

# TIONG NAM LOGISTICS HOLDINGS BERHAD (Company No. 182485V) (Incorporated in Malaysia)

## **INTERIM FINANCIAL REPORT**30 SEPTEMBER 2016



### CONDENSED CONSOLIDATED INCOME STATEMENT FOR THE PERIOD ENDED 30 SEP 2016 - UNAUDITED

				TIVE 6 MONTHS DED 30 SEP		
	2016	2015	2016	2015		
	RM ('000)	RM ('000)	RM ('000)	RM ('000)		
Revenue	141,321	138,117	272,411	272,808		
Direct operating expenses	(103,555)	(105,221)	(198,119)	(203,086)		
Depreciation and amortisation	(5,489)	(4,593)	(10,257)	(8,812)		
Finance cost	(5,878)	(6,511)	(11,911)	(10,707)		
Other overhead expenses	(9,926)	(9,508)	(17,918)	(19,381)		
Operating profit	16,473	12,284	34,206	30,823		
Share of profit / (loss) after tax in associates	137	(56)	29	776		
Profit before tax	16,610	12,228	34,235	31,599		
Tax expenses	(3,265)	(4,034)	(7,061)	(8,921)		
Net profit for the period	13,345	8,194	27,174	22,678		
Attributable to: Equity holders of the Company	13,050	7,403	26,493	20,984		
Non-controlling interests	295	791	681	1,694		
Net profit for the period	13,345	8,194	27,174	22,678		
Basic earnings per ordinary shares (sen)	3.13	1.78	6.36	5.04		
Diluted earnings per ordinary shares (sen)	2.70	1.66	5.48	4.70		

The Condensed Consolidated Income Statement should be read in conjunction with the Audited Financial Statements for the year ended 31 March 2016 and the accompanying explanatory notes attached to the financial statements



### CONDENSED CONSOLIDATED STATEMENT OF OTHER COMPREHENSIVE INCOME FOR THE PERIOD ENDED 30 SEP 2016 - UNAUDITED

	INDIVIDUAL ENDED		CUMULATIVE 6 MONTHS ENDED 30 SEP		
	2016	2015	2016	2015	
	RM ('000)	RM ('000)	RM ('000)	RM ('000)	
Profit/(Loss) for the period	13,345	8,194	27,174	22,678	
Currency translation differences arising from consolidation	658	639	(33)	1,044	
Total comprehensive income/(loss)	14,003	8,833	27,141	23,722	
Total comprehensive income/(loss) attributed to: Equity holders of the Company	13,708	8,042	25,802	22,208	
Non-controlling interests	295	791	681	1,694	
Net profit/(loss) for the period	14,003	8,833	27,141	23,722	

The Condensed Consolidated Statement of Other Comprehensive Income should be read in conjunction with the Audited Financial Statements for the year ended 31 March 2016 and the accompanying explanatory notes attached to the financial statements



### CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 30 SEP 2016 – UNAUDITED

	30 SEP 2016 RM ('000)	31 MAR 2016 RM ('000)
Assets	ixivi ( 000)	IXIVI ( 000)
Property, plant and equipment	862,050	826,272
Investment properties	102,642	111,610
Investment in associates	886	857
Goodwill	2,716	2,716
Deferred tax assets	_,	2,129
Total non-current assets	968,294	943,584
	•	,
Other Investments	27,453	20,323
Inventories	41,012	43,379
Property development projects	253,198	235,472
Receivables	200,957	195,418
Tax recoverable	4,884	2,610
Cash and cash equivalents	13,826	9,624
Assets classified as held for sales	9,600	15,600
Total current assets	550,930	522,426
Total assets	1,519,224	1,466,010
Equity		
Share capital	84,192	84,142
Reserves	520,134	514,302
Total equity attributable to equity holders of the Company	604,326	598,444
Minority interest	15,798	15,837
Total equity	620,124	614,281
Liabilities		
Deferred tax liabilities	36,687	43,642
Other payables	2,700	2,668
Loans and borrowings	501,654	422,620
Total non-current liabilities	541,041	468,930
		•
Payables	192,633	258,765
Loans and borrowings	159,292	122,020
Provision for taxation	6,134	2,014
Total current liabilities	358,059	382,799
Total liabilities	899,100	851,729
Total equity and liabilities	1,519,224	1,466,010
Net Assets per share (RM)	1.45	1.44

The Condensed Consolidated Statement of Financial Position should be read in conjunction with the Audited Financial Statements for the year ended 31 March 2016 and the accompanying explanatory notes attached to the interim financial statements.

### CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE PERIOD ENDED 30 SEP 2016 – UNAUDITED

Attributable to shareholders of the Company										
	•			Non-distri	butable ——	<b></b>	Distributa	able		
	Share Capital RM'000	Share Premium RM'000	Warrant Reserves RM'000	Treasury Shares RM'000	Revaluation Reserves RM' 000	Exchange Fluctuation Reserves RM' 000	Retained Profits RM'000	Total RM'000	Minority Interest RM'000	Total Equity RM'000
At 31 March 2016	84,142	5,631	41,535	(4,644)	127,081	(487)	345,186	598,444	15,837	614,281
Total comprehensive Income/(loss) for the										
period	-	-	-	-	-	(33)	26,493	28,965	681	27,141
<b>Conversion of Warrants</b>	50	248	(50)	-	-	-	-	248	-	248
Purchase of own shares Dividend paid to	-	-	-	(1)	-	-	-	(1)	-	(1)
minority interest	-	-	-	-	-	-	-	-	(720)	(720)
Dividend to owners of the Company	-	-	-	-	-	-	(20,825)	(20,825)	-	(20,825)
At 30 Sep 2016	84,192	5,879	41,485	(4,645)	127,081	(520)	350,854	604,326	15,798	620,124

The Condensed Consolidated Statement of Changes in Equity should be read in conjunction with the Audited Financial Statements for the year ended 31 March 2016 and the accompanying explanatory notes attached to the interim financial statements.



### CONDENSED CONSOLIDATED STATEMENT OF CASH FLOW FOR THE PERIOD ENDED 30 SEP 2016 - UNAUDITED

	2016 RM'000	2015 RM'000 (Restated)
Cash flows from operating activities Profit / (loss) before tax	34,235	31,599
Tront / (1000) bororo tax	04,200	01,000
Adjustment for :-		
Allowance/(Reversal) for doubtful debts	(1,092)	630
Depreciation	10,257	8,684
Amortisation of prepaid lease payments	-	128
Interest expenses	11,911	10,707
Loss/ (Gain) on disposals of :-		
- quoted investments	-	201
- property, plant & equipment	(68)	(117)
Share of (profit)/loss in associates	(29)	(776)
Interest income	(254)	(223)
Quoted investment		
- Fair value loss / (gain)	1,982	2,627
- Gross dividends	(131)	(316)
	56,811	53,144
Changes in working capital:		
Changes in inventories	2,367	105
Changes in trade and other receivables	2,553	(6,435)
Changes in trade and other payables	(24,594)	(14,124)
Changes in property development projects	(22,433)	(2,713)
	14,704	29,977
Tax paid	(10,021)	(14,019)
Net cash from operating activities	4,683	15,958
		<u>.                                      </u>



#### CONDENSED CONSOLIDATED STATEMENT OF CASH FLOW FOR THE PERIOD ENDED 30 SEP 2016 – UNAUDITED-CONTINUATION

	2016	2015
	RM'000	RM'000
Cash flows from investing activities		
Acquisition of :-		
- property, plant and equipment	(80,914)	(73,890)
- investment properties	(629)	(67)
Proceeds from disposal of :-	` ′	` ,
- quoted investments	-	525
- withdrawal of investment	(112)	7,874
- property, plant and equipment	446	1,742
- investment properties	8,600	· -
Proceed from redemption of		
- unquoted bond	-	13,256
Investment in		
- quoted shares	(9,000)	(3,213)
- unquoted investments	•	-
Interest received	254	223
Dividend received	131	2,316
Net cash used in investing activities	(81,224)	(51,233)
Cash flows from financing activities		,
Drawdown of term loan	112,668	74,236
(Repayment of) / Proceeds from :		·
- term loan	(18,459)	(13,403)
- finance lease liabilities	(1,188)	(782)
- short term borrowings	14,824	(3,635)
Proceeds from new share arising from		
conversation of warrants	250	-
Purchase of own shares	(1)	(1,232)
Interest paid	(11,911)	(10,707)
(Increase) / decrease in pledged deposits with		
licensed bank	(53)	(1,160)
Dividend paid o shareholders of the Company		
- current year	(20,825)	-
Dividend paid to minority shareholders of		
Subsidiaries	(720)	(12,480)
Net cash used in financing activities	74,586	30,837
Exchange differences on translation of the		
financial statements of foreign subsidiary	(466)	1,044
Notes and Market No.		
Net increase / (decrease) in cash and cash	(0.400)	(0.00.1)
Equivalents	(2,420)	(3,394)
Cash & cash equivalents at beginning of year	(1,180)	14,917
Cash & cash equivalents at end of year	(3,600)	11,523



#### CONDENSED CONSOLIDATED STATEMENT OF CASH FLOW FOR THE PERIOD ENDED 30 SEP 2016 – UNAUDITED-CONTINUATION

Cash and cash equivalents comprise: Cash and bank balances Fixed deposits with licensed banks Bank overdraft

**Less: Deposits pledged** 

2016	2015
RM'000	RM'000
9,437	16,485
4,389	5,272
(14,771)	(7,357)
(945)	14,400
(2,655)	(2,877)
(3,600)	11,523

The Condensed Consolidated Statement of Cash Flow should be read in conjunction with the Audited Financial Statements for the year ended 31 March 2016 and the accompanying explanatory notes attached to the interim financial statements.



#### A NOTES TO THE INTERIM FINANCIAL REPORT

#### A1 Basis of Preparation

This interim financial report has been prepared in accordance with the applicable disclosure provisions of the Listing Requirements of Bursa Malaysia Securities Berhad, including compliance with Financial Reporting Standards (FRS) 134 *Interim Financial Reporting*, issued by Malaysian Accounting Standard Board (MASB).

The interim financial statements should be read in conjunction with the Group's financial statement for the year ended 31 March 2016. This interim report contains condensed consolidated financial statements and selected explanatory notes. The notes include an explanation of events and transactions that are significant to an understanding of the changes in financial position and performance of the Group since the financial year 2015 annual financial statements. The condensed consolidated interim financial statements and notes thereon do not include all of the information required for the full set of financial statements prepared in accordance with FRSs.

#### A2 Changes in Accounting Policies

On 19 November 2011, the Malaysian Accounting Standards Board (MASB) issued a new MASB approved accounting framework, the MFRS Framework. The MFRS framework is to be applied by all Entities Other Than Private Entitles for annual periods beginning on or after 1 January 2012, with the exception of entities that are within the scope of MFRS 141 Agriculture and IC Interpretation 15 Agreements for construction of Real Estate, including its parents significant investor and venture (herein called "Transitioning Entitles"). The Group falls within the scope definition of Transitioning Entities and have opted to defer adoption of the new MFRS Framework.

Accordingly, the Group will be required to prepare financial statements using the MFRS Framework in its first MFRS financial statements for the financial year ending 31 March 2019. In presenting its first MFRS financial statements, the Group will be required to restate the comparative financial statements to amounts reflecting the application of MFRS Framework. Such adjustments required will be made retrospectively.



#### A3 Audit Opinion

The audit report of the Company and its subsidiaries for the preceding annual financial statements were not subject to any audit qualification.

#### A4 Seasonality or Cyclicality of Interim Operations

The operations of the Group shall be affected during the festive season in the months of July, November, December, January and February where there are lesser working days in the said months.

#### A5 Unusual Items Affecting Assets, Liabilities, Equity, Net Income or Cash Flows

There are no unusual items affecting assets, liabilities, equity, net income or cash flows for the current quarter ended 30 September 2016.

#### A6 Material Changes in Estimates

There were no changes in estimates of amounts that have had material effect in the current quarter results.

### A7 Issuance, Cancellation, Repurchase, Resale and Repayment of Debts and Equity Securities

There are no issuance, cancellation, repurchase, resale, and repayment of debts and equity securities for the financial period ended 30 September 2016 other than the following: -

- i) The Group repaid term loans of RM 13.2 million for the quarter ended 30 September 2016.
- ii) During the second quarter ended 30 September 2016, the Company purchased 1,000 units of its issued ordinary shares from the open market (for the 6 months ended 30 September 2015: 1,215,300 units). The Company held a total of 4,244,100 treasury shares as at 30 September 2016.



### A7 Issuance, Cancellation, Repurchase, Resale and Repayment of Debts and Equity Securities (Continued)

iii) Conversion of warrants to ordinary shares.

	No. of Ordinary Shares	No. of Warrants
As at 1 April 2016	420,712,300	210,063,200
Issue of shares from exercise of warrants	250,000	-
Conversion of Warrants to ordinary shares	-	(250,000)
As at 30 September 2016	420,962,300	209,813,200

#### A8 Dividend Paid

Dividend amounting to RM20.8 million was paid in the quarter ended 30 September 2016.



#### A9 Segmental Report

#### **Assets Employed**

Logistics & Warehousing Services Investments Property Development Projects

As at 30 Sep 2016	As at 31 March 2016
RM'000	RM'000
1,147,840	1,018,290
31,054	19,073
340,330	428,647
1,519,224	1,466,010

#### **Revenue**

Logistics & Warehousing Services Investments Property development

Individual 3 months ended 30 September		Cumulative 6 months ended 30 September			
2016	2015	2016	2015		
RM' 000	RM' 000	RM' 000	RM' 000		
105,679	109,934	213,763	220,322		
110	316	131	493		
35,532	27,867	58,517	51,993		
141,321	138,117	272,411	272,808		

#### A9 Segmental Report

	Ind	ividual 3 mon	ths ended 30	September					
	Logistics and warehousing services		Inves	Investment Property d		levelopment		Total	
	2016	2015	2016	2015	2016	2015	2016	2015	
	RM '000	RM '000	RM '000	RM '000	RM '000	RM '000	RM '000	RM '000	
Segment profit, profit before tax,									
interest, depreciation and amortisation	12,812	13,661	50	(1,231)	14,797	10,892	27,659	23,322	
Depreciation and amortisation	(5,462)	(4,594)	-	-	(27)	-	(5,489)	(4,593)	
Interest Income	86	27	-	_	95	39	181	66	
Finance costs	(3,285)	(4,625)	(190)	(206)	(2,403)	(1,680)	(5,878)	(6,511)	
Share of profit of associates	-	-	137	(56)	-	-	137	(56)	
Profit before tax	4,151	4,470	(3)	(1,493)	12,462	9,251	16,610	12,228	

Cumulative 6 months ended 30 September								
	Logisti warehousir	cs and ng services	Invest	tment	Property d	evelopment	To	otal
	2016	2015	2016	2015	2016	2015	2016	2015
	RM '000	RM '000	RM '000	RM '000	RM '000	RM '000	RM '000	RM '000
Segment profit, profit before tax,								
interest, depreciation and amortisation	33,826	31,433	(1,851)	(2,335)	24,145	21,021	56,120	50,119
Depreciation and amortisation	(10,195)	(8,811)	-	-	(62)	(1)	(10,257)	(8,812)
Interest Income	97	97	-	-	157	126	254	223
Finance costs	(8,767)	(8,211)	(387)	(399)	(2,757)	(2,097)	(11,911)	(10,707)
Share of profit of associates	-	-	29	776	-	-	29	776
Profit before tax	14,961	14,508	(2,209)	(1,958)	21,483	19,049	34,235	31,599

#### A10 Valuation of Property, Plant & Equipment

Under FRS140, investment properties were measured at fair value. All the land and buildings were revalued in January 2016 and investment properties were revalued in April 2016 by an independent professional valuer based on open market basis using comparison method and cost method. Trucks, trailers and machineries and equipments are stated at cost less accumulated depreciation.

#### **A11 Subsequent Material Events**

There are no material events subsequent to the end of the period that have not been reflected in this quarterly report.

#### A12 Changes in the Composition of the Group

There were no changes in composition of the Group during the current quarter and financial period-to-date.

#### A13 Contingent Liabilities and Contingent Assets

There are no changes in contingent liabilities and contingent assets since the last annual balance sheet date.

#### **A14** Capital Commitments

As at the end of the reporting quarter, the Group has approved and contracted for capital commitments of RM 152 million in respect of property, plant and equipments.



### B ADDITIONAL INFORMATION IN THE INTERIM FINANCIAL REPORT REQUIRED BY BURSA MALAYSIA SECURITIES BERHAD'S LISTING REQUIREMENTS

#### **B1** Review of Performance of the Group

Revenue for the current quarter has increased by 2.32% to RM 141.3 million compared to RM 138.1 million for the preceding year corresponding quarter. This is mainly due to increase in Property Development revenue.

Logistics and Warehousing Services revenue decreased by 3.82% to RM 105.7 million compared to RM 109.9 million for the preceding year corresponding quarter. This decrease is mainly due to post festive season.

Property Development revenue has increased by 27.24% to RM 35.5 million compared to RM 27.9 million for the preceding year corresponding quarter. This increase is mainly due to our construction progress for one of our flagship project in Johor Bahru (Pinetree Marine Resorts Project).

The Group posted a pre-tax profit of RM 16.61 million for the current quarter as compared to the pre-tax profit of RM 12.23 million for the preceding year corresponding quarter mainly due to increase in revenue.

#### **B2** Variation of Results Against the Preceding Quarter

Revenue for the current quarter has increased by 7.78% to RM 141.3 million compared to RM 131.1 million for the preceding quarter.

Logistics and Warehousing Services revenue decreased by 2.22% to RM 105.7 million compared to RM 108.1 million for the preceding quarter. This decrease is mainly due to post festive season.

PD revenue increased by 54.35% to RM 35.5 million compared to RM 23.0 million for the preceding quarter. This increase is mainly due to our construction progress for flagship project in Johor Bahru (Pinetree Marine Resorts Project).

The Group posted a flat pre-tax profit of RM 16.61 million compared to the pre-tax profit of RM 17.63 million for the preceding quarter.



#### **B3** Current Year Prospects

The global and regional economic climate in financial year 2017 is expected to remain challenging to our core business segment, logistics & warehousing services segment. The Group is cognizant of the industry development and understands that maintaining the Group's market share is paramount to our long term sustainability.

The Group will strengthen our core competencies and step up efforts in corporate strategies of clientele development and service innovation as a differentiating factor in the competitive operating environment.

Going forward, the Group will continue seeking new business opportunities, focus on operational efficiency and cost control effectiveness to better contend with competition.

The property development segment is expected to contribute positively to the Group in financial year 2017.

Premised on the above, the Group is expected to deliver another year of favourable profit.

#### **B4** Profit Forecast

Not applicable.

#### **B5** Tax Expense

	Individual 3 months ended 30 Sep		Cumulative 6 months ended 30 Sep	
	2016	2015	2016	2015
	RM'000	RM'000	RM'000	RM'000
Income Tax	5,409	3,737	11,888	8,107
Deferred Taxation	(2,144)	297	(4,827)	814
	3,265	4,034	7,061	8,921

The Group's effective tax rate for individual 3 months and cumulative 6 months were lower than the statutory tax rate mainly due to certain income which were non taxable.



#### B6 Profit / (Loss) on Sale on Unquoted Investments

There was no disposal of unquoted investments for the current quarter and financial period to date.

#### **B7** Status of Corporate Proposals

There are no corporate proposals pending completion as at 30 September 2016.

#### **B8** Group Borrowings and Debt Securities

**Borrowings in Malaysian Ringgit** 

I	RM'000	
Long term borrowings: Secured Unsecured	<b>501,654</b>	
Total Long term borrowings	501,654	
Short term borrowings:		
Secured Unsecured	38,196 121,096	
Total Short term borrowings	159,292	
Total borrowings	660,946	

#### B9 Off Balance Sheet Financial Instruments

There was no financial instruments with off balance sheet risk at the date of this report.

#### **B10** Dividends

The Board of Directors did not recommend the payment of dividend for the current quarter ended 30 September 2016.

#### **B11** Earnings Per Share

#### a The number of ordinary shares used in the computation of EPS

	Individual 3 months ended 30 Sep 2016 2015 '000 '000		Cumulative 6 months ended 30 Sep 2016 2015 '000 '000	
Basic	416,718	416,657	416,718	416,657
Diluted earnings per share	483,124	446,588	483,124	446,588

#### **B12** Realised and Unrealised Retained Earnings

The retained earnings may be analysed as follows:

Realised profit Unrealised profit	As at 30 Sep 2016 RM'000 369,492 62,365	As at 31 March 2016 RM'000 355,219 60,179
	431,857	415,398
Less : Consolidation adjustment	(81,003)	(70,212)
Total retained earning	350,854	345,186



#### **B13** Notes to Statements of Comprehensive Income

	INDIVIDUAL 3 MONTHS ENDED 30 SEPTEMBER RM '000		INDIVIDUAL 6 MONTHS ENDED 30 SEPTEMBER RM '000	
	2016	2015	2016	2015
Net profit for the period is arrived at after charging / (crediting)				
Audit fees	83	88	167	168
Depreciation	5,489	4,520	10,257	8,684
Amortisation of prepaid leases payments	-	73	-	128
Contributions to Employees Providend Fund	1,411	1,458	2,781	2,865
Wages, salaries and others	16,694	17,515	32,895	34,506
Rental expenses of land and buildings	9,629	7,677	18,463	15,638
Rental of machineries and equipments	2,479	3,131	5,203	6,060
(Gain)/loss on disposal of :-				
- quoted investments		201	_	201
- property, plant and equipment	(18)	(44)	(60)	(116)
Rental income from land and buildings	( <del>5</del> 85)	(9 <mark>66</mark> )	(1,208)	(1,556)
Realised (gain) /loss on foreign exchange	(533)	(2,483)	(763)	(3,143)
Quoted investments :	• •	<b>,</b> , ,	` '	
- fair value (gain) / loss	60	1,346	1,982	2,627
- gross dividends	(110)	(316)	(131)	(329)
Impairment loss on receivables	315	<b>`31</b> 5	(1,092)	630
Interest income	(182)	(66)	(254)	(223)