

FINANCIAL STATEMENTS AND DIVIDEND ANNOUNCEMENT FOR THE FINANCIAL PERIOD ENDED 30 SEPTEMBER 2013

#### PART I - INFORMATION REQUIRED FOR ANNOUNCEMENTS OF FULL YEAR RESULTS

1(a)(i) A consolidated statement of comprehensive income together with a comparative statement for the corresponding period of the immediately preceding financial year.

				Group		
				1-Oct-12	1-Oct-11	
	4QFY2013	4QFY2012	%	30-Sep-13	30-Sep-12	%
	S\$'000	S\$'000	+ / (-)	S\$'000	S\$'000	+ / (-)
Revenue	33,625	27,022	24.4	155,712	155,024	0.4
	•	•		•	,	-
Cost of sales	(27,242)	(20,017)	36.1	(126,514)	(121,850)	3.8
Gross profit	6,383	7,005	(8.9)	29,198	33,174	(12.0)
Financial income	4	3	33.3	25	22	13.6
Financial expense	(289)	(330)	(12.4)	(1,356)	(1,395)	
,	, ,	, ,	, ,	( , ,	, , ,	(2.8)
Distribution costs	(2,442)	(2,322)	5.2	(10,070)	(9,329)	7.9
Administrative expenses	(2,535)	(2,784)	(8.9)	(9,977)	(10,441)	(4.4)
Other credits/ (charges)	(216)	1,470	(114.7)	(559)	1,396	(140.0)
Profit before income tax	905	3,042	(70.2)	7,261	13,427	(45.9)
Income tax credit/(expense)	255	(560)	(145.5)	(897)	(2,371)	(62.2)
Profit for the period	1,160	2,482	(53.3)	6,364	11,056	(42.4)
Other Comprehensive Income:						
Gain on property revaluation, net of tax	2,782	1,713	62.4	2,782	1,713	62.4
Gain/(loss) on other assets, net of tax	(6)	6	(200.0)	(6)	6	(200.0)
Exchange differences on translating						
foreign operations, net of tax	17	2	750.0	77	6	1,183.3
Other Comprehensive Income for the						
period, net of tax	2,793	1,721	62.3	2,853	1,725	65.4
Total Comprehensive Income for the						
period, net of tax	3,953	4,203	(5.9)	9,217	12,781	(27.9)

1(a)(ii) The consolidated statement of comprehensive income is arrived after crediting / (charging) the following:

	Group			
			1-Oct-12	1-Oct-11
	4QFY2013	4QFY2012	30-Sep-13	30-Sep-12
	S\$'000	S\$'000	S\$'000	S\$'000
Allowance for impairment on trade receivables	(46)	848	(133)	(15)
Allowance for slow-moving stock	(1,226)	3	(1,425)	(766)
Bad debts (written off)/recovered	(75)	141	(70)	(35)
Depreciation of property, plant and equipment	(616)	(568)	(2,192)	(2,080)
Foreign exchange (loss)/gain	(122)	357	(416)	1,169
Gain/(loss) on disposal of plant and equipment	11	117	11	117
Interest on borrowings	(289)	(330)	(1,356)	(1,395)
(Write-off)/Reversal for stock obsolescence	(56)	(18)	(409)	25



### COSMOSTEEL HOLDINGS LIMITED

Co. Reg. No. 200515540Z

1(b)(i) Statements of financial position together with a comparative statement as at the end of the immediately preceding financial year.

,, ,	Group		Company	
	As at 30/09/13 S\$'000	As at 30/09/12 S\$'000	As at 30/09/13 S\$'000	As at 30/09/12 S\$'000
ASSETS	οφ σσσ	Οψ 000	Οψ 000	Οψ 000
Non-Current Assets				
Investments in Subsidiaries	-	_	46,107	46,107
Property, Plant and Equipment, Total	20,502	19,128	-	-
Other Assets	130	296	-	-
Total Non-Current Assets	20,632	19,424	46,107	46,107
Current Assets				
Inventories	120,031	110,049	-	-
Trade and Other Receivables, Current	29,291	25,625	4,466	5,041
Other Financial Assets	1,465	1,273	-	-
Other Assets	541	422	48	28
Cash and Cash Equivalents	20,389	20,076	686	1,105
Total Current Assets	171,717	157,445	5,200	6,174
Total Assets	192,349	176,869	51,307	52,281
EQUITY AND LIABILITIES				
Equity				
Share Capital	42,062	42,062	42,062	42,062
Retained Earnings	47,000	43,381	8,063	7,927
Other Reserves, Total	10,302	8,004	-	- ,027
Total Equity	99,364	93,447	50,125	49,989
Non-Current Liabilities				
Other Financial Liabilities, Non-current	-	-	4	19
Deferred Tax Liabilities	2,735	2,287	-	-
Long-Term Borrowings	5,064	1,878	-	-
Finance Leases	-	46	-	-
Total Non-Current Liabilities	7,799	4,211	4	19
Current Liabilities				
Income Tax Payable, Current	1,289	2,602	98	118
Trade and Other Payables, Current	23,905	17,034	1,064	2,115
Other Liabilities	355	2,142	-	-
Other Financial Liabilities, Current	183	351	16	40
Short-Term Borrowings, Current	55,954	48,948	-	-
Current Portion of Long-Term Borrowings	3,454	8,035	-	-
Current Portion of Finance Leases	46	99	-	
Total Current Liabilities	85,186	79,211	1,178	2,273
Total Liabilities	92,985	83,422	1,182	2,292
Total Equity and Liabilities	192,349	176,869	51,307	52,281



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

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

As at 30/09/2013		As at 30	)/09/2012
Secured	Unsecured	Secured	Unsecured
\$'000	\$'000	\$'000	\$'000
59,454	-	57,082	-

#### Amount repayable after one year

As at 30/09/2013		As at 30	/09/2012
Secured	Unsecured	Secured	Unsecured
\$'000	\$'000	\$'000	\$'000
5,064	-	1,924	-

#### **Details of any collateral**

As at 30 September 2013, the Group's borrowings and debt securities consist of bills payable, term loans and loans for the properties at 14 Lok Yang Way Singapore 628633, 21A Neythal Road Singapore 628587, 90 Second Lok Yang Road Singapore 628166 and obligations under finance leases.

The borrowings were secured by:

- (a) Legal mortgage on the Group's leasehold property at 14 Lok Yang Way Singapore 628633;
- (b) Legal mortgage on the Group's leasehold property at 21A Neythal Road Singapore 628587;
- (c) Legal mortgage on the Group's leasehold property at 90 Second Lok Yang Road Singapore 628166;

and covered by corporate guarantees issued by the Company.

The obligations under finance leases are secured by the lessors' charge over the leased assets.



### COSMOSTEEL HOLDINGS LIMITED

Co. Reg. No. 200515540Z

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

. 31	Group				
			1-Oct-12	1-Oct-11	
	4QFY2013	4QFY2012	30-Sep-13	30-Sep-12	
	S\$'000	S\$'000	S\$'000	S\$'000	
Cash flows from operating activities :					
Profit before tax	905	3,042	7,261	13,427	
Adjustments for:					
Depreciation expense	616	568	2,192	2,080	
Interestincome	(4)	(3)	(25)	(22)	
Interest expense	289	330	1,356	1,395	
Gain on disposal of plant and equipment	(11)	(117)	(11)	(117)	
Loss on translation	17	6	77	6	
Fair value gains on financial assets at fair	(9)	(160)	(26)	(160)	
value through profit or loss					
Foreign exchange adjustment loss/(gain)	54	103	(168)	64	
Operating profit before working capital	1,857	3,769	10,656	16,673	
changes					
Trade and other receivables	(2,222)	16,530	(3,740)	3,231	
Other assets	286	205	(119)	172	
Inventories	(6,511)	(6,167)	(9,982)	(23,438)	
Bills payable	(6,643)	(10,900)	3,506	10,257	
Trade and other payables	8,165	224	6,944	1,973	
Other liabilities	(368)	2,142	(1,787)	2,142	
Cash (used in)/from operations	(5,436)	5,803	5,478	11,010	
Income tax paid	(267)	(285)	(2,331)	(1,530)	
Net cash (used in)/from operating activities	(5,703)	5,518	3,147	9,480	
Cash flows from investing activities :				_	
Proceeds from disposal	-	194	_	194	
Purchase of property, plant and equipment	(46)	(150)	(209)	(389)	
Investment in financial assets	-	-	-	(1,273)	
Interest received	4	3	25	22	
Net cash (used in)/from investing activities	(42)	47	(184)	(1,446)	
Cash flows from financing activities :	_			_	
Cash restricted in use over 3 months	380	216	451	780	
Increase in new short-term borrowings	3,500	-	3,500	-	
Increase in new long-term borrowings	3,000	_	3,000	4,493	
Short-term borrowings repayments	-	-	, -	(1,000)	
Long-term borrowings repayments	(1,084)	(1,090)	(4,395)	(5,736)	
Decrease in finance leases	(22)	(37)	(99)	(164)	
Dividends paid	-	-	(3,300)	(2,640)	
Interest paid	(289)	(330)	(1,356)	(1,395)	
Net cash from/(used in) financing activities	5,485	(1,241)	(2,199)	(5,662)	
Not (dooroogo)/ingroogo in sech and sech					
Net (decrease)/increase in cash and cash equivalents	(260)	4 224	764	0 070	
Cash and Cash Equivalents, Statement of	(260)	4,324	704	2,372	
Cash Flows at beginning of financial period	20,594	15,246	19,570	17,198	
Cash and Cash Equivalents, Statement of		. 5,= . 5		11,.00	
Cash Flows at end of financial period	20,334	19,570	20,334	19,570	
		. 5,0. 0	_0,00.	: 0,0:0	



#### Non-cash transactions:

(a) No additions to property, plant and equipment was financed by new finance leases (FY2012: Nil).

(b)

	4QFY2013 S\$'000	4QFY2012 S\$'000	1-Oct-10 30-Sep-13 S\$'000	1-Oct-11 30-Sep-12 S\$'000
Cash and Cash Equivalents	20,389	20,076	20,389	20,076
Cash restricted in use over 3 months  Cash and cash equivalents for cash flow	(55)	(506)	(55)	(506)
statement purposes at end of financial period	20,334	19,570	20,334	19,570

1(d)(i) A statement (for the issuer) 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	Share Capital S\$'000	Currency Translation <u>Reserve</u> S\$'000	Revaluation Reserve S\$'000	Retained Earnings S\$'000	Total <u>Equity</u> S\$'000
Balance at 1 October 2011 Dividends paid Total Comprehensive Income for	42,062 -	(30)	6,771 -	34,503 (2,640)	83,306 (2,640)
FY2012 Transfer to Retained Earnings of Difference Between Depreciation on Carrying Revalued Amount and Depreciation Based on	-	6	1,719	11,056	12,781
Original Cost	-	-	(462)	462	-
Balance at 30 September 2012	42,062	(24)	8,028	43,381	93,447
Balance at 1 October 2012 Dividends paid Total Comprehensive Income for FY2013	42,062 - -	(24) - 77	8,028 - 2,776	43,381 (3,300) 6,364	93,447 (3,300) 9,217
Transfer to Retained Earnings of Difference Between Depreciation on Carrying Revalued Amount and Depreciation Based on Original Cost	-	-	(555)	555	<u>-</u>
Balance at 30 September 2013	42,062	53	10,249	47,000	99,364



Company	Share <u>Capital</u> S\$'000	Retained <u>Earnings</u> S\$'000	Total <u>Equity</u> S\$'000
Balance at 1 October 2011 Dividends paid Total Comprehensive Income for FY2012 Balance at 30 September 2012	42,062	7,739 (2,640) 2,828 7,927	49,801 (2,640) 2,828 49,989
Balance at 1 October 2012 Dividends paid Total Comprehensive Income for FY2013 Balance at 30 September 2013	42,062	7,927 (3,300) 3,436 8,063	49,989 (3,300) 3,436 50,125

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 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 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.

There were no changes in the Company's share capital since 30 September 2012. There were no outstanding convertibles and treasury shares as at 30 September 2012 and 30 September 2013.

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.

As at 30/09/13	As at 30/09/12
263,999,997	263,999,997

The Company did not have any treasury shares at the end of the current financial period and as at the end of the immediately preceding year.

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.

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.



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

Not applicable.

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

The Group has adopted the same accounting policies and methods of computation in the financial statements for the current financial period as in the most recently audited financial statements for the financial year ended 30 September 2012.

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.

There were no changes in the accounting policies and methods of computation.

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					
Earnings per ordinary share of the Company (in cents):	4QFY2013	4QFY2012	As at 30/09/13	As at 30/09/12		
(a) Based on weighted average number of ordinary shares in issue	0.44	0.94	2.41	4.19		
(b) On a fully diluted basis	0.44	0.94	2.41	4.19		
Weighted average number of ordinary shares in issue	263,999,997	263,999,997	263,999,997	263,999,997		

The fully diluted earnings per ordinary share is the same as the basic earnings per ordinary share as there were no options granted or outstanding during the financial period.



- 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.

	Gro	oup	Com	pany
	As at 30/09/2013	As at 30/09/2012	As at 30/09/2013	As at 30/09/2012
Net asset value per ordinary share based on issued share capital at the end of the financial year (in cents):	37.64	35.40	18.99	18.94
Number of ordinary shares in issue	263,999,997	263,999,997	263,999,997	263,999,997

- 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.

#### Statement of Comprehensive Income

Revenue increased by \$6.6 million or 24.4% from \$27.0 million in 4QFY2012 to \$33.6 million in 4QFY2013 which is mainly attributed to higher sales from customers in both the Energy and Marine sectors. Revenue from such customers has collectively increased by \$6.8 million or 26.8% from \$25.4 million in 4QFY2012 to \$32.2 million in 4QFY2013. However, year on year, revenue from the two sectors has declined marginally by \$0.3 million or 0.3% from \$148.2 million in FY2012 to \$147.9 million in FY2013. Revenue from other industries such as manufacturing is the main contributor to the year on year increase of \$0.7 million or 0.4% from \$155.0 million in FY2012 to \$155.7 million in FY2013. Geographically, higher sales revenue were derived from the European, Indonesian, Japanese and Others market in FY2013, which collectively accounted for 39.9% of total revenue, as compared to 8.9% in FY2012. In particular, the revenue surge from Others market was due to higher revenue generated from the Philippines and China.

Despite an increase in revenue for the quarter, gross profit has decreased by \$0.6 million or 8.9% from \$7.0 million in 4QFY2012 to \$6.4 million in 4QFY2013. Correspondingly, gross profit margin has decreased by 6.9 percentage points from 25.9% in 4QFY2012 to 19.0% in 4QFY2013. The decline was mainly attributable to an increase in allowance for slow-moving stock in line with the Group's current inventory policy, which increased the cost of sales. Year on year, gross profit has decreased by \$4.0 million or 12.0% from \$33.2 in FY2012 to \$29.2 million in FY2013, with a corresponding decrease of 2.6 percentage points in gross profit margin from 21.4% in FY2012 to 18.8% in FY2013. The year-on-year decline was however, mainly attributable to a competitively priced project which contributed \$33.3 million or 21.2% of the revenue generated for FY2013.

Financial income in 4QFY2013 has increased slightly by \$1,000 from higher interest earned. However, financial expense has decreased by \$40,000 or 12.4% from \$330,000 in 4QFY2012 to \$290,000 in 4QFY2013. On a year on year basis, the financial expenses of the Group hovered around \$1.4 million in both financial years.



Distribution costs had increased by \$0.1 million or 5.2% from \$2.3 million in 4QFY2012 to \$2.4 million in 4QFY2013. Year on year, distribution costs had increased by \$0.8 million or 7.9% from \$9.3 million in FY2012 to \$10.1 million in FY2013 which was mainly due to higher manpower costs and marketing expenditure.

Administrative expenses had decreased by \$0.3 million or 8.9% from \$2.8 million in 4QFY2012 to \$2.5 million in 4QFY2013 which resulted primarily from a decrease in the provision of remuneration payable to directors (arising from the profit sharing arrangements under their service agreements). The same reason accounted for the year on year decrease of \$0.4 million from \$10.4 million in FY2012 to \$10.0 million in FY2013.

In other credits/(charges), a charge of \$0.2 million was made in 4QFY2013 mainly attributable to foreign currency losses as compared to a credit of \$1.5 million in 4QFY2012. Year on year, the increase of \$2.0 million from a credit of \$1.4 million in FY2012 to a charge of \$0.6 million in FY2013 resulted mainly from both realised and unrealised foreign currency losses.

Profit before income tax has decreased by \$2.1 million or 70.2% from a profit of \$3.0 million in 4QFY012 to \$0.9 million in 4QFY2013 and \$6.1 million or 45.9% from \$13.4 million in FY2012 to \$7.3 million in FY2013, due to aforementioned.

Other comprehensive income has increased by \$1.1 million or 62.3% from \$1.7 million in 4QFY2012 to \$2.8 million in 4QFY2013 as well as on a year on year basis mainly due to upward revaluations of the leasehold properties of the Group in FY2013.

#### Statement of Financial Position

Non-current assets had increased by \$1.2 million or 6.2% from \$19.4 million in FY2012 to \$20.6 million in FY2013 from an upward revaluation of leasehold properties of the Group less depreciation charged.

Current assets had increased by \$14.3 million or 9.1% from \$157.4 million in FY2012 to \$171.7 million in FY2013. The increase is mainly contributed by inventories and trade and other receivables. Inventories had increased by \$10.0 million or 9.1% from \$110.0 million in FY2012 to \$120.0 million in FY2013 to meet the obligations of on-going orders as well as the requirements of forthcoming orders. Generally, we need to maintain our inventories at a certain level in order to enhance our competitiveness in our delivery turnaround time. Similarly, trade and other receivables had increased, albeit to a smaller extent, by \$3.7 million or 14.3% from \$25.6 million in FY2012 to \$29.3 million in FY2013. Despite the increase, trade receivable turnover had remained stable at 64 days as at the end of both financial years.

Non-current liabilities had increased by \$3.6 million from \$4.2 million in FY2012 to \$7.8 million in FY2013 from long term borrowings and an increase in deferred tax which arose from upward revaluations of the leasehold properties of the Group in FY2013.

Similarly, current liabilities had increased by \$6.0 million or 7.5% from \$79.2 million in FY2012 to \$85.2 million in FY2013. The increase is mainly attributable to both short term borrowings and trade and other payables. Short term borrowings had increased by \$7.1 million or 14.3% from \$48.9 million in FY2012 to \$56.0 million in FY2013 to finance inventory purchases. Trade and other payables have also increased by \$6.9 million or 40.3% from \$17.0 million in FY2012 to \$23.9 million in FY2013 from increased inventory purchases. Both increases are to support the increased requirements of our customers.

#### **Statement of Cash Flows**

Cash generated from operating activities had decreased by \$11.2 million from \$5.5 million in 4QFY2012 to an outflow of \$5.7 million in 4QFY2013 mainly due to repayments of bills payable.



Year on year, cash from operating activities had decreased to a lesser extent of \$6.4 million from \$9.5 million in FY2012 to \$3.1 million in FY2013 that resulted mainly from lower profits generated in FY2013.

Net cash used in investing activities in 4QFY2013 stood insignificantly at \$42 thousand from minimal capital expenditure. Year on year, cash used in investing activities had decreased by \$1.2 million from \$1.4 million in FY2012 where an investment was made in a capital-guaranteed financial asset, to \$0.2 million in FY2013.

Cash from financing activities amounted to \$5.5 million in 4QFY2013 as compared to an outflow of \$1.2 million in 1QFY2012 from draw down of short term facilities with banks. Year on year, cash used for financing activities had decreased by \$3.5 million from \$5.7 million in FY2012 to \$2.2 million in FY2013, despite an increase in dividends paid, from increase in new short-term and long-term borrowings.

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

No forecast or prospect statement was previously disclosed.

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 Energy and Marine sectors contributed significantly to our financial performance for FY2013. We believe that these sectors will continue to be important markets for the Group in FY2014.

In view of the global uncertainties, our Group expects market conditions to remain challenging and competition within the industry to be intense locally and globally.

Notwithstanding the foregoing, the Management will remain prudent and cautious in the business activities of the Group and at the same time, staying vigilant to identify new potential markets or suitable opportunities for growth. In addition, the Management will intensify sales efforts in markets such as China, the Philippines and Myanmar. Cost management will continue to be a major element in the management of our operations.

Barring unforeseen circumstances, we expect our Group to continue to be profitable for FY2014.

#### 11. Dividend

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

The Board of Directors has proposed a final dividend which is tax exempt in respect of the financial year ended 30 September 2013 as stated below:

Name of Dividend	Final
Dividend Type	Cash
Dividend Amount per Share	\$0.01

The dividend amount per share is computed based on 263,999,997 ordinary shares in issue and the dividends are not taxable in the hands of shareholders.



(b) Corresponding Period of the Immediately Preceding Financial Year

A dividend of \$0.0125 per share was declared by the Company for the corresponding period of the immediately preceding financial year.

(c) Date payable

To be advised.

(d) Books closure date

To be advised.

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

See paragraph above.

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.

An IPT mandate is not required.



### 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 statement, with comparative information for the immediately preceding year.

### **By Customer Types**

#### Financial year ended 30 September 2013

	Energy S\$'000	Marine S\$'000	Trading S\$'000	<u>Water</u> S\$'000	Others S\$'000	Consolidated S\$'000
REVENUE						
Total Revenue	126,454	21,416	5,722	-	2,120	155,712
Commont Dooulto	00.001	F 150	1 500		400	00.100
Segment Results	22,091	5,158	1,523	-	426	29,198
Unallocated corporate	expenses					(20,047)
Financial Income						25
Financial Expense						(1,356)
Other Credits						(559)
Profit before income tax	<b>(</b>					7,261
Income Tax Expense						(897)
Profit for the year						6,364
Balance Sheet						
As at 30 September 20	13					
•						
ASSETS						
Unallocated corporate	assets					192,349
					:	
LIABILITIES						
Unallocated corporate I	liabilities					92,985
•						



### **By Customer Types**

### Financial year ended 30 September 2012

	Energy S\$'000	Marine S\$'000	Trading S\$'000	Water S\$'000	Others S\$'000	Consolidated S\$'000
REVENUE	·	•		•		•
Total Revenue	130,236	18,009	6,350	-	429	155,024
Segment Results	25,962	4,352	2,332	-	528	33,174
Unallocated corporate of Financial Income Financial Expense Other Credits	expenses					(19,770) 22 (1,395) 1,396
Profit before income tax Income Tax Expense	<					13,427 (2,371)
Profit for the year						11,056
Balance Sheet As at 30 September 20	12					
ASSETS Unallocated corporate a	assets					176,869
LIABILITIES Unallocated corporate I	iabilities					83,422

Others include customers in other industries such as manufacturing and pharmaceutical sectors.



### By Geographical Segments

# Sales revenue by geographical market Financial year ended 30 September

	FY2013 S\$'000	FY2012 S\$'000
Brunei	14,191	15,846
Europe	2,758	1,067
Indonesia	4,593	847
Japan	36,873	1,290
Malaysia	2,068	6,070
Middle East	49	275
Others	17,973	10,643
Singapore	66,306	92,822
Thailand	251	356
Vietnam	10,650	25,808
	155,712	155,024

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 refer to paragraph 8.

### 17. A breakdown of sales.

	FY2013	FY2012	Increase/(Decrease)
	S\$'000	S\$'000	%
(a) Sales reported for first half year	88,761	86,826	2.2
(b) Operating profit/loss after tax before deducting minority interest reported for first half year	3,922	7,982	(50.9)
(c) Sales reported for second half year	66,951	68,198	(1.8)
(d) Operating profit/loss after tax before deducting minority interest reported for second half year	2,442	3,074	(20.6)



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

	FY2013 \$'000	FY2012 \$'000
Ordinary	2,640	3,300

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 office 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.

Pursuant to Rule 704(13) of the Listing Manual of the Singapore Exchange Securities Trading Limited, the Company wishes to confirm that the persons occupying managerial positions of the Company or any of its principal subsidiaries who are relatives of a director or chief executive officer or substantial shareholder of the Company as at 30 September 2013 are as follows: -

Name	Age	Family relationship with any director, CEO and/or substantial shareholder	Current position and duties, and the year the position was first held	Details of changes in duties and position held, if any during the year
Teoh Bee Choo	62	Spouse of Mr Ong Chin Sum, Chief Executive Officer and Executive Director  Mother of Mr Ong Tong Hai and Mr Ong Tong Yang, Executive Directors	Human Resource Manager, position first held in 2005	To manage the full spectrum of human resource duties, in charge of implementing and communicating human resource policies and to ensure adherence to human resource policies.

By order of the Board

Ong Chin Sum Chief Executive Officer

21 November 2013

Ong Tong Hai Director