Financial Statements and Related Announcement::Third Quarter Results

# **Issuer & Securities**

Issuer/ Manager	THAKRAL CORPORATION LTD		
Securities	THAKRAL CORPORATION LTD - SG1C19013145 - T04		
Stapled Security	No		

# **Announcement Details**

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# **Additional Details**

For Financial Period Ended	30/09/2014
Attachments	ThakralCorp_PR_Q3FY14_20141111.pdf  ThakralCorp_Results_Q3FY14_20141111.pdf
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(Incorporated in the Republic of Singapore on 7 October 1993) (Company Registration No. 199306606E)

# **PRESS RELEASE**

# THAKRAL REPORTS SIGNIFICANT GROWTH IN INVESTMENT DIVISION

Singapore, 11 November 2014 – SGX Mainboard-listed Thakral Corporation Ltd ("Thakral" or the "Group") reported improved results for the 3QFY2014.

Group net loss for the quarter was reduced by a third to \$\$0.6 million on a turnover of \$\$91.3 million.

This was due to improved contributions from the Investment Division, which recorded higher revenue growth.

For the first nine months of the year (9MFY2014), Group revenue rose by 33% to \$\$383.2 million while its net loss increased to \$\$2.3 million compared to a loss of \$\$1.2 million in the same period last year. This was due to lower gross margin of 4.7% compared to 6.3% in the previous corresponding nine months.

The Lifestyle Division's performance was negatively affected by the longer time needed for its new products to gain market acceptability and the higher proportion of sales of fast-moving low margin items. Sales of the Lifestyle Division were also lower in the latest quarter in view of the overall softer Chinese economy.

There was also no contribution to revenue from the Wujiang Dafa property unit as all its commercial properties had been sold in the last financial year.

The Group's Investment Division, however continued to report robust growth - increasing its revenue by 16% to \$\$11.9 million in 9MFY2014 from the previous corresponding period. It benefitted from higher rental income and better returns from its projects in Australia.

The Group's overall gross profit in 9MFY2014 remained stable at S\$17.9 million against the S\$18.0 million in the previous corresponding period.

Net finance costs were reduced by 20% to \$\$2.8 million in this period from \$\$3.6 million in the last corresponding period. The reduction was largely due to savings from the refinancing of the loans for the GLNG projects in Australia - completed at the end of the previous financial year.

Overall Distribution expenses at S\$4.9 million were up 17 per cent from S\$4.2 million in the previous corresponding period. This was mainly due to higher advertising and marketing expenses incurred to create awareness and placement of the Group's

new brands and products, both online and in stores.

# **Earnings Per Share and Net Asset Value Per Share**

The Group's Loss Per Share was 0.09 cent in 9MFY2014, compared to Loss Per Share of 0.06 cent in 9MFY2013.

Net Asset Value per share reduced marginally to 3.67 cents as at 30 September 2014 compared to 3.91 cents as at 31 December 2013.

# **Working Capital and Cash Flow**

The Group's financial position remains healthy.

With better management of inventory levels, inventrories declined to S\$29.7 million as at 30 September 2014 from S\$34.1 million as at 31 December 2013.

Trade receivables also reduced to S\$11.6 million as at 30 September 2014 from S\$26.4 million as at 31 December 2013.

In view of lower advances paid to suppliers for the purchase of goods, other receivables and prepayments fell to S\$16.1 million as at 30 September 2014 from S\$28.3 million as at 31 December 2013.

Overall operational cash inflow went up to S\$14.8 million for the period ended 30 September 2014 from S\$8.4 million during the previous corresponding period. This improvement was due to net reduction in working capital components and savings in net finance costs.

# <u>Segmental Performance</u>

# **Investments**

Higher rental income from the GLNG projects, improved efficiency in funds utilization and higher returns from projects in 9MFY2014, has boosted this division's revenues by 16% to \$\$11.9 million, up from \$\$10.2 million in the previous corresponding period. This was despite the absence of any contribution from the Wujiang Dafa property unit this year. Segment result improved by 23% to \$\$8.8 million for 9MFY2014 from \$\$7.1 million in the same period of FY2013.

# Lifestyle

This division saw increased sales of S\$371.3 million for 9MFY2014, up from S\$278.2 million in the previous corresponding period. A major contributor for this is the higher proportion of sales of fast-moving low margin items while its new products will require more time to gain a foothold in the market.

These factors coupled with allowance for doubtful receivables made in the preceding quarter, caused segment loss to widen to \$\$5.9 million for the nine months, up from \$\$2.8 million in the same period last year. The division continues to add new brands and product lines to grow the business and to return to profitability.

# **Going Forward**

Mr. Natarajan Subramaniam, Independent Non-Executive Chairman of Thakral said: "Strong demand and limited supply continued to boost property prices in Australia. The Residential Property Price Index (RPPI) for the weighted average of Australia's eight capital cities increased 1.8 per cent in the June quarter 2014 and 10.1 per cent through the year to the June quarter 2014, according to figures released by the Australian Bureau of Statistics (ABS).

"Local surveys have shown that demand will remain positive in view of the prevailing low interest rate environment, continued population growth and the lower Australian dollar which will encourage more investment in new housing. All these factors are expected to provide a favorable backdrop for the Group's investments in Australia.

"In line with our market diversification strategy, the Group's Investment Division has also recently concluded new investments in Osaka, Japan. The Group has invested in two buildings in the Yotsubashi-suji, about 150 meters apart in the prime district of Osaka together with other investors under a pooled investment structure to be managed by our subsidiary TCAP Pte Ltd.

"Current occupancy for both buildings is about 90% and they are expected to be yield accretive for the Group.

"For the Lifestyle Division, with China's economic growth likely to remain muted, consumer demand is expected to soften and overall sentiment will be subdued. However, despite the weaker operating environment, this division will continue with its strategy of introducing innovative products and work towards profitability.

"In view of the expected challenging trends in the global economy, the Group maintains a very cautious outlook for the year."

# **About Thakral**

Listed on the SGX Mainboard since December 1995, Thakral Corporation Ltd has two divisions – Investment Division and Lifestyle Division.

The Group invests in real estate and other investment opportunities which include property-backed financial instruments and in direct property to earn strong returns on its capital and by revolving its capital speedily including by bringing in co-investors. The Group also earns income from the services it provides in originating, packaging and managing these projects. The Group has been the cornerstone investor in these investment opportunities.

The Group's Lifestyle Division has undergone a change to reposition itself in Lifestyle products, including Beauty & Health and Enviro-Care products. Under its extensive brand portfolio are global names such as Apple, Acer, Beko, Bose, Canon, Cuvilady, Daewoo, Misfit, MTG (Refa), Orion, Panasonic, Robam, Samsung, Sharp, Skullcandy, Winia and Yamaha.

Presently, China (including Hong Kong), Southeast Asia and India, are the Group's key markets for its Lifestyle business while Australia is the key market for its Investment Division.

Release issued on behalf of Thakral Corporation Ltd by Stratagem Consultants Pte Ltd

For more information, please contact:

Tham Moon Yee, Lee Yew Meng and Khor Sook Fong

Tel: (65) 6227 0502

Emails: tmy@stratagemconsultants.com

yewmeng@stratagemconsultants.com

ksf@stratagemconsultants.com

# Nine Months and Third Quarter Financial Statements Announcement

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

1(a) An income statement and statement of comprehensive income, or a statement of comprehensive income, for the group, for the nine months and third quarter ended 30 September 2014 together with comparative statements for the corresponding period of the immediately preceding financial year

These figures have not been audited.

# CONSOLIDATED INCOME STATEMENT

	Note	Group				Group	
		S\$000		%		000	%
			Nine months ended		Three months ended		Increase /
		30 Sep 2014	30 Sep 2013	(Decrease)	30 Sep 2014	30 Sep 2013	(Decrease)
Revenue	1	383,213	288,443	33	91,294	107,683	(15)
Cost of sales		(365,361)	(270,400)	35	(84,952)	(101,516)	(16)
Gross profit	1	17,852	18,043	(1)	6,342	6,167	3
Other operating income	2	113	326	(65)	25	54	(54)
Distribution costs	3	(4,928)	(4,224)	17	(1,845)	(1,411)	31
Administrative expenses	4	(11,999)	(12,009)	(0)	(4,026)	(4,031)	(0)
Other operating expenses	5	(363)	(382)	(5)	(118)	(129)	(9)
Profit from operations		675	1,754	(62)	378	650	(42)
Finance income		1,087	1,017	7	328	312	5
Finance costs	6	(3,927)	(4,572)	(14)	(1,267)	(1,719)	(26)
Foreign exchange (loss) gain	7	(84)	838	NM	4	(56)	NM
Loss before income tax		(2,249)	(963)	134	(557)	(813)	(31)
Income tax expense	8	(53)	(219)	(76)	(19)	(24)	(21)
Loss for the period / quarter		(2,302)	(1,182)	95	(576)	(837)	(31)
Profit (Loss) attributable to: Equity holders of the Company		(2,441)	(1,525)	60	(854)	(1,077)	(21)
Non-controlling interests		139	343	(59)	278	240	16
		(2,302)	(1,182)	95	(576)	(837)	(31)

NM - Not meaningful

### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

No	te S\$'	000	%	S\$'000		%
	Nine mon	Nine months ended		Three months ended		Increase /
	30 Sep 2014	30 Sep 2013	(Decrease)	30 Sep 2014	30 Sep 2013	(Decrease)
Loss for the period / quarter	(2,302)	(1,182)	95	(576)	(837)	(31)
Other comprehensive income (loss)						
Items that may be reclassified subsequently to profit or loss						
Translation (loss) gain arising on 9 consolidation	(1,255)	(1,800)	(30)	(1,437)	324	NM
Other comprehensive (loss) income for the period / quarter, net of tax	(1,255)	(1,800)	(30)	(1,437)	324	NM
Total comprehensive loss for the period / quarter	(3,557)	(2,982)	19	(2,013)	(513)	292
Total comprehensive income (loss) attributable Equity holders of the Company	le to: (3,674)	(3,371)	9	(2,374)	(764)	211
Non-controlling interests	117	389	(70)	361	251	44
	(3,557)	(2,982)	19	(2,013)	(513)	292

Notes to the Consolidated Income Statement and Consolidated Statement of Comprehensive Income:

### Note 1:

Group turnover increased by 33% to S\$383.2 million for the nine months ended 30 September 2014 mainly from high sales of certain fast-moving low-margin items as well as improved revenues at the Investment Division, notwithstanding the absence of a contribution from the Wujiang Dafa property unit. With the Lifestyle Division's (formerly known as Distribution Division) new product lines being slower to take off than expected along with the impact from Wujiang Dafa, Group gross profit margin declined to 4.7% from 6.3% achieved previously.

Revenue for the nine months ended 30 September 2014 included investment income comprising dividends and interest income amounting to S\$3,447,000, improving from S\$2,323,000 for the nine months ended 30 September 2013 due to the improved efficiency in funds utilization and higher return rates from real estate projects during the current period.

# Note 2: Other operating income comprises:

Tax subsidy
Gain on disposal of property, plant
and equipment
Commission income
Others
Total

S\$	000	%	S\$'000		%
Nine mon	ths ended	Increase /	Three mor	Three months ended	
30 Sep 2014	30 Sep 2013	(Decrease)	30 Sep 2014	30 Sep 2013	(Decrease)
11	114	(90)	11	10	10
-	15	(100)	- 3		NM
29	105	(72)	1	14	(93)
73	92	(21)	13	27	(52)
113	326	(65)	25	54	(54)

(i) Commission income declined due to a lower level of logistical support business during the period.

Notes to the Consolidated Income Statement and Consolidated Statement of Comprehensive Income:

### Note 3:

Distribution costs comprise:

Staff costs
Advertising & promotion
Transportation
Travelling expenses
Others
Total

S\$'	000	%	S\$'000		%
Nine mon	ths ended	Increase /	Three mor	Three months ended	
30 Sep 2014	30 Sep 2013	(Decrease)	30 Sep 2014   30 Sep 2013		(Decrease)
(2,576)	(2,364)	9	(923)	(771)	20
(642)	(167)	284	(311)	(33)	842
(586)	(642)	(9)	(217)	(228)	(5)
(345)	(381)	(9)	(121)	(127)	(5)
(779)	(670)	16	(273)	(252)	8
(4,928)	(4,224)	17	(1,845)	(1,411)	31

- (i) Staff costs were higher in the latest quarter mainly due to the additional sales manpower deployed.
- (ii) Advertising and promotion expenses rose due to increased sales and marketing activities, particularly in Singapore and China, in relation to the new product range.
- (iii) The increase in others is mainly due to higher entertainment and other sales related expenses.

### Note 4:

Administration expenses comprise:

Staff costs
(including executive directors)
Directors' fees
Professional fees
Rent & rates
Travelling expenses
Insurance
(Allowance) reversal for doubtful debts
Withholding tax
Others
Total
Total

S\$'	000	%	S\$'	S\$'000	
Nine mon	ths ended	Increase /	Three mor	nths ended	Increase /
30 Sep 2014	30 Sep 2013	(Decrease)	30 Sep 2014	30 Sep 2013	(Decrease)
(7,542)	(7,787)	(3)	(2,534)	(2,575)	(2)
(364)	(364)	-	(121)	(121)	-
(1,047)	(952)	10	(456)	(343)	33
(663)	(631)	5	(225)	(208)	8
(286)	(248)	15	(107)	(68)	57
(255)	(275)	(7)	(84)	(91)	(8)
(305)	15	NM	70	(34)	NM
(423)	(290)	46	(159)	(142)	12
(1,114)	(1,477)	(25)	(410)	(449)	(9)
(11,999)	(12,009)	(0)	(4,026)	(4,031)	(0)

- (i) Professional fees in the quarter were higher mainly due to amounts paid in relation to the projects in Australia.
- (ii) Travelling expenses were higher due to increased travel by Directors and management personnel.
- (iii) The Group made an allowance of S\$0.4 million during the period for a doubtful trade receivable as the customer is no longer contactable. The reversal in the latest quarter mainly relates to recovery from a customer.
- (iv) Withholding tax relates to tax accruals on income from Investment Division projects currently in progress.
- (v) The reduction in others is mainly due to the reversal of certain accruals and general cost savings.

### Note 5:

Other operating expenses comprise depreciation charges for the relevant periods.

# Note 6:

Savings from the refinancing of the loans for the GLNG projects in Australia completed at the end of the previous financial year resulted in lower finance costs.

### Note 7:

Foreign exchange translation loss in the period arose mainly from the translation of monetary assets and liabilities, denominated in foreign currencies, outstanding as at the end of the period.

### Note 8:

Group income tax was lower than the previous corresponding period mainly as the Wujiang Dafa property unit in China was dormant this year and did not have any taxable profits.

# Note 9

These unrealized translation differences arose due to fluctuations in exchange rates of the foreign currencies in which the net assets of the Group's overseas operations are denominated. The Australian Dollar in particular declined significantly in the latest quarter.

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

# **STATEMENTS OF FINANCIAL POSITION**

	Note	Gro	oup	Com	pany
		( S\$ '000)		,	'000)
		as			at
100570		30 Sep 2014	31 Dec 2013	30 Sep 2014	31 Dec 2013
<u>ASSETS</u>					
Current assets					
Cash and bank balances	5	24,232	45,935	217	185
Trade receivables	3	11,605	26,423	-	-
Other receivables and prepayments Bills receivable	4	16,067	28,284	89	165
Loans receivable	2	10 8,597	145 2,500	_	
Inventories	1	29,708	34,148	_	_
Total current assets	'	90,219	137,435	306	350
		,	,		
Non-current assets					
Property, plant and equipment		5,265	5,403	17	21
Investment properties Subsidiaries	2	86,047	86,612	121,602	- 121,608
Loans receivable	2	22,385	19,842	121,002	121,000
Non-current fixed deposits	5	21,549	7,694	_	_
Interest receivable on non-current fixed deposits	4	553	253		
Available-for-sale investments		7	7	-	-
Total non-current assets		135,806	119,811	121,619	121,629
Total assets		226,025	257,246	121,925	121,979
LIABILITIES AND EQUITY					
Current liabilities					
Trade payables	6	7,951	20,361	-	-
Bills payables and trust receipts	6	16,171	18,427	-	-
Bank overdraft and loans	7	45,849	47,591	-	-
Other payables Provisions	8	13,961 3,138	12,377 3,630	397 39	357 39
Income tax payable		72	3,030 165	39	39
Total current liabilities		87,142	102,551	436	396
		- ,	,,,,,,		
Non-current liabilities				26 701	24 246
Amount owing to a subsidiary Loans from financial institutions	7	41,589	47,484	26,781	24,216
Deferred tax liability	,	383	383		-
Total non-current liabilities		41,972	47,867	26,781	24,216
Capital, reserves and non-controlling interests		·		·	·
Issued capital		72,579	72,579	72,579	72,579
Reserves		23,491	29,782	22,129	24,788
		-, -	-, -	, -	,
Equity attributable to equity holders of the Company		96,070	102,361	94,708	97,367
Non-controlling interests		841	4,467	-	-
Total equity		96,911	106,828	94,708	97,367
Total liabilities and equity		226,025	257,246	121,925	121,979

# 1(b)(ii) Aggregate amount of group's borrowings and debt securities

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

As at 30 Sep	tember 2014	As at 31 Dec	cember 2013
Secured	Unsecured	Secured	Unsecured
S\$ 47,678,000		S\$ 49,337,000	S\$ 16,681,000

Please also see notes (6 & 7) on page 7

# Details of any collateral

Charge over properties in Hong Kong and pledge on rental proceeds; pledged bank deposits of S\$22.9 million; Company's corporate guarantee

# Amount repayable after one year

As at 30 September 2014		As at 31 December 2013		
Secured	Unsecured	Secured	Unsecured	
S\$ 37,448,000	S\$ 4,141,000	S\$ 43,711,000	S\$ 3,773,000	

Please also see note (7) on page 7

# Details of any collateral

<sup>1&</sup>lt;sup>st</sup> mortgage over 101 houses in Gladstone, Australia

<sup>1&</sup>lt;sup>st</sup> mortgage over 101 houses in Gladstone, Australia

# 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

# **CONSOLIDATED STATEMENT OF CASH FLOWS**

_		( S\$ '000)		( S\$ '000)	
	Note	Nine months ended		Three mor	
		30 Sep 2014	30 Sep 2013	30 Sep 2014	30 Sep 2013
OPERATING ACTIVITIES		(0.040)	(000)	(557)	(0.4.0)
Loss before income tax		(2,249)	(963)	(557)	(813)
Adjustments for: Depreciation expense		363	382	118	129
Dividend income and investment income from unquoted investments		(3,447)	(2,323)	(1,359)	(813)
Interest expense		3,927	4,572	1,267	1,719
Interest income		(1,087)	(1,017)	(328)	(312)
Loss (Gain) on disposal of property, plant and equipment		1 (2.27)	(15)	1 (122)	(3)
Net foreign exchange (gain) loss		(287)	(1,672)	(198)	99
Provision for employee benefits (Reversal) Allowance for inventories		177 (189)	146 685	59 75	39 569
Allowance (Reversal) for doubtful trade receivables		292	(14)	(70)	35
Allowance (Reversal)for doubtful other receivables		13	`(1)	-	(1)
Operating cash flows before movements in working capital		(2,486)	(220)	(992)	648
Trade receivables		14,378	5,568	763	(4,848)
Other receivables and prepayments		10,868	(1)	(8,863)	1,429
Inventories		4,563	7,503	(365)	1,232
Trade payables Other payables and provisions		(12,423) 1,262	1,609 (988)	(213) 1,404	2,573 (1,075)
Cash generated from (used in) operations		16,162	13,471	(8,266)	(41)
Income tax paid		(162)	(781)	(43)	(91)
Interest paid		(3,485)	(4,667)	(1,069)	(1,704)
Interest received		2,266	352	232	109
Net cash from (used in) operating activities		14,781	8,375	(9,146)	(1,727)
INVESTING ACTIVITIES					
Additions to property, plant and equipment		(236)	(50)	(64)	(12)
Proceeds from disposal of property, plant and equipment		` - ^	19	- 1	4
Repayment of loans receivable - current and non-current		9,224	1,247	460	-
Additions to investment properties and investment properties		-	(8,336)	-	(79)
under development			(, , , , , , , , , , , , , , , , , , ,	(44 ===0)	(= 1)
Additions to loans receivable - current and non-current		(14,774)	(14,463)	(11,772)	(54)
Net cash used in investing activities		(5,786)	(21,583)	(11,376)	(141)
FINANCING ACTIVITIES			40		
Proceeds from issue of shares on exercise of employees' share options		-	48	-	-
Dividend / distribution paid to non-controlling shareholders		(4,019)	-	(3,814)	-
Dividend paid		(2,617)	(2,615)	-	-
(Increase) Decrease in fixed deposits with maturities		(3,673)	222	353	(22)
exceeding three months  Decrease (Increase) in pledged bank deposits		2,537	(237)	(4,110)	(214)
(Decrease) Increase in bills payable and trust receipts		(2,404)		1,184	222
New bank loans raised		6,509	33,793	3,896	9,449
Repayments of bank loans and loans from financial institutions		(12,417)	(19,672)	(5,583)	(4,020)
Net cash (used in) from financing activities		(16,084)	13,767	(8,074)	5,415
Net (decrease) increase in cash and cash equivalents		(7,089)	559	(28,596)	3,547
Cash and cash equivalents at beginning of the period / quarter		25,933	25,668	47,321	22,437
Net effect of exchange rate changes in the balance of cash held in		(180)	(263)	(61)	(20)
foreign currencies		40.004	05.004	10.001	05.004
Cash and cash equivalents at end of the period / quarter		18,664	25,964	18,664	25,964
Cash and cash equivalents were represented by:-					
Fixed deposits with maturities less than 3 months, cash and bank	5	18,664	27,643	18,664	27,643
balances	5	10,004	27,043	10,004	27,043
Bank overdrafts		<u> </u>	(1,679)		(1,679)
		18,664	25,964	18,664	25,964

Notes to the Statements of Financial Position and Consolidated Statement of Cash Flows:

### Note 1

Inventories reduced in the current period with better management of inventory levels.

### Note 2:

The increase in Loans receivable during the period is mainly from investments made in new projects in Fortitude Valley in Brisbane and in Cammeray in Sydney.

The Group consolidates the investment properties and the relevant loan financing provided by the financial institutions for the two GLNG projects on its statement of financial position. The recourse of the financial institutions for the loans provided remains limited to the GLNG projects only.

### Note 3:

The reduction in Trade receivables in the period is due to collections as well as sales of certain fast-moving items generally being made on cash basis.

### Note 4:

Other receivables and prepayments reduced mainly due to lower advances to suppliers for the purchase of goods. Other receivables include the interest receivable on fixed deposits with maturities of less than one year. Interest accrued on deposits with maturities over 1 year is included under non-current assets.

# Note 5:

Cash and bank balances are comprised of:

	30-Sep-14	31-Dec-13
Cash and cash equivalents	S\$18.7 million	S\$27.6 million
Fixed deposits with maturities exceeding three months	S\$4.2 million	S\$0.5 million
Fixed deposits that have been pledged to banks against	S\$1.4 million	S\$3.2 million
Bills payables, trust receipts and bank overdrafts		
(see note 6 & 7 below)		
Fixed deposits that have been pledged to banks against bank	S\$21.5 million	S\$22.3 million
Loans (see note 7 below)		
Total (including non-current fixed deposits)	S\$45.8 million	S\$53.6 million
-		

Certain fixed deposits were renewed for periods exceeding 1 year during the period.

### Note 6:

Trade payables and Bills payable and trust receipts were lower due to settlements made during the period.

### Note 7:

Bank loans include an amount of S\$5.5 million which is a 10-year mortgage loan obtained against, inter alia, the security of certain properties in Hong Kong. The entire outstanding amount of the term loan is expected to be repaid in full by the year 2020 but it has been classified as a current liability in view of accounting rules that require such classification for term loans that are subject to a 'repayment on demand' clause (which provide the lender with a right to demand repayment at any time at its discretion).

### Note 8

Other payables were higher on account of investor funds held for project disbursements by the Investment Division.

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

# **STATEMENT OF CHANGES IN EQUITY**

# Nine months ended 30 September 2014

Group Balance at 1 Jan 2014
Total comprehensive income for the quarter Profit (loss) for the quarter Other comprehensive (loss) income for the quarter
Balance at 31 Mar 2014
Total comprehensive loss for the quarter Loss for the quarter
Other comprehensive loss for the quarter
Transactions with owners, recognised directly in equity Dividend
Balance at 30 Jun 2014
Total comprehensive loss for the quarter (Loss) profit for the quarter Other comprehensive loss for the quarter
Transactions with owners, recognised directly in equity Distributions to Non-controlling interests Transfer from options reserve to retained earnings on cancellation / lapse of share options

							S\$'000
Issued	Asset revaluation	Options	Foreign currency translation	Retained	Attributable to equity holders of	Non- controlling interests	Total
capital	reserve	reserve	reserve	earnings	the Company		
72,579	3,125	263	(27,873)	54,267	102,361	4,467	106,828
-	-	-	-	172	172	(71)	101
-	(11)	-	334	-	323	(83)	240
-	(11)	-	334	172	495	(154)	341
72,579	3,114	263	(27,539)	54,439	102,856	4,313	107,169
					-		-
-	-	-	-	(1,759)	(1,759)	(68)	(1,827)
-	(27)	-	(9)	-	(36)	(22)	(58)
-	(27)	-	(9)	(1,759)	(1,795)	(90)	(1,885)
-	-	-	-	(2,617)	(2,617)	-	(2,617)
72,579	3,087	263	(27,548)	50,063	98,444	4,223	102,667
-	-	-	-	(854)	(854)	278	(576)
-	66	-	(1,586)	-	(1,520)	83	(1,437)
-	66	-	(1,586)	(854)	(2,374)	361	(2,013)
_	-	-	-	-	-	(3,743)	(3,743)
-	-	(8)	-	8	-	- 1	-
72,579	3,153	255	(29,134)	49,217	96,070	841	96,911

# Nine months ended 30 September 2013

Group		
Balance at 1	Jan	2013

Balance at 30 Sep 2014

Total comprehensive income for the quarter (Loss) profit for the quarter Other comprehensive income for the quarter

Transactions with owners, recognised directly in equity Issue of shares on exercises of employees' share

# Balance at 31 Mar 2013

Total comprehensive loss for the quarter (Loss) profit for the quarter Other comprehensive income (loss) for the quarter

Transactions with owners, recognised directly in equity Issue of shares on exercises of employees' share options Dividend

# Balance at 30 Jun 2013

Transactions with owners, recognised directly in equity (Loss) profit for the quarter Other comprehensive (loss) income for the quarter

Balance at 30 Sep 2013

							S\$'000
					Attributable		
	Asset				to equity	Non-	
Issued	revaluation	Options	Translation	Retained	holders of	controlling	
capital	reserve	reserve	reserve	earnings	the Company	interests	Total
72,531	2,751	759	(24,032)	56,487	108,496	4,557	113,053
-	-	-	-	(211)	(211)	25	(186)
-	40	-	804	-	844	84	928
_	40	-	804	(211)	633	109	742
00					00		00
26	-	-	-	-	26	-	26
72,557	2,791	759	(23,228)	56,276	109,155	4,666	113,821
-	-	-	-	(237)	(237)	78	(159)
-	63	-	(3,066)	-	(3,003)	(49)	(3,052)
_	63	-	(3,066)	(237)	(3,240)	29	(3,211)
			, , , , ,	· · · · · ·	` ' '		` ' '
22	-	-	-	-	22	-	22
-	-	-	-	(2.615)	(2.615)	-	(2.615)
22	-	-	-	(2,615)	(2,593)	-	(2,593)
72,579	2,854	759	(26,294)	53,424	103,322	4,695	108,017
_	-	_	_	(1,077)	(1,077)	240	(837)
_	(29)	-	342	- (.,0///	313	11	324
	(29)	-	342	(1,077)	(764)	251	(513)
72,579	2,825	759	(25,952)	52,347	102,558	4,946	107,504

### Nine months ended 30 September 2014

Company

Balance as at 1 Jan 2014

Profit for the quarter, representing total comprehensive income for the quarter

Balance as at 31 Mar 2014

Profit for the quarter, representing total comprehensive income for the quarter Transactions with owners, recognised directly in equity

Dividend

Balance as at 30 Jun 2014

Profit for the quarter, representing total comprehensive income for the quarter Transactions with owners, recognised directly in equity

Transfer from options reserve to retained earnings on cancellation / lapse of share options

Balance as at 30 Sep 2014

			S\$'000
Issued	Options	Retained	
capital	reserve	earnings	Total
72,579	263	24,525	97,367
-	-	356	356
72,579	263	24,881	97,723
-	-	171	171
-	-	(2,617)	(2,617)
72,579	263	22,435	95,277
-	-	(569)	(569)
-	(8)	8	-
72,579	255	21,874	94,708

### Nine months ended 30 September 2013

Company

Balance as at 1 Jan 2013

Loss for the quarter, representing total comprehensive loss for the quarter Transactions with owners, recognised directly in equity

Issue of shares on exercises of employees' share options

Balance as at 31 Mar 2013

Profit for the quarter, representing total comprehensive income for the quarter Transactions with owners, recognised directly in equity

Issue of shares on exercises of employees' share options

Dividend

Balance as at 30 Jun 2013

Profit for the quarter, representing total comprehensive income for the quarter

Balance as at 30 Sep 2013

			Οψ 000
Issued capital	Options reserve	Retained earnings	Total
72,531	759	26,762	100,052
-	-	(325)	(325)
26	-	-	26
72,557	759	26,437	99,753
-	-	2,041	2,041
22	-	- (0.045)	22
-	-	(2,615)	(2,615)
22	=	(2,615)	(2,593)
72,579	759	25,863	99,201
-	-	174	174
72.579	759	26.037	99.375

\$\$1000

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.

Since the beginning of the year, 5,110,000 and 75,000 share options expired and lapsed respectively during the period.

The number of shares that may be issued on exercise of all the outstanding options under the 2001 Scheme is as follows:-

	As at 30 Sep 2014	As at 31 Dec 2013
Outstanding options	5,477,500	10,662,500

There was no change in the share capital of the Company during the period.

The Company did not have any treasury shares as at 30 September 2014 and 31 December 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.

The total number of issued shares was 2,617,213,668 as at 30 September 2014 and 31 December 2013.

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

These figures have not been audited or reviewed.

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

Not applicable.

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

Except as disclosed in item 5 below, the Group has applied the same accounting policies and methods of computation in the financial statements for the current financial year as those of the audited financial statements for the year ended 31 December 2013.

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

In the current year, the Group has adopted all the new and revised Singapore Financial Reporting Standards ("FRS") and Interpretations of FRS that are relevant to its operations and effective for annual periods beginning on or after 1 January 2014. The Group was mainly affected by the following new / revised FRSs and amendments to FRS:-

FRS 27 Separate Financial Statements
FRS 110 Consolidated Financial Statements
FRS 112 Disclosure of Interests in Other Entities
Amendments to FRS 32 Financial Instruments: Presentation

Amendments to FRS 36 Impairment of Assets

The adoption of the above does not result in changes to the Group and Company's accounting policies and has no material effect on the amounts reported for the current or prior years.

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

	Nine months ended 30 Sep 2014	Nine months ended 30 Sep 2013
(i) Basic loss per share (ii) Fully diluted loss per share	(0.09) cent (0.09) cent	(0.06) cent (0.06) cent
	Three months anded	Three menths ended

	Three months ended	Three months ended
	30 Sep 2014	30 Sep 2013
(i) Basic loss per share (ii) Fully diluted loss per share	(0.03) cent (0.03) cent	(0.04) cent (0.04) cent

Basic loss per share are computed on the loss for the periods after taxation and deduction of non-controlling interests divided by 2,617,213,668 and 2,616,176,195 being the weighted average number of shares in issue during the period ended 30 September 2014 and 30 September 2013 respectively. The diluted loss per share for the period ended 30 September 2014 is computed on the loss for the period after taxation and deduction of non-controlling interests divided by 2,617,213,668 being the weighted average number of shares in issue during the quarter.

Basic loss per share are computed on the loss for the quarters after taxation and deduction of non-controlling interests divided by 2,617,213,668 being the weighted average number of shares in issue during the quarters ended 30 September

2014 and 30 September 2013. The diluted loss per share for the quarter ended 30 September 2014 is computed on the loss for the period after taxation and deduction of non-controlling interests divided by 2,617,213,668 being the weighted average number of shares in issue during the quarter.

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

### **Net Asset Value**

	As at 30 Sep 2014	As at 31 Dec 2013
Group	3.67 cents	3.91 cents
Company	3.62 cents	3.72 cents

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

It must also discuss any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on.

### Review - Nine months ended 30 September 2014

### **Turnover & Profitability**

Turnover eased by 15% in 3QFY2014 to S\$91.3 million. Due to improved contributions from the Investment Division, which recorded higher revenue growth, the Group reduced its net loss by a third to S\$0.6 million.

The Group's Investment Division increased its revenue by 16% to S\$11.9 million in the first nine months of FY2014 compared to the previous corresponding period, benefitting from higher rental income and returns from its projects in Australia.

However, sales of the Lifestyle Division were lower in view of the overall softer Chinese economy.

The Group's overall gross profit remained stable at S\$17.9 million (vs S\$18.0 million in the last corresponding period).

For the first nine months of the year, Group revenue rose by 33% to S\$383.2 million with a net loss of S\$2.3 million as compared to a loss of S\$1.2 million in the same period last year. This was due to lower gross margin of 4.7% compared to 6.3% in the previous corresponding period. The Lifestyle Division continued to invest more resources to improve sales of its new product portfolio. There was no contribution to revenue from the Wujiang Dafa property unit as its commercial properties had all been sold in the last financial year.

### Other Income

Other income declined to S\$0.1 million in the current period mainly due to the absence of a tax subsidy received last year and lower commission income this year.

# Finance Income and Costs

Net finance costs reduced by 20% to S\$2.8 million in the current period from S\$3.6 million in the previous corresponding period mainly due to the savings from the refinancing of the borrowings for the GLNG project in Australia.

### **Expenses**

Overall Distribution expenses at S\$4.9 million were higher by 17% compared to S\$4.2 million in the previous corresponding period mainly due to the higher advertising and marketing expenses incurred to create awareness and placement of the Group's new brands and products, both online and in stores.

Administration expenses were generally level with those incurred in the previous corresponding period, notwithstanding the allowances/reversals made for doubtful receivables in both periods.

### Tax

Group income tax at S\$0.05 million was lower than the S\$0.2 million in the previous corresponding period due to the Wujiang Dafa property unit being dormant in the current year.

### Attributable Loss

Despite the strong performance of the Investment Division, the slow pick up of the Group's new lifestyle products and the resultant low margins led to the Group reporting a loss attributable to shareholders of S\$2.4 million for the year-to-date as compared to a loss of S\$1.5 million in the previous corresponding period. The loss in the previous year had included an exchange gain of S\$0.8 million as against the small loss in the current period.

# **Working Capital and Cash Flow**

Inventories declined to \$\$29.7 million as at 30 September 2014 from \$\$34.1 million as at 31 December 2013 with better management of inventory levels. The inventory turnover period for the latest nine months was 24 days as compared to 44 days for the previous corresponding period.

Trade receivables also reduced to S\$11.6 million as at 30 September 2014 from S\$26.4 million as at 31 December 2013. The trade receivables turnover period for the latest nine months was 14 days as compared to 27 days for the previous corresponding period.

In view of lower advances paid to suppliers for the purchase of goods, Other receivables and prepayments declined to \$\$16.1 million as at 30 September 2014 from \$\$28.3 million as at 31 December 2013.

The improvement in overall operational cash inflow to S\$14.8 million for the period ended 30 September 2014 compared to S\$8.4 million for the previous corresponding period was due to the net reduction in working capital components as well as savings in net finance costs.

# Net Asset Value

Net Asset Value per share declined to 3.67 cents as at 30 September 2014 from 3.91 cents as at 31 December 2013 due to the dividend paid to shareholders during the year, the loss incurred in the current period as well as the adverse impact from the decline in the Australian Dollar on the Group's Australian real estate investments.

# **Performance Summary**

# **Investments**

Increased rental income from the GLNG projects, improved efficiency in funds utilization and higher returns from projects in the first nine months of FY2014 boosted this division's revenues by 16% to S\$11.9 million, up from S\$10.2 million in the previous corresponding period. This was despite the absence of any contribution from the Wujiang Dafa property unit this year. Segment result improved by 23% to S\$8.8 million for 9MFY2014 from S\$7.1 million in the same period of FY2013.

### Lifestyle

This division recorded increased sales of \$\$371.3 million for the first nine months of 2014, up from \$\$278.2 million in the previous corresponding period. A major contributor for this is the higher proportion of sales of fast-moving low margin items while its new products still needed more time to gain market acceptability. These factors coupled with the allowance for doubtful receivables made in the preceding quarter, caused segment loss to widen to \$\$5.9 million for the nine months, up from \$\$2.8 million in the same period last year. The division continues to add new brands and product lines to grow the business and to return to profitability

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

The performance of the Investment Division met management's expectations. The Lifestyle Division's new brand and product range is taking longer than expected to impact the results. Management expects this to progress only gradually and needs time to achieve a turnaround.

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.

Strong demand and limited supply continued to boost property prices in Australia. The Residential Property Price Index (RPPI) for the weighted average of Australia's eight capital cities increased 1.8 per cent in the June quarter 2014 and 10.1 per cent in the previous year, according to figures released by the Australian Bureau of Statistics (ABS).

The increase in the RPPI was due largely to increases in Sydney (+3.1 per cent), Melbourne (+1.3 per cent) and Brisbane (+1.8 per cent), the three key cities where the Group has focused on.

Low interest rates and strong demand have encouraged builders and developers to construct more dwellings. Much of this has been concentrated in apartments, units and townhouses.

Going forward, local surveys have shown that demand will remain positive in view of the prevailing low interest rate environment, continued population growth and the lower Australian dollar which will encourage more investment in new housing. All these factors are expected to provide a favorable backdrop for the Group's investments in Australia.

In line with our market diversification strategy, the Group's Investment Division has also recently concluded new investment agreements in Osaka, Japan. The Group has invested in two buildings located in the Yotsubashi-suji, about 150 meters apart in the prime district of Osaka together with other investors under a pooled investment structure to be managed by TCAP.

Current occupancy for both buildings is about 90% and they are expected to be yield accretive for the Group.

For the Lifestyle Division, with China's economic growth likely to remain muted, consumer demand is expected to soften and overall sentiment will be subdued. However, despite the weaker operating environment, this division will continue with its strategy of introducing innovative products and work towards profitability.

In view of the expected challenging trends in the global economy, the Group maintains a very cautious outlook for the year.

### 11. Dividend

# (a) Current Financial Period Reported On

Any dividend declared for the current financial period reported on?

None

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

Any dividend declared for the corresponding period of the immediately preceding financial year? None

# (c) Date payable

Not applicable

# (d) Books closure date

Not applicable

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

Subsequent to 30 September 2014, the directors do not recommend any payment of dividend.

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

Name of interested person	Aggregate value of all interested person transactions during the period ended 30 September 2014 (excluding transactions less than S\$100,000 and transactions conducted under shareholders' mandate pursuant to Rule 920 of the Listing Manual)	Aggregate value of all interested person transactions conducted under shareholders' mandate pursuant to Rule 920 of the Listing Manual (excluding transactions less than S\$100,000)		
Thakral Brothers Pte Ltd and subsidiaries	S\$'000	S\$'000		
Purchases, net of returns	-	9,779		
Sales, net of returns	-	990		
Profit share for purchasing services	457	-		
Operating lease charges paid / payable	168	-		
ASK Holdings Sdn Bhd				
Co-investment in loans receivable	1,148	-		

# PART II - ADDITIONAL INFORMATION REQUIRED FOR FULL YEAR ANNOUNCEMENT (This part is not applicable to Q1, Q2, Q3 or Half 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

The Group, which operates in two geographical segments being the People's Republic of China (including Hong Kong) and others (Australian, India, Japan and Singapore), has 3 main core divisional activities as follows:

- a) Lifestyle ("LIFE") formerly known as Distribution
- b) Investment ("INV") includes property investments in China / Hong Kong and real estate investments in Australia
- c) Others ("OTH") those activities which do not fall into the above categories

# **Group's reportable segments**

# S\$'000 Nine months ended 30 September 2014

	LIFE	INV	OTH	TOTAL
Revenue				
External sales	371,317	11,896	-	383,213
Result				
Segment result	(5,862)	8,769	(1,182)	1,725
	(5,662)	0,709	(1,102)	
Unallocated corporate expenses				(1,050)
Finance income				1,087
Finance costs				(3,927)
Foreign exchange loss				(84)
Loss before income tax				(2,249)
Income tax expense				(53)
Loss for the period				(2,302)
Other information				
Capital expenditure:				
Property, plant and equipment	233	2	1	236
Depreciation expense	275	83	5	363
[Assets				
Assets	96,355	129,346	324	226,025
Segment assets Total assets	90,333	129,340	324	
Total assets				226,025
Liabilities	<u> </u>	•		
Segment liabilities	69,754	58,478	427	128,659
Income tax payable				72
Deferred tax liability		_		383
Total liabilities	•			129,114

S\$'000 Nine months ended 30 September 2013

	LIFE	INV	OTH	TOTAL
Revenue External sales	278,22	5 10,218	-	288,443
Result				
Segment result	(2,75)	6) 7,120	(1,277)	3,087
Unallocated corporate expenses				(1,333)
Finance income				1,017
Finance costs				(4,572)
Foreign exchange gain				838
Loss before income tax				(963)
Income tax expense				(219)
Loss for the period				(1,182)
Other information				
Capital expenditure:				
Property, plant and equipment	4	-	-	50
Depreciation expense	28	7 88	7	382
Assets				
Segment assets	104,71	3 133,996	410	239,124
Total assets				239,124
Liabilities				
Segment liabilities	63,91	4 67,128	332	131,374
Income tax payable		· · · · · · · · · · · · · · · · · · ·		141
Deferred tax liability		·		105
Total liabilities	·	·		131,620

# **Geographical information**

S\$'000

	Rev	Revenue 30 Sep		Capital expenditure 30 Sep		Non-current assets * 30 Sep	
Geographical segments:	30						
	2014	2013	2014	2013	2014	2013	
People's Republic of China							
(including Hong Kong)	365,157	266,830	107	27	24,699	22,524	
Others	18,056	21,613	129	23	66,613	69,079	
	383,213	288,443	236	50	91,312	91,603	

The basis of the information stated under the geographical segment above is the aggregate of the relevant figures from companies incorporated in those countries.

# 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

See item 8 on review of performance

<sup>\*</sup> Non-current assets other than financial instruments

# Negative confirmation pursuant to Rule 705(5)

The Directors confirm that, to the best of their knowledge, nothing has come to the attention of the Board of Directors which may render the unaudited interim financial statements for the 9 months ended 30 September 2014 to be false or misleading in any material aspect.

# ON BEHALF OF THE BOARD

Kartar Singh Thakral Director

Inderbethal Singh Thakral Director 11 November 2014

# BY ORDER OF THE BOARD

Chan Wan Mei Tay Chee Wah Company Secretaries 11 November 2014