

## 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 and statement of comprehensive income for the group, together with a comparative statement for the corresponding period of the immediately preceding financial period

##### Consolidated Profit and Loss Statements for 4Q13 and 12 months ended 30 June 2013

	3 months ended 30/06/13 ("4Q13") US\$'000	3 months ended 30/06/12 ("4Q12") US\$'000	Change %	12 months ended 30/06/13 US\$'000	12 months ended 30/06/12 US\$'000	Change %
(See Note 1)						
<b>Revenue</b>	<b>13,045</b>	<b>12,856</b>	<b>1.5</b>	<b>50,499</b>	<b>47,121</b>	<b>7.2</b>
Cost of sales	(8,835)	(10,719)	(17.6)	(35,883)	(35,250)	1.8
<b>Gross profit</b>	<b>4,210</b>	<b>2,137</b>	<b>97.0</b>	<b>14,616</b>	<b>11,871</b>	<b>23.1</b>
Other operating income	646	1,484	(56.5)	863	1,732	(50.2)
Selling and distribution costs	(1,111)	(1,361)	(18.4)	(5,069)	(5,364)	(5.5)
Administrative expense	(2,043)	(2,532)	(19.3)	(8,758)	(9,264)	(5.5)
Other operating expenses	(201)	(1,016)	(80.2)	(492)	(1,096)	(55.1)
Finance costs	(58)	(83)	(30.1)	(283)	(290)	(2.4)
<b>Profit (Loss) before income tax and before non-recurring expenses</b>	<b>1,443</b>	<b>(1,371)</b>	<b>NA</b>	<b>877</b>	<b>(2,411)</b>	<b>NA</b>
<b>Non-recurring expenses</b>						
Cost of rationalization	(332)	-	NA	(332)	-	NA
<b>Profit (Loss) before income tax and after non-recurring expenses</b>	<b>1,111</b>	<b>(1,371)</b>	<b>NA</b>	<b>545</b>	<b>(2,411)</b>	
Income tax (expense) credit	(210)	(401)	(47.6)	(173)	(261)	(33.7)
<b>Profit (Loss) after income tax</b>	<b>901</b>	<b>(1,772)</b>	<b>NA</b>	<b>372</b>	<b>(2,672)</b>	<b>NA</b>
Attributable to:-						
<b>Owners of the Company</b>	<b>1,107</b>	<b>(1,833)</b>	<b>NA</b>	<b>569</b>	<b>(2,634)</b>	<b>NA</b>
Non-controlling interests	(206)	61	NA	(197)	(38)	418.4
	<b>901</b>	<b>(1,772)</b>	<b>NA</b>	<b>372</b>	<b>(2,672)</b>	<b>NA</b>

NM - not meaningful

NA - not applicable

#### Statement of Comprehensive Income

Total comprehensive income (loss)  
attributable to:

<b>Owners of the Company</b>	<b>1,002</b>	<b>(131)</b>	<b>NA</b>	<b>613</b>	<b>(1,070)</b>	<b>(157.3)</b>
Non-controlling interests	(192)	935	NA	(156)	844	NA
	<b>810</b>	<b>804</b>	<b>0.7</b>	<b>457</b>	<b>(226)</b>	<b>NA</b>

**Note: For comparison purposes, please refer to Table 1 in Note 8 for details of the Group's results ended FY2013 and 4Q13.**

## Note 1

1. The operations in New Zealand and Australia had been shut down and the assets had been rationalized during the year under review.
2. The financial results of the said discontinued business segments had been included in the income statement for the 12 months ended 30 June 2013.
3. Please refer to the following disclosure note for segmental financial information of discontinued operating segments.
4. Financial Results for discontinued business segments are as follows:

### **Profit and Loss Statement for discontinued business segments**

	12 months ended 30/06/13 <u>US\$'000</u>
<b>Revenue</b>	<b>699</b>
Cost of sales	(580)
<b>Gross profit</b>	<b><u>119</u></b>
Other operating income	12
Selling and distribution costs	(62)
Administrative expense	(155)
Other operating expenses	(105)
Cost of rationalization	(332)
Finance costs	(2)
<b>Loss before income tax</b>	<b><u>(525)</u></b>
Income tax (expense) credit	-
<b>Loss after income tax</b>	<b><u>(525)</u></b>

## Notes to Consolidated Profit and Loss Statements

	3 months ended 30/06/13 ("4Q13") <u>US\$'000</u>	3 months ended 30/06/12 ("4Q12") <u>US\$'000</u>	12 months ended 30/06/13 <u>US\$'000</u>	12 months ended 30/06/12 <u>US\$'000</u>
<b><u>Other operating income</u></b>				
Rental income	78	54	311	217
Interest income	26	35	39	63
Exchange gain	-	-	-	-
Gain on disposal of fixed assets	-	23	19	32
Gain on revaluation of investment properties	400	1,306	400	1,306
Dividend income	-	1	-	1
Others	142	65	94	113
	<b>646</b>	<b>1,484</b>	<b>863</b>	<b>1,732</b>
<b><u>Other operating expenses</u></b>				
Foreign exchange gain (loss)	(101)	5	(74)	(67)
Provision for bad debts	(14)	-	(14)	-
Provision for slow-moving stocks	(73)	(626)	(307)	(632)
Impairment of goodwill	-	(280)	-	(280)
Gain (Loss) on sale of investment property	-	-	(16)	-
Amortization of intangible assets	(13)	(32)	(55)	(32)
Depreciation of investment properties	-	(66)	-	(66)
Others	-	(17)	(26)	(19)
	<b>(201)</b>	<b>(1,016)</b>	<b>(492)</b>	<b>(1,096)</b>

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

	Group		Company	
As at	30/06/13	30/06/12	30/06/13	30/06/12
	US\$'000	US\$'000	US\$'000	US\$'000
<b>ASSETS</b>				
<b>Current assets</b>				
Cash and Fixed Deposits	1,816	2,163	441	219
Trade Receivables	3,987	3,098	13,384	12,649
Other receivables and prepayments	2,901	2,669	6,889	6,857
Inventories	17,619	16,294	180	234
<b>Total current assets</b>	<b>26,323</b>	<b>24,224</b>	<b>20,894</b>	<b>19,959</b>
<b>Non-current assets</b>				
Investment in subsidiaries	-	-	13,205	13,205
Property, plant and equipment	13,615	14,936	559	694
Investment properties	2,800	2,391	-	-
Intangibles assets	454	463	187	-
Available-for-sale investment and other assets	212	1,189	195	226
Goodwill on consolidation	1,206	1,206	-	-
Deferred tax asset	69	7	-	3
<b>Total non-current assets</b>	<b>18,356</b>	<b>20,192</b>	<b>14,146</b>	<b>14,128</b>
<b>Total assets</b>	<b>44,679</b>	<b>44,416</b>	<b>35,040</b>	<b>34,087</b>
<b>LIABILITIES AND EQUITY</b>				
<b>Current liabilities</b>				
Bank overdrafts and bills payable	8,807	8,862	6,819	6,387
Trade payables	4,540	4,127	5,148	2,763
Other payables and accruals	5,186	4,441	1,329	1,110
Finance lease obligation: current portion	101	107	69	69
Long-term bank loans: current portion	833	1,811	833	2,548
<b>Total current liabilities</b>	<b>19,467</b>	<b>19,348</b>	<b>14,198</b>	<b>12,877</b>
<b>Non-current liabilities</b>				
Finance lease obligations	85	153	85	153
Due to related parties	707	952	-	-
Deferred taxation	-	-	-	-
<b>Total non-current liabilities</b>	<b>792</b>	<b>1,105</b>	<b>85</b>	<b>153</b>
<b>Capital and reserves</b>				
Issued capital	4,312	4,312	4,312	4,312
Capital reserves	3,553	4,183	33	33
Currency translation reserve	628	484	-	-
Retained earnings	14,701	13,602	16,412	16,712
<b>Equity attributable to shareholders</b>	<b>23,194</b>	<b>22,581</b>	<b>20,757</b>	<b>21,057</b>
Minority interests	1,226	1,382	-	-
<b>Total equity</b>	<b>24,420</b>	<b>23,963</b>	<b>20,757</b>	<b>21,057</b>
<b>Total Liabilities and Equity</b>	<b>44,679</b>	<b>44,416</b>	<b>35,040</b>	<b>34,087</b>

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

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

As at 30/06/13 (US\$'000)		As at 30/06/12 (US\$'000)	
Secured	Unsecured	Secured	Unsecured
9,741	-	10,779	-

**Amount repayable after one year**

As at 30/06/13 (US\$'000)		As at 30/06/12 (US\$'000)	
Secured	Unsecured	Secured	Unsecured
85	-	153	-

**Borrowings and gearing ratio**

Total borrowings of US\$9.8 million as at 30 June 2013 comprised short-term borrowings, Callable Term Loans and finance lease obligations. Total borrowings fell by US\$1.1 million compared to 30 June 2012 due mainly to loan repayments and lower working capital investments.

The Group's gearing ratio was 0.42 times as at 30 June 2013 compared to 0.48 times as at 30 June 2012.

**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 guaranteed by the Company.

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

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

Please refer to following page for details

## Consolidated Cash Flows Statement

	3 months ended 30/06/13 ("4Q13") US\$'000	3 months ended 30/06/12 ("4Q12") US\$'000	12 months ended 30/06/13 US\$'000	12 months ended 30/06/12 US\$'000
<b>Cash flows from operating activities</b>				
Profit (Loss) before income tax	1,111	(1,371)	545	(2,411)
Adjustments for:				
Stocks written off / provisions	73	626	307	632
Reversal of allowance of inventories				(500)
Bad debts written off / provision	14	-	14	-
Depreciation and amortization expenses	385	585	1,444	1,423
Interest income	(26)	(35)	(39)	(63)
Interest expense	58	83	283	290
Dividend income from available-for-sale investment	-	(1)	-	(1)
Revaluation gain on investment properties	(400)	(1,306)	(400)	(1,306)
Impairment of goodwill	-	280	-	280
Loss on disposal of investment property	-	-	16	-
(Gain) on disposal of fixed assets	-	(23)	(19)	(32)
<b>Operating profit (loss) before working capital changes</b>	<b>1,215</b>	<b>(1,162)</b>	<b>2,151</b>	<b>(1,688)</b>
Trade receivables	(1,483)	(709)	(889)	(219)
Other receivables and prepayments	(114)	205	(232)	1,084
Inventories	(1,593)	35	(1,325)	(4,399)
Trade payables	471	950	413	1,535
Other payables	1,098	(849)	565	1,947
<b>Net cash (used in) generated from operations</b>	<b>(406)</b>	<b>(1,530)</b>	<b>683</b>	<b>(1,740)</b>
Interest received	26	35	39	63
Interest paid	(58)	(83)	(283)	(290)
Dividend paid	-	-	-	(105)
Income tax refund (paid)	(175)	4	(326)	103
<b>Net cash (used in) generated from operating activities</b>	<b>(613)</b>	<b>(1,574)</b>	<b>113</b>	<b>(1,969)</b>
<b>Cash flows from investing activities</b>				
Net (Addition) of / disposal of property, plant & equipment	(368)	166	(355)	(772)
Proceeds from disposal of investment property	-	-	956	-
Net cash outflows from acquisition of subsidiaries	-	-	-	(262)
<b>Net cash generated from (used in) investing activities</b>	<b>(368)</b>	<b>166</b>	<b>601</b>	<b>(1,034)</b>
<b>Cash flows from financing activities</b>				
(Repayments of) Proceeds from short-term borrowings	(524)	1,225	(1,051)	2,988
Proceeds from (Repayments of) long-term borrowings	1,229	(392)	(53)	(959)
<b>Net cash generated from (used in) financing activities</b>	<b>705</b>	<b>833</b>	<b>(1,104)</b>	<b>2,029</b>
Net decrease in cash and cash equivalents	(276)	(575)	(390)	(974)
Cash and cash equivalents at beginning of period / year	1,255	2,382	1,878	3,154
Currency translation differences	555	71	46	(302)
<b>Cash and cash equivalents at end of period / year</b>	<b>1,534</b>	<b>1,878</b>	<b>1,534</b>	<b>1,878</b>
Represented by:				
<b>Cash and bank balances (inclusive of Fixed Deposit)</b>	<b>1,816</b>	<b>2,163</b>	<b>1,816</b>	<b>2,163</b>
<b>Bank overdraft</b>	<b>(282)</b>	<b>(285)</b>	<b>(282)</b>	<b>(285)</b>
	<b>1,534</b>	<b>1,878</b>	<b>1,534</b>	<b>1,878</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 at 1/7/12	4,312	4,183	484	13,602	22,581	1,382	23,963
Total comprehensive income	-	(630)	144	1,099	613	(156)	457
<b>Balance as at 30/06/13</b>	<b>4,312</b>	<b>3,553</b>	<b>628</b>	<b>14,701</b>	<b>23,194</b>	<b>1,226</b>	<b>24,420</b>
<b>Company</b>							
Balance as at 1/7/12	4,312	33	-	16,712	21,057	-	21,057
Total comprehensive income	-	-	-	(300)	(300)	-	(300)
<b>Balance as at 30/06/13</b>	<b>4,312</b>	<b>33</b>	<b>-</b>	<b>16,412</b>	<b>20,757</b>	<b>-</b>	<b>20,757</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 at 1/7/11	4,040	2,416	688	16,340	23,484	538	24,022
Issue of share capital	272	-	-	-	272	-	272
Total comprehensive income	-	1,767	(204)	(2,633)	(1,070)	844	(226)
Dividend paid	-	-	-	(105)	(105)	-	(105)
<b>Balance as at 30/06/12</b>	<b>4,312</b>	<b>4,183</b>	<b>484</b>	<b>13,602</b>	<b>22,581</b>	<b>1,382</b>	<b>23,963</b>
<b>Company</b>							
Balance as of 1/7/11	4,040	38	-	17,930	22,008	-	22,008
Issue of share capital	272	-	-	-	272	-	272
Total comprehensive income	-	(5)	-	(1,113)	(1,118)	-	(1,118)
Dividend paid	-	-	-	(105)	(105)	-	(105)
<b>Balance as at 30/06/12</b>	<b>4,312</b>	<b>33</b>	<b>-</b>	<b>16,712</b>	<b>21,057</b>	<b>-</b>	<b>21,057</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 well as the number of shares held as treasury shares, if any, against the total number of issued shares excluding treasury shares of the issuer, as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year**

Not applicable.

**(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	30/06/13	30/06/12
Total number of issued shares (excluding treasury shares)	136,513,397	136,513,397

**(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 30/06/13 ("4Q13")	3 months ended 30/06/12 ("4Q12")	FY2013	FY2012
Profit (Loss) per ordinary share (US cents)	0.81	(1.34)	0.41	(1.93)

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	
	30/06/2013	30/06/2012	30/06/2013	30/06/2012
Net asset value per ordinary share (US cents)	16.9	16.5	15.2	15.4

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**

**Table 1**

	3 months ended 30/09/11 ("1Q12")	3 months ended 31/12/11 ("2Q12")	3 months ended 31/03/12 ("3Q12")	3 months ended 30/06/12 ("4Q12")	3 months ended 30/09/12 ("1Q13")	3 months ended 31/12/12 ("2Q13")	3 months ended 31/03/13 ("3Q13")	3 months ended 30/06/13 ("4Q13")
<b>Revenue</b>	<b>11,261</b>	<b>13,320</b>	<b>9,684</b>	<b>12,856</b>	<b>14,215</b>	<b>13,638</b>	<b>9,601</b>	<b>13,045</b>
Gross profit	3,394	3,870	2,468	2,137	3,967	3,888	2,551	4,210
Net profit (loss) after tax	176	318	(1,394)	(1,772)	371	401	(1,301)	901
Attributable to:-								
<b>Equity holders of the parent</b>	<b>205</b>	<b>342</b>	<b>(1,323)</b>	<b>(1,833)</b>	<b>363</b>	<b>370</b>	<b>(1,271)</b>	<b>1,107</b>
Minority interests	(29)	(24)	(71)	61	8	31	(30)	(206)
	176	318	(1,394)	(1,772)	371	401	(1,301)	901

Our financial performance for FY2013 improved compared to FY2012. Revenues grew by 7.2% and we returned to profitability and reported a positive operating cash flow for the 12 months ended 30 June 2013. Our operating cash flows before working capital changes or “Cash Profit” improved significantly to US\$2.2 million in FY2013, reversing a “Cash Loss” of US\$1.7 million in FY2012.

### **Revenue and Net Profit attributable to Owners of the Company (“Net Profit”)**

Revenues in FY2013 rose by US\$3.4 million to US\$50.5 million compared to FY2012 due mainly to:

- higher retail sales from our flagship retail store in Singapore which doubled that of last year;
- higher sales to local distributors in the PRC via the distribution networks of Metrolink; and
- higher export sales to Asia Pacific (namely Japan and Korea), the US (excluding Canada), Russia and the Middle East (via Metrolink, to Saudi Arabia, UAE, and Qatar);

despite

- lower revenues from the UK due to continued weak demand.

Gross Profit rose by US\$2.7 million to US\$14.6 million in FY2013 due mainly to higher revenues and bulk discounts from our key suppliers. Gross margin rose by 3.7 percentage points to 28.9% on the back of higher average unit selling price, significantly higher retail sales in Singapore and furniture distribution in the PRC (these business segments earned higher margins compared to those of export); and to a larger extent, annual trade rebates from our key suppliers on bulk purchases, which helped to reduce our cost of sales.

Gross Profit for 4Q13 improved sharply compared to that of 4Q12 due mainly to:

- higher revenues and higher unit selling price in 4Q13 compared to 4Q12;
- the absence of direct costs arising from the discontinued business segments in New Zealand and Australia (ie Devon Operations) for 4Q13;
- the absence of other start-up costs in 4Q13 compared to 4Q12. We incurred various start-up costs for 4Q12, specifically Metrolink invested significantly in new products development (materials, labor and overheads);
- an annual trade rebate from our key suppliers. The annual rebates were only recorded in 4Q13 on conclusion of total annual purchases with our suppliers for FY2013. The trade rebates range from 5.5% to 7.5% of total purchases;
- re-use of certain furniture components which were previously written off; and
- higher retail sales during 4Q13 which favorably impacted gross margin mix.

Other income fell sharply by US\$0.87 million from US\$1.7 million to US\$0.86 million due mainly to lower revaluation gains on investment properties in Vietnam.

During the year under review, we were able to keep cost under control and sustain our sales with lower operating expense budgets. More specifically,

- selling and distribution expenses fell by US\$0.3 million to US\$5.1 million due to a lower trade fair budget and reduced showroom rents in Vietnam (we negotiated and relocated some of the Rossano retail showrooms in Vietnam) and also, the absence of selling costs for Devon (due to closure of its operations in New Zealand and Australia); and
- administrative expenses fell by US\$0.51 million to US\$8.8 million despite higher staff cost in Vietnam. The savings arose from streamlining of Rossano operations in Vietnam and discontinuance of Devon operations in New Zealand and Australia.

Selling and administrative expenses fell by US\$0.25 million and US\$0.5 million respectively in 4Q13 due mainly to discontinuance of Devon operations in New Zealand and Australia.

Other operating expenses fell by US\$0.6 million from US\$1.1 million to US\$0.5 million due mainly to lower provisions for obsolete stocks and the absence of goodwill impairment.

As a result of the discontinuance of Devon operations in New Zealand and Australia, there was a total non-recurring cost of US\$0.33 million incurred for rationalization. Costs of rationalization were rent compensation on early termination of lease and staff redundancies.

Finance costs remained relatively unchanged at just below US\$0.3 million.

Income tax expense fell slightly by US\$0.09 million despite higher taxable profits on the basis that we were able to utilize part of our tax losses and allowances brought forward. Income tax expense included an additional tax liability of US\$0.14 million, incurred as a result of changes in corporate income tax rules effected in Vietnam, offset against a deferred tax asset.

Given the above, we are pleased to report

- a full year Net Profit before Tax and Net Profit attributable to the Group (“Net Profit”) of US\$0.55 million and US\$0.57 million respectively, compared to a Net Loss before tax and Net Loss after tax of US\$2.4 million and US\$2.7 million respectively;
- a significant improvement in our operating cash flows before working capital changes meant that our “Cash Profit” was US\$2.2 million for FY2013.

It should be noted that our Net Profit would have been US\$0.9 million, excluding the total non-recurring expenses of US\$0.33 million.

## **Financial Position (30 June 2013 vs 30 June 2012)**

### **Assets**

Current Assets rose by US\$2.1 million to US\$26.3 million as at 30 June 2013. Significant movements in Current Assets during the year under review were as follows:

- Trade receivables rose by US\$0.9 million to US\$3.9 million on the back of higher revenues. Trade receivables turnaround time remained a healthy 29 days as at 30 June 2013;
- Other receivables rose by US\$0.2 million to US\$ 2.9 million due mainly higher VAT / import duties receivables from Vietnam's tax offices. The higher VAT receivable was a result of larger shipped transactions.
- Inventories rose by US\$1.3 million to US\$17.6 million due mainly to higher work-in-progress and finished goods of US\$1.0 million and US\$0.3 million respectively. We produced additional furniture components (recorded as work-in-progress) ahead of schedules for those confirmed orders while finished goods rose due to buffer stocks for our retail business.

### **Non-current asset**

Non-current assets fell by US\$1.8 million to US\$18.4 million after accounting for depreciation and disposal of our investment property in Malaysia. Investment Properties rose by US\$0.4 million due to a revaluation surplus on investment properties in Vietnam.

### **Liabilities**

Current Liabilities rose by US\$0.1 million to US\$19.5 million. Significant movements of current liabilities during the year under review were as follows:

- Higher trade and other payables. Trade payable rose by US\$0.4 million on the back of larger purchases while other payable rose by US\$ 0.7 million due mainly to higher deposits received from our customers and higher sales tax payable on the back of higher retail and franchise sales; and
- Current portion of long-term loans fell by US\$1.0 million due to loan repayments.

### **Shareholders' equity**

Net asset or Equity attributable to shareholders rose by US\$0.46 million to US\$23.2 million as at 30 June 2013 due mainly to current year earnings.

### **Minority interests**

Minority interests ("MI") of US\$1.2 million, reflecting the cumulative share of net asset by Metrolink Group's and Rossano's other shareholders, who owns 49% and 30%, respectively.

### **Cash Flows (movements during the year)**

Net cash from operating activities was US\$0.11 million for FY2013 after accounting a cash profit of US\$2.2 million, working capital investments of US\$1.5 million interest payment of US\$0.3 million, income tax payments of US\$0.3 million. Net cash from investing activities was US\$0.6 million on receipts of sale proceed of US\$1.0 million from disposal of our investment property in Malaysia, net of investment in equipment of US\$0.4 million. Net cash used in financing activities was US\$1.1 million due mainly to loan repayments. Given these, net cash and cash equivalents fell by US\$0.39 million to US\$1.5 million (net of bank overdraft of US\$0.3 million) as at 30 June 2013.

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

The Board stated in 3Q13 results announcement that “barring unforeseen circumstances, the Board is cautiously optimistic that the Group will return to profit in 4Q13”.

The Group returned to profitability in FY2013.

#### **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**

Our strategy in the last 12 months has been to develop:

- retail sale;
- maintain exports by sustaining export orders from the US and expanding export orders from the Asia Pacific;
- rationalize loss-making divisions; and
- deploy resources more efficiently.

Our efforts have made useful progress. We have been able to boost orders and sales whilst boosting utilization and efficiently. This has resulted in higher gross margins, despite significant non-recurring expenses with respect to the rationalization of our New Zealand and Australian Devon businesses.

Operationally, it is encouraging to note that as at the date of this announcement, we have secured some US\$12.9 million in orders for delivery over the next 3 – 4 months. Our retail store in Singapore has also been generating positive cash flows and we have also opened 5 Commune franchise stores in the PRC. The fixed costs saving, excluding operational restructuring expense, will also provide us a buffer.

We are however fully aware of the operating environment in Vietnam and China which is expected to become less cost competitive as wages and other operating costs in those countries increase further. Moving forward, there are also good reasons for us to be more cautious considering the overall operating costs pressure, ongoing concern with respect to EU debt crisis and fluctuating US economic data which may deplete our margins cushion.

Given the above, whilst the management has accepted internal performance budgets above those achieved in FY2013, the Group remains cautiously optimistic. Nevertheless and barring unforeseen circumstances, the Board expects the Company to remain profitable in FY2014.

- 11. If a decision regarding whether dividend has been made:-**
- (a) **Whether an interim (final) ordinary dividend has been declared; (recommended); and**
- None
- (b) (i) **Amount per share**
- Not applicable
- (ii) **Corresponding Period of the Immediately Preceding Financial Year**
- None
- (c) **Whether the dividend is before tax, net of tax or tax exempt. If before tax or net of tax, the tax rate and the country where the dividend is derived must be stated. (If the dividend is not taxable in the hands of shareholders, this must be stated).**
- Not applicable
- (d) **The date the dividend is payable**
- Not applicable
- (e) **The date on which Registrable Transfers received by the Company (up to 5.00 pm) will be registered before entitlements to the dividend are determined.**
- Not applicable
- 12. If no dividend has been declared/recommended, a statement to that effect**
- No dividend has been declared or recommended for FY2013.
- 13. If the Group has obtained a general mandate from shareholders for IPTs, the aggregate value of such transactions as required under Rule 920(1)(a)(ii). If no IPT mandate has been obtained, a statement to that effect**
- There are no such IPT transactions as required under Rule 920(1)(a)(ii) and no IPT mandate has been obtained.
- 14. Negative confirmation pursuant to Rule 705(5). (Not required for announcement on full year results)**
- Not applicable

**PART II ADDITIONAL INFORMATION REQUIRED FOR FULL YEAR ANNOUNCEMENT**  
**(This part is not applicable to Q1, Q2, Q3 or Half Year Results)**

**15. Segmented revenue and results for business or geographical segments (of the group) in the form presented in the issuer's most recently audited annual financial statements, with comparative information for the immediately preceding year**

The Group is primarily engaged in four business segments, namely chairs, sofa & 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:

	30 June 2013			30 June 2012		
	Revenue		Segment result	Revenue		Segment result
	US\$'000	%	US\$'000	US\$'000	%	US\$'000
Chairs, sofa and tables	36,131	71.6	565	34,355	72.9	(2,082)
Outdoor & garden	934	1.8	14	1,437	3.0	(87)
Occasional & others	10,154	20.1	159	8,986	19.1	(544)
Bedroom sets	3,280	6.5	51	2,343	5.0	(142)
<b>Total Revenue</b>	<b>50,499</b>	<b>100.0</b>	<b>789</b>	<b>47,121</b>	<b>100.0</b>	<b>(2,855)</b>
Other operating income			863			1,732
Other operating expenses			(824)			(998)
<b>Profit (Loss) from operations</b>			<b>828</b>			<b>(2,121)</b>
Finance cost			(283)			(290)
<b>Profit (Loss) before income tax</b>			<b>545</b>			<b>(2,411)</b>
Income tax (expense) credit			(173)			(261)
<b>Profit (Loss) after tax before minority interest</b>			<b>372</b>			<b>(2,672)</b>
Minority Interest			197			38
<b>Net Profit (Loss) for the year</b>			<b>569</b>			<b>(2,634)</b>

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

	30 June 2013 US\$'000	%	30 June 2012 US\$'000	%	Change
United Kingdom	2,403	4.7	3,300	7.0	(897)
Europe	4,525	9.0	4,240	9.0	285
America / Canada	17,892	35.4	17,735	37.6	157
Asia-Pacific	21,561	42.7	17,243	36.6	4,318
Others	4,118*	8.2	4,603	9.8	(485)
Total Revenue	<b>50,499</b>	<b>100.0</b>	<b>47,121</b>	<b>100.0</b>	<b>3,378</b>

\*\* mainly Middle East

**16. In the review of performance, the factors leading to any material changes in contributions to turnover and earnings by the business or geographical segments**

*Segment information – Products*

Chairs, sofa and tables remained as our main products contributing 71.6% of our total Revenues. Revenues for all our products rose except for outdoor furniture which fell due to weak demand and closure of Devon operations in New Zealand and Australia.

*Segment information – Markets*

The US (including Canada) continued to be our major market accounting for 35.4% of our overall Revenues while UK declined in its importance contributing just below 5.0% of our revenues. Elsewhere outside the US and UK/Europe, namely Japan, Korea and Australia (Asia Pacific); and the PRC, revenues contribution from these countries rose sharply by US\$4.3 million to US\$ 21.6 million accounting for 42.7% of total revenues and Asia Pacific is now our largest market.

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

**17. A breakdown of sales**

	30 June 2013 US\$'000	30 June 2012 US\$'000	Change US\$'000
(a) Sales reported for first half year	27,853	24,581	3,272
(b) Operating profit/loss after tax before deducting minority interests reported for first half year	772	494	278
(c) Sales reported for second half year	22,646	22,540	106
(d) Operating profit/loss after tax before deducting minority interests reported for second half year	(400)	(3,166)	2,766

**18. 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

	Latest Full Year (US\$'000)*	Latest Full Year (S\$'000)	Previous Full Year (US\$'000)**	Previous Full Year (S\$'000)
Ordinary	-	-	-	-

**19. Disclosure of person occupying a managerial position in the issuer or any of its principal subsidiaries who is a relative of a director or chief executive officer or substantial shareholder of the issuer pursuant to Rule 704(13). If there are no such persons, the issuer must make an appropriate negative statement.**

Name	Age	Family relationship with any director and/or substantial shareholder	Current position and duties, and the year the position was held	Details of changes in duties and position held, if any, during the year
Joshua Koh Zhu Xian	30	Family relationship with James Koh Jyh Gang (Managing Director), Koh Shwu Lee (Executive Director) and Koh Jyh Eng (Executive Director)	Financial Controller since 3 September 2012	Appointment took effect from 3 September 2012. Key areas of responsibility include overseeing the implementation of integrated Management Information System, treasury functions and budgetary control management for the group's operations

**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 2013 to be materially false or misleading.

**BY ORDER OF THE BOARD**  
**JAMES KOH JYH GANG**  
 Managing Director  
 27 August 2013