



UOB-KAY HIAN HOLDINGS LIMITED

Financial Statements

And Dividend Announcement

For Full Year Ended 31 December 2016

(Co. Ref. No. 200004464C)

These figures have not been audited.

1(a)(i) A comprehensive income statement (for the group) together with a comparative statement for the corresponding period of the immediately preceding financial year.

COMPREHENSIVE INCOME STATEMENT	The Group					
	12 months ended 31/12/2016 S\$'000	12 months ended 31/12/2015 S\$'000	Increase / (Decrease) %	3 months ended 31/12/2016 S\$'000	3 months ended 31/12/2015 S\$'000	Increase / (Decrease) %
Revenue						
Commission income	201,158	220,075	(8.6)	54,434	40,217	35.4
Interest income	108,212	115,273	(6.1)	29,992	35,932	(16.5)
Dividend from quoted / unquoted securities	57	68	(16.2)	8	-	N.M
Other operating income	24,150	42,297	(42.9)	6,209	19,134	(67.5)
Total revenue	333,577	377,713	(11.7)	90,643	95,283	(4.9)
Foreign exchange gain	4,534	6,898	(34.3)	2,457	1,753	40.2
Realised gain on available-for-sale investments	-	1,834	N.M	-	-	N.M
Total income	338,111	386,445	(12.5)	93,100	97,036	(4.1)
Costs and expenses						
Commission expenses	(43,053)	(46,800)	(8.0)	(10,116)	(9,696)	4.3
Personnel expenses	(111,642)	(124,483)	(10.3)	(34,955)	(34,566)	1.1
Depreciation expenses	(8,382)	(8,626)	(2.8)	(2,173)	(2,141)	1.5
(Allowance) Write back of allowance for impairment of trade debtors & bad debts written off	(365)	(2)	N.M	(48)	715	N.M
Allowance for impairment of goodwill	-	(3,701)	N.M	-	(3,701)	N.M
Net fair value gain (loss) on financial assets / liabilities through profit or loss	1,219	(3,393)	N.M	228	292	(21.9)
Finance expenses	(42,131)	(47,995)	(12.2)	(13,639)	(19,677)	(30.7)
Other operating expenses	(63,687)	(66,542)	(4.3)	(16,542)	(17,186)	(3.7)
	(268,041)	(301,542)	(11.1)	(77,245)	(85,960)	(10.1)
Profit before tax	70,070	84,903	(17.5)	15,855	11,076	43.1
Income tax expense*	(11,958)	(11,919)	0.3	(3,619)	(696)	420.0
Profit after tax	58,112	72,984	(20.4)	12,236	10,380	17.9
Other comprehensive income / (expense) (net of tax):						
Foreign currency translation difference	12,596	16,519	(23.7)	25,655	(732)	N.M
Available-for-sale investments	(179)	(1,813)	(90.1)	(150)	(107)	40.2
Actuarial gain on defined benefit plan	417	580	(28.1)	(70)	580	N.M
	12,834	15,286	(16.0)	25,435	(259)	N.M
Total comprehensive income for the period	70,946	88,270	(19.6)	37,671	10,121	272.2

*Under (Over) provision of taxation in respect of prior years in the 12 months ended 31 December 2016 is \$944,777. [12 months ended 31 December 2015: (\$108,819)]

N.M. = Not Meaningful.

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

COMPREHENSIVE INCOME STATEMENT

(continued)

	The Group					
	12 months ended 31/12/2016 S\$'000	12 months ended 31/12/2015 S\$'000	Increase / (Decrease) %	3 months ended 31/12/2016 S\$'000	3 months ended 31/12/2015 S\$'000	Increase / (Decrease) %
Profit attributable to :						
Owners of the Company	56,620	71,450	(20.8)	11,804	10,123	16.6
Non-controlling interests	1,492	1,534	(2.7)	432	257	68.1
	58,112	72,984	(20.4)	12,236	10,380	17.9
Total comprehensive income attributable to:						
Owners of the Company	68,806	87,093	(21.0)	36,695	9,754	276.2
Non-controlling interests	2,140	1,177	81.8	976	367	165.9
	70,946	88,270	(19.6)	37,671	10,121	272.2

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.

	The Group		The Company	
	2016 S\$'000	2015 S\$'000	2016 S\$'000	2015 S\$'000
ASSETS				
<u>Current assets</u>				
Cash and bank balances	545,902	372,227	216	145
Outstanding contracts receivable	622,293	370,566	-	-
Trade receivables	1,477,873	1,814,078	-	-
Other financial assets, at fair value through profit or loss	38,404	21,267	-	-
Other current assets	40,185	31,793	69,514	66,213
Derivative financial instruments	1,658	9	-	-
Total current assets	2,726,315	2,609,940	69,730	66,358
<u>Non-current assets</u>				
Trade and other receivables	43,156	226,320	217	212
Subsidiaries	-	-	359,374	349,374
Goodwill	14,137	1,417	-	-
Available-for-sale investments	1,999	3,411	-	-
Trading rights in Exchanges	103	103	-	-
Memberships in Exchanges	219	212	-	-
Property, plant and equipment	45,365	47,367	-	-
Deferred tax assets	1,243	1,029	-	-
Total non-current assets	106,222	279,859	359,591	349,586
Total assets	2,832,537	2,889,799	429,321	415,944
LIABILITIES AND EQUITY				
<u>Current liabilities</u>				
Outstanding contracts payable	630,030	335,066	-	-
Trade and other payables	181,801	86,435	74,147	75,563
Borrowings	488,092	662,134	907	612
Debts issued	143,032	465,894	-	-
Income tax payable	8,492	8,762	-	-
Derivative financial instruments	1,016	45	-	-
Total current liabilities	1,452,463	1,558,336	75,054	76,175
<u>Non-current liabilities</u>				
Trade and other payables	167	1,262	-	-
Deferred tax liabilities	875	862	-	-
Total non-current liabilities	1,042	2,124	-	-
Total liabilities	1,453,505	1,560,460	75,054	76,175
<u>Equity</u>				
Capital, reserves and non-controlling interests				
Share capital	155,615	141,326	155,615	141,326
Reserves	(20,797)	(32,980)	-	-
Retained earnings	1,224,179	1,201,962	198,652	198,443
Equity attributable to owners of the Company	1,358,997	1,310,308	354,267	339,769
Non-controlling interests	20,035	19,031	-	-
Total equity	1,379,032	1,329,339	354,267	339,769
Total liabilities and equity	2,832,537	2,889,799	429,321	415,944
<u>Clients' trust / segregated accounts</u>				
Bank balances				
- with related parties	499,998	326,170	-	-
- with non-related banks	1,074,794	1,081,169	-	-
Margin with clearing houses	35,075	54,068	-	-
Less: Amounts held in trust	(1,609,867)	(1,461,407)	-	-
	-	-	-	-

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

	The Group			
	As at 31/12/2016		As at 31/12/2015	
	Secured S\$'000	Unsecured S\$'000	Secured S\$'000	Unsecured S\$'000
Amounts repayable in one year or less, or on demand	466,273	21,819	657,171	4,963
Amounts repayable after one year	-	-	-	-

As at period end, the Group had debts issued amounting to S\$143,032,376. The debts issued, with derivative in the form of an embedded credit default swap or a put option, allow the Group to transfer the underlying assets to the note holders as full and final settlement upon the occurrence of a credit event.

Details of any collateral

Bank overdrafts and short term loans of subsidiaries amounting to S\$466,272,946 (12 months ended 31 December 2015: S\$657,170,640) are secured by a fixed charge over immovable fixed assets and a floating charge over all assets.

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

	The Group			
	12 months ended 31/12/2016	12 months ended 31/12/2015	3 months ended 31/12/2016	3 months ended 31/12/2015
	S\$'000	S\$'000	S\$'000	S\$'000
Operating activities				
Profit before income tax	70,070	84,903	15,855	11,076
Adjustments for:				
Depreciation expenses	8,382	8,626	2,173	2,141
Net loss on disposal of property, plant and equipment	10	38	49	16
Allowance (Write back) of allowance for trade receivables	73	(333)	(253)	(689)
Allowance for impairment of goodwill	-	3,701	-	3,701
Gain on sale of financial assets, available for sale	-	(1,834)	-	-
Dividend income from quoted / unquoted securities	(57)	(68)	(8)	-
Interest expenses	42,131	47,995	13,639	19,677
Exchange differences	(5,353)	(1,210)	(6,596)	(3,776)
Operating cash flow before working capital changes	115,256	141,818	24,859	32,146
Changes in operating assets and liabilities:				
Other financial assets / liabilities, at fair value through profit or loss	(16,926)	(20,009)	(28,987)	(7,616)
Trade, outstanding contracts and other receivables	(54,440)	(2,205)	(80,366)	34,109
Trade, outstanding contracts and other payables	394,901	(156,771)	98,905	(228,305)
Cash generated from (used in) operations	438,791	(37,167)	14,411	(169,666)
Interest paid	(42,131)	(47,995)	(13,639)	(19,677)
Income tax paid	(12,366)	(13,717)	(4,554)	(2,076)
Net cash generated from (used in) operating activities	384,294	(98,879)	(3,782)	(191,419)
Investing activities				
Payments for property, plant and equipment	(5,710)	(3,273)	(1,105)	(646)
Proceeds from disposal of property, plant and equipment	167	52	(41)	-
Proceeds from disposal of available-for-sale investments	-	20,426	-	257
Proceeds from capital redemption of available-for-sale investments	744	953	477	-
Acquisition of business	(15,935)	-	-	-
Dividends received from quoted / unquoted securities	57	68	8	-
Net cash (used in) from investing activities	(20,677)	18,226	(661)	(389)
Financing activities				
(Repayment) Drawdown of short-term bank loans	(174,016)	287,370	61,823	267,166
Dividends paid	(20,458)	(6,861)	-	-
Payment to non-controlling interests for dividend	(298)	(356)	4	-
Payment to non-controlling interests for additional interest in a subsidiary	(497)	-	(200)	-
Net cash (used in) from financing activities	(195,269)	280,153	61,627	267,166

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

	The Group			
	12 months ended 31/12/2016	12 months ended 31/12/2015	3 months ended 31/12/2016	3 months ended 31/12/2015
	S\$'000	S\$'000	S\$'000	S\$'000
Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies	5,353	1,210	6,596	3,776
Net increase in cash and cash equivalents during the financial period	173,701	200,710	63,780	79,134
Cash and cash equivalents at beginning of the financial period	372,201	171,491	482,122	293,067
Cash and cash equivalents at end of the financial period	545,902	372,201	545,902	372,201

For the purpose of consolidated cash flow statement, the consolidated cash and cash equivalents comprise the following :

	The Group	
	As at 31/12/2016	As at 31/12/2015
	S\$'000	S\$'000
Cash and bank balances	545,902	372,227
Less: Bank overdrafts	-	(26)
Cash and cash equivalents per consolidated cash flow statement	545,902	372,201

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 – THE GROUP

	Share capital S\$'000	Statutory reserve S\$'000	Equity reserve S\$'000	Fair value reserve S\$'000	Foreign currency translation reserve S\$'000	Retained earnings S\$'000	Total attributable to members of the company S\$'000	Non-controlling interests S\$'000	Total Equity S\$'000
Balance at 1 January 2016	141,326	1,678	(276)	1,355	(35,737)	1,201,962	1,310,308	19,031	1,329,339
Total comprehensive income for the year									
Profit for the year	-	-	-	-	-	56,620	56,620	1,492	58,112
Other comprehensive income	-	48	-	(223)	12,017	344	12,186	648	12,834
Total	-	48	-	(223)	12,017	56,964	68,806	2,140	70,946
Payment of dividend by a subsidiary	-	-	-	-	-	-	-	(298)	(298)
Final dividend for 2015 paid	14,289	-	-	-	-	(34,747)	(20,458)	-	(20,458)
Acquisition of additional interest in a subsidiary	-	13	328	-	-	-	341	(838)	(497)
Balance at 31 December 2016	155,615	1,739	52	1,132	(23,720)	1,224,179	1,358,997	20,035	1,379,032

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. (continued)

STATEMENT OF CHANGES IN EQUITY – THE GROUP (continued)

	Share capital S\$'000	Statutory reserve S\$'000	Equity reserve S\$'000	Fair value reserve S\$'000	Foreign currency translation reserve S\$'000	Retained earnings S\$'000	Total attributable to members of the company S\$'000	Non-controlling interests S\$'000	Total Equity S\$'000
Balance at 1 January 2015	110,677	1,714	(276)	3,137	(52,680)	1,167,504	1,230,076	18,210	1,248,286
Total comprehensive income for the year									
Profit for the year	-	-	-	-	-	71,450	71,450	1,534	72,984
Other comprehensive income	-	(36)	-	(1,782)	16,943	518	15,643	(357)	15,286
Total	-	(36)	-	(1,782)	16,943	71,968	87,093	1,177	88,270
Acquisition of additional interest in a subsidiary	-	-	-	-	-	-	-	-	-
Payment of dividend by a subsidiary	-	-	-	-	-	-	-	(356)	(356)
Final dividend for 2014 paid	30,649	-	-	-	-	(37,510)	(6,861)	-	(6,861)
Transfer to statutory reserve	-	-	-	-	-	-	-	-	-
Balance at 31 December 2015	141,326	1,678	(276)	1,355	(35,737)	1,201,962	1,310,308	19,031	1,329,339

STATEMENT OF CHANGES IN EQUITY – THE COMPANY

	Share capital S\$'000	Retained earnings S\$'000	Total S\$'000
Balance at 1 January 2016	141,326	198,443	339,769
Total comprehensive income for the financial year	-	34,956	34,956
Final dividend for 2015 paid	14,289	(34,747)	(20,458)
Balance at 31 December 2016	155,615	198,652	354,267

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. *(continued)*

STATEMENT OF CHANGES IN EQUITY – THE COMPANY *(continued)*

	Share capital S\$'000	Retained earnings S\$'000	Total S\$'000
Balance at 1 January 2015	110,677	190,670	301,347
Total comprehensive income for the financial year	-	45,283	45,283
Final dividend for 2014 paid	30,649	(37,510)	(6,861)
Balance at 31 December 2015	141,326	198,443	339,769

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.

	Number of shares			
	12 months ended 31/12/2016	12 months ended 31/12/2015	3 months ended 31/12/2016	3 months ended 31/12/2015
Ordinary shares				
Balance at beginning of period	772,155,868	750,214,907	783,453,546	772,155,868
Issue of shares under scrip dividend scheme	11,297,678	21,940,961	-	-
Balance at end of period	783,453,546	772,155,868	783,453,546	772,155,868

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 financial year.

	31 December 2016	31 December 2015
No. of shares	783,453,546	772,155,868

1(d)(iv) A statement showing all sales, transfers, disposals, 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 (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 and the Company have applied the same accounting policies in the financial statements for the current reporting period compared to the audited financial statements as at 31 December 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.**

Not applicable

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

	The Group			
	2016	2015	3 months ended 31/12/2016	3 months ended 31/12/2015
Earnings per ordinary share for the period after deducting any provision for preference dividends:-				
(i) Based on weighted average number of ordinary shares in issue	7.28 cents	9.38 cents	1.51 cents	1.31 cents
(ii) On a fully diluted basis	7.28 cents	9.38 cents	1.51 cents	1.31 cents

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

	The Group		The Company	
	2016	2015	2016	2015
Net asset value per ordinary share based on existing issued share capital as at the end of the period reported on	173.46 cents	169.69 cents	45.22 cents	44.00 cents

- 8 **A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. The review must discuss any significant factors that affect the turnovers, 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.**

Operating Profit and Expenses

4Q16 vs 4Q15

Market volumes and commission income improved in Singapore and our regional operations. In line with higher market volumes, commission income increase to \$54.4m from \$40.2m, an increase of 35.4%.

Interest income fell from \$35.9m to \$30.0m with lower lending activities. This also resulted in a fall in facility fees which impacted other operating income.

Total costs and expenses decreased 10.1% from \$86.0m to \$77.2m partly explained by the \$3.7m goodwill impairment on the Malaysian subsidiary in 2015.

Commissions paid to commission agents increased by 4.3% to \$10.1m from \$9.7m and personnel expenses, which included incentives paid to employed dealers, rose 1.1% from \$34.6m to \$35.0m.

Finance expenses were lower due to lower funding requirements.

The Group recorded pre-tax profit of \$15.9m and after-tax profit of \$12.2m, an increase of 43.1% and 17.9% respectively

FY16 vs FY15

Regional markets were relatively quiet in the first half of the year but market volumes across the region picked up in the last quarter in tandem with the post US election market rally.

The Group recorded a 11.7% decrease in total revenue from \$377.7m to \$333.6m. Commission income decreased 8.6% from \$220.1m to \$201.2m. Interest income dropped by 6.1% from \$115.3m to \$108.2m with less financing activities. Other operating income decreased 42.9% from \$42.3m to \$24.2m due to a decrease in lending activities.

Total costs and expenses decreased 11.1% from \$301.5m to \$268.0m. Commission expenses decreased 8.0% from \$46.8m to \$43.1m while personnel expenses decreased 10.3% from \$124.5m to \$111.6m respectively in line with lower trading volumes. Finance expenses decreased 12.2% from \$48.0m to \$42.1m mainly due to lower lending activities.

The Group recorded pre-tax profit of \$70.1m and after-tax profit of \$58.1m reflecting a decrease of 17.5% and 20.4% respectively. The Group's effective tax rate had increased as a result of expiration of certain tax incentives.

Balance Sheet

As of 31 December 2016 our Group's net assets were \$1.36b.

There were no significant changes in the composition of Group balance sheet items except for trade related balances.

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

Not applicable.

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.

The market rally after the US presidential election in the late Q4 2016 continued into 2017. We saw an overall increase in interest in regional equity markets by retail investors. We expect investor sentiment to remain reasonably positive in the coming months. We note a revival of the Singapore IPO and placement market since the start of 2017 which should impact us positively.

As there are still economic and political uncertainties, we remain cautious over the next 12 months.

11 Dividend

(a) Current Financial Year Reported On

Any dividend declared for the current financial year (quarter) reported on? *Yes*

The Directors are pleased to propose that a first and final one-tier tax exempt dividend of 3.5 cents per share be paid for the financial year ended 31 December 2016 and the UOB-Kay Hian Holdings Limited Scrip Dividend Scheme will be applicable to this proposed 2016 first and final dividend.

Name of Dividend	First and Final
Dividend Type	Cash / Scrip
Dividend Amount per	3.5 cents per ordinary share
Tax Rate	Tax exempt (one-tier)

(b) Corresponding Period of the Immediately Preceding Financial Year

Any dividend declared for the corresponding period (quarter) of the immediately preceding financial year? *Yes*

Name of Dividend	First and Final
Dividend Type	Cash / Scrip
Dividend Amount per	4.5 cents per ordinary share
Tax Rate	Tax exempt (one-tier)

(c) Date payable

The proposed first and final ordinary dividend will be paid on 20 June 2017, subject to the approval of the shareholders of the Company at the Annual General Meeting to be convened at 5.30 p.m. on 28 April 2017 at the Auditorium, 8 Anthony Road, Singapore 229957.

(d) Books closure date

NOTICE IS HEREBY GIVEN that, subject to the approval of the shareholders to the proposed first and final dividend at the Annual General Meeting, the Share Transfer Books and Register of Members of the Company will be closed on 8 May 2017 for the purpose of determining shareholders' entitlement to the proposed first and final dividend. The UOB-Kay Hian Holdings Limited Scrip Dividend Scheme will be applicable to this proposed first and final dividend. Shareholders entitled to the dividend will be eligible to participate in the Scheme subject to the terms and conditions of the Scheme.

Duly completed registered transfers in respect of ordinary shares in the capital of the Company ("Shares") received by the Company's Registrar, B.A.C.S. Private Limited, at 8 Robinson Road #03-00, ASO Building, Singapore 048544 up to the close of business at 5.00 p.m. on 5 May 2017, will be registered to determine shareholders' entitlement to the proposed first and final dividend.

Shareholders whose securities accounts with The Central Depository (Pte) Limited ("CDP") are credited with Shares at 5.00 p.m. on 5 May 2017 will be entitled to the proposed first and final dividend.

Shareholders with Foreign Addresses

Shareholders with registered addresses outside Singapore and who have not provided to the Company or CDP, addresses in Singapore for the service of notices and documents by 28 April 2017 will not be eligible to participate in the Scheme.

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

Not applicable

- 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 IPTs mandate has been obtained, a statement to that effect.

No IPT mandate has been obtained.

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

	The Group					Total S\$'000
	Singapore S\$'000	Hong Kong S\$'000	Thailand S\$'000	2016 Others S\$'000	Elimination S\$'000	
Revenue						
External sales	118,377	53,852	30,330	22,806	-	225,365
Interest income	76,392	20,219	6,988	4,613	-	108,212
Inter-segmental sales	8,477	3,263	4,079	4,919	(20,738)	-
	<u>203,246</u>	<u>77,334</u>	<u>41,397</u>	<u>32,338</u>	<u>(20,738)</u>	<u>333,577</u>
Profit before tax	39,678	18,468	11,477	1,936	(1,489)	70,070
Income tax expense						<u>(11,958)</u>
Profit after tax						<u>58,112</u>
Segment assets	1,798,135	667,136	250,515	270,489	(154,981)	2,831,294
Deferred tax assets						<u>1,243</u>
Consolidated total assets						<u>2,832,537</u>
Segment liabilities	1,014,553	263,787	122,168	150,955	(107,325)	1,444,138
Current tax liabilities						8,492
Deferred tax liabilities						<u>875</u>
Consolidated total liabilities						<u>1,453,505</u>
Other segment items						
Goodwill	-	-	14,137	-	-	14,137
Finance expense	40,246	883	776	226	-	42,131
Capital expenditure	671	236	4,257	546	-	5,710
Depreciation expenses	<u>5,945</u>	<u>358</u>	<u>1,093</u>	<u>986</u>	<u>-</u>	<u>8,382</u>

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

	The Group					
	Singapore S\$'000	Hong Kong S\$'000	Thailand S\$'000	Others S\$'000	Elimination S\$'000	Total S\$'000
Revenue						
External sales	135,343	77,201	26,540	23,356	-	262,440
Realised gain on available-for-sale investments	1,834	-	-	-	-	1,834
Interest income	74,550	27,555	7,290	5,878	-	115,273
Inter-segmental sales	17,088	7,820	3,978	5,179	(34,065)	-
	<u>228,815</u>	<u>112,576</u>	<u>37,808</u>	<u>34,413</u>	<u>(34,065)</u>	<u>379,547</u>
Profit before tax	47,822	27,149	12,173	650	(2,891)	84,903
Income tax expense						<u>(11,919)</u>
Profit after tax						<u>72,984</u>
Segment assets	2,184,265	651,544	161,257	181,681	(289,977)	2,888,770
Deferred tax assets						<u>1,029</u>
Consolidated total assets						<u>2,889,799</u>
Segment liabilities	1,301,942	272,044	44,773	62,496	(130,419)	1,550,836
Current tax liabilities						8,762
Deferred tax liabilities						<u>864</u>
Consolidated total liabilities						<u>1,560,462</u>
Other segment items						
Goodwill	-	-	1,417	-	-	1,417
Finance expense	43,435	3,365	786	409	-	47,995
Capital expenditure	1,386	364	844	679	-	3,273
Depreciation expenses	<u>6,067</u>	<u>533</u>	<u>904</u>	<u>1,122</u>	<u>-</u>	<u>8,626</u>

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

See Item 8.

16 Breakdown of revenue

	The Group		%
	For the year ended 31/12/2016	For the year ended 31/12/2015	
Revenue reported for first half year	166,213	198,160	(16.12)
Operating profit after tax but before non-controlling interests reported for first half year	30,693	42,476	(27.74)
Revenue reported for second half year	167,364	179,553	(6.79)
Operating profit after tax but before non-controlling interests reported for second half year	27,419	30,508	(10.13)

17 Breakdown of the total annual dividend (in dollar value) for the issuer's latest full year and its previous full year

	2016 S\$'000	2015 S\$'000
Ordinary	27,421	34,747
Preference	-	-
Total	27,421	34,747

18 Confirmation of Directors and Executive Officers' undertakings pursuant to Listing Rule 720(1)

The Company has procured undertakings from all its directors and executive officers in compliance with Listing Rule 720(1).

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 office or substantial shareholder of the issuer pursuant to Rule 704(11).

Name	Age	Family relationship with any director, CEO and / or substantial shareholder	Current position and duties, and the year the position was first held	Details of changes in duties and position held, if any, during the year
Mr. Lim Seng Bee	51	Brother-in-law of Wee Ee Chao (Chairman and substantial shareholder)	Senior Executive Director of UOB Kay Hian Private Limited since January 2013 <ul style="list-style-type: none"> - involved in general management of the Singapore operations - responsible for the management of the regional business in North Asia 	N.A

BY ORDER OF THE BOARD

Wee Ee-chao
Managing Director
28 February 2017