

**BAN LEONG TECHNOLOGIES LIMITED**
**Full Year Financial Statement and Dividend Announcement For The Year Ended 31 March 2016**
**PART I - INFORMATION REQUIRED FOR ANNOUNCEMENTS OF FULL YEAR FINANCIAL RESULTS**

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

**BAN LEONG TECHNOLOGIES LIMITED  
CONSOLIDATED INCOME STATEMENT**

|  | Group                              |                                    |                         |
|--|------------------------------------|------------------------------------|-------------------------|
|  | 01.04.2015 to<br>31.03.2016<br>S\$ | 01.04.2014 to<br>31.03.2015<br>S\$ | Increase/<br>(Decrease) |
| <b>Revenue</b>   | 143,629,242                        | 136,404,012                        | 5.30%                   |
| Cost of sales  | (128,521,585)                      | (121,695,971)                      | 5.61%                   |
| <b>Gross profit</b>  | <b>15,107,657</b>                  | <b>14,708,041</b>                  | <b>2.72%</b>            |
|  | 10.52%                             | 10.78%                             |                         |
| Other operating income                                     | 305,724                            | 382,687                            | (20.11%)                |
| Selling and distribution expenses                          | (6,671,967)                        | (7,284,522)                        | (8.41%)                 |
| General and administrative expenses                        | (5,211,477)                        | (5,271,076)                        | (1.13%)                 |
| <b>Profit from operations before foreign exchange</b>      | <b>3,529,937</b>                   | <b>2,535,131</b>                   | <b>39.24%</b>           |
| Foreign exchange loss                                      | (422,424)                          | (432,974)                          | (2.44%)                 |
| <b>Profit from operations</b>                              | <b>3,107,513</b>                   | <b>2,102,157</b>                   | <b>47.82%</b>           |
| Financial expenses (Note A)                                | (217,563)                          | (149,404)                          | 45.62%                  |
| Financial income   | 2,301                              | 3,990                              | (42.33%)                |
| <b>Operating profit before taxation</b>                    | <b>2,892,251</b>                   | <b>1,956,743</b>                   | <b>47.81%</b>           |
| Impairment of investment in unquoted equity shares         | -                                  | (514,616)                          | n.m                     |
| <b>Profit before taxation</b>                              | <b>2,892,251</b>                   | <b>1,442,127</b>                   | <b>100.55%</b>          |
| Taxation   | (607,127)                          | (568,044)                          | 6.88%                   |
| <b>Profit after taxation</b>                               | <b>2,285,124</b>                   | <b>874,083</b>                     | <b>161.43%</b>          |
| <b>Attributable to:</b>                                    |                                    |                                    |                         |
| Owners of the Company                                      | 2,057,704                          | 789,290                            | 160.70%                 |
| Non controlling interests                                  | 227,420                            | 84,793                             | 168.21%                 |
|  | <b>2,285,124</b>                   | <b>874,083</b>                     | <b>161.43%</b>          |
| <b>Other comprehensive income :</b>                        |                                    |                                    |                         |
| Foreign currency translation                               | (339,650)                          | 42,717                             | (895.11%)               |
| <b>Other comprehensive income for the year, net of tax</b> | <b>(339,650)</b>                   | <b>42,717</b>                      | <b>(895.11%)</b>        |
| <b>Total comprehensive income for the year</b>             | <b>1,945,474</b>                   | <b>916,800</b>                     | <b>112.20%</b>          |
| Total comprehensive income attributable to :               |                                    |                                    |                         |
| Owners of the Company                                      | 1,786,682                          | 781,855                            | 128.52%                 |
| Non controlling interests                                  | 158,792                            | 134,945                            | 17.67%                  |
|  | <b>1,945,474</b>                   | <b>916,800</b>                     | <b>112.20%</b>          |

Note 1- **Profit before income tax is stated after (charging) /crediting the following:**

|   | Group                              |                                    |                         |
|---|------------------------------------|------------------------------------|-------------------------|
|   | 01.04.2015 to<br>31.03.2016<br>S\$ | 01.04.2014 to<br>31.03.2015<br>S\$ | Increase/<br>(Decrease) |
| Amortisation of intangibles                       | (354,111)                          | (356,659)                          | (0.71%)                 |
| Depreciation of property, plant and equipment     | (302,283)                          | (300,213)                          | 0.69%                   |
| Write back/(allowance) for inventory obsolescence | 84,179                             | (76,183)                           | (210.50%)               |

Note A

|                        | Group                              |                                    |                         |
|------------------------|------------------------------------|------------------------------------|-------------------------|
|                        | 01.04.2015 to<br>31.03.2016<br>S\$ | 01.04.2014 to<br>31.03.2015<br>S\$ | Increase/<br>(Decrease) |
| Financial expenses     |                                    |                                    |                         |
| Trade bill interest    | 30,682                             | 34,918                             | (12.13%)                |
| Loan interest          | 175,721                            | 105,606                            | 66.39%                  |
| Finance lease interest | 11,160                             | 8,880                              | 25.68%                  |
|                        | <b>217,563</b>                     | <b>149,404</b>                     | <b>45.62%</b>           |

n.m. = not meaningful

1(b)(i) A balance sheet (for the issuer and group), together with a comparative statement as at the end of the immediately preceding financial year

**BAN LEONG TECHNOLOGIES LIMITED**  
**BALANCE SHEETS**

|   | Group        |              | Company      |              |
|---|--------------|--------------|--------------|--------------|
|   | 31.03.2016   | 31.03.2015   | 31.03.2016   | 31.03.2015   |
|   | S\$          | S\$          | S\$          | S\$          |
| <b>Non-current assets</b>                           |              |              |              |              |
| Property, plant and equipment                       | 599,229      | 727,033      | 378,768      | 407,145      |
| Investment in subsidiaries                          | -            | -            | 119,182      | 283,891      |
| Investment in unquoted equity shares                | -            | -            | -            | -            |
| Amount owed by subsidiary                           | -            | -            | -            | 2,571,500    |
| Deferred tax assets                                 | 188,882      | 141,246      | -            | -            |
| Intangible assets                                   | -            | 354,657      | -            | 546          |
|   | 788,111      | 1,222,936    | 497,950      | 3,263,082    |
| <b>Current assets</b>                               |              |              |              |              |
| Inventories   | 22,815,343   | 24,633,890   | 12,524,921   | 14,869,895   |
| Trade receivables                                   | 21,697,689   | 18,315,590   | 20,557,829   | 15,884,196   |
| Other receivables and deposits                      | 624,712      | 1,033,147    | 1,887,198    | 525,945      |
| Prepayments   | 153,296      | 152,125      | 67,445       | 92,079       |
| Cash and bank balances                              | 11,617,645   | 11,685,304   | 9,855,875    | 9,334,546    |
|   | 56,908,685   | 55,820,056   | 44,893,268   | 40,706,661   |
| <b>Current Liabilities</b>                          |              |              |              |              |
| Trade payables                                      | (18,874,344) | (18,313,098) | (16,050,139) | (15,088,670) |
| Bills payable to banks (unsecured)                  | (8,694,155)  | (10,185,526) | (7,590,847)  | (9,215,175)  |
| Other payables and accruals                         | (4,419,862)  | (3,773,929)  | (3,132,213)  | (2,731,809)  |
| Hire-purchase liabilities                           | (133,207)    | (69,041)     | (127,280)    | (58,591)     |
| Provision for taxation                              | (822,181)    | (763,778)    | (641,315)    | (708,470)    |
|   | (32,943,749) | (33,105,372) | (27,541,794) | (27,802,715) |
| <b>Net current assets</b>                           | 23,964,936   | 22,714,684   | 17,351,474   | 12,903,946   |
| <b>Non-current liabilities</b>                      |              |              |              |              |
| Hire-purchase liabilities                           | (126,692)    | (92,089)     | (124,133)    | (82,944)     |
| Deferred tax liabilities                            | (16,342)     | (15,657)     | (16,342)     | (11,427)     |
| <b>Net assets</b>                                   | 24,610,013   | 23,829,874   | 17,708,949   | 16,072,657   |
| <b>Equity attributable to owners of the Company</b> |              |              |              |              |
| Share capital                                       | 11,173,106   | 11,173,106   | 11,173,106   | 11,173,106   |
| Returned shares                                     | (104,822)    | (104,822)    | (104,822)    | (104,822)    |
| Treasury shares                                     | (88,904)     | (84,329)     | (88,904)     | (84,329)     |
| Other reserve                                       | 65,685       | 65,685       | -            | -            |
| Retained earnings                                   | 13,605,977   | 12,709,033   | 6,729,569    | 5,088,702    |
| Foreign currency translation reserve                | (1,005,566)  | (734,544)    | -            | -            |
|   | 23,645,476   | 23,024,129   | 17,708,949   | 16,072,657   |
| Non controlling interests                           | 964,537      | 805,745      | -            | -            |
| <b>Total equity</b>                                 | 24,610,013   | 23,829,874   | 17,708,949   | 16,072,657   |

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

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

| 31.03.2016 |           | 31.03.2015 |            |
|------------|-----------|------------|------------|
| Secured    | Unsecured | Secured    | Unsecured  |
| 133,207    | 8,694,155 | 69,041     | 10,185,526 |

**Amount repayable after one year**

| 31.03.2016 |           | 31.03.2015 |           |
|------------|-----------|------------|-----------|
| Secured    | Unsecured | Secured    | Unsecured |
| 126,692    | -         | 92,089     | -         |

**Details of any collateral**

Finance lease is secured by the fixed assets acquired under the lease arrangement.

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

**BAN LEONG TECHNOLOGIES LIMITED**  
**CASH FLOW STATEMENTS**

|   | Group                              |                                    |
|---|------------------------------------|------------------------------------|
|   | 01.04.2015 to<br>31.03.2016<br>S\$ | 01.04.2014 to<br>31.03.2015<br>S\$ |
| <b>Cash flows from operating activities</b>                         |                                    |                                    |
| Profit before taxation  |                                    |                                    |
| Profit before taxation from continued operations                    | 2,892,251                          | 1,442,127                          |
| Adjustments for:  |                                    |                                    |
| Depreciation of property, plant and equipment                       | 302,283                            | 300,213                            |
| Amortisation of intangibles   | 354,111                            | 356,659                            |
| Impairment of investment in unquoted shares <sup>(1)</sup>          | -                                  | 514,616                            |
| Gain on disposal of property, plant and equipment                   | (1,000)                            | (5,081)                            |
| Allowance for doubtful trade receivables                            | 70,547                             | 204,984                            |
| Trade receivables written off                                       | 3,179                              | 16,447                             |
| (Write back)/allowance for inventory obsolescence                   | (84,179)                           | 76,183                             |
| Interest expense  | 217,563                            | 149,404                            |
| Interest income   | (2,301)                            | (3,990)                            |
| Translation difference  | (173,861)                          | 62,352                             |
| <b>Operating profit before working capital changes</b>              | <b>3,578,593</b>                   | <b>3,113,914</b>                   |
| (Increase)/decrease in  |                                    |                                    |
| Inventories   | 1,902,726                          | (3,989,963)                        |
| Trade receivables   | (3,455,825)                        | 655,549                            |
| Other receivables and deposits                                      | 408,435                            | 108,982                            |
| Prepayments   | (1,171)                            | 174,191                            |
| Increase/(decrease) in :  |                                    |                                    |
| Trade payables  | 561,246                            | 4,338,916                          |
| Bills payable to banks (unsecured)                                  | (1,491,371)                        | (2,355,374)                        |
| Other payables and accruals   | 645,933                            | 224,707                            |
| <b>Cash generated from operations</b>                               | <b>2,148,566</b>                   | <b>2,270,922</b>                   |
| Interest expense paid   | (217,563)                          | (149,404)                          |
| Interest income received  | 2,301                              | 3,990                              |
| Income tax paid   | (595,673)                          | (516,961)                          |
| <b>Net cash generated from operating activities</b>                 | <b>1,337,631</b>                   | <b>1,608,547</b>                   |
| <b>Cash flows from investing activities</b>                         |                                    |                                    |
| Proceeds from disposal of property, plant and equipment             | 1,000                              | 5,115                              |
| Additions to intangible assets                                      | -                                  | (1,092)                            |
| Investment in unquoted equity shares                                | -                                  | (14,616)                           |
| Purchase of property, plant and equipment                           | (87,569)                           | (322,135)                          |
| <b>Net cash used in investing activities</b>                        | <b>(86,569)</b>                    | <b>(332,728)</b>                   |
| <b>Cash flow from financing activities</b>                          |                                    |                                    |
| Repayment of hire purchase liabilities                              | (9,232)                            | (68,888)                           |
| Purchase of treasury shares   | (4,575)                            | (16,017)                           |
| Dividend paid   | (1,160,760)                        | (1,161,250)                        |
| <b>Net cash used in financing activities</b>                        | <b>(1,174,567)</b>                 | <b>(1,246,155)</b>                 |
| <b>Net increase in cash and cash equivalents</b>                    | <b>76,495</b>                      | <b>29,664</b>                      |
| <b>Effect of exchange rate changes on cash and cash equivalents</b> | <b>(144,154)</b>                   | <b>(22,357)</b>                    |
| <b>Cash and cash equivalents at the beginning of the year</b>       | <b>11,685,304</b>                  | <b>11,677,997</b>                  |
| <b>Cash and cash equivalents at the end of the year</b>             | <b>11,617,645</b>                  | <b>11,685,304</b>                  |

<sup>(1)</sup> The Group announced its subscription of equity interest in Avantouch Systems Pte Ltd in August 2012.

The Group subscribed for 270,271 ordinary shares, representing approximately 2.53% equity interest in the capital of Avantouch Systems Pte Ltd through its wholly owned subsidiary, AV Labs International Pte Ltd.

The wholly owned subsidiary, AV Labs International Pte Ltd, fully impaired the investment in Avantouch System Pte Ltd

1 (d)(i)

A statement (for the issuer and group) showing either (i) all changes in the 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 immediate preceding financial year.

## STATEMENT OF CHANGES IN EQUITY

|   | Attributable to owners of the Company |                 |                 |                   |                                       |               |   | Non controlling interests | Total equity |
|---|---------------------------------------|-----------------|-----------------|-------------------|---------------------------------------|---------------|---|---------------------------|--------------|
|   | Share capital                         | Returned shares | Treasury shares | Retained earnings | Foreign currency translation reserves | Other Reserve | Total equity attributable to owners of the parent |                           |              |
| <b>2015/16 Group</b>                    |                                       |                 |                 |                   |                                       |               |   |                           |              |
| Opening balance at 1 April 2015         | 11,173,106                            | (104,822)       | (84,329)        | 12,709,033        | (734,544)                             | 65,685        | 23,024,129  | 805,745                   | 23,829,874   |
| Profit for the year                     | -                                     | -               | -               | 2,057,704         | -                                     | -             | 2,057,704   | 227,420                   | 2,285,124    |
| Other comprehensive income for the year | -                                     | -               | -               | -                 | (271,022)                             | -             | (271,022)   | (68,628)                  | (339,650)    |
| Total comprehensive income for the year | -                                     | -               | -               | 2,057,704         | (271,022)                             | -             | 1,786,682   | 158,792                   | 1,945,474    |
| Purchase of treasury shares             | -                                     | -               | (4,575)         | -                 | -                                     | -             | (4,575)   | -                         | (4,575)      |
| Dividends                               | -                                     | -               | -               | (1,160,760)       | -                                     | -             | (1,160,760)                                       | -                         | (1,160,760)  |
| Balance as at 31 March 2016             | 11,173,106                            | (104,822)       | (88,904)        | 13,605,977        | (1,005,566)                           | 65,685        | 23,645,476  | 964,537                   | 24,610,013   |

|   | Attributable to owners of the Company |                 |                 |                   |                                       |               |   | Non controlling interests | Total equity |
|---|---------------------------------------|-----------------|-----------------|-------------------|---------------------------------------|---------------|---|---------------------------|--------------|
|   | Share capital                         | Returned shares | Treasury shares | Retained earnings | Foreign currency translation reserves | Other Reserve | Total equity attributable to owners of the parent |                           |              |
| <b>2014/15 Group</b>                    |                                       |                 |                 |                   |                                       |               |   |                           |              |
| Opening balance at 1 April 2014         | 11,173,106                            | (104,822)       | (68,312)        | 13,080,993        | (727,109)                             | 65,685        | 23,419,541  | 670,800                   | 24,090,341   |
| Profit for the year                     | -                                     | -               | -               | 789,290           | -                                     | -             | 789,290   | 84,793                    | 874,083      |
| Other comprehensive income for the year | -                                     | -               | -               | -                 | (7,435)                               | -             | (7,435)   | 50,152                    | 42,717       |
| Total comprehensive income for the year | -                                     | -               | -               | 789,290           | (7,435)                               | -             | 781,855   | 134,945                   | 916,800      |
| Purchase of treasury shares             | -                                     | -               | (16,017)        | -                 | -                                     | -             | (16,017)  | -                         | (16,017)     |
| Dividends                               | -                                     | -               | -               | (1,161,250)       | -                                     | -             | (1,161,250)                                       | -                         | (1,161,250)  |
| Balance as at 31 March 2015             | 11,173,106                            | (104,822)       | (84,329)        | 12,709,033        | (734,544)                             | 65,685        | 23,024,129  | 805,745                   | 23,829,874   |

|   | Attributable to owners of the Company |                 |                 |                   |              |
|---|---------------------------------------|-----------------|-----------------|-------------------|--------------|
|   | Share capital                         | Returned shares | Treasury shares | Retained earnings | Total equity |
| <b>2015/16 Company</b>                  |                                       |                 |                 |                   |              |
| Opening balance as at 1 April 2015      | 11,173,106                            | (104,822)       | (84,329)        | 5,088,702         | 16,072,657   |
| Profit for the year                     | -                                     | -               | -               | 2,801,627         | 2,801,627    |
| Total comprehensive income for the year | -                                     | -               | -               | 2,801,627         | 2,801,627    |
| Purchase of treasury shares             | -                                     | -               | (4,575)         | -                 | (4,575)      |
| Dividends                               | -                                     | -               | -               | (1,160,760)       | (1,160,760)  |
| Balance as at 31 March 2016             | 11,173,106                            | (104,822)       | (88,904)        | 6,729,569         | 17,708,949   |

|   | Attributable to owners of the Company |                 |                 |                   |              |
|---|---------------------------------------|-----------------|-----------------|-------------------|--------------|
|   | Share capital                         | Returned shares | Treasury shares | Retained earnings | Total equity |
| <b>2014/15 Company</b>                  |                                       |                 |                 |                   |              |
| Opening balance as at 1 April 2014      | 11,173,106                            | (104,822)       | (68,312)        | 12,742,215        | 23,742,187   |
| Loss for the year                       | -                                     | -               | -               | (6,492,263)       | (6,492,263)  |
| Total comprehensive income for the year | -                                     | -               | -               | (6,492,263)       | (6,492,263)  |
| Purchase of treasury shares             | -                                     | -               | (16,017)        | -                 | (16,017)     |
| Dividends                               | -                                     | -               | -               | (1,161,250)       | (1,161,250)  |
| Balance as at 31 March 2015             | 11,173,106                            | (104,822)       | (84,329)        | 5,088,702         | 16,072,657   |

1 (d)(ii) **Detail of any changes in the company's share capital arising from rights issues, bonus issues, share buy-backs, exercise of share options or warrants, conversion of other issues of equity securities, issue of shares or cash or as consideration for acquisition of 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.**

| Treasury shares           | FY2015/16    |        | FY2014/15    |        |
|---------------------------|--------------|--------|--------------|--------|
|                           | No. of share | S\$    | No. of share | S\$    |
| Balance as at 1 April     | 424,000      | 84,329 | 354,000      | 68,312 |
| Purchased during the year | 23,000       | 4,575  | 70,000       | 16,017 |
| Balance as at 31 March    | 447,000      | 88,904 | 424,000      | 84,329 |

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.**

|  | 31.03.2016  | 31.03.2015  |
|--|-------------|-------------|
| Total no. of issued shares (excluding treasury shares and returned shares) | 116,053,000 | 116,076,000 |

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 year report on**

Not applicable as there were no sales, transfer, disposal, cancellation and/or use of treasury shares as at the end of the financial year.

2 **Whether the figures have been audited, or reviewed and in accordance with which standard (e.g. the Singapore Standard on Auditing 910 (Engagements to Review Financial Statements), or an equivalent standard)**

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

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**

The Group has applied the same accounting policies and methods of computation in the preparation of the financial statements for the current reporting period as compared to the most recent audited financial statements for the financial year ended 31 March 2015.

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

The Group has adopted all applicable new and revised FRS that become effective during the new financial year and has no significant impact to the Group.

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**

|  | Group      |            |
|--|------------|------------|
|  | 31.03.2016 | 31.03.2015 |
| Earnings per ordinary share (cents)                          |            |            |
| Based on weighted average number of ordinary shares in issue | 1.77       | 0.68       |
| Based on a fully diluted basis                               | 1.77       | 0.68       |

The earnings per share for the year ended 31 March 2016 was calculated based on profit attributable to owners of the Company divided by 116,053,000 shares, excluding 447,000 treasury shares and 681,818 returned shares. (FY2014/15 : 116,076,000 shares, excluding 424,000 treasury shares and 681,818 returned shares).

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 period reported on and (b) immediately preceding financial year**

|  | Group      |            | Company    |            |
|--|------------|------------|------------|------------|
|  | 31.03.2016 | 31.03.2015 | 31.03.2016 | 31.03.2015 |
|  | Cents      | Cents      | Cents      | Cents      |
| Net asset value per ordinary share based on issued share capital as at the end of the year reported on | 20.37      | 19.84      | 15.26      | 13.85      |

Net asset value per ordinary share for year ended 31 March 2016 was calculated based on net assets of the Group and Company after deducting non controlling interests divided by 116,053,000 shares, excluding 447,000 treasury shares and 681,818 returned shares. (FY2014/15 : 116,076,000 shares, excluding 424,000 treasury shares and 681,818 returned shares).

**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**

Turnover, Earnings & Cost

Revenue increased by \$7.2mil or 5.3% from \$136.4mil in FY2014/15 to \$143.6mil in FY2015/16 from higher revenue contributions from South East Asia market. The multimedia segment registered the highest improvement as the Group increased its market share in Singapore. Revenue contribution from Australia decreased as the market sentiment remained weak. South East Asia markets accounted for about 96.3% of Group revenue while Australia contributed to the balance.

Gross profits increased by \$0.4mil or 2.7% from \$14.7mil in FY2014/15 to \$15.1mil in FY2015/16. Gross margin decreased marginally from 10.8% in FY2014/15 to 10.5% in FY2015/16 due to higher cost of purchase from appreciation of USD against SGD as compared to the previous financial year.

Other operating income decreased by \$77.0k or 20.1% from \$382.7k in FY2014/15 to \$305.7k in FY2015/16 as no royalty fee was received in FY2015/16 after the expiry of a sub distributor agreement in October 2014.

Selling and distribution expenses decreased by \$0.6mil or 8.4% from \$7.3mil in FY2014/15 to \$6.7mil in FY2015/16 mainly from reduced spending on marketing. The lower allowance for doubtful debts is made for FY2015/16 as compared to previous financial year.

General and administrative expenses remained relatively stable at \$5.2mil for both financial years. In FY2015/16, the Group has fully amortised the intangibles.

Finance expenses increased by about \$68.2k or 45.6% and this accounted for 1.8% (FY2014/15:1.2%) of total operating costs. These were mainly incurred to support regional operations.

Assets & Liabilities, Cash flow

Non current assets decreased by \$0.4mil or 35.6% from \$1.2mil in FY2014/15 to \$0.8mil in FY15/16 as the intangibles asset was fully amortised during the financial year.

The Group saw trade receivables increased by \$3.4mil or 18.5% from \$18.3mil in FY2014/15 to \$21.7mil in FY2015/16 due to better than expected sales generated from the PC show held in March 2016. The trade receivables turnover in days increased marginally to about 51 days (FY2014/15:50 days).

Specific allowance has been made for doubtful debts after due consideration by the management and Board.

The trade payables increased by \$0.6mil or 3.1% to \$18.9mil with turnover days increased to 53 days in FY2015/16 (FY2014/15:48 days).

Inventory decreased by \$1.8mil or 7.4% from \$24.6mil in FY2014/15 to \$22.8mil in FY2015/16. Inventory turnover in days reduced to 67 days (FY2014/15: 68 days). Specific allowance has been made for slow moving items and management deems it as adequate.

The Group has utilised credit facilities from banks such as bills payable to support regional growth and finance the purchase of inventory.

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

No forecasts have been provided previously.

**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 Group will continue to explore collaboration and other corporate opportunities for our Australian subsidiary, which continues to face challenges in the markets over there.

At South East Asia, we will continue to manage our costs, inventories and receivables prudently, which will be crucial in these challenging markets. This is especially so for the IT industry, where new innovative products are launched constantly. Nevertheless, with an established base in Singapore as well as the region, we expect to sign up more reputable and established IT brands and expand our product portfolio in South East Asia.

At the same time, we will continue to evaluate the potential of the China markets, which will be of importance for the Group's future growth.

**11 If a decision regarding dividend has been made:-**

**(a) Whether an interim (final) ordinary dividend has been declared (recommended); and**

The Board of Directors has recommended a final one-tier tax exempt dividend of 1.0 Singapore cent per ordinary share in respect of financial year ended 31 March 2016.

**(b)(i) Current financial period**

The Board of Directors has recommended a final one-tier tax exempt dividend of 1.0 Singapore cent per ordinary share in respect of financial year ended 31 March 2016.

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

Final dividend of 1.0 cent per share was paid for FY2014/15 (based on 116,076,000 shares, excluding 424,000 treasury shares and 681,818 returned shares)

**(c) Whether the dividend is before tax, net of tax or tax exempt. If before tax or net or tax, state the tax rate and the country where the dividend is derived. If the dividend is not taxable in the hands of shareholders, this must be stated)**

One-tier Tax Exempt

**(d) Date payable**

The proposed Final Dividend, if approved by the shareholders of the Company at the Annual General Meeting to be held on 25 July 2016, will be paid on 15 August 2016.

**(e) Books closure date**

NOTICE IS HEREBY GIVEN THAT, subject to the approval of the shareholders of the Company to the proposed final dividend at the Annual General Meeting to be held on 25 July 2016, the Share Transfer Books and Register of Members of the Company will be closed on 5 August 2016 for the purpose of determining entitlements of ordinary shareholders to the tax exempt (one-tier) final dividend of 1 Singapore cent per ordinary share (the "Final Dividend") in respect of the financial year ended 31 March 2016. Duly completed registrable transfers received by the Company's Share Registrar, M & C Services Private Limited of 112 Robinson Road, #05-01, Singapore 068902, up to 5.00 p.m. on 4 August 2016 will be registered before entitlements to the Final Dividends are determined. Members whose securities accounts with The Central Depository (Pte) Limited are credited with the Company's ordinary shares as at 5.00 p.m. on 4 August 2016 will be entitled to the Final Dividend.

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

Not applicable.

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

(This is not applicable to Q1, Q2, Q3 or half year results)

**13 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.**

**Business segments**

|  | Group          |            |              | Total       |
|--|----------------|------------|--------------|-------------|
|  | IT accessories | Multimedia | Data storage |             |
| <b>2015/16</b>                                     |                |            |              |             |
|  | S\$            | S\$        | S\$          | S\$         |
| Revenue  | 61,792,171     | 80,533,847 | 1,303,224    | 143,629,242 |
| Segment result                                     | 1,377,398      | 1,718,707  | 11,408       | 3,107,513   |
| Financial expenses                                 |                |            |              | (217,563)   |
| Financial income                                   |                |            |              | 2,301       |
| Operating profit before taxation                   |                |            |              | 2,892,251   |
| Impairment of investment in unquoted equity shares |                |            |              | -           |
| Profit before taxation                             |                |            |              | 2,892,251   |
| Taxation   |                |            |              | (607,127)   |
| Profit after taxation                              |                |            |              | 2,285,124   |
| Depreciation of property, plant and equipment      |                |            |              | 302,283     |
| Amortisation of intangibles                        |                |            |              | 354,111     |
| Other non-cash income                              |                |            |              | (10,453)    |
| Capital expenditure                                |                |            |              | 195,569     |
| <b>2014/15</b>                                     |                |            |              |             |
|  | S\$            | S\$        | S\$          |             |
| Revenue  | 60,881,352     | 73,751,308 | 1,771,352    | 136,404,012 |
| Segment result                                     | 497,467        | 1,564,541  | 40,149       | 2,102,157   |
| Financial expenses                                 |                |            |              | (149,404)   |
| Financial income                                   |                |            |              | 3,990       |
| Operating profit before taxation                   |                |            |              | 1,956,743   |
| Impairment of investment in unquoted equity shares |                |            |              | (514,616)   |
| Profit before taxation                             |                |            |              | 1,442,127   |
| Taxation   |                |            |              | (568,044)   |
| Profit after taxation                              |                |            |              | 874,083     |
| Depreciation of property, plant and equipment      |                |            |              | (300,213)   |
| Amortisation of intangibles                        |                |            |              | (356,659)   |
| Other non-cash expenses                            |                |            |              | 812,230     |
| Capital expenditure                                |                |            |              | 341,784     |

## Geographical segments

Revenue and non current assets information based on the geographical location of customers and assets respectively.

|           | Revenue     |             | Assets     |            |
|-----------|-------------|-------------|------------|------------|
|           | 31.03.2016  | 31.03.2015  | 31.03.2016 | 31.03.2015 |
|           | S\$         | S\$         | S\$        | S\$        |
| Singapore | 99,191,312  | 92,404,649  | 391,311    | 429,414    |
| Malaysia  | 19,544,074  | 23,188,549  | 233,170    | 213,871    |
| Thailand  | 16,701,396  | 10,414,019  | 139,399    | 182,406    |
| Australia | 5,356,565   | 6,099,037   | 24,231     | 397,245    |
| Asia      | 2,123,618   | 3,482,554   | -          | -          |
| Others    | 712,277     | 815,204     | -          | -          |
|           | 143,629,242 | 136,404,012 | 788,111    | 1,222,936  |

### 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

Safe for data storage which recorded a reduction in revenue, revenue for IT accessories and multimedia increased by 1.5% and 9.2% respectively. The improved sales were attributed to the Group capturing higher market shares in Singapore. The revenue contribution from data storage decreased as the Group ceased to be a distributor for this segment in Thailand.

### 15 A breakdown of sales

|  | Group      |            |          |
|--|------------|------------|----------|
|  | 31.03.2016 | 31.03.2015 | Change   |
|  | S\$        | S\$        | %        |
| Sales reported for first half year     | 69,222,090 | 67,456,811 | 2.62%    |
| Profit before tax for first half year  | 442,237    | 1,409,686  | (68.63%) |
| Sales reported for second half year    | 74,407,152 | 68,947,201 | 7.92%    |
| Profit before tax for second half year | 2,450,014  | 32,441     | 7452.19% |

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

|                               | In respect of 31.03.2016 | In respect of 31.03.2015 |
|-------------------------------|--------------------------|--------------------------|
| Total annual dividend (gross) | 1,160,530                | 1,160,760                |

### 17 Interested Person Transactions

The Company has obtained a shareholders mandate for interested person transactions on 12 February 2016. For financial year ended 31 March 2016, there was no transaction pursuant to the IPT mandate.

### 18 List of persons occupying Managerial positions who are related to a Director or Chief Executive Officer or Substantial Shareholder of Ban Leong Technologies Limited and any of its principal subsidiaries.

| Name          | Age | Family Relationship with any Director and/or Chief Executive Officer and/or Substantial Shareholder | Current position and duties, and the year position was first held | Details of changes in duties and position held, if any, during the year |
|---------------|-----|---|---|---|
| Teo Su Ching  | 46  | Spouse of Mr Ronald Teng Woo Boon, Managing Director  | Head of operations since 1993                                     | NIL   |
| Teo Wee Chong | 45  | Brother-in-law of Mr Ronald Teng Woo Boon, Managing Director  | Senior Manager, Warehouse Operations since Jan 2015               | From 2002 to 2014, Mr Teo Wee Chong was the Sales Manager               |

### 19 Confirmation by the Company Pursuant to Rule 720(1) of the Listing Manual

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

ON BEHALF OF THE BOARD

RONALD TENG WOO BOON  
MANAGING DIRECTOR

Date: 30 May 2016