

FIRST QUARTER FINANCIAL STATEMENTS ANNOUNCEMENT FOR THE PERIOD ENDED 31 MARCH 2014

PART 1 – INFORMATION REQUIRED FOR ANNOUNCEMENTS OF QUARTERLY (Q1, Q2 & Q3) RESULTS

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

1(a)(i) Income Statement

		Group \$'000		
	1st quarter ended 31.03.14	1st quarter ended 31.03.13	% Change	
Continuing Operations Revenue	27,824	19,937	40%	
Cost of sales	(21,296)	(13,658)	56%	
Gross profit	6,528	6,279	4%	
Other operating income	108	185	(42%)	
Selling & Distribution expenses	(3,118)	(2,678)	16%	
Administrative expenses	(2,786)	(2,619)	6%	
Finance costs	(343)	(187)	83%	
Profit from operations	389	980	(60%)	
Share of results of associated companies	5	(78)	N.M	
Share of results of a joint venture	210	85	147%	

Profit before taxation	604	987	(39%)
Tax expense	(456)	(445)	2%
Profit from continuing operations, net of tax	148	542	(73%)
Discontinued operations			
Profit from discontinued operations, net of tax	390	633	(38%)
Net profit for the period	538	1,175	(54%)
Attributable to:			
Equity holders of the Company	1,416	1,875	(24%)
Non-controlling interests	(878)	(700)	25%
_	538	1,175	(54%)

A statement of comprehensive income (for the group), together with a comparative statement for the corresponding period of the immediate preceding financial year.

	1st quarter ended 31.3.14	1st quarter ended 31.3.13	% Change
Net profit for the period Other comprehensive income:	538	1,175	(54%)
Exchange differences on translation of the financial statements of foreign entities (net)	(71)	(274)	(74%)
Total comprehensive income for the period	467	901	(48%)
Total comprehensive income attributable to:			
Equity holders of the Company	1,366	1,572	(13%)
Non-controlling interests	(899)	(671)	(34%)
Total comprehensive income for the period	467	901	(48%)

1(a)(ii) Notes to income statement

	Gre		
	(S\$'000)	(S\$'000)	
	1st quarter ended	1st quarter ended	%
	31.3.14	31.3.13	Change
Continuing operations			
Other income including interest income	161	99	63%
Interest on borrowings	(343)	(143)	140%
Depreciation of property, plant and equipment	(877)	(427)	105%
Gain on disposal of property, plant and equipment	39	-	N.M
Foreign exchange (loss)/gain	(53)	85	N.M
Reversal/(Provision) for stock obsolescence	5	(206)	(98%)
Write-back of allowance for doubtful debts	133	92	45%
Reversal for warranty	13	-	N.M
Discontinued operations			
Other income including interest income	14	50	(72%)
Interest on borrowings	(17)	(44)	(61%)
Foreign exchange gain	728	613	19%
Provision for stock obsolescence	-	(6)	N.M
Allowance for doubtful debts	-	(67)	N.M
Total			
Other income including interest income	175	149	17%
Interest on borrowings	(360)	(187)	93%
Depreciation of property, plant and equipment	(877)	(427)	105%
Gain on disposal of property, plant and equipment	39	-	N.M
Foreign exchange gain	675	698	(3%)
Reversal/(Provision) for stock obsolescence	5	(212)	(98%)
Write-back of allowance for doubtful debts	133	25	432%
Reversal for warranty	13	-	N.M
•			

N.M. – Not meaningful

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

	31.3.14	31.12.13	31.3.14	31.12.13
Non-current assets				
Property, plant and equipment	48,869	49,301	-	_
Investment in subsidiaries	-	-	13,880	13,880
Investment in associated companies	6,683	6,612	6,235	6,235
Investment in a joint venture	2,198	2,353	807	809
Deferred tax assets	83	81	-	-
Intangible assets	227	227	49	49
	58,060	58,574	20,971	20,973

Current assets				
Inventories	41,786	40,954	-	-
Due from customers on construction contracts	2,978	4,584	-	_
Amount due from joint venture (trade)	482	258	-	_
Trade receivables	30,183	29,911	_	_
Other receivables	2,182	2,966	22,421	24,419
Cash and cash equivalents	13,898	12,468	4,714	2,222
•	91,509	91,141	27,135	26,641
Disposal group assets classified as held for	7,323	6,915	-	-
sale				
Total current assets	98,832	98,056	27,135	26,641
Total current assets	90,032	90,030	27,135	20,041
Total assets	156,892	156,630	48,106	47,614
Non-current liabilities				
Deferred tax liability	658	662	_	_
Finance lease liabilities	787	750	_	_
	1,445	1,412	_	_
				
Current liabilities				
Due to customers on construction contracts	2,297	1,360	-	-
Trade payables	12,774	16,591	-	_
Other payables	9,380	9,347	760	479
Bank borrowings	46,511	44,093	-	-
Finance lease liabilities	192	179		-
Tax payable	2,074	1,939	154	196
	73,228	73,509	914	675
Liabilities directly associated with disposal	688	645		_
group classified as held for sale		0.0		
Total current liabilities	73,916	74,154	914	675
Total lightistics	75 261	75 566	014	(75
Total liabilities Net assets	75,361 81,531	75,566 81,064	914 47,192	675 46,939
Net assets	01,531	01,004	47,192	40,939
Shareholders' equity				
Share capital	43,461	43,461	43,461	43,461
Translation reserves	787	837	-	-
Accumulated profits	40,570	39,154	3,731	3,478
Attributable to equity holders of the Company	84,818	83,452	47,192	46,939
Non-controlling interests	(3,287)	(2,388)		
Total shareholders' equity	81,531	81,064	47,192	46,939

1(b)(ii)In relation to the aggregate amount of the Group's borrowings and debt securities, specify the following as at the financial period reported on with comparative figures as at the end of the immediate preceding financial year:

Amount repayable in one year or less, or on demand

As at 31.03.14 (\$'000)		As at 31	.12.13 (\$'000)
Secured	Secured Unsecured		Unsecured
35,158	11,353	32,900	11,437

Amount repayable after one year

As at 31.03.14 (\$'000)		As at 31	.12.13 (\$'000)
Secured	Secured Unsecured		Unsecured
-	-	-	-

Details of any collateral

The Group's banking facilities were secured by the following:

- (a) Legal charge on the Group's leasehold property with net book value of \$11.52million (31.12.2013: \$11.72million)
- (b) Corporate guarantee by the Company and a minority shareholder of a subsidiary.
- (c) Fixed deposits of certain subsidiaries.
- (d) Joint and several guarantees by certain directors of certain subsidiaries.
- (e) Fixed charge for all monies over a subsidiary's present and future contracts financed or to be financed directly or indirectly, wholly or partly.
- (f) Existing first fixed charge over a subsidiary fixed property and assets.

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

	Group \$'000	
	1st quarter ended	1st quarter ended
	31.03.14	31.03.13
Cash flows from operating activities		
Profit before tax from continuing operations	604	987
Profit before tax from discontinued operations	264	599
Adjustments for:		
Depreciation	877	427
Interest income	(5)	(10)
Interest expense	360	187
Share of results of a joint venture	(210)	(85)
Gain on disposal of property, plant and equipment	(39)	-
Share of results of associated companies	(5)	78
Operating cash before movements in working capital	1,846	2,183
Inventories	(922)	(727)
	(832)	(727)
Due from customers on construction contract, net Receivables	2,543 228	5,342 10,201
Payables	(3,784)	(8,951)
Currency translation adjustments	(3,784) (143)	(657)
Currency translation adjustments	(143)	(037)
Net cash generated from operations	(142)	7,391
Interest paid	(360)	(187)
Income tax (paid)/refund	(195)	54
Net cash (used in) /from operating activities	(697)	7,258
Cash flows from investing activities	(
Purchase of property, plant and equipment	(608)	(4,881)
Proceeds from disposal of property, plant and equipment	46	-
Interest received	5	10
Investment in an associated company	(66)	-
Contributions from non-controlling interest	-	13
Decrease in fixed deposit under pledge	24	46
Dividend received from a joint venture	363	355
Net cash used in investing activities	(236)	(4,457)

123)	7,365 (5,162)
*	(5,162)
5/12	
,,545	(2,840)
(48)	(2)
2,372	(639)
,439	2,162
,389	12,275
15	7
,843	14,444
3,898	16,552
055)	(2,108)
,843	14,444
3	2,372 1,439 0,389

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

Group (\$'000)

	Share capital	Translation reserves	Accumulated profits	Total	Non- Controlling interests	Total shareholders' equity
At 1 January 2014 Currency translation differences arising on consolidation, net of tax	43,461	837 (50)	39,154	83,452 (50)	(2,388) (21)	81,064 (71)
Profit for the period	-	-	1,416	1,416	(878)	538
Balance At 31 March 2014	43,461	787	40,570	84,818	(3,287)	81,531

At 1 January 2013	43,461	(106)	39,160	82,515	830	83,345
Currency translation	-	(303)	-	(303)	29	(274)
differences arising on consolidation, net of tax						
Changes in ownership	-	-	8	8	5	13
interest in a subsidiary			4.055	4.055	(= 00)	
Profit for the period	-	-	1,875	1,875	(700)	1,175
Balance At 31 March 2013	43,461	(409)	41,043	84,095	164	84,259

Company (\$'000)

	Share capital	Accumulated profits	Total shareholders' equity
At 1 January 2014	43,461	3,478	46,939
Profit for the period	-	253	253
Balance at 31 March 2014	43,461	3,731	47,192
At 1 January 2013	43,461	3,943	47,404
Profit for the period	-	633	633
Balance at 31 March 2013	43,461	4,576	48,037

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

Not applicable.

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

	31.03.14	31.12.13
Total number of issued shares		
(excluding treasury shares)	480,000,000	480,000,000

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

Not applicable.

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

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

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

Not applicable.

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

The Group has applied the same accounting policies and methods of computation in the financial statements for the current reporting period as in the latest audited annual financial statements for the financial year ended 31 December 2013.

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

The adoption of the new and revised FRSs is assessed to have no material impact to the results of the Group and of the Company for the period ending 31 March 2014.

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

Earnings per ordinary share for the period based on net profit attributable to shareholders:-

Group

	1st quarter ended 31.03.14	1st quarter ended 31.03.13
(i) Based on number of ordinary shares in issue:		
- Continuing operations	0.21 cents	0.26 cents
- Discontinued operations	0.09 cents	0.13 cents
Number of ordinary shares in issue		
	480,000,000	480,000,000
(ii) On a fully diluted basis:Continuing operationsDiscontinued operations	0.21 cents 0.09 cents	0.26 cents 0.13 cents
Diluted number of ordinary shares in issue	480,000,000	480,000,000

- 7. Net asset value (for the issuer and group) per ordinary share based on the total number of issued shares excluding treasury shares of the issuer at the end of the:-
- (a) current financial period reported on; and
- (b) immediately preceding financial year

	Group		Company	
	31.03.14	31.12.13	31.03.14	31.12.13
Net asset value per ordinary share				
based on existing share capital	18 cents	17 cents	10 cents	10 cents

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

Revenue

(1Q2014Vs1Q2013)

	Group		
	1Q2014 \$'000	1Q2013 \$'000	% Change
Supply Chain Management			
Marine cables and accessories	9,364	10,953	(15%)
Marine lighting equipment and accessories	3,464	2,923	22%
Others	1,744	1,402	28%
	14,572	15,278	(5%)

Manufacturing			
Marine switchboards	4,516	2,567	76%
Galvanized steel wire	5,171	739	600%
	9,687	3,306	193%
Engineering Services			
Engineering and installation	3,565	1,353	163%
Total sales revenue	27,824	19,937	40%

Supply Chain Management

Supply Chain Management Division accounts for 52% of the Group's turnover in 1Q2014, of which marine cables and accessories contributed 64%, marine lighting equipment and accessories 24% and others 12%. Revenue from Supply Chain Management Division decreased marginally.

Manufacturing

Manufacturing Division accounts for 35% of the Group's turnover in 1Q2014, of which marine switchboards contributed 47% and galvanized steel wire 53%. The increase in revenue from marine switchboards is due mainly to higher deliveries to an existing major customer as well as new customers in 1Q2014. The increase in revenue from galvanized steel wire is due mainly to the commencement of production of galvanized steel wire in Oman in 4Q2013.

Engineering Services

Engineering Services Division accounts for 13% of the Group's turnover in 1Q2014. The increase in revenue is due to the significant contribution from a major project which is nearing completion in 1Q2014 as compared to 1Q2013 where there is no significant project.

Geographical segment

Revenue derived from Singapore decreased marginally by \$271,000 or 2% from \$13.0million in 1Q2013 to \$12.7million in 1Q2014.

Revenue derived from overseas increased by \$8.1million or 117% from \$7.0million in 1Q2013 to \$15.1million in 1Q2014. This is due mainly to higher contribution from the Group's Engineering Services Division which derived its revenue substantially from overseas customers, and commencement of production of our galvanized steel wire factory in Oman in 4Q2013.

Gross profit

The Group's overall gross profit increased marginally by \$250,000 or 4% from \$6.28million in 1Q2013 to \$6.53million in 1Q2014 due to higher revenue. The Group's overall gross margin decreased 8% from 31% in 1Q2013 to 23% in 1Q2014 due mainly to the higher contributions from galvanized steel wire business in Manufacturing Division and from Engineering Division which yields lower gross margins.

Other operating income

The decrease in other operating income in 1Q2014 is due mainly to a foreign exchange loss as compared to a gain in 1Q2013.

Operating expenses

The Group's operating expenses comprise mainly selling & distribution and administrative expenses. The higher selling & distribution expense is due mainly to Gulf Specialty Steel Industries LLC ("GSS") ceasing to capitalize its manpower and other costs after the factory commenced production in Q42013 and increase in marketing expenses for the Supply Chain Management division as a result of increased marketing efforts in 1Q2014. The administrative expense remains comparably unchanged during 1Q2014.

Share of results in associated companies

The share of profit in associated companies in 1Q2014 as compared to the share of loss in 1Q2013 is due mainly to more orders secured by General Luminaire (Shanghai) Co. Ltd, a subsidiary of an associated company, GL Lighting Holding Pte Ltd.

Share of results of a joint venture

The increase in share of results in a joint venture is due to Dream Marine Ship Spare Parts Trading LLC has secured more orders as a result of a competitor facing agency problems in 1Q2014.

Interest on borrowing

The increase in interest on borrowings in 1Q2014 as compared to 1Q2013 is due mainly to GSS ceasing to capitalize its borrowing cost after the commencement of production of galvanized steel wire in Oman in 4Q2013.

Depreciation

The increase in depreciation in 1Q2014 as compared to 1Q2013 is due mainly to Gulf Specialty Steel Industries LLC has started to depreciate its plant and equipment after the commencement of production of galvanized steel wire in Oman in 4Q2013.

Discontinued Operations

Disposal group assets classified as held for sale

Liabilities directly associated with disposal group classified as held for sale

With reference to the Group's announcement of 2 March 2013 to the SGX, the Board had decided to discontinue the operations of the subsidiary in Batam. Accordingly, the entire results from the subsidiaries are presented separately on income statement as "Profit from discontinued operations, net of tax".

The Group recorded a profit from discontinued operations, net of tax, of \$390,000 as stated in detail below:

	Group		
	1Q2014	1Q2013	
	\$ '000	\$'000	
Discontinued operations			
Revenue	371	2,938	
Cost of sales	(327)	(2,122)	
Gross profit	44	816	
Other operating income / (expenses)	741	663	
Selling & Distribution expenses	(202)	(622)	
Administrative expenses	(302)	(214)	
Finance costs	(17)	(44)	
Profit before taxation	264	599	
Tax credit	126	34	
Net profit for the period	390	633	

Discontinued operations' overall gross profit decreased by \$772,000 or 95% from \$\$816,000 in 1Q2013 to \$\$44,000 in 1Q2014 due to lower revenue.

The increase in other operating income is due mainly to a higher foreign exchange gain in 1Q2014 as compared to 1Q2013. The foreign exchange gain is due to the appreciation in value of Indonesian Rupiah against Singapore Dollar as the subsidiary's payables are denominated in Singapore Dollars.

The lower selling & distribution in 1Q2014 is due mainly to Discontinued Operations' reduced business activity and consequently its related expenses in 1Q2014. The higher administration expense is due mainly to an increase in legal and professional fees in 1Q2014.

Balance Sheet and Cash Flow Analysis

Investment in associated companies

The increase in investment in associated Company is due mainly to the share of profit from associated companies during 1Q2014 and additional investment in Z-Power Automation (Vietnam) Co., Ltd.

Investment in a joint venture

The decrease in investment in a joint venture is due mainly to the declaration of dividend by the joint venture to the Group, offset by the share of profits in the joint venture in 1Q2014.

Due from customers on construction contracts

The decrease in amount due from customers on construction contracts is due to certain unbilled work-in-progress of projects from the Engineering Services Division and Discontinued Operations being delivered and invoiced during 1Q2014.

Other receivables

The decrease in other receivables of \$784,000 is due mainly to the collection of sales proceeds for a crane which was disposed in 1Q2014 from Discontinued Operations.

Disposal group assets classified as held for sale Liabilities directly associated with disposal group classified as held for sale

Details of disposal group classified as held for sale are as follows:	31.03.14 \$'000	31.12.13 \$'000
Property, plant and equipment	6,954	6,608
Other receivables	355	294
Cash and cash equivalent	14	13
	7,323	6,915
Liabilities directly associated with disposal group classified as held for sale:		
Deferred tax liabilities	684	643
Other payables	4	2
	688	645

The increase in property, plant and equipment, other receivables and deferred tax liabilities is due mainly to the appreciation of Indonesian Rupiah as these items are denominated in Indonesian Rupiah.

Due to customers on construction contracts

The increase in due to customers on construction contracts is due to 2 major projects billed in advance in 1Q2014 by Engineering Services Division.

Trade payables

Trade payables decreased by \$3.8million from \$16.6million in FY2013 to \$12.8million in 1Q2013. This is due mainly to repayment of trade payables from the proceeds of completed projects during 1Q2014.

Cash flow

Net cash and cash equivalent increased by \$1.4million in 1Q2014 as compared to an increase of \$2.2million in 1Q2013. This is due mainly to the collections of receivables from Discontinued Operations from its completed projects and partially offset by repayment to its suppliers.

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

Not applicable.

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

For the offshore oil & gas sector, the global outlook for capital expenditure on new offshore oil-related contracts in 2014 remains positive. For the marine and shipping industry, the Group believes it will soon see an end to a five-year downturn. The Group expects the positive news emanating from both the offshore oil & gas and marine & shipping industries to favourably impact our business prospects. We have recently clinched several new major contracts in our Manufacturing division which has boosted our order book significantly.

The Group will continue to be on the lookout for business expansion opportunities which may include acquisitions, joint ventures and/or strategic alliances with the aim of enhancing shareholder value.

11. Dividend

(a) Current Financial Period Reported On?

Any dividend declared for the current financial period reported on?

Nil

(b) Corresponding Period of the Immediately Preceding Financial Year

Nil

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

(c) Date payable

Not applicable

(d) Books closure date

Not applicable

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

Not applicable.

13. Interested Person Transactions

[Note Rule 920(1)(a)(ii) – An issuer must announce the aggregate value of transactions conducted pursuant to the general mandate for interested person transactions for the financial periods which it is required to report on pursuant to Rule 705.]

The Group has not obtained a shareholder's mandate pursuant to Rule 920 of the Listing Manual of the Singapore Exchange Securities Trading Limited.

14. Negative assurance confirmation

The Board of Directors confirms that, to the best of its knowledge, nothing has come to its attention which may render the unaudited interim financial results for the financial period ended 31 March 2014 to be false or misleading, in any material respect.

On behalf of the Board of Directors

Alvin Lim Hwee Hong Executive Chairman 14 May 2014 Vincent Lim Hui Eng Chief Executive Officer 14 May 2014