



**TYE SOON LIMITED**

Company Registration No. 195700114W

**Full Year Financial Statements and Dividend Announcement For The Year Ended 31 December 2020**

**PART 1 INFORMATION REQUIRED FOR QUARTERLY (Q1, Q2 & Q3), HALF-YEAR AND FULL YEAR ANNOUNCEMENTS**

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

Consolidated Income Statement	2020 \$'000	2019 \$'000	Increase/ (Decrease) %
Revenue	198,236	222,048	(10.7)
Other income	1,115	168	563.7
Changes in inventories of finished goods	(3,130)	841	nm
Cost of purchases	(152,649)	(179,658)	(15.0)
Staff costs	(22,129)	(21,963)	0.8
Depreciation expenses	(4,877)	(4,929)	(1.1)
Other operating expenses	(11,852)	(12,679)	(6.5)
Finance costs	(2,428)	(3,201)	(24.1)
Share of profit/(loss) of associate (net of tax)	50	(64)	nm
Profit before tax	2,336	563	314.9
Tax expense	(1,060)	(284)	273.2
Profit for the year	1,276	279	357.3
Profit attributable to:			
Owners of the Company	1,224	226	441.6
Non-controlling interests	52	53	(1.9)
<b>Profit for the year</b>	<b>1,276</b>	<b>279</b>	<b>357.3</b>

nm denotes not meaningful.

Consolidated Statement of Comprehensive Income	2020 \$'000	2019 \$'000	Increase/ (Decrease) %
<b>Profit for the year</b>	1,276	279	357.3
<b>Other comprehensive income</b>			
<b>Items that are or may be reclassified subsequently to profit or loss:</b>			
Foreign currency translation differences of net assets/liabilities of foreign branch, subsidiaries and associate	1,307	(701)	nm
	1,307	(701)	nm
<b>Items that will not be reclassified to profit or loss:</b>			
Remeasurement of defined benefit obligation of a subsidiary	(156)	(224)	(30.4)
	(156)	(224)	(30.4)
<b>Other comprehensive income for the year, net of tax</b>	1,151	(925)	nm
<b>Total comprehensive income for the year</b>	2,427	(646)	nm
<b>Total comprehensive income attributable to:</b>			
Owners of the Company	2,377	(699)	nm
Non-controlling interests	50	53	(5.7)
<b>Total comprehensive income for the year</b>	2,427	(646)	nm

1(a)(ii) The following items (with appropriate breakdown 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:-

	2020 \$'000	2019 \$'000	Increase/ (Decrease) %
<b>Analysis of operating expenses:</b>			
Operating lease expenses	(1,115)	(1,447)	(22.9)
Transportation expenses	(2,628)	(3,157)	(16.8)
Impairment loss on trade receivables and bad debts written off	(7)	-	nm
Write-down of inventories	(963)	(636)	51.4
Loss on sale of plant and equipment	-	(1)	(100.0)
Foreign exchange loss	(328)	(231)	42.0
Others	(6,811)	(7,207)	(5.5)
	(11,852)	(12,679)	(6.5)

nm denotes not meaningful.

	2020 \$'000	2019 \$'000	Increase/ (Decrease) %
<b>Analysis of other income:</b>			
Government grants and supports	976	9	10,744.4
Finance income	16	29	(44.8)
Gain on sale of plant and equipment	4	-	nm
Write back of impairment loss on trade receivables	6	80	(92.5)
Others	113	50	126.0
	1,115	168	563.7

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

	Group 31 Dec 2020 \$'000	Group 31 Dec 2019 \$'000	Company 31 Dec 2020 \$'000	Company 31 Dec 2019 \$'000
<b>Assets</b>				
Plant and equipment	961	1,161	326	414
Right-of-use assets	7,358	7,526	2,265	3,750
Goodwill on consolidation	102	94	-	-
Subsidiaries	-	-	24,709	24,546
Associate	185	133	162	162
Other investment	815	815	815	815
Deferred tax assets	1,525	1,344	-	-
Loan receivables	-	-	-	-
<b>Non-current assets</b>	10,946	11,073	28,277	29,687
Current tax assets	139	250	-	-
Inventories	100,310	103,440	33,456	33,274
Trade and other receivables	28,525	32,980	37,792	50,008
Cash and cash equivalents	21,130	17,545	10,997	7,686
<b>Current assets</b>	150,104	154,215	82,245	90,968
<b>Total assets</b>	161,050	165,288	110,522	120,655
<b>Equity</b>				
Share capital	38,057	38,057	38,057	38,057
Reserves	16,417	14,040	1,910	3,635
<b>Equity attributable to owners of the Company</b>	54,474	52,097	39,967	41,692
<b>Non-controlling interests</b>	450	400	-	-
<b>Total equity</b>	54,924	52,497	39,967	41,692

	Group 31 Dec 2020	Group 31 Dec 2019	Company 31 Dec 2020	Company 31 Dec 2019
	\$'000	\$'000	\$'000	\$'000
<b>Liabilities</b>				
Loans and borrowings	4,371	-	4,371	-
Employee benefits	1,013	776	-	-
Deferred tax liabilities	24	29	-	-
Lease liabilities	3,699	3,901	950	2,234
<b>Non-current liabilities</b>	<b>9,107</b>	<b>4,706</b>	<b>5,321</b>	<b>2,234</b>
Loans and borrowings	61,450	77,767	49,373	64,704
Contract liabilities	1,373	1,037	1,373	1,022
Trade and other payables	29,611	25,512	13,123	9,492
Current tax liabilities	787	157	-	-
Lease liabilities	3,798	3,612	1,365	1,511
<b>Current liabilities</b>	<b>97,019</b>	<b>108,085</b>	<b>65,234</b>	<b>76,729</b>
<b>Total liabilities</b>	<b>106,126</b>	<b>112,791</b>	<b>70,555</b>	<b>78,963</b>
<b>Total equity and liabilities</b>	<b>161,050</b>	<b>165,288</b>	<b>110,522</b>	<b>120,655</b>

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

(A) the amount repayable in one year or less, or on demand;

As at 31/12/2020		As at 31/12/2019	
Secured	Unsecured	Secured	Unsecured
\$'000	\$'000	\$'000	\$'000
24	61,450	25	77,767

(B) the amount repayable after one year;

As at 31/12/2020		As at 31/12/2019	
Secured	Unsecured	Secured	Unsecured
\$'000	\$'000	\$'000	\$'000
38	4,371	61	-

(C) whether the amounts are secured or unsecured; and

As disclosed in (A) and (B) above.

(D) details of any collaterals.

Nil.

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

	Group 2020	Group 2019
	\$'000	\$'000
<b>Cash flows from operating activities</b>		
Profit before tax	2,336	563
Adjustments for :		
Depreciation of plant and equipment	377	444
Depreciation of right-of-use assets	4,500	4,485
(Gain)/Loss on sale of plant and equipment	(4)	1
Share of profit/(loss) of associate (net of tax)	(50)	64
Impairment loss/(Reversal of impairment loss) on trade receivables	1	(80)
Write-down of inventories	963	636
Interest income	(16)	(29)
Finance costs	2,428	3,201
Unrealised foreign exchange loss/(gain)	536	(175)
Gain on derecognition of right-of-use assets	(5)	-
	11,066	9,110
<b>Changes in working capital</b>		
Changes in inventories	3,556	(2,017)
Changes in trade and other receivables	4,733	2,225
Changes in trade and other payables	3,999	2,877
Changes in contract liabilities	336	(36)
Changes in bills payables and trust receipts	(1,311)	524
Cash generated from operating activities	22,379	12,683
Tax paid	(445)	(454)
Interest paid	(1,040)	(1,591)
<b>Net cash from operating activities</b>	<b>20,894</b>	<b>10,638</b>
<b>Cash flow from investing activities</b>		
Interest received	16	29
Proceeds from sales of plant and equipment	9	4
Acquisition of right-of-use assets	-	(13)
Acquisition of plant and equipment	(156)	(104)
<b>Net cash used in investing activities</b>	<b>(131)</b>	<b>(84)</b>
<b>Cash flows from financing activities</b>		
Proceeds from borrowings	23,080	13,521
Repayment of borrowings	(34,713)	(15,032)
Payment of lease liabilities	(4,342)	(4,321)
Interest paid	(1,561)	(1,706)
<b>Net cash used in financing activities</b>	<b>(17,536)</b>	<b>(7,538)</b>
<b>Net increase in cash and cash equivalents</b>	<b>3,227</b>	<b>3,016</b>
Cash and cash equivalents at the beginning of the year	17,545	14,705
Effect of exchange rate changes on the balance of cash held in foreign currencies	358	(176)
<b>Cash and cash equivalents at the end of the year</b>	<b>21,130</b>	<b>17,545</b>

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

Group	Attributable to owners of the Company						Non-controlling interests \$'000	Total equity \$'000
	Share capital \$'000	Other capital reserves \$'000	Fair value reserve \$'000	Translation reserve \$'000	Retained earnings \$'000	Total \$'000		
At 1 January 2019	38,057	3,501	(105)	(6,622)	17,965	52,796	347	53,143
<b>Total comprehensive income for the year</b>								
Profit for the year	-	-	-	-	226	226	53	279
<b>Other comprehensive income</b>								
Foreign currency translation differences of net assets/liabilities of foreign branch, subsidiaries and associate	-	-	-	(701)	-	(701)	-	(701)
Remeasurement of defined benefit obligation of a subsidiary	-	-	-	-	(224)	(224)	-	(224)
<b>Total other comprehensive income</b>	-	-	-	(701)	(224)	(925)	-	(925)
<b>Total comprehensive income for the year</b>	-	-	-	(701)	2	(699)	53	(646)
At 31 December 2019	38,057	3,501	(105)	(7,323)	17,967	52,097	400	52,497
At 1 January 2020	38,057	3,501	(105)	(7,323)	17,967	52,097	400	52,497
<b>Total comprehensive income for the year</b>								
Profit for the year	-	-	-	-	1,224	1,224	52	1,276
<b>Other comprehensive income</b>								
Foreign currency translation differences of net assets/liabilities of foreign branch, subsidiaries and associate	-	-	-	1,309	-	1,309	(2)	1,307
Remeasurement of defined benefit obligation of a subsidiary	-	-	-	-	(156)	(156)	-	(156)
<b>Total other comprehensive income</b>	-	-	-	1,309	(156)	1,153	(2)	1,151
<b>Total comprehensive income for the year</b>	-	-	-	1,309	1,068	2,377	50	2,427
At 31 December 2020	38,057	3,501	(105)	(6,014)	19,035	54,474	450	54,924

Company	Share capital \$'000	Fair value reserve \$'000	Translation reserve \$'000	Retained earnings \$'000	Total \$'000
At 1 January 2019	38,057	(105)	659	3,430	42,041
<b>Total comprehensive income for the year</b>					
Loss for the year	-	-	-	(362)	(362)
<b>Other comprehensive income</b>					
Foreign currency translation differences of net assets/liabilities of foreign branch	-	-	13	-	13
<b>Total other comprehensive income</b>	-	-	13	-	13
<b>Total comprehensive income for the year</b>	-	-	13	(362)	(349)
At 31 December 2019	38,057	(105)	672	3,068	41,692

At 1 January 2020	38,057	(105)	672	3,068	41,692
<b>Total comprehensive income for the year</b>					
Loss for the year	-	-	-	(1,747)	(1,747)
<b>Other comprehensive income</b>					
Foreign currency translation differences of net assets/liabilities of foreign branch	-	-	22	-	22
<b>Total other comprehensive income</b>	-	-	22	-	22
<b>Total comprehensive income for the year</b>	-	-	22	(1,747)	(1,725)
At 31 December 2020	38,057	(105)	694	1,321	39,967

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

Not applicable.

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

	Number of ordinary Shares	Share Capital \$'000
As at 31 Dec 2019	87,265,029	38,057
As at 31 Dec 2020	87,265,029	38,057

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

Not applicable.

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

Not applicable.

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

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

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

Not applicable.

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

Except as disclosed in item 5 below, the Group had applied the same accounting policies and methods of computation in the financial statements for the current financial period as those applied in the Group's most recently audited financial statements for the year ended 31 December 2019.

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

The Group has applied the following SFRS(I)s, interpretations of SFRS(I) and requirement of SFRS(I) which are mandatorily effective from 1 January 2020:

- Amendments to SFRS(I) 3 Definition of a Business
- Amendments to SFRS(I) 7 and SFRS(I) 9 Interest Rate Benchmark Reform
- Amendments to SFRS(I) 1-1 and SFRS(I) 1-8 Definition of Material
- Amendments to References to the Conceptual Framework in SFRS(I) Standards

The adoption of the above standards did not have any significant impact on the financial statements.

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

Earnings per ordinary share for the year based on profit attributable to shareholders	2020	2019
(a) Based on the weighted average number of ordinary shares in issue; and	1.40 cents	0.26 cents
(b) On a fully diluted basis	1.40 cents	0.26 cents

Basic earnings per share for the year ended 31 December 2020 was computed based on net profit attributable to shareholders of \$1,224,000 (31 December 2019: net profit of \$226,000) and weighted average number of ordinary shares of 87,265,029 (31 December 2019: 87,265,029).

Diluted earnings per share for the year ended 31 December 2020 was computed based on net profit attributable to shareholders of \$1,224,000 (31 December 2019: net profit of \$226,000) and number of ordinary shares of 87,265,029 (31 December 2019: 87,265,029).



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

	Group 2020	Group 2019	Company 2020	Company 2019
Net asset value per ordinary share based on issued share capital	62.4 cents	59.7 cents	45.8 cents	47.8 cents

Net asset value per ordinary share as at 31 December 2020 was computed based on equity attributable to owners of the Company of \$54,474,000 (2019: \$52,097,000) and existing ordinary shares of 87,265,029 (31 December 2019: 87,265,029).

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

### **Review of Performance**

FY20 was an extraordinary year for the speed and extent the COVID-19 pandemic emerged and engulfed the world. The Group's business started the year on a positive note following record sales for a six-month period in 2H19 but was adversely affected by the effects of temporary business closures arising from lockdown measures imposed in some of the countries where it operates and where it exports to. Group turnover for the year declined by 10.7% to \$198.2 million.

The year started well for the export-based business in Singapore with sales growth at 16.6% for YTD Feb 20. A sharp drop off, however, ensued in April and May with the Circuit Breaker in Singapore as well as an increasing number of export markets facing lockdown restrictions. Though the rest of the year remained impacted by lower level of shipments with most export markets operating under lockdown restrictions at one stage or another, the Group managed to recover from the low levels seen in the second quarter as the business benefitted from having a geographically diversified customer base and a large portfolio of brands. Turnover ended the year 24.3% lower in comparison with FY19.

Despite being affected by poorer sentiment due to the COVID-19 situation, the business in South Korea carried on largely uninterrupted throughout the year as the South Korean government did not impose a general lockdown on businesses. The business managed to increase revenue by 11.1% in KRW terms, or 10.9% in SGD terms, on the back of healthy customer demand.

Turnover in Australia improved by 4.5% in AUD terms, or 5% in SGD terms, as the business shifted back into growth against a backdrop of firmer customer

demand especially in 2H20 despite the dampening effects of partial lockdowns during the year.

Turnover for the business in Malaysia was higher by 10.5% in MYR terms for the first two months of the year as business momentum, on the back of market share improvements, carried over from the previous year. The business environment, however, was interrupted abruptly when the country declared lockdown measures under a Movement Control Order in March 2020. The ensuing mandatory closure for the business for a period of just over a month and a half resulted in a sharp drop off in sales for the second quarter. Although business levels climbed back up in 2H20, the recovery was unable to completely make up for lost sales. Turnover for the year ended 11.6% lower in MYR terms, or 11.9% in SGD terms, compared to FY19.

The gross margin rate for the Group improved due to the higher proportion of sales to the repair workshop level. That improvement, however, was not sufficient to offset the effects of the reduced level of business. Total margins decreased by \$1.1 million.

Government-driven stimuli and aid programs in response to the COVID-19 situation featured in certain jurisdictions the Group operates in. These mainly related to wage and other operating cost subsidies. These made up almost all of the increase in other income.

In addition to such wage and other operating cost subsidies, the Group put in place cost-saving measures and reigned in other costs resulting in cost savings amounting to \$1.1 million in aggregate, the main areas of which related to logistics, premises and travelling/hospitality related costs. Logistics costs decreased by \$0.5 million, premises costs by \$0.3 million and travelling/hospitality related costs by \$0.3 million.

Total finance costs came down by \$0.8 million as the Group reduced the average level of borrowings as well as benefitted from lower funding costs during the period.

Despite experiencing a lower level of business, the combination of cost-saving measures, the realignment of expenditures and government aid contributed much to the improvement in profit from operations before foreign exchange gain/loss, from a profit of \$0.8 million in FY19 to a profit of \$2.6 million in FY20.

Foreign exchange losses amounted to \$0.3 million in FY20 in comparison with \$0.2 million in FY19.

As a result, profit before tax improved from \$0.6 million in FY19 to \$2.3 million in FY20. The respective figures after tax were a profit of \$0.3 million in FY19 and a profit of \$1.3 million in FY20.

After accounting for foreign currency translation differences of net assets at overseas subsidiaries and branch, total comprehensive income in FY20 amounted to \$2.4 million.

## **Balance Sheet Review**

Group inventory levels were at 7.7 months as at 31 December 2020 compared with 6.9 months as at 31 December 2019. Despite the reduction in the level of purchases over the period, inventory months increased due to the lower level of sales recorded in FY20. Inventory level dropped to a low of \$99.7 million as at 30 June 2020 not long after the reopening of businesses in Singapore and Malaysia post-lockdown before climbing back higher, in step with higher sales, during 2H20 ending the year at \$100.3 million. Inventory level as at 31 December 2019, by comparison, was at \$103.4 million.

Group receivable levels were at 1.6 months as at 31 December 2020, the same as at 31 December 2019. In absolute terms, receivable levels were at \$28.5 million as at 31 December 2020 and \$33.0 million as at 31 December 2019. Group receivables decreased by \$4.5 million mainly due to the drop in turnover in comparison to the turnover achieved in 2H19.

Loans and borrowings, the majority of which consisted of trade-related bills, decreased significantly by about \$12 million from \$77.8 million as at 31 December 2019 to \$65.8 million as at 31 December 2020 mainly due to the reduction in the level of purchases over the period as well as an improvement in supplier terms.

Group payable levels increased by \$4.1 million from \$25.5 million as at 31 December 2019 to \$29.6 million as at 31 December 2020, reflecting the higher level of purchases from suppliers towards the end of the year as well as an improvement in supplier terms.

Cash balances increased by \$3.6 million from \$17.5 million as at 31 December 2019 to \$21.1 million as at 31 December 2020.

The Group's Current Ratio was at 1.55 times as at 31 December 2020 compared with 1.43 times as at 31 December 2019.

The Group's net gearing level was at 0.82 times as at 31 December 2020 in comparison with 1.16 times as at 31 December 2019.

## **Cash Flow Statement Review**

Cash generated from operations before accounting for changes in working capital amounted to \$11.1 million for the year. After accounting for changes in working capital, cash flows generated from operating activities amounted to \$22.4 million. Cash flows generated from operating activities after accounting for tax and net interest paid amounted to \$20.9 million. Net cash used in investing activities amounted to \$0.1 million. Net cash used in financing activities amounted to \$17.5 million. Cash balances as at 31 December 2020 amounted to \$21.1 million.

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

The actual results are consistent with the commentary in the interim results announcement dated 13 August 2020.

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

It was stated in the Group's previous full year results announcement on 24 February 2020 in the early stages of the Covid-19 situation that "Whilst the Group cannot be expected to totally avoid the impact from this (pandemic) fallout, it is expected to be less severely affected in comparison with many other companies in the broader automotive sector." The explanation for this view was also set out in the said announcement.

The resilience mentioned in the explanation was borne out in the results achieved in FY20. Though the Group's business was, as expected, adversely affected as Group turnover declined by 10.7%, the Group was able to fall back on its strengths, notably the Group's operational presence in a wide geographical area and its large portfolio of global brands, to successfully navigate FY20 and remain on a profitable course.

In addition to operational performance, financial liquidity management was put on an elevated priority during FY20. The Group ended the year with Loans and Borrowings (amounts owing to banks) at \$65.8 million, \$12 million lower than at the previous year end on 31 December 2019. Cash at bank at the end of the year stood at \$21.1 million, \$3.6 million higher than at the previous year end.

Based on the foregoing, the Group is well placed to navigate the current financial year. FY21 has started on a good footing with early sales figures showing some encouragement, a further source for some cautious optimism. However, how the year will actually pan out for the Group would still depend on whether a reasonable Covid-normal prevails. A recurring cycle involving the emergence and subsidence of caseloads throughout the year in countries where the Group either operates or exports to is still expected, but the caveat would be that such recurrence would not involve any restriction on the use of vehicles, the shutdown of the automotive repair and parts distribution sectors or a prolonged temporary shutdown of the Group's operations imposed by a government authority.

11. If a decision regarding dividend has been made:-
  - (a) Whether an interim/final ordinary dividend has been declared (recommended); and  
No.
  - (b) (i) Amounts per share.  
Not applicable.

(b) (ii) Previous corresponding period

Not applicable.

(c) Whether the dividend is before tax, net of tax or tax exempt. If before tax or net of tax, state the tax rate and the country where the dividend is derived.

Not applicable.

(d) The date the dividend is payable

Not applicable.

(e) The date on which Registrable Transfers received by the company (up to 5.00 pm) will be registered before entitlements to the dividend are determined.

Not applicable.

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

No dividend has been declared during or recommended for the financial year reported on. In considering whether to recommend a dividend, the Board takes into account various factors including profitability, cash flow requirements, business outlook and the prevailing general economic/market conditions. The Board has decided not to recommend a dividend on prudent grounds.

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

The Group has not obtained an IPT mandate.

14. Negative confirmation pursuant to Rule 705(5). (Not required for announcement on full year results)

Not applicable.

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

The Company has procured signed undertakings from all of its directors and executive officers based on Appendix 7.7 of the SGX-ST Listing Manual.

## PART II ADDITIONAL INFORMATION REQUIRED FOR FULL YEAR ANNOUNCEMENT

16. Segmented revenue and results for business or geographical segments (of the group) in the form presented in the issuer's most recently audited annual financial statements, with comparative information for the immediately preceding year.

The Group is principally engaged in the distribution of automotive parts. The Group has only one reportable business segment.

#### Geographical information of the Group

In presenting the information on the basis of geographical segment, segment revenue is based on the geographical location of customers to which sales are made regardless of where the sales originate. Segment assets are based on the geographical location of the assets.

2020	Singapore	Malaysia	Australia	Thailand	South Korea	Other Countries	Total
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Total revenue from external customers	18,980	43,426	42,010	13,400	42,779	37,641	198,236
Non-current assets	2,776	396	4,312	-	778	344	8,606

2019	Singapore	Malaysia	Australia	Thailand	South Korea	Other Countries	Total
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Total revenue from external customers	24,708	53,047	40,210	15,932	38,586	49,565	222,048
Non-current assets	4,297	616	3,033	-	695	273	8,914

17. In the review of performance, the factors leading to any material changes in contributions to turnover and earnings by the business or geographical segments

Please refer to paragraph 8.

18. A breakdown of sales as follows:-

	Group 2020 \$'000	Group 2019 \$'000	Increase/ (Decrease) %
(a) Sales reported for first half year	90,446	108,930	(17.0)
(b) Operating profit/(loss) after tax before deducting non-controlling interest for first half year	107	(461)	nm
(c) Sales reported for second half year	107,790	113,118	(4.7)
(d) Operating profit after tax before deducting non-controlling interest for second half year	1,169	740	58.0

19. A breakdown of the total annual dividend (in dollar value) for the issuer's latest full year and its previous full year

	Latest Full Year (S\$'000)	Previous Full Year (S\$'000)
Ordinary	Nil	Nil
Total	Nil	Nil

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

Name	Age	Family relationship with a director or chief executive officer or substantial shareholder	Current position and duties, and the year the position was held	Details of changes in duties and position held, if any, during the year
Ong Hock Siang @ Ong Huat Seong	87	Brother to Ong Huat Choo (Non-executive Director)  Father to Malcolm Ong Eng Mien (Non-executive Director)  Uncle to Kelvin Ong Eng Chian (Executive Director / Deputy Managing Director) and Apple Ong Lay May (Non-executive Director)	Appointed as an adviser to the Company's management on 23 June 2020.	Mr Ong was an executive director of the Company from 1966 to 23 June 2020.
Ong Huat Yew Peter	74	Brother to Ong Huat Choo (Non-executive Director)  Father to Kelvin Ong Eng Chian (Executive Director / Deputy Managing Director)  Uncle to Malcolm Ong Eng Mien (Non-executive Director) and Apple Ong Lay May (Non-executive Director)	Appointed as an adviser to the Company's management on 23 June 2020.	Mr Peter Ong was the President of the Company from 2014 to 23 June 2020.

BY ORDER OF THE BOARD

David Chong Tek Yew  
Managing Director  
24 February 2021