brokerage income from resale and rental properties as the gross margin from these transactions are lower as compared to new home sales

Gross profit

Gross profit decreased by approximately \$4.9 million or 8.9%, from \$55.0 million in FY2023 to \$50.1 million in FY2024 because of the decrease in new home sales during the year.

Operating expenses

Personnel cost decreased by approximately \$1.0 million or 5.0%, from \$20.0 million in FY2023 to \$19.0 million in FY2024 mainly due to decrease of headcount in Singapore (31 December 2024: 168; 31 December 2023: 182) and decrease in personnel cost of ERA Vietnam.

Marketing and promotion expenses decreased by approximately \$1.5 million or 26.7%, from \$5.6 million in FY2023 to \$4.1 million in FY2024 due to decrease in recruitment, advertising and brand promotion costs.

- 3 **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 period reported on (cont'd).**

Income statement (cont'd)

Operating expenses (cont'd)

Depreciation of property, plant and equipment increased by \$0.1 million due to the inclusion of depreciation expense from ERA Fiesta, which was acquired by the Group during the year.

Depreciation of right-of-use assets decreased by \$0.3 million in FY2024 due to relocation of ERA Vietnam's headquarters during the year.

Amortisation of intangible assets increased by \$0.1 million or 7.3% due to the full year amortisation of intangible assets from the acquisition of ERA Vietnam.

Allowance for doubtful debts (trade) increased by approximately \$0.7 million or 30.7%, from \$2.2 million in FY2023 to \$2.9 million in FY2024 mainly due to higher general provision made on expected credit loss because of the increase in brokerage income from resale and rental properties.

Finance costs decreased by approximately \$0.2 million in FY2024 due to lower interest rates on the bank loan during the year.

Other operating expenses decreased by approximately \$0.3 million or 3.9%, from \$7.0 million in FY2023 to \$6.7 million in FY2024 mainly due to decrease in legal and professional fees incurred and the absence of foreign currency loss incurred during the year.

Overall, total operating expenses decreased by approximately \$2.4 million or 5.8%, from \$41.5 million in FY2023 to \$39.1 million in FY2024.

Non-operating (expenses)/income

During FY2023, the Company had awarded 16 million shares under the APAC Realty Performance Share Plan 2023 and the awarded shares will vest over a period of four years. In 2H2024, 4 million of awarded shares have vested and thus, the Group recognises the cost for the vested shares, which amounted to \$2.3 million.

Share of results in associates

In FY2023, share of results in associates was absent following the Group's acquisition of ERA Vietnam and Eurocapital in January 2023 (became subsidiaries of the Group). In FY2024, the share of results in associate was contributed by profits generated by the Group's new associate where it mainly operates in the state of Johor, Malaysia.

Profit before tax

As a result of the foregoing, profit before tax decreased by approximately \$4.8 million, from \$13.6 million in FY2023 to \$8.8 million in FY2024.

Tax expense

Tax expense decreased by approximately \$0.7 million, from \$3.0 million in FY2023 to \$2.3 million in FY2024. The decrease was due to the lower taxable income in FY2024.

Profit for the year

As a result of the foregoing, profit for the year decreased by approximately \$4.1 million or 38.5%, from \$10.6 million in FY2023 to \$6.5 million in FY2024.

- 3 **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 period reported on (cont'd).**

Statement of Financial Position

31 December 2024 vs 31 December 2023

Non-current assets

The Group's total non-current assets amounted to approximately \$181.9 million and \$185.0 million as at 31 December 2024 and 31 December 2023 respectively. The decrease of approximately \$3.1 million or 1.7% was mainly due to depreciation of property, plant and equipment, depreciation of right-of-use assets, as well as amortisation of intangible assets for a total of \$4.5 million, offset by additions to plant and equipment and right-of-use assets of \$0.7 million and \$1.7 million respectively.

Current assets

Trade receivables amounted to approximately \$89.6 million and \$99.5 million as at 31 December 2024 and 31 December 2023 respectively. The decrease of approximately \$9.9 million or 9.9% was due to the decrease in revenue in 2H2024.

Other receivables amounted to approximately \$2.6 million for both 31 December 2024 and 2023.

Unbilled receivables amounted to approximately \$7.6 million and \$8.4 million as at 31 December 2024 and 31 December 2023 respectively. This relates to brokerage fees arising from new home sales where services are deemed rendered but not invoiced yet at the respective dates.

Prepaid operating expenses amounted to approximately \$1.8 million and \$3.2 million as at 31 December 2024 and 31 December 2023 respectively. The decrease of \$1.4 million was due to lower prepayments made for CEA license renewal for the Group's salespersons.

Cash and bank balances decreased by approximately \$4.1 million or 9.3%, from \$44.1 million as at 31 December 2023 to \$40.0 million as at 31 December 2024.

As a result of the foregoing, total current assets decreased by approximately \$16.1 million or 10.2%, from \$157.7 million as at 31 December 2023 to \$141.6 million as at 31 December 2024.

Non-current liabilities

The Group's total non-current liabilities decreased from \$45.5 million as at 31 December 2023 to \$43.1 million as at 31 December 2024. The decrease of \$2.4 million was mainly due to repayment of bank loan during the year, offset by increase in lease liabilities.

Current liabilities

Trade payables and accruals amounted to approximately \$100.8 million and \$116.4 million as at 31 December 2024 and 31 December 2023 respectively. The decrease of approximately \$15.6 million or 13.4% was in line with the decrease in trade receivables.

Other payables comprised mainly goods and services tax (GST) payable, deposits and sundry payables which amounted to approximately \$13.8 million and \$13.2 million as at 31 December 2024 and 31 December 2023 respectively.

Deferred income amounted to approximately \$1.5 million and \$1.6 million as at 31 December 2024 and 31 December 2023 respectively.

- 3 **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 period reported on (cont'd).**

Statement of Financial Position (cont'd)

Current liabilities (cont'd)

Lease liabilities represent the current portion of the lease obligations and was approximately \$0.4 million and \$0.6 million as at 31 December 2024 and 31 December 2023 respectively. The decrease was mainly due to relocation of ERA Vietnam's headquarters during the year.

Provision for taxation amounted to approximately \$2.9 million and \$3.4 million as at 31 December 2024 and 31 December 2023 respectively. The decrease of approximately \$0.5 million or 14.7% was mainly due to lower income tax provided for FY2024 as a result of lower taxable income.

Loan and borrowing is the same for both 31 December 2024 and 2023.

As a result of the foregoing, total current liabilities decreased by approximately \$15.9 million or 11.5%, from \$138.4 million as at 31 December 2023 to \$122.5 million as at 31 December 2024.

Equity attributable to the owners of the Company

The equity attributable to the owners of the Company decreased by approximately \$0.4 million or 0.3%, from \$158.4 million as at 31 December 2023 to \$158.0 million as at 31 December 2024. The decrease was mainly due to dividend payments of \$8.2 million and foreign currency translation movement of \$1.7 million during the year; offset by increase in share capital by \$2.9 million and net profit of \$7.2 million for FY2024.

Statement of Cash Flows

FY2024 vs FY2023

Net cash generated from operating activities was approximately \$9.2 million in FY2024 as compared to approximately \$17.3 million in FY2023. The decrease of \$8.1 million was mainly due to the lower cash flows from operations of \$12.4 million.

Net cash used in investing activities was approximately \$1.6 million and \$5.5 million in FY2024 and FY2023 respectively. The decrease of \$3.9 million was mainly due to lower purchases of plant and equipment and acquisition of subsidiaries of \$0.6 million and \$3.3 million respectively.

Net cash used in financing activities was approximately \$11.6 million and \$17.0 million in FY2024 and FY2023 respectively. The decrease of \$5.4 million was mainly due to lower dividend payments of \$8.2 million in FY2024 (FY2023: \$13.7 million).

As a result of the foregoing, there was a net decrease in cash and cash equivalents of approximately \$4.1 million for FY2024. Cash and cash equivalents stood at \$40.0 million as at 31 December 2024.

4 **Use of Proceeds Raised From IPO**

| Purpose | Balance of Net Proceeds as at 8 August 2024 S\$'000 | Net Proceeds Utilised as at 27 February 2025 S\$'000 | Balance of Net Proceeds as at 27 February 2025 S\$'000 |
|--------------------------------------|--|---|---|
| Enhancing technological capabilities | 2,714 | 577* | 2,137 |

* Relates to Sales+ app development cost

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

The Company did not make any prospect statement previously.

6 A commentary at the date of this 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.

For the year 2024, there was an increase in transactions in the new private residential market (including ECs) following the launch of 3,929 uncompleted private residential units (including ECs) for sale in the fourth quarter of 2024. There was also an increase in transactions in the private residential resale and HDB resale markets in the year 2024 as compared to the year 2023. The recent Urban Redevelopment Authority (URA) data showed that prices of private residential property increased at a slower pace of 3.9% for 2024, as compared to 6.8% and 8.6% in 2023 and 2022 respectively. Data from HDB indicated that resale prices for HDB rose by 9.7% in 2024, higher than the 4.9% increase in 2023.

In 2024, developers sold 7,696 private residential units (including ECs), an increase of 7.5% from 7,158 units sold in 2023 where 3,948 private residential units (including ECs) were sold in the fourth quarter of 2024. The private residential resale market recorded sales of 15,481 units, an increase of 22.6% from 12,623 units sold in 2023. The HDB resale market reported an increase of 8.4% to 28,986 units in 2024 from 26,735 units in 2023.

The vacancy rate of completed private residential units has decreased from 8.1% as at 31 December 2023 to 6.6% as at 31 December 2024. Apart from the 21,679 unsold units (including ECs) with planning approval as at 31 December 2024, there is a potential supply of 14,827 units (including ECs) from Government Land Sales sites that have not been granted planning approval yet.

Following the increase in new home launches in the fourth quarter of 2024, the Group anticipates this momentum will carry into 2025 and will focus its efforts on capturing market share in the new home segment.

In addition to enhancing its business in Singapore, the Group has continued to focus on its regional presence in ASEAN. In 2024, ERA Indonesia has expanded its presence in Jakarta by acquiring ERA Fiesta and remains committed to exploring further expansions. ERA Vietnam has improved its revenue and results in 2024, and the Group continues to closely monitor its financial performance, focusing on cost management and operational efficiencies.

7 Dividend

(a) Any dividend declared for the current financial period reported on?

Yes.

| | |
|-------------------------|------------------------------|
| Name of Dividend | Proposed Final |
| Dividend Type | Cash |
| Dividend Amount | 1.2 cents per ordinary share |
| Tax Rate | Tax Exempt |

(b) Any dividend declared for the corresponding period of the immediately preceding financial year?

Yes.

| | |
|-------------------------|------------------------------|
| Name of Dividend | Proposed Final |
| Dividend Type | Cash |
| Dividend Amount | 1.4 cents per ordinary share |
| Tax Rate | Tax Exempt |

7 Dividend (cont'd)

(c) Date payable

Payment of proposed final tax-exempt dividend, if approved by the shareholders at the forthcoming Annual General Meeting to be convened, will be made on **8 May 2025**.

(d) Record date

Notice is hereby given that the Transfer Book and Register of Members of the Company will be closed from 5.00 p.m. (Singapore time) on **29 April 2025** for the preparation of dividend warrants for the proposed final dividend.

Duly completed registrable transfers received by the Company's Share Registrar, Boardroom Corporate & Advisory Services Pte. Ltd. of 1 Harbourfront Avenue, #14-07 Keppel Bay Tower, Singapore 098632, up to the close of business at 5.00 p.m. (Singapore time) on **29 April 2025** will be registered to determine shareholders' entitlements to the proposed final dividend. Members whose Securities Accounts with The Central Depository (Pte) Limited are credited with Shares at 5.00 p.m. (Singapore time) on **29 April 2025** will be entitled to the proposed final dividend.

8 If no dividend has been declared (recommended), a statement to that effect.

Not applicable.

9 If the Group has obtained a general mandate from shareholders for IPTs, the aggregate value of such transactions as required under Rule 920(1)(a)(ii). If no IPT mandate has been obtained, a statement to that effect.

Not applicable as the Group does not have in place a general mandate for interested person transactions.

10 Confirmation that the issuer has procured undertakings from all its directors and executive officers (in the format set out in Appendix 7.7) under Rule 720(1) of the Listing Manual

The Company confirms that it has procured undertakings from all its directors and executive officers in the format set out in Appendix 7.7 under Rule 720(1) of the SGX Listing Manual.

11 Disclosure of person occupying a managerial position in the issuer or any of its principal subsidiaries who is a relative of a director or chief executive officer or substantial shareholder of the issuer pursuant to Rule 704 (13). If there are no such persons, the issuer must make an appropriate negative statement. Confirmation Pursuant to the Rule 705(5) of the Listing Manual

Pursuant to Rule 704(13) of the Listing Manual of the SGX-ST, the Company confirms that there is no person occupying a managerial position in the Company or any of its principal subsidiaries who is related to the director, chief executive officer or substantial shareholder of the Company

12 Additional information required Pursuant to the Rule 706A of the Listing Manual

Not applicable.

BY ORDER OF THE BOARD

Chua Khee Hak
Executive Chairman
27 February 2025