

**Full Year Financial Statement And Related Announcement for the Year Ended 31 December 2017**

**PART I - INFORMATION REQUIRED FOR ANNOUNCEMENT OF FULL YEAR RESULTS**

**1(a)** 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.

**1(a)(i) CONSOLIDATED INCOME STATEMENT AND STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2017 AND 31 DECEMBER 2016**

**Consolidated Income Statement**

	<b>Group 4Q2017</b>	<b>Group 4Q2016</b>	<b>Increase/ (Decrease)</b>	<b>Group FY2017</b>	<b>Group FY2016</b>	<b>Increase/ (Decrease)</b>
	<b>US\$'000</b>	<b>US\$'000</b>	<b>%</b>	<b>US\$'000</b>	<b>US\$'000</b>	<b>%</b>
Revenue	297,524	250,220	18.9%	1,146,394	988,240	16.0%
Cost of sales	(280,447)	(235,469)	19.1%	(1,085,487)	(933,128)	16.3%
<b>Gross profit</b>	<b>17,077</b>	<b>14,751</b>	<b>15.8%</b>	<b>60,907</b>	<b>55,112</b>	<b>10.5%</b>
Other income	106	192	(44.8%)	483	531	(9.0%)
Sales and distribution costs	(8,512)	(7,926)	7.4%	(29,181)	(29,832)	(2.2%)
General and administrative expenses	(5,300)	(3,732)	42.0%	(17,403)	(15,664)	11.1%
Other expenses	1,323	463	185.7%	(476)	830	N.M
Interest expense	(1,163)	(776)	49.9%	(4,107)	(2,472)	66.1%
<b>Profit before taxation</b>	<b>3,531</b>	<b>2,972</b>	<b>18.8%</b>	<b>10,223</b>	<b>8,505</b>	<b>20.2%</b>
Income tax expense	(718)	(418)	71.8%	(2,125)	(1,452)	46.3%
<b>Profit after taxation</b>	<b>2,813</b>	<b>2,554</b>	<b>10.1%</b>	<b>8,098</b>	<b>7,053</b>	<b>14.8%</b>
<b>Profit attributable to:</b>						
Equity holders of the Company	2,813	2,554	10.1%	8,098	7,053	14.8%

- 1(a) 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 (Cont'd).

1(a)(i) CONSOLIDATED INCOME STATEMENT AND STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDED 31 DECEMBER 2017 AND 31 DECEMBER 2016 (CONT'D)

Consolidated Statement of Other Comprehensive Income

	Group 4Q2017	Group 4Q2016	Increase/ (Decrease)	Group FY2017	Group FY2016	Increase/ (Decrease)
	US\$'000	US\$'000	%	US\$'000	US\$'000	%
Profit after taxation	2,813	2,554	10.1%	8,098	7,053	14.8%
<b>Other comprehensive income:</b>						
<b>Items that may be reclassified subsequently to profit or loss:</b>						
Foreign currency translation	(17)	(6)	183.3%	6	(14)	N.M
Reclassification of foreign currency translation reserve to profit or loss upon strike-off of subsidiary	—	107	N.M	—	107	N.M
Net (loss)/ gain on fair value changes of available-for-sale financial assets	(34)	(61)	(44.3%)	540	1	N.M
<b>Other comprehensive income for the period</b>	<b>(51)</b>	<b>40</b>	<b>N.M</b>	<b>546</b>	<b>94</b>	<b>480.9%</b>
<b>Total comprehensive income for the period</b>	<b>2,762</b>	<b>2,594</b>	<b>6.5%</b>	<b>8,644</b>	<b>7,147</b>	<b>20.9%</b>
<b>Total comprehensive income attributable to:</b>						
Equity holders of the Company	2,762	2,594	6.5%	8,644	7,147	20.9%

1(a)(ii) NOTES TO THE CONSOLIDATED INCOME AND STATEMENT OF COMPREHENSIVE INCOME

Notes to the consolidated statement of comprehensive income	4Q2017	4Q2016	FY2017	FY2016
	US\$'000	US\$'000	US\$'000	US\$'000
Interest income	10	6	31	26
Interest on borrowings	(1,163)	(776)	(4,107)	(2,472)
Allowance for doubtful trade debts written back	1,352	522	1,402	973
Allowance for doubtful trade debts	(29)	(59)	(1,878)	(143)
Reversal of stocks written down	691	842	2,251	2,700
Stocks written down/ off	(810)	(917)	(3,285)	(2,793)
Gain/ (loss) on disposal of property, plant and equipment	2	(19)	(9)	(23)
Property, plant and equipment written off	—	—	(4)	—
Depreciation of property, plant and equipment	(251)	(200)	(853)	(755)
Gain on disposal of club membership	—	—	1	—
Net foreign exchange gain/ (loss)	317	(1,088)	1,131	(1,855)

**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.**

<b>STATEMENT OF FINANCIAL POSITION</b>	<b>Group 31/12/2017</b>	<b>Group 31/12/2016</b>	<b>Company 31/12/2017</b>	<b>Company 31/12/2016</b>
	<b>US\$'000</b>	<b>US\$'000</b>	<b>US\$'000</b>	<b>US\$'000</b>
<b>Non-current assets</b>				
Property, plant and equipment	2,621	2,577	–	–
Intangible assets	472	519	–	–
Investments in subsidiaries	–	–	9,878	9,878
Investment securities	2,354	1,793	2,354	1,793
Deferred tax assets	–	18	–	–
<b>Total non-current assets</b>	<b>5,447</b>	<b>4,907</b>	<b>12,232</b>	<b>11,671</b>
<b>Current assets</b>				
Trade and other debtors	199,055	155,379	–	6
Prepayments	375	353	2	2
Stocks	174,980	131,598	–	–
Amounts due from subsidiaries	–	–	30,071	26,551
Cash and short term deposits	9,979	16,606	718	2,841
<b>Total current assets</b>	<b>384,389</b>	<b>303,936</b>	<b>30,791</b>	<b>29,400</b>
<b>Current liabilities</b>				
Trade and other creditors	(169,278)	(113,863)	(1,558)	(900)
Interest-bearing loans and borrowings	(142,720)	(123,501)	–	–
Provision for taxation	(4,003)	(3,221)	(149)	(16)
<b>Total current liabilities</b>	<b>(316,001)</b>	<b>(240,585)</b>	<b>(1,707)</b>	<b>(916)</b>
<b>Net current assets</b>	<b>68,388</b>	<b>63,351</b>	<b>29,084</b>	<b>28,484</b>
<b>Net assets</b>	<b>73,835</b>	<b>68,258</b>	<b>41,316</b>	<b>40,155</b>
<b>Equity attributable to equity holders of the Company</b>				
Share capital	38,553	38,244	38,553	38,244
Reserves	35,282	30,014	2,763	1,911
	<b>73,835</b>	<b>68,258</b>	<b>41,316</b>	<b>40,155</b>

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

**Amount repayable in one year or less, or on demand**

At 31/12/2017 (US\$'000)		At 31/12/2016 (US\$'000)	
Secured	Unsecured	Secured	Unsecured
–	142,720	–	123,501

**Amount repayable after one year, or on demand**

At 31/12/2017 (US\$'000)		At 31/12/2016 (US\$'000)	
Secured	Unsecured	Secured	Unsecured
–	–	–	–

**Details of any collateral**

There is no collateral on the Group's interest-bearing loans and borrowings as at 31 December 2017.

As at 31 December 2017, the Company has provided corporate guarantees to banks and institutions in connection with credit facilities provided to its subsidiaries, of which US\$144,806,000 (31 December 2016: US\$126,385,000) of the credit facilities have been utilised.

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 4Q2017	Group 4Q2016	Group FY2017	Group FY2016
	US\$'000	US\$'000	US\$'000	US\$'000
<b>Operating activities</b>				
Profit before taxation	3,531	2,972	10,223	8,505
Adjustments for:-				
Interest income	(10)	(6)	(31)	(26)
Interest expense	1,163	776	4,107	2,472
Depreciation of property, plant and equipment	251	200	853	755
Dividend income from investment securities	–	–	(181)	(177)
(Gain)/ loss on disposal of property, plant and equipment	(2)	19	9	23
Property, plant and equipment written off	–	–	4	–
Net (write-back of)/ allowance for doubtful trade debts	(1,323)	(463)	476	(830)
Net stock written down	119	75	1,034	93
Gain on disposal of club membership	–	–	(1)	–
Reclassification of foreign currency translation reserve to profit or loss upon strike-off of subsidiary	–	107	–	107
Share based payments under EPSS	283	88	309	100
<b>Operating cash flows before changes in working capital</b>	<b>4,012</b>	<b>3,768</b>	<b>16,802</b>	<b>11,022</b>
Increase in stocks	(21,129)	(8,029)	(44,416)	(20,078)
(Increase)/ decrease in trade debtors, other debtors and prepayments	(15,735)	34,171	(44,174)	(18,478)
Increase/ (decrease) in trade and other creditors	18,378	(24,408)	55,424	10,540
<b>Cash flows (used in)/ generated from operations</b>	<b>(14,474)</b>	<b>5,502</b>	<b>(16,364)</b>	<b>(16,994)</b>
Interest received	10	6	31	26
Interest paid	(1,163)	(776)	(4,107)	(2,472)
Income tax paid	(486)	(974)	(1,329)	(1,011)
<b>Net cash flows (used in)/ generated from operating activities</b>	<b>(16,113)</b>	<b>3,758</b>	<b>(21,769)</b>	<b>(20,451)</b>
<b>Investing activities</b>				
Purchase of property, plant and equipment	(496)	(891)	(905)	(1,601)
Proceeds on disposal of property, plant and equipment	5	11	5	118
Purchase of club memberships	–	(193)	–	(193)
Proceeds on disposal of club memberships	–	–	48	–
Dividend income from investment securities	–	–	160	140
<b>Net cash flows used in investing activities</b>	<b>(491)</b>	<b>(1,073)</b>	<b>(692)</b>	<b>(1,536)</b>
<b>Financing activities</b>				
Increase in interest-bearing loans and borrowings	9,901	461	19,219	24,056
Proceeds from issuance of ordinary shares	–	5,734	–	5,734
Dividend paid on ordinary shares	–	–	(3,376)	(1,906)
<b>Net cash flows generated from financing activities</b>	<b>9,901</b>	<b>6,195</b>	<b>15,843</b>	<b>27,884</b>
Net (decrease)/ increase in cash and short-term deposits	(6,703)	8,880	(6,618)	5,897
Effects of exchange rate changes on cash and short-term deposits	(20)	(7)	(9)	(15)
Cash and short-term deposits at beginning of period	16,702	7,733	16,606	10,724
<b>Cash and short-term deposits at end of period</b>	<b>9,979</b>	<b>16,606</b>	<b>9,979</b>	<b>16,606</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.

FY2017			Attributable to equity holders of the Company					
Group	Equity, total US\$'000	Share capital US\$'000	Reserves, total US\$'000	Other reserve US\$'000	Fair value reserve US\$'000	Statutory reserve US\$'000	Foreign currency translation reserve US\$'000	Revenue reserve US\$'000
<b>Opening balance at 1 January 2017</b>	<b>68,258</b>	<b>38,244</b>	<b>30,014</b>	<b>227</b>	<b>264</b>	<b>25</b>	<b>(1,103)</b>	<b>30,601</b>
Profit for the period	8,098	–	8,098	–	–	–	–	8,098
<b>Other comprehensive income:</b>								
Items that may be reclassified subsequently to profit or loss:								
Foreign currency translation	6	–	6	–	–	–	6	–
Net gain on fair value changes of available-for-sale financial assets	540	–	540	–	540	–	–	–
Other comprehensive income for the period	546	–	546	–	540	–	6	–
Total comprehensive income for the period	8,644	–	8,644	–	540	–	6	8,098
<b>Contribution by and distribution to owners:</b>								
Issuance of new shares	309	309	–	–	–	–	–	–
Dividends on ordinary shares	(3,376)	–	(3,376)	–	–	–	–	(3,376)
<b>Closing balance at 31 December 2017</b>	<b>73,835</b>	<b>38,553</b>	<b>35,282</b>	<b>227</b>	<b>804</b>	<b>25</b>	<b>(1,097)</b>	<b>35,323</b>

  

FY2016			Attributable to equity holders of the Company					
Group	Equity, total US\$'000	Share capital US\$'000	Reserves, total US\$'000	Other reserve US\$'000	Fair value reserve US\$'000	Statutory reserve US\$'000	Foreign currency translation reserve US\$'000	Revenue reserve US\$'000
<b>Opening balance at 1 January 2016</b>	<b>57,183</b>	<b>32,410</b>	<b>24,773</b>	<b>227</b>	<b>263</b>	<b>25</b>	<b>(1,196)</b>	<b>25,454</b>
Profit for the period	7,053	–	7,053	–	–	–	–	7,053
<b>Other comprehensive income:</b>								
Items that may be reclassified subsequently to profit or loss:								
Foreign currency translation	(14)	–	(14)	–	–	–	(14)	–
Reclassification of foreign currency translation reserve to profit or loss upon strike-off of subsidiary	107	–	107	–	–	–	107	–
Net gain on fair value changes of available-for-sale financial assets	1	–	1	–	1	–	–	–
Other comprehensive income for the period	94	–	94	–	1	–	93	–
Total comprehensive income for the period	7,147	–	7,147	–	1	–	93	7,053
<b>Contribution by and distribution to owners:</b>								
Issuance of new shares	5,834	5,834	–	–	–	–	–	–
Dividends on ordinary shares	(1,906)	–	(1,906)	–	–	–	–	(1,906)
<b>Closing balance at 31 December 2016</b>	<b>68,258</b>	<b>38,244</b>	<b>30,014</b>	<b>227</b>	<b>264</b>	<b>25</b>	<b>(1,103)</b>	<b>30,601</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. (Cont'd).

4Q2017								
Attributable to equity holders of the Company								
Group	Equity, total US\$'000	Share capital US\$'000	Reserves, total US\$'000	Other reserve US\$'000	Fair value reserve US\$'000	Statutory reserve US\$'000	Foreign currency translation reserve US\$'000	Revenue reserve US\$'000
Opening balance at 1 October 2017	70,790	38,270	32,520	227	838	25	(1,080)	32,510
Profit for the period	2,813	–	2,813	–	–	–	–	2,813
<b>Other comprehensive income:</b>								
Items that may be classified subsequently to profit/ loss:								
Foreign currency translation	(17)	–	(17)	–	–	–	(17)	–
Net loss on fair value changes of available-for-sale financial assets	(34)	–	(34)	–	(34)	–	–	–
Other comprehensive income for the period	(51)	–	(51)	–	(34)	–	(17)	–
Total comprehensive income for the period	2,762	–	2,762	–	(34)	–	(17)	2,813
<b>Contribution by and distribution to owners:</b>								
Issuance of new shares	283	283	–	–	–	–	–	–
Closing balance at 31 December 2017	73,835	38,553	35,282	227	804	25	(1,097)	35,323

  

4Q2016								
Attributable to equity holders of the Company								
Group	Equity, total US\$'000	Share capital US\$'000	Reserves, total US\$'000	Other reserve US\$'000	Fair value reserve US\$'000	Statutory reserve US\$'000	Foreign currency translation reserve US\$'000	Revenue reserve US\$'000
Opening balance at 1 October 2016	59,842	32,422	27,420	227	325	25	(1,204)	28,047
Profit for the period	2,554	–	2,554	–	–	–	–	2,554
<b>Other comprehensive income:</b>								
Items that may be classified subsequently to profit/ loss:								
Foreign currency translation	(6)	–	(6)	–	–	–	(6)	–
Reclassification of foreign currency translation reserve to profit or loss upon strike-off of subsidiary	107	–	107	–	–	–	107	–
Net loss on fair value changes of available-for-sale financial assets	(61)	–	(61)	–	(61)	–	–	–
Other comprehensive income for the period	40	–	40	–	(61)	–	101	–
Total comprehensive income for the period	2,594	–	2,594	–	(61)	–	101	2,554
<b>Contribution by and distribution to owners:</b>								
Issuance of new shares	5,822	5,822	–	–	–	–	–	–
Closing balance at 31 December 2016	68,258	38,244	30,014	227	264	25	(1,103)	30,601

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. (Cont'd).

<b>FY2017</b>						
<b>Attributable to equity holders of the Company</b>						
<b>Company</b>	<b>Equity, total US\$'000</b>	<b>Share capital US\$'000</b>	<b>Reserves, total US\$'000</b>	<b>Other reserve US\$'000</b>	<b>Fair value reserve US\$'000</b>	<b>Revenue reserve US\$'000</b>
<b>Opening balance at 1 January 2017</b>	<b>40,155</b>	<b>38,244</b>	<b>1,911</b>	<b>227</b>	<b>264</b>	<b>1,420</b>
Profit for the period	3,688	–	3,688	–	–	3,688
<b>Other comprehensive income:</b>						
Items that may be classified subsequently to profit/ loss:						
Net gain on fair value changes of available-for-sale financial assets	540	–	540	–	540	–
Other comprehensive income for the period	540	–	540	–	540	–
Total comprehensive income for the period	4,228	–	4,228	–	540	3,688
<b>Contribution by and distribution to owners:</b>						
Issuance of new shares	309	309	–	–	–	–
Dividends on ordinary shares	(3,376)	–	(3,376)	–	–	(3,376)
<b>Closing balance at 31 December 2017</b>	<b>41,316</b>	<b>38,553</b>	<b>2,763</b>	<b>227</b>	<b>804</b>	<b>1,732</b>

  

<b>FY2016</b>						
<b>Attributable to equity holders of the Company</b>						
<b>Company</b>	<b>Equity, total US\$'000</b>	<b>Share capital US\$'000</b>	<b>Reserves, total US\$'000</b>	<b>Other reserve US\$'000</b>	<b>Fair value reserve US\$'000</b>	<b>Revenue reserve US\$'000</b>
<b>Opening balance at 1 January 2016</b>	<b>33,887</b>	<b>32,410</b>	<b>1,477</b>	<b>227</b>	<b>263</b>	<b>987</b>
Profit for the period	2,339	–	2,339	–	–	2,339
<b>Other comprehensive income:</b>						
Items that may be classified subsequently to profit/ loss:						
Net gain on fair value changes of available-for-sale financial assets	1	–	1	–	1	–
Other comprehensive income for the period	1	–	1	–	1	–
Total comprehensive income for the period	2,340	–	2,340	–	1	2,339
<b>Contribution by and distribution to owners:</b>						
Issuance of new shares	5,834	5,834	–	–	–	–
Dividends on ordinary shares	(1,906)	–	(1,906)	–	–	(1,906)
<b>Closing balance at 31 December 2016</b>	<b>40,155</b>	<b>38,244</b>	<b>1,911</b>	<b>227</b>	<b>264</b>	<b>1,420</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. (Cont'd).

4Q2017						
Attributable to equity holders of the Company						
Company	Equity, total US\$'000	Share capital US\$'000	Reserves, total US\$'000	Other reserve US\$'000	Fair value reserve US\$'000	Revenue reserve US\$'000
<b>Opening balance at 1 October 2017</b>	<b>40,865</b>	<b>38,270</b>	<b>2,595</b>	<b>227</b>	<b>838</b>	<b>1,530</b>
Profit for the period	202	–	202	–	–	202
<b>Other comprehensive income:</b>						
Items that may be classified subsequently to profit/ loss:						
Net loss on fair value changes of available-for-sale financial assets	(34)	–	(34)	–	(34)	–
Other comprehensive income for the period	(34)	–	(34)	–	(34)	–
Total comprehensive income for the period	168	–	168	–	(34)	202
<b>Contribution by and distribution to owners:</b>						
Issuance of new shares	283	283	–	–	–	–
<b>Closing balance at 31 December 2017</b>	<b>41,316</b>	<b>38,553</b>	<b>2,763</b>	<b>227</b>	<b>804</b>	<b>1,732</b>

  

4Q2016						
Attributable to equity holders of the Company						
Company	Equity, total US\$'000	Share capital US\$'000	Reserves, total US\$'000	Other reserve US\$'000	Fair value reserve US\$'000	Revenue reserve US\$'000
<b>Opening balance at 1 October 2016</b>	<b>34,085</b>	<b>32,422</b>	<b>1,663</b>	<b>227</b>	<b>325</b>	<b>1,111</b>
Profit for the period	309	–	309	–	–	309
<b>Other comprehensive income:</b>						
Items that may be classified subsequently to profit/ loss:						
Net loss on fair value changes of available-for-sale financial assets	(61)	–	(61)	–	(61)	–
Other comprehensive income for the period	(61)	–	(61)	–	(61)	–
Total comprehensive income for the period	248	–	248	–	(61)	309
<b>Contribution by and distribution to owners:</b>						
Issuance of new shares	5,822	5,822	–	–	–	–
<b>Closing balance at 31 December 2016</b>	<b>40,155</b>	<b>38,244</b>	<b>1,911</b>	<b>227</b>	<b>264</b>	<b>1,420</b>

- 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.

	FY2017		FY2016	
	No. of shares	US\$'000	No. of shares	US\$'000
<b><u>Issued share capital</u></b>				
At beginning of financial period	117,810,940	38,244	102,423,440	32,410
Issuance of EPSS	692,000	309	387,500	100
Issuance of new shares	–	–	15,000,000	5,734
At end of financial period	118,502,940	38,553	117,810,940	38,244

**Grant of Share Awards Pursuant to the Excelpoint Performance Share Scheme ("EPSS")**

In February 2016, the Company issued and allotted 60,000 ordinary shares in the share capital of the Company at the Market Price of US\$0.200 (S\$0.280) under the Excelpoint Performance Share Scheme.

In November 2016, the Company issued and allotted 327,500 ordinary shares in the share capital of the Company at the Market Price of US\$0.269 (S\$0.375) under the Excelpoint Performance Share Scheme.

In May 2017, the Company issued and allotted 60,000 ordinary shares in the share capital of the Company at the Market Price of US\$0.430 (S\$0.600) under the Excelpoint Performance Share Scheme.

In November 2017, the Company issued and allotted 632,000 ordinary shares in the share capital of the Company at the Market Price of US\$0.448(S\$0.610) under the Excelpoint Performance Share Scheme.

**Changes in Company's Share Capital**

On 5 October 2016, the Company completed the 15,000,000 private share placement of the Company's ordinary shares, which were allotted and issued to the Placee at a price of US\$0.385 (S\$0.525) per Subscription Share, net of incremental costs of US\$41,000 directly attributable to the issuance of ordinary shares.

- 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 31 December 2017 is 118,502,940 (31 December 2016: 117,810,940)

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

There were no sales, transfers, disposal, cancellation and/or use of treasury share during the current financial period reported on.

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

There were no subsidiary holdings during the current financial period reported on.

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

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

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

N.A.

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

The Group's accounting policies adopted are consistent with those disclosed in the FY2016 audited financial statements except that in the current financial year, the Group has adopted all the new and revised standards which are effective on 1 January 2017.

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.**

N.A.

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

	Group			
	4Q2017	4Q2016	FY2017	FY2016
Based on weighted average number of ordinary shares (US cents)	2.38	2.19	6.87	6.65
Weighted average number of ordinary shares	118,186,940	116,498,766	117,927,904	105,999,041
On a fully diluted basis (US cents)	2.38	2.19	6.87	6.65
Diluted weighted average number of ordinary shares	118,186,940	116,498,766	117,927,904	105,999,041

The basic and diluted earnings per share of the Group were the same, as there were no share options and warrants granted.

7. **Net asset value (for the issuer and Group) per ordinary share based on the total number of issued share excluding treasury shares of the issuer at the end of the:-**

- (a) **current financial period reported on; and**  
(b) **immediately preceding financial year.**

	Group		Company	
	31/12/2017	31/12/2016	31/12/2017	31/12/2016
Net asset value per ordinary share based on existing issued share capital as at end of period reported on (US cents)	62.31	57.94	34.86	34.08

The Group's and the Company's net asset value per ordinary share have been computed based on the share capital of 118,502,940 (31 December 2016:117,810,940) ordinary shares, excluding treasury shares.

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.**

#### **INCOME STATEMENT - Comparing 4Q2017 to 4Q2016**

The Group's revenue increased by 18.9% from US\$250.2 million to US\$297.5 million, and gross profit increased by 15.8% from US\$14.8 million to US\$17.1 million, due to higher sales from the Hong Kong and Singapore business units arising from stronger demand.

Other income decreased by 44.8% from US\$192,000 to US\$106,000 mainly due to income received in 4Q2016 from the divestment of non-core research and development division in 2014.

Sales and distribution costs increased by 7.4% from US\$7.9 million to US\$8.5 million, and general and administrative expenses increased by 42.0% from US\$3.7 million to US\$5.3 million. These were mainly due to higher staff costs, programs related to the Group's 30<sup>th</sup> anniversary and professional fees.

Included in other expenses was net write-back of allowance for doubtful trade debts of US\$1.3 million in 4Q2017 due to the recovery of trade debts.

Interest expense increased by 49.9% from US\$0.8 million to US\$1.2 million mainly due to higher borrowings and higher financing costs from the hikes in interest rates.

Overall, the Group reported an increase in profit after taxation by 10.1% from US\$2.6 million to US\$2.8 million.

#### **CASHFLOW - Comparing 4Q2017 to 4Q2016**

The Group's net cash flows used in operating activities was US\$16.1 million compared to net cash flows generated from operating activities of US\$3.8 million in 4Q2016, mainly due to increase in trade debtor and stock. This was due to higher sales in 4Q2017 as compared to 4Q2016.

The Group's net cash flows used in investing activities was US\$0.5 million compared to US\$1.1 million in 4Q2016. The decrease was mainly due to no purchase of motor vehicles and club memberships in 4Q2017.

The Group's net cash inflows generated from financing activities was US\$9.9 million compared to US\$6.2 million in 4Q2016, mainly due to the increase in interest-bearing loans and borrowings.

#### **INCOME STATEMENT - Comparing FY2017 to FY2016**

The Group's revenue increased by 16.0% from US\$988.2 million to US\$1,146.4 million, and gross profit increased by 10.5% from US\$55.1 million to US\$60.9 million, due to higher sales arising from stronger demand in FY2017.

Sales and distribution costs decreased by 2.2% from US\$29.8 million to US\$29.2 million mainly due to net foreign exchange gain.

General and administrative expenses increased by 11.1% from US\$15.7 million to US\$17.4 million. This was mainly due to new system enhancements across the Group, staff costs and programs related to the Group's 30<sup>th</sup> anniversary.

Included in other expenses was net allowance for doubtful trade debts of US\$0.5 million in FY2017, and net write-back of allowance for doubtful trade debts of US\$0.8 million in FY2016.

Interest expense increased by 66.1% from US\$2.5 million to US\$4.1 million mainly due to higher borrowings arising from increase in working capital needs and higher financing costs from the hikes in interest rates.

Overall, the Group reported an increase in profit after taxation by 14.8% from US\$7.1 million to US\$8.1 million.

## **CASHFLOW AND FINANCIAL POSITION - Comparing FY2017 to FY2016**

The Group's net cash flows used in operating activities was US\$21.8 million compared to US\$20.5 million in FY2016, mainly due to the increase in the requirement for working capital.

The Group's trade and other debtors increased from US\$155.4 million to US\$199.1 million as at 31 December 2017. Stock increased from US\$131.6 million to US\$175.0 million as at 31 December 2017. The increases in trade debtors and stock were mainly due to the increase in sales.

Trade and other creditors increased from US\$113.9 million to US\$169.3 million as at 31 December 2017 due to higher purchase of stock in support of increased sales.

Interest-bearing loans and borrowings increased from US\$123.5 million to US\$142.7 million as at 31 December 2017 to fund the working capital requirements.

The Group's cash and short term deposits was US\$10.0 million as at 31 December 2017 as compared to US\$16.6 million as at 31 December 2016.

Overall, shareholders' equity increased to US\$73.8 million from US\$68.3 million as at 31 December 2016, mainly due to the profit for the year of US\$8.1 million, net gain on fair value changes of available-for-sale financial assets of US\$0.5 million and issuance of new shares of US\$0.3 million. This was partially offset by the payment of dividends of US\$3.4 million during the year.

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

N.A.

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

The outlook for the electronics and semiconductor industry continues to be positive in 2018. We continue to see business opportunities arising in the markets we serve. Increasingly, technology applications require more electronic components than before, and this is one of our key growth drivers. The recent Consumer Electronics Show held in Las Vegas in January 2018 showcased many new and exciting developments, which will fuel additional demand for technology solutions and applications especially in wireless connectivity and sensors, which are vital segments to the entire Internet of Things ("IoT") infrastructure. We believe that these developments will support our business growth for FY2018.

The Group celebrated a great milestone, its 30<sup>th</sup> year anniversary in 2017, and achieved record revenue crossing US\$1 billion for FY2017. Various initiatives on technological innovations, product development and service capabilities have been implemented to drive our business growth. We have recently invested in an IoT demonstration facility that showcases our Research and Development ("R&D") capabilities that brings together cutting-edge technologies from our suppliers. Moving forward, the Group will continue to strengthen our value-added services to enhance our position in the market as a B-to-B platform. While we work on capturing new business opportunities both organically and inorganically, the Group remains focused at driving operational efficiencies and sustainable growth for the year ahead.

**11. Dividend**

**(a) Current Financial Period Reported On**

Any dividend recommended for the current financial period reported on? Yes

Name of Dividend (First and Final)	Ordinary	Special
Dividend Type	Cash	Cash
Dividend Amount per Ordinary Share (in Singapore cent)	3.00 (tax exempt one-tier)	1.50 (tax exempt one-tier)
Par value of shares (not applicable for a Singapore incorporated company)	N.A.	N.A.
Tax Rate	Tax Exempted	Tax Exempted

**(b) Corresponding Period of the Immediately Preceding Financial Year**

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

Name of Dividend (First and Final)	Ordinary	Special
Dividend Type	Cash	Cash
Dividend Amount per Ordinary Share (in Singapore cent)	2.50 (tax exempt one-tier)	1.50 (tax exempt one-tier)
Par value of shares (not applicable for a Singapore incorporated company)	N.A.	N.A.
Tax Rate	Tax Exempted	Tax Exempted

**(c) Date payable**

To be announced later.

**(d) Books closure date**

To be announced later.

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

Not applicable.

**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.**

No IPT mandate has been obtained.

The aggregate value of all interested person transactions during the financial period ended 31 December 2017 were 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)	Description of the transaction entered into with the interested person during the financial year under review	Aggregate value of all interested person transactions conducted during the financial year under review under shareholders' mandate pursuant to Rule 920 (excluding transactions less than S\$100,000)
Albert Phuyay Yong Hen	US\$118,800	Rental of premises	N.A.

**PART II – ADDITIONAL INFORMATION REQUIRED FOR ANNOUNCEMENT OF FULL YEAR RESULTS**

**14 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.**

**Sales Revenue and results by Business Units**

	Hong Kong Business Unit		Singapore Business Unit		Corporate Business Unit		Adjustment and Eliminations		Total	
	FY2017	FY2016	FY2017	FY2016	FY2017	FY2016	FY2017	FY2016	FY2017	FY2016
	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000
<b>Revenue</b>										
External customers	625,001	551,086	521,393	437,154	–	–	–	–	1,146,394	988,240
Inter-segment	468	922	39,911	47,886	–	–	(40,379)	(48,808)	–	–
Total revenue	625,469	552,008	561,304	485,040	–	–	(40,379)	(48,808)	1,146,394	988,240
<b>Results</b>										
Interest income	21	21	8	4	2	1	–	–	31	26
Loss on disposal of property, plant and equipment	(9)	(23)	–	–	–	–	–	–	(9)	(23)
Depreciation of property, plant and equipment	(414)	(390)	(439)	(365)	–	–	–	–	(853)	(755)
Other non-cash expenses:-										
- Reversal of stocks written down	974	991	1,277	1,709	–	–	–	–	2,251	2,700
- Stocks written down/ off	(2,152)	(1,297)	(1,133)	(1,496)	–	–	–	–	(3,285)	(2,793)
- Allowance for doubtful trade debts	(1,845)	(40)	(33)	(103)	–	–	–	–	(1,878)	(143)
- Allowance for doubtful trade debts written back	1,365	858	37	115	–	–	–	–	1,402	973
Income tax expenses	(1,114)	(739)	(874)	(695)	(137)	(18)	–	–	(2,125)	(1,452)
Segment profit	5,820	4,036	3,842	4,415	505	223	56	(169)	10,223	8,505
<b>Assets</b>										
Additions to non-current assets	423	979	482	815	–	–	–	–	905	1,794
Segment assets	222,329	187,406	164,433	116,796	3,074	4,641	–	–	389,836	308,843
Segment liabilities	165,981	129,876	148,312	109,792	1,708	917	–	–	316,001	240,585

- 14 **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. (Cont'd)**

**By geographical**

	Revenue		Non-current asset	
	FY2017	FY2016	FY2017	FY2016
	US\$'000	US\$'000	US\$'000	US\$'000
Hong Kong/ PRC	904,976	757,768	1,596	1,601
South-East Asia	172,237	181,549	1,326	1,345
India	31,769	27,284	171	150
Others	37,412	21,639	–	–
	<b>1,146,394</b>	<b>988,240</b>	<b>3,093</b>	<b>3,096</b>

Non-current assets information presented above consist of property, plant and equipment and intangible assets.

15. **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.

16. **A breakdown of sales.**

	Group FY2017	Group FY2016	Increase/ (Decrease)
	US\$'000	US\$'000	US\$'000
(a) Sales reported for first half year	536,229	440,251	95,978
(b) Profit after tax before deducting minority interests reported for first half year	2,762	2,069	693
(c) Sales reported for second half year	610,165	547,989	62,176
(d) Profit after tax before deducting minority interests reported for second half year	5,336	4,984	352

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

	FY2017	FY2016
	US\$'000	US\$'000
(a) Ordinary	3,376	1,906
(b) Preference	NIL	NIL
<b>Total</b>	<b>3,376</b>	<b>1,906</b>



18. 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 any director and/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
Tonny Phuay Yong Choon	48	Youngest brother of Chairman and Group Chief Executive Officer ("CEO"), Albert Phuay Yong Hen	<p>(i) Group Vice President of Sales since 2014.</p> <p>Responsible for Group's sales activities.</p> <p>(ii) Managing Director of Excelpoint Systems (Pte) Ltd, wholly-owned subsidiary of Excelpoint Technology Ltd.</p> <p>Responsible for the daily operations and overseeing business in Excelpoint Systems (Pte) Ltd.</p>	N.A.
Phuay Yong Hua	55	Younger brother of Chairman and Group CEO, Albert Phuay Yong Hen	<p>Group Senior Vice President, HR &amp; Administration since 2017.</p> <p>Responsible for overseeing the Group's human resources &amp; administrative departments.</p>	N.A.
Phuay Li Ying	28	Daughter of Chairman and Group CEO, Albert Phuay Yong Hen	<p>Senior Manager, Corporate Development Manager from 1 July 2017.</p> <p>Responsible for the corporate development including management of corporate sustainability strategies and investor relations of the Group.</p>	Promoted from Manager, Corporate Development to Senior Manager, Corporate Development effective from 1 July 2017.
Ivy Chan Yuk Wah	52	Wife of Executive Director, Herbert Kwok Fei Lung	<p>Vice President of Sales Administration of Excelpoint Systems (H.K.) Limited since 2012.</p> <p>Responsible for over-seeing sales and administration and logistic departments in Excelpoint Systems (H.K.) Limited.</p>	N.A.

**19. Use of Placement Proceeds as at 31 December 2017**

The Company refers to the net proceeds of approximately S\$7,825,000 raised from the placement of 15 million new ordinary shares at S\$0.525 each in the issued and paid-up share capital of the Company on 5 October 2016 (the "Net Proceeds") (as defined in the Company's announcement dated 2 September 2016).

As at the date of this announcement, the status on the use of the Net Proceeds is as follows:-

<b>Intended Uses</b>	<b>Approximate Amount (S\$'000)</b>	<b>Estimated Percentage Allocation of Net Proceeds (%)</b>	<b>Amount Utilised as at 31 Dec 2017 (S\$'000)</b>	<b>Balance as at 31 Dec 2017 (S\$'000)</b>
Strategic Investments and Acquisitions	5,000	63.9%	—	5,000
Development of New Technology and Application	1,700	21.7%	(10)	1,690
Investments in Research and Development Expertise	1,125	14.4%	(309)	816
Total	7,825	100.0%	(319)	7,506

**20. Confirmation Pursuant to Rule 720(1) of the Listing Manual**

The Company has procured undertakings from all its directors and executive officers (in the format set out in Appendix 7.7) under Rule 720(1) of the Listing Manual.

**BY ORDER OF THE BOARD**

Wong Yoen Har  
Company Secretary  
14 February 2018