

# *Technologia*

The Frontier of Today's Technology



# CONTENTS

001	Corporate Profile
004	Corporate Directory
006	Corporate Structure
007	Financial Highlights
008	Chairman's Statement
010	Corporate Social Responsibility
012	Board of Directors
014	Key Management
015	Products Feature
024	Brands Listing
025	Corporate Governance Report and Financial Contents

# CORPORATE Profile

Ban Leong is a brand name in the technology products distribution industry for more than 20 years. From a traditional IT products distributor, Ban Leong Technologies Ltd. has successfully transformed into a new-generation technology-driven specialist distributor under the leadership of our Managing Director, Ronald Teng, who spearheaded the transformation since it was incorporated in 1993.

Leveraging on our 20 year brand history, we successfully re-positioned and strengthened our brand as a name synonymous with innovative, fashionable and user-focused tech-savvy products through regular marketing activities.

Ban Leong Technologies Ltd has been listed on the SGX Main Board since 23 June 2005 and distributes a diverse range of IT accessories, multimedia and data

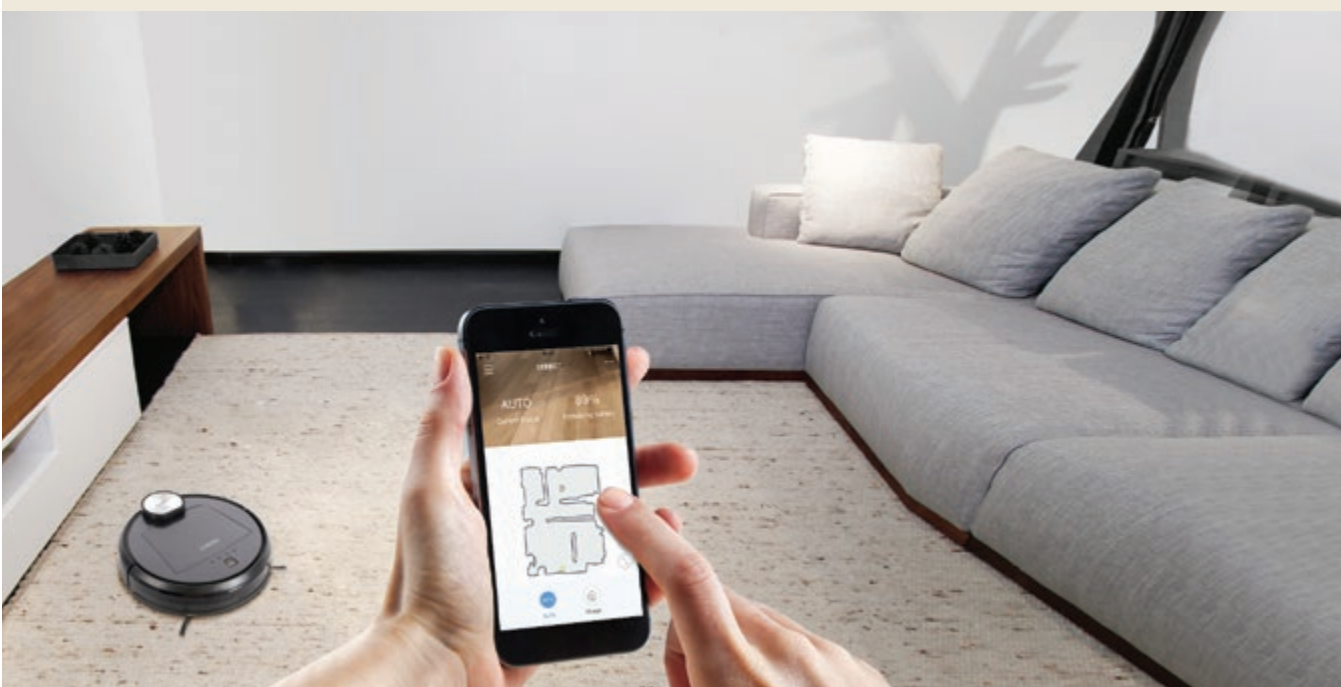
storage products. Multimedia products primarily consist of audio and visual products ranging from earphones, speakers and cameras to commercial and consumer displays. IT accessories include consumer IT products such as computer systems, components, peripherals, printers and Mobile products from wearables, accessories and powerpacks. New categories include Smart Home solutions and Robotics. Data storage products include portable and cloud drives, HDD enclosures, Blu-Ray and portable DVD-RW.

We also constantly focus on identifying innovative IT products to enhance and expand our range of products. Over the years, we have gathered the brands of AVLABS and eGear under our wings and developed them as our in-house brands, focusing on specific range of products.

AVLABS' core focus is on the research of markets and trends and subsequent sourcing of innovative, high quality audio/visual consumer products for the Asia Pacific region. AVLABS strives to be a market leader in the PC, Mac peripherals and consumer electronics market segments. Through the use of leading edge packaging design and manufacturing methods, we aim to achieve excellence in product value perception and brand recognition.

eGear has evolved over the years to focus in traveler portable accessories such as Bluetooth speakers and cables.

Till date, we have more than 40 authorized distributorships for over 178 types of products under 55 brand names. This allows endless bundling possibilities of different products to cater to our customers' varied needs.



# CORPORATE Profile

With an experienced management team and over 30 years of combined experience in the IT industry, we are able to identify and establish strong relationships with our vendors who have a track record of developing innovative products.

We distribute our products through three channels, namely, e-commerce, and in particular, e-retailers and the Ban Leong e-store; resellers such as retailers and chain stores and directly to corporate resellers and system integrators. To complement our distribution services, we provide after sales support services and offer out-of-box replacement warranty to our customers.

We have our own service centre with in-house technicians to handle all hardware and technical problems as well as onsite repairing for certain products. By going the extra mile to serve our customers, we have established our name as a “reliable and trustworthy” partner.

Today, we are based in Singapore and have regional offices in Malaysia and Thailand.



# CORPORATE Profile

## PRODUCT SEGMENTS

### DATA STORAGE

Data storage devices such as Portable and Cloud drives, HDD enclosures, Blue Ray and portable DVD-RW.



### IT ACCESSORIES

Consumer I.T products such as Computer Systems, Components, Peripherals, Printers and Mobile products from Wearables, Accessories and Powerpacks. New categories include Smart Home solutions and Robotics.

### MULTIMEDIA

Audio and Video products ranging from Earphones, Speakers and Cameras to Commercial and Consumer Displays.

# CORPORATE Directory

## BOARD OF DIRECTORS

Ronald Teng Woo Boon	–	Managing Director
Loh Yih	–	Lead Independent Director
Tan Eng Bock	–	Independent Director
Neo Gim Kiong	–	Independent Director
Lo Yew Seng	–	Non Independent Non-Executive Director

## COMPANY SECRETARIES

Pan Mi Keay  
Lee Wei Hsiung

## REGISTERED OFFICE AND BUSINESS ADDRESS

150 Ubi Avenue 4, #04-01,  
Singapore 408825

## REGISTRAR AND SHARE TRANSFER

M & C Services Private Limited  
112 Robinson Road, #05-01,  
Singapore 068902

## AUDITORS AND REPORTING ACCOUNTANTS

Ernst & Young LLP  
One Raffles Quay, North Tower, Level 18  
Singapore 048583

## PARTNER-IN-CHARGE

Shekaran Krishnan  
Appointed since financial year ended 31 March 2016

## PRINCIPAL BANKERS

Citibank N.A.  
8 Marina View #17-01  
Asia Square Tower 1  
Singapore 018960

DBS Bank Limited  
12 Marina Boulevard, Level 45  
DBS Asia Central @  
Marina Bay Financial Centre Tower 3  
Singapore 018982

Oversea-Chinese Banking Corporation Limited  
63 Chulia Street #02-00  
OCBC Centre East  
Singapore 049514

United Overseas Bank Limited  
80 Raffles Place #12-00  
UOB Plaza  
Singapore 048624

# LISTENING *Intently*

To the needs of our customers to continually expand on our product lines and forge new alliances to achieve bigger growth potential.

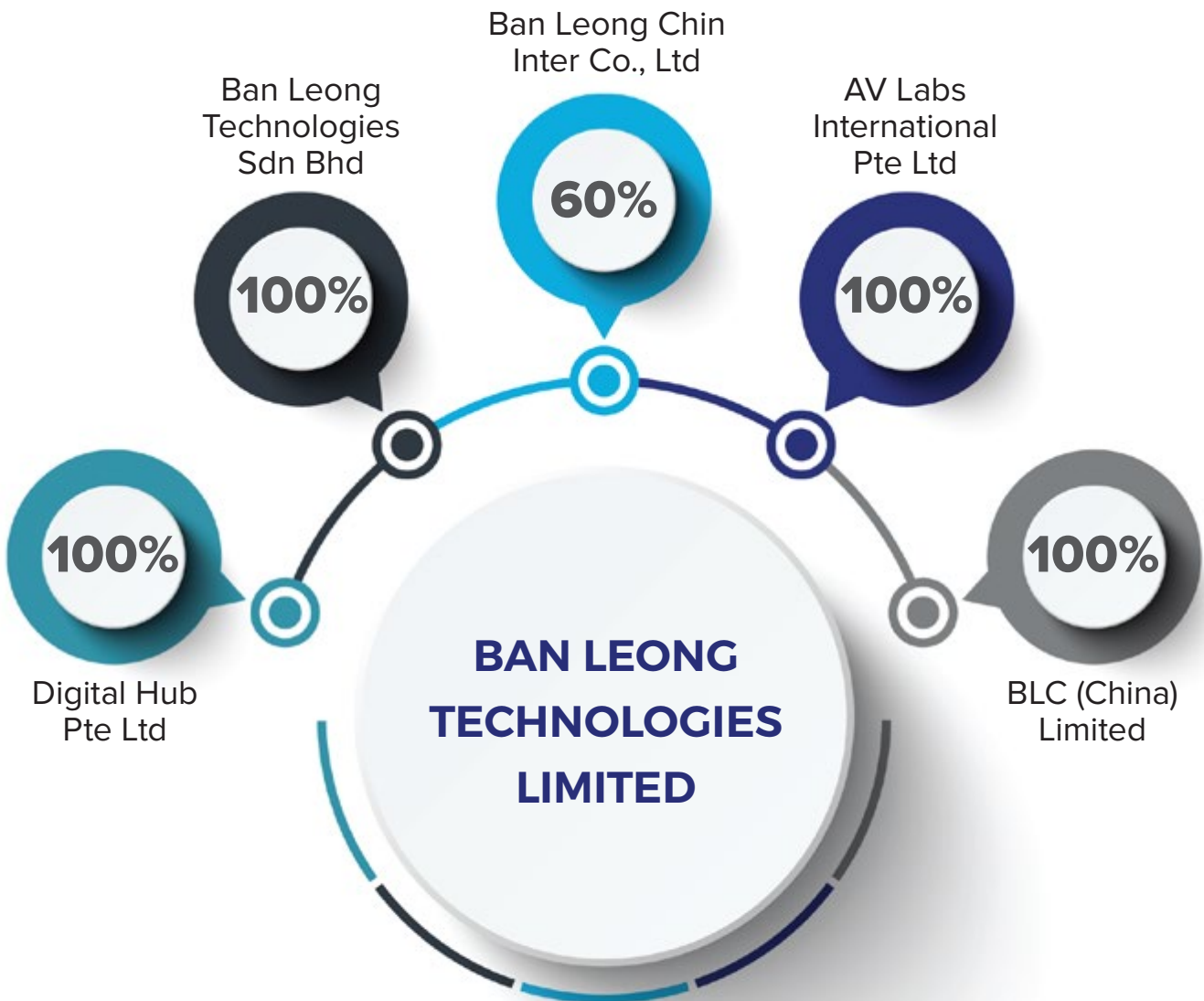


## **Plantronics Backbeat 505**

With BackBeat 500 Series wireless headphones, enjoy up to 18 hours of deep, rich sound on a single charge and a lightweight, cushioned design that lets you listen in comfort.



# CORPORATE Structure

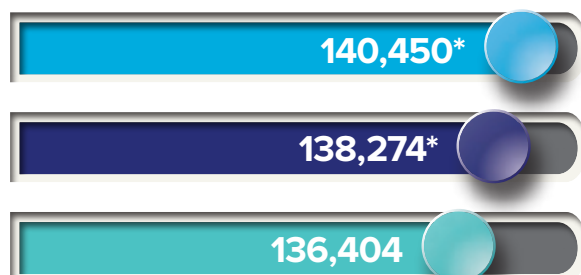




# FINANCIAL Highlights

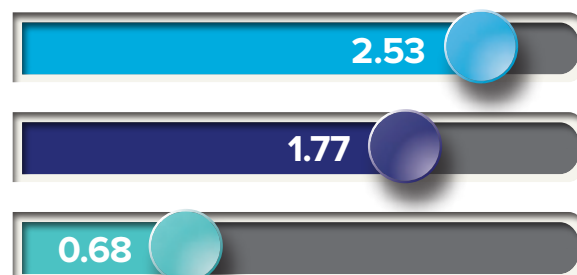
## REVENUE

(in Thousands)



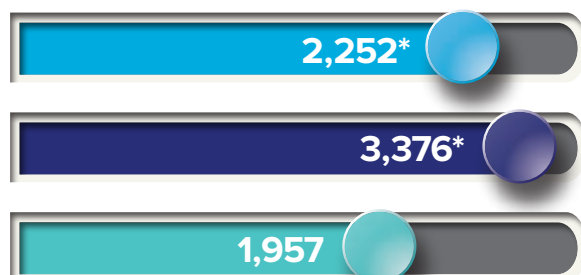
## EARNINGS PER SHARE

(in Cents)



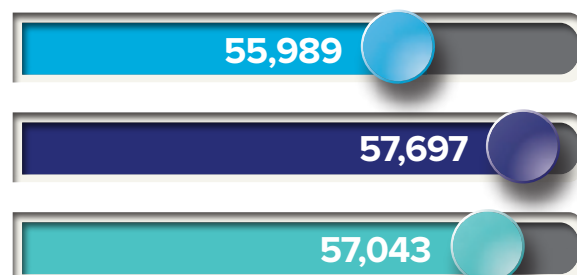
## OPERATING PROFIT BEFORE TAXATION

(in Thousands)



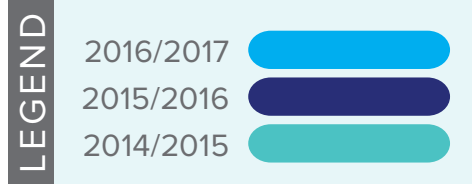
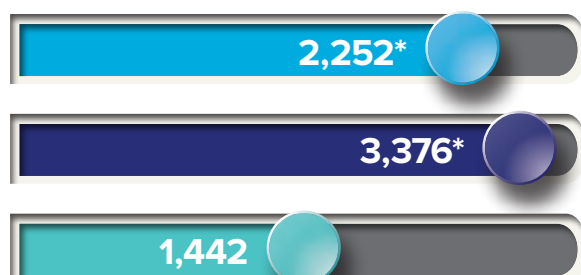
## TOTAL ASSETS

(in Thousands)



## PROFIT BEFORE TAXATION

(in Thousands)



Result of Operation in Thousands	2016/2017	2015/2016	2014/2015
Revenue	140,450*	138,274*	136,404
Operating Profit Before Taxation	2,252*	3,376*	1,957
Profit Before Taxation	2,252*	3,376*	1,442
Profit for the Year	3,153	2,285	874
Earnings Per Share (Cents)	2.53	1.77	0.68
Net Assets	26,423	24,610	23,830
Total Assets	55,989	57,697	57,043

\*from continuing operations

# CHAIRMAN'S Statement

Dear Shareholders,

In the financial year ending 31 March 2017, I am pleased to inform shareholders that we have achieved profitability amidst the uncertain business landscape and challenging business environment.

In FY2017, we have successfully disposed of our Australian subsidiary and ceased operations in Australian markets. Despite the efforts, the Australian subsidiary has not performed to expectations and incurred losses for the past few years. With the disposal, we will focus on the businesses in South East Asia.

We have also made a convertible loan of S\$2million to Hong Kong, for potential collaboration and partnership opportunities in PR China. We hope to be able to leverage on the strengths of both parties to expand into the consumer markets in China via the numerous stores in the airports and train stations that our potential partner operates.

Over the past financial year, our businesses in South East Asia has experienced more challenges, as the consumer spending seemed to be weaker as compared to prior years. This could be due to the uncertainties encountered generally by most businesses across the region. While we are able to achieve higher revenue, the gross profit margins have declined due to competition as well as the product mix of the revenue achieved. We will continue to seek growth through the introduction of new, innovative products and increase market penetration.

We continue to be prudent in our cash management, keeping a close watch over our inventories and receivables. This prudent approach has enabled us to be able to generate positive operating cash flow, and allowed the company to continue to reward shareholders with dividends.

The IT distribution industry has seen many changes and we expect the changes to continue. While this may be challenging, it may also present opportunities for us if we are able to maintain a strong balance sheet for new business opportunities. We will continue to be prudent in the South East Asia markets and at the same time, explore opportunities in PR China, where online sales are common amongst the consumers. The online platforms in PR China will present an opportunity to tap the vast consumer market over there.

We believe that there will be many opportunities in the Asian region and despite the uncertainties, we hope to leverage on the vast network of our suppliers and our business partners to seek out new growth prospects.

## DIVIDENDS

The board has recommended a dividend payout of 1.0 cent per share, which is similar to our payout in FY2016, subject to shareholders' approval at the AGM. This will make it the 12th consecutive year of paying dividends to our shareholders, as an appreciation of the support shown by our shareholders.

The cumulative dividends payout would be 14.2 cents from 2005. The 1 cent dividend payout represents a yield of 5.1% based on the share price of S\$0.196.

## CORPORATE SOCIAL RESPONSIBILITY

The company believed in contributing to the society and being a responsible member in promoting corporate social activities within the company. In FY2017, we participated in annual charity run and carnival organised by TOUCH Young Arrows, assisted to raise funds for the underprivileged. We organized visit to All Saints Home-Tampines, where volunteers played games and celebrated the moon cake festival the residents. In November 2017, our staff even joined in the blood donation drive at the blood bank@Dhoby Ghaut. On regular basis, we continue to collaborate with Touch Home Care on the Meals on Wheels program and delivered to the old and frail. Through these activities, we are glad to see our staff's active participation and we certainly hope to inculcate these values in our corporate culture.

## APPRECIATION

On behalf of the Board, I would like to extend our sincere appreciation to all our stakeholders. I would like to thank our shareholders whom have been supportive of us, and our consistent dividend payout is our appreciation of your support. I would also like to thank our principals/suppliers and loyal customers, for growing with us. I am appreciative of the support from bankers, our professional partners and business associates. And of course, many thanks you to the dedicated and loyal Ban Leong Team, whom have overcome the challenges in FY2017 and contributed to the profitability of the Group.

## RONALD TENG

Chairman and Managing Director

## Technologia

*“ We will continue to seek growth through the introduction of new, innovative products and increase market penetration. ”*



# CORPORATE SOCIAL Responsibility

## RUN & RAISIN



Run & Raisin' is an annual charity run and carnival organised by TOUCH Young Arrows (TYA) where the net proceeds raised will benefit TYA clients and their families. Ban Leong Technologies Limited supported Run and Raisin 2016 on 13 August as a Gold sponsor. These funds will be channelled towards helping the needy as well as disadvantaged children aged between 6 to 12 from low-income or single-parent families as many of these children have little to no parental care and are at risk of falling into bad company. With the funds, TYA aims to help these children realize their potential through educational, social, emotional and moral support. Through this rewarding activity, Ban Leong was able to contribute towards worthy causes, making a difference in the community. These efforts will help provide necessary support for the beneficiary so that they could continue their efforts in improving the quality of life for the underprivileged while promoting an active and healthy lifestyle.

## VOLUNTEERING EVENT AT ALL SAINTS - TAMPINES

Our staff volunteered at the All Saints Home-Tampines on 3rd September 2016. Together with the regular volunteers, we sang, played games and interacted with the residents. We also took the opportunity to celebrate the Mid-Autumn festival with the elderly by having mooncakes together as well as to celebrate the birthdays of those born in September. We really enjoyed the many interactions with the elderly while their smiles and happy faces brought us joy as well. The event was definitely a memorable one for many of us.



## GETAI

Ban Leong is also a proud sponsor of Getai Carnival 2016. The event was held at Ngee Ann Polytechnic for the elderly on 1st October 2016. At the carnival, the elderly were treated to Getai performances and tried their hands at carnival games. The elderly also enjoyed a sumptuous buffet lunch at the carnival. The many smiles and the joy of the elderly at the carnival capped a truly unforgettable event.



## ANG MO KIO CHARITY FOOD DISTRIBUTION

On 14th October 2016, volunteers from Ban Leong volunteered with Ang Mo Kio – Yio Chu Kang RC Zone 9 at a charity food distribution activity to 3 HDB blocks in Ang Mo Kio. We distributed packets of food to 75 needy households served by the Resident Committee. It was a successful and a rewarding event that benefitted many elderly, needy, frail or handicapped residents. Many of our staffs had also gained valuable insights and experiences from participating in this project.



## BLOOD DONATION DRIVE



Share the gift of life, give blood. On 18th November, Ban Leong staff participated in the blood donation drive at the blood bank@ Dhoby Ghaut. Our staff had to go through a series of checks before we could donate our blood! It was really a fulfilling experience.

# LOOKING *Beyond*

To consolidate our resources and assets with strategic prudence and smart investment moves to maximise shareholders' value in the long term.



## Alpha 1 Pro

Alpha 1 Pro will be your favourite entertainment companion. Entertain or compete with your peers. Have the freedom to learn, program, and share your demonstrations, dances, yoga moves, and martial arts. The Alpha 1 Pro has the capability to move up to 180 degrees of rotation for maximum agility.



# BOARD OF *Directors*

## RONALD TENG WOO BOON

### Managing Director

Ronald Teng Woo Boon is our Managing Director and was appointed as a Director of our Company on 18 June 1993. He is the founder of our Group and plays an important role in managing the overall business operations and profitability of our Group. His responsibilities include formulating and executing our Group's business strategies and policies as well as charting the growth of our Group. He also spearheads the sales and marketing function of our Group. In 2004, he received the Rotary ASMA Top Entrepreneur Of Year 2004 award presented by the Association of Small and Medium Enterprises (Singapore). He graduated from the National University of Singapore in 1993 with a Bachelor of Science degree in Computer and Information Science.

## LOH YIH

### Lead Independent Director

Loh Yih is an Independent Director of our Company. He was appointed as a Director of our Company on 12 May 2005. On 30 September 2013, Mr. Loh Yih was appointed as Executive Chairman of Acesian Partners Limited, listed in Singapore. Mr Loh is currently an independent director of International Press Softcom Limited, listed in Singapore and Weichai Power Co. Ltd, listed in Hong Kong and Shenzhen. He has been the managing partner of MGF Capital Group since 19 July 2006. From January 2005 to July 2006, he was the managing director of Netplus Communications Pte Ltd, an internet service provider. Between 2001 and 2004, he was managing his personal private equity investment. From 1998 to 2000, he was managing an independent institutional marketing team in OSK Securities Berhad in Malaysia. Between 1995 to 1998, he headed the equities department of West Merchant Bank. Prior to that, he was a senior manager of the capital market department at Standard Chartered Merchant Bank where he managed equities trading and emerging market bonds investment. He graduated from the National University of Singapore in 1988 with a Bachelor of Accountancy (Honours). He is also a chartered financial analyst.

## NEO GIM KIONG

### Independent Director

Neo Gim Kiong is re-designated as our independent director on 15 June 2015. He was in charge of our listing on SGX-Mainboard and assisted the group in our strategic planning and business expansion plans. Mr Neo is the Chief Executive Officer of Sen Yue Holdings Ltd, a company listed on SGX-Catalist formerly known as PNE Micron Holdings Ltd, where he is responsible for the strategic growth of the company. He is also the founding director of Dollar Tree Inc Pte Ltd, a business advisory firm incorporated in Singapore in 2004. Mr Neo holds directorships in Astaka Holdings Ltd and International Press Softcom Limited, both listed on the SGX-Catalist. In addition, he is a Board member of both P.R.China Guangdong Province Overseas Exchange Association and Ningxia Autonomous Region Overseas Exchange Association. He holds a Bachelor of Science Degree in Mathematics with Honours from the National University of Singapore.

## TAN ENG BOCK

### Independent Director

Tan Eng Bock has been a member of the Board since 12 May 2005. He also serves on the board of several private companies. Since 1970, Mr Tan has been instrumental in the growth of sports in Singapore. Some of his appointments in the sporting arena include committee member of Singapore National Olympic Council, chairman of Delta Sports Complex Advisory Committee and was deputy president of the Singapore Swimming Association. He was also the chairman of River Valley Constituency Sports Club. He was a member of the Technical Water Polo Committee of the World Swimming Body FINA as well as the vice chairman of the Asian Amateur Swimming Federation. From 1956 to 1991, Mr Tan's career saw him spent close to four decades in the Singapore Police Force where he held various appointments including Commander Detachments, Director Logistics, Director of Public Affairs and Director of Criminal Investigations Department (CID). He retired from the Singapore Police Force as an Assistant Police Commissioner. For his many contributions to the nation, Mr Tan was awarded The Public Service Star (BBM) in 1986.

## LO YEW SENG

### Non Independent, Non Executive Director

Lo Yew Seng was appointed as the Non Independent, Non Executive Director of the Company on 12 May 2015.

He is also the independent director of Jackspeed Corporation Ltd, a company listed on the SGX mainboard from July 2010.

Mr Lo is the founder and director of Capella Capital Pte Ltd and Capella Management Pte Ltd, providing venture fund and financial advisory services since 2006. His position encompasses the strategic responsibility of managing the investments of the company as well as sourcing for further opportunities.

Prior to founding the Capella group, Mr Lo was employed by a Swedish listed multi-national company, AXIS Communications in 1996. He was then appointed the Asia Pacific sales and marketing director where he stayed on for 9 years. He has concurrently held the company's Chief Representative position in the China subsidiary located in Shanghai and the director position of the subsidiary/branch in Korea and Taiwan.

Mr Lo has a Bachelor's Degree in Arts and Social Sciences from National University of Singapore (NUS), majoring in Economics. He has also attended the General Management Program at NUS Business School.

# KEY Management

## JENNY TEO SU CHING

### Head of Operations

Jenny Teo Su Ching is Head of Operations of the Group. She has been primarily responsible for the administration, day-to-day operations of the accounts and human resource functions of our Group since 1993. Prior to that, she was a personal assistant to the managing director of Dan & Jon Interior Design Pte Ltd and Ban Leong Bros Pte Ltd. She graduated with a Diploma in Commerce (Business Administration) from the Kaplan Higher Education Institute.

## TAN YOU HONG

### Deputy Managing Director

Tan You Hong is our Deputy Managing Director of the Group, who supervises the overall operations of Singapore and Malaysia. Prior to that, he was the Sales Director of the Group. Before joining the Group, he was the country sales manager of Intranet (S) Pte Ltd where he was responsible for overseeing the company's operations. He graduated from the National University of Singapore in 1993 with a Bachelor of Science degree in Computer and Information Science.

## KHOO SOO FANG

### Group Financial Controller

Khoo Soo Fang is the Finance Controller of our Group, responsible for overseeing and supervising the Finance Department as well as monitoring the performance of our subsidiaries. Prior to joining the Group in 2007, she was the Financial Controller of Jackspeed Corporation Limited, a SGX-ST listed company, from 2001 to 2006. Khoo Soo Fang obtained a Bachelor of Accountancy degree from the Nanyang Technological University and is also a member of the Institute of Singapore Chartered Accountants.



# PRODUCTS

# *Feature*



Wearables, Smart Home and Robotics

016

Gaming

017

Computers and Display

018

Audio

019

Accessories

020

Commercial and Business

022

## WEARABLES, SMART HOME AND ROBOTICS

## Ecovacs UNIBOT

UNIBOT combines floor cleaning and air purification with aspects of household monitoring and security, as well as the control of various household devices in the owner's home. The new home management robot combines quality and efficiency with cutting edge technologies from existing floor cleaning modules, home management modules, air purification modules and humidification modules into a single, programmable, versatile unit.

[www.ecovacsrobotics.com](http://www.ecovacsrobotics.com)



## Sensibo Sky

Sensibo is the ultimate device to control your air conditioner and heat pump and make it smart. With Sensibo you will be able to control, monitor, automate and save energy. Control your A/C from anywhere, anytime.

[www.sensibo.com](http://www.sensibo.com)



## Jimu Astrobot

Astrobot is an interactive building block robotics kit that empowers children and teenagers to create and program their own robots. Along the way, they engage in powerful hands-on learning in STEM and gain 21st-century skills and mindsets.

[www.jimurobots.com](http://www.jimurobots.com)



## Fitbit Charge 2

Make every beat count with Fitbit Charge 2—the all-new heart rate and fitness wristband built for all-day, workouts and beyond. With more advanced features in a sleeker package, it's the motivation you need to push yourself further—every step, every beat, every day.

[www.fitbit.com](http://www.fitbit.com)

## Nokia Steel HR

Steel HR is the first activity tracker with heart rate monitoring to offer a long-lasting battery life of 25 days, all housed in a classic watch style perfect for transitioning from the gym to the office to a night out. Plus stay connected with smartphone notifications that appear right on the watch screen.

[www.health.nokia.com](http://www.health.nokia.com)



## Nokia Body WiFi Scale

A Wi-Fi scale that uses patented Position Control™ technology to provide the best way to manage your weight. Nokia Body provides immediate on-screen feedback and automatically synchronizes with your smartphone to track changes over time and help you reach your weight goals.

[www.health.nokia.com](http://www.health.nokia.com)





**Razer Lancehead Ambidextrous Gaming Mouse**

With an all-new ambidextrous form factor, the Razer Lancehead Tournament Edition is designed for both left- and right-handed gamers. Featuring one of the world's most advanced optical gaming sensor and Razer Mechanical Mouse Switches, you get performance and durability like never before. Together with Hybrid Memory Storage powered by Razer Synapse Pro, you will always have access to your favorite profiles.

[www.razerzone.com](http://www.razerzone.com)



**Cooler Master MasterKeys Pro M RGB**

Built to last, the unique form factor on the MasterKeys Pro M RGB combines the numeric pad and arrow editing keys into one single block allowing the keyboard to deliver the same functionality as a full-size keyboard while having the footprint of a tenkeyless layout and offering the freedom of more space.

[www.coolermaster.com](http://www.coolermaster.com)

**Plantronics RIG 4VR**

RIG 4VR is the first headset developed specifically for PlayStation VR and delivers accurate positional audio, so your experience sounds as real as it looks.

[www.plantronics.com](http://www.plantronics.com)



**AS ROG XG STATION 2**

The all-new ROG XG Station 2 is a plug-and-play external graphics card dock that turns a Thunderbolt™ 3-enabled notebook or 2-in-1 PC into a VR-ready gaming powerhouse.

[www.asus.com](http://www.asus.com)



**Razer Blade Pro**

The world's first THX® Certified Mobile Device, the Razer Blade Pro sets a new standard for desktop replacement laptops delivering an immersive experience in an incredibly thin form factor. Equipped with an overclocked 7th Gen Intel® Core™ i7 Quad-Core processor, NVIDIA® GeForce® GTX 1080 VR ready graphics, sporting a stunning 17.3-inch 4K UHD G-SYNC touch display, and a tactile ultra-low-profile mechanical keyboard powered by Razer Chroma™, the new Razer Blade Pro is the ultimate portable powerhouse.

[www.razerzone.com](http://www.razerzone.com)

**Alienware Aurora Gaming Desktop**

The Alienware Aurora is designed for VR and features a meticulous, zero-fat design and is the first of its kind to offer tool-less upgrades to graphics cards, hard drives and memory.

[www.dell.com](http://www.dell.com)



COMPUTERS AND DISPLAYS



**Samsung Curved Gaming Monitor CFG70**

Industry's First Quantum Dot Curved Gaming Monitor Combines Ultra-Fast 1 m/s Response Time and 144Hz Refresh Rate with Brilliant Colour Presentation to Create the Ultimate Gaming Experience.

[www.samsung.com](http://www.samsung.com)



**LG 32UD99-W 32-Inch 4K UHD IPS Monitor with HDR 10**

The new LG 32UD99 32-inch UHD 4K (3840x2160) monitor is HDR-compatible to meet the growing availability of HDR movies and games. The professional-grade picture quality enhances brightness and wide color gamut with incredible accuracy that is ideal for content creation as well as high-end content enjoyment.

[www.lg.com](http://www.lg.com)

**Dell XPS 13 2-in-1**

Enjoy superlight portable computing with this Dell 2-in-1 laptop and tablet. Its Intel Core i7 processor and 8GB of RAM provide fast program operation without lag, and its 256GB solid-state drive holds plenty of files and documents. This Dell 2-in-1 laptop and tablet has a 13.3-inch HD screen for easy viewing of multiple windows.

[www.dell.com](http://www.dell.com)



**ASUS STRIX GTX1080TI O11G GAMING**

Strix GeForce® GTX 1080 Ti, a VR-ready gaming graphics card with ultrafast gaming performance, advanced cooling and reliability, and personalized styling. Powered by the latest NVIDIA® GeForce GTX 1080 Ti graphics processing unit (GPU), clocked at 1708MHz boost clock in OC mode, ROG Strix GeForce GTX 1080 Ti delivers up to 5 percent faster performance in 3DMark Fire Strike Extreme and 5.7 percent faster gaming performance in For Honor™.

[www.asus.com](http://www.asus.com)



**Leadtek QD GP100 16GB HBM2**

The NVIDIA Quadro GP100, powered by NVIDIA's Pascal GPU architecture, is equipped with the most advanced visualization and simulation capabilities to meet the needs of the most demanding professional workflows. A single GP100 with 3584 FP32/1792 FP64 CUDA Cores has incredible horsepower to render photorealistic design concepts interactively, create extremely detailed 3D models, run intensive CAE simulations to validate designs, and evaluate design prototypes in immersive VR.

[www.leadtek.com](http://www.leadtek.com)



**Logitech Spotlight**

Spotlight is a new standard in presentation control. It allows you to effortlessly navigate slides and interact with on-screen content from up to 100 feet away. With the advanced pointer system you can highlight and magnify points on your slide in pixel-perfect detail, so the audience stays engaged throughout your talk. Spotlight also has mouse-like cursor control to play videos and open links, and unlike a laser, the cursor and highlights are visible to both a live audience and those on a video conference.

[www.logitech.com](http://www.logitech.com)

**Beoplay P2**

Beoplay P2 is a truly personal and fully portable Bluetooth speaker with rich, full bodied sound. Designed so you can enhance your personal audio experience wherever you go, P2 slips easily into your bag or pocket. Shake or tap to access smart features via Beoplay App and enjoy up to 10 hours of Bang & Olufsen Signature Sound on one battery charge.

[www.beoplay.com](http://www.beoplay.com)



**Ultimate Ears WONDERBOOM™**

Ultimate Ears WONDERBOOM™ is the super-portable Bluetooth speaker with surprisingly big sound. Clear, crisp, non-stop sound with big, beautiful bass. And with 10 hours of playback and a completely waterproof design, you can bring it in the shower, to the pool, the beach and to everywhere in between.

[www.ultimateears.com](http://www.ultimateears.com)



**Plantronics Voyager 5240**

From the bustling city streets to the corner café, enjoy clear conversations anywhere with our unique WindSmart® technology and cutting edge noise cancelling.

[www.plantronics.com](http://www.plantronics.com)



**Edifier S2000 Pro**

Edifier enters the realm of music production with the S2000Pro active monitor speakers, designed for home recording & mixing. For maximum clarity, the S2000Pro speakers are tri-amped with 124watts, featuring 5 1/2" aluminum diaphragm drivers and a set of planar tweeters for great acoustic range. The additional Bluetooth capability lets you connect to your various audio sources remotely.

[www.edifier.com](http://www.edifier.com)

**KEF Motion One Titanium BT In Ear**

Listen to music the way you want to, wirelessly using Bluetooth®Qualcomm® aptX™ audio or cabled for high resolution sound with MOTION ONE. IPX5 water resistance certified, it brings listen-anywhere enjoyment with a note of style.

[www.kef.com](http://www.kef.com)



**Beoplay E4**

Beoplay E4 are advanced Active Noise Cancelling earphones featuring direct and precise sound, unparalleled comfort, air-tight fit and hassle-free device control from the inline remote. Simple and gem-like, Beoplay E4 put advanced ANC in your pocket and allow you to immerse yourself in your music and shut out the world around you.

[www.beoplay.com](http://www.beoplay.com)



## ACCESSORIES

**Element Case M7**

Standing bravely in the face of challenge is the aggressively bold M7. The product of unparalleled MERC X™ technology, M7 is anchored by a dual chassis that has been completely and meticulously CNC machined. With military grade, rugged-tough G10 composite plus the feather-light weight of aerospace grade aluminum, it's one more example of how the Element Case Adrenaline Series has achieved such a commanding presence.

[www.elementcase.com](http://www.elementcase.com)

**Belkin Thunderbolt 3 Express Dock HD**

With speeds of 40Gbps, the Thunderbolt 3 Express Dock HD has twice the speed of Thunderbolt 2 (20 Gbps) and is 8x faster than USB 3.0 (5 Gbps). This dock supports dual 4K displays (DisplayPort and Thunderbolt 3 (USB-C) for the ultimate monitor experience. Thunderbolt 3 merges performance and simplicity making the Thunderbolt 3 Express Dock HD the true all-in-one docking solution.

[www.belkin.com](http://www.belkin.com)

**iWALK Watchman**

With the built-in Apple certified magnetic charging module, the Watchmen Apple Watch can always charge, anywhere. There is no need to carry an extra cable for Watchmen with its own built-in battery. With its built-in Lightning cable, the Watchman can charge an iPhone and Apple watch simultaneously. While connected to a 2A wall charger, users can also charge their Apple Watch and iPhone while charging Watchman.

[www.iwalk.net](http://www.iwalk.net)

**j5 Create JUA365 USB 3.0 to Dual HDMI Multi-Monitor Adapter**

It supports three viewing modes. Primary mode, allows you to have individual applications open on each monitor, vastly improving productivity. Extended mode allows you to extend your desktop across multiple displays, great for spreadsheets. Mirroring mode is used to clone one screen onto another, ideal for presentations.

[www.j5create.com](http://www.j5create.com)

**STM KINGS15" laptop backpack**

The STM KINGS15" laptop backpack comes with comfortable straps cling to your shoulders and cavernous compartments consume your cargo with unique styling tells the world who you are. It provides a roomy 22L storage capability with quilted interior lining in all tech compartments provides maximum level of protection and cushioning for your digital devices. It also has zippered side pockets offer quick access to your frequently used stuff; large enough to hold water bottles secure enough for portable power.

[www.stmbags.com](http://www.stmbags.com)

**Targus 15.6" Altitude laptop Roller**

The Targus Rolling Laptop Case is designed to protect laptops with up to 15.6" screens. The closed cell foam padding keeps your laptop protected while the durable/water resistant 1200D polyester material keeps belongings dry in wet weather. The front zip-down workstation includes pen loops, a business card holder, zippered pocket, cell phone pocket and large pouch to store additional accessories. The Rolling Laptop Case also includes a large zippered compartment to store office essentials or clothing for overnight trips.

[www.targus.com](http://www.targus.com)

# THINKING *Big*

Improving the right mix of product trends and out-of-the-box customer relationships to further drive Ban Leong core competencies.



## Samsung Smart Signage PMF- BC series

Samsung's PMF-BC displays combine the visual power of its signage with capacitive touch technology efficiency to better serve the needs of retail, public, corporate and transportation environments, among others. The displays allow consumers to seamlessly navigate a range of relevant content without interference from surrounding light or environmental conditions.



## COMMERCIAL AND BUSINESS

### Samsung fine pixel pitch SMART LED Signage IL Series

Businesses need to leave a deep impression to catch the eye of consumers in often crowded indoor environments. With Samsung's new IS Series SMART LED indoor signage, these businesses can be equipped with the reliable toolset necessary to provide a modern, differentiated and seamless viewing experience.

The fine pixel pitch displays deliver excellent picture quality with minimal maintenance and resources required. Flexible and customizable for any indoor setting, Samsung's IS Series displays offer new opportunities to efficiently share captivating, lifelike content.

[www.samsung.com](http://www.samsung.com)



### ASUS PRO: B9440UA

The B9440 provides the enviable ultra-lightness, durable robustness and larger display necessary to remain on top of business anytime and anywhere in the world. Professionally designed in every aspect, the world's lightest 14" business notebook is armed with military grade reliability plus the ingenious 14" full HD display on a smaller 13" chassis. Even the iconic angular edges of the B9440 embody the purpose-driven spirit of a serious business notebook. Now that's the smarter way for your business anytime and anywhere globally.

[www.asus.com](http://www.asus.com)



### Seagate® Backup Plus Hub Desktop

Available in 4TB, 6TB, and 8TB capacities, the Backup Plus Hub is equipped with two integrated USB ports on the front. Back up and manage your large digital library of photos, videos, and documents. Connect and recharge any USB device, such as tablet, smartphone, or camera at the same time.

[www.seagate.com](http://www.seagate.com)





**LG In-Glass OLED  
Wallpaper 55EG5CD**

In-glass wallpaper is an innovative display option in which OLED panels are fixed between two layers of tempered glass, one at the front and one at the back. As the surrounding structure is transparent, the display gives the impression that the signage is floating in the air and that the projection is coming directly from the glass pane. With its slim and sophisticated design and dual display, LG OLED signage is an excellent way to partition space while communicating your message using both sides of the panel.

[www.lg.com](http://www.lg.com)



**UBTECH Cruzr**

Cruzr is an intuitive and cloud-based service robot. It ushers in a new generation of robotic service, allowing companies to better attend to their customers' needs, and allowing employees to spend more time making smarter decisions. Cruzr optimizes human resources and increases work efficiency by handling the mundane tasks, and leaving the complex thinking to human.

[www.ubtrobot.com](http://www.ubtrobot.com)

**Samsung CLX-6260FW  
Color Multifunction Printer**

With 4-in-1 versatility, the Samsung CLX-6260FD printer streamlines workflow and ensures that the office print operation is working as efficient as possible. With print, copy, scan and fax functionality, the CLX-6260FD offers flexibility and lets you work with less barriers. A host of innovative features like ID Copy, N-up copy, Scan-to-email and the convenient PC fax functionality ensure that your workforce has the necessary functionality needed to thrive in the modern world of business.

[www.samsung.com](http://www.samsung.com)



## BRANDS LISTINGS



# FINANCIAL *Contents*

Report of Corporate Governance	026
Directors' Statement	043
Independent Auditor's Report	045
Consolidated Statement of Comprehensive Income	048
Balance Sheets	050
Statements of Changes in Equity	051
Consolidated Cash Flow Statement	053
Notes to the Financial Statements	054
Analysis of Shareholdings	103
Notice of Annual General Meeting	105
Proxy Form	111

## REPORT OF CORPORATE GOVERNANCE

The Board of Directors (the “**Board**”) of Ban Leong Technologies Limited (the “**Company**”) and its subsidiaries (the “**Group**”) are committed to ensuring and maintaining high standards of corporate governance within the Group. The Company understands that good corporate governance is an integral element of a sound corporation and enables us to be more transparent and forward-looking. In addition, sound corporate governance is an effective safeguard against fraud and questionable accounting practices to protect our shareholders’ interests. This also helps the Company to create long-term value and returns for our shareholders.

This report describes the corporate governance framework and practices of the Company with specific reference to the principles of the Code of Corporate Governance 2012 (the “**Code**”) that were in place throughout the financial year ended 31 March 2017 (“**FY2016/2017**”). The Board confirms that the Company has adhered to the principles and guidelines as set out in the Code. Where there are deviations from the Code, appropriate explanations are provided.

### BOARD MATTERS

#### Principle 1: The Board’s Conduct of its affairs

Besides carrying out its statutory responsibilities, the Board meets regularly to oversee the business affairs, corporate affairs and the overall performance of the Group and works with the management (“**Management**”) to take objective decisions in the interest of the Group. Board members are expected to act in good faith and exercise independent judgment in the best interests of the Group. The Management also plays a pivotal role in providing Board members with complete, adequate and timely information to assist the Board in the fulfilment of its responsibilities.

The Board recognises that its principal duties include:

- Providing entrepreneurial leadership, setting the strategic directions and the long-term goals of the Group and ensuring that adequate resources are available to meet these objectives;
- Reviewing and approving, inter alia, the approval for the release of the half-year and full year results announcements, approval of the annual report and financial statements, material acquisitions and disposals of assets, interested person transactions, corporate strategies, annual budgets and investment proposals of the Group;
- Reviewing and evaluating the adequacy and integrity of the Group’s internal controls, compliance, risk management and financial report systems;
- Reviewing and monitoring management performance towards achieving organisational goals;
- Overseeing succession planning for management;
- Setting corporate values and standards for the Group to ensure that the obligations to shareholders and other stakeholders are understood and met;
- Ensuring accurate and timely reporting in communication with shareholders; and
- Considering sustainability issues including environmental and social factors in the Group’s strategic formulation.

The Group has adopted internal guidelines setting forth matters that require Board’s approval. Matters specifically reserved for the approval by the Board are those relating to the strategy and business plan/budget of the Group, material acquisitions and disposal of assets, capital related matters including corporate or financial restructuring, investment or expenditure exceeding certain threshold limits, share issuances, interim dividend and other returns to shareholders and interested person transactions.

The Management is responsible for day-to-day operations/administration of the Group and they are accountable to the Board. Clear directions have been given out to the Management that such reserved matters must be approved by the Board.

## REPORT OF CORPORATE GOVERNANCE

The Board has established and delegated specific authority to the committees of the Board, namely the Audit Committee (“AC”), the Nominating Committee (“NC”) and the Remuneration Committee (“RC”) (collectively, the “Board Committees”) to assist the Board in carrying out and discharging its duties and responsibilities efficiently and effectively. These Board Committees are made up of Non-Executive Directors and each chaired by Independent Director. Each Board Committee has its own specific Terms of Reference setting out the scope of its duties and responsibilities, rules and regulations, and procedures governing the manner in which it is to operate and how decisions are to be taken.

All the Board Committees are actively engaged and NC plays an important role in ensuring good corporate governance in the Company and within the Group.

The Board meets regularly on a half-yearly basis with two (2) scheduled meetings held within each financial year to approve, among others, announcements of the Group’s half-year and full year financial results. Additional meetings are also convened to discuss and deliberate on urgent substantive matters or issues. The Board may also have informal discussions on matters requiring urgent attention which would then be formally approved by circular resolutions in writing. The Company’s Constitution provides for the Board to convene meetings via telephone conferencing and electronic means in the event when Directors were unable to attend meetings in person.

While the Board considers Directors’ attendance at Board meetings as important, it should not be the only criterion to measure their contributions. The Board also takes into account the contributions by Board members in other forms, including periodical reviews and the provision of guidance and advice on various matters relating to the Group. The number of meetings of Board and Board Committees held during FY2016/2017 and the attendance of each Director at those meetings are set out as follows:

Name of Directors	Board of Directors		Audit Committee		Nominating Committee		Remuneration Committee	
	No. of meeting		No. of meeting		No. of meeting		No. of meeting	
	Held	Attended	Held	Attended	Held	Attended	Held	Attended
Ronald Teng Woo Boon	2	2	-	-	-	-	-	-
Neo Gim Kiong	2	2	-	-	1	1	1	1
Loh Yih	2	2	2	2	1	1	1	1
Tan Eng Bock	2	2	2	2	1	1	1	1
Lo Yew Seng	2	2	2	2	-	-	-	-

The Board ensures that incoming new Directors are given comprehensive and tailored induction on joining the Board including onsite visits, if necessary, to get familiarised with the business of the Group and corporate governance practices upon their appointment and to facilitate the effectiveness in discharging their duties. Newly appointed Directors will be provided a formal letter setting out their duties and obligations. They will be given briefings by the Management on the business activities of the Group and its strategic directions as well as its corporate governance practices. No new Director was appointed during FY2016/2017.

The Company is also responsible for arranging and funding the training of Director. During the year, the Board had received appropriate updates on changes in regulatory information from professionals to properly discharge their duties. All Directors are encouraged to constantly keep abreast of developments in regulatory, legal and accounting frameworks that are of relevance to the Group through the extension of opportunities for participation in the relevant training courses, seminars and workshops as relevant and/or applicable.

## REPORT OF CORPORATE GOVERNANCE

### Principle 2: Board Composition and Guidance

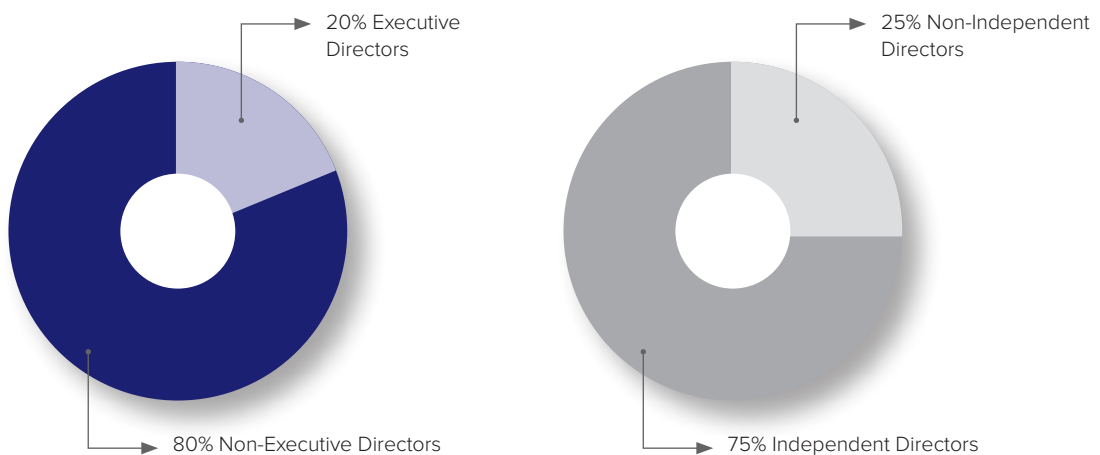
As at the date of this report, the Board comprises five (5) Directors, four (4) of whom are Non-Executive Directors, of which three (3) are independent. The current members of the Board and their membership on the Board Committees of the Company are as follows: -

Name of Directors	Board Membership	Audit Committee	Nominating Committee	Remuneration Committee
Ronald Teng Woo Boon	Managing Director	-	-	-
Neo Gim Kiong	Independent Non-Executive Director	-	Member	Member
Loh Yih	Lead Independent Director	Chairman	Member	Chairman
Tan Eng Bock	Independent Non-Executive Director	Member	Chairman	Member
Lo Yew Seng	Non-Independent Non-Executive Director	Member	-	-

The Directors bring with them a broad range of business and financial experience, skills and expertise in finance, industry, business, management and general corporate matters. The profiles of the Directors are set out on pages 12 to 13 of this Annual Report.

As Independent and Non-Executive Directors make up more than one-third of the Board, there is a strong independent element on the Board and no individual or groups of individuals are able to dominate the Board's decision-making process. The Independent and Non-Executive Directors have the necessary experience to assist the Board in decision making and to provide a check and balance to the Board as they are not involved in the day-to-day operations of the Company.

The Board's size and composition are reviewed annually by the NC to ensure that the Board has the appropriate mix of expertise and experience as well as appropriate balance of independent directors. The NC is of the view that the current Board comprises persons whose diverse skills, experience and attributes provide for an effective Board. The Board members also collectively possess the necessary core competencies for the effective functioning of the Board and an informed decision making process. During FY2016/2017, the NC conducted its annual review of the Directors' independence and was satisfied the Company has complied with the guidelines of the Code, including at least one-third of the Board is made up of Independent Directors.



## REPORT OF CORPORATE GOVERNANCE

As the Chairman of the Board is not an Independent Director, the NC will also review the composition of Independent Directors on the Board and was satisfied that the Independent Directors make up at least half of the Board provides the Board with independent and objective judgment on the corporate affairs of the Group.

Each of the Independent Directors has confirmed that he does not have any relationship with the Company or its related corporations, its 10% shareholders or its officers including confirming not having any relationships and circumstances provided in Guideline 2.3 of the Code, that could interfere, or be reasonably perceived to interfere, with the exercise of independent judgment in carrying out the functions as an Independent Director with a view to the best interests of the Group.

The independence of each Independent Director is assessed at least annually by the NC. Particular scrutiny is applied in assessing the continued independence of Directors having served beyond nine (9) years from the date of his first appointment, with attention to ensuring their allegiance remains clearly aligned with the shareholders' interest.

In respect of each of the three Independent Directors, namely Mr Loh Yih, Mr Neo Gim Kiong and Mr Tan Eng Bock, having served more than 9 years, have voluntarily submitted themselves for assessment on their independence status by Directors separately. During the process, each of the Directors have excused themselves on their respective own assessment. A comprehensive questionnaire has been provided to rigorously review the independence of Independent Directors who have served more than 9 years. Having considered the assessment made by each Director on the independence status of Independent Directors and other contributing factors, the Board has considered specifically their length of service and their continued independence. The Board has determined that the Directors concerned remained independent of character and judgement and there were no relationships or circumstances which were likely to affect, or could appear to affect, the Directors' judgement. The independence of character and judgement of each of the Directors concerned was not in any way affected or impaired by the length of service. The Board has also conducted a review of the performance of each of the three Independent Directors and considers that each of these Directors brings invaluable expertise, experience and knowledge to the Board and that they continue to contribute positively to the Board and Board Committee deliberations. Therefore, the Board is satisfied as to the performance and continued independence of judgement of each of these Directors.

The Board does not consider it to be in the interests of the Company or shareholders to require all Directors who have served more than 9 years or longer to retire and favours ensuring continuity and stability.

During the year, the Non-Executive Directors constructively challenged and helped develop the Group's proposals on business strategies. Management's progress in implementing such agreed business strategies were monitored by the Non-Executive Directors.

The Independent and Non-Executive Directors communicated without the presence of Management as and when the need arose. The Company also benefited from the Management's ready access to its Directors for guidance and exchange of views both within and outside the formal environment of the Board and Board Committees' meetings.

### Principle 3: Chairman and Chief Executive Officer

The Code advocates that there should be a clear division of responsibilities between the leadership of the Board and the executives responsible for managing the Group's business and no one individual should represent a considerable concentration of power.

Mr Ronald Teng Woo Boon ("**Mr Teng**") is the Chairman of the Board and Managing Director ("**MD**") of the Company. He assumes responsibility for the smooth functioning of the Board and ensures timely flow of information between Management and the Board; sets the agenda and ensures that adequate time is available for discussion of all agenda items, in particular strategic issues; promotes a culture of openness and debate at the Board; and promotes high standards of corporate governance. In addition, he also assumes responsibility for running the day-to-day business of the Group; ensures implementation of policies and strategy across the Group as set by the Board; manages the management team; and leads the development of the Group's future strategy including identifying and assessing risks and opportunities for the growth of its business and reviewing the performance of its existing businesses. Mr Teng communicates with the Board regularly to update the corporate issues and developments.

Taking into account the current corporate structure, size, nature and scope of the Group's operation, the Board is of the view that it is presently not necessary to separate the roles of the Chairman and MD, and there are sufficient safeguards and checks to ensure that the process of decision-making by the Board is independent and based on collective decisions without any individual or group of individuals exercising any considerable concentration of power or influence. Given that

## REPORT OF CORPORATE GOVERNANCE

the Chairman is not an Independent Director, Mr Loh Yih has been appointed as the Lead Independent Director of the Company for the shareholders in situations where there are concerns or issues which communication with the Executive Chairman and MD and/or Financial Controller has failed to resolve or where such communication is inappropriate. Mr Loh Yih will also take the lead in ensuring compliance with the Code.

### BOARD MEMBERSHIP

#### Principle 4: Formal and Transparent Process for the Appointment and Re-appointment of Directors to the Board

The NC consists of three (3) Directors, all of whom, including the NC Chairman, being Independent Directors. They are:

Mr Tan Eng Bock, Chairman	(Independent and Non-Executive)
Mr Loh Yih	(Lead Independent and Non-Executive)
Mr Neo Gim Kiong	(Independent and Non-Executive)

The NC, which meets at least once a year, carries out its duties in accordance with a set of written Terms of Reference which includes, mainly, the following: -

- reviewing and recommending to the Board on all Board appointments, including the nomination or re-nomination of the Directors having regard to the Directors' contribution and performance;
- developing a process for selection, appointment and re-appointment of Directors (including alternate directors, if applicable) to the Board;
- reviewing orientation programs for new Directors and training and professional development programs for the continuing training of the Directors;
- determining on an annual basis whether or not a Director is independent bearing in mind the salient factors set out in the Code;
- deciding whether or not a Director is able to and has been adequately carrying out his duties as a director, having regard to the competing time commitments that are faced by the Director when serving on multiple boards;
- assessing the effectiveness of the Board as a whole and Board Committees as well as the contribution of each individual Director to the effectiveness of the Board;
- reviewing the size and composition of the Board with the objective of achieving a balanced Board in terms of the mix of experience and expertise and make recommendations to the Board with regard to any changes; and
- reviewing and approving any new employment of related persons and the proposed terms of their employment.

During FY2016/2017, the NC held one scheduled meeting with full attendance.

The NC has in place a formal process for the selection of new Directors and re-appointment of Directors to increase transparency of the nominating process in identifying and evaluating nominees or candidates for appointment or re-appointment. In selecting potential new Directors, the NC will seek to identify the competencies and expertise required to enable the Board to fulfill its responsibilities. The NC will evaluate the suitability of the nominee or candidate based on his qualifications, business and related experience, commitment, ability to contribute to the Board process and such other qualities and attributes that may be required by the Board, before making its recommendation to the Board. In recommending a candidate for re-appointment to the Board, the NC considers, amongst other things, his contributions to the Board (including attendance and participation at meetings, time and effort accorded to the Company's or Group's business and affairs) and his independence. The Board is to ensure that the selected candidate is aware of the expectations and the level of commitment required. Directors are encouraged to attend relevant training programmes conducted by the Singapore Institute of Directors, Singapore Securities Exchange Trading Limited ("**SGX-ST**"), and other business and financial institutions and consultants.

To address the competing time commitments that are faced when Directors serve on multiple boards, the NC has reviewed and made recommendation to the Board accordingly on the maximum number of listed company board appointments which any Director may hold. Based on the recommendation, the Board has determined and set the maximum number of public listed company board appointments at not more than five (5) other public listed companies. Currently, none of the Directors holds more than five (5) directorships in other listed companies. The NC was satisfied that Directors have spent adequate time on the Company's affairs and have carried out their responsibilities.



## REPORT OF CORPORATE GOVERNANCE

The NC also reviews the independence of the Directors as mentioned under Guideline 2.3 of the Code. The NC has affirmed that Mr Loh Yih, Mr Tan Eng Bock and Mr Neo Gim Kiong are independent and free from any relationship outlined in the Code. Each of the Independent Directors has also confirmed his independence.

Pursuant to Articles 107 and 108 of the Company's Constitution, at least one-third of the Directors shall retire from office at least once every 3 years at the Annual General Meeting ("AGM"). In addition, the Directors, by the recommendation of NC, shall have the power to appoint any person to be the Director either to fill a casual vacancy or as an additional Director. In this respect, the NC has recommended and the Board has agreed for the following Directors to retire and seek re-election at the forthcoming AGM:

Pursuant to Articles 107 and 108 of the Company's Constitution:

- (i) Mr. Ronald Teng Woo Boon; and
- (ii) Mr. Neo Gim Kiong

In making the recommendations, the NC considers the overall contribution and performance of the Directors. The NC member had abstained from deliberation in respect of his own nomination and assessment.

Presently, the Company does not have any alternate Director as the Board does not encourage the appointment of alternate Director unless it is in exceptional case.

Key information of each member of the Board is set out below:

Name of Directors	Date of First Appointment	Date of Last Re-election	Present Directorships and Chairmanships in Other Listed Companies	Directorships and Chairmanships in Other Listed Companies over the preceding three years
Ronald Teng Woo Boon	18 June 1993	24 July 2015	-	-
Neo Gim Kiong	1 July 2004	24 July 2015	Astaka Holdings Limited International Press Softcom Limited Sen Yue Holdings Limited	-
Loh Yih	12 May 2005	25 July 2016	International Press Softcom Limited Acesian Partners Limited Weichai Power Co., Ltd Trek 2000 International Ltd	-
Tan Eng Bock	12 May 2005	24 July 2015	-	Ho Bee Land Limited
Lo Yew Seng	12 May 2015	25 July 2016	Jackspeed Corporation Limited	-

### BOARD PERFORMANCE

#### Principle 5: Assessment of the Effectiveness of the Board

The NC had adopted processes for the evaluation of the Board's performance and effectiveness as a whole, based on performance criteria set by the Board. The selected performance criteria will not change from year to year unless they are deemed necessary and the NC is able to justify the changes. The objective of the annual evaluation is to identify areas for improvement and to implement appropriate action.

The NC has in place a framework for annual Board and Board Committees performance evaluations to assess the effectiveness of the Board and its Board Committees and to facilitate discussion to enable the Board to discharge its duties more effectively. The annual Board and Board Committees performance evaluations will be carried out by means of a questionnaire relating to the size and composition of the Board, information flow to the Board, Board procedures and accountability, matters concerning MD/Key Management Personnel and standards of conduct of Board members being completed by each individual Director. Completed questionnaires will be collated by the Company Secretary and the findings analysed and discussed with the Board and Board Committees. Recommendations to further enhance the effectiveness of the Board and Board Committees will be implemented, as appropriate.

# REPORT OF CORPORATE GOVERNANCE

## ACCESS TO INFORMATION

### Principle 6: Board Members should be provided with Complete, Adequate and Timely Information

To enable the Board to fulfill its responsibilities, it obtains information it deems adequate, complete and in a timely manner from the Management so as to make informed decisions. A system of communication between the Management, the Board and its Committees has been established and improved over time.

The Board, its Committees and every director have separate and independent access to the Management and are free to request additional information as needed to make informed decisions.

In addition to the annual budget and business plans submitted to the Board for approval, the Board was provided with half-yearly management report which contains key performance indicators informing the Directors of the Group's performance, position and prospects. The Management also kept the Board apprised of material variances between the actual results, corresponding period of last year and the budget, with appropriate explanation on such variances. Further, additional information is circulated to the Board on a regular basis as and when there is material development in the Group's business operations.

The role of the Company Secretary is, inter alia, advising the Board on all governance matters and ensuring that all Board procedures are followed.

Under the direction of the Chairman, the Company Secretary ensures good information flow to and within the Board and its Committees and between the Management and Non-Executive Directors. Directors have separate and independent access to the Company Secretary through e-mail, telephone and face-to-face meetings. During FY2016/2017, the Company Secretary attended all meetings of the Board and its Board Committees and the minutes of such meetings were promptly circulated to all Board and Board Committees as appropriate.

The appointment and removal of the Company Secretary are subject to the approval of the Board. The incumbent Company Secretaries were appointed on 1 May 2011.

In the furtherance of their duties, the Independent Directors may seek independent professional advice, where appropriate, with such expense borne by the Company.

## REMUNERATION MATTERS

Matters concerning remuneration of the Board, senior executives and other employees who are related to the controlling shareholders and/or the Directors (if any) are handled by the RC whose primary function is to develop formal and transparent policies on remuneration matters in the Company. The RC also reviews and ensures that the Company's remuneration system is appropriate to attract, retain and motivate the required talents to run the Company successfully.

Matters which are required to be disclosed in the annual remuneration report have been sufficiently disclosed in this Report under Principles 7, 8 and 9; and in the Financial Statements of the Company and of the Group.

### Principle 7: Procedures for Developing Remuneration Policies

### Principle 8: Level and Mix of Remuneration

The RC comprises the following three (3) Directors, all of whom including the RC Chairman, are Non-Executive and Independent:

Loh Yih, Chairman	(Lead Independent and Non-Executive)
Tan Eng Bock	(Independent and Non-Executive)
Neo Gim Kiong	(Independent and Non-Executive )

The RC, which meets at least once a year, carries out its duties in accordance with a set of written Terms of Reference which includes, mainly, the following:

- reviewing and recommending to the Board, in consultation with the Executive Chairman and MD, for endorsement, a framework of remuneration policies to determine the specific remuneration packages and terms of employment for each Director and key management personnel, including employees related to the Directors and controlling shareholders, and the implementation of appropriate performance-related elements to be incorporated in the remuneration framework;

## REPORT OF CORPORATE GOVERNANCE

- reviewing and recommending the remuneration of the Non-Executive Directors, taking into account factors such as their effort, time spent and their responsibilities;
- reviewing and administering the award of shares to Directors and employees under the employee performance share plan adopted by the Company;
- reviewing and determining the contents of any service contracts for any Directors or key management personnel; and
- carrying out other duties as may be agreed by the RC and the Board, subject always to any regulations or restrictions that may be imposed upon the RC by the Board of Directors from time to time.

During FY2016/2017, the RC held one scheduled meeting with full attendance.

The RC is responsible for ensuring a formal and transparent procedure is in place for fixing the remuneration packages of individual Directors, key management personnel and related employees. All aspects of remuneration, including but not limited to, directors' fees, salaries, allowances, bonuses, awards to be granted under the performance share plan as well as other benefits-in-kind are reviewed by the RC. The recommendations of the RC are submitted for endorsement by the Board. Such frameworks are reviewed periodically to ensure that the Directors and key management personnel are adequately but not excessively remunerated as compared to industry benchmarks and other comparable companies. The RC also considers and recommends the MD's remuneration package including fixed salary, guaranteed bonus plus an annual incentive bonus calculated based on the consolidated net profit before tax and extraordinary items.

The RC also ensures that the Independent Non-Executive Directors should not be over-compensated to the extent that their independence may be compromised. Each member of the RC abstains from voting on any resolutions in respect of his own remuneration package. Directors' fees are further subject to the approval of shareholders at the AGM.

The remuneration of related employees is reviewed annually by the RC to ensure that their remuneration packages are in line with the staff remuneration guidelines and commensurate with their respective job scopes and level of responsibilities. Any bonuses, pay increments and/or promotions for these related employees will also be subject to the review and approval of the RC. In the event that a member of the RC is related to the employee under review, he will abstain from participating in the review. The RC also takes into account of the current market circumstances and the need to attract and retain experienced/outstanding Directors and key management personnel.

Where necessary, the RC will consult external professionals on remuneration matters of Directors and key management personnel. For FY2016/2017, the Company did not engage any external remuneration consultants to advise on remuneration matters.

The MD has entered into a service agreement with the Company with a validity period of three (3) years and subject to renewal after expiry of every three (3) years. The review of the service contract of the MD come under the purview of the RC to ensure fairness and reasonable terms of service is tied with his performance. The service agreement with the MD has just recently been reviewed and renewed by RC commencing 1 April 2017.

Having reviewed and considered the salary components of the Executive Director and the key management personnel which is considered reasonable and commensurate with their respective job scope and level of responsibilities, the RC is of the view that there is no requirement to use contractual provisions to allow the Company to reclaim incentive components of the remuneration paid in prior years in exceptional circumstances of misstatement of financial results, or of misconduct resulting in financial loss.

### Remuneration Policy of Executive Director and Other Key Management Personnel

The Company advocates a performance-based remuneration system that is flexible and responsive to the market, the Company's and the individual key management personnel's performance.

The total remuneration mix comprises three key components, that is: -

- annual fixed cash;
- annual performance incentive; and
- long-term incentive.

## REPORT OF CORPORATE GOVERNANCE

The annual fixed cash component comprises the annual fixed salary plus other fixed allowances. The annual performance incentive is tied with the performances of the Company and the individual key management personnel. The long-term incentive is in the form of award of fully-paid shares under the Ban Leong Performance Share Plan. To remain competitive and relevant, the Company aims to benchmark its annual fixed salary at market median with variables being strictly performance driven.

### Principle 9: Disclosure on Remuneration

Details on the remuneration of Directors and key management personnel for the year under review are presented below. During FY2016/2017, there was no termination, retirement and post-employment benefits granted to any Director and key management personnel. A summary of each Non-Executive Directors' and Executive Director's remuneration paid or payable by the Company for FY2016/2017 is set out below:

Name of Directors	Breakdown of Remuneration in Percentage (%)					Total Remuneration in Compensation Bands
	Fees <sup>1</sup> (%)	Salary <sup>2</sup> (%)	Performance bonus (%)	Other benefits (%)	Total (%)	
Ronald Teng Woo Boon	-	79	21	-	100	S\$250,000 - S\$500,000
Loh Yih	100	-	-	-	100	< S\$250,000
Tan Eng Bock	100	-	-	-	100	< S\$250,000
Neo Gim Kiong	100	-	-	-	100	< S\$250,000
Lo Yew Seng	100	-	-	-	100	< S\$250,000

**Notes:**

- The Directors' Fees are subject to the approval of the shareholders at the AGM.
- The salary amount shown is inclusive of allowances and CPF.

### Remuneration of Key Management Personnel (Other than the Company's Executive Director)

The table below sets out the remuneration received by key management personnel that the Company considers senior enough and appropriate for disclosure purpose. The ranges of gross remuneration received by the top three (3) key management personnel in the Company and its subsidiaries, but do not include any associated companies, are presented as follows:

Name of Top 3 Key Management Personnel	Position	Breakdown of Remuneration in Percentage (%)				Total Remuneration in Compensation Bands
		Salary <sup>1</sup> (%)	Variable Bonus (%)	Other benefits (%)	Total (%)	
Tan You Hong	Deputy Managing Director	70	24	6	100	\$250,000 - \$500,000
Jenny Teo Su Ching <sup>2</sup>	Head of Operations	78	18	4	100	< \$250,000
Khoo Soo Fang	Financial Controller	78	18	4	100	< \$250,000

**Notes:**

- The salary amount shown is inclusive of CPF.
- Jenny Teo Su Ching is the spouse of the MD, Mr Teng.

Save for Mr. Tan You Hong, the remuneration of each of the above key management personnel did not exceed S\$250,000. In aggregate, the total remuneration (including CPF contribution thereon and bonus) paid to the top 3 key management personnel in financial year ended 31 March 2017 is approximately S\$640,447.

## REPORT OF CORPORATE GOVERNANCE

To maintain confidentiality on the remuneration policies of the Company and sensitivity reasons, the Board is of the view that it is in the best interests of the Company to keep the disclosure of remuneration of each individual Director and key management personnel in salary bands.

Pursuant to guideline 9.4 of the Code, the details of the remuneration (which comprises salaries, bonuses and benefits-in-kind only) of employee who are immediate family members of a director or the CEO, and whose remuneration exceeded S\$50,000 during the year is disclosed below. The following immediate family member of the Executive Chairman and the MD is the employee of the Company whose remuneration exceeded S\$50,000 in FY2016/2017:-

Name	Family relationship	Designation	Total Remuneration in Compensation Bands
Teo Wee Chong	Brother-in-law	Senior Manager, warehouse operation	Band B

Band A: Compensation from S\$50,001 to S\$100,000 per annum

Band B: Compensation from S\$100,001 to S\$150,000 per annum

Save as disclosed above, the Group does not have any other full-time employee who is an immediate family member of a Director or CEO of the Company, and whose remuneration exceeded S\$50,000.00 for FY2016/2017.

In determining the remuneration of the Executive Director and the key management personnel, the RC reviewed their respective KPIs achievements and assessed their performance for the financial year under review.

### Details of Ban Leong Performance Share Plan

The Ban Leong Performance Share Plan (“**PSP**”) which was approved by the shareholders of the Company at the Extraordinary General Meeting of the Company held on 23 July 2009 was designed to reward persons who are in the employment of the Group and also the Non-Executive Directors (including Independent Directors) who are not employed by the Group but who nevertheless work closely with the Group and/or are in the position to contribute their experience, knowledge and expertise to the development and success of the Group (“**Participants**”).

The PSP is designed to reward Participants by the issue and/or transfer of fully-paid shares free of consideration (“**Shares**”), according to the extent to which they complete certain time-based service conditions or achieve their performance targets over set performance periods.

The aggregate number of new shares over which the Awards Committee may grant awards on any date, when added to the number of new shares issued and issuable in respect of all Shares granted under the PSP and any other existing share schemes implemented or to be implemented by the Company shall not exceed 15% of the issued share capital of the Company on the day preceding that date.

With regard to Controlling Shareholders and their Associates, the aggregate number of new Shares which may be granted to all Controlling Shareholders and their Associates will not exceed 25% of all the new Shares available under the PSP, and that the number of new Shares issued and issuable to each of the Controlling Shareholders and their Associates shall not exceed 10% of all the new Shares available under the PSP. The PSP is to be administered by the Awards Committee which shall be the RC.

No award has been granted under the PSP since the approval was granted.

### ACCOUNTABILITY AND AUDIT

The Board recognises the importance of providing accurate and relevant information on a timely basis. In this respect, the AC reviews all financial statements and recommends them to the Board for approval. In addition, the AC ensures that the Company maintains a sound system of internal controls to safeguard the shareholders’ investments and the Group’s assets as well as to manage potential risks.

## REPORT OF CORPORATE GOVERNANCE

### Principle 10: Accountability

### Principle 11: Risk Management and Internal Controls

In discharging its responsibility of providing accurate relevant information on a timely basis to shareholders in compliance with statutory and regulatory requirements, the Board strives to ensure the timely release of the Group's financial results and that the results provide a balanced and understandable assessment of the Group's performance, position and prospects.

The Board takes steps to ensure compliance with legislative and regulatory requirements, including requirements under the Listing Manual, where appropriate. The Independent Directors in consultation with Management will request for Management's consideration for the establishment of written policies for any particular matter that is deemed to be essential to form part of management control.

On a half-yearly basis, the Management will furnish an overall presentation to the AC and the Board confirming, inter alia, that the financial processes and controls as well as the integrity of the Group's financial statements are in place, highlighting material financial risks and impacts and providing updates on status of significant financial issues of the Group, if any.

In accordance with the SGX-ST's requirements, the Board issued negative assurance statements in its half-yearly financial results announcement, confirming to the best of its knowledge that nothing had come to the attention of the Board which might render the financial statements false or misleading in any material aspect.

The Board is responsible for the governance of risk. It ensures that the Management maintains a sound system of risk management and internal controls to safeguard shareholders' interests and the Group's assets and should determine the nature and extent of the significant risks which the Board is willing to take in achieving its strategic objectives.

The Management is responsible to the Board for the design, implementation and monitoring of the Group's risk management and internal control systems and to provide the Board with a basis to determine the Group's level of risk tolerance and risk policies. The Board acknowledges that it is responsible for reviewing the adequacy and effectiveness of the Group's risk management and internal control systems including financial, operational, compliance and information technology controls. The Board also recognises its responsibilities in ensuring a sound system of internal controls to safeguard shareholders' investments and the Group's assets.

The Group had set up its own internal audit team to conduct operational audits on key areas of operations (the "**Internal Audit Team**"). It reviews, identifies and analyses the risks and controls in the areas of audit and examines if there are any material non-compliance and internal control weaknesses as well as monitoring the implementation of its recommendations. The AC will oversee and monitor implementation of any improvements thereto.

The risk review performed by the Internal Audit Team has also been integrated throughout the Group and has become an essential part of its business planning and monitoring process. On an annual basis, the AC reviews and reports to the Board the Group's risk profile, evaluates results and counter-measures to mitigate or transfer identified potential risks so as to assure itself and the Board that the process is operating effectively as planned. The risk management policy of the Group consists of the framework of formal, systematic and comprehensive guidelines and rules to identify and manage significant risks that might affect the Group's achievement of its business objectives. A Risk Management Framework has been in place to assist the Board, the Management and staff in identifying, reviewing and monitoring potential risks. Comprehensive guidelines and rules are set to identify and manage significant risks that may affect the Group's achievement of its business objectives, outputs, projects or operating processes. The Group recognises risk management as a collective effort beginning with the individual subsidiaries and business units, followed by the operating segments and ultimately the management and the Board, working as a team. The process identifies relevant potential risks across the Group's operations with the aim to bring them to within acceptable cost and tolerance parameters.

The Management regularly reviews and updates the Board on the Group's business and operational activities in respect of the key risk control areas including financial, operational, compliance and information technology controls and continues to apply appropriate measures to control and mitigate these risks. All significant matters are highlighted to the Board and the AC for further discussion. The Board and the AC also work with the Internal Audit Team, external auditors and Management on their recommendations to institute and execute relevant controls with a view to managing such risks.

## REPORT OF CORPORATE GOVERNANCE

The Board notes that no cost effective system of internal controls could provide absolute assurance against the occurrence of material errors, losses, fraud or other irregularities. No significant risk on the internal control system was brought to the attention of AC during FY2016/2017. In view of the above and based on the internal controls established and maintained by the Group, work performed by the Internal Audit Team, external auditors, and reviews performed by the Management, various board committees and the Board so far, the AC and the Board are of the opinion that the Group's risk management and internal control systems, addressing the financial, operational, compliance and information technology risks, put in place during the financial year were adequate and effective. This is in turn supported by the assurance from the MD and the Financial Controller (including back-to-back assurance from Management) that (a) the financial records of the Company have been properly maintained and the financial statements give a true and fair view of the Company's operations and finances are in accordance with the relevant accounting standards; and (b) an effective risk management and internal control systems have been put in place.

Furthermore, the Board believes its responsibility of overseeing the Group's risk management framework and policies are well supported. The Board will look into the need for establishment of a separate board risk committee at the relevant time.

### Principle 12: Audit Committee

The Board recognises the importance of providing accurate and relevant information on a timely basis. To ensure that the corporate governance is effectively practiced, the Board has established self-regulating and monitoring mechanisms, including the establishment of the AC to ensure that the Company maintains a sound system of internal controls to safeguard the shareholders' investments and the Group's assets as well as to manage potential risks. The AC consists of two (2) Independent Directors and one (1) Non-Executive Director, the majority of whom, including the AC Chairman, are independent:

Loh Yih, Chairman	(Lead Independent and Non-Executive)
Tan Eng Bock	(Independent and Non-Executive)
Lo Yew Seng	(Non-Independent and Non-Executive)

Mr Loh Yih, Mr Tan Eng Bock and Mr Lo Yew Seng, do not have any existing business or professional relationship with the Group, Directors or substantial shareholders of the Company. None of the AC members are related to other Directors or substantial shareholders of the Company.

The Board has ensured that all the AC members, having the necessary accounting and/or related financial management expertise, are appropriately qualified to discharge their responsibilities.

The AC meets on a half-yearly basis and plays a key role in assisting the Board to review significant financial reporting issues and judgments to ensure the quality and integrity of the accounting reports, the audit procedures, internal controls, financial statements and any announcements relating to the Group's financial performance. During FY2016/2017, the AC held two meetings with full attendance.

The members of the AC carry out their duties in accordance with a set of written Terms of Reference which includes, mainly, the following:

- assisting the Board in discharging its responsibilities on financial reporting matters;
- reviewing, with the Internal Audit Team and external auditors, the audit plans, scope of work, their evaluation of the system of internal accounting controls, their management letter and Management's response, and results of our audits compiled by our Internal Audit Team and external auditors;
- reviewing the periodic consolidated financial statements and results announcements before submission to our Board for approval, focusing in particular, on changes in accounting policies and practices, major risk areas, significant adjustments resulting from the audit, the going concern statement, compliance with financial reporting standards as well as compliance with the Listing Rules of SGX-ST and any other statutory and regulatory requirements;
- reviewing the effectiveness and adequacy of the internal control procedures addressing financial, operational, compliance and information technology risks, and ensure co-ordination between the Internal Audit Team and external auditors together with the Management, reviewing the assistance given by the Management to the auditors, and discuss problems and concern, if any, arising from the interim and final audits, and any matters which the auditors may wish to discuss (in the absence of our management where necessary);

## REPORT OF CORPORATE GOVERNANCE

- reviewing the scope and results of the external audit, and the independence and objectivity of the external auditors;
- reviewing and discussing with the external auditors any suspected fraud or irregularity, or suspected infringement of any relevant laws, rules or regulations, which has or is likely to have a material impact on the Group's operating results or financial position, and the Management's response;
- making recommendations to the Board on the proposals to the Shareholders on the appointment, re-appointment and removal of the external auditors, and approving the remuneration and terms of engagement of the external auditors;
- reviewing significant financial reporting issues and judgments with the Financial Controller and the external auditors so as to ensure the integrity of the financial statements of the Group and any formal announcements relating to the Group's financial performance before their submission to the Board;
- reviewing and reporting to the Board at least annually the adequacy and effectiveness of the Group's material internal controls with the Financial Controller and the Internal Audit Team and external auditors, including financial, operation, compliance and information technology controls via reviews carried out by the Internal Audit Team;
- reviewing and approving transactions falling within the scope of Chapter 9 and Chapter 10 of the Listing Manual (if any);
- reviewing any potential conflicts of interest;
- reviewing the suitability of the Financial Controller and the adequacy of the finance team on an on-going basis;
- reviewing and approving all hedging policies and instruments (if any) to be implemented by the Group;
- undertaking such other reviews and projects as may be requested by the Board and reporting to the Board its findings from time to time on matters arising and requiring the attention of the AC;
- reviewing the financial risk areas, with a view to providing an independent oversight on the Group's financial reporting, the outcome of such review to be disclosed in the annual reports or if the findings are material, to be immediately announced via SGXNET;
- reviewing and establishing procedures for receipt, retention and treatment of complaints received by the Group, inter alia, criminal offences involving the Group or its employees, questionable accounting, auditing, business, safety or other matters that impact negatively on the Group;
- reviewing the Group's compliance with such functions and duties as may be required by statute or the Listing Rules of the SGX-ST, and by such amendments made thereto from time to time;
- reviewing arrangements by which the staff may, in confidence, raise concerns about improprieties in matters of financial reporting or other matters, and to ensure that those arrangements are in place for independent investigations of such matters and for appropriate follow-up; and
- undertaking generally such other functions and duties as may be required by law or the Listing Rules of the SGX-ST, and by such amendments made thereto from time to time.

Apart from the duties listed above, the AC shall commission and review the findings of internal investigations into matters where there is any suspected fraud or irregularity, or failure of internal controls or infringement of any Singapore law, rule or regulation which has or is likely to have a material impact on the Group's operating results and/or financial position. Each member of the AC shall abstain from voting on any resolutions in respect of matters in which he is interested.

The AC has oversight of the scope and results of the audit and its cost effectiveness as well as the independence and objectivity of the external auditors. The AC has explicit authority to investigate any matters relating to the Group's accounting, auditing, internal controls and/or financial practices brought to its attention, full discretion to invite any Director or executive officer to attend its meetings, and reasonable resources to enable it to discharge its functions properly.

The AC had reviewed transactions falling within the scope of the terms of reference of AC in respect of the interested person transaction and the Listing Manual of the SGX-ST.



## REPORT OF CORPORATE GOVERNANCE

The AC had reviewed and discussed with the external auditors as well as the Management for both the half-year and annual financial statements before submission to the Board for its approval. The AC discussed with the Management on the accounting treatment and methodology applied as well as the assumptions used in judgemental assessment which might impact the result of the financial statements. The external auditors has audited the financial statements of the Group and highlighted two significant areas of focus that might significantly impact the financial statements. The AC reviewed and discussed with the external auditors, and concluded that the allowance for inventory obsolescence and recoverability of trade receivables were areas of focus for the external auditors and they have been included as Key Audit Matters in the Independent Auditors' Report on pages 45 to 46 of the Annual Report:-

### Significant Areas

### How the AC reviewed these and what decisions were made

- Allowance for inventory obsolescence

The AC reviewed and evaluated the appropriateness of the Group's policies on allowance for inventory obsolescence and is of the view that the Group's allowance for inventory obsolescence presented by Management together with the external auditors' procedures was adequate and satisfactory.

The AC also reviewed the audit report and findings presented by the external auditor during the full-year financial result's meeting.

- Recoverability of trade receivables

The Group's trade receivables include balances due from both corporate and retail customers. Management evaluates and provides allowances for the trade receivables on specific individual balances. The determination of the allowance for doubtful debts for trade receivables involves estimation about the timing and collectability of past due debts.

The AC reviewed information provided by Management and the external auditors in relation to the assessment basis used as well as the specific doubtful debts to determine the level of allowance for doubtful debts, and was satisfied that the level of allowance for doubtful debts for the Group was adequate as of 31 March 2017.

The external auditors have unrestricted access to the AC. The AC met with the external auditors, without the presence of the Management, and reviewed the overall scope of the external audit and the assistance given by the Management to the auditors.

The AC had reviewed and discussed with the external auditors for any suspected fraud or irregularity, or suspected infringement of any relevant laws, rules or regulations, which has or is likely to have a material impact on the Group's operating results or financial position, and the Management's response.

The AC also reviewed the independence and objectivity of the external auditors and have reviewed the scope and value of non-audit services provided to the Group by the external auditors, Messrs Ernst & Young LLP. The aggregate amount of audit fees paid or payable to the external auditors for FY2016/2017 is S\$126,000. There is no non-audit fee paid to the external auditors during FY2016/2017. The AC was satisfied that the nature and extent of such services will not prejudice the independence and objectivity of the external auditors. The AC has recommended to the Board the nomination of Messrs Ernst & Young LLP for re-appointment as auditors of the Company at the forthcoming AGM. Both AC and the Board have reviewed the appointment of different auditors for its subsidiaries and/or significant associated companies and satisfied that the appointment of different auditors would not compromise the standard and effectiveness of the audit of the Company. Accordingly, the Group has complied with Rules 712 and 716 of the Listing Rules of the SGX-ST.

The AC has explicit authority to investigate any matter within its terms of reference. It has full access to, and has had the full co-operation of the Management. It also has full discretion to invite any Director or any member of the Management to attend its meetings or be provided with reasonable resources to enable it to discharge its functions properly.

To keep abreast of the changes in accounting standards and issues which have a direct impact on the financial statements, the AC will seek advice from the external auditors when there is AC meeting held.

## REPORT OF CORPORATE GOVERNANCE

### Whistle Blowing Policy

To encourage proper work ethics and eradicate any internal improprieties, unethical acts, malpractices, fraudulent acts, corruption and/or criminal activities in the Group. The Company has implemented a Whistle Blowing Policy. The Policy stipulates the mechanism by which concerns about plausible improprieties in matters of financial reporting, etc, may be raised. A dedicated secured e-mail address allows whistle blowers to contact the AC directly. The Whistle Blowing Policy, its procedures and contact details of the AC have been made available to all employees.

The Company's Whistle Blowing Policy allows not just employees but also external parties to raise concerns and offer reassurance that they will be protected from reprisals or victimisation for whistle blowing in good faith.

The AC addresses issues/concerns raised and arranges for investigation and/or follow-up of appropriate action. The AC reports to the Board any issues/concerns received by it at the ensuing Board meeting. Should the AC receive reports relating to serious offences, and/or criminal activities in the Group, they and the Board have access to the appropriate external advice where necessary. Where appropriate or required, a report shall be made to the relevant governmental authorities for further investigation/action.

### Principle 13: Internal Audit

The AC's responsibilities over the Group's internal controls and risk management are complemented by the work of the Internal Audit Team. The Group had established its own internal audit team that is independent of the activities it audits and its primary line of reporting is to the Chairman of the AC. Administratively, the Internal Audit Team report to the MD. The Internal Audit Team carries out its functions under the direction of the AC, and reports its findings and make recommendations to the AC.

The AC ensures that the Management provides good support to the Internal Audit Team and provides adequate access to documents, records, properties and personnel when requested in order for the Internal Audit Team to carry out its functions accordingly. The Internal Audit Team also has unrestricted access to the AC on internal audit matters. Any material non-compliance or failures in the internal audit function and recommendations for improvements are reported to the AC. The AC will review the adequacy and effectiveness of the internal audit function at least annually.

## SHAREHOLDER RIGHTS AND RESPONSIBILITIES

### Principle 14: Shareholders Rights and Responsibilities

### Principle 15: Communication with Shareholders

### Principle 16: Conduct of Shareholders' Meetings

The Group acknowledges the importance of regular communication with shareholders and investors through which shareholders can have an overview of the Group's performance and operation. The Board ensures that all the Company's shareholders are treated equitably and the rights of all investors, including non-controlling shareholders are protected. Information is communicated to shareholders on a timely basis through the Company's annual report, circulars to shareholders (if any), half-yearly financial results and the various announcements.

The Board embraces openness and transparency in the conduct of the Group's affairs, whilst safeguarding its commercial interests. Material information on the Group has been released to the public through the Company's announcements via the SGXNET.

The Group strongly encourages shareholders' participation at the AGM which will be held in Singapore. Shareholders are able to proactively engage the Board and management on the Group's business activities, financial performance and other business related matters through dialogue sessions. The Group believes in regular, effective and fair communication with shareholders and is committed to hearing shareholders' views and addressing their concerns.

The Company communicates with shareholders and the investing community through the timely release of announcements to the SGXST via SGXNET. Financial results of the Company and the Group were released within 45 days from the half year financial year ended and 60 days from the full year financial year ended during the year. In addition, the Annual Report 2017 is distributed to shareholders within the mandatory period before the AGM to be held on 25 July 2017.

## REPORT OF CORPORATE GOVERNANCE

The Company is committed to achieving sustainable income and growth to enhance total shareholder return. The Group aims to balance cash return to shareholders and investment for sustaining growth, while aiming for an efficient capital structure. The Company strives to provide consistent and sustainable ordinary dividend payments to its shareholders. The Board is recommending 1 Singapore cent per ordinary share for FY2016/2017 as the tax exempt (one-tier) final dividend payable to the shareholders, subject to the approval of shareholders at the forthcoming AGM. In considering the form, frequency and amount of dividends that the Board may recommend or declare in respect of any particular year or period, the Board takes into account various factors including:

- the results of operations and cash flow;
- the expected financial performance and working capital needs;
- future prospects; and
- capital expenditures and other investment plans;

as well as general economic and business operations in regional basis and other factors deemed relevant by the Board and statutory restrictions on the payment of dividends.

The Group supports and encourages active shareholders' participation at general meetings. The Board believes that general meetings serve as an opportune forum for shareholders to meet the Board and key management personnel, and to interact with them. Information on general meetings is disseminated through notices in the annual reports or circulars sent to all shareholders. The notices are also released via SGXNET and published in local newspapers, as well as posted on the Company's website.

The Company's Constitution allows all shareholders to appoint proxy(ies) to attend general meetings and vote on their behalf. Voting in absentia and by electronic mail may only be possible following careful study to ensure that the integrity of the information and authentication of the identity of shareholder via the internet is not compromised. Separate resolutions are proposed on each separate issue at general meetings and explanatory notes are set out in the notices of general meetings where appropriate. All Directors including Chairman of the Board and the respective Chairman of the Board Committees, senior management and the external auditors are invited to be in attendance at forthcoming AGM to address any queries of the shareholders. Shareholders are encouraged to meet and communicate with the Board and vote on all resolutions.

The Company Secretary prepares minutes of general meetings that include substantial and pertinent comments from shareholders relating to the agenda of the meetings and responses from Management and the Board, subsequently approved by the Board. Such minutes will be available to shareholders upon their written request.

The Board acknowledges voting by poll is integral in the enhancement of corporate governance and lead to greater transparency of the level of support for each resolution where shareholders are accorded rights proportionate to the shareholding and all votes counted. To enhance shareholders' participation, the Group puts all resolutions at general meetings to vote by manual poll and announces the results by showing the number of votes cast for and against each resolution and the respective percentage via SGXNET after the general meetings.

### OTHER CORPORATE GOVERNANCE MATTERS

#### DEALING IN SECURITIES

##### (Rule 1207(19) of the Listing Manual of SGX-ST)

The Group has adopted internal codes in relation to dealings in the Company's securities pursuant to the SGX-ST's Best Practices Guide that is applicable to all its officers. All Directors and officers of the Group who have access to "price-sensitive" information are required to observe this Code. Under the code of conduct, the Directors and these officers of the Group are prohibited from dealing in the Company's securities during the period commencing on 1<sup>st</sup> April for the full year financial results, and 1<sup>st</sup> October for the half year financial result, and ending on the date of the announcement of the relevant results, or if they are in possession of unpublished material price-sensitive information of the Group. In addition, the Directors and employees are expected to observe insider trading laws at all times even when dealing in securities within the permitted trading period.

## REPORT OF CORPORATE GOVERNANCE

The Directors are required to notify the Company of any dealings in the Company's securities (during the open window period) within two (2) business days of the transactions.

The Board is satisfied with the Group's commitment in compliance with the Code and on the adequacy of internal controls within the Group.

The Board wishes to reaffirm that the officers do not deal in the Company's securities on short-term considerations pursuant to the SGX-ST's best practices on dealings in securities.

### RISK MANAGEMENT

The Company does not have a Risk Management Committee. However, the Management regularly reviews the Group's business and operational activities to identify areas of significant business risks as well as the appropriate measures to control and mitigate these risks. The Management reviews all significant control policies and procedures and highlights all significant matters to the Directors and AC.

### INTERESTED PERSON TRANSACTIONS (Rule 907 of the Listing Manual of SGX-ST)

As a listed company on the SGX-ST, the Company has taken the following steps to ensure compliance with the requirements of the Chapter 9 of the Listing Manual of SGX-ST in relation to the interested person transactions, including ensuring that interested person transactions are properly reviewed, approved, and conducted on an arm's length basis.

The AC reviewed the interested persons transactions ("IPTs") reported by the Management on a half-yearly basis, The IPTs are consistently reviewed by the Management and all findings were reported during the AC meetings.

The Company has obtained a shareholders mandate for interested person transactions on 12 February 2016. Details of the interested person transactions for FY2016/2017 as required pursuant to Rule 907 of the Listing Manual of SGX-ST are as follows:-

Name of interested person	Aggregate value of all interested person transactions during the financial year under review (excluding transactions less than S\$100,000 and transactions conducted under shareholders' mandate pursuant to Rule 920)	Aggregate value of all interested person transactions conducted under shareholders' mandate pursuant to Rule 920 (excluding transactions less than S\$100,000)
Beijing Lava Techonology Development Co., Ltd	-	S\$3,190,046

The AC has established procedures to ensure that all the IPTs are reported to the AC on timely basis and the transactions are carried out on normal commercial terms and will not be prejudicial to the interest of the Company and its minority shareholders as well as all the relevant rules under Chapter 9 of the Listing Manual of SGX-ST are complied with. When a potential conflict of interest arises, the Director concerned does not participate in discussions and refrains from exercising any influence over other members of the Board.

### MATERIAL CONTRACTS (Rule 1207(8) of the Listing Manual of SGX-ST)

Save for service agreement between the Company and Executive Director and the IPTs as disclosed in this report, there were no other material contracts of the Company and its subsidiaries involving the interests of the MD or any Director or controlling shareholder, either subsisting at the end of the financial year or if not then subsisting, which were entered into since the end of the previous financial year.

### CORPORATE DISCLOSURE

The Company believes that a high level of disclosure is essential to enhance the standard of corporate governance. Hence, the Company is committed to provide a high level of disclosure in all public announcements, press releases and annual reports.

The directors are pleased to present their statement to the members together with the audited consolidated financial statements of Ban Leong Technologies Limited (the "Company") and its subsidiaries (collectively the "Group") and the balance sheet and statement of changes in equity of the Company for the financial year ended 31 March 2017.

## 1. Opinion of the directors

In the opinion of the directors,

- (a) the consolidated financial statements of the Group and the balance sheet and statement of changes in equity of the Company are drawn up so as to give a true and fair view of the financial position of the Group and of the Company as at 31 March 2017 and the financial performance, changes in equity and cash flows of the Group and changes in equity of the Company for the year ended on that date, and
- (b) at the date of this statement, there are reasonable grounds to believe that the Company will be able to pay its debts as and when they fall due.

## 2. Directors

The directors of the Company in office at the date of this statement are:

Ronald Teng Woo Boon	(Managing Director)
Loh Yih	(Independent Director)
Neo Gim Kiong	(Independent Director)
Tan Eng Bock	(Independent Director)
Lo Yew Seng	(Non Executive Director)

## 3. Arrangements to enable directors to acquire shares and debentures

Except as described below, neither at the end of nor at any time during the financial year was the Company a party to any arrangement whose objects are, or one of whose objects is, to enable the directors of the Company to acquire benefits by means of the acquisition of shares or debentures of the Company or any other body corporate.

## 4. Directors' interests in shares and debentures

The following directors, who held office at the end of the financial year, had, according to the register of directors' shareholdings, required to be kept under section 164 of the Singapore Companies Act, Chapter 50, an interest in shares of the Company and related corporations (other than wholly-owned subsidiaries) as stated below:

	Direct interest		Deemed interest	
	At the beginning of financial year	At the end of financial year	At the beginning of financial year	At the end of financial year
<b>Ban Leong Technologies Limited</b>				
<b>Ordinary shares</b>				
Ronald Teng Woo Boon	26,066,000	26,066,000	3,208,000 <sup>(1)</sup>	3,208,000 <sup>(1)</sup>
Neo Gim Kiong	2,594,100	2,594,100	–	–
Loh Yih	4,500,000	4,500,000	–	–
Lo Yew Seng	2,966,000	2,966,000	–	–

<sup>(1)</sup> Relates to shares held by Ms Teo Su Ching, spouse of Mr Ronald Teng Woo Boon

There was no change in any of the above-mentioned interests between the end of the financial year and 21 April 2017.

Except as disclosed in this report, no director who held office at the end of the financial year had interests in shares, share options, warrants or debentures of the Company, or of related corporations, either at the beginning of the financial year, or date of appointment if later, or at the end of the financial year.

## DIRECTORS' STATEMENT

### 5. Options

No options were issued by the Company or its subsidiaries during the financial year. As at 31 March 2017, there are no options on the unissued shares of the Company or its subsidiaries which are outstanding.

### 6. Audit Committee

The Audit Committee comprises one non-executive and two independent directors, one of whom is also the Chairman of the Committee. The members of the Audit Committee at the date of this report are as follows:

Loh Yih (Chairman)  
Lo Yew Seng  
Tan Eng Bock

The financial statements, accounting policies and system of internal accounting controls are the responsibility of the Board of Directors acting through the Audit Committee. The Audit Committee met twice during the financial year to review the scope of work of the statutory auditors, and the results arising therefrom. The consolidated financial statements of the Group were reviewed by the Audit Committee prior to their submission to the directors of the Company for adoption.

The Audit Committee has reviewed all non-audit services provided by the external auditors of the Group and is satisfied that the nature and extent of such services would not affect the independence of the external auditors. The Audit Committee has also conducted a review of interested person transactions.

Further details regarding the Audit Committee are disclosed in the Report on Corporate Governance.

### 7. Auditors

Ernst & Young LLP have expressed their willingness to accept reappointment as auditors.

On behalf of the Board of Directors:

Ronald Teng Woo Boon  
Director

Neo Gim Kiong  
Director

Singapore  
28 June 2017

# INDEPENDENT AUDITOR'S REPORT

## Report on the Audit of the Consolidated Financial Statements

### Opinion

We have audited the financial statements of Ban Leong Technologies Limited (the "Company") and its subsidiaries (collectively, the "Group"), which comprise the balance sheets of the Group and the Company as at 31 March 2017, the statements of changes in equity of the Group and the Company and the consolidated income statement, consolidated statement of comprehensive income and consolidated statement of cash flows of the Group for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements of the Group, the balance sheet and the statement of changes in equity of the Company are properly drawn up in accordance with the provisions of the Companies Act, Chapter 50 (the Act) and Financial Reporting Standards in Singapore (FRSs) so as to give a true and fair view of the consolidated financial position of the Group and the financial position of the Company as at 31 March 2017 and of the consolidated financial performance, consolidated changes in equity and consolidated cash flows of the Group and changes in equity of the Company for the year ended on that date.

### Basis for Opinion

We conducted our audit in accordance with Singapore Standards on Auditing (SSAs). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Group in accordance with the Accounting and Corporate Regulatory Authority (ACRA) Code of Professional Conduct and Ethics for Public Accountants and Accounting Entities (ACRA Code) together with the ethical requirements that are relevant to our audit of the financial statements in Singapore, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the ACRA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Key Audit Matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the Auditor's responsibilities for the audit of the financial statements section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying financial statements.

#### Allowance for inventory obsolescence

As of 31 March 2017, total inventories and the allowance for inventory obsolescence amounted to S\$18.7million and S\$0.8million respectively. The allowance for inventory obsolescence relates to slow moving and obsolete finished goods. We focused on this area as inventory carrying amount is material to the financial statements, with the determination of inventory obsolescence requiring a high level of management judgment, and the inventory is subject to rapid technological changes and consumption patterns.

We performed the following audit procedures, amongst others, in response to the above mentioned key audit matter:

- Attended management's inventory counts at selected locations to observe their condition on a sample basis;
- Obtained an understanding and evaluated the Group's processes and controls relating to the costing of inventory;
- Tested the inventory costing by checking the costs incurred to supporting documents on selected samples;
- Reviewed the basis of management's assessment of inventories' net realizable value (NRV); and
- Evaluated the adequacy of the allowance for inventory obsolescence through the following:
  - Testing the inventory aging report to identify slow moving or obsolete inventory and inquire management if there are any known slow moving or obsolete inventory;
  - Evaluating the appropriateness of management's basis and process of assessing the allowance for write down of inventories to lower of cost and NRV on selected samples;
  - Reviewing the historical sales and upcoming promotions that will generate demand and expected selling price; and
  - Obtaining evidence of sales and the selling prices subsequent to the balance sheet date.

## INDEPENDENT AUDITOR'S REPORT

### Key Audit Matters (cont'd)

#### Allowance for inventory obsolescence (cont'd)

We also assessed the adequacy of the Group's disclosures on inventory and the key sources of estimation uncertainty in relation to allowance for inventory obsolescence in Notes 3 and 18 to the financial statements respectively.

#### Recoverability of trade receivables

The Group's trade receivables balance was significant as they represent 39% of the total current assets in the consolidated balance sheet and the total trade receivables and the related allowance for doubtful debts amounted to S\$21.4million and S\$0.2million respectively. The collectability of trade receivables is a key element of the Group's working capital management. In addition, assessment of doubtful debts requires significant management judgement in assessing the customers' ability to pay. As such, we determined that this is a key audit matter.

We performed the following audit procedures, amongst others, in response to the above mentioned key audit matter:

- Assessed the Group's processes and controls relating to the monitoring of trade receivables and review of credit risks of customers;
- Obtained trade receivables confirmations on a sample basis. For non-replies, we vouched to supporting sales and delivery documents, and obtained evidence of receipts from these customers subsequent to the year end, where appropriate; and
- Evaluated management's assumptions and estimates used to determine the allowance for doubtful debts through the following:
  - Reviewing customers aging report to identify collection risks, assessing certain overdue trade receivables, and where applicable, reviewing their payment history and correspondences between the Group and the customers; and
  - Discussing with management on the collectability of trade receivables and adequacy of doubtful debts allowance, and inquired management if there are any known disputed receivables.

We also assessed the adequacy of the Group's disclosures on the trade receivables, the key sources of estimation uncertainty in relation to impairment of loans and receivables, and the related risks such as credit risk and liquidity risks in Notes 3, 19 and 31(d) to the financial statements respectively.

### Other Information

Management is responsible for the other information. The other information comprises the information included in the annual report, but does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### Responsibilities of Management and Directors for the Financial Statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with the provisions of the Act and FRSs, and for devising and maintaining a system of internal accounting controls sufficient to provide a reasonable assurance that assets are safeguarded against loss from unauthorised use or disposition; and transactions are properly authorised and that they are recorded as necessary to permit the preparation of true and fair financial statements and to maintain accountability of assets.

In preparing the financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

The directors' responsibilities include overseeing the Group's financial reporting process.



# INDEPENDENT AUDITOR'S REPORT

## Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SSAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with SSAs, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the directors, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

## Report on Other Legal and Regulatory Requirements

In our opinion, the accounting and other records required by the Act to be kept by the Company and by those subsidiary corporations incorporated in Singapore of which we are the auditors have been properly kept in accordance with the provisions of the Act.

The engagement partner on the audit resulting in this independent auditor's report is Shekaran Krishnan.

Ernst & Young LLP  
Public Accountants and Chartered Accountants

Singapore  
28 June 2017

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the financial year ended 31 March 2017

	Notes	Group	
		2017 \$	2016 (Re-presented) \$
<b>Continuing operations</b>			
Revenue	4	140,449,669	138,273,887
Cost of sales		(127,543,740)	(124,083,452)
<b>Gross profit</b>		12,905,929	14,190,435
Other operating income		215,185	305,724
Selling and distribution expense		(5,754,286)	(5,897,173)
General and administrative expense		(4,652,842)	(4,406,438)
<b>Profit from operating activities before foreign exchange</b>		2,713,986	4,192,548
Foreign exchange loss		(333,650)	(599,824)
<b>Profit from operating activities</b>	5	2,380,336	3,592,724
Finance costs	7	(136,977)	(217,563)
Finance income	7	8,635	1,273
<b>Profit before tax from continuing operations</b>		2,251,994	3,376,434
Income tax benefit/(expense)	8	577,033	(607,127)
<b>Profit from continuing operations, net of tax</b>		2,829,027	2,769,307
<b>Discontinued operation</b>			
Profit/(loss) from discontinued operation, net of tax	10	323,712	(484,183)
Profit for the year		3,152,739	2,285,124
<b>Attributable to:</b>			
<b>Owners of the Company</b>			
Profit from continuing operations, net of tax		2,597,359	2,541,887
Profit/(loss) from discontinued operation, net of tax		323,712	(484,183)
Profit for the year attributable to owners of the Company		2,921,071	2,057,704
<b>Non-controlling interests</b>			
Profit from continuing operations, net of tax		231,668	227,420
Profit for the year attributable to non-controlling interests		231,668	227,420
Profit for the year		3,152,739	2,285,124

The accompanying accounting policies and explanatory notes form an integral part of the financial statements.

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the financial year ended 31 March 2017

		Group	
	Notes	2017	2016 (Re-presented)
		\$	\$
<b>Other comprehensive income:</b>			
<b>Items that may be reclassified subsequently to profit or loss</b>			
Foreign currency translation		83,973	(339,650)
Realisation of translation reserve on disposal of subsidiary	10	(92,638)	–
<b>Other comprehensive income for the year, net of tax</b>		(8,665)	(339,650)
		3,144,074	1,945,474
<b>Attributable to:</b>			
<b>Owners of the Company</b>			
Total comprehensive income from continuing operations, net of tax		2,621,397	2,155,025
Total comprehensive income from discontinued operation, net of tax		231,074	(368,343)
Total comprehensive income for the year attributable to owners of the Company		2,852,471	1,786,682
<b>Non-controlling interests</b>			
Total comprehensive income from continuing operations, net of tax		291,603	158,732
<b>Total comprehensive income for the year</b>		3,144,074	1,945,414
<b>Earnings per share from continuing operations attributable to owners of the Company (cents per share)</b>			
Basic and diluted	9	2.25	2.19
<b>Earnings per share (cents per share)</b>			
Basic and diluted	9	2.53	1.77

The accompanying accounting policies and explanatory notes form an integral part of the financial statements.

## BALANCE SHEETS

As at 31 March 2017

	Notes	Group		Company	
		2017 \$	2016 \$	2017 \$	2016 \$
<b>Non-current assets</b>					
Property, plant and equipment	12	522,186	599,229	350,282	378,768
Investment in subsidiaries	13	–	–	119,182	119,182
Deferred tax assets	16	252,276	188,882	–	–
		774,462	788,111	469,464	497,950
<b>Current assets</b>					
Inventories	18	18,739,810	22,815,343	11,028,866	12,524,921
Prepayments		86,487	153,296	49,292	67,445
Trade receivables	19	21,405,967	21,697,689	21,357,359	20,557,829
Other receivables and deposits	20	839,952	624,712	580,160	1,887,198
Cash and cash equivalents	21	14,142,236	11,617,645	12,070,354	9,855,875
		55,214,452	56,908,685	45,086,031	44,893,268
<b>Current liabilities</b>					
Trade payables	22	21,525,467	18,874,344	18,844,442	16,050,139
Bills payable to banks (unsecured)	23	3,140,165	8,694,155	3,140,165	7,590,847
Other payables and accruals	24	4,040,536	4,419,862	4,437,550	3,132,213
Hire-purchase liabilities	25	107,056	133,207	104,710	127,280
Income tax payable		685,093	822,181	542,065	641,315
		29,498,317	32,943,749	27,068,932	27,541,794
<b>Net current assets</b>		25,716,135	23,964,936	18,017,099	17,351,474
<b>Non-current liabilities</b>					
Hire-purchase liabilities	25	(38,839)	(126,692)	(38,839)	(124,133)
Deferred tax liabilities	16	(29,121)	(16,342)	(29,121)	(16,342)
<b>Net assets</b>		26,422,637	24,610,013	18,418,603	17,708,949
<b>Equity attributable to owners of the Company</b>					
Share capital	26(a)	11,173,106	11,173,106	11,173,106	11,173,106
Returned shares	26(b)	(104,822)	(104,822)	(104,822)	(104,822)
Treasury shares	26(b)	(259,824)	(88,904)	(259,824)	(88,904)
Retained earnings		15,366,518	13,605,977	7,610,143	6,729,569
Other reserve	27	65,685	65,685	–	–
Foreign currency translation reserve	27	(1,074,166)	(1,005,566)	–	–
		25,166,497	23,645,476	18,418,603	17,708,949
<b>Non-controlling interests</b>		1,256,140	964,537	–	–
<b>Total equity</b>		26,422,637	24,610,013	18,418,603	17,708,949

The accompanying accounting policies and explanatory notes form an integral part of the financial statements.

# STATEMENTS OF CHANGES IN EQUITY

For the year ended 31 March 2017

Group	Attributable to owners of the Company								
	Share capital	Returned shares	Treasury shares	Retained earnings	Other reserve	Foreign currency translation reserve	Equity attributable to owners of the Company	Non-controlling interests	Total equity
	\$	\$	\$	\$	\$	\$	\$	\$	\$
<b>Balance as at 1 April 2015</b>	11,173,106	(104,822)	(84,329)	12,709,033	65,685	(734,544)	23,024,129	805,745	23,829,874
Profit for the year	–	–	–	2,057,704	–	–	2,057,704	227,420	2,285,124
Other comprehensive income for the year	–	–	–	–	–	(271,022)	(271,022)	(68,628)	(339,650)
Total comprehensive income for the year	–	–	–	2,057,704	–	(271,022)	1,786,682	158,792	1,945,474
Purchase of treasury shares	–	–	(4,575)	–	–	–	(4,575)	–	(4,575)
Dividends (Note 28(a))	–	–	–	(1,160,760)	–	–	(1,160,760)	–	(1,160,760)
<b>Balance as at 31 March 2016 and 1 April 2016</b>	11,173,106	(104,822)	(88,904)	13,605,977	65,685	(1,005,566)	23,645,476	964,537	24,610,013
Profit for the year	–	–	–	2,921,071	–	–	2,921,071	231,668	3,152,739
Other comprehensive income for the year	–	–	–	–	–	–	–	–	–
Foreign currency translation	–	–	–	–	–	24,038	24,038	59,935	83,973
Realisation of translation reserve on disposal of a subsidiary	–	–	–	–	–	(92,638)	(92,638)	–	(92,638)
Total comprehensive income for the year	–	–	–	2,921,071	–	(68,600)	2,852,471	291,603	3,144,074
Purchase of treasury shares	–	–	(170,920)	–	–	–	(170,920)	–	(170,920)
Dividends (Note 28(a))	–	–	–	(1,160,530)	–	–	(1,160,530)	–	(1,160,530)
<b>Balance as at 31 March 2017</b>	11,173,106	(104,822)	(259,824)	15,366,518	65,685	(1,074,166)	25,166,497	1,256,140	26,422,637

The accompanying accounting policies and explanatory notes form an integral part of the financial statements.

## STATEMENTS OF CHANGES IN EQUITY

For the year ended 31 March 2017

	Share capital \$	Returned shares \$	Treasury shares \$	Retained earnings \$	Total equity \$
<b>Company</b>					
<b>Balance as at 1 April 2015</b>	11,173,106	(104,822)	(84,329)	5,088,702	16,072,657
Profit for the year	–	–	–	2,801,627	2,801,627
Total comprehensive income for the year	–	–	–	2,801,627	2,801,627
Purchase of treasury shares	–	–	(4,575)	–	(4,575)
Dividends (Note 28(a))	–	–	–	(1,160,760)	(1,160,760)
<b>Balance as at 31 March 2016 and 1 April 2016</b>	11,173,106	(104,822)	(88,904)	6,729,569	17,708,949
Profit for the year	–	–	–	2,041,104	2,041,104
Total comprehensive income for the year	–	–	–	2,041,104	2,041,104
Purchase of treasury shares	–	–	(170,920)	–	(170,920)
Dividends (Note 28(a))	–	–	–	(1,160,530)	(1,160,530)
<b>Balance as at 31 March 2017</b>	11,173,106	(104,822)	(259,824)	7,610,143	18,418,603

The accompanying accounting policies and explanatory notes form an integral part of the financial statements.

# CONSOLIDATED CASH FLOW STATEMENT

For the year ended 31 March 2017

	Notes	Group	
		2017	2016 (Re-presented)
		\$	\$
<b>Cash flows from operating activities</b>			
Profit before tax from continuing operations		2,251,994	3,376,434
Profit/(loss) before tax from discontinued operation		323,712	(484,183)
Profit before tax, total		2,575,706	2,892,251
Adjustments for:			
Depreciation of property, plant and equipment	12	220,502	301,737
Amortisation of intangible assets		–	354,657
Gain on disposal of property, plant and equipment	5	(1,428)	(1,000)
Allowance for doubtful trade receivables	5	111,107	77,449
Trade receivables written-off		59,848	3,179
Allowance for inventory obsolescence		735,261	558,792
Gain on disposal of a subsidiary	10	(251,947)	–
Finance costs		136,977	217,563
Interest income		(8,752)	(2,301)
Currency alignment		64,561	(175,463)
<b>Operating profit before working capital changes</b>		3,641,835	4,226,864
(Increase)/decrease in:			
Inventories		3,136,040	1,259,755
Prepayments		31,390	(1,171)
Trade receivables		(1,354,549)	(3,462,727)
Other receivables and deposits		(215,240)	408,435
(Decrease)/increase in:			
Trade payables		2,651,123	561,246
Bills payable to banks (unsecured)		(5,553,990)	(1,491,371)
Other payables and accruals		(37,709)	645,933
<b>Cash generated from operations</b>		2,298,900	2,146,964
Interest paid		(136,977)	(217,563)
Interest received		8,752	2,301
Income tax refund/(paid)		389,330	(595,675)
<b>Net cash flows generated from operating activities</b>		2,560,005	1,336,027
<b>Cash flows from investing activities</b>			
Proceeds from disposal of property, plant and equipment		3,450	2,604
Purchase of property, plant and equipment		(155,522)	(87,569)
Net cash inflow from disposal of a subsidiary classified as discontinued operation	10	1,546,480	–
<b>Net cash flows generated from/(used in) investing activities</b>		1,394,408	(84,965)
<b>Cash flows from financing activities</b>			
Repayment of hire-purchase liabilities		(114,004)	(9,232)
Purchase of treasury shares		(170,920)	(4,575)
Dividends paid to shareholders	28(a)	(1,160,530)	(1,160,760)
<b>Net cash flows used in financing activities</b>		(1,445,454)	(1,174,567)
<b>Net increase in cash and cash equivalents</b>		2,508,959	76,495
Effects of exchange rate changes on cash and cash equivalents		15,632	(144,154)
<b>Cash and cash equivalents at the beginning of year</b>		11,617,645	11,685,304
<b>Cash and cash equivalents at the end of year</b>	21	14,142,236	11,617,645

The accompanying accounting policies and explanatory notes form an integral part of the financial statements.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 1. Corporate information

Ban Leong Technologies Limited (the "Company") is a limited liability company which is domiciled and incorporated in Singapore and is listed on the Singapore Exchange Securities Trading Limited ("SGX-ST").

The registered office and principal place of business of the Company is located at 150 Ubi Avenue 4 #04-01, Singapore 408825.

The principal activities of the Company and its subsidiaries (the "Group") are the wholesale and distribution of computer peripherals, accessories and other multimedia products and disclosed in Note 13 to the financial statements.

## 2. Summary of significant accounting policies

### 2.1 Basis of preparation

The consolidated financial statements of the Group and the balance sheet and statement of changes in equity of the Company have been prepared in accordance with Singapore Financial Reporting Standards ("FRS").

The financial statements have been prepared on the historical cost basis except as disclosed in the accounting policies below.

The financial statements are presented in Singapore Dollars (\$) or SGD).

The Accounting Standards Council announced on 29 May 2014 that Singapore incorporated companies listed on the Singapore Exchange will apply a new financial reporting framework identical to the International Financial Reporting Standards. The Group will adopt the new financial reporting framework on 1 January 2018.

### 2.2 Changes in accounting policies

The accounting policies adopted are consistent with those of the previous financial year except in the current financial year, the Group has adopted all the new and revised standards which are effective for annual financial periods beginning on or after 1 April 2016. The adoption of these standards did not have any effect on the financial performance or position of the Group and the Company.

### 2.3 Standards issued but not yet effective

The Group has not adopted the following standards applicable to the Group that have been issued but not yet effective:

Description	Effective for annual periods beginning on or after
Amendments to FRS 7 <i>Disclosure Initiative</i>	1 January 2017
Amendments to FRS 12 <i>Recognition of Deferred Tax Assets for Unrealised Losses</i>	1 January 2017
<i>Improvements to FRSs (December 2016)</i>	
- Amendments to FRS 112 <i>Disclosure of Interests in Other Entities</i>	1 January 2017
- Amendments to FRS 28: <i>Investments in Associates and Joint Ventures</i>	1 January 2018
FRS 109 <i>Financial Instruments</i>	1 January 2018
FRS 115 <i>Revenue from Contracts with Customers</i>	1 January 2018
Amendments to FRS 115 <i>Clarifications to FRS 115 Revenue from Contract with Customers</i>	1 January 2018
INT FRS 122 <i>Foreign Currency Transactions and Advance Consideration</i>	1 January 2018
FRS 116 <i>Leases</i>	1 January 2019
Amendments to FRS 110 and FRS 28 <i>Sale or Contribution of Assets between an Investor and its Associate or Joint Venture</i>	To be determined



# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 2. Summary of significant accounting policies (cont'd)

### 2.3 Standards issued but not yet effective (cont'd)

Except for FRS 109, FRS 115 and FRS 116, the directors expect that the adoption of the other standards above will have no material impact on the financial statements in the period of initial application. The nature of the impending changes in accounting policies on adoption of FRS 109, FRS 115 and FRS 116 are described below:

#### FRS 109 Financial Instruments

FRS 109 introduces new requirements for classification and measurement of financial assets, impairment of financial assets and hedge accounting. Financial assets are classified according to their contractual cash flow characteristics and the business model under which they are held. The impairment requirements in FRS 109 are based on an expected credit loss model and replace the FRS 39 incurred loss model. Adopting the expected credit losses requirements will require the Group to make changes to its current systems and processes.

FRS 109 is effective for annual periods beginning on or after 1 January 2018, with early application permitted. Retrospective application is required, but comparative information is not compulsory in the year of adoption. The Group is currently assessing the impact of FRS 109 and plans to adopt the standard on the required effective date.

#### FRS 115 Revenue from Contracts with Customers

FRS 115 establishes a five-step model that will apply to revenue arising from contracts with customers. Under FRS 115, revenue is recognised at an amount that reflects the consideration which an entity expects to be entitled in exchange for transferring goods or services to a customer. The principles in FRS 115 provide a more structured approach to measuring and recognising revenue when the promised goods and services are transferred to the customer i.e. when performance obligations are satisfied.

Key issues for the Group include identifying performance obligations, accounting for contract modifications, applying the constraint to variable consideration, evaluating significant financing components, measuring progress toward satisfaction of a performance obligation, recognising contract cost assets and addressing disclosure requirements.

Either a full or modified retrospective application is required for annual periods beginning on or after 1 January 2018 with early adoption is permitted. The Group is currently assessing the impact of FRS 115 and plans to adopt the new standard on the required effective date.

#### FRS 116 Leases

FRS 116 requires lessees to recognise most leases on balance sheets to reflect the rights to use the leased assets and the associated obligations for lease payments as well as the corresponding interest expense and depreciation charges. The standard includes two recognition exemption for lessees – leases of 'low value' assets and short-term leases. The new standard is effective for annual periods beginning on or after 1 January 2019.

The Group is currently assessing the impact of the new standard and plans to adopt the new standard on the required effective date. The Group expects the adoption of the new standard will result in increase in total assets and total liabilities, EBITDA and gearing ratio.

## 2.4 Basis of consolidation and business combinations

### (a) Basis of consolidation

The consolidated financial statements comprise the financial statements of the Company and its subsidiaries as at the end of the reporting period. The financial statements of the subsidiaries used in the preparation of the consolidated financial statements are prepared for the same reporting date as the Company, except for BLC (China) Limited, which has accounting year ending 31 December. The consolidated financial statements incorporate the unaudited management accounts for BLC (China) Limited as at 31 March. This subsidiary does not contribute materially to the Group's results. A list of the Group subsidiaries is shown in Note 13. Consistent accounting policies are applied to like transactions and events in similar circumstances.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 2. Summary of significant accounting policies (cont'd)

### 2.4 Basis of consolidation and business combinations (cont'd)

#### (a) Basis of consolidation (cont'd)

All intra-group balances, income and expenses and unrealised gains and losses resulting from intra-group transactions and dividends are eliminated in full.

Subsidiaries are consolidated from the date of acquisition, being the date on which the Group obtains control, and continue to be consolidated until the date that such control ceases.

Losses within a subsidiary are attributed to the non-controlling interest even if that results in a deficit balance.

A change in the ownership interest of a subsidiary, without a loss of control, is accounted for as an equity transaction. If the Group loses control over a subsidiary, it:

- De-recognises the assets (including goodwill) and liabilities of the subsidiary at their carrying amounts at the date when controls is lost;
- De-recognises the carrying amount of any non-controlling interest;
- De-recognises the cumulative translation differences recorded in equity;
- Recognises the fair value of the consideration received;
- Recognises the fair value of any investment retained;
- Recognises any surplus or deficit in profit or loss;
- Re-classifies the Group's share of components previously recognised in other comprehensive income to profit or loss or retained earnings, as appropriate.

#### (b) Business combinations and goodwill

Business combinations are accounted for by applying the acquisition method. Identifiable assets acquired and liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. Acquisition-related costs are recognised as expenses in the periods in which the costs are incurred and the services are received.

Any contingent consideration to be transferred by the acquirer will be recognised at fair value at the acquisition date. Subsequent changes to the fair value of the contingent consideration which is deemed to be an asset or liability, will be recognised in profit or loss.

The Group elects for each individual business combination, whether non-controlling interest in the acquiree (if any), that are present ownership interests and entitle their holders to a proportionate share of net assets in the event of liquidation, is recognised on the acquisition date at fair value, or at the non-controlling interest's proportionate share of the acquiree's identifiable net assets. Other components of non-controlling interests are measured at their acquisition date fair values, unless another measurement is required by another FRS.

Any excess of the sum of the fair value of the consideration transferred in the business combination, the amount of non-controlling interest in the acquiree (if any), and the fair value of the Group's previously held equity interest in the acquiree (if any), over the net fair value of the acquiree's identifiable assets and liabilities is recorded as goodwill. In instances where the latter amount exceeds the former, the excess is recognised as gain on bargain purchase in profit or loss on the acquisition date.

Goodwill is initially measured at cost. Following initial recognition, goodwill is measured at cost less any accumulated impairment losses.

For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to the Group's cash-generating units that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the acquiree are assigned to those units.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 2. Summary of significant accounting policies (cont'd)

### 2.4 Basis of consolidation and business combinations (cont'd)

#### (b) Business combinations and goodwill (cont'd)

The cash-generating units to which goodwill have been allocated is tested for impairment annually and whenever there is an indication that the cash-generating unit may be impaired. Impairment is determined for goodwill by assessing the recoverable amount of each cash-generating unit (or group of cash-generating units) to which the goodwill relates.

### 2.5 Transactions with non-controlling interests

Non-controlling interest represents the equity in subsidiaries not attributable, directly or indirectly, to owners of the Company.

Changes in the Company owners' ownership interest in a subsidiary that do not result in a loss of control are accounted for as equity transactions. In such circumstances, the carrying amounts of the controlling and non-controlling interests are adjusted to reflect the changes in their relative interests in the subsidiary. Any difference between the amount by which the non-controlling interest is adjusted and the fair value of the consideration paid or received is recognised directly in equity and attributed to owners of the Company.

### 2.6 Foreign currency

The financial statements are presented in Singapore dollars, which is also the Company's functional currency. Each entity in the Group determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency.

#### (a) Transactions and balances

Transactions in foreign currencies are measured in the respective functional currencies of the Company and its subsidiaries and are recorded on initial recognition in the functional currencies at exchange rates approximating those ruling at the transaction dates. Monetary assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the end of the reporting period. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was measured.

Exchange differences arising on the settlement of monetary items or on translating monetary items at the end of reporting period are recognised in profit or loss.

Exchange differences arising on monetary items that form part of the Group's net investment in foreign operations are recognised initially in other comprehensive income and accumulated under foreign currency translation reserve in equity. The foreign currency translation reserve is reclassified from equity to profit or loss of the Group on disposal of the foreign operation.

#### (b) Consolidated financial statements

For consolidation purpose, the assets and liabilities of foreign operations are translated into SGD at the rate of exchange ruling at the end of the reporting period and their profit or loss are translated at the exchange rates prevailing at the date of the transactions. The exchange differences arising on the translation are taken directly to other comprehensive income. On disposal of a foreign operation, the cumulative amount recognised in other comprehensive income relating to that particular foreign operation is recognised in profit or loss.

### 2.7 Property, plant and equipment

All items of property, plant and equipment are initially recorded at cost. Subsequent to recognition, property, plant and equipment are measured at cost less accumulated depreciation and accumulated impairment losses.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 2. Summary of significant accounting policies (cont'd)

### 2.7 Property, plant and equipment (cont'd)

The cost includes the cost of replacing part of the property, plant and equipment and borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying property, plant and equipment. The accounting policy for borrowing costs is set out in Note 2.20. The cost of an item of property, plant and equipment is recognised as an asset if, and only if, it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably.

Depreciation is computed on a straight-line basis over the estimated useful lives of the assets as follows:

Computers	1 - 5 years
Office equipment	5 years
Furniture & fittings	5 years
Motor vehicles	5 years
Renovation	5 years
Warehouse equipment	1 year

The carrying values of property, plant and equipment are reviewed for impairment when events or changes in circumstances indicate that the carrying value may not be recoverable.

The residual value, useful life and depreciation method are reviewed at each financial year-end, and adjusted prospectively, if appropriate.

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss on derecognition of the asset is included in the profit or loss in the year the asset is derecognised.

### 2.8 Subsidiaries

A subsidiary is an investee that is controlled by the Group. The Group controls an investee when it is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee.

In the Company's separate financial statements, investments in subsidiaries are accounted for at cost less any impairment losses.

### 2.9 Joint venture

The Group recognises its interest in a joint venture as an investment and accounts for the investment using the equity method from the date on which it becomes a joint venture.

On acquisition of the investment, any excess of the cost of the investment over the Group's share of the net fair value of the investee's identifiable assets and liabilities is accounted as goodwill and is included in the carrying amount of the investment. Any excess of the Group's share of the net fair value of the investee's identifiable assets and liabilities over the cost of the investment is included as income in the determination of the entity's share of the joint venture's profit or loss in the period in which the investment is acquired.

Under the equity method, the investment in joint ventures are carried in the balance sheet at cost plus post-acquisition changes in the Group's share of net assets of the joint ventures. The profit or loss reflects the share of results of the operations of the joint ventures. Distributions received from joint ventures reduce the carrying amount of the investment. Where there has been a change recognised in other comprehensive income by the joint venture, the Group recognises its share of such changes in other comprehensive income. Unrealised gains and losses resulting from transactions between the Group and joint venture are eliminated to the extent of the interest in the joint ventures.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 2. Summary of significant accounting policies (cont'd)

### 2.9 Joint venture (cont'd)

When the Group's share of losses in a joint venture equals or exceeds its interest in the joint venture, the Group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the joint venture.

After application of the equity method, the Group determines whether it is necessary to recognise an additional impairment loss on the Group's investment in joint ventures. The Group determines at the end of each reporting period whether there is any objective evidence that the investment in the joint venture is impaired. If this is the case, the Group calculates the amount of impairment as the difference between the recoverable amount of the joint venture and its carrying value and recognises the amount in profit or loss.

The financial statements of the joint ventures are prepared as the same reporting date as the Company. Where necessary, adjustments are made to bring the accounting policies in line with those of the Group.

### 2.10 Intangible assets

#### (a) Goodwill

Goodwill is initially measured at cost. Following initial recognition, goodwill is measured at cost less accumulated impairment losses.

For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to the Group's cash-generating units that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the acquiree are assigned to those units.

The cash-generating unit to which goodwill has been allocated is tested for impairment annually and whenever there is an indication that the cash-generating unit may be impaired. Impairment is determined for goodwill by assessing the recoverable amount of each cash-generating unit (or group of cash-generating units) to which the goodwill relates.

#### (b) Other intangible assets

Intangible assets acquired separately are measured initially at cost. The cost of intangible assets acquired in a business combination is their fair values as at the date of acquisition. Following initial acquisition, intangible assets are measured at cost less any accumulated amortisation and accumulated impairment losses.

The useful lives of intangible assets are assessed as either finite or indefinite.

Intangible assets with finite useful lives are amortised over the estimated useful lives and assessed for impairment whenever there is an indication that the intangible assets may be impaired. The amortisation period and the amortisation method are reviewed at least at each financial year-end. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset is accounted for by changing the amortisation period or method, as appropriate, and are treated as changes in accounting estimates.

Intangible assets with indefinite useful lives or not yet available for use are tested for impairment annually, or more frequently if the events and circumstances indicate that the carrying value may be impaired either individually or at the cash-generating unit level. Such intangible assets are not amortised. The useful life of an intangible asset with an indefinite useful life is reviewed annually to determine whether the useful life assessment continues to be supportable. If not, the change in useful life from indefinite to finite is made on a prospective basis.

Gains or losses arising from derecognition of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognised in profit or loss when the asset is derecognised.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 2. Summary of significant accounting policies (cont'd)

### 2.10 Intangible assets (cont'd)

#### (b) Other intangible assets (cont'd)

##### Non-contractual customer relationships

Non-contractual customer relationships were acquired in business combinations and are recognised at fair value at date of acquisition. Subsequent to recognition, the customer relationships is amortised on a straight line basis over its estimated useful lives.

##### Trademarks

Trademarks are initially recorded at cost. Subsequent to recognition, the trademarks are measured at cost less accumulated amortisation. Amortisation is computed on a straight-line basis over the estimated useful lives of the individual trademarks.

### 2.11 Impairment of non-financial assets

The Group assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, or when an annual impairment assessment for an asset is required, the Group makes an estimate of the asset's recoverable amount.

An asset's recoverable amount is the higher of an asset's or cash-generating unit's fair value less costs of disposal and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. Where the carrying amount of an asset or cash-generating unit exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

Impairment losses of continuing operations are recognised in profit or loss, except for assets that are previously revalued where the revaluation was taken to other comprehensive income. In this case, the impairment is also recognised in other comprehensive income up to the amount of any previous revaluation.

A previously recognised impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognised. If that is the case, the carrying amount of the asset is increased to its recoverable amount. That increase cannot exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognised previously. Such reversal is recognised in profit or loss unless the asset is measured at revalued amount, in which case the reversal is treated as a revaluation increase.

### 2.12 Financial instruments

#### (a) Financial assets

##### *Initial recognition and measurement*

Financial assets are recognised when, and only when, the Group becomes a party to the contractual provisions of the financial instrument. The Group determines the classification of its financial assets at initial recognition.

When financial assets are recognised initially, they are measured at fair value, plus, in the case of financial assets not at fair value through profit or loss, directly attributable transaction costs.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 2. Summary of significant accounting policies (cont'd)

### 2.12 Financial instruments (cont'd)

#### (a) Financial assets (cont'd)

##### *Subsequent measurement*

##### (i) Loans and receivables

Non-derivative financial assets with fixed or determinable payments that are not quoted in an active market are classified as loans and receivables. Subsequent to initial recognition, loans and receivables are measured at amortised cost using the effective interest method, less impairment. Gains and losses are recognised in profit or loss when the loans and receivables are derecognised or impaired, and through the amortisation process.

##### (ii) Available-for-sale financial assets

Available-for-sale financial assets include equity and debt securities. Equity investments classified as available-for sale are those, which are neither classified as held for trading nor designated at fair value through profit or loss. Debt securities in this category are those which are intended to be held for an indefinite period of time and which may be sold in response to needs for liquidity or in response to changes in the market conditions.

After initial recognition, available-for-sale financial assets are subsequently measured at fair value. Any gains or losses from changes in fair value of the financial assets are recognised in other comprehensive income, except that impairment losses, foreign exchange gains and losses on monetary instruments and interest calculated using the effective interest method are recognised in profit or loss. The cumulative gain or loss previously recognised in other comprehensive income is reclassified from equity to profit or loss as a reclassification adjustment when the financial asset is derecognised.

Investments in equity instruments whose fair value cannot be reliably measured are measured at cost less impairment loss.

##### *Derecognition*

A financial asset is derecognised where the contractual right to receive cash flows from the asset has expired. On derecognition of a financial asset in its entirety, the difference between the carrying amount and the sum of the consideration received and any cumulative gain or loss that had been recognised in other comprehensive income is recognised in profit or loss.

#### (b) Financial liabilities

##### *Initial recognition and measurement*

Financial liabilities are recognised when, and only when, the Group becomes a party to the contractual provisions of the financial instrument. The Group determines the classification of its financial liabilities at initial recognition.

All financial liabilities are recognised initially at fair value plus in the case of financial liabilities not at fair value through profit or loss, directly attributable transaction costs.

##### *Subsequent measurement*

After initial recognition, financial liabilities that are not carried at fair value through profit or loss are subsequently measured at amortised cost using the effective interest method. Gains and losses are recognised in profit or loss when the liabilities are derecognised, and through the amortisation process.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 2. Summary of significant accounting policies (cont'd)

### 2.12 Financial instruments (cont'd)

#### (b) Financial liabilities (cont'd)

##### *Derecognition*

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a de-recognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognised in profit or loss.

### 2.13 Impairment of financial assets

The Group assesses at each reporting date whether there is any objective evidence that a financial asset is impaired.

#### (a) Financial assets carried at amortised cost

For financial assets carried at amortised cost, the Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be recognised are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss on financial assets carried at amortised cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the financial asset's original effective interest rate. If a loan has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account. The impairment loss is recognised in profit or loss.

When the asset becomes uncollectible, the carrying amount of impaired financial assets is reduced directly or if an amount was charged to the allowance account, the amounts charged to the allowance account are written off against the carrying value of the financial asset.

To determine whether there is objective evidence that an impairment loss on financial assets has been incurred, the Group considers factors such as the probability of insolvency or significant financial difficulties of the debtor and default or significant delay in payments.

If in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed to the extent that the carrying amount of the asset does not exceed its amortised cost at the reversal date. The amount of reversal is recognised in profit or loss.

#### (b) Financial assets carried at cost

If there is objective evidence (such as significant adverse changes in the business environment where the issuer operates, probability of insolvency or significant financial difficulties of the issuer) that an impairment loss on financial assets carried at cost had been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the current market rate of return for a similar financial asset. Such impairment losses are not reversed in subsequent periods.



# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 2. Summary of significant accounting policies (cont'd)

### 2.13 Impairment of financial assets (cont'd)

#### (c) Available-for-sale financial assets

In the case of equity investments classified as available-for-sale, objective evidence of impairment include (i) significant financial difficulty of the issuer or obligor, (ii) information about significant changes with an adverse effect that have taken place in the technological, market, economic or legal environment in which the issuer operates, and indicates that the cost of the investment in equity instrument may not be recovered; and (iii) a significant or prolonged decline in the fair value of the investment below its costs.

If an available-for-sale financial asset is impaired, an amount comprising the difference between its acquisition cost (net of any principal repayment and amortisation) and its current fair value, less any impairment loss previously recognised in profit or loss, is transferred from other comprehensive income and recognised in profit or loss. Reversals of impairment losses in respect of equity instruments are not recognised in profit or loss; increase in their fair value after impairment are recognised directly in other comprehensive income.

### 2.14 Cash and cash equivalents

Cash and cash equivalents comprise cash at bank and on hand and short-term deposit, which are subject to an insignificant risk of changes in value.

### 2.15 Inventories

Inventories are stated at the lower of cost and net realisable value. Costs incurred in bringing the inventories to their present location and condition are accounted for on a weighted average basis.

Where necessary, allowance is provided for damaged, obsolete and slow moving items to adjust the carrying value of inventories to the lower of cost and net realisable value. Net realisable value is the estimated selling price in the ordinary course of business, less estimated costs of completion and the estimated costs necessary to make the sale.

### 2.16 Provisions

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and the amount of the obligation can be estimated reliably.

Provisions are reviewed at the end of each reporting period and adjusted to reflect the current best estimate. If it is no longer probable that an outflow of economic resources will be required to settle the obligation, the provision is reversed. If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, where appropriate, the risks specific to the liability. When discounting is used, the increase in the provision due to the passage of time is recognised as a finance cost.

### 2.17 Government grants

Government grants are recognised when there is reasonable assurance that the grant will be received and all attaching conditions will be complied with. Where the grant relates to an asset, the fair value is recognised as deferred capital grant on the balance sheet and is amortised to profit or loss over the expected useful life of the relevant asset by equal annual instalments.

#### *Government grants related to income*

Government grant shall be recognised in profit or loss on a systematic basis over the periods in which the entity recognises as expenses the related costs for which the grants are intended to compensate. Grants related to income may be presented as a credit in profit or loss, either separately or under a general heading such as "Other income".

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 2. Summary of significant accounting policies (cont'd)

### 2.18 Share capital and share issuance expenses

Proceeds from issuance of ordinary shares are recognised as share capital in equity. Incremental costs directly attributable to the issuance of ordinary shares are deducted against share capital.

### 2.19 Treasury shares

The Group's own equity instruments, which are reacquired (treasury shares) are recognised at cost and deducted from equity. No gain or loss is recognised in profit or loss on the purchase, sale, issue or cancellation of the Group's own equity instruments. Any difference between the carrying amount of treasury shares and the consideration received, if reissued, is recognised directly in equity. Voting rights related to treasury shares are nullified for the Group and no dividends are allocated to them respectively.

### 2.20 Borrowing costs

Borrowing costs are capitalised as part of the cost of a qualifying asset if they are directly attributable to the acquisition, construction or production of that asset. Capitalisation of borrowing costs commences when the activities to prepare the asset for its intended use or sale are in progress and the expenditures and borrowing costs are incurred. Borrowing costs are capitalised until the assets are substantially completed for their intended use or sale. All other borrowing costs are expensed in the period they occur. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

### 2.21 Revenue

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured, regardless of when the payment is made. Revenue is measured at the fair value of consideration received or receivable, taking into account contractually defined terms of payment and excluding discounts, rebates, and sales taxes or duty.

#### (a) Sale of goods

Revenue from sale of goods is recognised upon the transfer of significant risk and rewards of ownership of the goods to the customer, usually on delivery of goods. Revenue is not recognised to the extent where there are significant uncertainties regarding recovery of the consideration due, associated costs or the possible return of goods.

#### (b) Interest income

Interest income is recognised using the effective interest method.

### 2.22 Employee benefits

#### (a) Defined contribution plans

The Group participates in the national pension schemes as defined by the laws of the countries in which it has operations. In particular, the Singapore companies in the Group make contributions to the Central Provident Fund ("CPF") scheme in Singapore, a defined contribution pension scheme. Contributions to defined contribution pension schemes are recognised as an expense in the period in which the related service is performed.

#### (b) Employee leave entitlement

Employee entitlements to annual leave are recognised as a liability when they are accrued to the employees. The undiscounted liability for leave expected to be settled wholly before twelve months after the end of the reporting period is recognised for services rendered by employees up to the end of the reporting period. The liability for leave expected to be settled beyond twelve months from the end of the reporting period is determined using the projected unit credit method. The net total of service costs, net interest on the liability and remeasurement of the liability are recognised in profit or loss.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 2. Summary of significant accounting policies (cont'd)

### 2.23 Taxes

#### (a) Current income tax

Current tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted at the end of the reporting period, in the countries where the Group operates and generates taxable income.

Current income taxes are recognised in profit or loss except to the extent that the tax relates to items recognised outside profit or loss, either in other comprehensive income or directly in equity. Management periodically evaluates positions taken in the tax returns with respect to situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate.

#### (b) Deferred tax

Deferred tax is provided using the liability method on temporary differences at the end of the reporting period between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred tax liabilities are recognised for all taxable temporary differences, except:

- Where the deferred tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- In respect of taxable temporary differences associated with investments in subsidiaries and interests in joint ventures, where the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable futures.

Deferred tax assets are recognised for all deductible temporary differences, the carry forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, and the carry forward of unused tax credits and unused tax losses can be utilised except:

- where the deferred tax asset relating to the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of deductible temporary differences associated with investments in subsidiaries and interests in joint ventures, deferred tax assets are recognised only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilised.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised. Unrecognised deferred tax assets are reassessed at the end of each reporting period and are recognised to the extent that it has become probable that future taxable profit will allow the deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the end of each reporting period.

Deferred tax relating to items recognised outside profit or loss is recognised outside profit or loss. Deferred tax items are recognised in correlation to the underlying transaction either in other comprehensive income or directly in equity and deferred tax arising from a business combination is adjusted against goodwill on acquisition.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 2. Summary of significant accounting policies (cont'd)

### 2.23 Taxes (cont'd)

#### (c) Sales tax

Revenues, expenses and assets are recognised net of the amount of sales tax except:

- Where the sales tax incurred on a purchase of assets or services is not recoverable from the taxation authority, in which case the sales tax is recognised as part of the cost of acquisition of the asset or as part of the expense item as applicable; and
- Receivables and payables that are stated with the amount of sales tax included.

The net amount of sales tax recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the balance sheet.

### 2.24 Leases

#### As lessee

Finance leases which transfer to the Group substantially all the risks and rewards incidental to ownership of the leased item, are capitalised at the inception of the lease at the fair value of the leased asset or, if lower, at the present value of the minimum lease payments. Any initial direct costs are also added to the amount capitalised. Lease payments are apportioned between the finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are charged to profit or loss. Contingent rents, if any, are charged as expenses in the periods in which they are incurred.

Capitalised leased assets are depreciated over the shorter of the estimated useful life of the asset and the lease term, if there is no reasonable certainty that the Group will obtain ownership by the end of the lease term.

Operating lease payments are recognised as an expense in profit or loss on a straight-line basis over the lease term. The aggregate benefit of incentives provided by the lessor is recognised as a reduction of rental expense over the lease term on a straight-line basis.

### 2.25 Contingencies

A contingent liability is:

- (a) a possible obligation that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Group; or
- (b) a present obligation that arises from past events but is not recognised because:
  - (i) It is not probable that an outflow of resources embodying economic benefits will be required to settle the obligation; or
  - (ii) The amount of the obligation cannot be measured with sufficient reliability.

A contingent asset is a possible asset that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Group.

Contingent liabilities and assets are not recognised on the balance sheet of the Group, except for contingent liabilities assumed in a business combination that are present obligations and which the fair values can be reliably determined.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 2. Summary of significant accounting policies (cont'd)

### 2.26 Discontinued operation

A component of the Group is classified as a 'discontinued operation' when the criteria to be classified as held for sale have been met or it has been disposed of and such a component represents a separate major line of business or geographical area of operations or is part of a single coordinated plan to dispose of a separate major line of business or geographical area of operations.

In profit or loss of the comparative period of the previous year, all income and expenses from discontinued operation are reported separately from income and expenses from continuing operations, down to the level of profit after taxes.

## 3. Significant accounting estimates and judgements

The preparation of the Group's consolidated financial statements requires management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the disclosure of contingent liabilities at the end of each reporting period. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of the asset or liability affected in the future periods.

### 3.1 Judgements made in applying accounting policies

The management has not made any significant judgements that affect the reported amounts of revenues, expenses, assets and liabilities, and the disclosure of contingent liabilities at the end of the reporting date.

### 3.2 Key sources of estimation uncertainty

The key assumptions concerning the future and other key sources of estimation uncertainty at the end of the reporting period are discussed below. The Group based its assumptions and estimates on parameters available when the financial statements were prepared. Existing circumstances and assumptions about future developments, however, may change due to market changes or circumstances arising beyond the control of the Group. Such changes are reflected in the assumptions when they occur.

#### (i) Allowance for inventory obsolescence

Allowance for inventory obsolescence is estimated based on the best available facts and circumstances, including but not limited to the stocks' own physical conditions, their market selling prices, the sales trend and estimated costs to be incurred for their sales. The allowances are re-evaluated and adjusted as additional information received affects the amount estimated.

The carrying amount of the Group's inventories as of 31 March 2017 is disclosed in Note 18 to the financial statements.

#### (ii) Impairment of non-financial assets

The Company assesses whether there are any indicators of impairment for all non-financial assets at each reporting period. Non-financial assets are tested for impairment when there are indicators that the carrying amounts may not be recoverable.

When value in use calculations are undertaken, management must estimate the expected future cash flows from the asset or cash-generating unit and choose a suitable discount rate in order to calculate the present value of those cash flows.

The carrying amount of Group's property, plant and equipment as of 31 March 2017 is disclosed in Note 12 to the financial statements.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 3. Significant accounting estimates and judgements (cont'd)

### 3.2 Key sources of estimation uncertainty (cont'd)

#### (iii) Impairment of loans and receivables

The Group assesses at the end of each reporting period whether there is any objective evidence that a financial asset is impaired. To determine whether there is objective evidence of impairment, the Group considers factors such as the probability of insolvency or significant financial difficulties of the debtor and default or significant delay in payments.

Where there is objective evidence of impairment, the amount and timing of future cash flows are estimated based on historical loss experience for assets with similar credit risk characteristics. The carrying amount of the Group's loans and receivable at the end of the reporting period is disclosed in Note 30 to the financial statements.

#### (iv) Income taxes

Uncertainties exist with respect to the interpretation of complex tax regulations and the amount and timing of future taxable income. The Group establishes tax provisions, based on reasonable estimates, for possible consequences of audits by the tax authorities of the respective countries in which it operates. The amount of such provisions is based on various factors, such as experience of previous tax audits and differing interpretations of tax regulations by the taxable entity and the relevant tax authority. Such differences of interpretation may arise on a wide variety of issues depending on the conditions prevailing in the respective Group companies' domicile.

Deferred tax assets are recognised for all unused tax losses to the extent that it is probable that taxable profit will be available against which the losses can be utilised. Significant management judgment is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of future taxable profits together with future tax planning strategies.

The Group recognises liabilities for expected tax issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recognised, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made. The carrying amount of the Group's and Company's income tax payable at the end of the reporting period was \$685,093 and \$542,065 (2016: \$822,181 and \$641,315) respectively. The carrying amount of the Group's and Company's deferred tax assets and deferred tax liabilities at the end of the reporting period was \$252,276 and \$29,121 (2016: \$188,882 and \$16,342) and \$Nil and \$29,121 (2016: \$Nil and \$16,342) respectively.

## 4. Revenue

Revenue represents sale of goods net of goods and services tax and trade discounts and returns.

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 5. Profit from continuing operations

The following items have been included in arriving at profit from continuing operations:

	Group	
	2017	2016 (Re-presented)
	\$	\$
Audit fees		
– auditors of the Company	113,000	113,000
– other auditors	23,827	23,430
Depreciation of property, plant and equipment	209,764	282,640
Gain on disposal of property, plant and equipment	(1,428)	(1,000)
Allowance for inventory obsolescence	735,261	448,761
Allowance for doubtful trade receivables	111,107	77,449
Trade receivables written-off	52,081	–
Employee benefits expense (Note 6)	7,533,808	7,178,702
Directors' remuneration		
– directors of the Company	342,990	365,315
– directors of subsidiaries	257,991	216,311
Directors' fees		
– directors of the Company	152,000	158,871
Foreign exchange loss, net	333,651	599,823
Operating lease expenses	908,843	959,908

### 6. Employee benefits expense

	Group	
	2017	2016 (Re-presented)
	\$	\$
Salaries and bonuses	5,778,415	5,416,836
Central Provident Fund contributions	776,426	744,877
Commissions	811,702	820,044
Other short-term benefits	167,265	196,445
	7,533,808	7,178,202

### 7. Finance (costs)/income

	Group	
	2017	2016 (Re-presented)
	\$	\$
Interest expense on:		
- bills payable to banks	(127,317)	(206,403)
- hire-purchase	(9,660)	(11,160)
	(136,977)	(217,563)
Interest income on bank balances	8,635	1,273

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 8. Income tax (benefit)/expense

#### (a) Major components of income tax (benefit)/expense

The major components of income tax (benefit)/expense for the financial years ended 31 March 2017 and 2016 are:

	Group	
	2017	2016 (Re-presented)
	\$	\$
Current income tax:		
– current income taxation	128,235	651,358
– over provision in respect of previous years	(663,655)	(9,976)
	(535,420)	641,382
Deferred income tax (Note 16):		
– origination and reversal of temporary differences	(23,635)	(47,885)
– (over)/under provision in respect of previous years	(26,980)	934
	(50,615)	(46,951)
Withholding tax	9,002	12,696
Income tax attributable to continuing operations	(577,033)	607,127
Income tax attributable to discontinued operations	–	–
Income tax (benefit)/expense recognised in profit or loss	(577,033)	607,127

#### (b) Relationship between tax (benefit)/expense and accounting profit

A reconciliation between tax (benefit)/expense and the product of accounting profit multiplied by the applicable corporate tax rate for the financial years ended 31 March 2017 and 2016 is as follows:

	Group	
	2017	2016 (Re-presented)
	\$	\$
Profit before tax from continuing operations	2,251,994	3,376,434
Profit/(loss) before tax from discontinued operations	323,712	(484,183)
Profit before tax	2,575,706	2,892,251
Tax calculated at tax rate of 17%	437,870	491,683
Adjustments:		
Non-deductible expenses	158,757	140,640
Income not subject to tax	(323,769)	(18,116)
Deferred tax assets not recognised	–	36,521
Benefits from previously unrecognised tax losses	(110,262)	–
Effect of partial tax exemption and tax relief	(16,180)	(45,925)
Effect of different tax rates in other countries	(41,285)	(1,330)
Over provision in respect of previous years	(690,635)	(9,042)
Withholding tax	9,002	12,696
Others	(531)	–
Income tax (benefit)/expense recognised in profit or loss	(577,033)	607,127



# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 8. Income tax (benefit)/expense (cont'd)

### (b) Relationship between tax (benefit)/expense and accounting profit (cont'd)

The corporate income tax rates applicable to the overseas subsidiaries are as follows:

Country	Corporate tax rate	
	2017	2016
	%	%
Malaysia	24	24
Thailand	20	20
Australia	30	30
China	25	25

## 9. Earnings per share attributable to owners of the Company

### (a) Continuing operations

Basic earnings per share from continuing operations are calculated by dividing profit from continuing operations, net of tax, attributable to owners of the Company by the weighted average number of ordinary shares outstanding during the financial year.

Diluted earnings per share from continuing operations are calculated by dividing profit from continuing operations, net of tax, attributable to owners of the Company by the weighted average number of ordinary shares outstanding during the financial year plus the weighted average number of ordinary shares that would be issued on the conversion of all the dilutive potential ordinary shares into ordinary shares.

The following tables reflect the profit/(loss) and share data used in the computation of basic and diluted earnings per share for the years ended 31 March:

	Group	
	2017	2016
	\$	\$
Profit for the year attributable to owners of the Company	2,921,071	2,057,704
Less: Profit/(loss) from discontinued operation, net of tax, attributable to owners of the Company	323,712	(484,183)
Profit from continuing operations, net of tax, attributable to owners of the Company used in the computation of basic earnings per share from continuing operations	<u>2,597,359</u>	<u>2,541,887</u>
	No. of shares	No. of shares
Weighted average number of ordinary shares for basic earnings per share computation*	<u>115,559,554</u>	<u>116,053,000</u>

\* The weighted average number of shares takes into account the weighted average effect of 831,000 (2016: 23,000) ordinary shares that the Company bought back during the year (Note 26).

### (b) Earnings per share computation

The basic and diluted earnings per share are calculated by dividing the profit from continuing operations for the year attributable to owners of the Company by the weighted average number of ordinary shares for basic earnings per share computation and weighted average number of ordinary shares for diluted earnings per share computation respectively. These profit and share data are presented in the tables in Note 9(a) above.

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 10. Discontinued operation

On 5 December 2016, the Group completed its disposal of a subsidiary, Audion Innovision Pty Ltd. As a result, the income and expenses of Audion Innovision Pty Ltd are presented separately in the consolidated statement of comprehensive income as "Profit/(loss) from discontinued operation, net of tax" for the year ended 31 March 2016 and 2017. The comparative results of Audion have been re-presented under the discontinued operation.

The summarised financial information of the discontinued operation is as follows:

	Group	
	2017	2016 (Re-presented)
	\$	\$
Revenue	5,092,745	5,355,355
Costs of sales	(4,493,693)	(4,438,134)
<b>Gross profit</b>	599,052	917,221
Finance income	117	1,028
Selling and distribution expense	(582,826)	(774,794)
General and administrative expense	(177,410)	(450,926)
<b>Loss from operating activities before foreign exchange</b>	(161,067)	(307,471)
Foreign exchange gain	232,832	177,399
Amortisation of intangibles	–	(354,111)
<b>Profit/(loss) from operating activities</b>	71,765	(484,183)
Gain on disposal of a subsidiary	251,947	–
<b>Operating profit/(loss) from discontinued operation, net of tax</b>	323,712	(484,183)

The cash flows attributable to the discontinued operation are as follows:

	Group	
	2017	2016 (Re-presented)
	\$	\$
Operating	2,046,946	(709,624)
Investing	(358)	2,644
Net cash inflows/(outflows)	2,046,588	(706,980)

**NOTES TO THE FINANCIAL STATEMENTS**

For the financial year ended 31 March 2017

**10. Discontinued operation (cont'd)**

The effect of disposal of the subsidiary on cash flows of the group is as follows:

	<b>2017</b>
	<b>\$</b>
Property, plant and equipment	13,821
Inventories	204,232
Prepayments	35,419
Trade receivables	1,475,316
Other payables and accruals	(341,617)
	<hr/>
Net asset disposed off	1,387,171
Realisation of translation reserve	(92,638)
Gain on disposal of a subsidiary	251,947
	<hr/>
Net cash inflow on disposal of the subsidiary	<u>1,546,480</u>

The information on earnings per share from the discontinued operation is as follows:

	<b>Group</b>	
	<b>2017</b>	<b>2016</b>
	<b>\$</b>	<b>\$</b>
Earnings/(loss) per share from discontinued operation attributable to owners of the Company (cents per share)		
Basic and diluted	<u>0.28</u>	<u>(0.42)</u>

The basic and diluted loss per share from discontinued operation are calculated by dividing the profit/(loss) from discontinued operation, net of tax, attributable to owners of the Company by the weighted average number of ordinary shares for basic earnings per share computation and weighted average number of ordinary shares for diluted earnings per share computation respectively. These profit/(loss) and share data are presented in the tables in Note 9(a).

**11. Related party transactions****(a) Sales and purchase of goods and services**

In addition to the related party information disclosed elsewhere in the financial statements, the following significant transactions between the Group and related parties, who are not members of the Group, took place at terms agreed between the parties during the financial year:

	<b>Group</b>	
	<b>2017</b>	<b>2016</b>
	<b>\$</b>	<b>\$</b>
Purchase from non-controlling interest of a subsidiary	9,309	7,094
Service fee rendered to non-controlling interest of a subsidiary	<u>172</u>	<u>135</u>

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 11. Related party transactions (cont'd)

#### (b) Compensation of key management personnel

	Group	
	2017	2016
	\$	\$
Salaries and bonuses	1,136,741	1,181,826
Central Provident Fund contributions	80,880	78,621
Other staff costs	35,078	36,594
	<hr/>	<hr/>
Total compensation paid to key management personnel	1,252,699	1,297,041
	<hr/>	<hr/>
<b>Comprise amounts paid to:</b>		
Directors of the Company	342,990	365,315
Other key management personnel	909,709	931,726
	<hr/>	<hr/>
	1,252,699	1,297,041
	<hr/>	<hr/>

The remuneration of key management personnel are determined by the Remuneration Committee having regard to the performance of individuals and market trends.

No share options have been granted to the Company's executive and non-executive directors as at 31 March 2017.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 12. Property, plant and equipment

Group	Computers \$	Office equipment \$	Furniture and fittings \$	Motor vehicles \$	Renovation \$	Warehouse equipment \$	Total \$
<b>Cost</b>							
At 1 April 2015	660,949	548,337	491,704	1,237,376	421,372	121,629	3,481,367
Additions	46,691	25,701	3,650	117,135	934	1,458	195,569
Disposals/written-off	(35,541)	(3,304)	(11,073)	(35,424)	–	(1,245)	(86,587)
Exchange differences	(11,212)	(11,390)	(9,687)	(25,826)	(6,518)	(8,832)	(73,465)
At 31 March 2016 and 1 April 2016	660,887	559,344	474,594	1,293,261	415,788	113,010	3,516,884
Additions	58,887	30,068	9,554	51,452	300	5,261	155,522
Disposals/written-off	–	(166)	(947)	(11,681)	–	–	(12,794)
Disposal of a subsidiary	(14,027)	(45,077)	(31,983)	(120,233)	–	(921)	(212,241)
Exchange differences	(7,786)	3,868	244	(3,975)	(1,447)	4,802	(4,294)
At 31 March 2017	697,961	548,037	451,462	1,208,824	414,641	122,152	3,443,077
<b>Accumulated depreciation</b>							
At 1 April 2015	606,823	431,924	399,724	932,510	334,648	48,705	2,754,334
Charge for the year	47,464	41,180	29,544	150,648	23,148	9,753	301,737
Disposals/written-off	(34,627)	(3,219)	(10,788)	(35,122)	–	(1,227)	(84,983)
Exchange differences	(10,713)	(8,741)	(6,609)	(21,248)	(3,829)	(2,293)	(53,433)
At 31 March 2016 and 1 April 2016	608,947	461,144	411,871	1,026,788	353,967	54,938	2,917,655
Charge for the year	40,822	36,338	26,448	83,359	21,917	11,618	220,502
Disposals/written-off	–	–	(922)	(9,850)	–	–	(10,772)
Disposal of a subsidiary	(13,649)	(37,280)	(28,232)	(118,937)	–	(322)	(198,420)
Exchange differences	(7,604)	2,918	(532)	(2,543)	(2,108)	1,795	(8,074)
At 31 March 2017	628,516	463,120	408,633	978,817	373,776	68,029	2,920,891
<b>Net carrying amount</b>							
At 31 March 2016	51,940	98,200	62,723	266,473	61,821	58,072	599,229
At 31 March 2017	69,445	84,917	42,829	230,007	40,865	54,123	522,186

As at 31 March 2017, the net carrying amount of motor vehicles of the Group held under hire-purchase agreements is \$171,523 (2016: \$241,871). As at 31 March 2016, the Group acquired motor vehicles with an aggregate cost \$108,000 by means of hire-purchase.

Leased assets are pledged as security for the related hire-purchase liabilities.

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 12. Property, plant and equipment (cont'd)

Company	Computers \$	Office equipment \$	Furniture and fittings \$	Motor vehicles \$	Renovation \$	Warehouse equipment \$	Total \$
<b>Cost</b>							
At 1 April 2015	367,969	369,056	337,341	809,397	335,841	25,354	2,244,958
Additions	44,811	10,336	–	114,231	–	687	170,065
At 31 March 2016 and 1 April 2016	412,780	379,392	337,341	923,628	335,841	26,041	2,415,023
Additions	46,816	2,532	5,740	51,452	–	3,874	110,414
At 31 March 2017	459,596	381,924	343,081	975,080	335,841	29,915	2,525,437
<b>Accumulated depreciation</b>							
At 1 April 2015	352,430	301,834	298,502	577,318	282,551	25,178	1,837,813
Charge for the year	27,871	20,914	11,173	124,450	13,345	689	198,442
At 31 March 2016 and 1 April 2016	380,301	322,748	309,675	701,768	295,896	25,867	2,036,255
Charge for the year	23,515	20,103	10,583	68,853	13,346	2,500	138,900
At 31 March 2017	403,816	342,851	320,258	770,621	309,242	28,367	2,175,155
<b>Net carrying amount</b>							
At 31 March 2016	32,479	56,644	27,666	221,860	39,945	174	378,768
At 31 March 2017	55,780	39,073	22,823	204,459	26,599	1,548	350,282

As at 31 March 2017, the net carrying amount of motor vehicles of the Company held under hire-purchase agreements amounted to \$156,255 (2016: \$214,218). As at 31 March 2016, the Company acquired motor vehicles with an aggregate cost of \$108,000 by means of hire-purchase.

Leased assets are pledged as security for the related hire-purchase liabilities.

### 13. Investment in subsidiaries

	Company	
	2017 \$	2016 \$
Unquoted equity shares, at cost	7,697,959	7,697,959
Less: Impairment loss	(7,578,777)	(7,578,777)
	119,182	119,182
Movement in impairment account:		
At 1 April	7,578,777	7,414,068
Charge for the year	–	164,709
At 31 March	7,578,777	7,578,777

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 13. Investment in subsidiaries (cont'd)

Details of the subsidiaries are as follows:

Name	Country of incorporation	Principal activities	Proportion of ownership interest	
			2017 %	2016 %
<b>Held by the Company</b>				
Digital Hub Pte. Ltd. ("DHPL") <sup>1</sup>	Singapore	Distribution of computer peripherals and accessories	100	100
Ban Leong Technologies Sdn Bhd ("BLTM") <sup>2</sup>	Malaysia	Distribution of computer peripherals and accessories	100	100
Ban Leong Chin Inter Co., Ltd ("BLCI") <sup>3</sup>	Thailand	Distribution of computer peripherals and accessories	60	60
Ban Leong Technologies Australia Pty Ltd ("BLTA") <sup>4</sup>	Australia	Investment holding	100	100
宇扬(上海)投资咨询有限公司 (BLC (China) Limited) ("BLC") <sup>5</sup>	China	Distribution of corporate gift cards	100	100
AV Labs International Pte Ltd ("AV Labs") <sup>5</sup>	Singapore	Marketing and distribution of computer and hardware	100	100
<b>Held through a subsidiary</b>				
Audion Innovision Pty Ltd ("Audion") <sup>4</sup>	Australia	Distribution of computer peripherals and accessories	–	100

<sup>1</sup> Audited by Ernst & Young LLP, Singapore<sup>2</sup> Audited by Ernst & Young, Malaysia<sup>3</sup> Audited by Thiwan Auditing Office, Certified Accountant in Thailand<sup>4</sup> Audited by Metzke & Allen, Chartered Accountants in Australia<sup>5</sup> Unaudited management account is used for consolidation purposes as it is not material

## Interest in a subsidiary with material non-controlling interest ("NCI")

The Group has following subsidiary that have NCI that are material to the Group.

Name of subsidiary	Country of incorporation	Proportion of ownership interest held by NCI	Profit allocated to NCI during the reporting period	Accumulated NCI at the end of reporting period
<b>2017</b>				
Ban Leong Chin Inter Co., Ltd ("BLCI")	Thailand	40%	231,668	1,256,140
<b>2016</b>				
Ban Leong Chin Inter Co., Ltd ("BLCI")	Thailand	40%	227,420	964,537

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 13. Investment in subsidiaries (cont'd)

Summarised financial information of Ban Leong Chin Inter Co. Ltd before intercompany eliminations of subsidiary with material non-controlling interests are as follows:

	2017 \$	2016 \$
<b>Summarised statement of comprehensive income</b>		
Revenue	14,216,161	16,672,225
Profit before tax	716,343	751,408
Income tax expense	(137,173)	(182,858)
Profit for the year	579,170	568,550
Other comprehensive income	21,730	(171,570)
	<u>600,900</u>	<u>396,980</u>
<b>Summarised balance sheets</b>		
Current assets	4,364,923	5,801,022
Current liabilities	(1,363,583)	(3,529,081)
Net current assets	<u>3,001,340</u>	<u>2,271,941</u>
Non-current assets	<u>139,010</u>	<u>139,399</u>
Net assets	<u>3,140,350</u>	<u>2,411,340</u>

### 14. Investment in unquoted equity shares

	Group	
	2017 \$	2016 \$
Available-for-sale financial assets:		
Cost as at 1 April	514,616	514,616
Less: Impairment loss	(514,616)	(514,616)
Balance as at 31 March	<u>—</u>	<u>—</u>

In prior financial years, the Group subscribed for 273,476 ordinary shares, representing approximately 2.53% equity interest, in Avantouch Systems Pte Ltd through its wholly-owned subsidiary, AV Labs International Pte Ltd. The amount was fully impaired in 2015 because the recoverable value was assessed to be lower than the cost of investment.



## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 15. Investment in joint venture

	Group and Company	
	2017	2016
	\$	\$
Unquoted equity shares, at cost	10,235	10,235
Less: Impairment loss	(10,235)	(10,235)
	–	–

The details of the jointly-controlled entity are as follows:

Name	Country of incorporation	Principal activities	Proportion of ownership interest	
			2017	2016
			%	%

**Held by the Company**

eGear Inc Ltd ("eGear Inc")	Hong Kong	Marketing and distribution of electronic accessories	50	50
-----------------------------	-----------	--	----	----

The summarised financial information of the joint venture has not been presented as it is immaterial and accordingly not equity accounted for in the Group's consolidated statement of comprehensive income. The Group does not have proportionate share of losses, contingent liabilities and commitments beyond its cost of investments.

## 16. Deferred tax assets/(liabilities)

Deferred tax as at 31 March relates to the following:

	Consolidated balance sheet		Consolidated income statement	
	2017	2016	2017	2016
	\$	\$	\$	\$
<b>Group</b>				
Deferred tax assets				
– provisions	58,503	94,260	(35,757)	(7,335)
– unutilised tax losses	185,179	101,108	84,071	54,466
– other items	8,594	(6,486)	15,080	505
	252,276	188,882	63,394	47,636
Deferred tax liabilities				
– difference in depreciation for tax purposes	(29,121)	(16,342)	(12,779)	(685)
Deferred tax income			50,615	46,951
<b>Balance sheet</b>				
	2017	2016		
	\$	\$		
<b>Company</b>				
Deferred tax liabilities				
– difference in depreciation for tax purposes	(29,121)	(16,342)		

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 16. Deferred tax assets/(liabilities) (cont'd)

Unrecognised temporary differences relating to investment in subsidiaries

At the end of the reporting period, no deferred tax liability (2016: nil) has been recognised for taxes that would be payable on the undistributed earnings of overseas subsidiaries as the Group has determined that undistributed earnings of its overseas subsidiaries will not be distributed in the foreseeable future.

Such temporary differences for which no deferred tax has been recognised aggregate to \$3,140,000 (2016: \$2,535,000). The deferred tax liability is estimated to be \$314,000 (2016: \$253,500).

### 17. Intangible assets

	Group			
	Goodwill	Non contractual customer relationships	Trademarks	Total
	\$	\$	\$	\$
<b>Cost:</b>				
At 1 April 2015	2,418,920	1,291,312	175,682	3,885,914
Additions	–	–	1,092	1,092
At 31 March 2016 and 1 April 2016	2,418,920	1,291,312	176,774	3,887,006
Disposal of a subsidiary	(2,418,920)	(1,291,312)	–	(3,710,232)
At 31 March 2017	–	–	176,774	176,774
<b>Accumulated amortisation and impairment:</b>				
At 1 April 2015	2,418,920	937,201	176,228	3,532,349
Amortisation	–	354,111	546	354,657
At 31 March 2016 and 1 April 2016	2,418,920	1,291,312	176,774	3,887,006
Disposal of a subsidiary	(2,418,920)	(1,291,312)	–	(3,710,232)
At 31 March 2017	–	–	176,774	176,774
<b>Net carrying amount:</b>				
At 31 March 2016	–	–	–	–
At 31 March 2017	–	–	–	–

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 17. Intangible assets (cont'd)

	Trademark
	\$
<b>Company</b>	
<b>Cost:</b>	
At 1 April 2015	8,784
Additions	1,092
	<hr/>
At 31 March 2016, 1 April 2016 and 31 March 2017	9,876
<b>Accumulated amortisation and impairment:</b>	
At 1 April 2015	9,330
Amortisation	546
	<hr/>
At 31 March 2016, 1 April 2016 and 31 March 2017	9,876
<b>Net carrying amount:</b>	
At 31 March 2016	–
	<hr/>
At 31 March 2017	–
	<hr/>

### **Non-contractual customer relationships**

Non-contractual customer relationships were acquired in a business combination. Customer relationships relate to value of customer base with reference to recurring business dealings. The useful life of customer relationships was estimated to be 2 years.

### **Trademarks**

Trademarks were acquired in a business combination. The useful life of trademarks was estimated to be 5 years.

### **Amortisation expense**

The amortisation of customer relationship and trademarks are included in the “General and Administrative Expense” in profit or loss.

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 18. Inventories

	Group		Company	
	2017	2016	2017	2016
	\$	\$	\$	\$

#### Balance sheet:

Finished goods	18,739,810	22,815,343	11,028,866	12,524,921
----------------	------------	------------	------------	------------

	Group	
	2017	2016 (Re-presented)
	\$	\$

#### Statement of comprehensive income:

Inventories recognised as an expense in cost of sales	125,662,923	122,092,192
Inclusive of the following charge:		
– Inventories written-down	735,261	448,761

### 19. Trade receivables

	Group		Company	
	2017	2016	2017	2016
	\$	\$	\$	\$
Third parties	21,598,809	21,841,534	16,116,000	15,571,933
Subsidiary companies	–	–	5,426,029	12,807,426
Allowance for impairment	(192,842)	(143,845)	(184,670)	(7,821,530)
	21,405,967	21,697,689	21,357,359	20,557,829

Trade receivables are non-interest bearing and on 30 to 90 days' terms. They are recognised at their original invoice amounts which represents their fair values on initial recognition.

Amounts due from subsidiaries are unsecured, non-interest bearing and are repayable upon demand. They are to be settled in cash.

Included in trade receivables of the Group and the Company are amounts denominated in foreign currencies as follows:

	Group		Company	
	2017	2016	2017	2016
	\$	\$	\$	\$
United States dollars	2,613,149	674,576	2,542,437	2,103,772
Malaysian Ringgit	2,326,651	2,202,875	–	–
Thai Baht	1,764,228	2,360,972	–	–
Australian dollars	–	1,058,492	–	–
	6,704,028	6,296,915	2,542,437	2,103,772

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 19. Trade receivables (cont'd)

#### *Receivables that are past due but not impaired*

The Group and Company have trade receivables amounting to \$8,253,828 and \$5,066,163 (2016: \$8,984,209 and \$4,289,791) respectively that are past due at the end of reporting period but not impaired. These receivables are unsecured and the analysis of their aging at the end of reporting period is as follows:

	Group		Company	
	2017 \$	2016 \$	2017 \$	2016 \$
Trade receivables past due but not impaired:				
Less than 30 days	5,835,059	6,571,221	3,723,025	3,608,407
30 - 60 days	1,664,457	1,173,005	816,189	166,634
61 - 90 days	345,418	500,951	124,392	165,381
91 - 120 days	255,440	598,639	139,014	259,143
More than 120 days	153,454	140,393	263,543	90,226
	<u>8,253,828</u>	<u>8,984,209</u>	<u>5,066,163</u>	<u>4,289,791</u>

#### *Receivables that are impaired*

The Group and Company's trade receivables that are individually impaired at the end of reporting period are as follows:

	Group		Company	
	2017 \$	2016 \$	2017 \$	2016 \$
Third parties –				
nominal amounts	192,842	143,845	180,185	76,045
Subsidiary companies	–	–	4,485	7,745,485
Allowance for impairment	<u>(192,842)</u>	<u>(143,845)</u>	<u>(184,670)</u>	<u>(7,821,530)</u>
	<u>–</u>	<u>–</u>	<u>–</u>	<u>–</u>

Trade receivables that are individually determined to be impaired at the end of reporting period relate to debtors that are in significant financial difficulties and have defaulted on payments. These receivables are not secured by any collateral or credit enhancements.

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 19. Trade receivables (cont'd)

The movement of the allowance accounts used to record the impairment are as follows:

	Group		Company	
	2017	2016	2017	2016
	\$	\$	\$	\$
Movement in allowance accounts:				
At 1 April	143,845	465,659	7,821,530	387,529
Charge for the year	111,107	77,449	104,140	72,956
Trade receivables written-off against allowance	(60,501)	(393,997)	(7,741,000)	(379,955)
Reclassification from non-current amount due from a subsidiary	–	–	–	7,741,000
Exchange differences	(1,609)	(5,266)	–	–
At 31 March	192,842	143,845	184,670	7,821,530

### 20. Other receivables and deposits

	Group		Company	
	2017	2016	2017	2016
	\$	\$	\$	\$
Other receivables	756,130	516,010	427,503	233,684
Deposits	83,822	108,702	17,557	19,506
Subsidiary companies – non trade	–	–	135,100	1,634,008
	839,952	624,712	580,160	1,887,198

Other receivables include advances to suppliers and recovery account from suppliers.

Amounts due from subsidiaries are unsecured, non-interest bearing, repayable upon demand and are to be settled in cash.

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 21. Cash and cash equivalents

	Group		Company	
	2017 \$	2016 \$	2017 \$	2016 \$
Cash at banks and on hand	13,842,236	11,617,645	12,070,354	9,855,875
Short-term deposit	300,000	–	–	–
Cash and cash equivalents	14,142,236	11,617,645	12,070,354	9,855,875

Cash at bank earns interest at floating rates based on daily bank deposit rates. Short-term deposit are made for three months and earn interest at the rate of 0.78%.

Included in cash and cash equivalents of the Group and the Company are amounts denominated in foreign currencies as follows:

	Group		Company	
	2017 \$	2016 \$	2017 \$	2016 \$
United States dollars	1,106,087	1,881,086	1,047,889	1,759,045
Malaysian ringgit	376,027	316,669	–	–
Thai baht	957,093	1,050,042	–	–
Australian dollars	144,714	202,105	144,714	2,985
	2,583,921	3,449,902	1,192,603	1,762,030

### 22. Trade payables

	Group		Company	
	2017 \$	2016 \$	2017 \$	2016 \$
Third parties	21,525,467	18,874,344	18,844,442	16,050,139

Trade payables are non-interest bearing and have an average term of 30 to 60 days' terms.

Included in trade payables of the Group and the Company are amounts denominated in foreign currencies as follows:

	Group		Company	
	2017 \$	2016 \$	2017 \$	2016 \$
United States dollars	6,791,876	6,644,074	4,511,638	4,413,348
Malaysian ringgit	363,011	348,020	–	–
Thai baht	–	1,317	–	–
Australian dollars	–	224,980	–	–
	7,154,887	7,218,391	4,511,638	4,413,348

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 23. Bills payable to banks (unsecured)

Bills payable to banks have repayment terms of approximately 120 to 150 days'. Bills payable to banks bear interest at effective rates at 1.84% (2016: 2.46%) per annum.

### 24. Other payables and accruals

	Group		Company	
	2017 \$	2016 \$	2017 \$	2016 \$
Other payables	2,878,572	3,029,858	1,971,667	1,931,014
Accrued operating expenses	1,161,964	1,390,004	1,007,029	1,201,199
Subsidiary company – non-trade	–	–	1,458,854	–
	<u>4,040,536</u>	<u>4,419,862</u>	<u>4,437,550</u>	<u>3,132,213</u>

Other payables include marketing fund advances from suppliers and freight charges.

Amounts due to subsidiary are unsecured, non-interest bearing, repayable on demand and are to be settled in cash.

### 25. Hire-purchase liabilities

The Group and the Company have purchased motor vehicles under hire-purchase agreements. There are no restrictions placed upon the Group by entering into these agreements. These agreements have an average life of 3 to 5 years (2016: 3 to 5 years) with an option to purchase at the end of the hire-purchase term. The weighted average effective interest rate implicit in the hire-purchase agreements is about 3.75% to 5.4% (2016: 3.6% to 5.4%) per annum. The outstanding amount of hire-purchase obligations is secured by way of a legal mortgage on the underlying assets under hire-purchase agreements.



## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 25. Hire-purchase liabilities (cont'd)

The future minimum payments under hire-purchase agreements to acquire motor vehicles are as follows:

	Group		Company	
	Total minimum payments \$	Present value of payments \$	Total minimum payments \$	Present value of payments \$
<b>2017</b>				
Within one year	116,425	107,056	114,049	104,710
After one year but not later than five years	41,710	38,839	41,710	38,839
Total minimum hire-purchase payments	158,135	145,895	155,759	143,549
Less:				
Amounts representing finance charges	(12,240)	–	(12,210)	–
Present value of minimum hire-purchase payments	145,895	145,895	143,549	143,549
<b>2016</b>				
Within one year	146,488	133,207	140,256	127,280
After one year but not later than five years	135,327	126,692	132,734	124,133
Total minimum hire-purchase payments	281,815	259,899	272,990	251,413
Less:				
Amounts representing finance charges	(21,916)	–	(21,577)	–
Present value of minimum hire-purchase payments	259,899	259,899	251,413	251,413

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 26. Share capital, returned and treasury shares

#### (a) Share capital

	Group and Company			
	2017 No. of shares	2017 \$	2016 No. of shares	2016 \$
<b>Issued and fully paid ordinary share</b>				
At 1 April and 31 March	11,718,818	11,173,106	11,718,818	11,173,106

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

#### (b) Returned and treasury shares

	Group and Company			
	2017 No. of shares	2017 \$	2016 No. of shares	2016 \$
Returned shares	681,818	104,822	681,818	104,822
Treasury shares	1,278,000	259,824	447,000	88,904
	1,959,818	364,646	1,128,818	193,726

Returned shares relate to 681,818 ordinary shares of the Company that was transferred from Christine Anne McGregor and Innovision Technology Australia Pty Ltd to the Company as a result of the compensation for the shortfall in guaranteed profits in prior years.

The Company acquired 831,000 (2016: 23,000) ordinary shares of the Company through market purchases during the financial year. The total amount paid to acquire the shares was \$170,920 (2016: \$4,575).

### 27. Foreign currency translation reserve and other reserve

#### Foreign currency translation reserve

The foreign currency translation reserve is used to record exchange differences arising from the translation of the financial statements of foreign operations whose functional currencies are different from that of the Group's presentation currency.

#### Other reserve

Other reserve represents non-distributable amounts set aside in compliance with local laws of certain overseas subsidiary companies.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 28. Dividends

	Group and Company	
	2017	2016
	\$	\$

(a) *Declared and paid during the financial year:*

Dividends on ordinary shares:

Final one-tier tax exempt dividend 31 March 2016: 1.0 cent  
(31 March 2015: 1.0 cent) per share

1,160,530	1,160,760
-----------	-----------

(b) *Proposed but not recognised as a liability as at 31 March:*

Final one-tier tax exempt dividend 31 March 2017: 1.0 cent  
(31 March 2016: 1.0 cent) per share

1,152,220	1,160,530
-----------	-----------

The directors of the Company recommend that a final one-tier tax exempt dividend of 1.0 cents per ordinary share amounting to \$1,152,220 to be paid in respect of the financial year ended 31 March 2017. The proposed dividend, which is subject to shareholders' approval at the forthcoming Annual General Meeting of the Company, has not been accrued as liability as at 31 March 2017.

## 29. Operating lease commitments – as lessee

The Group has entered into commercial leases for office and warehouse facilities as at 31 March 2017. These leases have remaining non-cancellable lease term of between 12 to 60 months with options for renewal. There are no restrictions placed upon the Group by entering into these leases. All leases include a clause to enable upward revision of the rental charge on an annual basis based on prevailing market conditions.

Future minimum lease payments payable under non-cancellable operating leases are as follows:

	Group		Company	
	2017	2016	2017	2016
	\$	\$	\$	\$
Lease payables due:				
Not later than one year	866,564	873,536	680,732	615,763
Later than one year but not later than five years	748,096	1,387,584	599,366	1,280,098
	1,614,660	2,261,120	1,280,098	1,895,861

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 30. Financial instruments

	Loans and receivables	Financial liabilities carried at amortised cost	Total
	\$	\$	\$
<b>Group</b>			
<b>2017</b>			
<b>Assets</b>			
Trade receivables	21,405,967	–	21,405,967
Other receivables and deposits	839,952	–	839,952
Cash and cash equivalents	14,142,236	–	14,142,236
Total financial assets	<u>36,388,155</u>	–	36,388,155
Total non-financial assets			<u>19,600,759</u>
Total assets			<u>55,988,914</u>
<b>Liabilities</b>			
Trade payables	–	21,525,467	21,525,467
Bills payables to bank (unsecured)	–	3,140,165	3,140,165
Other payables and accruals	–	4,040,536	4,040,536
Hire-purchase liabilities	–	145,895	145,895
Total financial liabilities	<u>–</u>	<u>28,852,063</u>	28,852,063
Total non-financial liabilities			<u>714,214</u>
Total liabilities			<u>29,566,277</u>
<b>2016</b>			
<b>Assets</b>			
Trade receivables	21,697,689	–	21,697,689
Other receivables and deposits	624,712	–	624,712
Cash and cash equivalents	11,617,645	–	11,617,645
Total financial assets	<u>33,940,046</u>	–	33,940,046
Total non-financial assets			<u>23,756,750</u>
Total assets			<u>57,696,796</u>
<b>Liabilities</b>			
Trade payables	–	18,874,344	18,874,344
Bills payables to bank (unsecured)	–	8,694,155	8,694,155
Other payables and accruals	–	4,419,862	4,419,862
Hire-purchase liabilities	–	259,899	259,899
Total financial liabilities	<u>–</u>	<u>32,248,260</u>	32,248,260
Total non-financial liabilities			<u>838,523</u>
Total liabilities			<u>33,086,783</u>

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 30. Financial instruments (cont'd)

	Loans and receivables	Financial liabilities carried at amortised cost	Total
	\$	\$	\$
<b>Company</b>			
<b>2017</b>			
<b>Assets</b>			
Trade receivables	21,357,359	–	21,357,359
Other receivables and deposits	580,160	–	580,160
Cash and cash equivalents	12,070,354	–	12,070,354
Total financial assets	34,007,873	–	34,007,873
Total non-financial assets			11,547,622
Total assets			45,555,495
<b>Liabilities</b>			
Trade payables	–	18,844,442	18,844,442
Bills payables to bank (unsecured)	–	3,140,165	3,140,165
Other payables and accruals	–	4,437,550	4,437,550
Hire-purchase liabilities	–	143,549	143,549
Total financial liabilities	–	26,565,706	26,565,706
Total non-financial liabilities			571,186
Total liabilities			27,136,892
<b>2016</b>			
<b>Assets</b>			
Trade receivables	20,557,829	–	20,557,829
Other receivables and deposits	1,887,198	–	1,887,198
Cash and cash equivalents	9,855,875	–	9,855,875
Total financial assets	32,300,902	–	32,300,902
Total non-financial assets			13,090,316
Total assets			45,391,218
<b>Liabilities</b>			
Trade payables	–	16,050,139	16,050,139
Bills payables to bank (unsecured)	–	7,590,847	7,590,847
Other payables and accruals	–	3,132,213	3,132,213
Hire-purchase liabilities	–	251,413	251,413
Total financial liabilities	–	27,024,612	27,024,612
Total non-financial liabilities			657,657
Total liabilities			27,682,269

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 30. Financial instruments (cont'd)

**(a) Fair value of financial instruments by classes that are not carried at fair value and whose carrying amounts are reasonable approximation of fair value**

*Trade receivables (Note 19), other receivables and deposits (Note 20), cash and cash equivalents (Note 21), trade payables (Note 22), bills payable to banks (unsecured) (Note 23), other payables and accruals (Note 24) and hire-purchase liabilities (Note 25).*

The carrying amounts of these financial assets and liabilities are reasonable approximation of fair values, either due to their short-term nature or that they are floating rate instruments that are repriced to market interest rates on or near the balance sheet date.

**(b) Fair value of financial instruments by classes that are not carried at fair value and whose carrying amounts are not reasonable approximation of fair value**

*Investment in unquoted equity shares carried at cost (Note 14)*

Fair value information has not been disclosed for the Group's investment in unquoted equity shares that are carried at cost because fair value cannot be measured reliably. These equity shares represent ordinary shares in a computer systems integration company that is not quoted on any market and does not have any comparable industry peer that is listed. In 2015, the Group has impaired the investment in full.

### 31. Financial risk management objectives and policies

The Group and the Company is exposed to financial risks arising from its operations and the use of financial instruments. The key financial risks include interest rate risk, foreign currency risk, liquidity risk and credit risk. The board of directors reviews and agrees policies and procedures for the management of these risks. The Audit Committee provides independent oversight to the effectiveness of the risk management process. It is, and has been throughout the current and previous financial year, the Group's policy that no trading in derivative financial instruments shall be undertaken.

The following sections provide details regarding the Group's and Company's exposure to the above-mentioned financial risks and the objectives, policies and processes for the management of these risks.

**(a) Interest rate risk**

Interest rate risk is the risk that the fair value or future cash flows of the Group's and the Company's financial instruments will fluctuate because of changes in market interest rates. The Group's and the Company's exposure to interest rate risk arises primarily from their bills payable. All of the Group's and the Company's financial assets and liabilities at floating rates are contractually re-priced at intervals of less than 6 months (2016: less than 6 months) from the end of the reporting period.

Sensitivity analysis for interest rate risk

At the end of the reporting period, if SGD interest rates had been 15 (2016: 15) basis points lower/higher with all other variables held constant, the Group's profit net of tax would have been \$3,400 (2016: \$9,764) higher/lower, arising mainly as a result of lower/ higher interest expense on bills payable.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 31. Financial risk management objectives and policies (cont'd)

### (b) Foreign currency risk

The Group has transactional currency exposures arising from sales or purchases that are denominated in a currency other than the respective functional currencies of Group entities, primarily Singapore Dollar ("SGD"), Malaysian Ringgit ("MYR"), Thai Baht ("THB") and Australian Dollar ("AUD"). The foreign currencies in which these transactions are denominated are mainly United States Dollar ("USD"). Approximately 33% (2016: 35%) of the Group's sales are denominated in foreign currencies whilst almost 25% (2016: 38%) of costs are denominated in the respective functional currencies of the Group entities. The Group's trade receivable and trade payable balances at the end of reporting period have similar exposures.

The Group and the Company also hold cash and cash equivalents denominated in foreign currencies for working capital purposes. At the end of the reporting period, such foreign currency balances are disclosed in Note 21 to the financial statements.

The Group is also exposed to currency translation risk arising from its net investments in foreign operations, including Malaysia, Thailand, Australia and China. The Group's net investments in foreign subsidiary companies are not hedged as currency positions in these respective currencies are considered to be long-term in nature.

#### Sensitivity analysis for foreign currency risk

The following table demonstrates the sensitivity of the Group's profit before tax to a reasonably possible change in the USD, AUD, MYR and THB exchange rates (against SGD), with all other variables held constant.

			Group	
			Profit before tax	
			2017	2016
			\$	\$
USD	–	strengthened by 3% (2016: 3%)	(92,179)	(122,652)
	–	weakened by 3% (2016: 3%)	92,179	122,652
AUD	–	strengthened by 3% (2016: 3%)	4,340	31,068
	–	weakened by 3% (2016: 3%)	(4,340)	(31,068)
MYR	–	strengthened by 3% (2016: 3%)	70,190	65,146
	–	weakened by 3% (2016: 3%)	(70,190)	(65,146)
THB	–	strengthened by 3% (2016: 3%)	81,640	102,291
	–	weakened by 3% (2016: 3%)	(81,640)	(102,291)

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 31. Financial risk management objectives and policies (cont'd)

### (c) Liquidity risk

Liquidity risk is the risk that the Group or the Company will encounter difficulty in meeting financial obligations due to shortage of funds. The Group's and the Company's exposure to liquidity risk arises primarily from mismatches of the maturities of financial assets and liabilities. The Group and the Company's objective is to maintain a balance between continuity of funding and flexibility through the use of stand-by credit facilities.

The Group's and the Company's liquidity risk management policy is to maintain sufficient liquid financial assets and stand-by credit facilities with different banks.

*Analysis of financial instruments by remaining contractual maturities*

The table below summarises the maturity profile of the Group's and the Company's financial assets and liabilities at the end reporting period based on contractual undiscounted repayments obligations.

Group	2017				2016			
	1 year or less	1 to 5 Years	Over 5 years	Total	1 year or less	1 to 5 years	Over 5 years	Total
	\$	\$	\$	\$	\$	\$	\$	\$
<b>Financial assets</b>								
Trade receivables	21,405,967	–	–	21,405,967	21,697,689	–	–	21,697,689
Other receivables and deposits	839,952	–	–	839,952	624,712	–	–	624,712
Cash and cash equivalents	14,142,236	–	–	14,142,236	11,617,645	–	–	11,617,645
Total undiscounted financial assets	36,388,155	–	–	36,388,155	33,940,046	–	–	33,940,046
<b>Financial liabilities</b>								
Trade payables	21,525,467	–	–	21,525,467	18,874,344	–	–	18,874,344
Bills payable to banks (unsecured)	3,145,404	–	–	3,145,404	8,714,423	–	–	8,714,423
Other payables and accruals	4,040,536	–	–	4,040,536	4,419,862	–	–	4,419,862
Hire-purchase liabilities	116,425	41,710	–	158,135	146,488	135,327	–	281,815
Total undiscounted financial liabilities	28,827,832	41,710	–	28,869,542	32,155,117	135,327	–	32,290,444
Total net undiscounted financial assets/ (liabilities)	7,560,323	(41,710)	–	7,518,613	1,784,929	(135,327)	–	1,649,602



## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 31. Financial risk management objectives and policies (cont'd)

## (c) Liquidity risk (cont'd)

Company	2017				2016			
	1 year or less	1 to 5 Years	Over 5 years	Total	1 year or less	1 to 5 years	Over 5 years	Total
	\$	\$	\$	\$	\$	\$	\$	\$
<b>Financial assets</b>								
Trade receivables	21,357,359	–	–	21,357,359	20,557,829	–	–	20,557,829
Other receivables and deposits	580,160	–	–	580,160	1,887,198	–	–	1,887,198
Cash and cash equivalents	12,070,354	–	–	12,070,354	9,855,875	–	–	9,855,875
Total undiscounted financial assets	34,007,873	–	–	34,007,873	32,300,902	–	–	32,300,902
<b>Financial liabilities</b>								
Trade payables	18,844,442	–	–	18,844,442	16,050,139	–	–	16,050,139
Bills payable to bank (unsecured)	3,145,404	–	–	3,145,404	7,611,115	–	–	7,611,115
Other payables and accruals	4,437,550	–	–	4,437,550	3,132,213	–	–	3,132,213
Hire-purchase liabilities	114,049	41,710	–	155,759	140,256	132,734	–	272,990
Total undiscounted financial liabilities	26,541,445	41,710	–	26,583,155	26,933,723	132,734	–	27,066,457
Total net undiscounted financial assets/ (liabilities)	7,466,428	(41,710)	–	7,424,718	5,367,179	(132,734)	–	5,234,445

As at 31 March 2017, the Company has \$18,610,000 (2016: \$13,159,000) of undrawn committed borrowing facilities in respect of which all conditions precedent have been met.

## (d) Credit risk

Credit risk is the risk of loss that may arise on outstanding financial instruments should a counterparty default on its obligations. The Group and the Company's exposure to credit risk arises primarily from trade receivables and other receivables. For other financial assets (including cash and cash equivalents), the Group and the Company minimise credit risk by dealing with high credit rating counterparties.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 31. Financial risk management objectives and policies (cont'd)

### (d) Credit risk (cont'd)

The Group's objective is to seek continual revenue growth while minimising losses incurred due to increased credit risk exposure. The Group trades only with recognised and creditworthy third parties. It is the Group's policy that all customers who wish to trade on credit terms are subject to credit verification procedures. In addition, receivable balances are monitored on an ongoing basis with the result that the Group's exposure to bad debts is not significant.

#### Exposure to credit risk

At the end of the reporting period, the Group and the Company's maximum exposure to credit risk is represented by the carrying amount of each class of financial assets recognised in the balance sheets.

#### Credit risk concentration profile

The Group determines concentrations of credit risk by monitoring the country profile of its trade receivables on an on-going basis. The credit risk concentration profile of the Group's trade receivables at the end of the reporting period are as follows:

	2017		2016	
	\$	%	\$	%
<b>Group</b>				
<b>By country:</b>				
Singapore	14,990,631	70	15,515,426	72
Malaysia	2,381,223	11	2,258,125	10
Thailand	1,764,228	8	1,058,492	5
Australia	423	–	2,360,972	11
China	1,870,520	9	–	–
Others	398,942	2	504,674	2
	<u>21,405,967</u>	<u>100</u>	<u>21,697,689</u>	<u>100</u>

At the end of the reporting period, approximately:

- 32% (2016: 34%) of the Group's trade receivables were due from 5 major customers who are retailers and superstore operators in the multimedia and IT accessories industry located in Singapore.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 31. Financial risk management objectives and policies (cont'd)

### (d) Credit risk (cont'd)

#### Financial assets that are neither past due nor impaired

Trade and other receivables that are neither past due nor impaired are creditworthy debtors with good payment record with the Group. Cash and cash equivalents are placed with reputable financial institutions with high credit ratings and no history of default.

#### Financial assets that are either past due or impaired

Information regarding financial assets that are either past due or impaired is disclosed in Note 19 (Trade receivables).

## 32. Capital management

The primary objective of the Group's capital management is to ensure that it maintains a strong credit rating and healthy capital ratios in order to support its business and maximise shareholder value.

The Group manages its capital structure and makes adjustments to it, in light of changes in economic conditions. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares. No changes were made in the objectives, policies or processes during the financial years ended 31 March 2017 and 2016.

The Group monitors capital using a gearing ratio, which is net debt divided by total capital plus net debt. The Group aims to keep the gearing ratio at a minimal level. The Group includes within net debt, trade and other payables and accruals, bills payable, hire-purchase liabilities, less cash and cash equivalents. Capital includes equity attributable to owners of the Company.

	Group	
	2017	2016
	\$	\$
Trade payables	21,525,467	18,874,344
Bills payable to banks (unsecured)	3,140,165	8,694,155
Other payables and accruals	4,040,536	4,419,862
Hire-purchase liabilities (Note 25)	145,895	259,899
Less:		
Cash and cash equivalents (Note 21)	(14,142,236)	(11,617,645)
Net debt	14,709,827	20,630,615
Equity attributable to owners of the Company, representing total capital	25,166,497	23,645,476
Capital and net debt	39,876,324	44,276,091
Gearing ratio	37%	47%

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 33. Contingent liabilities

The Company, as the holding company, has given undertaking to provide financial support to certain subsidiaries to enable them to meet their liabilities as and when they fall due.

### 34. Segment information

For management purposes, the Group is organised into business units based on their products and services and is organised into 3 main operating segments, namely:

(a) *Multimedia*

Audio and visual products, such as speakers, LCD monitors, graphic cards, MP3 players and sound cards

(b) *Data storage*

Products that are used in the storage of data such as tape storage, HDD cases, Blu-ray and DVD-Roms

(c) *IT accessories*

PC-related accessories such as mice, keyboards and networking products such as switches, routers and wireless cards

There are no sales between business segments.

Management 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 table below, is measured differently from operating profit or loss in the consolidated financial statements. Group financing (including finance costs) and income taxes are managed on a group basis and are not allocated to operating segments.

Except for inventory, depreciation and amortisation, capital expenditure, other non-cash expenses and other assets and liabilities cannot be directly attributable to individual segments and it is impractical to arbitrarily allocate them to the segments.

Capital expenditure relates to additions to property, plant and equipment and intangible assets.

Other non-cash items relates to movement in allowances for impairment in trade receivables and inventories, trade receivables written off, fixed assets written-off, as well as impairment of investment in unquoted equity shares.

# NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

## 34. Segment information (cont'd)

	IT accessories		Multimedia		Data Storage		Total		Discontinued Operation		Total for Continuing Operations	
	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Sales to external customers	53,113,245	61,792,171	91,464,325	80,533,847	964,844	1,303,224	145,542,414	143,629,242	5,092,745	5,355,355	140,449,669	138,273,887
Segment results	1,222,059	1,377,398	1,222,115	1,718,707	7,810	11,408	2,451,984	3,107,513	71,648	(485,211)	2,380,336	3,592,724
Finance cost							(136,977)	(217,563)			(136,977)	(217,563)
Finance income							8,752	2,301	117	1,028	8,635	1,273
Operating profit before tax							2,323,759	2,892,251	71,765	(484,183)	2,251,994	3,376,434
Gain on disposal of a subsidiary							251,947		251,947			
Profit before tax							2,575,706	2,892,251	323,712	(484,183)	2,251,994	3,376,434
Income tax benefit/(expense)							577,033	(607,127)			577,033	(607,127)
Profit after tax							3,152,739	2,285,124	323,712	(484,183)	2,829,027	2,769,307
<b>Assets and liabilities:</b>												
Inventories	8,059,226	12,627,507	10,315,203	10,009,694	365,381	178,142	18,739,810	22,815,343		2,419,287	18,739,810	20,396,056
Unallocated assets							37,249,104	34,881,453		1,322,112	37,249,104	33,559,341
<b>Total assets</b>							55,988,914	57,696,796		3,741,399	55,988,914	53,955,397
Unallocated liabilities							29,566,277	33,086,783		543,094	29,566,277	32,543,689
<b>Total liabilities</b>							29,566,277	33,086,783		543,094	29,566,277	32,543,689
<b>Other segment information</b>												
Depreciation of property, plant and equipment							220,502	301,737	10,738	19,097	209,764	282,640
Amortisation of intangible assets								354,657		354,657		354,657
Capital expenditure							155,522	195,569		1,010	155,522	194,559
Other non-cash (income) expenses							906,216	639,420	7,766	113,210	898,450	526,210

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 34. Segment information (cont'd)

Discontinued operation relates to IT accessories and multimedia.

#### Geographical segments

Revenue and non-current assets information based on the geographical location of customers and assets respectively are as follows:

	Revenue		Non-current assets	
	2017	2016	2017	2016
	\$	\$	\$	\$
Singapore	100,657,280	99,191,312	354,900	391,311
Malaysia	18,851,383	19,544,074	280,552	233,170
Thailand	12,837,516	16,701,396	139,010	139,399
Australia	5,460,076	5,356,565	–	24,231
China	3,246,966	6,500	–	–
Asia <sup>(1)</sup>	2,903,659	2,117,118	–	–
Others <sup>(2)</sup>	1,585,534	712,277	–	–
	145,542,414	143,629,242	774,462	788,111
Discontinued operation	(5,092,745)	(5,355,355)	–	–
Total for continuing operations	140,449,669	138,273,887	774,462	788,111

<sup>(1)</sup> Asia includes Vietnam, Taiwan, Korea, Mongolia, Pakistan, India, Bangladesh, Nepal, Japan, Hong Kong and Asean member countries excluding Singapore, Malaysia and Thailand.

<sup>(2)</sup> Others include countries such as Africa, America, Saudi Arabia and United Arab Emirates, Israel and Sweden.

Non-current assets information presented above consists of property, plant and equipment, intangible assets, investment in unquoted shares and deferred tax assets as presented in the consolidated balance sheet.

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 35. Comparative figures

The following comparative figures have been represented to conform to the current year's presentation of discontinued operations separately from the continuing operations:

	Group	
	2016	2016
	As currently reported \$	As previously reported \$
Revenue	138,273,887	143,629,242
Costs of sales	(124,083,452)	(128,521,585)
<b>Gross profit</b>	<b>14,190,435</b>	<b>15,107,657</b>
Other operating income	305,724	305,724
Selling and distribution expense	(5,897,173)	(6,671,967)
General and administrative expense	(4,406,438)	(5,211,477)
<b>Profit from operating activities before foreign exchange</b>	<b>4,192,548</b>	<b>3,529,937</b>
Foreign exchange loss	(599,824)	(422,424)
<b>Profit from operating activities</b>	<b>3,592,724</b>	<b>3,107,513</b>
Finance costs	(217,563)	(217,563)
Finance income	1,273	2,301
<b>Profit before tax from continuing operations</b>	<b>3,376,434</b>	<b>2,892,251</b>
Income tax expense	(607,127)	(607,127)
Profit from continuing operations, net of tax	2,769,307	2,285,124
Loss from discontinued operation, net of tax	(484,183)	–
Profit for the year	2,285,124	2,285,124
<b>Cash flow statement:</b>		
<b>Cash flows from operating activities</b>		
Allowance/(write back) for inventory obsolescence	558,792	(84,179)
<b>Operating cash flows before changes in working capital</b>	<b>4,226,864</b>	<b>3,583,893</b>
Decrease in inventories	1,259,755	1,902,726

## NOTES TO THE FINANCIAL STATEMENTS

For the financial year ended 31 March 2017

### 36. Event occurring after the reporting period

On 29 March 2017, the Group's wholly owned subsidiary, AV Labs International Pte. Ltd. ("AV Labs"), entered into a convertible notes agreement with Bluedge International Limited ("Bluedge") and Mr Guo Tiesheng, a major shareholder of Bluedge, to subscribe convertible notes for an aggregate principal amount of \$2million. The transaction was completed on 6 April 2017. The convertible notes earn interest at 9% per annum.

The convertible notes may be converted in part or in whole at AV Labs' discretion into shares three years from the completion date. AV Labs is not obliged to convert the convertible notes and may elect to redeem upon maturity. The redemption amount payable would be the principal amount plus any accrued and unpaid interest based on the principal amount up to the date of actual repayment of the redemption amount. At the date of this financial statements, no such conversion has taken place.

### 37. Authorisation of financial statements for issue

The financial statements for the financial year ended 31 March 2017 were authorised for issue in accordance with a resolution of the directors on 28 June 2017.



## ANALYSIS OF SHAREHOLDINGS

As at 21 June 2017

Range of Shareholdings	Number of Shareholders	Percentage	No of Shares	Percentage
1 – 99	–	–	–	–
100 – 1,000	30	9.26	27,900	0.02
1,001 – 10,000	124	38.27	731,000	0.64
10,001 – 1,000,000	152	46.91	14,124,782	12.26
1,000,001 and above	18	5.56	100,338,318	87.08
<b>TOTAL</b>	<b>324</b>	<b>100.00</b>	<b>115,222,000</b>	<b>100.00</b>

Number of issued ordinary shares	:	117,181,818
Number of Treasury shares	:	1,278,000
Number of returned shares	:	681,818

### MAJOR SHAREHOLDERS AS AT 21 JUNE 2017

No	Name of Shareholder	No of Shares Held	Percentage
1	Wang Wei	28,281,000	24.54
2	Teng Woo Boon	26,066,000	22.62
3	Teng Kim Sui	6,902,000	5.99
4	Kim Seng Holdings Pte Ltd	4,999,000	4.34
5	Loh Yih	4,500,000	3.91
6	Chng Hock Huat	4,008,000	3.48
7	Cheung Miu Yin	3,800,000	3.30
8	Teo Su Ching	3,208,000	2.78
9	Lo Yew Seng	2,966,000	2.57
10	Teng Kin Chong	2,700,000	2.34
11	Hong Leong Finance Nominees Pte Ltd	2,600,000	2.26
12	Neo Gim Kiong	2,594,100	2.25
13	UOB Kay Hian Pte Ltd	1,744,818	1.51
14	Ang Chai Ling (Hong Cailing)	1,500,000	1.30
15	Yeo Siong Chan	1,343,400	1.17
16	Wong Kahoe	1,083,000	0.94
17	Ng Poh Kheng	1,035,000	0.90
18	Yu Lihong	1,008,000	0.88
19	OCBC Securities Private Ltd	814,000	0.71
20	Teo Chong Hock	633,000	0.55
		<b>101,785,318</b>	<b>88.34</b>

\*\* The percentage of issued ordinary shares is calculated based on the number of issued ordinary excluding the treasury shares and returned shares

## ANALYSIS OF SHAREHOLDINGS

As at 21 June 2017

### SUBSTANTIAL SHAREHOLDERS' INTERESTS IN THE COMPANY'S SHARES

The Shareholdings of the Substantial Shareholders as shown in the Register of Substantial Shareholders as at 21 June 2017:-

Name of substantial Shareholders	Direct Interest		Deemed Interest		Total Interest	
	No. of Shares	%	No. of Shares	%	No. of Shares	%
Wang Wei	28,281,000	24.54	-	-	28,281,000	24.54
Teng Woo Boon <sup>(1)</sup>	26,066,000	22.62	3,208,000	2.78	29,274,000	25.40
Teng Kim Sui	6,902,000	5.99	-	-	6,902,000	5.99

Notes:

<sup>(1)</sup> Teng Woo Boon is deemed to be interested through 3,208,000 shares held by his spouse, Teo Su Ching

### SHAREHOLDINGS HELD IN PUBLIC HANDS

The percentage of shareholdings held in the hand of public was approximately 34.90% as at 21 June 2017 and hence the Company has complied with Rule 723 of the SGX-ST Listing Manual.

## NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN that the Annual General Meeting of Ban Leong Technologies Limited (the “**Company**”) will be held at 150 Ubi Avenue 4, #04-01, Singapore 408825 on Tuesday, 25 July 2017 at 10.00 a.m. to transact the following businesses:-

### ORDINARY BUSINESS

1. To receive, consider and adopt the Audited Financial Statements of the Company for the financial year ended 31 March 2017 and the Directors’ Statement together with the Independent Auditors’ Report thereon. **(Resolution 1)**
2. To declare a tax exempt (one-tier) final dividend of 1 Singapore cent per ordinary share in respect of the financial year ended 31 March 2017. **(Resolution 2)**
3. To approve the proposed Directors’ fees of S\$152,000 for the financial year ended 31 March 2017. (2016: S\$158,871) **(Resolution 3)**
4. To re-elect the following Directors of the Company who retired by rotation in accordance with Articles 107 and 108 of the Constitution of the Company and who being eligible, offer themselves for re-election:-
  - (a) Mr. Ronald Teng Woo Boon **(Resolution 4)**
  - (b) Mr. Neo Gim Kiong **(Resolution 5)**
5. To re-appoint Messrs Ernst & Young LLP as Auditors and to authorise the Directors to fix their remuneration. **(Resolution 6)**

### SPECIAL BUSINESS

To consider and, if thought fit, to pass the following resolutions as Ordinary Resolutions, with or without modifications:

#### 6. Authority to Allot and Issue Shares

“That pursuant to Section 161 of the Companies Act, Chapter 50 and the listing rules of the Singapore Exchange Securities Trading Limited (“**SGX-ST**”), authority be and is hereby given to the Directors of the Company to:

- (a)
  - (i) issue and allot ordinary shares in the capital of the Company (“**Shares**”) whether by way of rights, bonus or otherwise; and/or
  - (ii) make or grant offers, agreements or options (collectively, “**Instruments**”) that might or would require Shares to be issued, including but not limited to the creation and issue of (as well as adjustments to) warrants, debentures or other instruments convertible into Shares, at any time and upon such terms and conditions and for such purposes and to such persons as the Directors may, in their absolute discretion, deem it; and
- (b) issue Shares in pursuance of any Instruments made or granted by the Directors while such authority was in force (notwithstanding that such issue of Shares pursuant to the Instruments may occur after the expiration of the authority contained in this resolution), provided that:
  - (1) the aggregate number of the Shares to be issued pursuant to such authority (including the Shares to be issued in pursuance of Instruments made or granted pursuant to such authority), does not exceed 50% of the total number of issued Shares in the capital of the Company, excluding treasury shares, subsidiary holdings and returned shares if any (as calculated in accordance with paragraph (2) below), and provided further that where shareholders of the Company (“**Shareholders**”) are not given the opportunity to participate in the same on a pro-rata basis (“**non pro-rata basis**”), then the Shares to be issued under such circumstances (including the Shares to be issued in pursuance of Instruments made or granted pursuant to such authority) shall not exceed 20% of the total number of issued Shares in the capital of the Company, excluding treasury shares, subsidiary holdings and returned shares if any [as calculated in accordance with paragraph (2) below];

## NOTICE OF ANNUAL GENERAL MEETING

- (2) (subject to such manner of calculation as may be prescribed by the SGX-ST) for the purpose of determining the aggregate number of the Shares that may be issued under paragraph (1) above, the total number of issued Shares, excluding treasury shares and subsidiary holdings, shall be based on the total number of issued Shares of the Company, excluding treasury shares and subsidiary holdings, at the time such authority was conferred, after adjusting for:
- (a) new Shares arising from the conversion or exercise of any convertible securities;
  - (b) new Shares arising from the exercising of share options or the vesting of share awards which are outstanding or subsisting at the time such authority was conferred; and
  - (c) any subsequent consolidation or subdivision of the Shares;
- and, in relation to an Instrument, the number of Shares shall be taken to be that number as would have been issued had the rights therein been fully exercised or effected on the date of the making or granting of the Instrument;
- (3) in exercising the authority conferred by this Resolution, the Company shall comply with the requirements imposed by the SGX-ST from time to time and the provisions of the Listing Manual of the SGX-ST for the time being in force (in each case, unless such compliance has been waived by the SGX-ST), all applicable legal requirements under the Companies Act and otherwise, and the Constitution of the Company for the time being; and
- (4) (unless revoked or varied by the Company in a general meeting) the authority so conferred shall continue to be in force until the conclusion of the next Annual General Meeting of the Company or the date by which the next Annual General Meeting of the Company is required by law to be held, whichever is earlier.”

**(Resolution 7)**

### 7. Renewal of Mandate for Interested Person Transactions

“That:

- (a) approval be and is hereby given, for the purposes of Chapter 9 of the Listing Manual (the “**Listing Manual**”) of the Singapore Exchange Securities Trading Limited (“**SGX-ST**”), for the Company, its subsidiaries and associated companies that are entities at risk (as that term is used in Chapter 9 of the Listing Manual), or any of them, to enter into any of the transactions falling within the types of interested person transactions described in the Addendum to Annual Report dated 10 July 2017 (the “**Addendum**”) with any party who fall within the classes of interested persons described in the Addendum, provided that such transactions are made on normal commercial terms and are not prejudicial to the interest of the Company or its minority shareholders, and in accordance with the review procedures for such interested person transactions as set out in the Addendum (the “**IPT Mandate**”);
- (b) the IPT Mandate shall, unless revoked or varied by the Company in a general meeting, continue to be in force until the date that the next Annual General Meeting of the Company is held or required by law to be held; and
- (c) the Directors of the Company be and are hereby authorised to complete and do all such acts and things (including executing all such documents as may be required) as they may consider expedient or necessary or in the interests of the Company to give effect to the IPT Mandate and/or this Resolution.”

**(Resolution 8)**

## NOTICE OF ANNUAL GENERAL MEETING

### 8. Renewal of Share Buy Back Mandate

“That:

- (a) for the purposes of Sections 76C and 76E of the Companies Act, Chapter 50, the authority conferred on the Directors to exercise all the powers of the Company to purchase or otherwise acquire issued Ordinary Shares in the capital of the Company not exceeding in aggregate the Maximum Limit (as hereafter defined), at such price or prices as may be determined by the Directors of the Company from time to time up to the Maximum Price (as hereafter defined), whether by way of:
- (i) market purchase(s) on the SGX-ST; and/or
  - (ii) off-market purchase(s) (if effected otherwise than on the SGX-ST) in accordance with any equal access scheme(s) as may be determined or formulated by the Directors of the Company as they consider it, which scheme(s) shall satisfy all the conditions prescribed by the Companies Act;

and otherwise in accordance with all other laws and regulations and rules of the SGX-ST as may for the time being be applicable, be and is hereby authorised and approved generally and unconditionally (the “**Share Buy Back Mandate**”),

- (b) unless varied or revoked by the Company in general meeting, the authority conferred on the Directors of the Company pursuant to the Share Buy Back Mandate may be exercised by the Directors of the Company at any time and from time to time during the period commencing from the date of the passing of this Resolution and expiring on the earlier of:
- (i) the date on which the next Annual General Meeting of the Company is held or required by law to be held; or
  - (ii) the date on which the purchases or acquisitions of the Shares pursuant to the Share Buy Back Mandate are carried out to the full extent mandated.
- (c) in this Resolution:

“**Maximum Limit**” means that number of issued Ordinary Shares representing 10% of the total number of the issued Ordinary Shares (excluding treasury shares, subsidiary holdings and return shares) as at the date of the passing of this Resolution;

“**Maximum Price**”, in relation to an Ordinary Share to be purchased or acquired, means the purchase price (excluding brokerage, commission, applicable goods and services tax and other related expenses) which shall not exceed:-

- (i) in the case of a Market Purchase, 105% of the Average Closing Price (as defined hereinafter); and
- (ii) in the case of an Off-Market Purchase, 120% of Average Closing Price (as defined hereinafter), pursuant to an equal access scheme

“**Average Closing Price**” means the average of the closing market prices of a Share for the five consecutive Market Days on which the Shares are transacted on the SGX-ST immediately preceding the date of Market Purchase by the Company or, as the case may be, the date of the making of the offer pursuant to the Off-Market Purchase, and deemed to be adjusted in accordance with the Listing Rules for any corporate action which occurs after the relevant five Market Days;

“**date of the making of the offer**” means the date on which the Company announces its intention to make an offer for an Off-Market Purchase, stating therein the purchase price (which shall not be more than the Maximum Price for an Off-Market Purchase calculated on the foregoing basis) for each Share and the relevant terms of the equal access scheme for effecting the Off-Market Purchase;

## NOTICE OF ANNUAL GENERAL MEETING

- (d) the Directors of the Company and/or any of them be and are hereby authorised to complete and do all such acts and things (including executing such documents as may be required) as they and/or he may consider expedient or necessary to give effect to the transactions contemplated and/or authorised by this Resolution.”

**(Resolution 9)**

By Order of the Board

Pan Mi Keay  
Company Secretary  
10 July 2017  
Singapore

### **EXPLANATORY NOTES:-**

Proposed Ordinary Resolution 4: Key information of Mr Ronald Teng Woo Boon, who is seeking for re-election as a Director of the Company, is found on page 12 of this Annual Report. Details of the share interests of Mr Ronald Teng Woo Boon in the Company can be found on page 103 of this Annual Report. Mr Ronald Teng Woo Boon is the Managing Director of the Company and spouse of Ms Teo Su Ching, who is the Head of Operations of the Company.

Proposed Ordinary Resolution 5: Key information of Mr Neo Gim Kiong, who is seeking for re-election as a Director of the Company, is found on page 12 of this Annual Report. Mr Neo Gim Kiong will remain as Independent Director, the Member of the Nominating Committee and Remuneration Committee upon re-election as Director of the Company. Mr. Neo Gim Kiong holds 2.25% direct interest in the share capital of the Company. There are no relationships (including immediate family relationships) between Mr Neo Gim Kiong and the other Directors, or the Company, or its 10% shareholders.

Proposed Ordinary Resolution 7: If passed, will empower the Directors of the Company from the date of the above meeting to issue shares in the Company up to an amount not exceeding in total 50% of the total number of issued shares in the capital of the Company with a sub-limit of 20% other than on a pro-rata basis to shareholders for the time being for such purposes as they consider would be in the interest of the Company. The authority will, unless previously revoked or varied at a general meeting, expire at the next AGM of the Company.

Proposed Ordinary Resolution 8: If passed, will empower the Directors of the Company to do all acts necessary to give effect to the IPT Mandate as described in the Addendum. The authority shall, unless revoked or varied by the Company in a general meeting, continue to be in force until the date that the next Annual General Meeting of the Company is held or required by law to be held.

Proposed Ordinary Resolution 9, if passed, will empower the Directors of the Company from the date of the above meeting until the date of the next Annual General Meeting to purchase or acquire up to 10% of the issued ordinary share capital of the Company as at the date of the passing of this Resolution. Details of the proposed Share Buy Back Mandate, including the sources of funds to be used for the purchase or acquisition, the amount of financing (if any) and the illustrative financial impact on the Company's financial position are set out in the Addendum to this Annual Report.

### **Notes:**

- (1) A shareholder of the Company entitled to attend and vote at the AGM of the Company may appoint not more than two proxies to attend and vote in his/her stead. A shareholder of the Company which is a corporation, is entitled to appoint its authorised representative or proxy to vote on its behalf. A proxy need not be a shareholder of the Company.
- (2) Intermediaries such as banks and capital markets services licence holders which provide custodial services and are members of the Company may appoint more than two proxies provided that each proxy is appointed to exercise the rights attached to different shares held by the member.

## NOTICE OF ANNUAL GENERAL MEETING

- (3) If a proxy is to be appointed, the instrument appointing a proxy must be duly deposited at the registered office of the Company at 150 Ubi Avenue 4, #04-01, Singapore 408825 not later than 48 hours before the time appointed for the holding of the AGM.
- (4) The instrument appointing a proxy must be signed by the appointor or his attorney duly authorised in writing. Where the instrument appointing a proxy is executed by a corporation, it must be executed either under its common seal or under the hand of any officer or attorney duly authorised.
- (5) A Depositor's name must appear on the Depository Register maintained by The Central Depository (Pte) Limited as at 72 hours before the time fixed for holding the AGM in order for the Depositor to be entitled to attend and vote at the AGM.

### PERSONAL DATA PRIVACY

By submitting an instrument appointing a proxy(ies) and/or representative(s) to attend, speak and vote at the AGM and/or any adjournment thereof, a member of the Company (i) consents to the collection, use and disclosure of the member's personal data by the Company (or its agents or service providers) for the purpose of the processing, administration and analysis by the Company (or its agents or service providers) of proxies and representatives appointed for the AGM (including any adjournment thereof) and the preparation and compilation of the attendance lists, minutes and other documents relating to the AGM (including any adjournment thereof), and in order for the Company (or its agents or service providers) to comply with any applicable laws, listing rules, regulations and/or guidelines (collectively, the "**Purposes**"), (ii) warrants that where the member discloses the personal data of the member's proxy(ies) and/or representative(s) to the Company (or its agents or service providers), the member has obtained the prior consent of such proxy(ies) and/or representative(s) for the collection, use and disclosure by the Company (or its agents or service providers) of the personal data of such proxy(ies) and/or representative(s) for the Purposes, and (iii) agrees that the member will indemnify the Company in respect of any penalties, liabilities, claims, demands, losses and damages as a result of the member's breach of warranty.

This page has been intentionally left blank.



# PROXY FORM

## BAN LEONG TECHNOLOGIES LIMITED

(Incorporated in the Republic of Singapore)  
(Company Registration No.: 199303898C)

### IMPORTANT

1. For investors who have used their CPF monies to buy shares in the capital of Ban Leong Technologies Limited, this Annual Report 2017 is forwarded to them at the request of their CPF Approved Nominees and is sent solely FOR INFORMATION ONLY.
2. This Proxy Form is not valid for use by CPF investors and shall be ineffective for all intents and purposes if used or purported to be used by them.
3. CPF investors who wish to vote should contact their CPF Approved Nominees.

I/We \_\_\_\_\_ (name) \_\_\_\_\_ (NRIC/Passport No.)

of \_\_\_\_\_ (address)

being a member/ members\* of Ban Leong Technologies Limited (the "Company"), hereby appoint: –

Name	NRIC/Passport No.	Proportion of Shareholding(s)	
		No. of Shares	%
Address			

and/or (delete where appropriate)

Name	NRIC/Passport No.	Proportion of Shareholding(s)	
		No. of Shares	%
Address			

as my/our\* proxy/proxies to vote for me/us\* on my/our\* behalf at the AGM of the Company to be held at 150 Ubi Avenue 4, #04-01, Singapore 408825 on Tuesday, 25 July 2017 at 10.00 a.m. and at any adjournment thereof. I/We\* direct my/our\* proxy/proxies\* to vote for or against the Ordinary Resolutions to be proposed at the AGM as indicated with an "X" in the spaces provided hereunder. If no specific directions as to voting are given, the proxy/proxies\* will vote or abstain from voting at his/her/their\* discretion.

Please tick here if more than two proxies will be appointed (Please refer to note 3). This is only applicable for intermediaries such as banks and capital markets services licence holders which provide custodial services.

All resolutions put to the vote at the AGM shall be decided by way of poll.

Resolution No.	Ordinary Resolutions	For#	Against#
1.	Adoption of the Audited Financial Statements of the Company for the financial year ended 31 March 2017 and the Directors' Statement together with the Independent Auditors' Report thereon.		
2.	Approval of tax exempt (one-tier) final dividend of 1 Singapore cent per ordinary share for the financial year ended 31 March 2017.		
3.	Approval of the payment of proposed Directors' fees of S\$152,000 for the financial year ended 31 March 2017.		
4.	Re-election of Mr. Ronald Teng Woo Boon as Director of the Company.		
5.	Re-election of Mr. Neo Gim Kiong as Director of the Company.		
6.	Re-appointment of Messrs Ernst & Young LLP as auditors.		
7.	Authority to Directors to allot and issue shares.		
8.	Renewal of the Interested Person Transactions Mandate.		
9.	Renewal of the Share Buy Back Mandate.		

\* Delete accordingly

# If you wish to exercise all your votes "For" or "Against", please indicate with an "X" within the box provided. Alternatively, please indicate the number of votes as appropriate.

Dated this \_\_\_\_\_ day of \_\_\_\_\_, 2017

\_\_\_\_\_  
Signature(s) of Member(s)/Common Seal

Total Number of Shares in:	No. of Shares Held
(a) CDP Register	
(b) Register of Members	

**IMPORTANT:** Please read notes overleaf



**Notes: –**

1. Please insert the total number of Shares held by you. If you have Shares entered against your name in the Depository Register (as defined in Section 131 of the Companies Act, Cap. 50), you should insert that number of Shares. If you have Shares registered in your name in the Register of Members of the Company, you should insert that number of Shares. If you have Shares entered against your name in the Depository Register and registered in your name in the Register of Members of the Company, you should insert the aggregate number of Shares. If no number is inserted, this form of proxy will be deemed to relate to all the Shares held by you.
2. A shareholder entitled to attend and vote at the AGM is entitled to appoint not more than two proxies to attend and vote on his behalf. A proxy need not be a shareholder of the Company.
3. Intermediaries such as banks and capital markets services licence holders which provide custodial services and are shareholders of the Company may appoint more than two proxies provided that each proxy is appointed to exercise the rights attached to different shares held by the shareholder. In such event, the relevant intermediary shall submit a list of its proxies together with the information required in this proxy form to the Company.
4. The instrument appointing a proxy or proxies, duly executed, must be deposited at the registered office of the Company at 150 Ubi Avenue 4, #04-01, Singapore 408825 not less than 48 hours before the time appointed for the AGM.
5. Where a shareholder appoints more than one proxy, he shall specify the proportion of his shareholding to be represented by each proxy and, if no percentage is specified, the first named proxy shall be deemed to represent 100 per cent of the shareholding and the second named proxy shall be deemed to be an alternate to the first named.
6. The instrument appointing a proxy or proxies must be under the hand of the appointor or his attorney duly authorised in writing. Where the instrument appointing a proxy or proxies is executed by a corporation, it must be executed under its common seal or under the hand of its attorney or a duly authorised officer.
7. Where an instrument appointing a proxy or proxies is signed on behalf of the appointor by an attorney, the letter or power of attorney or a duly certified copy thereof must (failing previous registration with the Company) be lodged with the instrument of proxy, failing which the instrument may be treated as invalid. Where the instrument appointing a proxy or proxies is executed by an attorney on behalf of the appointor, the power of attorney or a duly certified copy thereof must be lodged with the instrument.
8. A corporation which is a shareholder may authorise by resolution of its directors or other governing body such person as it thinks fit to act as its representative at the AGM, in accordance with Section 179 of the Companies Act, Cap. 50.
9. The submission of an instrument or form appointing a proxy by a shareholder does not preclude him from attending and voting in person at the AGM if he so wishes.
10. The Company shall be entitled to reject an instrument of proxy which is incomplete, improperly completed, illegible or where the true intentions of the appointor are not ascertainable from the instructions of the appointor specified on the instrument of proxy. In addition, in the case of Shares entered in the Depository Register, the Company may reject an instrument of proxy if the shareholder, being the appointor, is not shown to have Shares entered against his name in the Depository Register as at 72 hours before the time appointed for holding the meeting, as certified by The Central Depository (Pte) Limited to the Company.

**Personal Data Privacy**

By submitting an instrument appointing a proxy(ies) and/or representative(s), the member accepts and agrees to the personal data privacy terms set out in the Notice of Annual General Meeting dated 10 July 2017.

AFFIX  
POSTAGE  
STAMP

The Company Secretary  
**BAN LEONG TECHNOLOGIES LIMITED**  
150 Ubi Avenue 4, #04-01  
Singapore 408825





150 Ubi Ave 4 #04-01 Singapore 408825  
Tel: (65) 6512 9221 Fax: (65) 6741 9295  
Email: sales@banleong.com.sg  
www.banleong.com



[www.banleong.com](http://www.banleong.com)



Ban Leong on Facebook

