



BEST WORLD INTERNATIONAL LTD

(Company Registration: 199006030Z)
Incorporated in the Republic of Singapore

Financial Statements And Related Announcement For the year ended 31 December 2018

BEST WORLD INTERNATIONAL LIMITED FINANCIAL STATEMENTS ANNOUNCEMENT FOR THE YEAR ENDED 31 DECEMBER 2018

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CONSOLIDATED STATEMENT OF PROFIT OR LOSS FOR THE YEAR ENDED 31 DECEMBER 2018

(Amounts expressed in Singapore dollars)

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.

	Group			Group		
	3 months Ended 31.12.18 \$'000	3 months Ended 31.12.17 \$'000 (Restated)	Change %	12 months Ended 31.12.18 \$'000	12 months Ended 31.12.17 \$'000 (Restated)	Change %
Revenue	127,651	71,481	78.6	266,300	214,806	24.0
Cost of Sales	(27,880)	(23,786)	17.2	(58,801)	(68,279)	(13.9)
Gross Profit	99,771	47,695	109.2	207,499	146,527	41.6
<u>Other Items of Income</u>						
Interest Income	323	129	150.4	840	428	96.3
Other Operating (Expenses) Income	(1,057)	207	NM	16,323	5,624	190.2
<u>Other Items of Expense</u>						
Distribution Costs	(40,803)	(13,647)	199.0	(79,917)	(42,351)	88.7
Administrative Expenses	(19,452)	(12,267)	58.6	(51,380)	(38,615)	33.1
Finance Costs	(18)	(48)	(62.5)	(91)	(156)	(41.7)
Other Gains (Losses), Net	678	(1,924)	NM	(132)	(3,700)	(96.4)
Profit Before Tax	39,442	20,145	95.8	93,142	67,757	37.5
Income Tax (Expense) Credit	(11,404)	1,505	NM	(20,570)	(12,611)	63.1
Profit For the Period	<u>28,038</u>	<u>21,650</u>	29.5	<u>72,572</u>	<u>55,146</u>	31.6
Profit Attributable to:						
- Owners of the Parent Company	28,106	21,803	28.9	72,892	55,673	30.9
- Non-Controlling Interests	(68)	(153)	(55.6)	(320)	(527)	(39.3)
Profit For the Period	<u>28,038</u>	<u>21,650</u>	29.5	<u>72,572</u>	<u>55,146</u>	31.6
<u>Additional notes:</u>						
Gross Profit Margin	78.2%	66.7%		77.9%	68.2%	
Net Profit Margin	22.0%	30.5%		27.4%	25.9%	
Earnings Per Share (cents)	5.12	3.96		13.26	10.12	

CONSOLIDATED STATEMENT OF PROFIT OR LOSS FOR THE YEAR ENDED 31 DECEMBER 2018

Statement of Comprehensive Income for the year ended 31 December 2018:

	Group			Group		
	3 months Ended 31.12.18 \$'000	3 months Ended 31.12.17 \$'000 (Restated)	Change %	12 months Ended 31.12.18 \$'000	12 months Ended 31.12.17 \$'000 (Restated)	Change %
Profit for the Period, Net of Tax	28,038	21,650	29.5	72,572	55,146	31.6
<u>Other Comprehensive Income</u>						
Exchange Differences on Translating Foreign Operations	(1,332)	5	NM	(275)	309	NM
Other Comprehensive Expense for the Period, Net of Tax	(1,332)	5	NM	(275)	309	NM
Total Comprehensive Income for the Period	<u>26,706</u>	<u>21,655</u>	23.3	<u>72,297</u>	<u>55,455</u>	30.4
Attributable to:						
Owners of the Parent Company	26,831	21,761	23.3	72,553	55,828	30.0
Non-Controlling Interests	(125)	(106)	17.9	(256)	(373)	(31.4)
Total Comprehensive Income for the Period	<u>26,706</u>	<u>21,655</u>	23.3	<u>72,297</u>	<u>55,455</u>	30.4

1(a)(ii). Profit before Income tax is determined after charging (crediting):

	Group	
	12 months Ended	
	31.12.18 \$'000	31.12.17 \$'000
Depreciation of Property, Plant and Equipment	1,769	3,174
Depreciation of an Investment Property	18	18
Amortisation of Intangible Assets	693	972
Amortisation of Other Intangible Assets	51	386
Inventories Written Off	268	42
Allowance for Impairment on Product License	-	65
Fair value Loss (Gain) on Other financial Assets	15	(53)
Goodwill Written Off	324	-
(Reversal of) Allowance for Impairment on Inventories, Net	(338)	406
Write Back of Accruals	(1,278)	-
Reversal of Impairment Allowance on Trade Receivables	(816)	(412)
Allowance for Impairment on Other Receivables	183	42
Foreign Exchange Adjustment Losses, Net	1,990	3,725
Loss (Gain) on Disposal of Property, Plant and Equipment	52	(73)
Interest Income	(840)	(428)
Interest Expense	91	156

STATEMENTS OF FINANCIAL POSITION AS AT 31 DECEMBER 2018

(Amounts expressed in Singapore dollars)

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		Company	
	31.12.18	31.12.17	31.12.18	31.12.17
	\$'000	\$'000	\$'000	\$'000
		(Restated)		(Restated)
ASSETS				
NON-CURRENT ASSETS				
Property, Plant and Equipment	8,246	7,560	3,062	3,072
Investment Property	1,146	1,164	-	-
Other Intangible Assets	8,206	8,257	-	-
Intangible Assets	4,155	5,186	5	7
Investment in Subsidiaries	-	-	30,234	25,601
Deferred Tax Assets	441	830	-	-
Other Financial Assets	1,097	805	1,097	805
Total Non-Current Assets	23,291	23,802	34,398	29,485
CURRENT ASSETS				
Inventories	31,423	28,194	15,175	19,384
Trade and Other Receivables	5,219	47,104	32,734	49,708
Other Assets	21,741	4,322	12,424	3,369
Other Financial Assets	9,596	10,126	9,596	10,126
Cash and Cash Equivalents	197,124	82,228	64,851	40,153
Total Current Assets	265,103	171,974	134,780	122,740
TOTAL ASSETS	288,394	195,776	169,178	152,225
EQUITY AND LIABILITIES				
CURRENT LIABILITIES				
Income Tax Payable	17,813	10,799	9,633	8,656
Trade and Other Payables	95,053	45,926	24,897	23,703
Other Financial Liabilities	2,049	5,361	-	2,674
Other Liabilities	961	961	882	882
Total Current Liabilities	115,876	63,047	35,412	35,915
NET CURRENT ASSETS	149,227	108,927	99,368	86,825
NON-CURRENT LIABILITIES				
Deferred Tax Liabilities	1,734	3,902	138	138
Other Financial Liabilities	-	2,037	-	-
Total Non-Current Liabilities	1,734	5,939	138	138
TOTAL LIABILITIES	117,610	68,986	35,550	36,053
NET ASSETS	170,784	126,790	133,628	116,172
EQUITY, ATTRIBUTABLE TO OWNERS OF THE COMPANY				
Share Capital	18,608	19,738	18,608	19,738
Retained Earnings	149,315	109,565	114,698	96,434
Other Reserves	5,827	197	322	-
	173,750	129,500	133,628	116,172
Non-Controlling Interests	(2,966)	(2,710)	-	-
TOTAL EQUITY	170,784	126,790	133,628	116,172
TOTAL EQUITY AND LIABILITIES	288,394	195,776	169,178	152,225

BORROWINGS AND DEBT SECURITIES

(Amounts expressed in Singapore dollars)

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

Amount Repayable in One Year or less, or on Demand

As at 31.12.18		As at 31.12.17	
Secured (\$'000)	Unsecured (\$'000)	Secured (\$'000)	Unsecured (\$'000)
2,049	-	5,361	-

Amount Repayable after One Year

As at 31.12.18		As at 31.12.17	
Secured (\$'000)	Unsecured (\$'000)	Secured (\$'000)	Unsecured (\$'000)
-	-	2,037	-

Details of any collateral

Certain leasehold properties of subsidiaries at carrying value of \$408,000 as at 31 December 2018 (31 December 2017: \$418,000), a non-current other intangible asset of a subsidiary at carrying value of \$8,206,000 as at 31 December 2018 (31 December 2017: \$8,257,000) and an investment property of a subsidiary at carrying value of \$1,146,000 as at 31 December 2018 (31 December 2017: \$1,164,000) are mortgaged to banks to secure bank facilities granted by the banks.

Plant and equipment with carrying value of Nil as at 31 December 2018 (31 December 2017: \$20,000) were acquired under finance lease arrangements. The obligations under finance leases are secured by the lessor's charge over the leased assets.

Certain fixed deposits of the group are pledged to banks for facilities granted. See 1(c) for pledged details.

CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2018

(Amounts expressed in Singapore dollars)

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		Group	
	3 Months Ended 31.12.18	3 Months Ended 31.12.17	12 Months Ended 31.12.18	12 Months Ended 31.12.17
	\$'000	\$'000	\$'000	\$'000
Cash flows from Operating Activities:				
Profit before Tax	39,442	20,145	93,142	67,757
Interest Income	(323)	(129)	(840)	(428)
Interest Expenses	18	48	91	156
Depreciation of Property, Plant and Equipment	454	1,704	1,769	3,174
Depreciation of an Investment Property	4	4	18	18
Amortisation of Other Intangible Assets	51	386	51	386
Amortisation of Intangible Assets	176	242	693	972
Loss (Gain) on Disposal of Property, Plant and Equipment	2	-	52	(73)
Goodwill Written Off	-	-	324	-
Impairment Loss on Intangibles - Licenses	-	65	-	65
Issue of Shares by transferring of Treasury Shares	-	-	368	-
Fair Value (Gain) Loss on Other Financial Assets	-	(25)	15	(53)
Unrealised Exchange (Gains) Losses	(2,640)	165	(980)	4,611
Operating Cash Flows before Changes in Working Capital	<u>37,184</u>	<u>22,605</u>	<u>94,703</u>	<u>76,585</u>
Inventories	5,885	11,767	(3,229)	14,759
Trade and Other Receivables	3,423	(890)	41,907	(22,737)
Other Assets	(5,675)	4,347	(17,419)	5,087
Trade and Other Payables	34,902	3,623	49,344	91
Net Cash Flows from Operations before Tax	<u>75,719</u>	<u>41,452</u>	<u>165,306</u>	<u>73,785</u>
Income Tax (Paid) Recovered	(4,978)	848	(14,995)	(16,574)
Net Cash Flows from Operating Activities	<u>70,741</u>	<u>42,300</u>	<u>150,311</u>	<u>57,211</u>
Cash flows from Investing Activities:				
Purchase of Property, Plant and Equipment	(893)	(1,128)	(2,580)	(2,553)
Proceeds from Disposal of Property, Plant and Equipment	-	-	-	4
Purchase of Intangible Assets	-	(21)	(11)	(34)
Purchase of Other Financial Assets	(8)	(6,787)	(296)	(9,487)
Proceeds from Disposal of Other Financial Assets	-	274	789	274
Interest Received	323	129	840	428
Net Cash Flows used in Investing Activities	<u>(578)</u>	<u>(7,533)</u>	<u>(1,258)</u>	<u>(11,368)</u>
Cash flows from Financing Activities:				
Acquisition of Non-Controlling Interest	-	(371)	-	(371)
Dividends paid on Ordinary Shares	(6,594)	-	(27,495)	(16,508)
Purchase of Treasury Shares	-	-	(1,176)	(431)
Share Split Expenses	-	-	-	(18)
Proceeds from Bank Borrowings	-	-	-	2,732
Repayment of Bank Borrowings	(673)	(660)	(5,325)	(2,627)
Repayment of Finance Lease Liabilities	-	(2)	(2)	(9)
Interest Paid	(18)	(48)	(91)	(156)
Increase in Cash Restricted in Use	(260)	(12)	(127)	(3,033)
Net Cash Flows used in Financing Activities	<u>(7,545)</u>	<u>(1,093)</u>	<u>(34,216)</u>	<u>(20,421)</u>
Net increase in Cash and Cash Equivalents	62,618	33,674	114,837	25,422
Effects of exchange rate changes on Cash and Cash Equivalents	1	(265)	(68)	(1,160)
Cash and Cash Equivalents, Statement of Cash Flows, Beginning Balance	<u>125,133</u>	<u>39,574</u>	<u>72,983</u>	<u>48,721</u>
Cash and Cash Equivalents, Statement of Cash Flows, Ending Balance Note A	<u>187,752</u>	<u>72,983</u>	<u>187,752</u>	<u>72,983</u>
Note A :				
	Group		Group	
	3 Months Ended 31.12.18	3 Months Ended 31.12.17	12 Months Ended 31.12.18	12 Months Ended 31.12.17
	\$'000	\$'000	\$'000	\$'000
Cash and bank balances	197,124	82,228	197,124	82,228
Less: Cash pledged	(9,372)	(9,245)	(9,372)	(9,245)
Cash and Cash Equivalents in the Consolidated Cash Flow Statement	<u>187,752</u>	<u>72,983</u>	<u>187,752</u>	<u>72,983</u>

STATEMENTS OF CHANGES IN EQUITY FOR THE YEAR MONTHS ENDED 31 DECEMBER 2018

(Amounts expressed in Singapore dollars)

1(d). (i) A statement (for the Group and company) 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.

Group	Attributable to Owners of the Parent Company									
	Total Equity	Total	Share Capital	Treasury Shares	Retained Earnings	Foreign Currency Translation Reserve	Statutory Reserves	Share-based Compensation Reserves	Other Reserves	Non-Controlling Interests
	\$ '000	\$ '000	\$ '000	\$ '000	\$ '000	\$ '000	\$ '000	\$ '000	\$ '000	\$ '000
Balance at 1 January 2018	126,790	129,500	20,618	(880)	108,002	1,718	-	-	42	(2,710)
Impact on adoption of SFRS(I) 1	-	-	-	-	1,563	(1,563)	-	-	-	-
Balance at 1 January 2018 as restated	126,790	129,500	20,618	(880)	109,565	155	-	-	42	(2,710)
Movements in Equity										
Total Comprehensive Income (Expense) for the Period	6,597	6,604	-	-	5,771	833	-	-	-	(7)
Balance at 31 March 2018	133,387	136,104	20,618	(880)	115,336	988	-	-	42	(2,717)
Movements in Equity										
Total Comprehensive Income (Expense) for the Period	8,692	8,758	-	-	9,128	(370)	-	-	-	(66)
Share Buy Back - Held as Treasury Shares	(1,176)	(1,176)	-	(1,176)	-	-	-	-	-	-
Transfer of Treasury Shares pursuant to Performance Share Scheme	368	368	-	46	-	-	-	322	-	-
Dividends	(14,307)	(14,307)	-	-	(14,307)	-	-	-	-	-
Balance at 30 June 2018	126,964	129,747	20,618	(2,010)	110,157	618	-	322	42	(2,783)
Movements in Equity										
Total Comprehensive Income (Expense) for the Period	30,302	30,360	-	-	29,887	473	-	-	-	(58)
Dividends	(6,594)	(6,594)	-	-	(6,594)	-	-	-	-	-
Balance at 30 September 2018	150,672	153,513	20,618	(2,010)	133,450	1,091	-	322	42	(2,841)
Movements in Equity										
Total Comprehensive Income (Expense) for the Period	26,706	26,831	-	-	28,106	(1,275)	-	-	-	(125)
Transfer to statutory reserves	-	-	-	-	(5,647)	-	5,647	-	-	-
Dividends	(6,594)	(6,594)	-	-	(6,594)	-	-	-	-	-
Balance at 31 December 2018	<u>170,784</u>	<u>173,750</u>	<u>20,618</u>	<u>(2,010)</u>	<u>149,315</u>	<u>(184)</u>	<u>5,647</u>	<u>322</u>	<u>42</u>	<u>(2,966)</u>

STATEMENTS OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2018

(Amounts expressed in Singapore dollars)

Group	Attributable to Owners of the Parent Company							
	Total Equity	Total	Share Capital	Treasury Shares	Retained Earnings	Foreign Currency Translation Reserve	Other Reserves	Non- Controlling Interests
	\$ '000	\$ '000	\$ '000	\$ '000	\$ '000 (Restated)	\$ '000 (Restated)	\$ '000	\$ '000
Balance at 1 January 2017	88,663	90,587	20,618	(449)	68,855	1,563	-	(1,924)
Impact on adoption of SFRS(I) 1	-	-	-	-	1,563	(1,563)	-	-
Balance at 1 January 2017 as restated	88,663	90,587	20,618	(449)	70,418	-	-	(1,924)
<u>Movements in Equity</u>								
Total Comprehensive Income (Expense) for the Period	9,075	9,207	-	-	9,723	(516)	-	(132)
Balance at 31 March 2017	97,738	99,794	20,618	(449)	80,141	(516)	-	(2,056)
<u>Movements in Equity</u>								
Total Comprehensive Income (Expense) for the Period	12,143	12,228	-	-	11,965	263	-	(85)
Dividends	(8,257)	(8,257)	-	-	(8,257)	-	-	-
Balance at 30 June 2017	101,624	103,765	20,618	(449)	83,849	(253)	-	(2,141)
<u>Movements in Equity</u>								
Total Comprehensive Income (Expense) for the Period	12,582	12,632	-	-	12,182	450	-	(50)
Share Buy Back - Held as Treasury Shares	(431)	(431)	-	(431)	-	-	-	-
Share Split Related Expenses	(18)	(18)	-	-	(18)	-	-	-
Dividends	(8,251)	(8,251)	-	-	(8,251)	-	-	-
Balance at 30 September 2017	105,506	107,697	20,618	(880)	87,762	197	-	(2,191)
<u>Movements in Equity</u>								
Acquisition of Non-controlling Interests Without a change in control	(371)	42	-	-	-	-	42	(413)
Total Comprehensive Income (Expense) for the Period	21,655	21,761	-	-	21,803	(42)	-	(106)
Balance at 31 December 2017	126,790	129,500	20,618	(880)	109,565	155	42	(2,710)

STATEMENTS OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2018

(Amounts expressed in Singapore dollars)

Company	Attributable to Owners of the Parent Company				
	Total Equity	Share Capital	Treasury Shares	Retained Earnings	Share- based Compen- sation Reserve
	\$'000	\$'000	\$'000	\$'000	\$'000
Balance at 1 January 2018	116,172	20,618	(880)	96,434	-
<u>Movements in Equity</u>					
Total Comprehensive Income for the Period	3,124	-	-	3,124	-
Balance as at 31 March 2018	119,296	20,618	(880)	99,558	-
<u>Movements in Equity</u>					
Total Comprehensive Income for the Period	7,885	-	-	7,885	-
Share Buy Back - Held as Treasury Shares	(1,176)	-	(1,176)	-	-
Transfer of Treasury Shares pursuant to Performance Share Scheme	368	-	46	-	322
Dividends	(14,307)	-	-	(14,307)	-
Balance as at 30 June 2018	112,066	20,618	(2,010)	93,136	322
<u>Movements in Equity</u>					
Total Comprehensive Income for the Period	24,663	-	-	24,663	-
Dividends	(6,594)	-	-	(6,594)	-
Balance as at 30 September 2018	130,135	20,618	(2,010)	111,205	322
<u>Movements in Equity</u>					
Total Comprehensive Income for the Period	10,087	-	-	10,087	-
Dividends	(6,594)	-	-	(6,594)	-
Balance as at 31 December 2018	133,628	20,618	(2,010)	114,698	322

STATEMENTS OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2018

(Amounts expressed in Singapore dollars)

Company	Attributable to Owners of the Parent Company			
	Total Equity	Share Capital	Treasury Shares	Retained Earnings
	\$'000	\$'000	\$'000	\$'000
Balance at 1 January 2017	94,074	20,618	(449)	73,905
<u>Movements in Equity</u>				
Total Comprehensive Income for the Period	6,730	-	-	6,730
Balance as at 31 March 2017	100,804	20,618	(449)	80,635
<u>Movements in Equity</u>				
Total Comprehensive Income for the Period	7,296	-	-	7,296
Dividends	(8,257)	-	-	(8,257)
Balance as at 30 June 2017	99,843	20,618	(449)	79,674
<u>Movements in Equity</u>				
Total Comprehensive Income for the Period	8,398	-	-	8,398
Share Buy Back - Held as Treasury Shares	(431)	-	(431)	-
Share Split Related Expenses	(18)	-	-	(18)
Dividends	(8,251)	-	-	(8,251)
Balance as at 30 September 2017	99,541	20,618	(880)	79,803
<u>Movements in Equity</u>				
Total Comprehensive Income for the Period	16,631	-	-	16,631
Balance as at 31 December 2017	116,172	20,618	(880)	96,434

NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2018

(Amounts expressed in Singapore dollars)

SHARE CAPITAL

- 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 also the number of shares that may be issued on conversion of all the outstanding convertibles as well as the number of shares held as treasury shares, if any, against the total number of issued shares excluding treasury shares 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.

(a) Share Capital

	Group and Company		Group and Company	
	Issued ordinary shares		Issued and fully paid up capital	
	No. of shares		\$'000	
	2018	2017	2018	2017
At 1 January and 31 March	550,088,514	275,229,757	19,738	20,169
Share Split	-	275,229,757	-	-
Share buy back – held as Treasury Shares	(925,000)	-	(1,176)	-
Transfer of Treasury Shares pursuant to Performance Share Scheme	231,600	-	46	-
At 30 June	549,395,114	550,459,514	18,608	20,169
Share buy back – held as Treasury Shares	-	(371,000)	-	(431)
At 30 September and 31 December	549,395,114	550,088,514	18,608	19,738

(b) Treasury Shares

	<u>Group and Company</u>		<u>Group and Company</u>	
	<u>No. of shares</u>		<u>\$'000</u>	
	<u>2018</u>	<u>2017</u>	<u>2018</u>	<u>2017</u>
At 1 January and 31 March	4,303,500	1,966,250	880	449
Share Split	-	1,966,250	-	-
Share buy back – held as Treasury Shares	925,000	-	1,176	-
Transfer of Treasury Shares pursuant to Performance Share Scheme	(231,600)	-	(46)	-
At 30 June	4,996,900	3,932,500	2,010	449
Share buy back – held as Treasury Shares	-	371,000	-	431
At 30 September and 31 December	<u>4,996,900</u>	<u>4,303,500</u>	<u>2,010</u>	<u>880</u>

For the three months ended 31 December 2018 and 31 December 2017, the company did not purchase its ordinary shares to be held as treasury shares.

(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 ordinary shares excluding treasury shares as at 31 December 2018 was 549,395,114 (31 December 2017: 550,088,514).

The total number of treasury shares as at 31 December 2018 was 4,996,900 (31 December 2017: 4,303,500).

(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.

Pls refer to item 1(d) ii above.

AUDIT

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 auditors.

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

Not applicable.

ACCOUNTING POLICIES

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

Except as disclosed in paragraph 5 below, the Group has applied the same accounting policies and methods of computation in the financial statements for the current year as compared with those used in the audited financial statements for the financial year ended 31 December 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.

The Group has applied the specific transition requirements in Singapore Financial Reporting Standards (International) ("SFRS(I)") with 1 January 2017 as the date of transition for the Group and the Company. SFRS(I) 1 generally requires that the Group applies SFRS(I) on a retrospective basis, as if such accounting policy had always been applied. The Group has elected the optional exemption in SFRS(I) 1 to reset its cumulative Foreign Currency Translation Reserve ("FCTR") for all foreign operations to nil at the date of transition, and reclassified the cumulative FCTR of approximately \$1,563,000 as at 1 January 2017 to Retained Earnings. After the date of transition, any gain or loss on disposal of any foreign operations will exclude translation differences that arose before the date of transition.

As a result, the cumulative FCTR has decreased by approximately \$1,563,000 and Retained Earnings has increased by the same amount as at 1 January 2017 and 1 January 2018. FCTR and Retained Earnings are included in "Equity" in the Consolidated Statement of Financial Position.

The Group has applied SFRS(I) 9 Financial Instruments on 1 January 2018. Prior to 1 January 2018, certain quasi-equity intercompany loans amounting to \$21,937,000 were classified as non-current other receivables. With the adoption of SFRS(I) 9, the Company has reclassified the balances to investment in subsidiaries at the Company level.

Further, the Group has also applied SFRS(I) 15 Revenue from Contracts with Customers. Prior to 1 January 2018, certain expenses were recorded as distribution costs. With the adoption of SFRS(I) 15, the Group has reclassified such expenses of \$6,069,000 for FY2017 from distribution cost to be netted off against revenue in the Statement of Profit and Loss.

In addition to the adoption of the new framework, the Group has also concurrently applied the following SFRS(I)s, interpretations of SFRS(I)s and requirements of SFRS(I)s which are mandatorily effective from the same date.

- Requirements in SFRS(I) 1-40 *Investment Property* arising from the amendments to IAS 40 – *Transfers of investment property* issued by the IASB in December 2016;
- requirements in SFRS(I) 1 arising from the amendments to IFRS 1 – *Deletion of short-term exemptions for first-time adopters* issued by the IASB in December 2016;
- SFRS(I) INT 22 *Foreign Currency Transactions and Advance Consideration*.

The application of the above standards and interpretations did not have any significant impact on the Company's and the Group's financial statements.

EARNINGS PER SHARE

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					
	3 months ended 31.12.18	3 months ended 31.12.17	Change %	12 months ended 31.12.18	12 months ended 31.12.17	Change %
Earnings per share of Group:						
(a) Based on weighted average number of ordinary shares on issue (cts); and	5.12	3.96	29.3	13.26	10.12	31.0
(b) On a fully diluted basis (cts)	5.12	3.96	29.3	13.26	10.12	31.0

For comparative purposes, the earnings per ordinary shares for the three months ended 31 December 2018 and 31 December 2017 are calculated based on the profit for the period of approximately \$28.1 million and \$21.8 million respectively. The earnings per ordinary shares for the year ended 31 December 2018 and 31 December 2017 are calculated based on the profit for the year of approximately \$72.9 million and \$55.7 million respectively.

The weighted average number of ordinary shares (excluding treasury shares) for the three months ended 31 December 2018 is 549,395,114 (3 months ended 31 December 2017: 550,088,514). The weighted average number of ordinary shares (excluding treasury shares) for the year ended 31 December 2018 is 549,696,088 (12 months ended 31 December 2017: 550,321,559).

NET ASSET VALUE PER SHARE

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		COMPANY	
	31.12.18	31.12.17	31.12.18	31.12.17
Net asset value per ordinary shares (cents)	31.63	23.54	24.32	21.12

Note: The number of ordinary shares of the Group and Company (excluding treasury shares) as at 31 December 2018 was 549,395,114. (31 December 2017: 550,088,514).

REVIEW OF THE PERFORMANCE OF THE GROUP

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.**

Overview

Pursuant to new accounting standards SFRS(I) 15 Revenue from Contracts with Customers, certain expenses previously recorded in distribution costs are to be recorded as reduction in revenue. As a result of this, the Group registered a total revenue of \$266.3 million for FY2018, representing a 24.0% increase when compared to FY2017. This is mainly due to the commencement of Franchise segment in China as well as overall improvements from the Group's Direct Selling markets of Singapore, Taiwan and Indonesia.

Due to the Group's transition to Franchise segment in China, our China subsidiary incurred higher custom duties, resulting in an increase of cost of sales by 17.2% in 4Q2018. Despite this, cost of sales for FY2018 declined by 13.9% vis-à-vis FY2017 mainly due to the minimal Export revenue in 1H2018.

The Group's gross profit increased by 41.6% to \$207.5 million in FY2018 when compared to the previous year as Franchise revenue was recognised at a higher price point compared to the Export price.

In line with our previous announcement, net profit margin for 4Q2018 decreased to 22.0% while net profit margin in FY2018 increased to 27.4%, mainly due to the following factors:

- \$1.1 million of Other operating expenses were recorded in 4Q2018 as a result of adjustments made to reflect actual service fees in FY2018. Year-on-year, it increased to \$16.3 million from \$5.6 million mainly due to one-time trademark royalty fee received in 3Q2018 as well as the service fees relating to market development services, training and IT services;
- The Group received higher interest income of \$323,000 in 4Q2018 and \$840,000 in FY2018, mainly due to interest income earned from other financial assets and fixed deposits placed with financial institutions;
- Distribution costs increased to \$40.8 million in 4Q2018 from \$13.6 million in 4Q2017 mainly due to sales related expenses from the Franchise segment, commissions under the Direct Selling segment and higher convention expenses. In total, distribution costs in FY2018 increased by 88.7% when compared to FY2017;
- Administrative expenses for the Group increased to \$19.5 million in 4Q2018 from \$12.3 million in 4Q2017 mainly due to higher professional fees incurred in relation to the investment in Celligenics, M&A and other projects, management and staff costs and withholding tax expenses. In addition, higher expenses from the Changsha branch office contributed to the increase of administrative expenses for FY2018;
- In 4Q2018, net other gains of \$0.7 million was primarily due to net reversal of impairment on trade and other receivables as well as reversal of allowance for impairment on inventories. Net other losses of \$0.1 million in FY2018 was mainly

driven by the foreign exchange losses due to weaker Indonesia Rupiah and Chinese Yuan against Singapore Dollar, offsetting write back of accruals of certain subsidiaries; and

- The Group incurred income tax expense of \$20.6 million in FY2018 mainly attributable to certain subsidiaries in the Group being profitable for the year. In addition, the Group's effective tax rate increased from 18.6% in FY2017 to 22.1% in FY2018 largely due to profitability of our Franchise business in China, which has a higher corporate tax rate.

As a result, the Group's Profit Attributable to Owners of the Parent Company increased from \$55.7 million in FY2017 to \$72.9 million for FY2018.

Revenue by Business Segments

For Quarter: 4Q2018 Vs 4Q2017

Business Segment	3 months ended 31.12.18 Revenue		3 months ended 31.12.17 Revenue		Change %
	\$'000	%	\$'000	%	
Direct Selling	47,519	37.2	35,021	49.0	35.7
Export	84	0.1	35,100	49.1	(99.8)
Manufacturing/Wholesale	1,231	1.0	1,360	1.9	(9.5)
Franchise	78,817	61.7	-	-	NA
Total	127,651	100.0	71,481	100.0	78.6

For The Year Ended: 2018 Vs 2017

Business Segment	12 months ended 31.12.18 Revenue		12 months ended 31.12.17 Revenue		Change %
	\$'000	%	\$'000	%	
Direct Selling	120,896	45.4	103,821	48.3	16.4
Export	10,932	4.1	106,450	49.6	(89.7)
Manufacturing/Wholesale	4,091	1.5	4,535	2.1	(9.8)
Franchise	130,381	49.0	-	-	NA
Total	266,300	100.0	214,806	100.0	24.0

In FY2018, the Group generated a revenue of \$120.9 million or 45.4% of its total revenue from the Direct Selling segment. Revenue from this segment increased by 16.4% in FY2018 compared to FY2017 mainly as a result of growth in the key markets of Singapore, Taiwan and Indonesia.

Revenue from Export segment declined by 89.7% as a result of the migration of the Group's exports to China to the Franchise segment. In 4Q2018, the export revenue represented the Group's exports to Myanmar.

In FY2018, Revenue from the Franchise segment contributed \$130.4 million or 49.0% of the Group's total revenue. In line with the Group's seasonality cycle, revenue from the Franchise segment improved to \$78.8 million in 4Q2018. Moving forward, management expects the Franchise segment to have a similar seasonality as our Direct Selling segment. As at 31

December 2018, our China subsidiary had entered into agreements with 28 franchisees, which are spread over eleven provinces and one municipality in mainland China.

Manufacturing/Wholesale segment which makes up 1.5% of the Group's total revenue in FY2018 has decreased by 9.8% compared to FY2017 mainly due to strong competition in the mass market health supplements sector in China.

As at 31 December 2018, the Group had 99,590 members for our Direct Selling business. This translates to a 1.2% increase when compared to 30 September 2018.

Revenue by Geographical Locations

For Quarter: 4Q2018 Vs 4Q2017

Geographical Locations	3 months ended 31.12.18 Revenue		3 months ended 31.12.17 Revenue		Change %
	\$'000	%	\$'000	%	
Singapore	2,639	2.1	1,890	2.6	39.6
China	80,049	62.7	36,305	50.8	120.5
Taiwan	36,334	28.5	28,799	40.3	26.2
Indonesia	5,256	4.1	1,667	2.3	215.3
Others	3,373	2.6	2,820	4.0	19.6
Total	127,651	100.0	71,481	100.0	78.6

For The Year Ended: 2018 Vs 2017

Geographical Locations	12 months ended 31.12.18 Revenue		12 months ended 31.12.17 Revenue		Change %
	\$'000	%	\$'000	%	
Singapore	8,124	3.1	7,419	3.5	9.5
China	144,807	54.4	110,462	51.5	31.1
Taiwan	85,994	32.3	82,346	38.3	4.4
Indonesia	15,760	5.9	5,238	2.4	200.9
Others	11,615	4.3	9,341	4.3	24.3
Total	266,300	100.0	214,806	100.0	24.0

Singapore

Overall for FY2018, revenue from Singapore improved by 9.5% to \$8.1 million due to the continuous effort on brand building through investments in online media such as engaging social media influencers or "Key Opinion Leaders". In addition, revenue in 4Q2018 increased by 39.6% mainly due to marketing campaigns held in 4Q2018.

China

Despite minimal Export Revenue from China in 1H2018 due to the transition to Franchise segment, revenue from China increased by 31.1% to \$144.8 million when compared to FY2017. This is primarily due to the underlying growth in demand for our skincare line driven by our franchisees, as well as revenue recognized for the Franchise segment is at a higher

price point than the export price for an identical product, which is in line with Section 10 of our FY2017 results announcement.

Taiwan

Revenue for 4Q2018 increased 26.2% from \$28.8 million in 4Q2017 to \$36.3 million, mainly due to positive response to the 12th Anniversary Promotions.

In line with Section 10 of FY2017 results announcement, Taiwan's management was successful in arresting the decline and achieved a year-on-year increase of 4.4% in revenue for FY2018. This is attributable to the Mother's Day Promotion in April, more large-scale events and training held throughout the year and a successful 12th Anniversary Promotions for the months of October and November.

Indonesia

For FY2018, revenue from Indonesia increased by 200.9% mainly due to the increased shift towards online marketing which allowed for a more effective and efficient method to promote brand awareness, attract new consumer members and ultimately drive demand for the Group's products. The management continued its effort to promote our skincare line and conduct more skill trainings for member distributors. Positive response to various incentives targeted at new, mid-tier and higher-tier distributors also promoted sales. The anticipated launching of our BWL iPhone/Android apps for Indonesia in 4Q2018 has been delayed to 1Q2019.

Others

Revenue from Other Markets increased by 24.3% in FY2018 due to the increase in sales from Hong Kong, Philippines, Myanmar and Vietnam, offsetting declines from the markets of Thailand, Malaysia and Korea.

Financial Position and Cash Flow

Non-current assets of the Group decreased from \$23.8 million as at 31 December 2017 to \$23.3 million as at 31 December 2018, mainly due to amortization of Intangible Assets as well as impairment of goodwill of a certain subsidiary offsetting the increase of Property, Plant and Equipment in relation to construction in progress for our Tuas facility.

In line with increasing demand from the Franchise segment, inventories increased from \$28.2 million as at 31 December 2017 to \$31.4 million as at 31 December 2018.

Trade and Other Receivables decreased from \$47.1 million as at 31 December 2017 to \$5.2 million as at 31 December 2018 due to payments received from our China agent. As at 31 December 2018, \$5.2 million mainly relates to refundable deposits as well as receivables from our Manufacturing/Wholesales segment and the Direct Selling segment.

Other Assets increased from \$4.3 million as at 31 December 2017 to \$21.7 million as at 31 December 2018 mainly due to the prepayments such as professional fees as well as suppliers in relation to our upcoming annual convention in Sydney. In addition, in line with higher orders of inventories made, higher deposits were paid to suppliers. In comparison, as at 31 December 2017, lower trade deposits to suppliers was due to decrease in export sales orders as the Group entered into transition for the conversion of the Export segment into Franchise sales model from 1Q2018 onwards.

Trade and Other Payables increased from \$45.9 million as at 31 December 2017 to \$95.1 million as at 31 December 2018 mainly due to sales related expenses from the Franchise segment, higher accruals for commissions and convention expenses.

Total Other Financial Liabilities decreased from \$7.4 million as at 31 December 2017 to \$2.0 million as at 31 December 2018 due to repayment of bank borrowings during the year.

Other Liabilities were maintained at \$1.0 million as at 31 December 2018 vis-à-vis 31 December 2017.

Income Tax Payable increased from \$10.8 million as at 31 December 2017 to \$17.8 million as at 31 December 2018 due to increase of tax provisions from our profitable subsidiaries in 4Q2018.

As at 31 December 2018, the Group generated \$150.3 million net cash flow from operating activities mainly due to Profit Before Tax of \$93.1 million. Net cash flow used in financing activities of \$34.2 million was mainly due to dividend payments of \$27.5 million and \$5.3 million in repayment of bank borrowings during the year.

As at 31 December 2018, the Group maintained a healthy balance sheet and working capital position with approximately \$197.1 million in cash and cash equivalents.

COMMENTARY ON THE CURRENT PERIOD'S PROSPECTS

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

The results are in line with section 10 of the last quarter's results announcement.

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.

For FY2019, barring any unforeseen circumstances, management is cautiously optimistic to be able to achieve both revenue and profit growth for the Group when compared to FY2018, mainly due to the following reasons:

- Unlike in FY2018 where 1Q2018 and 2Q2018 revenue and profit were only contributed by our Direct Selling Business, the Group will register revenue and profit from its 2 main business segments of Direct Selling and Franchise segments for all the quarters of FY2019;
- The Group expects underlying demand for its products to increase in China, Taiwan, Indonesia, Singapore and certain Other markets in FY2019, compared to FY2018;

Barring unforeseen circumstances, factors that may affect the Group's performance in the next reporting period and for the next 12 months are as follows:

- The Group constantly engages the services of various professionals to, amongst other reasons, identify and assess M&A and corporate development opportunities relevant to the Group's business, and to ensure that its operations fulfil all local regulations in

the different jurisdictions it operates in. As a result, we expect higher professional fees and other related expenses in FY2019 compared to the same period last year;

- Under the current mix of distribution models for the Group and the new accounting standards, gross profit margin for FY2019 is expected to be approximately that of 4Q2018;
- With the Franchise segment in full swing, we do not expect significant contributions in other operating income from our previous China agent in the quarters ahead;
- Under the current mix of distribution models for the Group and the new accounting standards, barring any unforeseen circumstances, we expect the normalization of our distribution costs to be between 30% and 35% of Revenue;
- Higher administrative expenses due to an increase in management and staff in HQ and certain subsidiaries, expenses in relation to the construction of the Group's Tuas manufacturing facilities and the relocation/refurbishment of certain Regional Centres;
- Net profit margin for FY2019 is expected to be in the region of 25%;
- Fluctuations of currencies in key markets which the Group operates against the Singapore Dollar, may affect the Group's performance positively or negatively. Management actively undertakes measures to mitigate such potential risks.

Other ongoing factors that may affect the Group's performance include timeline for product license registration and renewal in key markets, natural disasters, unanticipated regulatory changes in key markets we operate in and disruptions from market competition.

DIVIDENDS

11. (a) (i) Current Financial Period Reported On

The directors are pleased to recommend a final one-tier tax-exempt dividend of 4.2 cents per share in respect of the financial year ended 31 December 2018.

The directors are pleased to recommend a special final one-tier tax-exempt dividend of 0.8 cents per share in respect of the financial year ended 31 December 2018.

(ii) Corresponding Period of the immediately Preceding Financial Year

For the corresponding preceding period, the Company paid a final one-tier tax-exempt dividend of 2.6 cents per share in respect of financial year ended 31 December 2017.

(b) Date payable for dividend

To be advised

(c) Book closure date for dividend

To be advised

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.**

The Group did not obtain a general mandate from shareholders for Interested Person Transactions.

Interested Person Transactions

Name of Interested Person	For the Year Ended 31 December 2018	
	Aggregate value of all interested person transactions during the financial year under review (excluding transactions less than \$100,000 and transactions conducted under shareholders' mandate pursuant to Rule 920)	Aggregate value of all interested person transactions conducted under shareholders' mandate pursuant to Rule 920 (excluding transaction less than \$100,000)
	\$'000	\$'000
Huan Beng Choon ⁽¹⁾		
- Sales	4	NA
- Freelance Commission Paid	130	NA

Note (1): Brother of Dr. Dora Hoan Beng Mui

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

Best World International Limited confirms that undertakings under Rule 720(1) have been obtained from all its directors and executive officers in the format set out in Appendix 7.7.

PART II – ADDITIONAL INFORMATION REQUIRED FOR FULL YEAR ANNOUNCEMENT

15. 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 immediate preceding year.

Business Segments

2018

Group

	<u>Direct selling</u> \$ '000	<u>Export</u> \$ '000	<u>Franchise</u> \$ '000	<u>Manufac- turing/ Wholesale</u> \$ '000	<u>Un- allocated</u> \$ '000	<u>Total</u> \$ '000
External Sales and Services	120,896	10,932	130,381	4,091	-	266,300
Recurring EBITDA	33,469	19,806	42,706	(1,126)	69	94,924
Interest Income	156	63	510	111	-	840
Interest Expense	(2)	(1)	(4)	-	(84)	(91)
Depreciation	(853)	(78)	(708)	(130)	(18)	(1,787)
Amortisation	(13)	-	(1)	(679)	(51)	(744)
Profit (Loss) before Tax from Continuing Operations	32,757	19,790	42,503	(1,824)	(84)	93,142
Income Tax Expense						(20,570)
Profit from Continuing Operations						72,572
<u>Other Segment items</u>						
Additions to Property, Plant and Equipment	308	77	582	38	1,575	2,580
Additions to Intangible Assets	11	-	-	-	-	11
<u>Assets and Liabilities</u>						
Total Assets for reportable segments	93,013	8,080	128,159	13,049	-	242,301
Unallocated:						
Deferred Tax Assets	-	-	-	-	441	441
Other Intangible Assets	-	-	-	-	8,206	8,206
Investment Property	-	-	-	-	1,146	1,146
Other Financial Assets	-	-	-	-	10,693	10,693
Other Assets	-	-	-	-	21,741	21,741
Other Unallocated Amounts	-	-	-	-	3,866	3,866
Total Group Assets	93,013	8,080	128,159	13,049	46,093	288,394
Total Liabilities for reportable segments	(27,857)	(2,351)	(64,484)	(1,322)	-	(96,014)
Unallocated:						
Other Financial Liabilities	-	-	-	-	(2,049)	(2,049)
Deferred Tax Liabilities	-	-	-	-	(1,734)	(1,734)
Income Tax Payable	-	-	-	-	(17,813)	(17,813)
Total Group Liabilities	(27,857)	(2,351)	(64,484)	(1,322)	(21,596)	(117,610)

Business Segments**2017****Group**

	<u>Direct</u> <u>selling</u> \$ '000	<u>Export</u> \$ '000	<u>Manufactur-</u> <u>ing/</u> <u>Wholesale</u> \$ '000	<u>Unallocated</u> \$ '000	<u>Total</u> \$ '000
External Sales and Services	103,821	106,450	4,535	-	214,806
Recurring EBITDA	28,234	44,571	(884)	114	72,035
Interest Income	15	282	131	-	428
Interest Expense	(6)	(33)	-	(117)	(156)
Depreciation	(761)	(696)	(134)	(1,601)	(3,192)
Amortisation	(12)	(6)	(954)	(386)	(1,358)
Profit (Loss) before Tax from Continuing Operations	27,470	44,118	(1,841)	(1,990)	67,757
Income Tax Expense					(12,611)
Profit from Continuing Operations					55,146
<u>Other Segment items</u>					
Additions to Property, Plant and Equipment	1,610	944	119	-	2,673
Additions to Intangible Assets	4		30	-	34
<u>Assets and Liabilities</u>					
Total Assets for reportable segments	53,634	95,045	15,032	-	163,711
Unallocated:					
Deferred Tax Assets	-	-	-	830	830
Other Intangible Assets	-	-	-	8,257	8,257
Investment Property	-	-	-	1,164	1,164
Other Financial Assets	-	-	-	10,931	10,931
Other Assets	-	-	-	4,322	4,322
Other Unallocated Amounts	-	-	-	6,561	6,561
Total Group Assets	53,634	95,045	15,032	32,065	195,776
Total Liabilities for reportable segments	(24,010)	(23,790)	(1,763)	-	(49,563)
Unallocated:					
Other Financial Liabilities	-	-	-	(4,722)	(4,722)
Deferred Tax Liabilities	-	-	-	(3,902)	(3,902)
Income Tax Payable	-	-	-	(10,799)	(10,799)
Total Group Liabilities	(24,010)	(23,790)	(1,763)	(19,423)	(68,986)

16. 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 see section 8 for explanation.

17. A breakdown of sales

	Group		
	2018 (\$'000)	2017 (\$'000)	% Increase/ (Decrease)
(a) Sales reported for the first half year	58,031	97,536	(40.5)
(b) Operating profit after tax before deducting minority interests reported for the first half year	14,766	21,423	(31.1)
(c) Sales reported for second half year	208,269	117,270	77.6
(d) Operating profit after tax before deducting minority interest reported for second half year	57,806	33,723	71.4

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

Type of dividend	2018 (\$'000)	2017 (\$'000)
Interim paid	13,188	8,251
Final (proposed)	27,470	14,302
Total	40,658	22,553

19. 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.

Financial Year Ended: 31 December 2018

Name	Age	Family relationship with any director, CEO or substantial shareholder	Current position and duties, and the year the position was held	Details if changes in duties and position held, if any, during the year
Tang Boon Leong, Jansen	41	Nephew of Group Co-Chairman, Group CEO/ Managing Director – Dr. Dora Hoan Beng Mui	<p>Group Manager, Regional Membership and Commission</p> <ul style="list-style-type: none"> - Handles regional membership related matters such as distributors' bonus payments and processing new memberships - Position promoted since 1 March 2015 <p>Senior Country Manager, China and HK</p> <ul style="list-style-type: none"> - Overall management of BWL China & HK's operations and market development - Position held since 1 March 2018 	NA
Tan Hui Keng, Phyllis	48	Sister-in-law of Co-Chairman, Group CEO/ Managing Director – Dr. Dora Hoan Beng Mui	<p>Group Manager, Logistic</p> <ul style="list-style-type: none"> - Handles all matters relating to inventory planning, purchasing, export and import. - Position promoted since 1 March 2015 	NA

On behalf of the Board of Directors

Dora Hoan Beng Mui
Co-Chairman, Group CEO/ Managing Director

Doreen Tan Nee Moi
Co-Chairman, President

26 February 2019