

# KODA LTD

## Full Year Financial Statement and Dividend Announcement

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

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

##### Consolidated Profit and Loss Statement – 4Q11 and 12 months ended 30 June 2011

	3 months ended 30/06/2011 ("4Q11") US\$'000	3 months ended 30/06/2010 ("4Q10") US\$'000	Change %	12 months ended 30/06/2011 US\$'000	12 months ended 30/06/2010 US\$'000	Change %
<b>Revenue</b>	<b>9,183</b>	<b>10,252</b>	<b>(10.4)</b>	<b>39,950</b>	<b>44,265</b>	<b>(9.7)</b>
Cost of sales	(6,753)	(7,571)	(10.8)	(29,833)	(32,864)	(9.2)
<b>Gross profit</b>	<b>2,430</b>	<b>2,681</b>	<b>(9.4)</b>	<b>10,117</b>	<b>11,401</b>	<b>(11.3)</b>
Other operating income	121	190	(36.3)	668	606	10.2
Selling and distribution costs	(682)	(903)	(24.5)	(3,973)	(4,201)	(5.4)
Administrative expense	(2,273)	(1,927)	18.0	(7,782)	(7,206)	8.0
Other operating expenses	(1,715)	(235)	629.8	(2,219)	(329)	574.5
Finance costs	(52)	(33)	57.6	(151)	(92)	64.1
<b>(Loss) Profit before income tax</b>	<b>(2,171)</b>	<b>(227)</b>	<b>856.4</b>	<b>(3,340)</b>	<b>179</b>	<b>NM</b>
Income tax expense	189	129	46.5	188	116	62.1
<b>(Loss) Profit after income tax</b>	<b>(1,982)</b>	<b>(98)</b>	<b>1,922.4</b>	<b>(3,152)</b>	<b>295</b>	<b>NM</b>
Attributable to:-						
<b>Equity holders of the parent</b>	<b>(1,852)</b>	<b>(85)</b>	<b>2,078.8</b>	<b>(2,935)</b>	<b>271</b>	<b>NM</b>
Minority interest	(130)	(13)	935.3	(217)	24	NM
	<b>(1,982)</b>	<b>(98)</b>	<b>1,922.4</b>	<b>(3,152)</b>	<b>295</b>	<b>NM</b>

NM – Not Meaningful

## Notes to Profit and Loss account

	3 months ended 30/06/2011 ("4Q11) <u>US\$'000</u>	3 months ended 30/06/2010 ("4Q10) <u>US\$'000</u>	12 months ended 30/06/2011 <u>US\$'000</u>	12 months ended 30/06/2010 <u>US\$'000</u>
<b><u>Other operating income</u></b>				
Rental income	56	47	205	180
Interest income	57	48	132	157
Exchange gain	-	3	305	182
Gain on disposal of fixed assets	-	-	7	-
Reversal of provisions for bad debts	-	14	-	-
Other	8	78	19	87
	<b>121</b>	<b>190</b>	<b>668</b>	<b>606</b>

## **Other operating expenses**

Foreign exchange loss	(129)	-	(129)	0
Provision for doubtful debt	0	-	0	(75)
Reversal of / Provision for slow moving stocks	350	(213)	(151)	(215)
Stocks written off	(1,767)	-	(1,767)	-
Impairment of intangible asset	(167)	-	(167)	-
Loss on disposal of fixed assets	(1)	(11)	0	(13)
Other	(1)	(11)	(5)	(26)
	<b>(1,715)</b>	<b>(235)</b>	<b>(2,219)</b>	<b>(329)</b>

## ***Statement of Comprehensive Income – 4Q11 and FY2011***

	3 months ended 30/06/2011 ("4Q11) <u>US\$'000</u>	3 months ended 30/06/2010 ("4Q10) <u>US\$'000</u>	12 months ended 30/06/2011 <u>US\$'000</u>	12 months ended 30/06/2010 <u>US\$'000</u>
(Loss) Profit after Income Tax	(1,982)	(98)	(3,152)	295
Currency translation differences arising from consolidation of foreign subsidiaries	10	136	67	191
<b>Total comprehensive income</b>	<b>(1,972)</b>	<b>38</b>	<b>(3,085)</b>	<b>486</b>
Attributable to :-				
<b>Equity holders of the parent</b>	<b>(1,848)</b>	<b>38</b>	<b>(2,806)</b>	<b>533</b>
Minority interest	(124)	-	(279)	(47)
	<b>(1,972)</b>	<b>38</b>	<b>(3,085)</b>	<b>486</b>

**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**

**Statement of Financial Position – Group**

<b>As at</b>	30/6/2011 <u>US\$' 000</u>	30/6/2010 <u>US\$' 000</u>	30/6/2011 <u>US\$' 000</u>	30/6/2010 <u>US\$' 000</u>
<b><u>ASSETS</u></b>				
<b>Current assets</b>				
Cash and Fixed Deposits	3,444	3,410	205	747
Trade receivables	2,884	3,460	9,567	5,890
Other receivables and prepayments	3,752	3,026	7,811	6,715
Inventories	11,481	12,015	430	491
<b>Total current assets</b>	<b>21,561</b>	<b>21,911</b>	<b>18,012</b>	<b>13,843</b>
<b>Non-current assets</b>				
Investment in subsidiaries	-	-	12,335	12,299
Property, plant and equipment	14,215	14,002	828	927
Investment Properties	686	697	-	-
Intangible assets	167	354	-	-
Available-for-sale investment and other assets	542	857	234	691
Goodwill on consolidation	728	728	-	-
<b>Total non-current assets</b>	<b>16,338</b>	<b>16,638</b>	<b>13,398</b>	<b>13,917</b>
<b>Total assets</b>	<b>37,899</b>	<b>38,549</b>	<b>31,410</b>	<b>27,760</b>
<b><u>LIABILITIES AND EQUITY</u></b>				
<b>Current liabilities</b>				
Bank overdrafts and bills payable	5,915	3,714	5,352	2,904
Trade payables	2,568	3,614	427	972
Other payables and accruals	2,448	2,439	977	1,208
Income tax payable	60	-	-	-
Finance lease obligations: current portion	308	86	68	56
Long-term bank loans: current portion	2,343	212	2,343	212
<b>Total current liabilities</b>	<b>13,642</b>	<b>10,065</b>	<b>9,167</b>	<b>5,352</b>
<b>Non-current liabilities</b>				
Finance lease obligations	235	657	235	266
Long-term bank loans	-	214	-	214
<b>Total non-current liabilities</b>	<b>235</b>	<b>871</b>	<b>235</b>	<b>480</b>
<b>Capital and reserves</b>				
Issued capital	4,040	4,040	4,040	4,040
Capital reserves	2,213	2,206	38	30
Currency translation reserve	689	560	-	-
Retained earnings	16,542	19,990	17,931	17,858
<b>Equity attributable to shareholders</b>	<b>23,484</b>	<b>26,796</b>	<b>22,008</b>	<b>21,928</b>
<b>Minority interests</b>	<b>538</b>	<b>817</b>	<b>-</b>	<b>-</b>
<b>Total equity</b>	<b>24,022</b>	<b>27,613</b>	<b>22,008</b>	<b>21,928</b>
<b>Total Liabilities and Equity</b>	<b>37,899</b>	<b>38,549</b>	<b>31,410</b>	<b>27,760</b>

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

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

As at 30/06/2011 (US\$'000)		As at 30/06/2010 (US\$'000)	
Secured	Unsecured	Secured	Unsecured
8,566	-	4,012	-

**Amount repayable after one year**

As at 30/06/2011 (US\$'000)		As at 30/06/2010 (US\$'000)	
Secured	Unsecured	Secured	Unsecured
235	-	871	-

**Borrowings and gearing ratio**

Total borrowings of US\$8.8 million as at 30 June 2011 consist of short-term borrowings, callable term loans and finance lease obligations. Total borrowings increased by US\$3.9 million compared to 30 June 2010 due mainly to higher US\$ short-term loans taken to finance the deposits payment for the proposed acquisition of Metrolink International Ltd ("Metrolink") and the working capital.

As a result, the Group's gearing ratio increased to 0.37 times as at 30 June 2011 compared to 0.18 times as at 30 June 2010.

**Details of any collateral**

The banking facilities of the Company are secured by a negative pledge on the Company's assets.

The banking facilities of subsidiaries are secured by a legal mortgage on the subsidiary's leasehold land and buildings and guaranteed by the Company.

The Group's finance lease obligations are secured by the lessors' charge over the leased assets.

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

**Consolidated Cash Flows Statement**

	3 months ended 30/06/2011 ("4Q11") US\$'000	3 months ended 30/06/2010 ("4Q10") US\$'000	12 months ended 30/06/2011 US\$'000	12 months ended 30/06/2010 US\$'000
<b>Cash flows from operating activities</b>				
(Loss) Profit before income tax	(2,171)	(227)	(3,340)	179
Adjustments for:				
Allowance for doubtful trade receivable	-	(14)	-	75
(Reversal of) Allowance for slow-moving inventories	(350)	216	151	216
Stocks written off	1,767	-	1,767	-
Depreciation and amortization expenses	355	352	1,311	1,229
Dividend income from available-for-sale investments	(3)	-	(3)	-
Interest income	(57)	(47)	(132)	(157)
Interest expense	52	33	151	92
Revaluation loss on available-for-sale investment	7	-	7	-
Impairment of intangible asset	167	-	167	-
Loss / (Gain) on disposal of fixed assets	1	25	(7)	13
Net effects of changes in consolidating subsidiaries	2	(397)	(192)	(301)
<b>Operating profit before working capital changes</b>	<b>(230)</b>	<b>(59)</b>	<b>(120)</b>	<b>1,346</b>
Trade receivables	(186)	(227)	575	429
Other receivables and prepayments	(174)	232	(726)	94
Inventories	(1,588)	(2,620)	(1,384)	(2,772)
Trade payables	128	549	(1,046)	168
Other payables	517	13	9	313
<b>Net Cash (used in) generated from operations</b>	<b>(1,533)</b>	<b>(2,112)</b>	<b>(2,692)</b>	<b>(422)</b>
Dividends paid	-	-	(513)	(478)
Dividends paid to minority shareholders of subsidiaries	-	(33)	-	(101)
Interest paid	(52)	(33)	(151)	(92)
Interest received	57	47	132	157
Income tax refund (paid)	105	(55)	109	(237)
<b>Net cash used in operating activities</b>	<b>(1,423)</b>	<b>(2,186)</b>	<b>(3,115)</b>	<b>(1,173)</b>
<b>Cash flows from investing activities</b>				
Net (Purchase of) / proceeds from disposal of fixed assets	(223)	(961)	(1,228)	(2,157)
Net (Purchase of) / proceeds from disposal of available-for-sale investments	50	-	456	-
Dividend received from available-for-sale investments	3	-	3	-
<b>Net cash (used in) generated from investing activities</b>	<b>(170)</b>	<b>(961)</b>	<b>(769)</b>	<b>(2,157)</b>
<b>Cash flows from financing activities</b>				
Net increase (decrease) in short-term borrowings	1,830	1,859	4,264	2,975
Net increase (decrease) in long-term bank loans	(1,018)	330	(636)	277
<b>Net cash generated from (used in) financing activities</b>	<b>812</b>	<b>2,189</b>	<b>3,628</b>	<b>3,252</b>
<b>Net decrease in cash and cash equivalents</b>	<b>(781)</b>	<b>(958)</b>	<b>(256)</b>	<b>(78)</b>
Cash and cash equivalents at beginning of period / year	3,935	4,368	3,410	3,488
<b>Cash and cash equivalents at end of period / year</b>	<b>3,154</b>	<b>3,410</b>	<b>3,154</b>	<b>3,410</b>
Represented by:				
<b>Cash and bank balances (inclusive of Fixed Deposit)</b>	<b>3,444</b>	<b>3,410</b>	<b>3,444</b>	<b>3,410</b>
<b>Bank overdraft</b>	<b>(290)</b>	<b>-</b>	<b>(290)</b>	<b>-</b>
	<b>3,154</b>	<b>3,410</b>	<b>3,154</b>	<b>3,410</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**

**Statement of Changes in Equity**

	Issued Capital	Capital reserves	Currency translation reserve	Retained earnings	Attributable to equity holders	Minority interests	Total
<b>US\$'000</b>							
<b>Group</b>							
Balance as of 1/7/10	4,040	2,206	560	19,990	26,796	817	27,613
Other comprehensive income	-	7	129	(2,935)	(2,799)	(279)	(3,078)
Dividend paid	-	-	-	(513)	(513)	-	(513)
<b>Balance as at 30/06/11</b>	<b>4,040</b>	<b>2,213</b>	<b>689</b>	<b>16,542</b>	<b>23,484</b>	<b>538</b>	<b>24,022</b>
<b>Company</b>							
Balance as of 1/7/10	4,040	30	-	17,858	21,928	-	21,928
Other comprehensive income	-	7	-	586	593	-	593
Dividend paid	-	-	-	(513)	(513)	-	(513)
<b>Balance as at 30/06/11</b>	<b>4,040</b>	<b>37</b>	<b>-</b>	<b>17,931</b>	<b>22,008</b>	<b>-</b>	<b>22,008</b>

	Issued Capital	Capital reserves	Currency translation reserve	Retained earnings	Attributable to equity holders	Minority interests	Total
<b>US\$'000</b>							
<b>Group</b>							
Balance as of 1/7/09	4,040	2,193	298	20,197	26,728	965	27,693
Other comprehensive income	-	13	262	271	546	(47)	499
Dividend paid	-	-	-	(478)	(478)	(101)	(579)
<b>Balance as at 30/06/10</b>	<b>4,040</b>	<b>2,206</b>	<b>560</b>	<b>19,990</b>	<b>26,796</b>	<b>817</b>	<b>27,613</b>
<b>Company</b>							
Balance as of 1/7/09	4,040	17	-	15,934	19,991	-	19,991
Other comprehensive income	-	13	-	2,402	2,415	-	2,415
Dividend paid	-	-	-	(478)	(478)	-	(478)
<b>Balance as at 30/06/10</b>	<b>4,040</b>	<b>30</b>	<b>-</b>	<b>17,858</b>	<b>21,928</b>	<b>-</b>	<b>21,928</b>

- 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**

There were no changes in the Company's share capital during the period under review.

- (iii) To show the total number of issued shares excluding treasury shares as at the end of the current financial period and as at the end of the immediately preceding year.**

As at	30/6/2011	30/6/2010
Total number of issued shares (excluding treasury shares)	133,689,597	133,689,597

- (iv) A statement showing all sales, transfer, disposal, cancellation and/or use of treasury shares as at the end of the current financial period reported on.**

Not applicable

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

The figures have not been audited or reviewed.

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

Not applicable

- 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**

Not applicable

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**

	3 months ended 30/6/2011 ("4Q11")	3 months ended 30/6/2010 ("4Q10")	12 months ended 30/6/2011	12 months ended 30/6/2010
(Loss) Earnings per ordinary share (US cents)	(1.38)	(0.06)	(2.20)	0.20

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	
	30/6/2011	30/6/2010	30/6/2011	30/6/2010
Net asset value per ordinary share (US cents)	17.57	20.66	16.46	16.40

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**

*Financial Year ended 30/6/2011*

	3 months ended 30/9/2010 ("1Q11") <u>US\$'000</u>	3 months ended 31/12/2010 ("2Q11") <u>US\$'000</u>	3 months ended 31/3/2011 ("3Q11") <u>US\$'000</u>	<b>3 months ended 30/6/2011 ("4Q11") <u>US\$'000</u></b>
Revenue	11,833	11,950	6,985	<b>9,183</b>
Gross profit	3,071	2,989	1,632	<b>2,430</b>
(Loss) Net profit after tax	445	212	(1,825)	<b>(1,982)</b>
Attributable to:				
<b>Equity holders of the parent</b>	<b>438</b>	<b>236</b>	<b>(1,754)</b>	<b>(1,852)</b>
Minority interest	7	(24)	(71)	<b>(130)</b>
	445	212	(1,825)	<b>(1,982)</b>

*Financial Year ended 30/6/2010*

	3 months ended 30/9/2009 ("1Q10") <u>US\$'000</u>	3 months ended 31/12/2009 ("2Q10") <u>US\$'000</u>	3 months ended 31/3/2010 ("3Q10") <u>US\$'000</u>	3 months ended 30/6/2010 ("4Q10") <u>US\$'000</u>
Revenue	11,822	12,714	9,477	10,252
Gross profit	3,058	3,233	2,429	2,681
Net profit (loss) after tax	435	467	(509)	(98)
Attributable to:				
<b>Equity holders of the parent</b>	<b>437</b>	<b>405</b>	<b>(486)</b>	<b>(85)</b>
Minority interest	(2)	62	(23)	(13)
	435	467	(509)	(98)



## **Revenue and Net Profit attributable to equity holders of the parent (“Net Profit”)**

Given that 70% or so of our sales are to the US and EU and given the negative economic headlines from those regions, our performance this year should come as no surprise to investors. Further and in our 3Q11 results announcement, we noted that 4Q11 was likely to continue to be loss-making given US and EU consumer uncertainty and low orders visibility.

Market sentiment in the US and UK/EU have generally remained weak, due in part to the continued high unemployment rate in the USA and debt concerns in the EU. The weaker Dong has also meant lower revenues from Rossano when translated into US\$. The poor bottom-line performance was despite stock replenishment by some of our US and EU clients, collapse of some notable Asian rivals, gains in market share and a sharp rise in sales in Asia. We have broadened our marketing effort in Asia, which has resulted in higher demand from the Asia Pacific market (now accounting for 30% of our total revenues compared to 23% last year). The Asia Pacific market, as a result of higher sales to Australia, Japan and Korea, has replaced the UK/EU as our second largest market. (*Please refer to Note 13 for details of “Revenues by Market”*).

Revenues for FY2011 fell by 9.7% or US\$4.3 million to just below US\$40.0 million.

Disappointingly, we recorded a net loss of US\$2.8 million for FY2011. This unacceptably weak financial performance was due primarily to:

- Lower gross profit on the back of lower revenues. Gross Profit fell by 11.3% or US\$1.3 million to US\$10.1 million. The good news is that despite higher direct production costs (ie raw materials and workers’ wages, in particular) and lower utilization rates, our gross margin only just fell by a marginal 0.5 percentage points from 25.8% to 25.3%. This was because we were able to pass part of the cost increase to customers.
- Higher administrative expenses, which increased by US\$0.6 million due mainly to higher bank charges and inflationary adjustments for staff cost. More specifically, the average exchange rate for US\$/S\$ had depreciated by an additional 8 – 9% during the year under review which meant more expensive S\$ denominated expenses when translated in US\$ terms. Detailed analysis of costs showed that the weaker US\$ had resulted in an additional US\$0.3 million corporate office expenses in US\$ terms during the year under review.
- Higher other operating expenses, which rose sharply by US\$1.9 million to US\$2.2 million due mainly to
  - (i) an impairment of intangible asset of US\$0.16 million and
  - (ii) management’s decision to write off inventories of materials and semi-finished components of US\$1.8 million; and make a general provision for slow-moving stocks of US\$0.2 million. These goods were previously procured and purchased based on our internal forecasts for certain specific orders which we expected to receive from US and UK/EU clients. Due to weak market condition, these orders were cancelled or delayed; and we have not seen any sign of re-ordering despite our strenuous marketing efforts. As a result, management believes that it is prudent to write off such inventories on the ground of possible obsolescence and to make provision for slow-moving items. The management is hopeful that these goods could be subsequently sold at discounted prices.

- Higher finance cost, which increased by US\$0.06 million due mainly to increased bank borrowings despite lower US\$ cost of fund.

The Net Loss was despite

- Lower selling and distribution costs which fell by US\$0.24 million to US\$4.0 million as a result of lower trade fair budgets and distribution costs.
- A tax credit arising from a reversal of deferred tax liability of US\$0.1 million.

## **Financial Position**

### **Assets**

Current Assets remained relatively constant at approximately US\$21.6 million. Significant movements in Current Assets during the period under review included:

- Cash at bank (inclusive of fixed deposits) increased by US\$0.03 million to US\$3.4 million despite the current year loss due mainly to more prudent working capital management and increased US\$ bank borrowings to fund our group's operations;
- Trade receivables fell by US\$0.6 million to US\$3.4 million as a result of lower Revenues and a better collection cycle. Trade receivable turnover period improved from 28 days as at 30 June 2010 to 26 days as at 30 June 2011;
- Other receivables rose by US\$0.7 million to US\$3.7 million due largely to deposits we paid for the proposed acquisition of Metrolink International Ltd;
- Inventories fell by US\$0.3 million to US\$11.8 million. Raw materials stock fell by US\$1.9 million to US\$5.6 million due mainly to utilization of our buffer stocks, a general provision of US\$0.2 million and a stock write-off of US\$1.8 million. WIP however rose by US\$1.6 million to US\$3.7 million due mainly to delays in shipments as required by some of our clients which resulted in higher semi-finished components awaiting to be completed at our factories. Finished goods remained relatively constant at US\$2.4 million.

Non-Current Assets fell by US\$0.3 million to US\$16.3 million due mainly to the disposal of available-for-sale investment of US\$0.46 million and an impairment of intangible asset of US\$0.16 million, offset by an increase in deferred tax asset of US\$0.2 million. We also invested US\$1.2 million for new equipment (for Malaysia and Vietnam operations) and new warehousing facilities (in Vietnam), offset by a total depreciation and amortization expense of US\$1.3 million during the year.

### **Liabilities**

Current Liabilities increased by US\$3.6 million to US\$13.6 million despite a shorter creditors' turnover period (which fell by US\$1.0 million) due mainly to higher short-term borrowings which increased by US\$2.2 million, higher current portion of long-term loans which increased by US\$2.1 million and higher current portion of finance lease obligation which increased by US\$0.3 million. Current portion of long-term loan increased due to a reclassification of US\$1.4 million non-current portion of term loan to current liabilities due to callable option within the long term loans. Consequently, non-current liabilities fell following the reclassification and repayments of finance lease obligation.

### Shareholders' equity

Net asset or Equity attributable to shareholders fell by US\$3.3 million to US\$23.5 million as at 30 June 2011 due mainly to current year loss of US\$2.9 million and dividend payment of US\$0.5 million (for FY2010).

### Minority interests

Minority interests, reflecting the cumulative share of net asset by Rossano's other shareholder, who owns 30% of Rossano, fell by US\$0.3 million due mainly to weaker orders from its sub-contracting business for international markets (which was directly affected by the weak market condition of the Koda Group) despite the fact that the business volume for its retail business in Vietnam remaining relatively sustainable. The average foreign exchange rate for US\$/Dong depreciated by an additional 10% during the year under review which had also resulted in lower translated earnings in US\$ terms.

### Cash Flows (movements in FY2011)

Net cash used in operating activities was US\$3.1 million for FY2011 due mainly to current year losses and payment for FY2010 dividend. Net cash used in investing activities was US\$0.8 million due mainly to new facilities invested in Vietnam and Malaysia, offset by the proceeds from disposal of available-for-sale investment of US\$0.5 million. Net cash from financing activities was US\$3.6 million due mainly to increased short-term and long-term borrowings to finance our operations. Given these, cash and cash equivalents fell slightly by US\$0.26 million to US\$3.2 million as at 30 June 2011.

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

The Board of Directors stated in the 3Q11 announcement that the Group will continue to make loss in 4Q11 given the weak market conditions and deteriorating orders visibility the Group experienced in 3Q11.

During 4Q11, the Group reported revenue of US\$9.2 million (which fell by US\$1.1 million) and a Net Loss of US\$1.85 million. The Group reported a full year revenue of US\$40.0 million (which fell by US\$4.3 million) and Net Loss of US\$2.8 million. As at 30 June 2011, the Group had US\$3.4 million in cash and cash equivalents and it had a gearing ratio of 0.37 times (compared to 0.18 times as at 30 June 2010).

**10. A commentary at the date of the announcement of the 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**

3Q11 and 4Q11 were quarters marked by significant business negative events including:

- continued weak consumer sentiments in the US and UK/EU,
- delays in shipments,
- cancellation of orders,
- low orders' visibility,
- higher materials costs and workers' wages, and
- adverse foreign exchange fluctuations

Consequently, full year results ended 30 June 2011 were disappointing.

As we move forward, the path of economy recovery in our key markets is likely to remain uncertain and order patterns from our US and UK/EU clients are likely to remain volatile. As such, part of our strategies is to widen our marketing efforts for the emerging Asian Market, which includes growth initiatives charted for Japan, Korea and the PRC markets.

The following are plans which we have initiated and are implementing:

- Targeting Asian consumers. In FY2011, we noted significant increase in sales to the Asia Pacific market (being Australia, Korea and Japan) which has since replaced UK/EU as our second largest market thereby reducing our market concentration risk. We intend to open of our first representative office in Japan within the next 3 months.
- We believe we can improve the economies of scale of our factories by offering a more-affordable product range and by reducing design customization for some of our existing clients or clients which we have not been selling significantly to. We are currently in negotiation with a major US client, and if successful will secure us approximately US\$3 million - US\$4.0 million worth of new orders. (These orders are likely to come with a higher minimum order quantity). Whilst quoted prices for these orders are likely to be lower than those of the more-premium range, these orders are expected to cover overheads more effectively and be continuous.
- The planned reduction in design customization will require part but not full conversion of our existing production facilities in order to cater for larger scale of batch production lines. We believe this can be re-arranged without significant capital investment, and thus will not burden our cash flow.
- The recent completion of the acquisition of Metrolink is expected to be earnings accretive given their strong franchising contacts and distribution channels in the PRC particularly in Beijing, Shanghai, Guangzhou, Shenzhen, and Chengdu; and the demand for elegant-classic and English-style furniture has been very encouraging in the PRC;

- the manufacturing and sourcing base of Metrolink in Indonesia is proving very cost-effective. This may allow us to broaden our outsourcing base beyond Vietnam and China (where costs are increasingly higher). The supply chain in Indonesia could result in us becoming more cost competitive.

Given these strategies and plans, the Board expects the financial performance in FY2012 to improve over that of FY2011. The Board however expects the first half of FY2012 to remain difficult but to improve in the second half and for the whole of FY2012. Barring any unforeseen circumstances, the Company is expected to return to profitability.

## 11. Dividend

### (a) Current Financial Period Reported On

Any dividend declared for the current financial period reported on?

Yes

<u>Name of Dividend</u>	<u>Final Dividend</u>
Dividend Type	Cash
Dividend Rate	
- per share (in US cents)*	0.081 per ordinary share
- per share (in S cents)	0.1 cent per ordinary share

\* Note: Equivalent amounts in US\$ for dividend per share have been provided for comparative purposes, based on a closing rate as at 30 June 2011 of US\$1 = S\$1.23

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

Any dividend declared for the corresponding period of the immediately preceding financial year?

Yes

<u>Name of Dividend</u>	<u>Final Dividend</u>
Dividend Type	Cash
Dividend Rate	
- per share (in US cents)*	0.36 per ordinary share
- per share (in S cents)	0.5 cent per ordinary share

\* Note: Equivalent amounts in US\$ for dividend per share have been provided for comparative purposes, based on a closing rate as at 30 June 2010 of US\$1 = S\$1.399

### (c) Date payable

To be announced at a later date

### (d) Books closure date

To be announced at a later date

## 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 part 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**

The Group is primarily engaged in four business segments, namely chairs & tables, outdoor & garden furniture, occasional & other furniture and bedroom furniture. The Group adopts these four business segments as the basis for its primary segment information. Primary segment information for the Group based on business segments are as follows:

**Primary reporting format - business segments**

	30 June 2011			30 June 2010		
	Revenue US\$'000	%	Segment result US\$'000	Revenue US\$'000	%	Segment result US\$'000
Chairs and tables	29,263	73.2	(1,076)	33,225	75.1	70
Outdoor & garden	1,606	4.1	43	1,578	3.6	(164)
Occasional & others	7,749	19.4	(340)	8,235	18.6	107
Bedroom sets	1,332	3.3	(48)	1,227	2.7	(19)
<b>Total Revenue</b>	<b>39,950</b>	<b>100.0</b>	<b>(1,421)</b>	<b>44,265</b>	<b>100.0</b>	<b>(6)</b>
Other operating income			668			606
Other operating expenses			(2,219)			(329)
Profit from operations			(2,972)			271
Finance cost			(151)			(92)
Profit (loss) before income tax			(3,123)			179
Income tax credit (expense)			188			116
Profit (loss) after tax before minority interest			(2,935)			295
Minority Interest			(217)			(24)
<b>Net profit (loss) for the year</b>			<b>(3,152)</b>			<b>271</b>

The geographical locations of the customers of the Group principally comprise the United Kingdom, Asia-Pacific, Europe, North America and other locations.

	30 June 2011	%	30 June 2010	%	Change
	US\$'000		US\$'000		
United Kingdom	5,305	13.3	7,871	17.8	(2,566)
Europe	3,859	9.7	4,393	9.9	(534)
America	16,198	40.5	19,362	43.7	(3,164)
Canada	1,651	4.1	1,963	4.4	(312)
Asia-Pacific	12,060	30.2	9,850	22.3	2,210
Others	877	2.2	826	1.9	51
<b>Total Revenue</b>	<b>39,950</b>	<b>100.0</b>	<b>44,265</b>	<b>100.0</b>	<b>(4,315)</b>

**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**

*Segment information – Products*

Chairs and tables remained as our main products contributing 73.2% of our total Revenues. Revenues for all our products fell except for outdoor furniture and bedroom sets which remained relatively constant at US\$1.6 million and US\$1.3 million respectively.

*Segment information – Markets*

US continued to be our major market accounting for 40.5% of our overall Revenues while UK declined in its importance contributing just 13.3% of our revenues. Elsewhere outside the US and UK/Europe, namely Japan, Korea and Australia (Asia Pacific), revenues contribution from these countries rose sharply by US\$2.2 million to US\$ 12.1 million accounting for 30.2% of total revenues and Asia Pacific is now our second largest market.

Please refer to Section 8 – Review of performance – for further details.

**15. A breakdown of sales**

	30 June 2011	30 June 2010	Change
	US\$'000	US\$'000	US\$'000
Sales reported for 1Q	11,833	11,822	11
Sales reported for 2Q	11,950	12,714	(764)
Sales reported for 3Q	6,984	9,477	(2,493)
Sales reported for 4Q	9,183	10,252	(1,069)
<b>Total Revenues</b>	<b>39,950</b>	<b>44,265</b>	<b>(4,315)</b>

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

Total Annual Dividend

	<b>Latest Full Year</b>	<b>Latest Full Year</b>	Previous Full Year	Previous Full Year
	<b>(US\$'000)*</b>	<b>(S\$'000)</b>	(US\$'000)**	(S\$'000)
Ordinary	<b>108</b>	<b>133</b>	477	668

- \*\* Equivalent amount in US\$ for dividend per share have been provided for comparative purposes, based on a closing rate as at 30 June 2011 of US\$1 = S\$1.23

**CONFIRMATION BY THE BOARD**

We, James Koh Jyh Gang and Koh Shwu Lee, being two directors of Koda Ltd (the "Company"), do hereby confirm on behalf of the directors of the Company that, to the best of our knowledge, nothing has come to the attention of the board of directors of the Company which may render the un-audited financial results for year ended 30 June 2011 to be materially false or misleading.

**BY ORDER OF THE BOARD**  
**JAMES KOH JYH GANG**  
**Managing Director**  
**25 August 2011**