

## THIRD QUARTER RESULTS \* FINANCIAL STATEMENT AND RELATED ANNOUNCEMENT

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\* Asterisks denote mandatory information

<b>Name of Announcer *</b>	KOH BROTHERS GROUP LIMITED
<b>Company Registration No.</b>	199400775D
<b>Announcement submitted on behalf of</b>	KOH BROTHERS GROUP LIMITED
<b>Announcement is submitted with respect to *</b>	KOH BROTHERS GROUP LIMITED
<b>Announcement is submitted by *</b>	KOH KENG SIANG
<b>Designation *</b>	MANAGING DIRECTOR & GROUP CEO
<b>Date &amp; Time of Broadcast</b>	13-Nov-2013 18:28:29
<b>Announcement No.</b>	00144

### >> ANNOUNCEMENT DETAILS

The details of the announcement start here ...

<b>For the Financial Period Ended *</b>	30-09-2013
<b>Description</b>	PLEASE SEE ATTACHED.
<b>Attachments</b>	 <a href="#">Announcement.pdf</a>  <a href="#">Press Release.pdf</a> Total size =272K (2048K size limit recommended)



KOH BROTHERS GROUP LIMITED  
(Company Registration No. 199400775D)

Unaudited Third Quarter and 9 Months Financial Statement And Dividend Announcement for the Period Ended 30 September 2013

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

1(a) CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	Notes	GROUP					
		3 months ended		Change %	9 months ended		Change %
		30/09/2013 S\$'000	30/09/2012 S\$'000		30/09/2013 S\$'000	30/09/2012 S\$'000	
Sales	1	91,754	73,944	24%	282,348	183,485	54%
Cost of sales		(78,703)	(60,330)	30%	(242,603)	(148,852)	63%
Gross profit		13,051	13,614	-4%	39,745	34,633	15%
Other gains - net	2	98	3,956	-98%	1,302	4,847	-73%
Expenses							
- Distribution		421	(3,035)	-114%	(2,858)	(5,141)	-44%
- Administrative		(4,776)	(4,758)	N.M.	(17,271)	(15,490)	11%
- Other		(485)	(566)	-14%	(886)	(947)	-6%
- Finance		(602)	(633)	-5%	(1,719)	(2,010)	-14%
Share of profit from associated companies		116	53	119%	86	205	-58%
Profit before income tax	3	7,823	8,631	-9%	18,399	16,097	14%
Income tax expense	4	(920)	(875)	5%	(2,956)	(2,536)	17%
Profit after income tax		6,903	7,756	-11%	15,443	13,561	14%
Other comprehensive income, net of tax:							
Exchange differences on translating foreign operations		(195)	21	-1029%	(185)	(185)	N.M.
Total comprehensive income		6,708	7,777	-14%	15,258	13,376	14%
Profit attributable to:							
Equity holders of the Company		6,896	7,366	-6%	15,003	13,176	14%
Non-controlling interests		7	390	-98%	440	385	-14%
		6,903	7,756	-11%	15,443	13,561	14%
Total comprehensive income attributable to:							
Equity holders of the Company		7,070	7,376	-4%	15,300	12,974	18%
Non-controlling interests		(362)	401	-190%	(42)	402	-110%
		6,708	7,777	-14%	15,258	13,376	14%

N.M. - Not meaningful

**Notes to the Consolidated Statement of Comprehensive Income**

**Note 1**

Sales include the following :

Sales of products  
Services rendered  
Property development and rental  
Contract revenue

**Note 2**

Other gains include the following :

Rental income  
Profit on disposal of property, plant and equipment  
Write-back of provision on disposal of subsidiaries  
Fair value gain/(loss) on long-term financial assets and financial liabilities  
Fair value (loss)/gain on financial assets through profit or loss  
Interest income  
Others

**Note 3**

Profit before income tax is stated after charging/(crediting) the following items:

Write-back of allowance for impairment on trade and non-trade receivables  
Allowance for inventory obsolescence  
Depreciation of property, plant and equipment  
Property, plant and equipment written off  
Net foreign exchange loss

**Note 4**

Income tax includes the following :

Current income tax  
- in respect of current period  
- (over)/under provision in respect of prior period  
Deferred income tax  
- in respect of current period  
- under provision in respect of prior period

GROUP			
3 months ended		9 months ended	
30/09/2013 S\$'000	30/09/2012 S\$'000	30/09/2013 S\$'000	30/09/2012 S\$'000
32,528	27,752	89,743	74,107
2,685	1,170	5,677	3,274
25,803	27,463	98,847	43,260
30,738	17,559	88,081	62,844
91,754	73,944	282,348	183,485
221	46	500	71
59	22	160	346
-	3,469	-	3,469
340	17	286	(236)
(1)	1	(9)	384
36	-	58	428
(557)	401	307	385
98	3,956	1,302	4,847
(865)	(363)	(1,603)	(526)
557	7	571	29
1,040	884	3,086	2,882
-	19	1	43
301	93	324	52
547	865	1,705	2,305
(19)	162	97	165
392	(152)	1,080	56
-	-	74	10
920	875	2,956	2,536

The Group's taxation charge for the 9 months period is lower than that determined by applying the Singapore income tax rate of 17% to the Group's profit before income tax mainly due to utilisation of tax incentives.

1(b)(i) BALANCE SHEETS

	GROUP		COMPANY	
	30/09/2013 S\$'000	31/12/2012 S\$'000	30/09/2013 S\$'000	31/12/2012 S\$'000
<b>ASSETS</b>				
<b>CURRENT ASSETS</b>				
Cash and bank balances	33,398	53,981	361	863
Financial assets at fair value through profit or loss	169	176	2,298	-
Trade receivables	66,583	59,905	-	-
Due from customers on construction contracts	14,410	7,047	-	-
Amounts due from subsidiaries (non-trade)	-	-	5,453	6,863
Amounts due from an associated company	17	7	-	-
Inventories	12,922	12,526	-	-
Other assets	17,867	14,420	7	-
Development properties	251,833	268,098	-	-
	<b>397,199</b>	<b>416,160</b>	<b>8,119</b>	<b>7,726</b>
<b>NON-CURRENT ASSETS</b>				
Amount due from subsidiaries (non-trade)	-	-	2,405	2,405
Trade receivables	3,600	10,396	-	-
Associated companies	2,295	800	-	-
Subsidiaries	-	-	90,543	84,469
Investment properties	206,547	204,161	-	-
Property, plant and equipment	84,171	60,019	-	-
Intangible asset	6,857	-	-	-
	<b>303,470</b>	<b>275,376</b>	<b>92,948</b>	<b>86,874</b>
<b>TOTAL ASSETS</b>	<b>700,669</b>	<b>691,536</b>	<b>101,067</b>	<b>94,600</b>
<b>LIABILITIES</b>				
<b>CURRENT LIABILITIES</b>				
Trade payables	56,876	56,365	-	-
Other liabilities	42,604	39,298	492	622
Due to customers on construction contracts	50,654	34,619	-	-
Amounts due to subsidiaries (non-trade)	-	-	2,998	2,819
Amounts due to an associated company (trade)	668	1,005	-	-
Current income tax liabilities	3,500	5,678	-	-
Short-term borrowings	55,814	49,808	-	-
	<b>210,116</b>	<b>186,773</b>	<b>3,490</b>	<b>3,441</b>
<b>NON-CURRENT LIABILITIES</b>				
Amounts due to subsidiaries (non-trade)	-	-	9,464	9,339
Trade payables	1,005	3,956	-	-
Finance lease	3,423	497	-	-
Bank borrowings	252,983	287,138	-	-
Other liabilities	775	-	39	105
Deferred taxation	8,612	7,396	-	-
	<b>266,798</b>	<b>298,987</b>	<b>9,503</b>	<b>9,444</b>
<b>TOTAL LIABILITIES</b>	<b>476,914</b>	<b>485,760</b>	<b>12,993</b>	<b>12,885</b>
<b>NET ASSETS</b>	<b>223,755</b>	<b>205,776</b>	<b>88,074</b>	<b>81,715</b>
<b>EQUITY</b>				
Capital and reserves attributable to equity holders of the Company				
Share capital	45,320	45,320	45,320	45,320
Treasury shares	(3,459)	(854)	(3,459)	(854)
Capital and other reserves	(1,604)	1,411	-	-
Retained profits	178,591	165,196	46,213	37,249
Currency translation reserve	(5,755)	(6,052)	-	-
	<b>213,093</b>	<b>205,021</b>	<b>88,074</b>	<b>81,715</b>
Non-controlling interests	10,662	755	-	-
<b>Total equity</b>	<b>223,755</b>	<b>205,776</b>	<b>88,074</b>	<b>81,715</b>

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

	As at 30/09/2013		As at 31/12/2012	
	Secured	Unsecured	Secured	Unsecured
	S\$'000	S\$'000	S\$'000	S\$'000
Amount repayable in one year or less, or on demand	41,144	14,670	48,721	1,087
Amount repayable after one year	255,477	929	286,901	734

Details of any collateral

The Group's secured borrowings are secured by the Group's properties, plant and machinery, motor vehicles, fixed deposit, personal guarantee and a property owned by an ex-director.

## 1(c) CONSOLIDATED CASH FLOW STATEMENT

	9 months ended	
	30/09/2013 S\$'000	30/09/2012 S\$'000
<b><u>CASH FLOWS FROM OPERATING ACTIVITIES</u></b>		
Total profit	15,443	13,561
Adjustments for non-cash items :		
Income tax	2,956	2,536
Depreciation of property, plant and equipment	3,086	2,882
Property, plant and equipment written off	1	43
Gain on disposal of property held for sale	-	(20)
Gain on disposal of property, plant and equipment	(160)	(346)
Fair value (gain)/loss on long-term financial asset and financial liabilities	(286)	236
Fair value loss/(gain) on financial assets at fair value through profit or loss	9	(384)
Dividend income	(4)	(2)
Share of profit from associated companies	(86)	(205)
Interest expense	1,719	2,010
Interest income	(58)	(428)
Unrealised foreign exchange (gain)/loss	(31)	363
Operating profit before working capital changes	22,589	20,246
Working capital changes :		
- Receivables	776	(6,260)
- Inventories	(93)	(4,274)
- Due from/ to customers on construction contracts	7,304	4,802
- Development properties	19,113	(112,774)
- Properties held for sale	-	33
- Payables	(14,699)	1,917
Cash generated from/(used in) operations	34,990	(96,310)
Income tax paid	(4,310)	(3,535)
Interest paid	(5,731)	(4,995)
Net cash generated from/(used in) operating activities	24,949	(104,840)
<b><u>CASH FLOWS FROM INVESTING ACTIVITIES</u></b>		
Acquisition of a subsidiary, net of cash acquired	11,845	-
Purchase of property, plant and equipment	(20,213)	(2,876)
Proceeds from disposal of property, plant and equipment	251	400
Proceeds from disposal of financial assets at fair value through profit or loss	-	896
Additions to investment properties	(2,386)	-
Dividend received	4	-
Interest received	58	428
Net cash used in investing activities	(10,441)	(1,152)
<b><u>CASH FLOWS FROM FINANCING ACTIVITIES</u></b>		
Proceeds from bank borrowings	16,288	137,397
Repayment of finance lease	(1,959)	(3,412)
Repayment of bank borrowings	(47,656)	(16,731)
Deposit pledge	(842)	-
Purchase of treasury shares	(2,605)	(1,107)
Payment of dividend	(1,608)	(1,633)
Dividend paid to minority shareholders	(326)	-
Net cash (used in)/generated from financing activities	(38,708)	114,514
NET CHANGE IN CASH AND CASH EQUIVALENTS	(24,200)	8,522
CASH AND CASH EQUIVALENTS AT BEGINNING OF FINANCIAL PERIOD	53,781	50,321
EFFECTS OF CURRENCY TRANSLATION ON CASH AND CASH EQUIVALENTS	253	(409)
CASH AND CASH EQUIVALENTS AT END OF FINANCIAL PERIOD	29,834	58,434
Represented by :		
CASH AND CASH EQUIVALENTS		
Cash and bank balances	33,398	58,972
Restricted cash	(2,478)	(200)
Bank overdrafts	(1,086)	(338)
	29,834	58,434

1(d)(i) STATEMENT OF CHANGES IN EQUITY FOR THE GROUP AND THE COMPANY

	Attributable to equity holders of the Group					NON-CONTROLLING INTEREST	TOTAL EQUITY	
	Share Capital	Treasury Shares	Capital and Other Reserves	Retained Profits	Currency Translation Reserve			TOTAL
<b>GROUP (\$S'000)</b>								
Balance as at 01/01/2013	45,320	(854)	1,411	165,196	(6,052)	205,021	755	205,776
Total comprehensive income for the period	-	-	-	15,003	297	15,300	(42)	15,258
Acquisition of a subsidiary	-	-	(3,015)	-	-	(3,015)	10,275	7,260
Purchase of treasury shares	-	(2,605)	-	-	-	(2,605)	-	(2,605)
Dividend paid	-	-	-	(1,608)	-	(1,608)	(326)	(1,934)
Balance as at 30/09/2013	45,320	(3,459)	(1,604)	178,591	(5,755)	213,093	10,662	223,755
Balance as at 01/01/2012, as previously reported	47,966	(2,287)	1,411	139,629	(5,885)	180,834	1,792	182,626
Effect of adopting Amendments to FRS 12	-	-	-	7,550	-	7,550	-	7,550
Balance as at 01/01/2012, as restated	47,966	(2,287)	1,411	147,179	(5,885)	188,384	1,792	190,176
Total comprehensive income for the period	-	-	-	13,176	(202)	12,974	402	13,376
Cancellation of shares held in treasury	(2,646)	2,646	-	-	-	-	-	-
Purchase of treasury shares	-	(1,107)	-	-	-	(1,107)	-	(1,107)
Dividend paid	-	-	-	(1,633)	-	(1,633)	-	(1,633)
Balance as at 30/09/2012	45,320	(748)	1,411	158,722	(6,087)	198,618	2,194	200,812

	Attributable to equity holders of the Company			
	Share Capital	Treasury Shares	Retained Profits	TOTAL
<b>COMPANY (\$S'000)</b>				
Balance as at 01/01/2013	45,320	(854)	37,249	81,715
Total comprehensive income for the period	-	-	10,572	10,572
Purchase of treasury shares	-	(2,605)	-	(2,605)
Dividend paid	-	-	(1,608)	(1,608)
Balance as at 30/09/2013	45,320	(3,459)	46,213	88,074
Balance as at 01/01/2012	47,966	(2,287)	30,272	75,951
Total comprehensive income for the period	-	-	686	686
Cancellation of shares held in treasury	(2,646)	2,646	-	-
Purchase of treasury shares	-	(1,107)	-	(1,107)
Dividend paid	-	-	(1,633)	(1,633)
Balance as at 30/09/2012	45,320	(748)	29,325	73,897

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.

	No. of shares	
	30/09/2013	31/12/2012
<b>Total number of issued shares</b>		
Beginning of financial period	466,475,400	479,613,400
Less: Cancellation of shares held in treasury	-	(13,138,000)
End of financial period	466,475,400	466,475,400

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

No. of shares	
30/09/2013	31/12/2012
453,864,400	462,320,400

Total number of issued shares excluding treasury shares

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

No. of shares
9 months ended
30/09/2013
4,155,000
8,456,000
12,611,000

Beginning of financial period

Purchase of treasury shares

End of financial period

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

The figures have neither been audited nor 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.

The Group has applied the same accounting policies and methods of computation in the financial statements for the current financial period as those of the audited financial statements for the financial year ended 31 December 2012. The adoption of the new/revised Financial Reporting Standards ("FRS") and Interpretations of FRS ("INT FRS") that are effective for financial periods beginning on or after 1 January 2013 has no significant impact to the Group.

- 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.

Please refer to paragraph 4.

- 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.

Earnings per ordinary share for the period after deducting any provision for preference dividends:

GROUP			
3 months ended		9 months ended	
30/09/2013 (cents)	30/09/2012 (cents)	30/09/2013 (cents)	30/09/2012 (cents)
1.50	1.58	3.27	2.83
1.50	1.58	3.27	2.83

(i) Basic

(ii) On a fully diluted basis

Note:

Basic earnings per share is calculated by dividing profit attributable to equity holders of the Company over the weighted average number of ordinary shares in issue during the current financial period of 458,743,228 ordinary shares (30 September 2012: 466,454,603 ordinary shares).

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

GROUP		COMPANY	
30/9/2013 (cents)	31/12/2012 (cents)	30/09/2013 (cents)	31/12/2012 (cents)
46.95	44.35	19.41	17.67

Net asset value backing per ordinary share based on existing issued share capital (excluding treasury shares) as at the end of the period reported on

Note:

The net asset value per share is calculated based on the issued share capital excluding treasury shares of 453,864,400 ordinary shares as at 30 September 2013 (31 December 2012: 462,320,400 ordinary shares).

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, including (where applicable) seasonal or cyclical factors. It must also discuss any material factors that affected the cash flows, working capital, assets or liabilities of the Group during the current financial period reported on.

#### Review of Group performance

For the 3-month period ended 30 September 2013 ("3Q 2013"), sales amounted to S\$91.8 million, an increase of 24% from the previous corresponding period in 30 September 2012 ("3Q 2012"). The increase was primarily resulted from higher revenue from the construction and building material division. However, gross profit fell by 4 % due to reduction in profit margins.

Other gains decreased by 98% to S\$0.098 million in 3Q 2013. There was a write-back of provision on disposal of subsidiaries of S\$3.5 million a year ago. There was a credit in distribution expenses of S\$0.4 million in 3Q 2013 because of a write-back of allowance made for impairment on trade receivables. The Group's profit before tax decreased by 9% in 3Q 2013 to S\$7.8 million compared to S\$8.6 million in 3Q 2012 primarily due to lower profit contributed by the real estate division. The Group's net profit attributable to shareholders also decreased by 6% to S\$6.9 million in 3Q 2013 from S\$7.4 million in 3Q 2012.

Sales for the third quarter ended 30 September 2013 ("Q3 2013") was S\$282.3 million, an increase of 54% when compared to S\$183.5 million for the corresponding period ended 30 September 2012 ("Q3 2012"). The increase was generally across all divisions. In line with the increase in sales, gross profit improved by 15% to S\$39.7 million in Q3 2013.

Other gains decreased by 73% to S\$1.3 million in Q3 2013 mainly due to a write-back of provision on disposal of subsidiaries of S\$3.5 million a year ago. Distribution expenses decreased by 44% to S\$2.9 million in Q3 2013 primarily resulting from a reduction in sales and marketing costs incurred for residential property projects and write-back of allowance made for impairment on trade receivables.

The Group's profit before tax increased by 14% to S\$18.4 million from S\$16.1 million a year ago. The Group's profit attributable to shareholders also improved by 14% from S\$13.2 million in Q3 2012 to S\$15.0 million in Q3 2013.

Earnings per share improved to 3.27 cents in Q3 2013 compared to 2.83 cents in Q3 2012.

#### Review of changes in working capital, assets and liabilities

The main movements in assets and liabilities are as follows:

- 1) Decrease in cash and cash equivalent was mainly due to purchase of property, plant and equipment and repayment of bank borrowings.
- 2) Decrease in development properties was mainly due to recognition of progress payments received.
- 3) Increase in property, plant and equipment was mainly due to the purchase of properties.
- 4) Goodwill arise from the acquisition of a subsidiary.
- 5) The net increase in amount due to/from customers on construction contracts was mainly due to progress billings in excess of construction work-in-progress.
- 6) Decrease in bank borrowings was mainly due to repayments of loans by the real estate division.

#### Review of changes in cashflow

The Group reported a net decrease in cash and cash equivalents mainly due to purchase of property, plant and equipment and repayment of bank borrowings offset by net cash generated from operating activities and net cash inflow from the acquisition of a subsidiary.

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

There was no third quarter forecast or prospect statement disclosed previously.

10 A commentary at the date of the announcement of the significant trends and competitive conditions of the industry in which the Group operates and any known factors or events that may affect the Group in the next reporting period and the next 12 months.

According to advance estimates by the Ministry of Trade and Industry for the third quarter of 2013, the construction sector grew by 3.6% on a year-on-year basis compared to 6.9% in the previous quarter. We are cautiously optimistic of the construction sector and expect the level of construction activity to be sustained. However, the construction sector remains challenging on the back of a competitive environment and difficulty in recruiting workers.

Various property cooling measures by the government, in particular the total debt servicing rules have affected the residential property market. Although the measures may have impacted demand and prices, we believe that the property market will remain stable.



11 **Dividend**

(a) **Current Financial Period Reported On: 30 September 2013**

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

(ii) Any dividend recommended 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

(c) **Date payable**

Not applicable.

(d) **Books closure date**

Not applicable.

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

No dividend has been declared or recommended for the period ended 30 September 2013.

**PART II - ADDITIONAL INFORMATION REQUIRED FOR QUARTERLY ANNOUNCEMENT**

13 **Interested Person Transaction**

There was no interested person transaction more than S\$100,000 during the period under review.

14 **Comparatives**

Where necessary, comparative figures have been adjusted to conform with changes in presentation for the current financial period.

**CONFIRMATION BY THE BOARD PURSUANT TO RULE 705(5) OF THE LISTING MANUAL**

On behalf of the Board of Directors of the Company, we, the undersigned, hereby confirm to the best of our knowledge that nothing has come to the attention of the Board of Directors of the Company which may render the financial results for the third quarter ended 30 September 2013 to be false or misleading.

**ON BEHALF OF THE BOARD**

Koh Keng Siang  
Managing Director & Group CEO

Koh Keng Hiong  
Executive Director

13 November 2013  
Singapore



## NEWS RELEASE

### **KOH BROTHERS' NET PROFIT RISES 14% TO S\$15.0 MILLION IN 9M2013**

- *Achieves higher sales across all divisions: Construction and Building Materials, Real Estate, and Leisure and Hospitality;*
- *Gross profit up 15% to S\$39.7 million;*
- *Earnings per share rises to 3.27 Singapore cents.*

**Singapore, November 13, 2013 – Koh Brothers Group Limited** (“Koh Brothers” or the “Group”), a well-established construction, property development and specialist engineering solutions provider, announced today that its net profit for the nine months ended September 30, 2013 (“9M2013”) jumped 14% to S\$15.0 million from S\$13.2 million in the previous corresponding period (“9M2012”).

With all the business divisions achieving higher sales in 9M2013, the Group’s turnover surged 54.0% to S\$282.3 million from S\$183.5 million in 9M2012. Hence, gross profit also improved by 15.0% to S\$39.7 million in 9M2013. Gross profit margin for the period was 14.1%.

Earnings per share for 9M2013 increased to 3.27 Singapore cents, from 2.83 Singapore cents in the previous corresponding period. Net asset value per share as at September 2013, was 46.95 cents, compared to 44.35 Singapore cents as at December 31, 2012.

Mr. Francis Koh, Managing Director and Group CEO of Koh Brothers, commented: “I am pleased that Koh Brothers has delivered another nine months of strong growth. Koh Brothers continually takes strategic steps to be well-positioned for future demands and our recent opening of our first precast plant in Iskandar, Malaysia, to

cater to demand from ramp-up in public housing supply in Singapore and development of Iskandar Malaysia attests to this. Koh Brothers will continue to seek suitable opportunities to develop industrial and residential property as we progress forward into the fourth quarter.”

For the three months ended September 30, 2013 (“3Q2013”), the Group recorded a net profit of S\$6.9 million. In comparison, the Group achieved a net profit of S\$7.4 million in the previous corresponding period, (“3Q2012”).

In 3Q2013, revenue grew 24% to S\$91.8 million from S\$73.9 million, mainly due to an increase in sales from the construction and building material division. However with the higher cost of sales in 3Q2013 of S\$78.7 million, gross profit amounted to S\$13.1 million, marginally lower than S\$13.6 million achieved in 3Q2012. Gross profit margin for 3Q2013 was 14.2%.

## **Outlook**

According to the Urban Redevelopment Authority<sup>1</sup> (“URA”), developers sold 2,430 private residential units in 3rd Quarter 2013, significantly fewer than the 4,538 units sold in 2nd Quarter 2013.

Mr. Koh commented, “Various cooling measures by the government, in particular the total debt servicing rules have affected the residential property market. Although the measures may have impacted demand and prices, there are opportunities catering to the mass market, for example the development of executive condominiums.”

In the construction sector, over 200,000 public, private homes are expected to be completed by 2016<sup>2</sup>. From 2017, in order to bid for public housing, school and hospital projects, construction firms will need to be certified green and gracious<sup>3</sup> by the Building and Construction Authority (“BCA”).

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<sup>1</sup> <http://www.ura.gov.sg/uol/media-room/news/2013/oct/pr13-65.aspx>

<sup>2</sup> ‘Over 200,000 public, private homes to be completed by 2016’, Today, Oct 26

<sup>3</sup> ‘Only green builders to get big govt jobs from 2017’, Straits Times, Oct 29

“I am pleased that Koh Brothers, having built and supported Singapore’s infrastructure for over 45 years, has won the Green and Gracious Builder Award in 2012 and in 2010. Koh Brothers constantly adopts stringent and green practices in construction techniques and processes. Together with our precast capabilities, Koh Brothers is poised to meet the construction demands arising from the ramp-up in housing and other building projects,” concluded Mr. Koh.

### **About Koh Brothers Group Limited**

Listed on SGX Mainboard in August 1994, Koh Brothers Group is a well-established construction, property development and specialist engineering solutions provider, which was started as a sole proprietorship in 1966 by Mr Koh Tiat Meng. Today, the Group has more than 40 subsidiaries, joint venture companies and associated companies spread over Singapore, PRC, Indonesia, and Malaysia.

Over the years, the Group has undertaken numerous construction and infrastructure projects with its A1 grading by the Building and Construction Authority (“BCA”). It is currently the highest grade for contractors’ registration in this category, and allows the Group to tender for public sector construction projects of unlimited value. In addition, the Group has developed a name for itself as a niche real estate developer, with an established reputation for quality and innovation.

Koh Brothers Group’s diversified businesses present them with multiple revenue streams from three core areas:

- Construction and Building Materials;
- Real Estate; and
- Leisure & Hospitality.

More recently, in February 2013, the Group also broadened its reach into the environmental engineering sector, with a strategic acquisition of 41% stake in SGX Catalyst-listed Metax Engineering Corporation Ltd (“Metax”).

Through its majority stake in Metax, the Group is able to offer EPC services for water and wastewater treatment and hydroengineering projects. With over 35 years of EPC experience, Metax has been involved in many public and private sector projects in Singapore, Indonesia, Malaysia, Thailand, the Philippines and India. In 2008, Metax extended their EPC business into the palm oil refining industry with the acquisition of WS Bioengineering Pte. Ltd. ("WS Bio"), whose principal business is the engineering and construction of biofuel and palm oil refining facilities.

### **Construction and Building Materials**

This division leads in providing a complete and diverse range of infrastructure project management, products, services and solutions for the construction industry.

One of its major projects is the iconic Marina Barrage which was successfully completed in October 2008. In November 2010, the Group announced it was awarded PUB's Geylang River Makeover Project worth S\$37.8 million. In November 2012, Koh Brothers secured a S\$30.9 million contract from Changi Airport Group for a proposed retention pond at Changi Airport. In April 2012, Koh Brothers, through a joint venture, was awarded a S\$54.6 million contract by national water agency, PUB, for the construction of a used water lift station at PUB's Jurong Water Reclamation Plant.

More recently in February 2013, Koh Brother secured a S\$99.8 million contract from the PUB, Singapore's national water agency to carry out improvement works to the existing trapezoidal canal and crossings at the Bukit Timah First Diversion Canal (Bukit Timah Road to Holland Green). Other Ongoing projects include the construction of Parc Olympia, Downtown Line 1 Bugis Station, makeover of Geylang River and Lincoln Suites – a luxurious condominium project at Khiang Guan Avenue, off Newton Road, in District 11.

Recently completed projects include Punggol Waterway Parts One and Two, the Common Service Tunnel at the Business Financial Centre, and public housing at Choa Chu Kang.

The Building Materials division provides total ready-mix concrete solutions to the construction industry. The supply chain includes cement, ready-mix concrete, equipment rental and various types of products such as pre-cast elements and interlocking concrete blocks.

## **Real Estate**

The Group's Real Estate division provides quality property developments with specialised themes at choice locations. Koh Brothers Development Pte Ltd ("KBD"), established in 1993, a wholly-owned subsidiary of Koh Brothers Group, is our flagship company for the Group's Real Estate division.

KBD is noted for its 'lifestyle-and-theme' developments. For example, its Starville project was the first to introduce a star-gazing observatory, complete with an astronomy theme. Launched in June 2003, this project is a joint venture between KBD and AIG Lengkong Investment Limited, a member of American International Group Inc. Earlier projects include The Montana, in which KBD became the first developer to introduce state-of-the-art home automation features, broadband cable and an infinity pool. The Montana, launched in November 1999, is a 108-unit luxury freehold apartment located off River Valley Road. In October 2006, it also launched its four-units-only luxurious, freehold bungalow project, "Bungalows @ Caldecott", uniquely designed with a number of firsts in Singapore such as bathrooms studded with Swarovski wall crystals, Avant-Garde sanitary fittings incorporating luxury brand names like Visentin, and a specially-designed Water Conservation System. In April 2006, it announced the acquisition of Hilton Tower, located in the prime freehold Leonie Hill area, for S\$79.2 million together with Heeton Land Pte Ltd. It is now the site for the premium condominium, The Lumos.

In June 2007, Koh Brothers Group Limited, Heeton Holdings Ltd, KSH Holdings Limited and Lian Beng Group Ltd formed a consortium with equal shares each and

were successfully awarded the prime Lincoln Lodge site at 1/3 Kiang Guan Avenue, off Newton Road in District 11. The site has been redeveloped to the luxurious condominium project, Lincoln Suites, which features sky-high elevated gyms, wireless multi – room music systems and thematic communal dining facilities. Lincoln Suites was launched in October 2009.

Fiorenza, another prized freehold development by KBD, was launched in April 2009. Inspired by the passionate Italian culture with its bold artistic tastes, unrestrained luxury and a free-spirited lifestyle, this Avant-Garde development, located at Florence Road, received its TOP in June 2011.

Parc Olympia, a sporting themed condominium, was launched in Flora Drive in July 2012. The 99-year, 486-unit development offers over 60,000 sq ft of wide-range sporting area and facilities, with special facilities including a synthetic jogging track, a rockclimbing wall, an air-conditioned badminton court, a skate park and even a putting green for golf-lovers.

Other completed projects include:

- The highly successful Sun Plaza, located next to Sembawang MRT station, which introduced a sunflower theme. The residential block in Sun Plaza has been fully sold and the retail mall is currently held as an investment with high occupancy;
- The Capri, an 18-unit residential development, is situated along the prime Stevens Road; and
- The Sierra, an 18-storey residential development comprising 60 units located in the established and popular enclave of Mount Sinai.

### **Leisure and Hospitality**

This division provides ‘no-frills’ hospitality services through its Oxford Hotel brand name with more than 130 hotel rooms.

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