

(REG. NO. 199802072R)

# PART I - UNAUDITED RESULTS FOR THE 1<sup>ST</sup> QUARTER ENDED 31 MARCH 2015

# 1(a)(i) INCOME STATEMENT FOR THE 1<sup>ST</sup> QUARTER ENDED 31 MARCH 2015

In S\$'000	1Q2015	1Q2014	+/- %
Revenue	126,295	124,654	1.3%
Cost of sales	(117,144)	(115,016)	1.9%
Gross profit (Note1)	9,151	9,638	-5.1%
Gross Margin % (Note1)	7.2%	7.7%	-0.5 ppt
Other income	295	283	4.2%
Selling and marketing expenses (Note2)	(2,879)	(2,508)	14.8%
Administrative expenses	(4,464)	(4,541)	-1.7%
Other expenses (Note 3)	(276)	(334)	-17.4%
Net finance costs (Note 4)	(156)	(194)	-19.6%
Operating profit before income tax	1,671	2,344	-28.7%
% of revenue	1.3%	1.9%	0.6 ppt
Loss on disposal of a joint venture (Note 5)	(409)	-	nm
Profit before income tax	1,262	2,344	-46.2%
% of revenue	1.0%	1.9%	-0.9 ppt
Income tax expense (Note 6)	(556)	(760)	-26.8%
Profit for the period	706	1,584	-55.4%
Attributable to:			
Equity holders of the Company	769	1,621	-52.6%
% of revenue	0.6%	1.3%	-0.7 ppt
Non-controlling interests	(63)	(37)	70.3%
	706	1,584	-55.4%
No. of shares (in '000) Earnings per share (in cents)	454,421	454,026	
Basic	0.17	0.36	
Diluted	0.17	0.36	

# STATEMENT OF COMPREHENSIVE INCOME FOR THE 1ST QUARTER ENDED 31 MARCH 2015

In S\$'000	1Q2015	1Q2014	+/- %
Profit for the period	706	1,584	-55.4%
Items that may be reclassified subsequently to profit or loss:			
Translation differences relating to financial statements of foreign subsidiaries	(207)	613	nm
Foreign currency translation differences on disposal of foreign joint venture reclassified to profit or loss	409	-	nm
Exchange differences on monetary items forming part of net			
investment in a foreign operations	157	319	-50.8%
Total comprehensive income for the period	1,065	2,516	-57.7%
Attributable to:			
Equity holders of the Company	1,159	2,579	-55.1%
Non-controlling interests	(94)	(63)	49.2%
Total comprehensive income for the period	1,065	2,516	-57.7%

nm - not meaningful



### 1(a)(ii) PROFIT BEFORE TAXATION HAS BEEN ARRIVED AT AFTER CHARGING/(CREDITING):

In S\$'000	1Q2015	1Q2014	+/- %
Staff costs (Note 7)	11,099	10,152	9.3%
Directors' remuneration	114	117	-2.6%
Depreciation of property, plant and equipment	370	363	1.9%
Amortisation of intangible assets	385	415	-7.2%
Provision/(Reversal) for bad debts	9	(28)	nm
Exchange (gain)/loss (Note 8)	(29)	19	nm

#### Notes:

- (1) Lower gross profit was mainly due to lesser ICT projects completed in 1Q2015 as compared to 1Q2014. Higher gross margin from PCS division was offset by lower gross margin from ICT and Engineering divisions.
- (2) Higher selling and marketing expenses in 1Q2015 were from higher payroll cost and expenses relating to the new master distributorship for prepaid cards.
- (3) Lower other expenses in 1Q2015 was mainly due to exchange gain. In 1Q2014, there were exchange losses.
- (4) Lower net finance cost in 1Q2015 was mainly due to higher interest income from discounting of long term receivables.
- (5) Loss on disposal of a joint venture is related to disposal of a foreign joint venture. The loss arose from reclassification of exchange reserve to income statement.
- (6) Effective tax rate in 1Q2015 was higher due to the non-recognition of deferred tax assets related to tax losses.
- (7) Higher staff costs in 1Q2015 were due to increase in headcount to support the retail and prepaid card operations in Singapore and Engineering projects in Indonesia.
- (8) Exchange gain in 1Q2015 arose mainly from USD bank balances due to the strengthening of USD against SGD. Exchange loss in 1Q2014 arose mainly from USD payable balances.



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# 1(b)(i) STATEMENT OF FINANCIAL POSITION AS AT

	Gro	oup	Com	pany
In S\$'000	31/03/2015	31/12/2014	31/03/2015	31/12/2014
Non-current assets				
Subsidiaries	-	-	37,151	37,124
Joint venture	-	-	-	-
Property, plant and equipment	3,102	3,336	855	899
Intangible assets	13,672	14,046	75	110
Deferred tax assets	741	730	-	-
Trade and other receivables	6,544	6,237	-	-
	24,059	24,349	38,081	38,133
Current assets (Note 1)				
Inventories	53,678	13,119	47,872	5,483
Work-in-progress	18,540	19,629	-	-
Trade and other receivables	65,294	91,658	16,581	45,109
Cash and cash equivalents	39,285	37,986	15,080	11,901
	176,797	162,392	79,533	62,493
Total assets	200,856	186,741	117,614	100,626
Equity				
Share capital	21,987	21,987	21,987	21,987
Other reserves	9,823	9,346	13,599	13,512
Accumulated profits	41,544	40,775	13,836	12,913
Equity attributable to equity				
holders of the Company	73,354	72,108	49,422	48,412
Non-controlling interests	75	169	-	-
Total equity	73,429	72,277	49,422	48,412
Non-current liabilities				
Deferred tax liabilities	315	366	22	22
Loans and borrowings	-	-		-
Trade and other payables	2,899	2,734	_	_
	3,214	3,100	22	22
	3,214	3,100		
Current liabilities (Note 2)				
Trade and other payables	94,756	85,598	53,727	41,938
Excess of progress billings over work-	4.470	000		
in-progress Provision for warranties	1,172	303	- 25	-
	233	229	25	25
Current tax payable	964	396	418	229
Loans and borrowings	22,201	19,968	14,000	10,000
Deferred revenue	4,887	4,870	-	-
Total liabilities	124,213	111,364	68,170	52,192
	127,427	114,464	68,192	52,214
Total equity and liabilities	200,856	186,741	117,614	100,626

Notes:

 Group current assets were higher by \$14.4M mainly due to higher inventories purchased for mobile phones and prepaid card sales in 2Q2015. This was offset by lower trade receivables due from related corporations.

(2) Group current liabilities were higher by \$12.8M due to higher trade and other payables from inventories purchased for sales in 2Q2015 and additional bank borrowings obtained to finance working capital requirements.



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1(b)(ii) GROUP BORROWING

In S\$'000	As at 31/03/2015	As at 31/12/2014
Amount repayable in one year or less Bank loan – unsecured	22,201	19,968
Amount repayable after one year Bank loan - unsecured	-	-
Total	22,201	19,968

# Details of any collateral

Nil



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### 1(c) CONSOLIDATED CASH FLOW STATEMENT FOR THE 1<sup>ST</sup> QUARTER ENDED 31 MARCH 2015

In S\$'000	1Q2015	1Q2014
Operating Activities		
Profit before income tax	1,262	2,344
Adjustments for:		
Amortisation of intangible assets	385	415
Depreciation of property, plant and equipment	370	363
Finance costs	254	249
Finance income	(98)	(55)
(Gain)/Loss on disposal of property, plant and equipment and intangible assets	(1)	14
Loss on disposal of a joint venture	409	-
Gain on disposal of a subsidiary	-	(11)
Provision for warranties	3	4
Share-based payments expenses	87	55
Cash from operating profit before working capital changes	2,671	3,378
Changes in working capital	(3,535)	(8,646)
Cash generated from operations	(864)	(5,268)
Income tax paid	(82)	(51)
Net cash outflow from operating activities	(946)	(5,319)
Investing Activities		
Dividend paid to selling shareholders of a subsidiary	-	(1,438)
Purchase of intangible assets	(11)	(94)
Purchase of property, plant and equipment	(134)	(232)
Proceeds from disposal of property, plant and equipment	3	3
Proceeds from disposal of subsidiary	-	(13)
Interest received	29	55
Bank deposit pledged	-	22
Net cash outflow from investing activities	(113)	(1,697)
Financing Activities		
Balances with related corporations (non-trade)	336	372
Interest paid	(223)	(164)
Proceeds from issue of shares under Pre-IPO Share Option Scheme	-	51
Proceeds from bank loans	3,470	1,073
Repayment of short term bank loans	(1,238)	(2,600)
Net cash inflow/(outflow) from financing activities	2,345	(1,268)
Net decrease in cash and cash equivalents	1,287	(8,284)
Cash and cash equivalents at beginning of period	37,986	48,884
Effect of exchange rate changes on balances held in foreign currency	12	31
Cash and cash equivalents at end of period	39,285	40,631

Cash flows from operating activities

Lower net cash outflow in 1Q2015 as compared to the corresponding period last year was mainly due to lower negative change in working capital in the current period. Lower negative change in working capital was from higher payables, lower work-in-progress and lower receivables offset by higher inventories.

# Cash flows from investing activities

Higher net cash outflow in 1Q2014 was mainly due to dividend paid to selling shareholders of a subsidiary.

## Cash flow from financing activities

Net cash inflow in 1Q2015 compared to outflow in 1Q2014 was mainly due to higher net proceeds from bank borrowings.



# 1(d)(i) STATEMENT OF CHANGES IN EQUITY FOR THE 1<sup>ST</sup> QUARTER ENDED 31 MARCH 2015

	Share	Accumulated	Other	Total attributable to equity holders of the	Non controlling	Total
In S\$'000	capital	profits	reserves	Company	interests	equity
GROUP						
At 1 January 2014	21,893	38,638	8,928	69,459	255	69,714
Total comprehensive income for the period	-	1,621	958	2,579	(63)	2,516
Issue of 243,000 ordinary shares at exercise price of \$0.2079 per share under share option scheme	51	-	-	51	-	51
Share options exercised	11	-	(11)	-	-	-
Share-based payments expenses	-	-	55	55	-	55
At 31 March 2014	21,955	40,259	9,930	72,144	192	72,336
At 1 January 2015	21,987	40,775	9,346	72,108	169	72,277
Total comprehensive income for the period	21,507	769	390	1,159	(94)	1,065
Share-based payments expenses	_	103	87	87	(34)	87
At 31 March 2015	21,987	41,544	9,823	73,354	75	73,429
COMPANY						
At 1 January 2014	21,893	16,548	13,404	51,845	-	51,845
Total comprehensive income for the period	-	702	-	702	-	702
Issue of 243,000 ordinary shares at exercise price of \$0.2079 per share under share option scheme	51	-	-	51	-	51
Share options exercised	11	-	(11)	-	-	-
Share-based payments to employees of Company's subsidiaries	-	-	14	14	-	14
Share-based payments expenses	-	-	41	41	-	41
At 31 March 2014	21,955	17,250	13,448	52,653	-	52,653
At 1 January 2015	21,987	12,913	13,512	48,412	-	48,412
Total comprehensive income for the period	-	923	-	923	-	923
Share-based payments to employees of Company's subsidiaries	-	-	60	60	-	60
Share-based payments expenses	-	-	27	27	-	27
At 31 March 2015	21,987	13,836	13,599	49,422	_	49,422



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#### 1(d)(ii) CHANGES IN COMPANY'S SHARE CAPITAL

#### A) Share Capital

As at 31 March 2015, the share capital of the Company amounted to \$21.987 million comprising 454,421,498 issued ordinary shares excluding treasury shares. (31 March 2014: 454,236,461 ordinary shares excluding treasury shares; 31 December 2014: 454,421,498 ordinary shares excluding treasury shares).

During the first quarter ended 31 March 2015, there was no issuance of new ordinary shares.

#### **B)** Employee Share Options

The TeleChoice Pre-IPO Share Option Scheme had expired on 6 May 2014. As at 31 March 2015, there were no unexercised options (31 March 2014: 125,000).

#### C) Restricted Share Plan ("RSP") and Performance Share Plan ("PSP")

As at 31 March 2015, the number of outstanding shares granted under the Company's RSP and PSP were 4,861,000 (31 March 2014: 4,469,837) and 1,923,570 (31 March 2014: 1,950,250) respectively.

#### **D) Treasury Shares**

During the quarter, the Company did not purchase any of its ordinary shares from the market. As at 31 March 2015, there were 1,002 (31 March 2014: 61,039) treasury shares representing approximately 0.0002% of the total issued share capital of the Company.

#### 2. <u>AUDIT</u>

The results have not been audited nor reviewed by auditor.

### 3. AUDITORS' REPORT

Not applicable.

#### 4. ACCOUNTING POLICIES

The Group has applied the same accounting policies and method of computation in the preparation of the current period financial statements compared to those used in the annual report for the financial year ended 31 December 2014.

In the current financial year, the Group and the Company have adopted all the new and revised Financial Reporting Standards (FRSs) and Interpretations of FRSs (INT FRSs) that are relevant to its operations and effective for annual periods beginning on 1 January 2015. The adoption of these new/revised FRSs and INT FRSs does not result in substantial changes to the Group's and the Company's accounting policies and had no material effect on the amounts reported for the current or prior periods.

#### 5. CHANGES IN ACCOUNTING POLICIES

Not applicable.



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# 6. EARNINGS PER ORDINARY SHARE (EPS)

Group	1Q2015	1Q2014	FY2014
Basic	0.17	0.36	2.06
Diluted	0.17	0.36	2.06

# 7. <u>NET ASSET VALUE</u>

	GROUP		COMPANY	
	31/03/2015	31/12/2014	31/03/2015	31/12/2014
Net assets value per ordinary share based on issued share capital at the end of the financial period/year (in cents):	16.14	15.87	10.88	10.65

# 8. REVIEW OF GROUP PERFORMANCE

# A) Revenue

			Gro	wth
S\$M	1Q2015	1Q2014	\$	%
Personal Communications Solutions Services ("PCS")	95.1	95.4	(0.3)	0%
Info-Communications Technology Services ("ICT")	20.1	18.5	1.6	9%
Network Engineering Services ("Engineering")	11.1	10.7	0.4	4%
Total	126.3	124.6	1.7	1%

- **PCS** Revenue decreased by \$0.3M in 1Q2015 mainly due to lower channel sales. This was mitigated by higher prepaid sales with the appointment as the new master distributor.
- ICT Revenue increased by \$1.6M in 1Q2015 mainly due to higher software sales. There was however lesser projects completed in 1Q2015.
- **Engineering** Revenue increased by \$0.4M in 1Q2015 from higher Radio Network Planning projects and power supply product sales in Indonesia.



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# B) PBT

			Growth	
S\$M	1Q2015	1Q2014	\$	%
PCS	2.2	2.1	0.1	5%
ICT	(1.1)	(0.5)	(0.6)	(120%)
Engineering	0.6	0.7	(0.1)	(14%)
Operating PBT	1.7	2.3	(0.6)	(26%)
Loss on disposal of a joint venture	(0.4)	-	(0.4)	(100%)
Group PBT	1.3	2.3	(1.0)	(43%)

- **PCS** PBT increased marginally by \$0.1M in 1Q2015 mainly due to higher profit contribution from Singapore operations.
- ICT Losses increased by \$0.6M in 1Q2015 compared to 1Q2014 mainly due to lower gross profits. Excluding the amortisation of intangible assets arising from the acquisitions and interest accretion, operating loss for 1Q2015 and 1Q2014 were at \$0.8M and \$0.1M respectively.
- Engineering PBT decreased by \$0.1M in 1Q2015 with lower profit contribution from Indonesia and higher losses in Malaysia.
- Loss on disposal of a joint venture is related to disposal of a foreign joint venture. The loss arose from reclassification of exchange reserve to income statement.

### 9. VARIANCE FROM PROSPECT STATEMENT

There are no material variances between the prospect statement set out in the FY2014 announcement dated 27 February 2015 and the actual results for 1Q2015.

### 10. PROSPECTS

Based on the current outlook and barring any unforeseen circumstances, the Group expects 2Q2015 to be better than 1Q2015 with the full year's operating performance not to be worse off than the operating performance of 2014.

This release may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from other companies and venues for the sale/distribution of goods and services, shifts in customer demands, customers and partners, changes in operating expenses, including employee wages, benefits and training, and governmental and public policy changes. You are cautioned not to place undue reliance on these forward looking statements, which are based on current view of management on future events.

### 11. <u>DIVIDEND</u>

(a) Any dividend declared for the current financial period reported on? No

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

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



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# (c) Date payable

Not applicable.

#### (d) Books closure date

Not applicable.

**12.** If no dividend has been declared/recommended, a statement to that effect. Not applicable.

### 13. Interested Person Transactions - DISCLOSURE PURSUANT TO RULE 920(1)(a)(ii)

	Aggregate value of all interested person transactions conducted under a shareholders mandate pursuant to Rule 920 of the SGX Listing Manual1Q20151Q2014		
In S\$M			
<u>Transactions for the sales of goods and services</u> Temasek Holdings (Private) Limited and its Associates	54.0	48.1	
Transactions for the purchases of goods and services Temasek Holdings (Private) Limited and its Associates	43.1	17.2	
Total Interested Person Transactions	97.1	65.3	

There were no interested person transactions during the period under review (excluding transactions less than \$100,000 and transactions conducted under a shareholders' mandate pursuant to Rule 920 of the SGX-ST Listing Manual).

#### 14. Statement pursuant to Rule 705(5) of the SGX Listing Manual

The Directors confirm that, to the best of their knowledge, nothing has come to the attention of the Board of Directors which may render the above unaudited financial statements for the first quarter ended 31 March 2015 to be false or misleading in any material aspect.

### BY ORDER OF THE BOARD

#### Lim Shuh Moh Vincent President

Date: 14 May 2015