

## Excelpoint Technology Ltd

### PART I - INFORMATION REQUIRED FOR ANNOUNCEMENT OF Q4 RESULTS

1(a) An income statement (for the Group) together with a comparative statement for the corresponding period of the immediately preceding financial year.

1(a)(i) STATEMENT OF PROFIT AND LOSS FOR THE YEAR ENDED 31 DECEMBER 2004 AND 31 DECEMBER 2003.

	Group					
	Q4 2004	Q4 2003	Increase/ (Decrease)	FY 2004	FY 2003	Increase/ (Decrease)
	S\$'000	S\$'000		S\$'000	S\$'000	
Revenue			%			%
Sales	184,868	211,926	(12.8)	976,542	651,490	49.9
Other income	182	338	(46.2)	1,060	445	138.2
<b>Total revenue</b>	<b>185,050</b>	<b>212,264</b>	<b>(12.8)</b>	<b>977,602</b>	<b>651,935</b>	<b>50.0</b>
<b>Costs and expenses</b>						
Cost of sales	(174,742)	(197,018)	(11.3)	(915,525)	(603,663)	51.7
Salaries and employee benefits	(5,913)	(4,437)	33.3	(21,450)	(17,373)	23.5
Depreciation and amortisation	(405)	(371)	9.2	(1,547)	(1,509)	2.5
Foreign exchange gains / (losses)	598	(11)	N.M. *	552	106	420.8
Other operating expenses	(5,343)	(3,916)	36.4	(20,886)	(13,887)	50.4
<b>Total costs and expenses</b>	<b>(185,805)</b>	<b>(205,753)</b>	<b>(9.7)</b>	<b>(958,856)</b>	<b>(636,326)</b>	<b>50.7</b>
<b>Operating (loss)/ profit</b>	<b>(755)</b>	<b>6,511</b>	<b>(111.6)</b>	<b>18,746</b>	<b>15,609</b>	<b>20.1</b>
Finance costs	(780)	(708)	10.2	(3,257)	(2,333)	39.6
<b>(Loss) / profit before taxation</b>	<b>(1,535)</b>	<b>5,803</b>	<b>(126.5)</b>	<b>15,489</b>	<b>13,276</b>	<b>16.7</b>
Taxation	(187)	(923)	(79.7)	(3,309)	(2,587)	27.9
<b>Net (loss)/ profit for the year</b>	<b>(1,722)</b>	<b>4,880</b>	<b>(135.3)</b>	<b>12,180</b>	<b>10,689</b>	<b>13.9</b>

\* N.M – Not meaningful

Notes to the profit and loss account	Q4 2004	Q4 2003	FY 2004	FY 2003
	S\$'000	S\$'000	S\$'000	S\$'000
Write back of provision for doubtful trade debts	-	-	99	27
Write back of provision for stock obsolescence	214	-	214	298
Provision for doubtful trade debts	(1,122)	-	(1,891)	(461)
Provision for stock obsolescence	(681)	(5)	(834)	(617)
Write off of club membership	-	-	(14)	-
Under-provision of tax in respect of prior years	(21)	(81)	(21)	(81)
Loss on disposal of fixed assets, net	(6)	(138)	(10)	(93)

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

Balance sheets	GROUP		COMPANY	
	31/12/04	31/12/03	31/12/04	31/12/03
	S\$'000	S\$'000	S\$'000	S\$'000
<b>Fixed assets</b>	10,320	10,238	15	-
Club memberships, at cost	412	434	-	-
Investments in subsidiary companies	-	-	19,399	19,399
Intangible assets	-	82	-	-
Investment in associated company	2	2	-	-
<b>Current assets</b>				
Trade debtors	119,271	128,449	-	-
Other debtors	2,282	4,404	22	68
Stocks	99,945	79,164	-	-
Amounts due from subsidiary companies	-	-	33,066	6,587
Pledged fixed deposits	-	9,084	-	-
Cash and bank balances	20,683	20,253	556	-
	242,181	241,354	33,644	6,655
<b>Current liabilities</b>				
Trade creditors and accruals	(122,448)	(142,769)	(107)	-
Other creditors	(12,114)	(8,488)	-	-
Amounts due to bankers	(46,186)	(70,716)	-	(6,278)
Hire purchase creditors	(317)	(286)	-	-
Provision for taxation	(862)	(2,539)	-	-
Amounts due to directors	-	(21)	-	-
Amount due to a subsidiary company	-	-	-	(2,424)
	(181,927)	(224,819)	(107)	(8,702)
<b>Net current assets/(liabilities)</b>	60,254	16,535	33,537	(2,047)
<b>Amounts due to bankers</b>	(389)	(787)	-	-
<b>Hire purchase creditors</b>	(705)	(830)	-	-
<b>Deferred taxation</b>	(402)	(307)	-	-
	<b>69,492</b>	<b>25,367</b>	<b>52,951</b>	<b>17,352</b>
<b>Shareholders' equity</b>				
Share capital	24,301	17,399	24,301	17,399
Share premium	27,055	-	27,055	-
Reserves / (accumulated losses)	18,136	7,968	1,595	(47)
	<b>69,492</b>	<b>25,367</b>	<b>52,951</b>	<b>17,352</b>

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

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

<b>As at 31/12/2004 (S\$'000)</b>		<b>As at 31/12/2003 (S\$'000)</b>	
Secured	Unsecured	Secured	Unsecured
2,425	44,077	52,394	18,608

**Amount repayable after one year**

<b>As at 31/12/2004 (S\$'000)</b>		<b>As at 31/12/2003(S\$'000)</b>	
Secured	Unsecured	Secured	Unsecured
1,095	Nil	1,617	Nil

**Details of any collateral**

The Group's borrowings as at 31 December 2004 consisted of amounts due to bankers and hire purchase creditors. The term loans were secured against the Group's properties together with corporate guarantee from Excelpoint Technology Ltd. Hire purchase creditors were secured over certain motor vehicles owned by the Group.

**1(c) A cash flow statement (for the Group), together with a comparative statement for the corresponding period of the immediately preceding financial year.**

<b>Group</b>	<b>Q4 2004</b>	<b>Q4 2003</b>	<b>FY 2004</b>	<b>FY 2003</b>
	<b>S\$'000</b>	<b>S\$'000</b>	<b>S\$'000</b>	<b>S\$'000</b>
<b>Cash flows from operating activities</b>				
(Loss)/ profit before taxation	(1,535)	5,803	15,489	13,276
Adjustments for:				
Amortisation of intangible assets	16	18	68	73
Interest income	(28)	(31)	(129)	(147)
Interest expense	780	708	3,257	2,333
Depreciation of fixed assets	389	353	1,479	1,436
Write off of club membership	-	-	14	-
Loss on disposal of fixed assets	6	138	10	93
<b>Operating cash flows before reinvestment in working capital</b>	<b>(372)</b>	<b>6,989</b>	<b>20,188</b>	<b>17,064</b>
Increase in stocks	(1,166)	(19,256)	(20,781)	(25,102)
Decrease / (increase) in debtors	34,605	(12,529)	11,300	(65,268)
Increase in amounts due from related parties	-	-	-	2,395
(Decrease) / increase in creditors	(23,301)	34,477	(16,720)	70,544
<b>Cash flows from/ (used in) operations</b>	<b>9,766</b>	<b>9,681</b>	<b>(6,013)</b>	<b>(367)</b>
Interest received	28	31	129	147
Interest paid	(780)	(708)	(3,233)	(2,302)
Income tax paid	(3,834)	(218)	(4,884)	(689)
<b>Net cash flows from/ (used in) operating activities</b>	<b>5,180</b>	<b>8,786</b>	<b>(14,001)</b>	<b>(3,211)</b>
<b>Cash flows from investing activities</b>				
Purchase of investment in club membership	-	(70)	-	(70)
Purchase of fixed assets	(546)	(117)	(1,591)	(1,017)
Proceeds on disposal of fixed assets	125	-	178	130
Addition of development costs	-	(14)	-	(14)
<b>Net cash flows used in investing activities</b>	<b>(421)</b>	<b>(201)</b>	<b>(1,413)</b>	<b>(971)</b>
<b>Cash flows from financing activities</b>				
Net proceeds from issuance of shares	-	-	33,957	-
Repayments/ (increase) of bank loans	562	6,155	(6,022)	5,955
(Decrease)/ increase in bills payable	(34,751)	552	(16,556)	19,168
(Decrease)/ increase in secured bank overdraft	(288)	(106)	(2,350)	619
Decrease in amounts due to directors	-	(4,726)	(21)	(6,861)
Payments of hire purchase creditors	(87)	(86)	(328)	(464)
Cash paid to shareholders	-	(3,070)	-	(3,070)
Dividend paid prior to restructuring	-	-	-	(1,000)
Movement in pledged fixed deposits	4,074	(1,151)	9,084	(2,771)
<b>Net cash flows (used in) / from financing activities</b>	<b>(30,490)</b>	<b>(2,432)</b>	<b>17,764</b>	<b>11,576</b>
Net (decrease)/ increase in cash and cash equivalents	(25,731)	6,153	2,350	7,394
Currency realignment	(1,687)	(600)	(1,920)	(353)
Cash and cash equivalents at beginning of financial year	48,101	14,700	20,253	13,212
<b>Cash and cash equivalents at end of financial year</b>	<b>20,683</b>	<b>20,253</b>	<b>20,683</b>	<b>20,253</b>

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

**FY Dec 2004 – Group**

<b>Group</b>	<b>Share capital S\$'000</b>	<b>Capital reserve S\$'000</b>	<b>Revenue reserve S\$'000</b>	<b>Foreign currency translation reserve S\$'000</b>	<b>Share premium S\$'000</b>	<b>Shareholders' equity S\$'000</b>
<b>As at 1 January 2004</b>	17,399	12	8,274	(318)	-	25,367
Net profit for the year	-	-	12,180	-	-	12,180
Foreign currency translation adjustment	-	-	-	(2,012)	-	(2,012)
Issuance of shares	6,902	-	-	-	-	6,902
Transfer to capital reserve	-	8	(8)	-	-	-
Premium on issuance of ordinary shares	-	-	-	-	27,055	27,055
<b>As at 31 December 2004</b>	<b>24,301</b>	<b>20</b>	<b>20,446</b>	<b>(2,330)</b>	<b>27,055</b>	<b>69,492</b>
<b>At 1 January 2003</b>	5,396	6	13,664	35	-	19,101
Net profit for the year	-	-	10,689	-	-	10,689
Increase in share capital pursuant to restructuring of companies under common control	12,003	-	(12,003)	-	-	-
Transfer to capital reserve	-	6	(6)	-	-	-
Dividend declared by a subsidiary prior to restructuring	-	-	(1,000)	-	-	(1,000)
Cash paid out to shareholders	-	-	(3,070)	-	-	(3,070)
Foreign currency translation adjustment	-	-	-	(353)	-	(353)
<b>As at 31 December 2003</b>	<b>17,399</b>	<b>12</b>	<b>8,274</b>	<b>(318)</b>	<b>-</b>	<b>25,367</b>

#### Q4 2004 – Group

Group	Share capital S\$'000	Capital reserve S\$'000	Revenue reserve S\$'000	Foreign currency translation reserve S\$'000	Share premium S\$'000	Shareholders' equity S\$'000
<b>As at 1 October 2004</b>	24,301	12	22,176	(568)	27,055	72,976
Net loss for Q4 2004	-	-	(1,722)	-	-	(1,722)
Transfer to capital reserve	-	8	(8)	-	-	-
Foreign currency translation adjustment	-	-	-	(1,762)	-	(1,762)
<b>As at 31 December 2004</b>	<b>24,301</b>	<b>20</b>	<b>20,446</b>	<b>(2,330)</b>	<b>27,055</b>	<b>69,492</b>
<b>At 1 October 2003</b>	5,396	6	18,473	120	-	23,995
Net profit for Q4 2003	-	-	4,880	-	-	4,880
Increase in share capital pursuant to restructuring of companies under common control	12,003	-	(12,003)	-	-	-
Transfer to capital reserve	-	6	(6)	-	-	-
Cash payout to shareholders	-	-	(3,070)	-	-	(3,070)
Foreign currency translation adjustment	-	-	-	(438)	-	(438)
<b>As at 31 December 2003</b>	<b>17,399</b>	<b>12</b>	<b>8,274</b>	<b>(318)</b>	<b>-</b>	<b>25,367</b>

#### FY 2004 –Company

Company	Share capital S\$'000	Capital reserve S\$'000	Revenue reserve S\$'000	Foreign currency translation reserve S\$'000	Share premium S\$'000	Shareholders' equity S\$'000
<b>As at 1 January 2004</b>	17,399	-	(47)	-	-	17,352
Net profit for the year	-	-	1,642	-	-	1,642
Issuance of shares	6,902	-	-	-	-	6,902
Premium on issuance of ordinary shares	-	-	-	-	27,055	27,055
<b>As at 31 December 2004</b>	<b>24,301</b>	<b>-</b>	<b>1,595</b>	<b>-</b>	<b>27,055</b>	<b>52,951</b>
<b>At 1 January 2003</b>	-	-	(9)	-	-	(9)
Net loss for the year	-	-	(38)	-	-	(38)
Increase in share capital pursuant to restructuring of companies under common control	17,399	-	-	-	-	17,399
<b>As at 31 December 2003</b>	<b>17,399</b>	<b>-</b>	<b>(47)</b>	<b>-</b>	<b>-</b>	<b>17,352</b>

#### Q4 2004 – Company

Company	Share capital S\$'000	Capital reserve S\$'000	Revenue reserve S\$'000	Foreign currency translation reserve S\$'000	Share premium S\$'000	Shareholders' equity S\$'000
As at 1 October 2004	24,301	-	246	-	27,055	51,602
Net profit for Q4 2004	-	-	1,349	-	-	1,349
As at 31 December 2004	24,301	-	1,595	-	27,055	52,951
At 1 October 2003	-	-	(9)	-	-	(9)
Net loss for Q4 2003	-	-	(38)	-	-	(38)
Increase in share capital pursuant to restructuring of companies under common control	17,399	-	-	-	-	17,399
As at 31 December 2003	17,399	-	(47)	-	-	17,352

**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 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.**

N.A.

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

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

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

N.A.

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

The Group has applied the same accounting policies and methods of computation in the financial statements for the current reporting period as for the audited financial statements for the year ended 31 December 2003.

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

N.A.

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

Earnings per share (EPS)	Group			
	Q4 2004	Q4 2003	FY 2004	FY 2003
Based on weighted average number of ordinary shares (cents)	(0.35)	1.40	2.52	3.07
On a fully diluted basis (cents)	(0.35)	1.40	2.52	3.07

Earnings per share for Q4 2004 and FY 2004 have been computed based on the weighted average share capital of 486,022,200 shares and 482,378,299 shares respectively.

Earnings per share on a weighted average basis for Q4 2003 and FY 2003 have been computed based on 347,971,200 ordinary shares of S\$0.05 each. This is based on the assumption that the share split due to restructuring had taken place as of the beginning of the period.

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

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

	Group		Company	
	31/12/04	31/12/03	31/12/04	31/12/03
Net assets value per ordinary share based on existing issued share capital as at end of period reported on	14.30 cents	7.29 cents*	10.89 cents	4.99 cents*

\*The Group's and the Company's net asset value per ordinary share for FY2003 have been computed based on 347,971,200 ordinary shares of S\$0.05 each. This is based on the assumption that the share split due to restructuring had taken place as of the beginning of the period.

**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.

**FY 2004 versus FY2003**

For the financial year ended 31 December 2004, the Group turned in a 13.9% increase in net profit after tax which rose from \$10.7 million in FY2003 to \$12.2 million. Sales revenue were also higher rising 49.9% to \$976.5 million in FY2004. This trend reflects the strong demand in the China market for GSM handsets and other design-in solutions that the Group sells into the country.

The Group's net margins were slightly lower in FY2004 compared to that of the previous year due to the increasing market competition amidst softening demand in the second half of the year. Net profit margin dipped from 1.6% in FY2003 to 1.2% in FY2004.

The net cashflow used in operating activities for FY 2004 was \$14.0 million reflecting the strong cash requirements that were necessary to support the surge in business activities during the year. The



working capital needs of the Group in FY2004 were augmented primarily by the proceeds from its initial public offering and through bank borrowings. Proceeds from the initial public offering enabled the Group to lower its bank borrowings during the year from \$71.5 million to \$46.6 million. The Group's net debt to equity ratio as at 31 December 2004 stood at 0.4.

The challenging operating climate in China did not impact the Group's receivables which improved by 7 days from 53 days to 46 days compared to FY2003. Stock turnover decreased by 5 days from 40 days to 35 days as control measures undertaken by the Group during the year to improve its stock management start to yield positive results.

During the year, salaries and employee benefits increased by 23.5% from \$17.4 million to \$21.5 million. This is mainly due to the increase of the Group's headcount from 421 to 497. Other operating expenses rose 50.4% from \$13.9 million to \$20.9 million, due mainly to increased selling and administrative expenses arising from higher sales revenue, and stock and doubtful debt provisions.

The volatility of the US Dollar versus the Singapore Dollar during the last quarter of FY2004 resulted in an exchange gain of \$0.6 million. The Group has closely monitored the US Dollar versus the Singapore Dollar foreign exchange movements during the second half of FY2004 and hedged a substantial amount of its Singapore Dollar expense needs with forward US Dollar transactions ranging from one to three months durations.

Geographically, the North Asian market comprising China and Hong Kong were the main contributors to the Group's business accounting for 67.7% of the Group's total revenues. The balance of 32.3% comprise revenue contributions from other countries like Singapore, India, Malaysia, Thailand, the Philippines and other markets in the Asia Pacific region.

By business activities, design-in activities which accounted for 63% of the Group's total revenue in FY2004 registered the strongest revenue growth with an increase of 57.1% relative to the previous financial year. Distribution, which remained a necessary component of the Group's business activities, accounted for 37.0% of the Group's total revenues in FY2004. Generally, FY2004 saw stronger business activities compared to FY2003 as the Group continues to expand its business in China.

#### **Q4 FY 2004 versus Q4 FY 2003**

The measures implemented by the Chinese government in congruence with the economic soft landing in China during the second half of FY2004 resulted in an immediate slow down in bank financing in the country. Reacting to the impact of this credit tightening, many customers in China took immediate steps to reduce their inventory levels and also increased their reliance on suppliers' credit. These events left their impact on many businesses and correspondingly, the Group also saw a 12.8% drop in its sales which declined from \$211.9 million to \$184.9 million.

The challenging market conditions in the final quarter of the year also resulted in a net loss being incurred in the Group for the final quarter. For the quarter ended 31 December 2004, the Group incurred a net loss of \$1.7 million compared to a net profit of \$4.9 million during the 4<sup>th</sup> quarter of the previous financial year. In addition to the reduced sales in the 4<sup>th</sup> quarter of the year under review, some of the other key reasons underlying the net loss were the 33.3% increase in salaries and employees' benefits due to higher headcount needed to provide for business expansion in China and the 36.4% increase in other operating expenses. Compared to the 4<sup>th</sup> quarter of FY2003, the Group's salaries and employees' benefits rose from \$4.4 million to \$5.9 million and other operating expenses rose from \$3.9 million to \$5.3 million respectively.

The Group's net cashflow from operating activities for Q4 FY2004 amounted to \$5.2 million compared to \$8.8 million in the corresponding previous quarter. The lower net cashflow from operating activities is due mainly to the income tax paid and the loss in the quarter.

As a result of the challenging operating climate in China during the fourth quarter, debtors' turnover days rose by 15 days to 65 days as compared to the same period in FY2003. Stock turnover increased from 32 days in Q4 FY2003 to 51 days in Q4 FY2004.

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

The Board is of the view that the current period's results is in line with the prospect statement made in the announcement of the last quarter subject to the modifications as made in the profit warning issued on 25 January 2005.

**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 general operating environment in China remains challenging. Nevertheless the Group will continue with its efforts to remain competitive by stepping up its sales, marketing and R&D activities and invest in the appropriate personnel where necessary. The Group expects it will remain profitable in FY2005.

**11. Dividend**

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

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

Name of Dividend : First and Final  
Dividend Type : Cash  
Dividend Rate : 5% per ordinary share (tax exempt one-tier)  
Par Value of Shares : \$0.05

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

Any dividend declared for the corresponding period of the immediately preceding financial year? No.

**(c) Date payable.** To be announced later

**(d) Books closure date.** To be announced later

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

N.A.

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

**13. Segmental 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.**

**Segmental revenue by Activities and Geographical Markets**

## By Activities

### Sales Revenue by Business Segment

Business	Design-in		Distribution		Total	
	2004	2003	2004	2003	2004	2003
	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000
Segment revenue	615,047	391,357	361,495	260,133	976,542	651,490
Segment result	15,923	12,887	2,823	2,722	18,746	15,609
Finance costs					(3,257)	(2,333)
Profit before taxation					15,489	13,276
Taxation					(3,309)	(2,587)
Net profit for the year					12,180	10,689

## By Geographical Markets

### Sales Revenue by Geographical Segment

	Q4 2004	Q4 2003	Variance	FY 2004	FY 2003	Variance
	S\$'000	S\$'000	%	S\$'000	S\$'000	%
China	112,073	143,024	(21.6)	660,991	413,209	60.0
Singapore	30,743	38,027	(19.2)	159,534	140,005	13.9
India	11,248	6,444	74.5	52,546	28,678	83.2
Malaysia	12,888	13,621	(5.4)	54,215	36,927	46.8
Thailand	9,321	4,688	98.8	24,371	12,004	103.0
Philippines	1,489	4,149	(64.1)	11,548	14,204	(18.7)
Others	7,106	1,973	260.2	13,337	6,463	106.4
	<u>184,868</u>	<u>211,926</u>	(12.8)	<u>976,542</u>	<u>651,490</u>	49.9

14. 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.

### 15. A breakdown of sales

	2004	2003	Variance
	S\$'000	S\$'000	%
	Group	Group	Group
(a) Sales reported for first half year	546,117	273,958	99.3
(b) Operating profit after tax before deducting minority interests reported for first half year	10,270	2,088	391.9
(c) Sales reported for second half year	430,425	377,532	14.0
(d) Operating profit after tax before deducting minority interests reported for second half year	1,910	8,601	(77.8)

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

	<b>FY2004 (S\$'000)</b>	<b>FY2003</b>
<b>(a) Ordinary</b>	<b>S\$1,215</b>	<b>NIL</b>
<b>(b) Preference</b>	<b>NIL</b>	<b>NIL</b>
<b>Total</b>	<b>S\$1,215</b>	<b>NIL</b>

**BY ORDER OF THE BOARD**

Tan Cher Liang  
Company Secretary  
3 February 2005