

(Company Registration No. 198802660D)

#### Third Quarter Financial Statements and Dividend Announcement for Financial Period Ended 30 September 2019

PART I - INFORMATION REQUIRED FOR ANNOUNCEMENTS OF QUARTERLY (Q1, Q2, Q3& Q4), HALF YEAR AND FULL YEAR RESULTS

# 1(a)(i) A Statement of Comprehensive Income for the Group together with a comparative statement for the corresponding period of the immediately preceding financial year

	Grou	Group			Group		
	3Q 2019	3Q 2018	%	YTD 2019	YTD 2018	%	
	S\$'000	S\$'000	(+/-)	S\$'000	S\$'000	(+/-)	
Revenue	38,187	37,648	1	99,622	128,665	(23)	
Cost of sales	(34,090)	(35,384)	(4)	(90,446)	(121,222)	(25)	
Gross profit	4,097	2,264	81	9,176	7,443	23	
Gross margin	10.7%	6.0%		9.2%	5.8%		
Other operating income	1,036	1,373	(25)	3,607	5,236	(31)	
Selling and distribution costs	(143)	(161)	(11)	(381)	(559)	(32)	
Administrative expenses	(2,291)	(2,222)	3	(6,599)	(6,502)	1	
Other operating expenses	(1,343)	(1,737)	(23)	(4,776)	(6,321)	(24)	
Finance costs	(286)	(38)	nm*	(629)	(62)	nm*	
Reversal of impairment/(Impairment loss) on financial assets	331	(333)	nm*	301	(428)	nm*	
Profit/(Loss) before income tax	1,401	(854)	nm*	699	(1,193)	nm*	
Income tax expense	(3)	(4)	(25)	(8)	(18)	(56)	
Net profit/(loss) for the year	1,398	(858)	nm*	691	(1,211)	nm*	
Other comprehensive income:							
Items that may be reclassified subsequently to profit or loss :							
Foreign currency translation	170	(46)	nm*	112	(12)	nm*	
Other comprehensive income for the year, net of tax	170	(46)	nm*	112	(12)	nm*	
Total comprehensive income for the year	1,568	(904)	nm*	803	(1,223)	nm*	
Profit/(Loss) attributable to:							
Owners of the Company	1,424	(862)	nm*	835	(1,215)	nm*	
Non-controlling interests	(26)	4	nm*	(144)	4	nm*	
-	1,398	(858)	nm*	691	(1,211)	nm*	
Total comprehensive income attributable to:							
Owners of the Company	1,509	(906)	nm*	886	(1,225)	nm*	
Non-controlling interests	59	2	nm*	(83)	2	nm*	
-	1,568	(904)	nm*	803	(1,223)	nm*	

\*nm denotes not meaningful

Financial Statements and Dividend Announcement for Financial Period Ended 30 September 2019

	Grou	ւթ	Gro	up
Profit/(loss) before tax is arrived at after crediting/(charging) the following:	3Q 2019	3Q 2018	YTD 2019	YTD 2018
	S\$'000	S\$'000	S\$'000	S\$'000
Reversal of impairment/(Impairment loss) on financial assets	331	(333)	301	(428
Bad debts recovered/(write-off)	-	(2)	108	2
Amortisation of intangible assets	(1)	(1)	(3)	(4)
Amortisation of land use rights	(15)	-	(45)	-
Recognition of deferred income	-	357	-	1,071
Depreciation of property, plant and equipment	(772)	(689)	(2,254)	(2,035)
Depreciation of right-of-use assets*	(691)	-	(1,973)	-
Fair value gain/(loss) on derivatives, net	349	369	191	(46
Foreign exchange gain/(loss), net	193	(335)	148	48
Interest income	91	118	325	269
Finance costs	(286)	(38)	(629)	(62
Gain on disposal of property, plant and equipment	-	27	2	96
Loss on disposal of intangible assets	-	(1)	-	(1
Write-off of property, plant and equipment	-	-	(1)	-

### 1(a)(ii) Notes to the Statement of Comprehensive Income for the Group

\* The depreciation expense arose from the recognition of right-of-use assets on adoption of SFRS(I) 16 on 1 January 2019. (Please refer to Paragraph 5 on Pages 10 - 11 for further details).

Financial Statements and Dividend Announcement for Financial Period Ended 30 September 2019

# 1(b)(i) A Statement of Financial Position (for the issuer and Group), together with a comparative statement as at the end of the immediately preceding financial year

	Gr	Group		pany
	30.09.2019	31.12.2018	30.09.2019	31.12.2018
	S\$'000	S\$'000	S\$'000	S\$'000
Non-current assets				
Property, plant and equipment	28,504	22,921	7,738	9,100
Right-of-use assets	7,801	-	2,292	-
Intangible assets	88	7	26	3
Land use rights	3,065	3,069	-	-
Other receivables	784	784	-	-
Investment in subsidiaries	-	-	13,113	13,113
Investment securities	10,026	10,044	10,026	10,044
	50,268	36,825	33,195	32,260
Current assets				
Investment securities	24	24	24	24
Derivative financial instruments <sup>2</sup>	150	-	150	
Inventories	27,387	30,872	19,862	21,484
Trade and other receivables	56,173	51,170	52,929	54,584
Prepaid expenses <sup>1</sup>	355	664	208	93
Bank deposits pledged with banks	9,500	9,500	9,500	9,500
Cash and cash equivalents				
Cash and cash equivalents	12,505	15,435	6,525	4,168 89,853
	106,094	107,665	89,198	89,833
Current liabilities				
Trade and other payables	23,749	35,461	36,840	52,300
Lease liabilities	2,308	-	2,098	-
Bank borrowings	18,926	3,420	18,926	3,420
Provision for income tax	13	15	-	-
Deferred income	4	1,429	-	1,429
Derivative financial instruments <sup>2</sup>	-	42	-	42
	45,000	40,367	57,864	57,191
Net current assets	(1.004	(7.209	21 224	22 ( ( 2
Net current assets	61,094	67,298	31,334	32,662
Non-current liabilities				
Lease liabilities	7,480	-	2,108	-
Provision for reinstatement costs	1,100	1,100	800	800
Deferred income	-	119	-	119
	8,580	1,219	2,908	919
	102,782	102,904	61,621	64,003
Equity attributable to owners of the Company		,		,
Share capital	70,496	70,496	70,496	70,496
Treasury shares	(2,215)	(2,215)	(2,215)	(2,215)
Other reserves	3,074	3,023	2,527	2,527
Accumulated profits/(losses)	27,549	28,940	(9,187)	(6,805)
	98,904	100,244	61,621	64,003
Non-controlling interests	3,878	2,660	-	-
Total equity	102,782	102,904	61,621	64,003

1. The prepaid expenses included down payment of S\$0.6 million paid for purchase property, plant and equipment as at 31 Dec 2018 and were subsequently capitalised in 1Q2019.

2. The derivative financial instruments relate to fair value adjustments of forward currency contracts entered into by the Group to hedge foreign currency exposure on the Group's trade receivables and purchases.

Financial Statements and Dividend Announcement for Financial Period Ended 30 September 2019

	As at 3	0 Septembe	r 2019	As at 31 December 2018			
			Lease			Lease	
	Secured <sup>1</sup> S\$'000	Unsecured S\$'000	liabilities <sup>2</sup> S\$'000	Secured <sup>1</sup> S\$'000	Unsecured S\$'000	liabilities <sup>2</sup> S\$'000	
Repayable within one year	18,926	-	2,308	3,420	-	-	
Repayable after one year	-	-	7,480	-	-	-	
Total	18,926	-	9,788	3,420	-	-	

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

#### Details of collaterals

- 1. The bank loans are secured by fixed charge over fixed deposit and investment in bonds that are pledged to bank, as well as mortgage over certain leasehold properties of the Group.
- 2. Lease liabilities arising from adoption of the new Singapore Financial Reporting Standards (International) ("SFRS (I)") 16 Leases that is effective for annual periods beginning on or after 1 January 2019.

Financial Statements and Dividend Announcement for Financial Period Ended 30 September 2019

# 1(c)(i) A Statement of Cash Flows for the Group, together with a comparative statement for the corresponding period of the immediately preceding financial year

	Group		Grou	ւթ
	3Q 2019	3Q 2018	YTD 2019	YTD 2018
	S\$'000	S\$'000	S\$'000	S\$'00
Cash flows from operating activities				
Profit/(Loss) before income tax	1,401	(854)	699	(1,193
Adjustments for:				
Depreciation of property, plant and equipment	772	689	2,254	2,035
Depreciation of right-of-use assets	691	-	1,973	-
Amortisation of intangible assets	1	1	3	4
Amortisation of land use rights	15	-	45	-
(Reversal of impairment)/Impairment loss on financial assets	(331)	333	(301)	428
Bad debts (recovered)/write-off	-	2	(108)	(2
Gain on disposal of property, plant and equipment	-	(27)	(2)	(96
Loss on disposal of intangible assets	-	1	-	1
Write-off of property, plant and equipment	-	-	1	-
Fair value (gain)/loss on derivatives, net	(349)	(369)	(191)	46
Finance costs	286	38	629	62
Interest income	(91)	(118)	(325)	(269
Recognition of deferred income	-	(357)	-	(1,071
Unrealised foreign exchange loss/(gain), net	(15)	204	(17)	(503
Operating cash flow before changes in working capital	2,380	(457)	4,660	(558
Working capital changes:	,	, í	,	
Inventories	11,073	(4,176)	3,474	(17,923
Trade and other receivables	(5,650)	(996)	(4,259)	(5,727
Preapid expenses	(5,050)	(434)	(313)	(541
Trade and other payables	(6,878)	(6,655)	(12,115)	2,098
Cash generated from/(used in) operations	873	(12,718)	(8,553)	(22,651
Interest expense paid	(108)	(38)	(356)	(62
Interest expense para	68	(33)	(336)	269
Income tax paid	(3)	(5)	(9)	(20)
Net cash flows generated from/(used in) operating activities	830	(12,643)	(8,622)	(22,464
Cash flows from investing activities				
Net cash outflow on acquisition of a subsidiary	_	(67)	-	(67
Fixed deposit (pledged with)/withdrawn from banks	_	(373)	_	6,216
Proceeds from disposal of property, plant and equipment	_	64	8	150
Proceeds from disposal of property, paint and equipment Proceeds from disposal of intangible assets	2	47	4	47
Purchase of investment securities	-	-	-	(7,058
Purchase of property, plant and equipment	(2,641)	(1,637)	(6,187)	(1,831
Purchase of intangible assets	(43)	(1,057)	(67)	(1,051)
Net cash flows used in investing activities	(2,682)	(1,966)	(6,242)	(2,545
Cash flows from financing activities				
Contribution of share capital by minority shareholders		763	770	763
Proceeds from bank borrowings	10.026			
e	19,026	22,222	57,601	44,348
Repayment of bank borrowings	(11,326)	(11,783)	(42,311)	(33,275
Principal element of lease payments	(1,437)	-	(4,159)	-
Repayment of finance lease payables	-	(25)	-	(137
Net cash flows generated from financing activities	6,263	11,177	11,901	11,699
Net increase/(decrease) in cash and cash equivalents	4,411	(3,432)	(2,963)	(13,310
Effects on exchange rate changes on cash and cash equivalents	2	(57)	33	(71
Cash and cash equivalents at beginning of financial period	8,092	18,954	15,435	28,846
Cash and cash equivalents at end of financial period	12,505	15,465	12,505	15,465

Financial Statements and Dividend Announcement for Financial Period Ended 30 September 2019

#### 1(c)(ii) Note to the Consolidated Statement of Cash Flows

For the purposes of the consolidated statement of cash flows, cash and cash equivalents comprise:

	Gr	oup
	30 September 2019	30 September 2018
	S\$'000	S\$'000
Cash and bank balances	11,294	11,205
Bank deposits	10,711	17,544
	22,005	28,749
<u><i>Less</i></u> : Bank deposits pledged with $banks^{(1)}$	(9,500)	(13,284)
Cash and cash equivalents per consolidated cash flow		
statement	12,505	15,465

<sup>(1)</sup> Bank deposit of S\$9.5 million was pledged with banks to secure trade credit facilities. The amount is restricted in use and may not be withdrawn without the banks' prior approval.

Financial Statements and Dividend Announcement for financial period Ended 30 September 2019

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 capitalisation issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.

	Attributable to owners of the Company								
Group	Share capital	Treasury shares	Capital reserve	Other reserves	Foreign currency translation reserve	Accumulated profits/(losses)	Equity attributable to owners of the Company, total	Non- controlling interests	Total equity
	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000
Opening balance at 1 January 2018 (FRS framework)	70,496	(2,215)	2,527	(212)	(176)	33,791	104,211	1	104,212
Cumulative effects of adopting SFRS(I)	-	-	-	-	902	(906)	(4)	-	(4)
Opening balance at 1 January 2018 (SFRS(I) framework)	70,496	(2,215)	2,527	(212)	726	32,885	104,207	1	104,208
Loss for the year Other comprehensive income	-	-	-	-	-	(3,945)	(3,945)	10	(3,935)
Foreign currency translation	_	-	-	-	(18)	-	(18)	(12)	(30)
Other comprehensive income for the year, net of tax	-	-	-	-	(18)	-	(18)	(12)	(30)
Total comprehensive income for the year		-			(18)	(3,945)	(3,963)	(2)	(3,965)
<u>Change in ownership interest</u> <u>in subsidiary</u>									
Acquisition of a subsidiary	-	-	-	-	-	-	-	91	91
Issuance of ordinary shares in a subsidiary	-	-	_	-	-	-	-	2,570	2,570
Total change in ownership interest in subsidiary	_	-	-	-	-	-	-	2,661	2,661
Total transactions with owners									2 ( ( 1
in their capacity as owners		(2.215)	-	- (212)	- 708	-	-	2,661	2,661
Closing balance at 31 December 2018	70,496	(2,215)	2,527	(212)	/08	28,940	100,244	2,660	102,904

Financial Statements and Dividend Announcement for financial period Ended 30 September 2019

			Attributab	ole to owners	of the Compa	any			
Group	Share capital	Treasury shares	Capital reserve	Other reserves	Foreign currency translation reserve	Accumulated profits	Equity attributable to owners of the Company, total	Non- controlling interests	Total equity
	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000
Opening balance at 1 January 2019 Effects of adopting SFRS(I) 16	70,496	(2,215)	2,527	(212)	708	28,940 (2,226)	100,244 (2,226)	2,660	102,904 (2,226)
Opening balance at 1 January 2019 (restated)	70,496	(2,215)	2,527	(212)	708	26,714	98,018	2,660	100,678
Profit for the period Other comprehensive income	-	-	-	-	-	835	835	(144)	691
Foreign currency translation	-	-	-	-	51	-	51	61	112
Other comprehensive income for the period, net of tax	_	_	-	-	51	-	51	61	112
Total comprehensive income for the period		-	-		51	835	886	(83)	803
Change in ownership interest in subsidiary									
Issuance of ordinary shares in a subsidiary		-	_	-	-	-	-	1,301	1,301
Total change in ownership interest in subsidiary								1,301	1,301
Total transactions with owners									
in their capacity as owners		-	-	-	-	-	-	1,301	1,301
Closing balance at 30 September 2019	70,496	(2,215)	2,527	(212)	759	27,549	98,904	3,878	102,782

Financial Statements and Dividend Announcement for financial period Ended 30 September 2019

Company	Share capital	Treasury shares	Capital reserve	Accumulated losses	Total equity
	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000
Opening balance at 1 January 2018 (FRS framework)	70,496	(2,215)	2,527	(2,354)	68,454
Cumulative effects of adopting SFRS(I)	-	-	-	(4)	(4)
Opening balance at 1 January 2018 (SFRS(I) framework)	70,496	(2,215)	2,527	(2,358)	68,450
Loss for the year, representing total comprehensive income for the year	-	-	-	(4,447)	(4,447)
Closing balance at 31 December 2018	70,496	(2,215)	2,527	(6,805)	64,003
Opening balance at 1 January 2019	70,496	(2,215)	2,527	(6,805)	64,003
Effects of adopting SFRS(I) 16	-	-	-	(2,225)	(2,225)
Opening balance at 1 January 2019 (restated)	70,496	(2,215)	2,527	(9,030)	61,778
Loss for the period, representing total					
comprehensive income for the period	-	-	-	(157)	(157)
Closing balance at 30 September 2019	70,496	(2,215)	2,527	(9,187)	61,621

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 the number of shares that may be issued on conversion of all the outstanding convertibles, if any, against the total number of issued shares excluding treasury shares and subsidiary holdings 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. State also the number of shares held as treasury shares and the number of subsidiary holdings, if any, and the percentage of the aggregate number of treasury shares and subsidiary holdings held against the total number of shares outstanding in a class that is listed as at end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year.

There were no changes in the Company's share capital since 31 December 2018 to 30 September 2019.

	2019	2018
Number of issued shares (excluding treasury shares)		
As at 30 June and 30 September	127,417,735	127,417,735
	2019	2018
Number of treasury shares	2019	2018
As at 30 September	3,193,630	3,193,630
Percentage of number of treasury shares against the total number of issued shares	2.45%	2.45%

The Company did not hold any options, convertibles or subsidiary holdings as at 30 September 2019 and 30 September 2018.

Financial Statements and Dividend Announcement for financial period Ended 30 September 2019

# 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 end of the immediately preceding year.

	30 September 2019	31 December 2018
Total number of issued shares	130,611,365	130,611,365
Treasury shares	(3,193,630)	(3,193,630)
Total number of issued shares excluding treasury shares	127,417,735	127,417,735

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

There were no treasury shares sold, transferred, disposed, cancelled and/or used during and as at the end of the current financial period reported on.

# 1(d)(v) A statement showing all sales, transfers, cancellation and/or use of subsidiary holdings as at the end of the current financial period reported on.

There were no subsidiary holdings during and as at the end of the current financial period reported on.

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

The figures have not been reviewed or audited 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 financial statements have been applied

The financial statements are prepared in accordance with Singapore Financial Reporting Standards (International) ("SFRS(I)s"). Except as disclosed in Note 5 below, the Group has applied the same accounting policies and methods of computation to the financial statements for the current financial period and the most recent audited financial statements for the financial year ended 31 December 2018.

# 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 Group has adopted the same accounting policies and methods of computation in the financial statements for the current financial period as those in the audited financial statements for the financial year ended 31 December 2018, and all relevant new Singapore Financial Reporting Standards (International) ("SFRS(I)s"), amendments and interpretations of SFRS(I)s that are effective for annual periods beginning on or after1 January 2019 as follows:

Description	Effective for annual periods beginning on or after
SFRS(I) 16 Leases Amendments to SFRS(I) 9 Prepayment Features with Negative Compensation	1 January 2019 1 January 2019
Amendments to SFRS(I) 1-28 Long-term Interest in Associates and Joint Ventures	1 January 2019

Financial Statements and Dividend Announcement for financial period Ended 30 September 2019

Annual Improvements to SFRS(I)s 2015-2017 Cycle	1 January 2019
Amendments to SFRS(I) 1-19: Plan Amendment, Curtailment or	1 January 2019
Settlement SFRS(I) INT 23 Uncertainty over Income Tax Treatments	1 January 2019

The adoption of the new SFRS(I)s, amendments and interpretations of SFRS(I)s did not result in any material impact to the financial statements in the year of initial application except for the following:

#### Adoption of SFRS(I) 16 Leases

SFRS(I) 16 requires lessees to recognise most leases on balance sheets. The standard includes two recognition exemptions for lessees – leases of 'low value' assets and short-term leases. SFRS(I) 16 is effective for annual periods beginning on or after 1 January 2019. At commencement date of a lease, a lessee will recognise a liability to make a lease payment (i.e. the lease liability) and an asset representing the right to use the underlying asset during the lease term (i.e. the right-of-use asset). Lessees will be required to separately recognise the interest expense on the lease liability and the depreciation expense on the right-of-use asset.

The Group applied SFRS(I) 16 on 1 January 2019, using the modified retrospective approach. The cumulative effect of the adoption of SFRS(I) 16 is recognised as an adjustment to the opening balance of the retained earnings as at 1 January 2019, with no restatement of comparative information. On adoption of SFRS(I) 16, the Group has measured right-of-use assets at its carrying amount as if the standard had been applied since the commence date and lease liabilities on the remaining lease payments discounted using the incremental borrowing rate as the date of initial application.

The cumulative effects of adopting SFRS(I) 16 are as follows:

	As at 1 January 2019			
Statement of financial position	As previously reported S\$'000	Effects S\$'000	Adjusted	
		·		
<u>Group</u>				
Right-of-use assets	-	4,157	4,157	
Lease liabilities	-	8,130	8,130	
Trade and other payables	35,461	(199)	35,262	
Deferred income	1,548	(1,548)	-	
Retained earnings	28,940	(2,226)	26,714	
<u>Company</u>				
Right-of-use assets	-	4,148	4,148	
Lease liabilities	-	8,120	8,120	
Trade and other payables	52,300	(199)	52,101	
Deferred income	1,548	(1,548)	-	
Retained earnings	(6,805)	(2,225)	(9,030)	

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

	Group		Group	
	3Q 2019	3Q 2018	YTD 2019	YTD 2018
Earnings per ordinary shares:				
(a) Basic (cents)	1.12	(0.68)	0.66	(0.95)
(b) Diluted (cents)	1.12	(0.68)	0.66	(0.95)

Financial Statements and Dividend Announcement for financial period Ended 30 September 2019

- (a) Earnings per share were calculated based on weighted average number of shares of 127,417,735 for the period ended 30 September 2019 and 30 September 2018 respectively.
- (b) Diluted earnings per share were calculated based on adjusted weighted average number of shares during the year.

There was no dilution in earnings per ordinary share this year and the comparative last year.

# 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 period reported on and (b) immediately preceding financial year

	Group		Company	
	30.09.2019	31.12.2018	30.09.2019	31.12.2018
Net asset value per ordinary share (S\$)	0.78	0.79	0.48	0.50

Net asset value per ordinary share was calculated based on 127,417,735 as at 30 September 2019 and 31 December 2018.

8. A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. It must include a discussion of the following:-

(a) any significant factors that affected the turnover, costs and earnings of the Group for the current financial period reported on, including (where applicable) seasonal or cyclical factors; and

(b) any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on.

#### Results for 3Q2019 versus 3Q2018

#### **Revenue and Gross Profit**

The Group reported a slight increase in revenue to S\$38.2 million in 3Q2019 from S\$37.6 million in 3Q2018. This is in tandem with the increase in sales volume for the local market which more than offset the reduction in export volume in 3Q2019.

The gross profit rose to \$\$4.1 million in 3Q2019 from \$\$2.3 million in 3Q2018, contributed by improved gross profit margin in 3Q2019 from local sales.

#### **Other Operating Income**

Other operating income decreased to S\$1.0 million in 3Q2019 from S\$1.4 million in 3Q2018. The decline was mainly attributed to the reduction in warehousing and rental income of S\$0.3 million, and absence of one-off compensation of S\$0.3 million and deferred income of S\$0.3 million following the adoption of SFRS(I) 16 Leases. The reduction was partially offset by increase in foreign exchange gain of S\$0.6 million.

#### Selling and distribution, Administrative, Other Operating and Finance Expenses

The Group's selling and distribution expenses reduced to S\$0.1 million in 3Q2019 from S\$0.2 million in 3Q2018, resulted from optimization of our transportation fleet to support local sales delivery.

Administrative expenses increased slightly to S\$2.3 million in 3Q2019 as compared to S\$2.2 million in previous corresponding quarter, arising from increased staff headcount and salary cost following the opening of new production facility in Myanmar and in support of the steel production volume growth for the local market

Other operating expenses decreased by 23% from S\$1.7 million in 3Q2018 to S\$1.3 million in 3Q2019. The Group incurred lower operating expenses following the adoption of SFRS(I) 16 Leases.

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The increase in finance costs in 3Q2019 was attributed to the increase in borrowings for trade financing for stock purchases, financing of Myanmar operations and interest expenses for lease liability recorded under SFRS(I) 16 Leases.

#### **Profitability**

The Group recorded a net profit after tax of S\$1.4 million in 3Q2019 compared to a net loss after tax of S\$0.9 million in 3Q2018 due to reasons afore-mentioned.

#### Results for YTD 2019 versus YTD 2018

#### **Revenue and Gross Profit**

The Group's revenue for YTD2019 was \$\$99.6 million as compared to \$\$128.7 million in YTD2018. The decrease in revenue was mainly due to significant reduction in export volume in YTD2019 as compared to YTD2018, following a change in strategic focus in driving the volume growth for higher margin products and value-added services in the local market.

Notwithstanding the decline in sales volume and revenue, the Group recorded a 23% increase in gross profit to S\$9.2 million for YTD2019 as compared to gross profit of S\$7.4 million for YTD2018. This was contributed by higher gross profit margin in YTD2019 mainly from the supply of value-added services.

#### **Other Operating Income**

Other operating income decreased from \$\$5.2 million in YTD2018 to \$\$3.6 million in YTD2019. This was mainly attributed to the reduction in warehousing and rental income of \$\$0.8 million and absence of deferred income of \$\$1.0 million following the adoption of SFRS(I) 16 Leases and partially offset by increase in foreign exchange gain of \$\$0.2 million.

#### Selling and distribution, Administrative, Other Operating and Finance Expenses

The Group's selling and distribution expenses decreased to S\$0.4 million in YTD2019 from S\$0.6 million in YTD2018 as a result of cost rationalization efforts and optimization of our transportation fleet for local deliveries.

There was no significant increase in administrative expenses as compared to previous corresponding period.

Other operating expenses reduced from S\$6.3 million in YTD2018 to S\$4.8 million in YTD2019, primarily due to the reduction in operating lease expenses following the adoption SFRS(I) 16 Leases.

Finance costs increased to S\$0.6 million in YTD2019 due to higher borrowing for trade financing and interest expenses on lease liabilities recorded under SFS(I) 16 Leases.

#### <u>Profitability</u>

The Group achieved a net profit after tax of S\$0.7 million in YTD2019, compared to a net loss after tax of S\$1.2 million in YTD2018.

#### **Balance Sheet**

The Group's non-current assets increased to \$\$50.0 million as at 30 September 2019 compared to \$\$36.8 million as at 31 December 2018. This was mainly attributed to the recognition of right-of-use assets of \$\$7.8 million in line with the adoption of SFRS(I) 16 Leases and increase in property, plant and equipment of \$\$5.6 million, that relates mainly to the redevelopment of warehouse facility in Singapore and the establishment of a steel fabrication plant in Myanmar.

As at 30 September 2019, the Group's inventory on hand decline slightly to S\$27.4 million as compared to S\$30.9 million as at 31 December 2018 due to increased consumption and inventory holding optimization.

Trade and other receivables increased to S\$56.2 million as at 30 September 2019 as compared to S\$51.2 million as at 31 December 2018 in tandem with increase in sales activities.

Total cash and bank balances reduced slightly from S\$24.9 million as at 31 Dec 2018 to S\$22.0 million as at 30 September 2019. This includes an amount of S\$9.5 million that has been pledged to the banks to secure the Company's banking facilities and cash and cash equivalents of S\$12.5 million. Details on the movements of the cash and cash equivalents are as set out in the Statement of Cash Flow in paragraph 1(c)(i) above.

Trade and other payables decreased to S\$23.8 million as at 30 September 2019 compared to S\$35.5 million as at 31 December 2018 due to repayment made to suppliers in YTD2019.

Bank borrowings increased to S\$18.9 million as at 30 September 2019 due to increased trade financing for stock purchases and financing of Myanmar operations.

Lease liabilities arose from the adoption of SFRS(I) 16 and relates mainly to leases of land and building of the Group

#### **Statement of Cash Flows**

The net cash flows generated from operating activities was \$\$0.8 million in 3Q2019 as compared to net cash flows used in operating activities of \$\$12.7 million in 3Q2018. This was mainly attributable to positive operating cashflow before changes in working capital of \$\$2.4 million, decrease in inventories of \$\$11.1 million and offset by increase in trade and other receivables of \$\$5.7 million and decrease in trade and other payables of \$\$6.9 million.

Net cash flows used in investing activities for 3Q2019 was S\$2.7 million, primarily for the purchase of property, plant and equipment.

Net cash flows generated from financing activities for 3Q2019 was S\$6.3 million, mainly due to net proceeds from bank borrowings of S\$7.7 million after repayment of lease liabilities of S\$1.4 million.

The net cash flows used in operating activities was \$\$8.6 million in YTD2019 as compared to net cash flows used in operating activities of \$\$22.5 million in YTD2018. This was mainly attributable to positive operating cashflow before changes in working capital of \$\$4.7 million and decrease in inventories of \$\$3.5 million, offset by increase in trade and other receivables of \$\$4.3 million and reduction in trade and other payables of \$\$12.1 million.

Net cash flows used in investing activities for YTD2019 was S\$6.3 million for purchase of property, plant and equipment.

Net cash flows generated from financing activities for YTD2019 was S\$11.9 million, mainly due to contribution of share capital by minority shareholders of S\$0.8 million by our joint venture partners in Myanmar and net proceeds from bank borrowings of S\$15.3 million, offset by repayment of lease of S\$4.2 million.

The Group's cash and cash equivalents was S\$12.5 million as at 30 September 2019 in comparison to S\$15.5 million as at 30 September 2018.

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

Not applicable.

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# 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

The Group's revenue declined by 23% on a year-on-year basis to S\$99.6 million for the 9 months ended 30 September 2019. This was primarily attributed to the reduction in reliance on export volume and efforts to boost the local distribution and value-added sales volume that can generate higher returns. Riding on the recovery of the construction sector where the sector has reported positive GDP growth of 2.7% - 2.8% on a year-on-year basis in the past three consecutive quarters of 2019 and that the recovery for the construction sector is expected to be sustained in the short-medium term, such change in focus has led to improved gross profit and gross profit margin for the Group for YTD 2019. To this end, the Group remains focused on increasing its marketing efforts and expanding its construction steel and distribution businesses in the local market. Meanwhile, demand for steel by the marine, oil and gas industries is expected to remain weak as the operating environment for these industries remains challenging.

The on-going trade tension between the U.S.-China and the uncertainties surrounding the outcome of Breexit have weighed on the global economy and Singapore's economy thus far. The recently concluded partial trade deal between the U.S.-China and the suspension of further tariff hike as are seen as welcome signs for the global economy. The Group will maintain close monitoring of the changing economic landscape and its impact on the businesses of our key customer segments. The Group will also proactively align its inventory holding to respond to the changing market demand.

Beyond the Singapore market, the Group continues to work on developing the market for its products and services as well as exploring potential partnerships and collaborations to grow the business in the Myanmar market.

#### 11. Dividend

#### (a) Current financial period reported on

Any dividend recommended for the current financial year reported on?

No

#### (b) Corresponding period of the immediately preceding financial year

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

No

#### (c) Date payable

Not applicable

#### (d) Books closure date

Not applicable

# 12. If no dividend has been declared/recommended, a statement to that effect and the reason(s) for the decision.

Not applicable as the Company currently does not have profits available for the declaration of dividend.

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#### **13.** Interested persons transactions

The Group does not have a general mandate from shareholders for interested person transactions pursuant to Rule 920 of the Listing Manual of the Singapore Exchange Securities Trading Limited.

There were no interested person transactions with aggregate value of more than S\$100,000 during financial period ended 30 September 2019 pursuant to Rule 907 of the Listing Manual of the Singapore Exchange Securities Trading Limited.

#### 14. Statement pursuant to Rule 705(5) of the Listing Manual

The Directors confirm that, to the best of their knowledge, nothing has come to the attention of the Board of Directors of HG Metal Manufacturing Limited which may render the unaudited financial results for the quarter ended 30 September 2019 to be false or misleading in any material respect.

#### 15. Confirmation pursuant to Rule 720(1) of the Listing Manual

We confirm that the Group has procured undertakings to comply with the Listing Manual of the Singapore Exchange Securities Trading Limited from all its directors and executive officers.

On behalf of the Board,

Teo Yi-Dar Chairman Foo Sey Liang Director

**30 October 2019**