NORDIC
Group Limited
NORDIC GROUP LIMITED
(Company Registration Number: 201007399N)

## 3Q2016 Financial Statement and Dividend Announcement

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

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

UNAUDITED RESULTS FOR THE PERIOD ENDED 30 SEPTEMBER 2016

| CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME | $\begin{gathered} \text { 3Q2016 } \\ \${ }^{\prime} 000 \end{gathered}$ | $\begin{gathered} \text { 3Q2015 } \\ \${ }^{\prime} 000 \end{gathered}$ | Change \% | $\begin{aligned} & \text { Nine months } \\ & \text { ended } \\ & 30 / 09 / 2016 \\ & \${ }^{\prime} 000 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Nine months } \\ & \text { ended } \\ & 30 / 09 / 2015 \\ & \${ }^{\prime} 000 \end{aligned}$ | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue <br> Cost of Sales | $\begin{gathered} 21,390 \\ (14,664) \end{gathered}$ | $\begin{gathered} 21,715 \\ (15,546) \end{gathered}$ | (1) <br> (6) | 63,012 <br> $(43,132)$ | $\begin{gathered} 59,384 \\ (43,647) \end{gathered}$ | 6 $(1)$ |
| Gross Profit | 6,726 | 6,169 | 9 | 19,880 | 15,737 | 26 |
| Interest Income | 26 | 26 | - | 85 | 79 | 8 |
| Finance Costs | (217) | (330) | (34) | (767) | (659) | 16 |
| Marketing and Distribution Costs | (93) | (222) | (58) | (385) | (725) | (47) |
| Administrative Expenses | $(2,775)$ | $(3,063)$ | (9) | $(8,131)$ | $(8,044)$ | 1 |
| Other Gains / (Losses) | 494 | 1,011 | (51) | (104) | 1,590 | (107) |
| Profit Before Tax from Continuing Operations <br> Income Tax Expense | $\begin{array}{r} 4,161 \\ (666) \end{array}$ | $\begin{array}{r} 3,591 \\ (415) \end{array}$ | $\begin{aligned} & 16 \\ & 60 \end{aligned}$ | $\begin{gathered} \mathbf{1 0 , 5 7 8} \\ (1,711) \end{gathered}$ | $\begin{array}{r} 7,978 \\ (791) \end{array}$ | $\begin{array}{r} 33 \\ 116 \\ \hline \end{array}$ |
| Profit from Continuing Operations, Net of Tax | 3,495 | 3,176 | 10 | 8,867 | 7,187 | 23 |
| Other Comprehensive Income: Items that may be reclassified subsequently to Profit or Loss: Exchange Differences on Translating Foreign Operations, Net of Tax | 56 | - | nm | (252) | 15 | nm |
| Other Comprehensive Income, Net of Tax | 56 | - | nm | (252) | 15 | nm |
| Total Comprehensive Income | 3,551 | 3,176 | 12 | 8,615 | 7,202 | 20 |
| Profit Attributable to: |  |  |  |  |  |  |
| Owners of the Parent, Net of Tax Non-Controlling Interests, Net of Tax | $\begin{array}{r} 3,560 \\ (65) \\ \hline \end{array}$ | 3,176 | $\begin{array}{r} 12 \\ \mathrm{~nm} \\ \hline \end{array}$ | $\begin{array}{r} 8,932 \\ (65) \\ \hline \end{array}$ | 7,187 | $\begin{array}{r} 24 \\ \mathrm{~nm} \\ \hline \end{array}$ |
| Profit Net of Tax | 3,495 | 3,176 | 10 | 8,867 | 7,187 | 23 |
| Total Comprehensive Income Attributable to: |  |  |  |  |  |  |
| Owners of the Parent Non-Controlling Interests | 3,616 <br> (65) | $3,176$ | $\begin{array}{r} 14 \\ \mathrm{~nm} \\ \hline \end{array}$ | 8,680 <br> (65) | $7,202$ | 21 $n m$ |
| Total Comprehensive Income | 3,551 | 3,176 | 12 | 8,615 | 7,202 | 20 |
|  |  |  |  |  |  |  |

[^0]1(a)(ii) The following items (with appropriate breakdowns and explanations), if significant, must either be included in the income statement or in the notes to the income statement for the current financial period reported on and the corresponding period of the immediately preceding financial year.

The Group's profit or loss for the financial period is derived after (charging)/crediting:


$n m$ : not meaningful

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

STATEMENTS OF FINANCIAL POSITION

|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 30 \text { September } \\ 2016 \\ \text { S\$'000 } \end{gathered}$ | $\begin{gathered} 31 \text { December } \\ 2015 \\ \text { S\$'000 } \\ \hline \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2016 \\ \text { S\$'000 } \end{gathered}$ | $\begin{gathered} 31 \text { December } \\ 2015 \\ \text { S\$'000 } \\ \hline \end{gathered}$ |
| Assets |  |  |  |  |
| Non-Current Assets |  |  |  |  |
| Property, Plant and Equipment | 17,404 | 18,544 | - | - |
| Investments in Subsidiary |  |  | 1,350 | 1,350 |
| Goodwill | 22,451 | 22,451 | - | - |
| Total Non-Current Assets | 39,855 | 40,995 | 1,350 | 1,350 |
| Current Assets |  |  |  |  |
| Inventories | 8,888 | 8,988 | - | - |
| Trade and Other Receivables | 25,690 | 25,889 | 18,033 | 14,910 |
| Other Assets | 1,363 | 1,012 | 4 | - |
| Cash and Cash Equivalents | 34,549 | 35,566 | 6,585 | 11,230 |
| Total Current Assets | 70,490 | 71,455 | 24,622 | 26,140 |
| Total Assets | 110,345 | 112,450 | 25,972 | 27,490 |
| Liabilities and Equity Equity Attributable to Owners of the Parent |  |  |  |  |
| Share Capital | 22,439 | 22,439 | 22,439 | 22,439 |
| Retained Earnings | 41,321 | 37,065 | 2,748 | 4,688 |
| Treasury Shares | $(1,211)$ | (856) | $(1,211)$ | (856) |
| Other Reserves | 415 | 667 | - | - |
| Equity, Attributable to Owners of the Parent | 62,964 | 59,315 | 23,976 | 26,271 |
| Non-Controlling Interests | - | 65 | - | - |
| Total Equity | 62,964 | 59,380 | 23,976 | 26,271 |
| Non-Current Liabilities |  |  |  |  |
| Other Financial Liabilities | 7,865 | 11,171 | - | - |
| Deferred Tax Liabilities | 958 | 958 | - | - |
| Total Non-Current Liabilities | 8,823 | 12,129 | - | - |
| Current Liabilities |  |  |  |  |
| Income Tax Payable | 1,894 | 1,501 | 9 | 6 |
| Trade and Other Payables | 11,142 | 17,321 | 1,987 | 1,213 |
| Other Liabilities | - | 1,135 | - | - |
| Other Financial Liabilities | 25,522 | 20,984 | - | - |
| Total Current Liabilities | 38,558 | 40,941 | 1,996 | 1,219 |
| Total Liabilities | 47,381 | 53,070 | 1,996 | 1,219 |
| Total Liabilities and Equity | 110,345 | 112,450 | 25,972 | 27,490 |
|  |  |  |  |  |

Amount repayable in one year or less, or on demand

| As at 30 September 2016 |  | As at 31 December 2015 |  |
| :---: | :---: | :---: | :---: |
| Secured | Unsecured | Secured | Unsecured |
| \$'000 | $\$ \mathbf{\prime} 000$ | $\${ }^{\prime} 000$ | $\${ }^{\prime} 000$ |
| 6,235 | 19,287 | 4,128 | 16,856 |

Amount repayable after one year

| As at $\mathbf{3 0}$ September 2016 | As at 31 December 2015 |  |  |
| :---: | :---: | :---: | :---: |
| Secured <br> \$'000 | Unsecured <br> $\mathbf{\$ '}^{\prime} 000$ | Secured <br> \$'000 | Unsecured <br> $\mathbf{\$ '}^{\prime} 000$ |
| 7,615 | 250 | 10,921 | 250 |

## Details of any collateral

1. Charge on motor vehicles of certain subsidiaries for finance lease liabilities
2. Borrowings drawn down in relation to the acquisition of the leasehold property is secured against mortgage on the property.
3. Borrowings drawn down in relation to the acquisition of Austin Energy (Asia) Pte Ltd and its subsidiary, Austin Energy Offshore Pte. Ltd. (collectively known as "AE Group") is secured against mortgage on a leasehold property owned by Austin Energy Offshore Pte. Ltd.

1(c) A cash flow statement (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year

CONSOLIDATED STATEMENT OF CASH FLOWS

|  | $\begin{gathered} 3 \mathrm{Q} 2016 \\ \$ \mathbf{\$} 000 \end{gathered}$ | $\begin{gathered} \text { 3Q2015 } \\ \text { \$'000 } \end{gathered}$ | Nine months ended 30/09/2016 \$'000 | Nine months ended 30/09/2015 \$'000 |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities: <br> Profit before tax <br> Adjustments for: <br> Depreciation expense <br> Amortisation of intangible assets <br> Gain on disposal of plant and equipment <br> Interest income <br> Interest expense <br> Unrealised foreign exchange loss/(gain) | $\begin{array}{r} 4,161 \\ 601 \\ - \\ (1) \\ (26) \\ 217 \\ (262) \\ \hline \end{array}$ | $\begin{gathered} 3,591 \\ 878 \\ 41 \\ (485) \\ (26) \\ 330 \\ 188 \\ \hline \end{gathered}$ | $\begin{array}{r} 10,578 \\ 2,137 \\ - \\ (74) \\ (85) \\ 767 \\ 332 \\ \hline \end{array}$ | $\begin{gathered} 7,978 \\ 2,226 \\ 244 \\ (484) \\ (79) \\ 659 \\ 177 \\ \hline \end{gathered}$ |
| Operating cash flows before changes in working capital <br> Trade and other receivables <br> Other assets <br> Inventories <br> Other liabilities <br> Trade and other payables | $\begin{gathered} 4,690 \\ (746) \\ 121 \\ 1,081 \\ (65) \\ (830) \end{gathered}$ | $\begin{array}{r} 4,517 \\ 4,083 \\ 617 \\ (1,094) \\ - \\ 422 \end{array}$ | $\begin{array}{r} 13,655 \\ 199 \\ (351) \\ 100 \\ (1,135) \\ (6,179) \end{array}$ | $\begin{array}{r} 10,721 \\ 435 \\ 13 \\ (927) \\ - \\ (1,384) \end{array}$ |
| Cash generated from operations Income tax paid | $\begin{array}{r} 4,250 \\ (533) \\ \hline \end{array}$ | $\begin{gathered} 8,545 \\ (1,014) \\ \hline \end{gathered}$ | $\begin{gathered} 6,289 \\ (1,318) \\ \hline \end{gathered}$ | $\begin{gathered} 8,858 \\ (1,999) \\ \hline \end{gathered}$ |
| Net cash generated from operating activities | 3,718 | 7,531 | 4,971 | 6,859 |
| Cash flows from investing activities: <br> Acquisition of subsidiaries (net of cash acquired) <br> Purchase of plant and equipment <br> Proceeds from disposal of plant and equipment <br> Interest received | (196) <br> (1) <br> 26 | $\begin{array}{r} (499) \\ 2,084 \\ 26 \end{array}$ | $\begin{gathered} (1,038) \\ 169 \\ 85 \end{gathered}$ | $\begin{gathered} (7,460) \\ (2,495) \\ 2,090 \\ 79 \end{gathered}$ |
| Net cash (used in) / generated from investing activities | (171) | 1,611 | (784) | $(7,786)$ |
| Cash flows from financing activities: <br> Other financial liabilities <br> Increase from new borrowings <br> Decrease in finance leases <br> Dividends paid <br> Purchase of treasury shares <br> Interest paid | 262 - $(29)$ $(2,115)$ $(61)$ $(217)$ | $\begin{array}{r} (4,545) \\ - \\ (27) \\ (1,600) \\ (185) \\ (330) \\ \hline \end{array}$ | $\begin{array}{r} 1,166 \\ - \\ (96) \\ (4,676) \\ (355) \\ (767) \\ \hline \end{array}$ | $\begin{array}{r} (10,158) \\ 15,239 \\ (60) \\ (3,600) \\ (185) \\ (659) \\ \hline \end{array}$ |
| Net cash used in financing activities | $(2,160)$ | $(6,687)$ | $(4,728)$ | 577 |
| Net increase / (decrease) in cash and cash equivalents <br> Effect of foreign exchange rate changes on the balance of cash held in foreign currencies <br> Cash and cash equivalents at beginning of period | $\begin{array}{r} 1,387 \\ 170 \\ 32,992 \end{array}$ | $\begin{array}{r} 2,455 \\ (197) \\ 30,025 \end{array}$ | $\begin{array}{r} (541) \\ (476) \\ 35,566 \end{array}$ | $\begin{array}{r} (350) \\ (166) \\ 32,799 \end{array}$ |
|  | 34,549 | 32,283 | 34,549 | 32,283 |

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

## STATEMENT OF CHANGES IN EQUITY

|  | Attributable to shareholders of the company |  |  |  |  |  | NonControlling Interests \$'000 | Total Equity S'000 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Issued Capital } \\ \$ \mathbf{\$} 000 \\ \hline \end{gathered}$ | Foreign Currency Translation Reserve $\${ }^{\prime} 000$ | Retained Earnings \$'000 | Statutory Reserves \$'000 | Treasury Shares S'000 | $\begin{gathered} \text { Parent } \\ \text { Sub-Total } \\ \$ \mathbf{\prime} 000 \end{gathered}$ |  |  |
| Group - Q3 <br> Balance at 1 July 2016 | 22,439 | 124 | 39,876 | 235 | $(1,150)$ | 61,524 | 65 | 61,589 |
| Total comprehensive income for the period Purchase of treasury shares Dividends paid | - | 56 | $\begin{array}{r} 3,560 \\ (2,115) \end{array}$ | - | (61) | $\begin{array}{r} 3,616 \\ (61) \\ (2,115) \end{array}$ | (65) | $\begin{array}{r} 3,551 \\ (61) \\ (2,115) \end{array}$ |
| Balance at 30 September 2016 | 22,439 | 180 | 41,321 | 235 | $(1,211)$ | 62,964 | - | 62,964 |
| Balance at 1 July 2015 | 22,439 | 407 | 32,164 | 235 | - | 55,245 | 72 | 55,317 |
| Total comprehensive income for the period | - |  | 3,176 | - | - | 3,176 | - | 3,176 |
| Purchase of treasury shares | - | - |  | - | (185) | (185) | - | (185) |
| Dividends paid | - | - | $(1,600)$ | - | - | $(1,600)$ |  | $(1,600)$ |
| Balance at 30 September 2015 | 22,439 | 407 | 33,740 | 235 | (185) | 56,636 | 72 | 56,708 |
| Group - 9 months |  |  |  |  |  |  |  |  |
| Balance at 1 January 2016 | 22,439 | 432 | 37,065 | 235 | (856) | 59,315 | 65 | 59,380 |
| Total comprehensive income for the period | - | (252) | 8,932 | - | - | 8,680 | (65) | 8,615 |
| Purchase of treasury shares | - | - |  | - | (355) | (355) | - | (355) |
| Dividends paid | - | - | $(4,676)$ | - | - | $(4,676)$ | - | $(4,676)$ |
| Balance at 30 September 2016 | 22,439 | 180 | 41,321 | 235 | $(1,211)$ | 62,964 | - | 62,964 |
| Balance at 1 January 2015 | 22,439 | 392 | 30,153 | 235 | - | 53,219 | 72 | 53,291 |
| Total comprehensive income for the period | - | 15 | 7,187 | - | - | 7,202 | - | 7,202 |
| Purchase of treasury shares | - | - |  | - | (185) | (185) | - | (185) |
| Dividends paid | - | - | $(3,600)$ | - | - | $(3,600)$ | - | $(3,600)$ |
| Balance at 30 September 2015 | 22,439 | 407 | 33,740 | 235 | (185) | 56,636 | 72 | 56,708 |
|  |  |  |  |  |  |  |  |  |


|  | Issued Capital \$'000 | Retained Earnings \$'000 | Treasury Shares \$000 | Total equity \$'000 |
| :---: | :---: | :---: | :---: | :---: |
| Company - Q3 <br> Balance at 1 July 2016 <br> Total comprehensive income for the period <br> Purchase of treasury shares <br> Dividends paid | $22,439$ | $\begin{array}{r} 4,807 \\ 56 \\ - \\ (2,115) \\ \hline \end{array}$ | $(1,150)$ (61) | $\begin{array}{r} 26,096 \\ 56 \\ (61) \\ (2,115) \\ \hline \end{array}$ |
| Balance at 30 September 2016 | 22,439 | 2,748 | $(1,211)$ | 23,976 |
| Balance at 1 July 2015 <br> Total comprehensive income for the period Purchase of treasury shares <br> Dividends paid | $22,439$ | $\begin{gathered} 2,206 \\ (174) \\ - \\ (1,600) \\ \hline \end{gathered}$ | (185) | $\begin{array}{r} 24,645 \\ (174) \\ (185) \\ (1,600) \\ \hline \end{array}$ |
| Balance at 30 September 2015 | 22,439 | 432 | (185) | 22,686 |
| Company-9 months <br> Balance at 1 January 2016 <br> Total comprehensive income for the period Purchase of treasury shares Dividends paid | 22,439 | $\begin{gathered} 4,688 \\ 2,736 \\ - \\ (4,676) \\ \hline \end{gathered}$ | $\begin{gathered} (856) \\ - \\ (355) \end{gathered}$ | $\begin{gathered} 26,271 \\ 2,736 \\ (355) \\ (4,676) \\ \hline \end{gathered}$ |
| Balance at 30 September 2016 | 22,439 | 2,748 | $(1,211)$ | 23,976 |
| Balance at 1 January 2015 <br> Total comprehensive income for the period Purchase of treasury shares <br> Dividends paid | $22,439$ | $\begin{gathered} 3,889 \\ 143 \\ - \\ (3,600) \\ \hline \end{gathered}$ | (185) | $\begin{gathered} 26,328 \\ 143 \\ (185) \\ (3,600) \end{gathered}$ |
| Balance at 30 September 2015 | 22,439 | 432 | (185) | 22,686 |

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

|  | 30 September 2016 |  | 30 June 2016 |  |
| :---: | :---: | :---: | :---: | :---: |
| Issued and paid up capital | No. of shares | S\$'000 | No. of shares | S\$'000 |
| As at 1 January | 395,330,800 | 21,583 | 395,330,800 | 21,583 |
| Less: Treasury shares | $(1,855,100)$ | (355) | $(1,598,600)$ | (294) |
| Total issued share capital excluding treasury shares as at end of period | 393,475,700 | 21,228 | 393,732,200 | 21,289 |


|  | 30 September 2016 |  | 30 June 2016 |  |
| :--- | ---: | ---: | ---: | ---: |
| Treasury shares | No. of shares | S'000 | No. of shares | S $\mathbf{\prime} \mathbf{0 0 0}$ |
| As at 1 January | $4,669,200$ | 856 | $4,669,200$ | 856 |
| Share buy-back | $1,855,100$ | 355 | $1,598,600$ | 294 |
| Treasury shares balance as at end of <br> period | $\mathbf{6 , 5 2 4 , 3 0 0}$ | $\mathbf{1 , 2 1 1}$ | $\mathbf{6 , 2 6 7 , 8 0 0}$ | $\mathbf{1 , 1 5 0}$ |

The company had no convertibles as at the end of the current financial period and as at the end of the corresponding period for the immediately preceding financial year.

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

The total number of issued shares excluding treasury shares as at the end of the period was $393,475,700$ ordinary shares (31 December 2015: 395,330,800 ordinary shares).

As at 30 September 2016, the Company holds 6,524,300 treasury shares (31 December 2015: 4,669,200 treasury shares).

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

The Company purchased and held 6,524,300 treasury shares (31 December 2015: 4,669,200 treasury shares) during the period. Except for the purchase, there was no other sale, disposal, cancellation and/or use of treasury shares during the period ended 30 September 2016.
2. Whether the figures have been audited, or reviewed and in accordance with which standard (e.g. the Singapore Standard on Auditing 910 (Engagements to Review Financial Statements), or an equivalent standard)

The figures have not been audited or reviewed.
3. Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of matter)

Not applicable.
4. Whether the same accounting policies and methods of computation as in the issuer's most recently audited annual financial statements have been applied

The unaudited financial statements have been prepared by applying policies and methods of computation consistent with those used in the preparation of the most recently audited financial statements except as disclosed in paragraph 5 below.
5. If there are any changes in the accounting policies and methods of computation, including any required by an accounting standard, what has changed, as well as the reasons for, and the effect of, the change

The Group reviewed the useful lives and residual values of its property, plant and equipment in accordance with FRS 16 paragraph 51. As a result the Group changed certain assets' useful lives from " 5 to 10 years" to " 15 years" to better reflect the useful lives of the assets. The change is a prospective change and is effective from 1 July 2016. The depreciation charge for 3Q2016 and 9 months ended 30 September 2016 decreased by $\$ 228,514$ and the profit before tax increased by the same amount.
6. Earnings per ordinary share of the group for the current period reported on and the corresponding period of the immediately preceding financial year, after deducting any provision for preference dividends

|  |  | Nine months <br> ended | Nine months <br> ended |
| :--- | ---: | ---: | ---: | ---: |
| $30 / 09 / 2015$ |  |  |  |$|$| 30/09/2016 |
| :--- |

The Company had no dilutive equity instruments during the respective financial periods.
7. Net asset value (for the issuer and group) per ordinary share based on issued share capital of the issuer at the end of the (a) current period reported on and (b) immediately preceding financial year

|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & 30 \text { September } \\ & 2016 \\ & \hline \end{aligned}$ | $\begin{gathered} 31 \text { December } \\ 2015 \\ \hline \end{gathered}$ | $\begin{gathered} \hline 30 \text { September } \\ 2016 \\ \hline \end{gathered}$ | $\begin{gathered} 31 \text { December } \\ 2015 \\ \hline \end{gathered}$ |
| Net asset value (\$000) | 62,964 | 59,315 | 23,976 | 26,271 |
| Number of ordinary shares (excluding Treasury Shares) ('000) | 393,476 | 395,331 | 393,476 | 395,331 |
| Net asset value per share (cents) | 16.0 | 15.0 | 6.1 | 6.6 |

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

## Review of performance for quarter ended 30 September 2016 ("3Q2016")

## Revenue

Our revenue decreased by approximately $\$ 300,000$ or $1 \%$, from approximately $\$ 21.7$ million in 3Q2015 to approximately $\$ 21.4$ million in $3 Q 2016$. The decrease was mainly due to decrease in revenue from the Project Services segment.

| Business Segment | 3Q2016 | 3Q2015 | Change | Change |
| :---: | :---: | :---: | :---: | :---: |
|  | \$'000 | \$'000 | \$'000 | \% |
| Project Services | 15,687 | 17,901 | $(2,214)$ | -12\% |
| Maintenance Services | 5,703 | 3,814 | 1,889 | 50\% |
| Total | 21,390 | 21,715 | (325) | -1\% |

Gross profit and gross profit margin
Gross profit for 3Q2016 increased approximately $\$ 557,000$ or $9 \%$ from $\$ 6.2$ million in 3Q2015 to $\$ 6.7$ million in 3Q2016. Similarly, gross profit margin increased from 28\% in 3Q2015 to 31\% in 3Q2016.

The increase in gross profit margin was due to higher margins from the Maintenance Services segment.

## Finance costs

Finance costs decreased approximately $\$ 113,000$ or $34 \%$, from approximately $\$ 0.3$ million in 3Q2015 to approximately $\$ 0.2$ million in 3Q2016 mainly due to lower interest expenses.

## Marketing and distribution expenses

Marketing and distribution expenses decreased approximately \$129,000 or 58\% from \$0.2 million in 3Q2015 to $\$ 0.1$ million in 3Q2016, mainly due to lower sales and marketing costs incurred.

## Administrative expenses

Administrative expenses decreased approximately $\$ 288,000$ or $9 \%$ from $\$ 3.1$ million in 3Q2015 to $\$ 2.7$ million in 3Q2016, mainly due to lower staff costs.

## Other gains and losses

Other gains of approximately $\$ 0.5$ million were recorded in 3Q2016, arising mainly from foreign exchange gains of approximately $\$ 0.3$ million, due to the strengthening of the United States Dollar against the Singapore Dollar during the period under review and other income of approximately $\$ 0.1$ million.

For 3Q2015, other gains of approximately $\$ 1.0$ million were recorded arising mainly from disposal of a subsidiary's leasehold property and foreign exchange gains.

## Review of performance for nine months ended 30 September 2016 ("9M2016")

## Revenue

Our revenue increased by approximately $\$ 3.6$ million or 6\%, from approximately $\$ 59.4$ million in 9M2015 to approximately $\$ 63.0$ million in 9M2016. The increase was mainly due to revenue contribution from AE Group which was acquired on 2 June 2015.

| Business Segment | 9M2016 | 9M2015 | Change | Change (\%) |
| :---: | :---: | :---: | :---: | :---: |
|  | \$'000 | \$'000 | \$'000 | \% |
| Project Services | 47,160 | 45,132 | 2,028 | 4\% |
| Maintenance Services | 15,852 | 14,252 | 1,600 | 11\% |
| Total | 63,012 | 59,384 | 3,628 | 6\% |

## Gross profit and gross profit margin

Gross profit for 9M2016 increased approximately $\$ 4.2$ million or $26 \%$ from $\$ 15.7$ million in 9 M 2015 to $\$ 19.9$ million in 9M2016 while gross profit margin increased from $26 \%$ in 9M2015 to $31 \%$ in 9M2016.

Gross profit for 9M2016 is higher than 9M2015 mainly due to contribution from AE Group. The increase in gross profit margin was due to higher margins from both the Project Services and Maintenance Services segments.

## Finance costs

Finance costs increased approximately $\$ 108,000$ or $16 \%$, from approximately $\$ 0.7$ million in 9 M 2015 to approximately $\$ 0.8$ million in 9M2016 mainly due to the bank loan drawn down for the financing of the acquisition of $A E$ Group.

## Marketing and distribution costs

Marketing and distribution costs decreased approximately $\$ 340,000$ or $47 \%$, from approximately $\$ 0.7$ million in 9M2015 to approximately $\$ 0.4$ million in 9M2016, mainly due to lower sales and marketing costs incurred.

## Administrative expenses

Administrative expenses remained relatively constant at $\$ 8.1$ million.

## Other gains and losses

Other losses of approximately $\$ 0.1$ million were recorded in 9M2016, arising mainly from foreign exchange losses of approximately $\$ 0.8$ million, due to the weakening of the United States Dollar against the Singapore Dollar during the period under review. The foreign exchange loss was offset by government grants received of approximately $\$ 0.4$ million, gain on disposal of plant and equipment of approximately $\$ 0.1$ million and other income of approximately $\$ 0.2$ million.

For 9M2015, other gains of approximately $\$ 1.6$ million was recorded, comprising mainly of foreign exchange gains of approximately $\$ 0.9$ million, gain on disposal of plant and equipment of approximately $\$ 0.5$ million and government grants received of approximately $\$ 0.2$ million.

## Statement of Financial Position Review (as at 30 September 2016 compared to 31 December 2015)

## Non-current assets

Non-current assets decreased approximately $\$ 1.1$ million or $3 \%$ from approximately $\$ 41.0$ million as at 31 December 2015 to approximately $\$ 39.9$ million as at 30 September 2016.

The decrease was mainly due to depreciation of property, plant and equipment of approximately $\$ 2.1$ million partially offset with acquisition of plant and equipment of approximately $\$ 1.0$ million.

## Current assets

Current assets decreased approximately $\$ 1.0$ million or $1 \%$, from approximately $\$ 71.5$ million as at 31 December 2015 to approximately $\$ 70.5$ million as at 30 September 2016.

The decrease was due to decrease in cash and cash equivalents of approximately $\$ 1.0$ million, decrease in inventories of $\$ 0.1$ million and decrease in trade and other receivables of $\$ 0.2$ million offset with increase in other assets of $\$ 0.3$ million.

## Current liabilities

Current liabilities decreased approximately $\$ 2.4$ million or $6 \%$, from approximately $\$ 40.9$ million as at 31 December 2015 compared to $\$ 38.5$ million as at 30 September 2016.

The decrease was due to decrease in trade and other payables of approximately $\$ 6.3$ million and decrease in other liabilities of approximately $\$ 1.1$ million offset by increase in income tax payable of approximately $\$ 0.3$ million and increase in other financial liabilities of approximately $\$ 4.5$ million.

## Non-current liabilities

Non-current liabilities decreased by approximately $\$ 3.3$ million or $27 \%$, from approximately $\$ 12.1$ million as at 31 December 2015 to approximately $\$ 8.8$ million as at 30 September 2016.

The decrease was due to decrease in other financial liabilities of $\$ 3.3$ million.

## Equity

Our capital and reserves increased by approximately $\$ 3.6$ million or $6 \%$ from $\$ 59.4$ million as at 31 December 2015 to $\$ 62.9$ million as at 30 September 2016. The increase is mainly due to the retention of net profit for 9M2016, partially offset by distribution of dividends in 2016.

## Statement of Cash Flows Review

## 3Q2016

We continued to maintain a healthy cash position with approximately $\$ 34.5$ million in cash and bank balances as at the end of 3Q2016.

In 3Q2016, net cash generated from operating activities amounted to approximately $\$ 3.7$ million compared with approximately $\$ 7.5$ million generated in 3Q2015. We generated net cash of approximately $\$ 4.7$ million from operating profits before working capital changes. Net cash used in working capital amounted to approximately $\$ 0.5$ million. This was mainly due to cash outflow from increase in trade and other receivables of approximately $\$ 0.7$ million and cash outflow from decrease in trade and other payables of approximately $\$ 0.8$ million. These cash outflows were offset by cash inflows from decrease in inventories of approximately $\$ 1.1$ million and cash inflows from decrease in other assets of approximately $\$ 0.1$ million. Our operating cash flow from operations was reduced by income taxes payment of approximately $\$ 0.5$ million.

Net cash of approximately $\$ 0.2$ million was used in investing activities mainly for the purchase of plant and equipment.

Net cash of approximately $\$ 2.1$ million was used in financing activities. This was mainly due to dividend payment of approximately $\$ 2.1$ million, interest payment of approximately $\$ 0.2$ million and purchase of treasury shares of approximately $\$ 0.1$ million. This cash outflow was offset by an increase in cash from bank borrowings of approximately $\$ 0.3$ million.

## 9M2016

In 9M2016, net cash generated from operating activities amounted to approximately $\$ 5.0$ million compared to approximately $\$ 6.9$ million used in 9M2015. We generated net cash of approximately $\$ 13.7$ million from operating profits before working capital changes. Net cash used in working capital amounted to approximately $\$ 7.4$ million. This was mainly due to (i) cash outflow from decrease in other liabilities of approximately $\$ 1.1$ million; (ii) cash outflow from increase in other assets of approximately $\$ 0.4$ million and (iii) cash outflow from decrease in trade and other payables of approximately $\$ 6.2$ million. These cash outflows were offset by cash inflow from the decrease in trade and other receivables of $\$ 0.2$ million and decrease in inventories of $\$ 0.1$ million. Our operating cash flow from operations was reduced by income tax payments of approximately $\$ 1.3$ million.

Net cash of approximately $\$ 0.8$ million was used in investing activities mainly for the purchase of plant and equipment.

Net cash of approximately $\$ 4.7$ million was used in financing activities. This was mainly due to dividend payment of approximately $\$ 4.7$ million, interest payment of approximately $\$ 0.8$ million and purchase of treasury shares of approximately $\$ 0.4$ million. The cash outflow was offset by an increase in cash from bank borrowings of approximately $\$ 1.2$ million.
9. Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results

No profit forecast or profit guarantee has been issued for the current financial reporting period.
10. A commentary at the date of the announcement of the competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months

Currently, our Group has outstanding orders amounting to approximately $\$ 26.0$ million. The deliveries for these orders will spread within the next 24 months and as such, we expect to derive sustained revenue streams from these orders up to FY2018. These confirmed orders are however, subject to possible cancellation, deferral, rescheduling or variations by customers.

The Group's businesses serving largely the marine, oil and gas industries remain challenging amidst persistent weak oil prices, fluctuations in the exchange rate of the US dollar against the Singapore dollar and more recently the contagion effect from the fallout of some of the local oil and gas players.

However, the Group is optimistic with the contract wins secured to date, the prudent cost and risk management initiatives undertaken and the opportunities for further M\&A, the Group will continue to deliver value to shareholders.

The Group remains positive over the long term prospects in the marine, offshore oil and gas industries, petrochemical sectors and pharmaceutical industry.
11. Dividend
(a) Current Financial Period Reported on 30 September 2016
(i) Any dividend declared for the current financial period reported on? No.
(ii) Any dividend recommended for the current financial period reported on? No.
(b) Corresponding Period of the Immediately Preceding Financial Year

Any dividend declared for the corresponding period of the immediately preceding financial year? No.
(c) Date payable

Not applicable.
(d) Books closure date

Not applicable.
12. If no dividend has been declared/recommended, a statement to that effect

Not applicable.

## 13. Interested Person Transactions

The Company has not obtained a general mandate from shareholders for interested person transactions. The Company did not have any interested person transactions during the period under review (excluding transactions less than $\$ 100,000$ ).

## 14. Confirmation by the Board pursuant to Rule 705(5) of the Listing Manual

The Board of Directors ("the Board") hereby confirm that, to the best of their knowledge, nothing has come to the attention of the Board which may render the interim financial statement for the financial period ended 30 September 2016 to be false or misleading in any material aspect.

## BY ORDER OF THE BOARD

CHANG YEH HONG
CHAIRMAN
11 NOVEMBER 2016


[^0]:    nm : not meaningful

