



BH GLOBAL MARINE LIMITED  
明輝環球海事有限公司

## BH GLOBAL MARINE LIMITED

(Company Registration No: 200404900H)

### THIRD-QUARTER FINANCIAL STATEMENTS FOR THE PERIOD ENDED 30 SEPTEMBER 2010

#### PART 1 – INFORMATION REQUIRED FOR ANNOUNCEMENTS OF QUARTERLY (Q1, Q2, Q3), HALF-YEAR AND FULL YEAR RESULTS

**1(a) – An income statement (for the group) together with a comparative statement for the corresponding period of the immediate preceding financial year.**

##### 1(a)(i) Income Statement

	\$'000		Group		\$'000	
	3rd quarter ended 30.09.10	3rd quarter ended 30.09.09	% Change	9 months ended 30.09.10	9 months ended 30.09.09	% Change
Sales of goods	30,433	26,027	17%	73,145	74,999	(2%)
Cost of sales	(20,739)	(16,092)	29%	(48,554)	(48,016)	1%
<b>Gross profit</b>	<b>9,694</b>	<b>9,935</b>	(2%)	<b>24,591</b>	<b>26,983</b>	(9%)
Other operating income	(190)	40	(575%)	(88)	267	(133%)
Selling & Distribution expenses	(3,273)	(3,480)	(6%)	(8,536)	(8,975)	(5%)
Administrative expenses	(1,479)	(1,591)	(7%)	(3,971)	(4,072)	(2%)
Finance costs	(80)	(78)	3%	(184)	(248)	(26%)
<b>Profit from operations</b>	<b>4,672</b>	<b>4,826</b>	(3%)	<b>11,812</b>	<b>13,955</b>	(15%)
Share of results of an associated company	(5)	-	N.M	(11)	-	N.M
Share of results of joint ventures	73	59	24%	228	90	153%

<b>Profit before taxation</b>	<b>4,740</b>	<b>4,885</b>	(3%)	<b>12,029</b>	<b>14,045</b>	(14%)
Tax expense	(865)	(1,193)	(27%)	(2,139)	(2,873)	(26%)
<b>Net profit after tax for the period</b>	<b>3,875</b>	<b>3,692</b>	5%	<b>9,890</b>	<b>11,172</b>	(11%)
<b>Attributable to:</b>						
<b>Equity holders of the Company</b>	<b>3,776</b>	<b>4,146</b>	(9%)	<b>9,496</b>	<b>11,550</b>	(18%)
<b>Minority interests</b>	<b>99</b>	<b>(454)</b>	122%	<b>394</b>	<b>(378)</b>	204%
	<b>3,875</b>	<b>3,692</b>	5%	<b>9,890</b>	<b>11,172</b>	(11%)

**A statement of comprehensive income (for the group), together with a comparative statement for the corresponding period of the immediate preceding financial year.**

	<b>3rd quarter ended 30.09.10</b>	<b>3rd quarter ended 30.09.09</b>	<b>% Change</b>	<b>9 months ended 30.09.10</b>	<b>9 months ended 30.09.09</b>	<b>% Change</b>
<b>Net profit for the period</b>	<b>3,875</b>	<b>3,692</b>	5%	<b>9,890</b>	<b>11,172</b>	(11%)
Other Comprehensive income:						
Exchange differences on translation of financial statements of foreign entities	(30)	(4)	(650%)	(31)	(10)	(210%)
<b>Total comprehensive income for the period</b>	<b>3,845</b>	<b>3,688</b>	4%	<b>9,859</b>	<b>11,162</b>	(12%)
Total comprehensive income attributable to:						
Equity holders of the Company	<b>3,758</b>	<b>4,144</b>	(9%)	<b>9,477</b>	<b>11,544</b>	(18%)
Minority interests	87	(456)	(119%)	382	(382)	(200%)
<b>Total comprehensive income for the period</b>	<b>3,845</b>	<b>3,688</b>	4%	<b>9,859</b>	<b>11,162</b>	(12%)

## 1(a)(ii) Notes to income statement

	Group			Group		
	(S\$'000)		% Change	(S\$'000)		% Change
	3rd quarter ended 30.09.10	3rd quarter ended 30.09.09		9 months ended 30.09.10	9 months ended 30.09.09	
Other income including interest income	9	87	(90%)	68	238	(71%)
Interest on borrowings	(80)	(77)	4%	(184)	(248)	(26%)
Depreciation of property, plant and equipment	(324)	(309)	5%	(964)	(782)	23%
Loss on disposal of property, plant and equipment	-	(10)	N.M.	-	(17)	N.M.
Foreign exchange (loss)/gain	(200)	(37)	441%	(159)	46	(446%)
Provision for stock obsolescence	(417)	(591)	(29%)	(1,152)	(987)	17%
Write-back of provision for doubtful debts	214	44	386%	333	69	383%
Goodwill arising from consolidation written off	(249)	(354)	(30%)	(249)	(802)	(69%)

**N.M. – Not meaningful**

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

	<b>Group</b> (\$'000)		<b>Company</b> (\$'000)	
	<b>30.09.10</b>	<b>31.12.09</b>	<b>30.09.10</b>	<b>31.12.09</b>
<b>Non-current assets</b>				
Property, plant and equipment	17,202	16,531	-	-
Investment in subsidiaries	-	-	13,408	11,352
Investment in an associated company	79	-	90	-
Investment in joint ventures	2,385	1,312	984	892
Other investment	49	-	49	-
Deferred tax assets	35	35	-	-
Intangible assets	249	-	-	-
	<b>19,999</b>	<b>17,878</b>	<b>14,531</b>	<b>12,244</b>
<b>Current assets</b>				
Inventories	46,692	41,277	-	-
Work-in-progress in excess of progress billings	2,289	-	-	-
Amount due from joint venture (non - trade)	4,029	-	3	-
Amount due from joint venture (trade)	1,070	1,063	-	-
Trade receivables	33,589	37,145	-	-
Other receivables	2,333	677	16,981	26,627
Cash and cash equivalents	10,581	11,038	330	135
<b>Total current assets</b>	<b>100,583</b>	<b>91,200</b>	<b>17,314</b>	<b>26,762</b>
<b>Total assets</b>	<b>120,582</b>	<b>109,078</b>	<b>31,845</b>	<b>39,006</b>
<b>Non-current liabilities</b>				
Bank borrowings	1,300	2,266	-	-
Hire-purchase creditors	10	20	-	-
	<b>1,310</b>	<b>2,286</b>	<b>-</b>	<b>-</b>
<b>Current liabilities</b>				
Trade payables	12,897	11,282	-	-
Bank borrowings	15,411	3,575	-	-
Other payables	5,961	12,129	317	3,868
Hire-purchase creditors	18	16	-	-
Tax payable	2,481	4,620	-	4
	<b>36,768</b>	<b>31,622</b>	<b>317</b>	<b>3,872</b>
<b>Total liabilities</b>	<b>38,078</b>	<b>33,908</b>	<b>317</b>	<b>3,872</b>
<b>Net assets</b>	<b>82,504</b>	<b>75,170</b>	<b>31,528</b>	<b>35,134</b>
<b>Shareholders' equity</b>				
Share capital	23,069	23,069	23,069	23,069
Translation reserves	(31)	2	-	-
Accumulated profits	58,217	52,081	8,459	12,065
	<b>81,255</b>	<b>75,152</b>	<b>31,528</b>	<b>35,134</b>

Minority interests	1,249	18	-	-
<b>Total shareholders' equity</b>	<b>82,504</b>	<b>75,170</b>	<b>31,528</b>	<b>35,134</b>

**1(b)(ii) In relation to the aggregate amount of the Group's borrowings and debt securities, specify the following as at the financial period reported on with comparative figures as at the end of the immediate preceding financial year:**

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

As at 30.09.10 (\$'000)		As at 31.12.09 (\$'000)	
Secured	Unsecured	Secured	Unsecured
2,900	12,529	1,416	2,175

**Amount repayable after one year**

As at 30.09.10 (\$'000)		As at 31.12.09 (\$'000)	
Secured	Unsecured	Secured	Unsecured
1,310	-	2,286	-

**Details of any collateral**

The Group's banking facilities were secured by the following:

- (a) Legal charge on the Group's leasehold property with net book value of \$9.20million (31.12.2009: \$9.41million)
- (b) Corporate guarantee by the Company.
- (c) Fixed and floating charge over all fixed property and assets of a subsidiary.
- (d) Fixed deposits.

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

	Group			
	\$'000	\$'000	\$'000	\$'000
	3rd quarter ended 30.09.10	3rd quarter ended 30.09.09	9 months ended 30.09.10	9 months ended 30.09.09
<b>Cash flows from operating activities</b>				
Profit before tax	4,740	4,885	12,029	14,045
<b>Adjustments for :</b>				
Depreciation	324	309	964	782
Goodwill arising on consolidation written off	249	354	249	802
Unrealised translation loss	30	4	31	10
Share of results of joint ventures	(73)	(59)	(228)	(90)
Share of results of an associated company	5	-	11	-
Loss on disposal of fixed assets	-	10	-	17
Negative goodwill arising from acquisition	-	-	-	(5)
Interest income	(7)	(1)	(8)	(8)
Interest expense	80	77	184	248
<b>Operating cash before movements in working capital</b>	<b>5,348</b>	<b>5,579</b>	<b>13,232</b>	<b>15,801</b>
Inventories	3,591	(758)	(5,415)	2,622
Work-in-progress in excess of progress billings	(2,289)	-	(2,289)	-
Receivables	(2,076)	(3,589)	1,760	(11,993)
Payables	(3,728)	662	(4,214)	(2,018)
<b>Cash generated from operations</b>	<b>846</b>	<b>1,894</b>	<b>3,074</b>	<b>4,412</b>
Interest paid	(80)	(77)	(184)	(248)
Income tax paid	(1,495)	(1,036)	(4,278)	(2,722)
<b>Net cash (used in) / from operating activities</b>	<b>(729)</b>	<b>781</b>	<b>(1,388)</b>	<b>1,442</b>
<b>Cash flows from investing activities</b>				
Fixed deposits	(1,326)	-	(1,326)	-
Purchase of property, plant and equipment	(997)	(321)	(5,541)	(1,703)
Proceeds from disposal of property, plant and equipment	-	-	-	26
Interest received	7	1	8	8
Investment in joint ventures	-	(116)	(900)	(2,075)
Investment in an associated company	-	-	(90)	-
Other investments	-	-	(49)	-
Cash flow on acquisition, net of cash	-	-	-	(560)
<b>Net cash used in investing activities</b>	<b>(2,316)</b>	<b>(436)</b>	<b>(7,898)</b>	<b>(4,304)</b>

<b>Cash flows from financing activities</b>				
Proceeds from bankers	2,135	(524)	10,870	4,988
Repayment of hire purchase creditors	(4)	(5)	(7)	(12)
Dividend paid	-	-	(3,360)	(5,040)
<b>Net cash from / (used in) financing activities</b>	<b>2,131</b>	<b>(529)</b>	<b>7,503</b>	<b>(64)</b>
Net decrease in cash and cash equivalents	(914)	(184)	(1,783)	(2,926)
Cash and cash equivalents at beginning of period	10,169	8,610	11,038	11,352
<b>Cash and cash equivalents at end of period</b>	<b>9,255</b>	<b>8,426</b>	<b>9,255</b>	<b>8,426</b>

**Cash and cash equivalents comprises the following**

Cash and cash equivalents	10,581	8,426	10,581	8,426
Less: Fixed deposits	(1,326)	-	(1,326)	-
<b>Cash and cash equivalents per cash flow statement</b>	<b>9,255</b>	<b>8,426</b>	<b>9,255</b>	<b>8,426</b>

**1(d)(i) A Statement (for the issuer and Group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalization issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.**

<b>Group</b>	<b>(\$'000)</b>				
	<b>Share Capital</b>	<b>Translation reserves</b>	<b>Accumulated profits</b>	<b>Minority interests</b>	<b>Total shareholders' equity</b>
At 1 January 2010	<b>23,069</b>	<b>2</b>	<b>52,081</b>	<b>18</b>	<b>75,170</b>
Loss not recognised in income statement	-	(1)	-	-	(1)
Profit for the period	-	-	3,013	121	3,134
<b>Balance at 31 March 2010</b>	<b>23,069</b>	<b>1</b>	<b>55,094</b>	<b>139</b>	<b>78,303</b>
Loss not recognised in income statement	-	(2)	-	-	(2)
Profit for the period	-	-	2,707	174	2,881
Dividends	-	-	(3,360)	-	(3,360)
Additional investment in a subsidiary	-	-	-	339	339
<b>Balance At 30 June 2010</b>	<b>23,069</b>	<b>(1)</b>	<b>54,441</b>	<b>652</b>	<b>78,161</b>

Acquisition of a subsidiary	–	–	–	498	498
Loss not recognised in income statement	–	(30)	–	–	(30)
Profit for the period	–	–	3,776	99	3,875
<b>Balance At 30 September 2010</b>	<b>23,069</b>	<b>(31)</b>	<b>58,217</b>	<b>1,249</b>	<b>82,504</b>

## Group

(\$'000)

	Share Capital	Translation Reserves	Accumulated Profits	Minority Interests	Total Shareholders' Equity
At 1 January 2009	23,069	-	42,440	-	65,509
Acquisition of subsidiaries	-	-	-	786	786
Profit for the period	-	-	3,436	59	3,495
<b>Balance At 31 March 2009</b>	<b>23,069</b>	<b>-</b>	<b>45,876</b>	<b>845</b>	<b>69,790</b>
Loss not recognised in income statement	-	(4)	-	(2)	(6)
Dividends	-	-	(5,040)	-	(5,040)
Profit for the period	-	-	3,968	17	3,985
<b>Balance At 30 June 2009</b>	<b>23,069</b>	<b>(4)</b>	<b>44,804</b>	<b>860</b>	<b>68,729</b>
Loss not recognised in income statement	-	(2)	-	(2)	(4)
Loss for the period	-	-	4,146	(454)	3,692
<b>Balance At 30 September 2009</b>	<b>23,069</b>	<b>(6)</b>	<b>48,950</b>	<b>404</b>	<b>72,417</b>

## Company

(\$'000)

	Share capital	Accumulated profits	Total shareholders' equity
At 1 January 2010	23,069	12,065	35,134
Loss for the period	–	(53)	(53)
<b>Balance at 31 March 2010</b>	<b>23,069</b>	<b>12,012</b>	<b>35,081</b>
Loss for the period	–	(55)	(55)
Dividends	–	(3,360)	(3,360)
<b>Balance At 30 June 2010</b>	<b>23,069</b>	<b>8,597</b>	<b>31,666</b>



Loss for the period	–	(138)	(138)
<b>Balance At 30 September 2010</b>	<b>23,069</b>	<b>8,459</b>	<b>31,528</b>

<b>Company</b>	<b>(\$'000)</b>		
	<b>Share Capital</b>	<b>Accumulated Profits</b>	<b>Total Shareholders' Equity</b>
At 1 January 2009	23,069	9,583	32,652
Loss for the period	–	(279)	(279)
<b>Balance At 31 March 2009</b>	<b>23,069</b>	<b>9,304</b>	<b>32,373</b>
Loss for the period	–	(400)	(400)
Dividends	–	(5,040)	(5,040)
<b>Balance At 30 June 2009</b>	<b>23,069</b>	<b>3,864</b>	<b>26,933</b>
Loss for the period	–	(391)	(391)
<b>Balance At 30 September 2009</b>	<b>23,069</b>	<b>3,473</b>	<b>26,542</b>

**1(d)(ii) Details of any changes in the company's share capital arising from rights issue, bonus issue, share buy-backs, exercise of share options or warrants, conversion of other issues of equity securities, issue of shares for cash or as consideration for acquisition or for any other purpose since the end of the previous period reported on. State also the number of shares that may be issued on conversion of all the outstanding convertibles, as well as the number of shares held as treasury shares, if any, against the total number of issued shares excluding treasury shares of the issuer, as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year.**

Not applicable.

**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.**

	<b>30.09.10</b>	<b>31.12.09</b>
Total number of issued shares (excluding treasury shares)	420,000,000	420,000,000

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

Not applicable.

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

Other than the adoption of the new and revised Financial Reporting Standards (FRS) which took effect from the current financial year, there were no changes in accounting policies and methods of computation adoption in the financial statements for the current reporting period as compared to the most recent audited annual financial statements as at 31 December 2009.

**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.**

The adoption of the new and revised FRSs is assessed to have no material impact to the results of the Group and of the Company for the year ending 31 December 2010.

**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 based on net profit attributable to shareholders :-

**Group**

	<b>3rd quarter ended 30.09.10</b>	<b>3rd quarter ended 30.09.09</b>	<b>9 months ended 30.09.10</b>	<b>9 months ended 30.09.09</b>
(i) Based on number of ordinary shares in issue	0.90 cents	0.99 cents	2.26 cents	2.75 cents
Number of ordinary shares in issue	420,000,000	420,000,000	420,000,000	420,000,000
(ii) On a fully diluted basis	0.90 cents	0.99 cents	2.26 cents	2.75 cents
Diluted number of ordinary shares in issue	420,000,000	420,000,000	420,000,000	420,000,000

**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 at the end of the:-**

**(a) current financial period reported on; and**

**(b) immediately preceding financial year**

	<b>Group</b>		<b>Company</b>	
	<b>30.09.10</b>	<b>31.12.09</b>	<b>30.09.10</b>	<b>31.12.09</b>
Net asset value per ordinary share based on existing share capital	20 cents	18 cents	8 cents	8 cents

**8. A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. It must include a discussion of the followings:-**

**(a) any significant factors that affected the turnover, costs and earnings of the group for the current financial period reported on, including (where applicable) seasonal or cyclical factors; and**

**(b) any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on.**

**Revenue  
(3Q2010 Vs 3Q2009)**

	Group		% Change
	3Q2010 \$'000	3Q2009 \$'000	
<b>Supply Chain Management</b>			
Marine cables and accessories	13,106	15,305	(14%)
Marine lighting equipment and accessories	3,086	5,656	(45%)
Others	2,161	1,784	21%
	<b>18,353</b>	<b>22,745</b>	<b>(19%)</b>
<b>Manufacturing</b>			
Marine switchboards	3,457	2,448	41%
Galvanized steel wire	1,180	834	41%
	<b>4,637</b>	<b>3,282</b>	<b>41%</b>
<b>Services</b>			
Engineering and installation	<b>7,443</b>	-	<b>N.M</b>
<b>Total sales revenue</b>	<b>30,433</b>	<b>26,027</b>	<b>17%</b>

**Supply Chain Management**

Supply chain management accounts for 60% of the Group's turnover in 3Q2010, of which marine cables and accessories contributed 71%, marine lighting equipment and accessories 17% and others 12%. Revenue from marine cables and accessories decreased by 14%, marine lighting equipment and accessories decreased by 45% and others increased by 21%. This is due to the Group adopting a more cautious approach to sales as a result of slow-payment from some clients affected by the credit crunch.

**Manufacturing**

The Manufacturing Division accounts for 15% of the Group's turnover in 3Q2010, of which marine switchboards contributed 75% and galvanized steel wire 25%. The increase in revenue from marine switchboards is due to the Group's marketing effort to secure more projects. The increase in revenue from galvanized steel wire is due to higher orders from the Middle East.

## Services

The increase in revenue from engineering and installation is due to the formation of this new business unit in 1Q2010, which has secured orders from the marine and oil & gas industries.

### (9M2010 VS 9M2009)

	Group		
	9 months ended 30 September		
	2010 \$'000	2009 \$'000	% Change
<b>Supply Chain Management</b>			
Marine cables and accessories	35,841	45,503	(21%)
Marine lighting equipment and accessories	9,778	14,808	(34%)
Others	5,167	5,844	(12%)
	<b>50,786</b>	<b>66,155</b>	<b>(23%)</b>
<b>Manufacturing</b>			
Marine switchboards and services	9,780	6,678	46%
Galvanized steel wire	3,732	2,166	72%
	<b>13,512</b>	<b>8,844</b>	<b>53%</b>
<b>Services</b>			
Engineering and installation	<b>8,847</b>	-	<b>N.M</b>
<b>Total sales revenue</b>	<b>73,145</b>	<b>74,999</b>	<b>(2%)</b>

### Supply Chain Management

Supply chain management accounts for 69% of the Group's turnover in 9M2010, of which marine cables and accessories contributed 71%, marine lighting equipment and accessories 19% and others 10%. Revenue from marine cables and accessories decreased by 21%, marine lighting equipment and accessories decreased by 34% and others decreased by 12%. Due to the lagged effect of the financial crisis, the demand for our Supply Chain Management Division's products have softened resulting in slower orders and delays in certain projects. The Group has also adopted a more cautious approach to sales as a result of slow-payment from some clients affected by the credit crunch.

### Manufacturing

The Manufacturing Division accounts for 18% of the Group's turnover in 9M2010, of which marine switchboards contributed 72% and galvanized steel wire 28%. The increase in revenue from marine switchboards is due to the Group's marketing effort to secure more projects. The increase in revenue from galvanized steel wire is due to higher orders from the Middle East. Both marine switchboards and galvanized steel wire were also consolidated on a full nine month basis in 9M2010 as compared to partial consolidation of these 2 business units in 9M2009 when they were acquired.

**Services**

The increase in revenue from engineering and installation is due to the formation of this new business unit in 1Q2010, which has secured orders from the marine and oil & gas industries.

**Geographical segment**

Revenue derived from Singapore decreased by \$2.2million or 4% from \$57.8million in 9M2009 to \$55.6million in 9M2010. This is mainly due to a decrease in revenue from the Group's Supply Chain Management Division which adopts a more cautious approach to sales as a result of slow-payment from some clients affected by the credit crunch partially offset by an increase in revenue from both Manufacturing and Services Divisions.

Revenue derived from overseas remains relatively unchanged with an increase of \$400,000 or 2% from \$17.2million in 9M2009 to \$17.6million in 9M2010.

**Gross profit**

The Group's overall gross profit decreased by \$200,000 or 2% from \$9.9million in 3Q2009 to \$9.7million in 3Q2010. The decrease was due to decrease in overall gross margin from 38% in 3Q2009 to 32% in 3Q2010. The lower overall gross margin was due to the proportionate increase in contributions from Manufacturing and Services Divisions which carry a lower gross margin.

**Other operating income**

The decrease in other income in 3Q2010 as compared to 3Q2009 was mainly due to the termination of subsidies received under the Job Credit Scheme from the Government of Singapore.

**Operating expenses**

The Group's operating expenses comprise mainly selling & distribution and administrative expenses. The decrease in selling and distribution expense is mainly due to a lower provision for stock obsolescence and higher write back of provision for doubtful debts. The decrease in administrative expense is due to the write off of goodwill arising from consolidation in 3Q2009.

**Share of results of an associated company**

The share of results of an associated company is due to the incorporation of a new associated company in 1H2010, Han Jiang Pte Ltd ("HJL").

**Share of results of joint ventures**

The increase in share of results of joint ventures was due to Dream Marine Ship Spare Parts Trading LLC ("DMS") contributing a higher positive result as a result of gaining more market share offset by a loss from Long Life Holding Pte Ltd ("LLH") due to its start up cost.

**Income tax**

The lower income tax for 3Q2010 against 3Q2009 was consistent with lower profit before tax and tax rate.

**Statement of Financial Position and Cash Flow Analysis****Investment in associated company**

The increase in investment in associated company is due to the incorporation of HJL.

**Investment in joint ventures**

The increase in investment in joint venture of \$1.1million was significantly due to the investment in LLH.

**Other Investment**

The increase in other investment is due to the purchase of a country club membership.

**Intangible assets**

The increase in intangible assets is due to goodwill arising from consolidation from the acquisition of Oil & Gas Solutions Pte Ltd.

**Amount due from joint venture (non-trade)**

The increase in amount due from joint venture (non-trade) is mainly due to the sale of property, plant and equipment to a joint venture.

**Inventories**

Inventories increased by \$5.4million from \$41.3million in FY2009 to \$46.7million in 9Q2010. This was mainly due to raw materials purchased by the Group's new Services Division.

**Work-in-progress in excess of progress billings**

The increase in work-in-progress in excess of progress billings is due to new projects of the Group's new Services Division in 3Q2010.

**Trade receivables**

Trade receivables decreased by \$3.5million from \$37.1million in FY2009 to \$33.6million in 3Q2010. This is mainly due to the write off of an outstanding amount from a customer for billing of an initial deposit for a project. The Group has terminated the contract with this customer. This has no impact on the Group's bottomline as the billing was not recognized as revenue previously.

**Other Receivables**

The increase in other receivables of \$1.7million was mainly due to rental paid in advance for the use of premises by the Group's new Services Division and prepayment of professional fees

for pre-listing expenses incurred in 3Q2010 for the Group's Taiwan Depositary Receipts (TDRs) listing in Taiwan in 4Q2010.

#### **Trade payables**

The increase in trade payables of \$1.6million was mainly due to the purchase of raw materials for the Group's new Services Division.

#### **Other payables**

The decrease in other payables of \$6.2million was mainly due to the reversal of deferred revenue as a result of the Group terminating a sales contract with a customer. The Group has also provided a lower provision for salary related cost and profit-sharing as a result of lower profits.

#### **Banks borrowings**

The increase in bank borrowings of \$10.9million was mainly due to utilization of bank facilities to finance the acquisition of raw materials by the Group's new Services Division.

#### **Cash flow**

Net cash and cash equivalents decreased by \$730,000 from \$184,000 in 3Q2009 to \$914,000 in 3Q2010. This was mainly due to a decrease in cash generated from operations and increased in fixed deposits earmarked for bank facilities offset by a higher usage of bank borrowings.

#### **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 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.**

During the quarter, the Group secured two major contracts worth S\$20 million for floating, production, storage and offloading ("FPSO") vessels, which focus mainly on solutions related to supply chain management and Engineering, Procurement and Construction Management ("EPCM") services. Coupled with the new orders recently secured and announced by major shipyards in the region, we are witnessing gradual signs of recovery in the marine and offshore industry, as evidenced by the increase in level of enquiries for our products and services.

To strengthen our market positioning and diversify our products and services, we will continue to enhance our regional presence via strategic M&A and joint ventures to tap on new and



existing markets. Our focus will be on growing BH Global to provide quality one-stop solutions to our customers.

On 20 October 2010, the Group successfully launched 30 million units of Taiwan Depository Receipts (“TDR”) on the Taiwan Stock Exchange at an offer price of NT\$17 per unit. With approximately S\$21.5 million raised from the TDR issue, the Group intends to utilise the proceeds to finance future expansion plans in the region, to reduce bank borrowings as well as for the use of general working capital. With this new development, the Group is also actively seeking viable business opportunities in the Taiwan market, as long as it fits well within the strategy of the Group.

## **11. Dividend**

### **(a) Current Financial Period Reported On?**

**Any dividend declared for the current financial period reported on?**

Nil

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

Nil

**Any dividend declared for the corresponding period of the immediately preceding financial year?**

**(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/recommended for the period ended 30 September 2010.

## **13. Interested Person Transactions**

**[Note Rule 920(1)(a)(ii) – An issuer must announce the aggregate value of transactions conducted pursuant to the general mandate for interested person transactions for the financial periods which it is required to report on pursuant to Rule 705.]**

Name of Interested Person	Aggregate value of all interested person transactions during the financial year under review	Aggregate value of all interested person transactions conducted during the financial year under
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	(excluding transactions less than \$100,000 and transactions conducted under shareholders' mandate pursuant to Rule 920)	review under shareholders' mandate pursuant to Rule 920 (excluding transactions less than \$100,000)
Nil	Nil	Nil

#### **14. Negative assurance confirmation**

The Board of Directors confirms that, to the best of its knowledge, nothing has come to its attention which may render the unaudited interim financial results for the financial period ended 30 September 2010 to be false or misleading, in any material respect.

On behalf of the Board of Directors

Alvin Lim Hwee Hong  
Executive Chairman  
27 October 2010

Vincent Lim Hui Eng  
Chief Executive Officer  
27 October 2010