



NERA TELECOMMUNICATIONS LTD

ANNUAL REPORT 2008

# Bringing Lives Closer with Technology



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# Bringing Lives Closer with Technology

Through the years, Nera Telecommunications has been focusing on delivering products, solutions and services of premium quality in Transmission, Satellite Communications and Infocommunications to businesses. Our expertise has brought many people together and helped them establish ever stronger bonds by providing a highly competent framework for global communications.

We have the capability to apply our wireless technology in certain parts of the world where there are no fixed lines or basic communication, thus enabling people to be in touch. Our telecommunications infrastructure breaks through the most unreachable terrain where communication is vastly challenging.

The internet has become a vital source of information gathering and exchange. Our Infocomm network infrastructure provides a robust network system to facilitate better communication.

In a multitude of ways, we enhance the quality of life of people around the globe. We will continue to tap on our strengths to help individuals and organisations build positive relationships, ***bringing lives closer with technology.***



## CHAIRMAN'S STATEMENT

S Chandra Das  
Chairman

## CHAIRMAN'S STATEMENT

On behalf of the Board, I am pleased to present the Annual Report and Financial Statements of Nera Telecommunications Ltd for the year ended 31 December 2008.

In FY2008, the Group recorded S\$160.3 million in turnover compared to S\$166.4 million in FY2007, lower by 3.6%, attributed mainly to the drop in turnover from the Telecommunications business segment. Profit before tax was S\$12.4 million compared to \$14.1 million in FY2007, a decline of 12.1%, attributed to lower other operating income and higher operating expenses, partially offset by a better gross margin. Profit after tax was S\$10.2 million compared to S\$11.5 million in FY2007, a decrease of 11.2%. The Group had ended the year with a positive cash position of S\$20.8 million, representing 5.76 cents per share.

Basic earnings per ordinary share for the year based on net profit attributable to shareholders were recorded at 2.81 cents compared to 3.16 cents in FY2007. Net asset value per ordinary share based on issued capital of 361,897,000 ordinary shares was 17.20 cents compared to 18.57 cents in FY2007.

The Board is pleased to recommend a final one-tier tax exempt dividend of 3 cents per ordinary share (FY2007: a final one-tier tax exempt dividend of 4 cents per ordinary share). This will amount to a total dividend payout of approximately S\$10.9 million. The proposed dividend, if approved at the Annual General Meeting on 24 April 2009, will be paid on 15 May 2009.

The telecommunication industry is expected to remain active and highly competitive. To increase market share and stay ahead of competition, the mobile operators will need to expand their network coverage, capacity, bandwidth and network capabilities to meet the various needs of the customers. This will provide more opportunities for our transmission business. In addition, the Group intends to further increase its transmission revenues from the Defence, Broadcast and Utilities market sectors.

For the Satellite business, apart from exploring the business opportunities in providing maritime VSAT products and services to the marine, oil and gas market sector, the Group will continue to promote broadband satellite networks to the satellite operators, ISP, broadcasters and government organisations.

The Infocomm industry continues to present many opportunities during this uncertain economic climate as the infocomm services remain the fundamental services to both the consumers and businesses. The Group will focus on the business opportunities of its core product portfolios namely Network Infrastructure, Broadcast Infrastructure, Payment Solutions and Wireless Solutions to five key market sectors; Service Providers, Enterprise, Financial Services & Retail, Media & Broadcasting and the Government, Transport & Utilities.

Going forward, it will be challenging given the global economic crisis. To maintain our competitiveness, we will constantly review our operational efficiency to increase productivity and provide quality services to our customers. In addition, the skill and competence of our workforce will continuously be upgraded to meet the increasingly challenging business environment.

On behalf of my fellow Directors, I would like to thank Arve Johansen, who left the Board on 9 February 2009, for his contributions. The Board welcomes Jan T. Jorgensen, who was appointed as a Director on 9 February 2009. With his wealth of knowledge and experience, he will certainly serve the Group well.

Finally, on behalf of the Board, I would like to thank the shareholders, valued customers and business partners for your confidence and continued support and Management and Staff for their loyalty, dedication and commitment.

  
S Chandra Das, Chairman

## PRESIDENT AND CEO'S STATEMENT



Ang Seong Kang Samuel  
President and CEO

The Infocomm business segment recorded a jump of 16.5% in turnover at S\$77.0 million compared to S\$66.1 million in FY2007.



# PRESIDENT AND CEO'S STATEMENT

## Business Review

FY2008 was a challenging year for the NeraTel Group.

Turnover for the Group was S\$160.3 million compared to S\$166.4 million in FY2007, a slight decrease of 3.6%. This was attributed mainly to the lower turnover from the Telecommunications ("Telecom") business segment although the Infocommunications ("Infocomm") business segment registered an increase in its turnover. Profit before tax was S\$12.4 million compared to S\$14.1 million in FY2007, a decrease of 12.1% as a result of lower other operating income and higher operating expenses, partially offset by a better gross margin. The lower other operating income in FY2008 compared to FY2007 was mainly due to the absence of the one-off marketing support fee which the Company received from a principal in FY2007. The increase in operating expenses was due to higher payroll and related costs as well as the increase in other operating expenses attributed to higher foreign exchange loss and higher research and development cost. Profit after tax was S\$10.2 million compared to S\$11.5 million in FY2007, a decline of 11.2%. As at end of the year, the Group registered positive cash and bank balances of S\$20.8 million.

The Telecom business segment recorded a turnover of S\$83.3 million compared to S\$100.2 million in FY2007, a decrease of 16.9%. The decrease in turnover was attributed to the lower sales of microwave radio equipment resulting from project delays. Turnover for satellite business area also decreased due to the lower sales of satellite terminals. Profit from operations was S\$5.0 million compared to S\$8.1 million in FY2007, representing a decline of 37.8%.

The Infocomm business segment recorded a jump of 16.5% in turnover at S\$77.0 million compared to S\$66.1 million in FY2007. The increase in turnover was attributed mainly to the higher sales of network equipment to the Service Providers market sector. Profit from operations rose from S\$5.2 million in FY2007 to S\$6.8 million, representing an increase of 30.6%.

## Business Outlook

### Telecommunications (Telecom)

The Telecom business segment comprises two main business areas namely Transmission and Satellite Communications.

In the Transmission business area, the demand for microwave radio transmission products and services is driven by the mobile operators introducing voice, data, video, broadband and bundled services to meet various customer needs as well as in countries with low mobile phone penetration. Mobile operators need to expand their network coverage, capacity, bandwidth and network capabilities to increase their market share and stay ahead of competition.

The Group offers a complete range of Evolution series PDH, SDH access and SDH trunk point-to-point radio systems from 5Ghz to 38Ghz and scalable between 6Mb/s and 1500Mb/s based on a software-defined platform. These radios are also ready for current and future Ethernet/IP networks which will be suitable for the mobile operators introducing mobile IP broadband services. Orders received for Transmission in 2008 were more than S\$60 million and the closing order backlog is maintained at a satisfactory level. In addition,

## PRESIDENT AND CEO'S STATEMENT

the Group intends to further increase its radio transmission revenues from the Defence, Broadcast and Utilities market sectors so that it will not be overly dependent on the mobile market sector.

In the Satellite business area, the Group will focus on the sales of Inmarsat and Thuraya satellite communication products, solutions and services to the land and marine markets. Orders for Satellite received in 2008 were about S\$14 million. The Group is currently exploring the business opportunities in providing maritime VSAT products and services to the marine, oil & gas market sector and will continue to promote broadband satellite networks to the satellite operators, ISP, broadcasters and government organisations as well as expanding its satellite product portfolio.

The telecommunication market remains very competitive with mobile operators and service providers having to compete aggressively on their market share. Customers are constantly looking for suppliers to help them lower their operating and capital expenditures. The current global economic slowdown may result in some of our customers re-aligning their capital expenditure, delay or defer projects in line with the potentially lower revenues.

### Infocommunications (Infocomm)

The Infocomm business focuses on the business opportunities of its four core product portfolios namely Network Infrastructure, Broadcast Infrastructure, Payment Solutions and Wireless Solutions to five key market sectors; Service Providers, Enterprise, Financial Services & Retail, Media & Broadcasting, and Government, Transport & Utilities.

The Infocomm industry continues to present many opportunities even in this uncertain economic climate as the infocomm services remain the fundamental services to both the consumers and businesses. Revenues for infocomm services remain intact as most users are reluctant to turn off their broadband connections, internet access, mobile phones or pay TV / entertainment appliances. In 2008, the Group received about S\$92 million in orders and had a satisfactory closing order backlog.

In the Service Providers market sector, the demand for networking products and services is driven by the growth in broadband and internet services. Service Providers will continue to seek opportunities for growth but on a more cautious approach. We believe that Service Providers will need to develop a stronger competitive advantage, one that will enable them to leverage on the network to match traffic growth with scalability, match service growth with service platform agility and match margin pressure with lower cost of ownership. The Group will continue to focus on providing cost effective, high performance infocomm network infrastructure products and solutions to enable our customers to scale and secure their global network and service infrastructure as well as the rapid deployment of new services.

In the Enterprise market sector, corporate spending is mixed with some enterprises experiencing the decline in business activities resulting in reduced demand for bandwidth, IT products and services while others are taking the opportunity to upgrade or outsource their IT networks to save costs and improve productivity as well as to increase their overall competitiveness. The Group will focus on providing enterprise-class network infrastructure products and solutions such as routers, switches, security equipment or threat management, optimization, aggregation appliances to help enterprises and managed service organisations in cloud computing and service centralisation to save costs and improve productivity and competitiveness.



## PRESIDENT AND CEO'S STATEMENT

In the Financial Services & Retail market sector, the demand for point-of-sale ("POS") terminals, software and services is driven by the banks, financial institutions and retailers, who are gradually migrating POS terminals to those with PCI PED compliant. However, due to the current poor economic climate, consumer spending is expected to slow down and customers may adopt a careful approach to expand their POS infrastructure. The Group will continue to focus on developing its POS terminal sales, terminal applications, rental, leasing and maintenance business to the banks, financial institutions and retailers in Southeast Asia. Furthermore, Network infrastructure products and solutions will also be introduced to this market sector.

In the Media & Broadcasting market sector, we believe that the Broadcasters will gradually migrate their analogue TV systems to digital systems. Although the current poor economic situation may slow down the migration to digital system, the long term development remains positive as most consumers will not cut off their TV services but instead likely to demand for higher quality video content. The Group will continue to focus on promoting its turnkey Digital Terrestrial TV (DVB T/H/M) infrastructure network deployment capabilities to the potential broadcasters. In addition, we are introducing more stand-alone broadcast infrastructure products and networking solutions to the customers to this market sector.

In the Government, Transport & Utilities market sector, the Group intends to offer integrated infocomm infrastructure products and solutions to the defence, education, healthcare, utilities and transportation industries. We are working with business partners to gradually add new infocomm products such as IP surveillance, train and offshore communication systems as well as optical networks to our present product portfolio. Governments are also increasing their IT spending to help improve the economies and the Group will address these potential business opportunities.

Competition in the Infocomm industry is keen and the market is dominated by local and large global industry players. The Group is well positioned as a regional Infocomm infrastructure provider, strengthening its product portfolios and focus on providing competitive products, solutions and services, as well as developing key competence to serve the various customer segments.

The current global economic downturn has created many uncertainties. Although the Budget 2009 announced by the Singapore Government recently does provide some assistance to companies in terms of cost reductions and corporate tax, the Group will however need to adopt a more cautious approach in cost-related activities and balance its short term investment risks and opportunities against its long term business position.

Finally, I would like to thank our customers, business partners and shareholders for their continuous support. I would also like to express my appreciation to the Board members for their guidance as well as my colleagues for their commitment and contributions. I look forward to their continued support.



Ang Seong Kang Samuel, President & CEO

# BOARD OF DIRECTORS



- Mr S Chandra Das > 1
- Mr Ang Seong Kang Samuel > 2
- Mr Jan T. Jorgensen > 3
- Mr Lau Ping Sum > 4
- Mr Jorgen Larsen > 5
- Mr Sitoh Yih Pin > 6



## BOARD OF DIRECTORS

### Mr S Chandra Das (age: 69)

Mr S Chandra Das is the non-executive Chairman of the Company. He was appointed to the Board on 15 January 1988. Mr Das is currently the Managing Director of NUR Investment & Trading Pte Ltd, a company engaged in trading and investments. He also sits on the Boards of Yeo Hiap Seng Limited, Ascott Residence Trust Management Limited, CapitaMall Trust Management Limited and Cougar Logistics Corporation Ltd. Currently, he is Singapore's non-resident Ambassador to Turkey. Mr Das was appointed Pro Chancellor of Nanyang Technological University of Singapore in December 2007. Mr Das was the Chairman of the Trade Development Board from 1983 to 1986. He served as a Member of Parliament from 1980 to 1996. Mr Das was awarded the President's Medal by the Singapore Australian Business Council in 2000 and the Distinguished Service (Star) Award by the National Trades Union Congress in 2005. He was also the director of The Ascott Group Limited and Sincere Watch Limited. Mr Das is a graduate of the University of Singapore, with a Bachelor of Arts in Economics (Honours). He also holds a Certificate in Education from the former Singapore Teachers' Training College.

### Mr Ang Seong Kang Samuel (age: 53)

Mr Ang Seong Kang Samuel is the President & CEO of the Company. He was appointed to the Board on 2 October 1996. Currently, he is a member of the Executive Committee of Eltek ASA. He is responsible for the overall performance of the NeraTel Group in Asia. In addition, he serves on the Board of many NeraTel Group of Companies. Mr Ang previously served as the managing director, vice president and general manager of NeraTel. He was the director of Nera Electronics Ltd and committee member of the Norwegian Business Association of Singapore. Mr Ang holds a degree in Business Administration from Oklahoma City University.

### Mr Jan T. Jorgensen (age: 60)

Mr Jan T. Jorgensen was appointed as the non-executive Director of the Company on 9 February 2009. He is presently the Group CEO of Eltek ASA, a public listed company engaged in energy and transmission systems. Prior to joining Eltek ASA in August 2008, Mr Jorgensen previously served as the CEO of the Norwegian Kongsberg Gruppen, Kvaener Oil & Gas, UMOE Group as well as the Norwegian listed electronics company, Kitron ASA. He was the director of public listed companies namely Precise Biometrics AB (Sweden) and Goodtech ASA (Norway). Mr Jorgensen holds a Master degree from the Norwegian University of Science and Technology (NTNU) and received additional education from the Norwegian School of Management (BI) and Harvard Business School.

## BOARD OF DIRECTORS

### Mr Lau Ping Sim (age: 68)

Mr Lau Ping Sim is an independent Director of the Company. He was appointed to the Board on 29 April 1999. Mr Lau is presently the Executive Director of People's Action Party / People's Action Party Community Foundation. He was head of the IT department in the Public Utilities Board and two local banks during various periods. He is a director of Huan Hsin Holdings Ltd, Cortina Holdings Ltd and Sunpower Group Ltd. Mr Lau was a Member of Parliament from 1980 to 1996. He was a director and Chairman of the Medifund Committee of the Ang Mo Kio Community Hospital for several years. Mr Lau was a Colombo Plan scholar and has a degree in Economics from the Australian National University and a Diploma in Business Administration from the National University of Singapore.

### Mr Jorgen Larsen (age: 59)

Mr Jorgen Larsen was appointed as the non-executive Director of the Company on 6 February 2008. He is presently the Executive Vice President of Business Development in Eltek ASA, a public listed company engaged in energy and transmission systems. With Eltek ASA since 1995, he previously served as the Group CFO and Acting CEO. He is presently a Director of Eltek Valere AS and several subsidiaries of Eltek Valere AS. Prior to joining Eltek ASA, Mr Larsen held various positions in finance with public listed companies. Mr Larsen holds a Master of Science degree in Business from the Norwegian School of Economics and Business Administration.

### Mr Sitoh Yih Pin (age: 45)

Mr Sitoh Yih Pin was appointed as an Independent Director of the Company on 29 April 1999. Mr Sitoh is a Certified Public Accountant and a director of Nexia TS Public Accounting Corporation. Currently, Mr Sitoh is the Advisor to Potong Pasir Grassroots Organisations. He is also presently a director of several publicly listed companies comprising Chinasing Investment Holdings Limited, Lian Beng Group Ltd, United Food Holdings Limited, Meiban Group Ltd, PNE Micron Holdings Ltd and Allied Technologies Limited. Mr Sitoh was also the director of several publicly listed companies in the preceding 5 years including Bio-Treat Technology Limited, CWT Limited, Van Der Horst Energy Limited, Labroy Marine Pte Ltd, Middle East Development Singapore Ltd and WPG International (South Asia) Pte. Ltd. Mr Sitoh holds a Bachelor of Accountancy (Honours) degree from the National University of Singapore and is an Associate Member of the Institute of Chartered Accountants in Australia.



## SENIOR MANAGEMENT

**Dr Tan Hong Pew (age: 47)** is the Executive Vice President for Satellite Communications. He is responsible for the overall performance of Satellite Communications business in Asia. Dr Tan has many years of working experience in senior management positions in both local and foreign MNCs. Dr Tan holds a Bachelor of Science (1st Class Honours) degree from the University of New South Wales, a Master of Science degree (Industrial Engineering) from the National University of Singapore and a degree of Doctor of Business Administration from the University of Western Australia.

**Mr Tay Kheng Seng Alvin (age: 53)** is the Executive Vice President for Transmission. He is responsible for the overall performance of the Transmission business in Asia. Mr Tay has more than twenty-nine years of working experience in sales and marketing, financial services and has held several senior management positions prior to joining the Company. Mr Tay holds a Master of Business Administration degree from the Brunel University.

**Mr Chan Heng Chew Michael (age: 43)** is the Senior Vice President for Contracts and Investment. He is responsible for project financing, risk management and legal matters of the NeraTel Group. He provides current insight, business growth projection, country potential analysis and product/customer trends. He also conducts business feasibility studies to assist top management in the financial planning process. He has more than eighteen years of experience in marketing, logistics, investment, business and corporate development in various industries such as shipping, healthcare, leisure, printing and publishing. Mr Chan holds a Bachelor of Science degree in Finance from the Indiana University and a Master of Business Administration degree from the Monash University.

**Ms Chiang Hock Chin Jessie (age: 45)** is the Senior Vice President for Corporate Affairs/Staff. She is responsible for the corporate secretarial functions, corporate communications and investor relations of the NeraTel Group, which include crisis management, corporate identity and the strategic positioning of the Company and NeraTel Group. She has more than twenty years of experience in the areas she is currently serving. In addition, she oversees the Group's functions of Human Resource, Administration and Information Services. Ms Chiang is a member of the Institute of Public Relations of Singapore.

**Mr Mark Weng Kwai (age: 42)** is the Financial Controller. He is responsible for the financial planning, analysis and budgeting as well as taxation, treasury functions and related financial matters of the NeraTel Group. In addition, he is responsible for the compliance with the accounting and financial policies and procedures within the NeraTel Group. He has more than eighteen years of experience including seven years in audit with Price Waterhouse, Singapore (now known as PricewaterhouseCoopers, Singapore) and senior finance positions in two public listed companies in Singapore. Mr Mark obtained his Bachelor of Accountancy (Honours) degree from the National University of Singapore. He is a Fellow Certified Public Accountant (FCPA Singapore) and a member of Institute of Certified Public Accountants of Singapore.

# BUSINESS SEGMENT

## Telecommunications



- 1 > Servicing of Satellite Marine Terminal
- 2 > Transmission Evolution Long Haul Radio
- 3 > Transmission Evolution Edge Link IDU
- 4 > Thuraya Marine

### Transmission

We provide wireless transmission networks and solutions to the various market sectors such as Telcos, Celcos, Broadcasters, Enterprises, Government Organisations, Offshore and Utilities. Our radio transmission products include point-to-point and point-to-multi-point (PDH, SDH trunk and SDH access radios) and solutions are catered for the various customer segments which integrate different types of network applications such as backbone, access backhaul, access and last mile deployment.

The Evolution series microwave radio is built around a software defined core which enables a wide range of radio applications based on one common product platform. It represents a breakthrough in microwave radio technology, one hardware platform providing flexibility towards traffic scalability & migration to IP in the future. This helps to reduce investments and operational costs to our customers.

Latest addition to the Evolution series radio family, EDGE, introduced in 2009 is a last mile radio solution which will further enhance Evolution Radio towards meeting customers' requirements & expectation.

In addition, we undertake turnkey projects which comprise site surveys, design and planning, delivery, third party supplies, installations, testing, commissioning, training and after sales support and services.

### Satellite Communications

We provide a comprehensive range of satellite communications products, systems and services to Satellite Service Providers, ISPs, Government/Aid/Rescue Organisations, Enterprises, Media, Marine/Offshore/Oil & Gas industries.

Our satellite communications products comprise the various land and marine terminals for Inmarsat as well as other land and marine terminals by the various Satellite Service Providers, Inmarsat land earth stations/ gateways, Broadband satellite networks for B2B applications (including hubs and terminals), satellite airtime, on-board marine service and after sales services.



# BUSINESS SEGMENT

Infocomm



- 1 > Network Solutions Laboratory
- 2 > Staff at work at Service Management Helpdesk
- 3 > Point-of-Sale Terminals
- 4 > Staff discussion in Broadcasting Laboratory



The Infocomm business focuses on offering products and services from four main business areas namely Network Infrastructure, Broadcast Infrastructure, Payment Solutions and Wireless Solutions to five key market sectors comprising Service Providers, Enterprise, Financial Services & Retail, Media & Broadcasting, and the Government, Transport & Utilities.

### Network Infrastructure

We provide high-performance network infrastructure to enable Service Providers to deploy differentiated cost effective services and new revenue streams, Enterprises to improve network accessibility, security and productivity and Government Organisations to deliver services efficiently and securely.

Our Network Infrastructure product portfolio comprises the routers (core / edge), switches (ethernet / carrier ethernet), security (firewalls, intrusion, detection and prevention), application performances (optimization / aggregation), controlling access, network operating system and management system.

### Broadcast Infrastructure

We provide various digital TV broadcast infrastructure products, networks and services to Broadcasters and Service Providers.

Our range of products includes content creation, acquisition, aggregation and play-out, fixed / mobile contribution link (IP video transport solutions), head-end compression and multiplexing (encoders / muxes), distribution links and transmission (transmitters, fibre/radios transmission system), receiving devices (set-top boxes) as well as coverage studies.

## BUSINESS SEGMENT

### Infocomm

#### Payment Solutions

We provide end-to-end electronic payment solutions and value-added services to the Banking, Financial Services and Retail industries. It enables our customers to have fast and secure transmission of vital financial and business data.

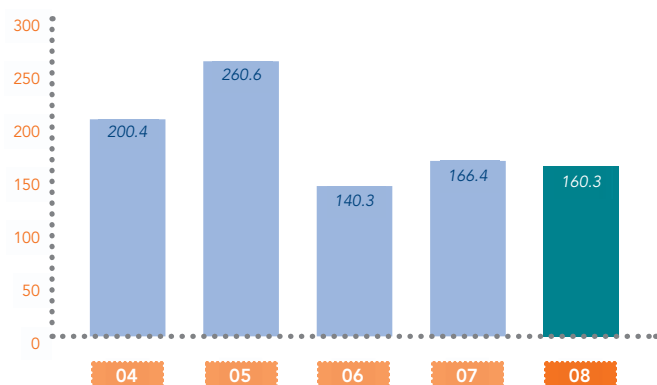
Our range of products comprises the various types of EMV, PCI PED approved point-of-sale payment terminals for countertop, mobile and unattended applications as well as wireless, contact-less and IP products to network devices, terminal / application software and value added services such as signature capture.

#### Wireless Solutions

We provide point-to-multipoint Broadband Wireless Access (BWA) networks and solutions for Service Providers, Enterprises and Government Organisations to enable the delivery of mobile broadband services such as hot-spot coverage, corporate VPNs, public safety and security.

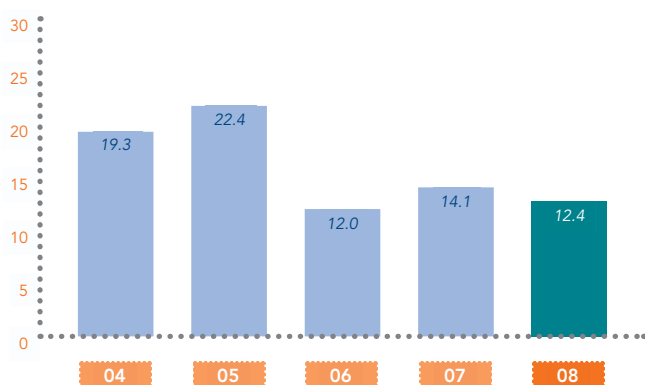
Our product portfolio includes the various types of base stations, indoor and outdoor access units over a full range of frequency bands for both fixed and mobile solutions as well as network management system.

## FINANCIAL HIGHLIGHTS



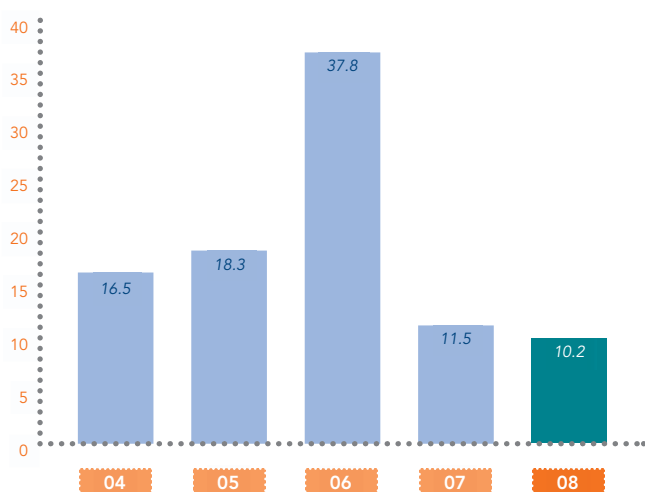
### TURNOVER (\$M)

Turnover was S\$160.3 million in FY2008 compared to S\$166.4 million in FY2007, a slight decrease of 3.6%.



### PROFIT BEFORE TAX (\$M)

Profit before tax was S\$12.4 million in FY2008 compared to S\$14.1 million in FY2007, a decrease of 12.1%.



### PROFIT AFTER TAX (\$M)

Profit after tax was S\$10.2 million in FY2008 compared to S\$11.5 million in FY2007, a decrease of 11.2%.

# CORPORATE INFORMATION

## Board of Directors

S Chandra Das, *Chairman* \*  
Ang Seong Kang Samuel, *President & CEO* \*\*  
Lau Ping Sum \*  
Sitoh Yih Pin \*  
Jan T. Jorgensen \*\*\* (*appointed on 9 February 2009*)  
Jorgen Larsen \*\*\*

\* *Independent Director*  
\*\* *Executive Director*  
\*\*\* *Non-Executive Director*

## Audit Committee

Lau Ping Sum, *Chairman*  
Sitoh Yih Pin  
Jorgen Larsen

## Nominating Committee

S Chandra Das, *Chairman*  
Lau Ping Sum  
Ang Seong Kang Samuel

## Compensation Committee

S Chandra Das, *Chairman*  
Sitoh Yih Pin  
Jan T. Jorgensen (*appointed on 9 February 2009*)

## Company Secretary

Tan Cher Liang

## Business Address

109 Defu Lane 10  
Singapore 539225  
Tel : (65) 62813388  
Fax : (65) 63839566 / 63839577

## Registered Office

3 Church Street #08-01  
Samsung Hub  
Singapore 049483  
Tel : (65) 6536 5355  
Fax : (65) 6536 1360

## Registrars and Share Transfer Office

Boardroom Corporate & Advisory Services  
(formerly known as Lim Associates (Pte) Ltd)  
3 Church Street #08-01  
Samsung Hub  
Singapore 049483  
Tel : (65) 6536 5355  
Fax : (65) 65361360

## Auditors

Ernst & Young  
One Raffles Quay  
North Tower, Level 18  
Singapore 048583.  
Partner-in-charge: Tan Wee Khim (*appointed with effect from financial year ended 31 December 2005*)

## Principal Bankers

DBS Bank Ltd  
6 Shenton Way  
DBS Building Tower One  
Singapore 068809

The Hong Kong and Shanghai Banking  
Corporation Limited  
21 Collyer Quay #04-01  
HSBS Building  
Singapore 049320

Scandinaviska Enskilda Banken (SEB)  
50 Raffles Place #36-01  
Singapore Land Tower  
Singapore 048623



## GROUP STRUCTURE



### Subsidiaries and Associated Company

- Nera Infocom Pte Ltd \*
- Nera (Malaysia) Sdn Bhd \*\*
- Nera Infocom (M) Sdn Bhd
- Nera (Thailand) Ltd
- P.T. Nera Indonesia
- Nera (Philippines), Inc.
- Nera Telecommunications (Taiwan) Co., Ltd
- Nera Telecommunications (India) Pvt Ltd
- Nera Telecommunications (Australia) Pty Ltd
- Nera Telecommunications Ltd,  
Vietnam Representative Office (Hanoi)
- Nera Telecommunications Ltd,  
Beijing Representative Office

\* Dormant Company

\*\* Associated Company

## HUMAN CAPITAL



We believe that human capital is our greatest asset. To remain competitive and be at the fore-front of technology, we are committed to develop our human capital to handle the challenges of tomorrow in an ever-changing business environment.

Our various training programmes have provided the employees with the skills and knowledge required for growth in their jobs and to better serve the customers. This will further enhance their productivity and performance, and at the same time, provide them the opportunities for career development within the organisation.

In addition, social activities are organised to provide a platform for employees to interact across all levels. This not only will strengthen the working relationship between the employees but also enhance the working environment.

- 1 > Long Service Award
- 2 > Teambuilding
- 3 > Chinese New Year Lo Hei

# CORPORATE GOVERNANCE REPORT

Nera Telecommunications Ltd ("the Company") is committed to maintaining a high standard of corporate governance so as to ensure greater transparency and protect the interests of its employees, customers and shareholders. The Board's approach to corporate governance is in compliance with the benchmark set by the Code of Corporate Governance 2005 ('the Code') issued by the Ministry of Finance on 14 July 2005.

This report outlines the Company's corporate governance framework in place with reference to the revised Code, which forms part of the Continuing Obligations of the Singapore Exchange Securities Trading Limited's Listing Manual.

## BOARD OF DIRECTORS

### Principle 1 : Board's Conduct of its Affairs

The principal functions of the Board are:

- (a) approving the Group's key business strategies and financial objectives;
- (b) approving the annual budget, major investments and divestments, and funding proposals;
- (c) overseeing the processes for evaluating the adequacy of internal controls, risk management, financial reporting and compliance; and
- (d) assuming responsibility for good corporate governance.

The Board discharges its responsibilities either directly or indirectly through the various Board committees.

The Board conducts regular scheduled meetings four times a year. Ad-hoc meetings are convened as and when required. The Company's Articles of Association allows a Board Meeting to be conducted by way of a tele-conference or any other electronic means of communications. The attendance of Directors at meetings of the Board and Board committees, as well as the frequency of such meetings, is disclosed in this Report.

An orientation programme will be organised for new Directors to ensure that incoming Directors are familiar with the Company's key business and governance practices. Prior to their appointment, new Directors are also provided the relevant information on their duties as Directors, the Company's governance processes as well as relevant statutory and regulatory compliance issues. Directors may request further explanations, briefings and informal discussions on any aspects of the Company's operations or business issues.

### Principle 2 : Board Composition and Balance

The Board comprises six Directors. Half of the Board are independent Directors. The composition of the Board is as follows:

#### Executive Director

Ang Seong Kang Samuel (President & CEO)

#### Non-Executive Directors

S Chandra Das, Chairman\*

Lau Ping Sum\*

Sitoh Yih Pin\*

Jan T. Jorgensen (appointed on 9 February 2009)

Jorgen Larsen

\* Independent Directors

(note: Arve Johansen, who was a non-executive director, resigned on 9 February 2009)

# CORPORATE GOVERNANCE REPORT

The independence of each Director is reviewed annually to determine that no individual or small group of individuals dominate the Board's decision making.

The Directors bring with them invaluable business, professional and commercial experience and whose core competencies, skills, qualifications and experience are extensive and complementary.

Whilst there is no limit on the number of Directors that may be appointed under the Company's Articles of Associations, the Board is of the view that the current board size of six Directors is appropriate, having regard to the impact of the number upon effectiveness and taking into account the nature of the Company's operations. The current size of the Board allows free and uninhibited discussions and facilitates effective decision making.

## Principle 3 : Role of Chairman and Chief Executive Officer

The functions of Chairman and the President & CEO are assumed by two individuals. The Chairman, S Chandra Das is an independent Director, while the President & CEO, Samuel Ang is an executive Director.

The President & CEO is the most senior executive in the Company and assumes executive responsibility for the Company's business while the Chairman assumes responsibility for the management of the Board. The Chairman and the President & CEO are not related.

## Principle 6 : Access To Information

To ensure that the Board is able to fulfill its responsibilities, a quarterly report of the Company's financial results and activities is provided to the Board. In addition, the Board is updated on business matters on an on-going basis. The Directors have also been provided with the contact numbers and email particulars of the Company's senior management and the company secretary to facilitate access to any required information.

In carrying out their duties, the Directors, whether as a group or individually, have access to professional advice both inside and outside of the Company. If external independent professional advice is sought, such cost will be borne by the Company.

The company secretary attends all board meetings and ensures that board procedures are followed and that applicable rules and regulations are complied with. The company secretary also attends the meetings of Board committees.

## BOARD COMMITTEES

### Nominating Committee (NC)

#### Principle 4 : Board Membership

The Nominating Committee comprises three members, a majority of whom, including the Chairman, are independent Directors. The Chairman is not associated with a substantial shareholder, thus complying with the new requirement of the Code. The composition of the NC is as follows:

S Chandra Das, Chairman \*  
Lau Ping Sum \*  
Ang Seong Kang Samuel

\* Independent Director

# CORPORATE GOVERNANCE REPORT

The principal functions of the NC are:

- (a) to identify candidates, review nominations for both appointment and re-appointment of the Directors to the Board for its approval. For the appointment of new candidates to the Board, the proposed appointee's background, experience and other board memberships will be taken into account;
- (b) to review the Board structure and size including the composition of the Board generally and the balance between executive and non-executive Directors appointed to the Board, and make recommendations to the Board with regard to any adjustments that are deemed necessary;
- (c) to review the independence of each Director annually; and
- (d) to assess the contribution of each Director to the effectiveness of the Board.

The NC has adopted written terms of reference.

New Directors are at present appointed by way of board resolution or board meeting, after the NC recommends and supports their appointments. In considering the appointment of any new director, the NC ensures that the new director possesses the necessary skills, knowledge and experience that could facilitate the Board in making sound and well considered decisions.

In accordance with the Company's Articles of Association, new Directors must submit themselves to re-election at the next Annual General Meeting of the Company and one third of the Directors must retire by rotation at each Annual General Meeting and are eligible for re-election.

The NC has recommended the nomination of Directors retiring by rotation under the Company's Articles of Association, namely Lau Ping Sum, Sitoh Yih Pin and Jan T. Jorgensen, for re-election at the forthcoming Annual General Meeting. Lau Ping Sum and Sitoh Yih Pin are retiring under Article 87 of the Company's Articles of Association while Jan T. Jorgensen is retiring under Article 94 of the Company's Articles of Association.

Lau Ping Sum, an independent Director, was appointed to the Board on 29 April 1999. He chairs the Audit Committee and is also a member of the Nominating Committee. Mr Lau was last re-elected a Director on 27 April 2006. Mr Lau will, upon re-election as Director of the Board, remain the chairman of the Audit Committee and a member of the Nominating Committee and will be considered independent for the purposes of Rule 704(8) of the Listing Manual of the Singapore Exchange Securities Trading Limited.

Sitoh Yih Pin, an independent Director, was appointed to the Board on 29 April 1999. He is a member of both the Audit Committee and Compensation Committee. Mr Sitoh was last re-elected a Director on 27 April 2007. Mr Sitoh will, upon re-election as Director of the Company, remain a member of the Audit Committee and Compensation Committee and will be considered independent for the purposes of Rule 704(8) of the Listing Manual of the Singapore Exchange Securities Trading Limited.

Jan T. Jorgensen, a non-executive Director, was appointed to the Board on 9 February 2009. He is a member of the Compensation Committee. Mr Jorgensen will, upon re-election as Director of the Company, remain a member of the Compensation Committee.

Lau Ping Sum had duly abstained from making a recommendation on his nomination.



# CORPORATE GOVERNANCE REPORT

## Principle 5 : Board Performance

In reviewing the re-appointment of any director, an evaluation on the performance of the Directors is done annually. Assessment of each Director's contribution to the Board includes his attendance and participation, time and effort devoted to the Company's business and affairs and any special contributions.

The NC has conducted Board performance evaluation to assess the effectiveness of the Board since FY2003.

## Audit Committee (AC)

### Principle 11 : Audit Committee

### Principle 12 : Internal Controls

The Audit Committee comprises three non-executive Directors, the majority of whom, including the Chairman, are independent Directors. The composition of the AC is as follows:

Lau Ping Sum, Chairman\*  
Sitoh Yih Pin\*  
Jorgen Larsen

\* Independent Director

The members of the AC are appropriately qualified and have relevant accounting, financial and related management expertise and experience to discharge the functions effectively.

The key functions of the AC are:

- (a) to consider the appointment and re-appointment of the external auditors, audit fee and matters relating to the resignation and dismissal of the auditors;
- (b) to review with the auditors the audit plans, the evaluation of the system of internal accounting controls and the audit reports;
- (c) to review the quarter, half-year and annual financial statements for recommendation to the Board for approval, focusing in particular, on:
  - (i) significant financial reporting issues and judgments
  - (ii) changes in accounting policies and practices
  - (ii) major risk areas
  - (iii) significant adjustments resulting from the audit
  - (iv) the going concern statement
  - (v) compliance with accounting standards
  - (vi) compliance with statutory/regulatory requirements
- (d) to review and discuss with the external auditors, any suspected fraud or irregularity, or suspected infringement of any law, rules or regulations, which has or is likely to have a material impact on the Company's operating results or financial position;

# CORPORATE GOVERNANCE REPORT

- (e) to review interested person transactions;
- (f) to review the scope and results of the internal audit procedures; and
- (g) to review the assistance given by the Management to the auditors.

The AC has adopted written terms of reference.

The AC has the explicit authority to conduct investigations into any matters within its terms of reference, including having full access to and co-operation by Management and full discretion to invite any Director or executive officer to attend its meetings. The AC has reasonable resources to discharge its functions properly.

The AC has conducted an annual review of the volume of non-audit services to satisfy itself that the nature and extent of such services will not prejudice the independence and objectivity of the external auditors before confirming their re-nomination for the ensuing year. The AC has also reviewed interested person transactions, the Company's material internal controls including financial, operational and compliance controls. Risk management is also conducted at least annually. The AC is satisfied that there are adequate internal controls in the Company.

The AC meets with both the external and internal auditors, without the presence of Management, at least once a year.

The Company has put in place a whistle-blowing framework, endorsed by the AC where employees of the Company may, in confidence, raise concerns about possible corporate improprieties in matters of financial reporting or other matters to ensure that arrangements are in place for the independent investigations of such matters and for appropriate follow up actions. The details of the whistle-blowing policies and arrangements have been made available to all employees.

## Principle 13 : Internal Audit (IA)

IA is an independent function that reports to the Chairman of the AC and administratively to the President & CEO. The scope of work covers all business and support functions in the Company, its subsidiaries and an associated company. The AC reviews the internal audit activities on a quarterly basis.

The AC is satisfied that the existing system of internal control is adequately maintained.

## Compensation Committee (CC)

### Principle 7 : Procedures for Developing Remuneration Policies

### Principle 8 : Level and Mix of Remuneration

### Principle 9: Disclosure on Remuneration

The Compensation Committee comprises three members, all are non-executive Directors and a majority of whom are independent Directors. The composition of the CC is as follows:

S Chandra Das, Chairman\*

Sitoh Yih Pin\*

Jan T. Jorgensen (appointed on 9 February 2009)

\* Independent Director

# CORPORATE GOVERNANCE REPORT

The principal responsibilities of the CC are:

- (a) to review and recommend to the Chairman of the Board, a framework of remuneration and the specific remuneration packages for both executive and non-executive Directors. This covers all aspects of remuneration including the Directors' fees, salaries, allowances, options and benefits-in-kind. The CC empowers the CEO, who is an executive Director, to review and fix the framework of remuneration for the senior management.
- (b) to approve and administer the Employees' Share Option Schemes or any long term incentive schemes which may be set up from time to time and to do all acts necessary in connection therewith.

The CC has adopted written terms of reference.

As part of its review, the CC takes into consideration:

- (a) that the remuneration packages should be comparable within the industry and in comparable companies and shall include a performance related element coupled with appropriate and meaningful measures of assessing individual directors' and senior management's performance. A significant proportion of executive directors' remuneration should be structured so as to link rewards to corporate (Group) and individual performance;
- (b) that the remuneration packages of employees related to the directors and controlling shareholders of the Group are in line with the Group's staff remuneration guidelines and commensurate with their respective job scopes and levels of responsibility.

Independent Directors are paid basic Directors' fees and additional fees for being members of the Audit Committee, Nominating Committee and Compensation Committee, subject to approval at the Annual General Meeting. Non-Independent and non-executive Directors, who are employees of the Eltek Group, will not be paid Directors' fees.

The following table shows the makeup (in percentage terms) of the remuneration and fees of the Directors for the year ended 31 December 2008:

Remuneration Bands / Name	Fees %	Salary %	Bonus %	Total %
<b>S\$750,001 to S\$1,000,000</b> Ang Seong Kang Samuel <sup>(1)</sup>	-	56	44	100
<b>S\$500,001 to S\$750,000</b> NIL	-	-	-	-
<b>S\$250,001 to S\$500,000</b> NIL	-	-	-	-
<b>Below S\$250,000</b> (Fees paid to independent Directors) <sup>(2)</sup>				
S Chandra Das (S\$70,000)	100	-	-	100
Lau Ping Sum (S\$50,000)	100	-	-	100
Sitoh Yih Pin (S\$45,000)	100	-	-	100
Arve Johansen (S\$36,100) *	100	-	-	100

Notes:

<sup>(1)</sup> The salary and bonus are inclusive of CPF.

<sup>(2)</sup> These fees are subject to approval by the shareholders as a lump sum for FY2008 at the Annual General Meeting.

\* Mr Arve Johansen was appointed on 6 February 2008 and will receive a pro-rated director's fee.

<sup>(3)</sup> No other directors, other than disclosed above, received directors' fees or remuneration during the period.

<sup>(4)</sup> The above table excludes share options which are described in the Directors' Report.

<sup>(5)</sup> There were no share options granted in FY2008.

# CORPORATE GOVERNANCE REPORT

## Senior Management's Remuneration

Senior Management of the Company who were above S\$250,000 and below S\$250,000 bands (in percentage terms) during the year are as follows:

Remuneration Band / Name and Position	Salary <sup>(1)</sup> %	Bonus <sup>(1)</sup> %	Total %
<b>S\$250,001 to S\$500,000</b>			
Tan Hong Pew, Executive Executive Vice President, Satellite Communications	78	22	100
Tay Kheng Seng Executive Vice President, Transmission	73	27	100
<b>Below S\$250,000</b>			
Chan Heng Chew Michael Senior Vice President, Contracts & Investment	76	24	100
Chiang Hock Chin Jessie Senior Vice President, Corporate Affairs/ Staff	74	26	100
Mark Weng Kwai Financial Controller	77	23	100

Notes:

<sup>(1)</sup> Salaries are inclusive of allowances. In addition, salaries and bonuses are inclusive of CPF.

<sup>(2)</sup> There were no share options granted in FY2008.

There were no employees who are immediate family members of the Directors (including the CEO) and Controlling Shareholders.

## Communication with Shareholders

Principle 10 : Accountability and Audit

Principle 14 : Communication with Shareholders

Principle 15 : Greater Shareholder Participation

The Company has adopted quarterly results reporting since its listing in July 1999, ahead of the regulatory timeline imposed by the SGX. News releases and quarterly results announcements are published through the SGXNET.

The Company does not practise selective disclosure. Price sensitive information is first publicly released, either before the Company meets with any group of investors or analysts or simultaneously with such meetings.

The Company communicates with its shareholders, both institutional and retail, on a regular basis. The Annual Report and Notice of Annual General Meeting are forwarded to all shareholders of the Company. The Notice of Annual General Meeting is also advertised in the newspapers. All Directors including chairpersons of the Audit, Nominating and Compensation Committee are encouraged to be present at the Annual General Meeting. At the Annual General Meeting, shareholders are given the opportunity to communicate their views to the Directors and Management on matters relating to the Company.

# CORPORATE GOVERNANCE REPORT

## Dealing in Securities

The Company has adopted an internal compliance code in relation to dealings in the Company's securities. Directors and key employees within the Group are not allowed to deal in the Company's securities two (2) weeks before the announcement of the Company's financial statements for first, second and third quarters of its financial year and one (1) month before the announcement of the Company's financial statements for its full financial year, and ending on the date of announcement of the results, and at all times when in possession of price-sensitive information. The Directors are required to notify the Company of any dealings in the Company's securities (during the open window period) within two (2) business days of the transactions.

## Interested Person Transactions

The Company's policy on transactions with interested persons is driven by compliance with statutory and regulatory requirements, namely Chapter 9 of the SGX-ST Listing Manual on interested person transactions.

The followings are details of the aggregate value of interested person transactions for FY2008 undertaken pursuant to a shareholder's general mandate obtained at the last Annual General Meeting.

Name of Interested Person	Aggregate value of all interested person transactions conducted during the financial year under shareholders' mandate pursuant to Rule 920 (excluding transactions less than S\$100,000)
<b>Sales</b>	S\$'000
Nera Networks AS	483
Nera Networks Inc.	369
Nera Networks, s.r.o.	169
<b>Purchases</b>	
Nera Networks AS	33,817
<b>Other Operating Revenues</b>	
Nera Networks AS	1,100

Notes:

<sup>(i)</sup> All interested person transactions conducted during the financial year were under shareholders' mandate pursuant to Rule 920.

## Directors' Attendance at Board and Board Committee Meetings in 2008

Name of Directors	Board Meetings		Audit Committee Meetings		Compensation Committee Meetings		Nominating Committee Meetings	
	No. of Meetings Held	No. of Meetings Attended	No. of Meetings Held	No. of Meetings Attended	No. of Meetings Held	No. of Meetings Attended	No. of Meetings Held	No. of Meetings Attended
S Chandra Das	4	3	-	-	1	1	1	1
Ang Seong Kang Samuel	4	4	-	-	-	-	1	1
Lau Ping Sum	4	3	4	4	-	-	1	1
Sitoh Yih Pin	4	4	4	4	1	1	-	-
Morten Fernand Angelil <sup>(1)</sup>	4	1	-	-	1	0	-	-
Lars Jervan <sup>(1)</sup>	4	1	4	1	-	-	-	-
Jorgen Larsen <sup>(2)</sup>	4	3	4	3	-	-	-	-
Arve Johansen <sup>(2)</sup>	4	2	-	-	1	0	-	-

<sup>(1)</sup> Morten Fernand Angelil and Lars Jervan resigned on 5 February 2008.

<sup>(2)</sup> Jorgen Larsen and Arve Johansen were appointed on 6 February 2008.



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# DIRECTORS' REPORT

The directors are pleased to present their report to the members together with the audited consolidated financial statements of Nera Telecommunications Ltd (the "Company") and its subsidiaries (collectively, the "Group") and the balance sheet and statement of changes in equity of the Company for the financial year ended 31 December 2008.

## Directors

The directors of the Company in office at the date of this report are :

S Chandra Das	(Chairman)
Ang Seong Kang Samuel	(President and Chief Executive Officer)
Lau Ping Sum	
Sitoh Yih Pin	
Jorgen Larsen	
Jan T. Jorgensen	(Appointed on 9 February 2009)
Arve Johansen	(Resigned on 9 February 2009)

## Arrangements to enable directors to acquire shares and debentures

Except for the Employees' Share Option Scheme as disclosed in this report, neither at the end of nor at any time during the financial year was the Company a party to any arrangement whose objects are, or one of whose objects is, to enable the directors of the Company to acquire benefits by means of the acquisition of shares or debentures of the Company or any other body corporate.

## Directors' interests in shares and debentures

The following directors, who held office at the end of the financial year, had, according to the register of directors' shareholdings required to be kept under section 164 of the Singapore Companies Act, Cap. 50, an interest in shares and share options of the Company and related corporations as stated below :

Name of director	Held by director			Other shareholdings in which the director is deemed to have an interest		
	As at 1.1.2008 or date of appointment	As at 31.12.2008	As at 21.1.2009	As at 1.1.2008 or date of appointment	As at 31.12.2008	As at 21.1.2009
<i>Ultimate holding company</i>						
<i>Eltek ASA</i>						
<i>Ordinary shares</i>						
S Chandra Das	1,800	1,800	1,800	—	—	—
Ang Seong Kang Samuel	3,130	3,130	18,627	—	—	—
Jorgen Larsen*	—	—	—	395,216	395,216	395,216
Arve Johansen**	40,420	—	—	40,000	440,420	440,420
<i>Option to subscribe for ordinary shares</i>						
Jorgen Larsen	80,000	80,000	80,000			

# DIRECTORS' REPORT

## Directors' interests in shares and debentures (cont'd)

Name of director	Held by director			Other shareholdings in which the director is deemed to have an interest		
	As at 1.1.2008	As at 31.12.2008	As at 21.1.2009	As at 1.1.2008	As at 31.12.2008	As at 21.1.2009
<i>The Company</i>						
<i>Ordinary shares</i>						
S Chandra Das***	–	–	–	1,000,000	1,000,000	1,000,000
Ang Seong Kang Samuel****	1,000,000	1,000,000	1,000,000	65,000	65,000	65,000
Lau Ping Sum	550,000	550,000	550,000	–	–	–
Sitoh Yih Pin	500,000	500,000	500,000	–	–	–

\* 395,216 shares are held by Eikrun AS, which Jorgen Larsen is deemed to be interested.

\*\* 440,420 shares are held by Altera Management Arve Johansen AS, which Arve Johansen is deemed to be interested.

\*\*\* 1,000,000 shares are held by the spouse of S Chandra Das.

\*\*\*\* 25,000 shares are held by the spouse of Ang Seong Kang Samuel and 40,000 shares are under the Central Provident Fund Share Investment Scheme.

Name of director	Held by director		
	As at 1.1.2008	As at 31.12.2008	As at 21.1.2009
<i>Related Corporations</i>			
<i>Nera Infocom (M) Sdn Bhd</i>			
<i>Ordinary shares of RM 1 each</i>			
Ang Seong Kang Samuel	1	1	1
<i>Nera (Philippines) Inc.</i>			
<i>Ordinary shares of Peso 100 each</i>			
Ang Seong Kang Samuel	1	1	1
<i>P.T. Nera Indonesia</i>			
<i>Ordinary shares of US\$2,000 each</i>			
Ang Seong Kang Samuel	1	1	1
<i>Nera Telecommunications (Taiwan) Co., Ltd</i>			
<i>Ordinary shares of NT\$10 each</i>			
Ang Seong Kang Samuel	1	1	1
<i>Nera Telecommunications (India) Pvt Ltd</i>			
<i>Ordinary shares of 10 Rupees each</i>			
Ang Seong Kang Samuel	5,000	5,000	5,000

Except as disclosed in this report, no other director who held office at the end of the financial year had interests in shares, share options or debentures of the Company, or of related corporations, either at the beginning of the financial year, or date of appointment if later, or at the end of the financial year and on 21 January 2009.

# DIRECTORS' REPORT

## Directors' contractual benefits

Except as disclosed in the financial statements, since the end of the previous financial year, no director of the Company has received or become entitled to receive a benefit by reason of a contract made by the Company or a related corporation with the director, or with a firm of which the director is a member, or with a company in which the director has a substantial financial interest.

## Share options

The Employees' Share Option Scheme (the "Scheme") was approved and adopted at the Company's Extraordinary General Meeting held on 26 April 2002 to enable the eligible directors and executives employed by the Group to participate in the equity of the Company.

The Scheme is administered by a compensation committee comprising independent and non-executive directors as follows:

- (i) S Chandra Das
- (ii) Sitoh Yih Pin
- (iii) Jan T. Jorgensen (Appointed on 9 February 2009)
- (iv) Arve Johansen (Resigned on 9 February 2009)

The Scheme shall continue to be in force at the discretion of the Committee.

The options granted by the Company to directors holding office at the end of the financial year to subscribe for ordinary shares at the respective exercisable price were as follows:

	Exercise price \$	Options granted during the financial year	Aggregate options granted since commencement of Scheme to end of financial year	Aggregate options exercised/ cancelled since commencement of Scheme to end of financial year	Aggregate options outstanding as at end of financial year	Exercisable period
S Chandra Das	0.625 0.22	– –	150,000 150,000	150,000 150,000	– –	1.3.2004 to 28.2.2007 20.3.2005 to 19.3.2008
Lau Ping Sum	0.625 0.22	– –	100,000 100,000	100,000 100,000	– –	1.3.2004 to 28.2.2007 20.3.2005 to 19.3.2008
Sitoh Yih Pin	0.625 0.22	– –	100,000 100,000	100,000 100,000	– –	1.3.2004 to 28.2.2007 20.3.2005 to 19.3.2008
Ang Seong Kang Samuel	0.625 0.22	– –	200,000 200,000	– 200,000	200,000 –	1.3.2004 to 28.2.2012 20.3.2005 to 19.3.2013

# DIRECTORS' REPORT

## Share options (cont'd)

The options granted by the Company to employees of the Company, its subsidiaries and associate under the Scheme to subscribe for ordinary shares at the respective exercisable price were as follows :

	Exercise price \$	Aggregate options outstanding as at beginning of financial year	Options granted during the financial year	Options exercised during the financial year	Options cancelled during the financial year	Aggregate options outstanding as at end of financial year	Exercisable period
Employees of the Company	0.625	597,000	–	–	9,000	588,000	1.3.2004 to 28.2.2012
Employees of the subsidiaries	0.625	235,000	–	–	9,000	226,000	1.3.2004 to 28.2.2012

Except for the above, no options have been granted to controlling shareholders of the Company, their associates or employees of related corporations and no participant has received 5% or more of the total options available under the Scheme.

During the financial year, no shares of the Company were issued by virtue of the exercise of options to take up unissued shares of the Company.

The options granted by the Company do not entitle the holders of options, by virtue of such holdings, to any right to participate in any share issue of any other corporation.

There were no options granted during the financial year.

## Audit Committee

The Audit Committee ("AC") carried out its functions in accordance with section 201B(5) of the Singapore Companies Act, Cap. 50, including the following :

- Reviews the audit plans of the internal and external auditors of the Company and review the internal auditors' evaluation of the adequacy of the Company's system of internal accounting controls and the assistance given by the Company's management to the external and internal auditors;
- Reviews the quarterly and annual financial statements and the auditors' report on the annual financial statements of the Company before their submission to the board of directors;
- Reviews effectiveness of the Company's material internal controls, including financial, operational and compliance controls and risk management via reviews carried out by the internal auditors;
- Meets with the external auditors, other committees, and management in separate executive sessions to discuss any matters that these groups believe should be discussed privately with the AC;



# DIRECTORS' REPORT

## Audit Committee (cont'd)

- Reviews legal and regulatory matters that may have a material impact on the financial statements, related compliance policies and programmes and any reports received from regulators;
- Reviews the cost effectiveness and the independence and objectivity of the external auditors;
- Reviews the nature and extent of non-audit services provided by the external auditors;
- Recommends to the board of directors the external auditors to be nominated, approves the compensation of the external auditors, and reviews the scope and results of the audit;
- Reports actions and minutes of the AC to the board of directors with such recommendations as the AC considers appropriate; and
- Reviews interested person transactions in accordance with the requirements of the Singapore Exchange Securities Trading Limited (SGX-ST)'s Listing Manual.

The AC, having reviewed all non-audit services provided by the external auditors to the Group, is satisfied that the nature and extent of such services would not affect the independence of the external auditors. The AC has also conducted a review of interested person transactions.

The AC convened four meetings during the year with full attendance from all members. The AC has also met with internal and external auditors, without the presence of the Company's management, at least once a year.

Further details regarding the AC are disclosed in the Report on Corporate Governance.

## Auditors

Ernst & Young LLP have expressed their willingness to accept reappointment as auditors.

On behalf of the board of directors,

**S Chandra Das**  
Director

**Ang Seong Kang Samuel**  
Director

Singapore  
30 March 2009

## STATEMENT BY DIRECTORS

We, S Chandra Das and Ang Seong Kang Samuel, being two of the directors of Nera Telecommunications Ltd, do hereby state that, in the opinion of the directors,

- (i) the accompanying balance sheets, consolidated profit and loss account, statements of changes in equity, and consolidated cash flow statement together with notes thereto are drawn up so as to give a true and fair view of the state of affairs of the Group and of the Company as at 31 December 2008 and the results of the business, changes in equity and cash flows of the Group and the changes in equity of the Company for the year ended on that date, and
- (ii) at the date of this statement, there are reasonable grounds to believe that the Company will be able to pay its debts as and when they fall due.

On behalf of the board of directors,

S Chandra Das  
Director

Ang Seong Kang Samuel  
Director

Singapore  
30 March 2009

# INDEPENDENT AUDITORS' REPORT

For the financial year  
ended 31 December 2008

## To the members of Nera Telecommunications Ltd

We have audited the accompanying financial statements of Nera Telecommunications Ltd (the "Company") and its subsidiaries (collectively, the "Group") set out on pages 37 to 91, which comprise the balance sheets of the Group and the Company as at 31 December 2008, the statements of changes in equity of the Group and the Company and the profit and loss account and cash flow statement of the Group for the year then ended, and a summary of significant accounting policies and other explanatory notes.

## Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the provisions of the Singapore Companies Act, Cap. 50 (the "Act") and Singapore Financial Reporting Standards. This responsibility includes devising and maintaining a system of internal accounting controls sufficient to provide a reasonable assurance that assets are safeguarded against loss from unauthorised use or disposition; and transactions are properly authorised and that they are recorded as necessary to permit the preparation of true and fair profit and loss account and balance sheet and to maintain accountability of assets; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

## Auditors' responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Singapore Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Opinion

In our opinion,

- (i) the consolidated financial statements of the Group and the balance sheet and statement of changes in equity of the Company are properly drawn up in accordance with the provisions of the Act and Singapore Financial Reporting Standards so as to give a true and fair view of the state of affairs of the Group and of the Company as at 31 December 2008 and the results, changes in equity and cash flows of the Group and the changes in equity of the Company for the year ended on that date; and
- (ii) the accounting and other records required by the Act to be kept by the Company and by the subsidiary incorporated in Singapore of which we are the auditors have been properly kept in accordance with the provisions of the Act.

Ernst & Young LLP  
Public Accountants and  
Certified Public Accountants  
Singapore  
30 March 2009

# BALANCE SHEETS

as at 31 December 2008

		Group		Company	
	Note	2008 \$'000	2007 \$'000	2008 \$'000	2007 \$'000
<b>Non-current assets</b>					
Fixed assets	4	8,845	8,168	5,365	4,308
Investment in subsidiaries	5	–	–	4,316	4,316
Investment in an associate	6	1,077	1,111	199	199
Deferred tax assets	25	583	1,327	–	180
		10,505	10,606	9,880	9,003
<b>Current assets</b>					
Stocks	7	4,793	7,188	4,050	6,185
Contract work-in-progress	8	30,989	20,687	27,097	15,725
Trade receivables	9	30,812	48,733	20,215	38,563
Other receivables, deposits and prepayments	10	3,372	1,769	1,030	128
Amounts due from subsidiaries					
- trade	11	–	–	9,829	8,033
- non-trade	11	–	–	215	359
Amount due from an associate					
- trade	11	12,901	8,145	10,310	7,076
- non-trade	11	950	1,000	950	1,000
Amounts due from related companies					
- trade	11	279	95	15	83
Fixed deposits	28	2,018	–	2,018	–
Cash and bank balances	28	18,831	21,151	16,466	18,934
		104,945	108,768	92,195	96,086
<b>Current liabilities</b>					
Trade payables	12	33,569	22,498	28,441	16,945
Other payables and accruals	13	13,141	17,448	8,618	13,875
Amounts due to subsidiaries (trade)	11	–	–	316	400
Amounts due to related companies (trade)	11	1,474	5,591	1,427	5,548
Provision for taxation		1,780	2,826	2,035	2,616
Provision for warranty	14	2,965	3,821	1,820	1,706
Obligations under finance leases	15	23	–	–	–
		52,952	52,184	42,657	41,090
<b>Net current assets</b>		51,993	56,584	49,538	54,996
<b>Non-current liabilities</b>					
Obligations under finance leases	15	(84)	–	–	–
Deferred tax liabilities	25	(168)	–	(168)	–
<b>Net assets</b>		62,246	67,190	59,250	63,999
<b>Equity attributable to equity holders of the Company</b>					
Share capital	16	29,909	29,909	29,909	29,909
Revenue reserve		34,933	39,241	29,341	34,090
Translation reserve	17	(2,596)	(1,960)	–	–
		62,246	67,190	59,250	63,999

The accompanying accounting policies and explanatory notes form an integral part of the financial statements.

# CONSOLIDATED PROFIT AND LOSS ACCOUNT

for the year ended  
31 December 2008

	Note	2008 \$'000	2007 \$'000
Turnover	18	160,317	166,369
Cost of sales		(125,028)	(132,294)
<b>Gross profit</b>		35,289	34,075
Other operating income	19	1,443	2,072
Distribution and selling expenses		(15,411)	(14,980)
Administrative expenses	20	(7,306)	(6,785)
Other operating expenses	20	(2,174)	(1,065)
<b>Profit from operating activities</b>		11,841	13,317
Financial income	23	806	998
Financial expenses	24	(252)	(227)
		12,395	14,088
Share of results of an associate		9	18
<b>Profit before tax</b>		12,404	14,106
Tax	25	(2,236)	(2,653)
<b>Profit for the year attributable to shareholders</b>		10,168	11,453
<b>Earnings per share</b>			
Basic	26	2.81	3.16
Diluted	26	2.81	3.16

The accompanying accounting policies and explanatory notes form an integral part of the financial statements.



# STATEMENTS OF CHANGES IN EQUITY

for the year ended  
31 December 2008

Group	Attributable to equity holders of the Company				Total equity
	Share capital	Revenue reserve	Employee share option reserve	Translation reserve	
	(Note 16) \$'000	\$'000	(Note 17) \$'000	(Note 17) \$'000	
<b>2008</b>					
At 1 January 2008	29,909	39,241	–	(1,960)	67,190
Foreign currency translation difference	–	–	–	(636)	(636)
Net income recognised directly in equity	–	–	–	(636)	(636)
Net profit for the year	–	10,168	–	–	10,168
Total recognised income and expenses for the year	–	10,168	–	(636)	9,532
Dividends (Note 27)	–	(14,476)	–	–	(14,476)
At 31 December 2008	29,909	34,933	–	(2,596)	62,246
<b>2007</b>					
At 1 January 2007	29,906	38,645	1	(1,664)	66,888
Foreign currency translation difference	–	–	–	(296)	(296)
Net income recognised directly in equity	–	–	–	(296)	(296)
Net profit for the year	–	11,453	–	–	11,453
Total recognised income and expenses for the year	–	11,453	–	(296)	11,157
Employee share options exercised	3	–	(1)	–	2
Dividends (Note 27)	–	(10,857)	–	–	(10,857)
At 31 December 2007	29,909	39,241	–	(1,960)	67,190

The accompanying accounting policies and explanatory notes form an integral part of the financial statements.

# STATEMENTS OF CHANGES IN EQUITY

for the year ended  
31 December 2008

Company	Share capital	Revenue reserve	Employee share option reserve	Total equity
	(Note 16)		(Note 17)	
	\$'000	\$'000	\$'000	\$'000
<b>2008</b>				
At 1 January 2008	29,909	34,090	–	63,999
Net profit for the year	–	9,727	–	9,727
Dividends (Note 27)	–	(14,476)	–	(14,476)
At 31 December 2008	29,909	29,341	–	59,250
<b>2007</b>				
At 1 January 2007	29,906	33,494	1	63,401
Net profit for the year	–	11,453	–	11,453
Employee share options exercised	3	–	(1)	2
Dividends (Note 27)	–	(10,857)	–	(10,857)
At 31 December 2007	29,909	34,090	–	63,999

*The accompanying accounting policies and explanatory notes form an integral part of the financial statements.*

# CONSOLIDATED CASH FLOW STATEMENT

for the year ended  
31 December 2008

	Note	2008 \$'000	2007 \$'000
<b>Cash flows from operating activities</b>			
Profit before tax		12,404	14,106
Adjustments for :			
Depreciation of fixed assets	4	2,532	2,048
Fixed assets written off		49	4
(Gain)/loss on disposal of fixed assets		(67)	1
Allowance for stock obsolescence	7	674	528
(Write-back)/allowance for doubtful trade debts	9	(444)	8
Provision for warranty	14	614	2,952
Interest expense		5	–
Interest income		(806)	(998)
Share of results of an associate		(9)	(18)
Share-based payment expense		–	(1)
<b>Operating profit before working capital changes</b>		14,952	18,630
Decrease/(increase) in :			
Stocks		1,721	(2,074)
Contract work-in-progress		(10,302)	(2,060)
Trade receivables		18,375	(18,786)
Other receivables, deposits and prepayments		(1,603)	94
Changes in related companies and associate balances		(9,007)	4,609
(Decrease)/increase in :			
Trade payables		11,071	6,105
Other payables and accruals		(4,307)	7,742
Provision for warranty		(1,327)	(1,820)
<b>Cash generated from operations</b>		19,573	12,440
Income tax paid		(2,454)	(2,906)
Interest paid		(5)	–
<b>Net cash flows from operating activities</b>		17,114	9,534
<b>Cash flows from investing activities</b>			
Proceeds from disposal of fixed assets		84	–
Purchase of fixed assets	4	(3,570)	(3,831)
Interest received		806	998
<b>Net cash flows used in investing activities</b>		(2,680)	(2,833)
<b>Cash flows from financing activities</b>			
Dividends paid to shareholders of the Company	27	(14,476)	(10,857)
Repayment of hire purchase obligations		(16)	–
Proceeds from issue of ordinary shares on exercise of employees' share options		–	3
<b>Net cash flows used in financing activities</b>		(14,492)	(10,854)
<b>Net decrease in cash and cash equivalents</b>		(58)	(4,153)
Effect of exchange rate changes		(244)	(527)
Cash and cash equivalents at beginning of year		21,151	25,831
Cash and cash equivalents at end of year	28	20,849	21,151

The accompanying accounting policies and explanatory notes form an integral part of the financial statements.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 1. Corporate information

The Company is a limited liability company incorporated in Singapore and is listed on the Singapore Exchange Securities Trading Limited (SGX-ST). The ultimate holding company is Eltek ASA, incorporated in Norway.

The registered office of the Company is 3 Church Street, #08-01 Samsung Hub, Singapore 049483. The address of the Company's principal place of business is 109 Defu Lane 10, Singapore 539225.

The principal activities of the Company are to engage in the sale, distribution, design, engineering, servicing, installation and maintenance of telecommunication systems and products in transmission networks and satellite communications and information technology networks. The principal activities of the subsidiaries are shown in Note 5 to the financial statements.

There have been no significant changes in the nature of these activities during the financial year.

## 2. Summary of significant accounting policies

### 2.1 Basis of preparation

The consolidated financial statements of the Group and the balance sheet and statement of changes in equity of the Company have been prepared in accordance with Singapore Financial Reporting Standards (FRS).

The financial statements have been prepared on the historical cost basis except for derivative financial instruments that have been measured at their fair values.

The financial statements are presented in Singapore dollars (SGD or \$) and all values are rounded to the nearest thousand (\$'000) except when otherwise indicated.

The accounting policies have been consistently applied by the Group and the Company and are consistent with those used in the previous financial year.

### 2.2 Future changes in accounting policies

The Group has not adopted the following FRS and Interpretation of Financial Reporting Standards ("INT FRS") that have been issued but not yet effective:

Reference	Description	Effective for annual periods beginning on or after
FRS 1	Presentation of Financial Statements (Revised Presentation)	1 January 2009
	Presentation of Financial Statements – Amendments relating to Puttable Financial Instruments and Obligations Arising on Liquidation	1 January 2009
FRS 23	Borrowing Costs	1 January 2009

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 2. Summary of significant accounting policies (cont'd)

### 2.2 Future changes in accounting policies (cont'd)

Reference	Description	Effective for annual periods beginning on or after
FRS 27	Consolidated and Separate Financial Statements - Amendments relating to Cost of an Investment in a Subsidiary, Jointly Controlled Equity or Associate	1 January 2009
FRS 32	Financial Instruments: Presentation – Amendments relating to Puttable Financial Instruments and Obligations Arising on Liquidation	1 January 2009
FRS 39	Financial Instruments: Recognition and Measurement – Amendments relating to eligible hedged items	1 July 2009
FRS 101	First - time Adoption of Financial Reporting Standards – Amendments relating to Cost of an Investment in a Subsidiary, Jointly Controlled Entity or Associate	1 January 2009
FRS 102	Share-based Payment: Vesting Conditions and Cancellations	1 January 2009
FRS 108	Operating Segments	1 January 2009
INT FRS 113	Customer Loyalty Programmes	1 July 2008
INT FRS 116	Hedges of a Net Investment in a Foreign Operations	1 October 2008
INT FRS 117	Distributions of Non-cash Assets to Owners	1 July 2009

The directors expect that the adoption of the above pronouncements will have no material impact to the financial statements in the period of initial application, except for FRS 1 and FRS 108 as indicated below:

#### *FRS 1 Presentation of Financial Statements - Revised Presentation*

The revised FRS 1 requires owner and non-owner changes in equity to be presented separately. The statement of changes in equity will include only details of transactions with owners, with all non-owner changes in equity presented as a single line item. In addition, the revised standard introduces the statement of comprehensive income: it presents all items of income and expense recognised in profit or loss, together with all other items of recognised income and expense, either in one single statement, or in two linked statements. The Group is currently evaluating the format to adopt.

#### *FRS 108 Operating Segments*

FRS 108 requires entities to disclose segment information based on the information reviewed by the entity's chief operating decision maker. The impact of this standard on the other segment disclosures is still to be determined. As this is a disclosure standard, it will have no impact on the financial position and results of the Group when implemented in 2009.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## **2. Summary of significant accounting policies (cont'd)**

### **2.3 Basis of consolidation**

The consolidated financial statements comprise the financial statements of the Company and its subsidiaries as at the balance sheet date. The financial statements of the subsidiaries used in the preparation of the consolidated financial statements are prepared for the same reporting date as the Company. Consistent accounting policies are applied for like transactions and events in similar circumstances.

All intra-group balances, income and expenses and unrealised gains and losses resulting from intra-group transactions are eliminated in full.

Acquisitions of subsidiaries are accounted for by applying the purchase method. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. Adjustments to those fair values relating to previously held interests are treated as a revaluation and recognised in equity. Any excess of the cost of business combination over the Group's share in the net fair value of the acquired subsidiary's identifiable assets, liabilities and contingent liabilities is recorded as goodwill on the balance sheet. Any excess of the Group's share in the net fair value of the acquired subsidiary's identifiable assets, liabilities and contingent liabilities over the cost of business combination is recognised as income in the profit and loss account on the date of acquisition.

Subsidiaries are consolidated from the date of acquisition, being the date on which the Group obtains control, and continue to be consolidated until the date that such control ceases.

### **2.4 Foreign currency**

Transactions in foreign currencies are measured in the respective functional currencies of the Company and its subsidiaries and are recorded on initial recognition in the functional currencies at exchange rates approximating those ruling at the transaction dates. Monetary assets and liabilities denominated in foreign currencies are translated at the closing rate of exchange ruling at the balance sheet date. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined.

Exchange differences arising on the settlement of monetary items or on translating monetary items at the balance sheet date are recognised in the profit and loss account except for exchange differences arising on monetary items that form part of the Group's net investment in foreign subsidiaries, which are recognised initially in equity as foreign currency translation reserve in the consolidated balance sheet and recognised in the consolidated profit and loss account on disposal of the subsidiary.

The assets and liabilities of foreign operations are translated into SGD at the rate of exchange ruling at the balance sheet date and their profit and loss account are translated at the weighted average exchange rates for the year. The exchange differences arising on the translation are taken directly to a separate component of equity as foreign currency translation reserve. On disposal of a foreign operation, the cumulative amount recognised in foreign currency translation reserve relating to that particular foreign operation is recognised in the profit and loss account.



# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## **2. Summary of significant accounting policies (cont'd)**

### **2.5 Subsidiaries**

A subsidiary is an entity over which the Group has the power to govern the financial and operating policies so as to obtain benefits from its activities. The Group generally has such power when it directly or indirectly, holds more than 50% of the issued share capital, or controls more than half of the voting power, or controls the composition of the board of directors.

In the Company's separate financial statements, investments in subsidiaries are accounted for at cost less any impairment losses.

### **2.6 Associates**

An associate is an entity, not being a subsidiary or a joint venture, in which the Group has significant influence. The associate is equity accounted for from the date the Group obtains significant influence until the date the Group ceases to have significant influence over the associate.

The Group's investments in associates are accounted for using the equity method. Under the equity method, the investment in associate is measured in the balance sheet at cost plus post-acquisition changes in the Group's share of net assets of the associate. Goodwill relating to an associate is included in the carrying amount of the investment. Any excess of the Group's share of the net fair value of the associate's identifiable asset, liabilities and contingent liabilities over the cost of the investment is deducted from the carrying amount of the investment and is recognised as income as part of the Group's share of results of the associate in the period in which the investment is acquired.

When the Group's share of losses in an associate equals or exceeds its interest in the associate, the Group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the associate.

The financial statements of the associate are prepared as of the same reporting date as the Company. Where necessary, adjustments are made to bring the accounting policies in line with those of the Group.

### **2.7 Related parties/related companies**

Related parties refer to the directors and key management personnel of the Company.

Related companies in these financial statements referred to Eltek ASA group of companies.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 2. Summary of significant accounting policies (cont'd)

### 2.8 Fixed assets

Fixed assets are stated at cost less accumulated depreciation and any impairment loss. The initial cost of an asset comprises its purchase price and any directly attributable costs of bringing the asset to its working condition for its intended use. Expenditure incurred after the fixed assets have been put into operation, such as repairs and maintenance, is normally charged to the profit and loss account in the period in which the costs are incurred. In situations where it can be clearly demonstrated that the expenditure has resulted in an increase in the future economic benefits expected to be obtained from the use of an item of fixed assets beyond its originally assessed standard of performance, the expenditure is capitalised as an additional cost of fixed assets.

Depreciation of a fixed asset begins when it is available for use and is computed on a straight-line basis over the estimated useful life of the asset as follows:

Leasehold land and building	-	18 years
Leasehold improvements	-	10 years
Plant and other equipment	-	5 to 7 years
Furniture and fittings	-	5 to 10 years
Motor vehicles	-	5 years
Equipment held for leasing	-	2 to 5 years

The carrying values of fixed assets are reviewed for impairment when events or changes in circumstances indicate that the carrying value may not be recoverable.

The residual values, useful life and depreciation method are reviewed at each financial year-end to ensure that the amount, period and method of depreciation are consistent with previous estimates and the expected pattern of consumption of the future economic benefits embodied in the items of fixed assets.

An item of fixed asset is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset is included in the profit and loss account in the year the asset is derecognised.

### 2.9 Impairment of non-financial assets

The Group assesses at each reporting date whether there is an indication that an asset may be impaired. If any such indication exists, or when annual impairment testing for an asset is required, the Group makes an estimate of the asset's recoverable amount.

An asset's recoverable amount is the higher of an asset's or cash-generating unit's fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. In assessing value in use, the estimated future cash flows expected to be generated by the asset are discounted to their present value. Where the carrying amount of an asset exceeds its recoverable amount, the asset is written down to its recoverable amount. Impairment losses are recognised in the profit and loss account.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 2. Summary of significant accounting policies (cont'd)

### 2.9 Impairment of non-financial assets (cont'd)

An assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. A previously recognised impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognised. If that is the case, the carrying amount of the asset is increased to its recoverable amount. That increase cannot exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognised previously. Reversal of an impairment loss is recognised in the profit and loss account.

### 2.10 Financial assets

Financial assets are recognised on the balance sheet when, and only when, the Group becomes a party to the contractual provisions of the financial instrument.

When financial assets are recognised initially, they are measured at fair value, plus, in the case of financial assets not at fair value through profit or loss, directly attributable transaction costs.

A financial asset is derecognised where the contractual right to receive cash flows from the asset has expired. On derecognition of a financial asset in its entirety, the difference between the carrying amount and the sum of the consideration received and any cumulative gain or loss that has been recognised directly in equity is recognised in the profit and loss account.

All regular way purchases and sales of financial assets are recognised or derecognised on the trade date i.e. the date that the Group commits to purchase or sell the asset. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the period generally established by regulation or convention in the marketplace concerned.

#### (a) *Financial assets at fair value through profit or loss*

Financial assets held for trading are classified as financial assets at fair value through profit or loss. Financial assets held for trading are derivatives (including separated embedded derivatives) or financial assets acquired principally for the purpose of selling in the near term.

Subsequent to initial recognition, financial assets at fair value through profit or loss are measured at fair value. Any gains or losses arising from changes in fair value of the financial assets are recognised in the profit and loss account. Net gains or net losses on financial assets at fair value through profit or loss include exchange differences, interest and dividend income.

#### (b) *Loans and receivables*

Financial assets with fixed or determinable payments that are not quoted in an active market are classified as loans and receivables. Subsequent to initial recognition, loans and receivables are measured at amortised cost using the effective interest method. Gains and losses are recognised in the profit and loss account when the loans and receivables are derecognised or impaired, and through the amortisation process.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 2. Summary of significant accounting policies (cont'd)

### 2.11 Impairment of financial assets

The Group assesses at each balance sheet date whether there is any objective evidence that a financial asset is impaired.

#### *Assets carried at amortised cost*

If there is objective evidence that an impairment loss on financial assets carried at amortised cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account. The impairment loss is recognised in the profit and loss account.

When the asset becomes uncollectible, the carrying amount of impaired financial assets is reduced directly or if an amount was charged to the allowance account, the amounts charged to the allowance account are written off against the carrying value of the financial asset.

To determine whether there is objective evidence that an impairment loss on financial assets has been incurred, the Group considers factors such as the significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or delinquency in payments (i.e. more than 60 days overdue).

If in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed to the extent that the carrying amount of the asset does not exceed its amortised cost at the reversal date. The amount of reversal is recognised in the profit and loss account.

### 2.12 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, demand deposits and short-term, highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value. These also include bank overdrafts that form a part of the Group's cash management.

### 2.13 Stocks

Stocks are valued at the lower of cost and net realisable value. Costs are primarily determined using the weighted average method and include all costs in bringing the stocks to their present location and condition.

Net realisable value is the estimated selling price in the ordinary course of business, less estimated costs of completion and the estimated costs necessary to make the sale.

Allowance is made where necessary for obsolete, slow-moving and defective stocks.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 2. Summary of significant accounting policies (cont'd)

### 2.14 Contract work-in-progress

Contract work-in-progress is stated at the aggregate of contract costs incurred to date plus profit recognised based on the value of work completed less progress billings and provisions for foreseeable losses.

Cost includes both variable and fixed costs directly related to specific contracts and those which can be attributed to contract activity in general and which can be allocated to specific contracts. Also included are any costs expected to be incurred under penalty clauses and rectification provisions.

The percentage of completion is measured by reference to the cost incurred to date as a percentage of total estimated cost for each contract which approximates the progress billings that match the billing milestones as indicated in the contract, to the total contract sum.

Where it is probable that a loss will arise on completion of contracts entered into at the balance sheet date, the excess of total estimated costs over expected revenue is recognised as an expense immediately.

### 2.15 Provisions

Provisions are recognised when the Group has a present obligation as a result of a past event, it is probable that an outflow of economic resources will be required to settle the obligation and the amount of the obligation can be estimated reliably.

Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate. If it is no longer probable that an outflow of economic resources will be required to settle the obligation, the provision is reversed. If the effect of the time value of money is material, provisions are discounted using a current pre tax rate that reflects, where appropriate, the risks specific to the liability. When discounting is used, the increase in the provision due to the passage of time is recognised as a finance cost.

#### *Provision for warranty*

The warranty provision represents the management's estimate of the Group's liability to repair or replace products still under warranty at the balance sheet date. The provision is calculated based on past experience of the level of warranty claims and costs incurred for after sales services.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 2. Summary of significant accounting policies (cont'd)

### 2.16 Financial liabilities

Financial liabilities are recognised on the balance sheet when, and only when, the Group becomes a party to the contractual provisions of the financial instrument.

Financial liabilities are recognised initially at fair value, plus, in the case of financial liabilities other than derivatives, directly attributable transaction costs.

Subsequent to initial recognition, all financial liabilities are measured at amortised cost using the effective interest method, except for derivatives, which are measured at fair value.

A financial liability is derecognised when the obligation under the liability is extinguished. For financial liabilities other than derivatives, gains and losses are recognised in the profit and loss account when the liabilities are derecognised, and through the amortisation process. Any gains or losses arising from changes in fair value of derivatives are recognised in the profit and loss account. Net gains or losses on derivatives include exchange differences.

### 2.17 Employee benefits

#### (a) *Defined contribution plans*

The Group participates in the national pension schemes as defined by the laws of the countries in which it has operations. In particular, the Singapore companies in the Group make contributions to the Central Provident Fund scheme in Singapore, a defined contribution pension scheme. Contributions to defined contribution pension schemes are recognised as an expense in the period in which the related service is performed.

#### (b) *Employee leave entitlement*

Employee entitlements to annual leave are recognised as a liability when they accrue to the employees. The estimated liability for leave is recognised for services rendered by employees up to balance sheet date.

#### (c) *Employee share option plans*

Employees (including directors and senior executives) of the Group receive remuneration in the form of share-based payment transactions, whereby employees render services as consideration for share options ('equity-settled transactions').

##### *Equity-settled transactions*

The cost of equity-settled transactions with employees is measured by reference to the fair value at the date on which the share options are granted. In valuing the share options, no account is taken of any performance conditions, other than conditions linked to the price of the shares of the company ('market conditions'), if applicable.



# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 2. Summary of significant accounting policies (cont'd)

### 2.17 Employee benefits (cont'd)

#### (c) *Employee share option plans (cont'd)*

The cost of equity-settled transactions is recognised, together with a corresponding increase in the employee share option reserve, over the period in which the performance and/or service conditions are fulfilled, ending on the date on which the relevant employees become fully entitled to the award ('the vesting date'). The cumulative expense recognised for equity-settled transactions at each reporting date until the vesting date reflects the extent to which the vesting period has expired and the Group's best estimate of the number of equity instruments that will ultimately vest. The profit or loss charge or credit for a period represents the movement in cumulative expense recognised as at the beginning and end of that period.

No expense is recognised for awards that do not ultimately vest, except for awards where vesting is conditional upon a market condition, which are treated as vested irrespective of whether or not the market condition is satisfied, provided that all other performance conditions are satisfied.

Where the terms of an equity-settled award are modified, as a minimum an expense is recognised as if the terms had not been modified. In addition, an expense is recognised for any modification, which increases the total fair value of the share-based payment arrangement, or is otherwise beneficial to the employee as measured at the date of modification.

Where an equity-settled award is cancelled, it is treated as if it had vested on the date of cancellation, and any expense not yet recognised for the award is recognised immediately. However, if a new award is substituted for the cancelled award, and designated as a replacement award on the date that it is granted, the cancelled and new awards are treated as if they were a modification of the original award, as described in the previous paragraph.

The Group has taken advantage of the transitional provisions of FRS 102 in respect of equity-settled awards and has applied FRS 102 only to equity-settled awards granted after 22 November 2002 that had not vested on or before 1 January 2005.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 2. Summary of significant accounting policies (cont'd)

### 2.18 Leases

#### (a) *Finance lease*

Finance leases, which transfer to the Group substantially all the risks and rewards incidental to ownership of the leased item, are capitalised at the inception of the lease at the fair value of the leased item or, if lower, at the present value of the minimum lease payments. Any initial direct costs are also added to the amount capitalised. Lease payments are apportioned between the finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are charged to the profit and loss account. Contingent rents, if any, are charged as expenses in the period in which they are incurred.

Capitalised leased assets are depreciated over the shorter of the estimated useful life of the asset and the lease term, if there is no reasonable certainty that the Group will obtain ownership by the end of the lease term.

#### (b) *Operating lease*

Leases where the lessor retains substantially all the risks and benefits of ownership of the leased item are classified as operating leases. Operating lease payments are recognised as an expense in the profit and loss account on a straight-line basis over the lease term.

The aggregate benefit of incentives provided by the lessor is recognised as a reduction of rental expense over the lease term on a straight-line basis.

### 2.19 Revenue recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognised.

#### (a) *Sale of goods*

Revenue is recognised upon the passing of title to the customer, which generally coincides with their delivery and acceptance of the goods sold.

#### (b) *Rendering of services*

Revenue is recognised on an individual contract basis by reference to the stage of completion. Stage of completion is measured by reference to the cost incurred to date as a percentage of total estimated cost for each contract which approximates the progress billings that match the billing milestones as indicated in the contract, as a percentage of the total contract sum. Where the contract outcome cannot be measured reliably, revenue is recognised only to the extent of the expenses recognised that are recoverable.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 2. Summary of significant accounting policies (cont'd)

### 2.19 Revenue recognition (cont'd)

#### (c) *Dividend income*

Dividend income is recognised when dividends are declared payable.

#### (d) *Interest income*

Interest income is recognised using the effective interest method.

### 2.20 Government grants

Government grants are recognised at their fair value where there is reasonable assurance that the grant will be received and all attaching conditions will be complied with. Where the grant relates to an expense item, it is recognised in the profit and loss account over the period necessary to match them on a systematic basis to the costs that it is intended to compensate.

### 2.21 Income taxes

#### (a) *Current tax*

Current tax assets and liabilities are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted by the balance sheet date.

#### (b) *Deferred tax*

Deferred income tax is provided using the liability method on temporary differences at the balance sheet date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred tax liabilities are recognised for all taxable temporary differences, except in respect of taxable temporary differences associated with investments in subsidiaries and associates, where the timing of the reversal of the temporary differences can be controlled by the Group and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred tax assets are recognised for all deductible temporary differences, carry-forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, and the carry-forward of unused tax credits and unused tax losses can be utilised except in respect of deductible temporary differences associated with investments in subsidiaries and associates where the timing of the reversal of the temporary differences can be controlled by the Group and it is probable that the temporary differences will not reverse in the foreseeable future, deferred tax assets are recognised only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilised.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 2. Summary of significant accounting policies (cont'd)

### 2.21 Income taxes (cont'd)

#### (b) *Deferred tax (cont'd)*

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised. Unrecognised deferred tax assets are reassessed at each balance sheet date and are recognised to the extent that it has become probable that future taxable profit will allow the deferred tax asset to be utilised.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the year when the asset is realised or the liability is settled, based on tax rates and tax laws that have been enacted or substantively enacted at the balance sheet date.

Deferred taxes are recognised in the profit and loss account except that deferred tax relating to items recognised directly in equity is recognised directly in equity and deferred tax arising from a business combination is adjusted against goodwill on acquisition.

Deferred tax assets and deferred tax liabilities are offset, if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority.

#### (c) *Sales tax*

Revenues, expenses and assets are recognised net of the amount of sales tax except:

- Where the sales tax incurred on a purchase of assets or services is not recoverable from the taxation authority, in which case the sales tax is recognised as part of the cost of acquisition of the asset or as part of the expense item as applicable; and
- Receivables and payables that are stated with the amount of sales tax included.

The net amount of sales tax recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the balance sheet.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## **2. Summary of significant accounting policies (cont'd)**

### **2.22 Derivative financial instruments and hedging activities**

The Group uses derivative financial instruments such as forward currency contracts to hedge its risks associated with foreign currency fluctuations. Such derivative financial instruments are initially recognised at fair value on the date on which a derivative contract is entered into and are subsequently remeasured at fair value. Derivative financial instruments are carried as assets when the fair value is positive and as liabilities when the fair value is negative.

Any gains or losses arising from changes in fair value on derivative financial instruments that do not qualify for hedge accounting are taken to the profit and loss account for the year.

The fair value of forward currency contracts is calculated by reference to current forward exchange rates for contracts with similar maturity profiles.

### **2.23 Segments**

For management purposes, the Group is organised on a world-wide basis into two major operating businesses (divisions). The divisions are the basis on which the Group reports its primary segment information. Segment revenue, expenses and results include transfers between business segments and between geographical segments.

Segment accounting policies are the same as the policies of the Group as disclosed in the preceding paragraphs. The Group generally accounts for inter-segment sales transfers as if the sales or transfers were to third parties at current market prices.

### **2.24 Share capital and share issue expenses**

Proceeds from issuance of ordinary shares are recognised as share capital in equity. Incremental costs directly attributable to the issuance of ordinary shares are deducted against share capital.

### **2.25 Contingencies**

A contingent liability or asset is a possible obligation or asset that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of uncertain future event(s) not wholly within the control of the Group.

Contingent liabilities and assets are not recognised on the balance sheet of the Group.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 3. Significant accounting judgements and estimates

The preparation of the Group's financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the disclosure of contingent liabilities at the reporting date. However, uncertainty about these assumptions and estimates could result in outcomes that could require a material adjustment to the carrying amount of the asset or liability affected in the future.

### 3.1 Judgements made in applying accounting policies

In the process of applying the Group's accounting policies, management has made the following judgements, apart from those involving estimations, which has the most significant effect on the amounts recognised in the financial statements:

#### *Income taxes*

The Group has exposure to income taxes in numerous jurisdictions. Significant judgement is involved in determining the Group-wide provision for income taxes. There are certain transactions and computations for which the ultimate tax determination is uncertain during the ordinary course of business. The Group recognises liabilities for expected tax issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recognised, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made. The carrying amount of the Group's tax payables and net deferred tax assets at 31 December 2008 were \$1,780,000 (2007 : \$2,826,000) and \$415,000 (2007 : \$1,327,000) respectively.

### 3.2 Key sources of estimation uncertainty

The key assumptions concerning the future and other key sources of estimation uncertainty at the balance sheet date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

#### *Depreciation of plant and equipment*

The cost of plant and equipment is depreciated on a straight-line basis over the machineries' useful lives. Management estimates the useful lives of these plant and equipment to be within 2 to 7 years. The carrying amount of the Group's plant and equipment at 31 December 2008 was \$6,568,000 (2007: \$6,086,000). Changes in the expected level of usage and technological developments could impact the economic useful lives and the residual values of these assets, therefore future depreciation charges could be revised.



# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 4. Fixed assets

Group	Leasehold land and building	Leasehold improve- ments	Plant and other equipment	Furniture and fittings	Motor vehicles	Equipment held for leasing	Total
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Cost</b>							
At 1 January 2007	5,150	798	3,060	1,013	1,132	8,093	19,246
Additions	–	43	421	40	30	3,297	3,831
Disposals/written off	–	–	(82)	(4)	–	(295)	(381)
Reclassification	–	–	(37)	–	–	37	–
Currency realignment	–	(3)	106	(33)	4	49	123
At 31 December 2007 and 1 January 2008	5,150	838	3,468	1,016	1,166	11,181	22,819
Additions	–	215	1,714	79	493	1,192	3,693
Disposals/written off	–	(54)	(272)	(237)	(353)	(357)	(1,273)
Currency realignment	–	(1)	(333)	(53)	(43)	(462)	(892)
At 31 December 2008	5,150	998	4,577	805	1,263	11,554	24,347
<b>Accumulated depreciation</b>							
At 1 January 2007	3,361	691	2,320	642	912	4,941	12,867
Charge for the year	286	22	286	87	101	1,266	2,048
Disposals/written off	–	–	(80)	(2)	–	(294)	(376)
Reclassification	–	–	(9)	–	–	9	–
Currency realignment	–	(1)	111	(18)	7	13	112
At 31 December 2007 and 1 January 2008	3,647	712	2,628	709	1,020	5,935	14,651
Charge for the year	287	53	477	83	114	1,518	2,532
Disposals/written off	–	(55)	(264)	(236)	(323)	(329)	(1,207)
Currency realignment	–	(1)	(269)	(37)	(34)	(133)	(474)
At 31 December 2008	3,934	709	2,572	519	777	6,991	15,502
<b>Net book value</b>							
At 31 December 2007	1,503	126	840	307	146	5,246	8,168
At 31 December 2008	1,216	289	2,005	286	486	4,563	8,845

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 4. Fixed assets (cont'd)

Company	Leasehold land and building	Leasehold improve- ments	Plant and other equipment	Furniture and fittings	Motor vehicles	Equipment held for leasing	Total
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Cost							
At 1 January 2007	5,150	749	730	566	877	6,423	14,495
Additions	–	–	9	12	–	1,111	1,132
Disposals/written off	–	–	–	–	–	(11)	(11)
At 31 December 2007 and 1 January 2008	5,150	749	739	578	877	7,523	15,616
Additions	–	45	1,461	15	288	711	2,520
Disposals/written off	–	(55)	(243)	(229)	(278)	(223)	(1,028)
At 31 December 2008	5,150	739	1,957	364	887	8,011	17,108
Accumulated depreciation							
At 1 January 2007	3,361	681	563	388	753	4,440	10,186
Charge for the year	286	14	64	35	69	663	1,131
Disposals/written off	–	–	–	–	–	(9)	(9)
At 31 December 2007 and 1 January 2008	3,647	695	627	423	822	5,094	11,308
Charge for the year	287	15	215	35	50	815	1,417
Disposals/written off	–	(55)	(240)	(229)	(248)	(210)	(982)
At 31 December 2008	3,934	655	602	229	624	5,699	11,743
Net book value							
At 31 December 2007	1,503	54	112	155	55	2,429	4,308
At 31 December 2008	1,216	84	1,355	135	263	2,312	5,365

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 4. Fixed assets (cont'd)

As at 31 December 2008, the leasehold land and building of the Group and the Company consists of the following:

Location	Purpose	Approximate land area	Approximate gross floor area	Tenure of lease
109 Defu Lane 10, Singapore 539225	Office, workshop cum warehouse	3,875 sq. metre	3,246 sq. metre	30 years expiring 20 September 2012 with option for a further term of 30 years

During the financial year, the Group acquired motor vehicles with an aggregate cost of \$159,000 (2007: Nil) by means of finance leases. The cash outflow on acquisition of fixed assets amounted to \$3,570,000 (2007: \$3,831,000).

The carrying amount of motor vehicles held under finance leases at the balance sheet date were \$134,000 (2007: Nil).

## 5. Investment in subsidiaries

	Company	
	2008 \$'000	2007 \$'000
Unquoted shares, at cost	4,379	4,379
Impairment loss	(63)	(63)
Carrying amount after impairment loss	4,316	4,316

The details and the principal activities of the subsidiaries are :

Name of Company	Principal activity	Country of incorporation and place of business	Percentage of equity interest		Cost of Investment	
			2008 %	2007 %	2008 \$'000	2007 \$'000
Nera Infocom Pte Ltd β	Dormant	Singapore	100	100	^	^
Nera (Thailand) Ltd*	Sales and distribution, design, engineering, servicing, installation and maintenance of transmission networks and satellite communications and information technology networks	Thailand	100	100	975	975

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 5. Investment in subsidiaries (cont'd)

Name of Company	Principal activity	Country of incorporation and place of business	Percentage of equity interest		Cost of Investment	
			2008 %	2007 %	2008 \$'000	2007 \$'000
Nera (Philippines) Inc.*	Sales and distribution, design, engineering, servicing, installation and maintenance of transmission networks and satellite communications and information technology networks	Philippines	100	100	1,128	1,128
Nera Infocom (M) Sdn Bhd*	Sales, installation and maintenance of information technology equipment	Malaysia	100	100	225	225
Nera Telecom- munications (Taiwan) Co., Ltd*	Sales and distribution, design, engineering, servicing, installation and maintenance of transmission networks and satellite communi- cations and information technology networks	Taiwan	100	100	545	545
P.T. Nera Indonesia#ø	Sales and distribution, design, engineering, servicing, installation and maintenance of and satellite communi- cations and information technology networks	Indonesia	100	100	347	347

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 5. Investment in subsidiaries (cont'd)

Name of Company	Principal activity	Country of incorporation and place of business	Percentage of equity interest		Cost of Investment	
			2008 %	2007 %	2008 \$'000	2007 \$'000
Nera Telecom- munications (Australia) Pty Ltd##ø	Sales and distribution, design, engineering, servicing, installation and maintenance of satellite communications and information technology networks	Australia	100	100	589	589
Nera Telecom- munications (India) Pvt Ltd+ø	Sales and distribution, design, engineering, servicing, installation and maintenance of satellite communications and information technology networks	India	100	100	570	570
					4,379	4,379

β Audited by Ernst & Young LLP, Singapore.

\* Audited by member firms of Ernst & Young Global in the respective countries.

# Audited by Johan Malonda Astika & Rekan, Indonesia.

## Audited by Stirling SCI, Australia.

+ Audited by PriceWaterhouse & Co, Chennai

ø The subsidiaries are not considered to be significant subsidiaries of the Group as contribution from these subsidiaries is not material.

^ Amounts less than \$1,000.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 6. Investment in an associate

	Group		Company	
	2008	2007	2008	2007
	\$'000	\$'000	\$'000	\$'000
Unquoted equity shares, at cost	199	199	199	199
Share of post-acquisition :-				
Revenue reserve	1,667	1,658	–	–
Translation reserve	(789)	(746)	–	–
Carrying amount of investment	1,077	1,111	199	199

As at 31 December, the Group had the following associate :

Name of Company	Principal activity	Country of incorporation and place of business	Effective equity interest held by the Group	
			2008	2007
			\$'000	\$'000
Nera (Malaysia) Sdn Bhd*	Sale, installation and maintenance of telecommunications equipment	Malaysia	30	30

\*Audited by member firm of Ernst & Young Global in Malaysia.

The summarised financial information of the associate is as follows :-

	2008	2007
	\$'000	\$'000
<b>Assets and liabilities</b>		
Current assets	21,616	15,072
Non-current assets	148	161
Total assets	21,764	15,233
Current liabilities	18,205	11,541
<b>Results :-</b>		
Revenue	12,913	15,808
Profit for the year	30	61



# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 7. Stocks

	Group		Company	
	2008	2007	2008	2007
	\$'000	\$'000	\$'000	\$'000
<b>Balance sheet</b>				
Finished goods, at cost	91	316	–	–
Finished goods, at net realisable value	4,702	6,872	4,050	6,185
	4,793	7,188	4,050	6,185
<b>Profit and loss account</b>				
Stocks recognised as an expense in cost of sales	17,197	18,531	12,031	16,773
Inclusive of the following charge :				
- Stocks written-down	674	528	551	455

## 8. Contract work-in-progress

Contract work in progress comprise:-				
Cost incurred to date	69,093	63,284	62,024	57,027
Profits recognised to date	9,582	8,559	8,154	7,816
	78,675	71,843	70,178	64,843
Progress billings	(47,686)	(51,156)	(43,081)	(49,118)
	30,989	20,687	27,097	15,725
Gross amount due from customers for contract work	30,989	20,687	27,097	15,725

## 9. Trade receivables

Trade receivables	31,635	50,208	20,926	39,733
Less : Allowance for impairment of trade debts	(823)	(1,475)	(711)	(1,170)
Total trade receivables	30,812	48,733	20,215	38,563
Add :				
Other debtors, deposits and prepayment (excluding prepayments) (Note 10)	3,198	1,641	931	71
Cash and cash equivalents (Note 28)	20,849	21,151	18,484	18,934
Amounts due from subsidiaries	–	–	10,044	8,392
Amount due from an associate	13,851	9,145	11,260	8,076
Amounts due from related companies	279	95	15	83
Total loans and receivables	68,989	80,765	60,949	74,119

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 9. Trade receivables (cont'd)

### Trade receivables

Trade receivables are non-interest bearing and are generally on 30 to 90 days' terms. They are recognised at their original invoice amounts which represent their fair values on initial recognition.

Included in trade receivables is a fair value gain of forward currency contracts amounting to \$524,000 (2007: \$64,000) which has been recognised in the profit and loss account.

At the balance sheet date, trade receivables for the Group and the Company arising from export sales amounting to \$748,000 (2007 : \$8,191,000) are arranged to be settled via letters of credits issued by reputable banks in countries where the customers are based.

As at 31 December, the following amounts denominated in a currency other than the entity's functional currency are included in trade receivables for the Group and the Company :-

	Group		Company	
	2008	2007	2008	2007
	\$'000	\$'000	\$'000	\$'000
Retention sums relating to contract	375	76	40	76
Trade receivables denominated in a currency other than the entity's functional currency :				
- denominated in US Dollars	12,678	33,025	12,033	32,587
- denominated in Norwegian Krone	–	373	–	373
- denominated in Euro Dollars	2,926	235	2,926	235
- denominated in other currencies	–	89	–	89

### Allowance for impairment of trade receivables

For the year ended 31 December 2008, the Group and the Company wrote-back \$444,000 and \$459,000 (2007 : wrote-down \$8,000 and wrote-back \$12,000) of debts respectively which are recognised as expense in the profit and loss account, subsequent to debt recovery assessment performed on trade receivables as at 31 December 2008.

The analysis of trade receivables as at 31 December is as follows :-

Not past due and not impaired	14,183	32,741	9,535	27,661
Past due but not impaired	16,449	15,698	10,680	10,902
Impaired	1,003	1,769	711	1,170
	31,635	50,208	20,926	39,733
Less: Allowance for impairment	(823)	(1,475)	(711)	(1,170)
	30,812	48,733	20,215	38,563

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 9. Trade receivables (cont'd)

### Receivables that are past due but not impaired

The Group and the Company have trade receivables amounting to \$16,449,000 (2007 : \$15,698,000) and \$10,680,000 (2007 : \$10,902,000) respectively that are past due at the balance sheet date but not impaired. These receivables are unsecured and the analysis of their aging at the balance sheet date is as follows :

	Group		Company	
	2008	2007	2008	2007
	\$'000	\$'000	\$'000	\$'000
Trade receivables past due :				
Less than 3 months	11,574	11,751	7,299	8,474
More than 3 months but less than 6 months	3,752	2,546	2,699	1,395
More than 6 months but less than 12 months	997	1,322	682	1,033
More than 12 months	126	79	–	–
	16,449	15,698	10,680	10,902

### Receivables that are impaired

The Group's and the Company's trade receivables that are impaired at the balance sheet date and the movement of the allowance accounts used to record the impairment are as follows :

Impaired receivables – individually assessed :

Receivables in dispute	148	466	38	272
Customer with financial difficulties	42	73	42	3
Pending for acceptance certification	340	888	158	686
Incomplete documentation	473	209	473	209
Customers under legal cases	–	133	–	–
	1,003	1,769	711	1,170
Less: Allowance for impairment	(823)	(1,475)	(711)	(1,170)
	180	294	–	–

Movements in the allowance for impairment of trade debts are as follows :

At 1 January	1,475	1,495	1,170	1,182
Charge for the year	996	1,392	927	1,349
Written back	(1,440)	(1,384)	(1,386)	(1,361)
Written off	(197)	(30)	–	–
Currency realignment	(11)	2	–	–
	823	1,475	711	1,170

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 10. Other receivables, deposits and prepayments

	Group		Company	
	2008	2007	2008	2007
	\$'000	\$'000	\$'000	\$'000
Prepayments	174	128	99	57
Deposits	541	646	22	28
Advances to suppliers	1,204	85	881	21
Staff advances	171	248	12	9
Other debtors	353	481	16	13
Tax recoverable	929	181	–	–
	3,372	1,769	1,030	128

Staff advances are unsecured and non-interest bearing.

## 11. Amount due from an associate (trade and non-trade)/Amounts due from/(to) subsidiaries (trade and non-trade)/Amounts due from/(to) related companies (trade)

The non-trade balances are unsecured, repayable on demand and are to be settled in cash. The balance due from an associate for the Group and the Company of \$13,851,000 (2007 : \$9,145,000) and \$11,260,000 (2007 : \$8,076,000) respectively, bears interest at 1.95% to 12.80% (2007 : 4.25% to 10.32%) per annum.

## 12. Trade payables

Trade payables are non-interest bearing and are normally settled on 30 to 90 days' terms.

Included in trade payables was a fair value loss of forward currency contracts amounting to \$414,000 (2007: a fair value gain of forward currency contract amounting to \$44,000) which had been recognised in the profit and loss account.

As at 31 December, the following amounts denominated in a currency other than the entity's functional currency are included in trade payables for the Group and the Company:-

	Group		Company	
	2008	2007	2008	2007
	\$'000	\$'000	\$'000	\$'000
Denominated in US Dollars	9,678	5,854	8,676	4,517
Denominated in Euro Dollars	1,348	1,071	1,210	1,071
Denominated in Thai Baht	474	–	474	–
Denominated in other currencies	6	55	6	41

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 13. Other payables and accruals

	Group		Company	
	2008	2007	2008	2007
	\$'000	\$'000	\$'000	\$'000
Accrued payroll expenses	5,290	5,000	4,431	4,105
Accrued contract and material cost	319	–	–	–
Other accrued operating expenses	1,152	1,249	987	1,030
Customer advances	5,726	9,614	3,200	8,417
Other creditors	654	1,585	–	323
Total other payables and accruals	13,141	17,448	8,618	13,875
Add :				
Trade payables	33,569	22,498	28,441	16,945
Amounts due to subsidiaries	–	–	316	400
Amounts due to related companies	1,474	5,591	1,427	5,548
Total financial liabilities carried at amortised cost	48,184	45,537	38,802	36,768

## 14. Provision for warranty

A provision is recognised for expected warranty claims on goods and services sold in the past 18 months based on past experience of the level of repairs and returns. The majority of the cost is expected to be incurred in the next financial year.

Movements in provision for warranty during the year are as follows :-

	Group		Company	
	2008	2007	2008	2007
	\$'000	\$'000	\$'000	\$'000
At 1 January	3,821	3,044	1,706	1,403
Provision for the year	3,733	4,412	1,854	1,987
Write-back of provision	(3,119)	(1,460)	(1,397)	(460)
Utilised during the year	(1,328)	(1,820)	(343)	(1,224)
Currency realignment	(142)	(355)	–	–
At 31 December	2,965	3,821	1,820	1,706

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 15. Obligations under finance leases

The Group has finance leases for certain motor vehicles. Future minimum lease payments under finance leases together with the present value of the net minimum lease payments are as follows :-

Group				
	2008 \$'000		2007 \$'000	
	Minimum lease payments	Present value of payments	Minimum lease payments	Present value of payments
Not later than one year	29	23	–	–
Later than one year but not later than five years	92	84	–	–
Total minimum lease payments	121	107	–	–
Less: Amounts representing finance charges	(14)	–	–	–
Present value of minimum lease payments	107	107	–	–

These obligations are secured by a charge over the leased assets (Note 4). The average discount rate implicit in the leases is 5.82% per annum.

The finance leases do not contain any escalated clauses and do not provide for contingent rents. Lease terms do not contain restrictions on the Group activities concerning dividends, additional debts or entering into other leasing agreements.

## 16. Share capital

Group and Company				
	Number of shares			
	2008 \$'000	2007 \$'000	2008 \$'000	2007 \$'000
Issued and fully paid :-				
At 1 January	361,897	361,883	29,909	29,906
Issued for cash under employee share option scheme (Note 29)	–	14	–	3
At 31 December	361,897	361,897	29,909	29,909

The holders of ordinary shares are entitled to receive dividends as and when declared by the Company. All ordinary shares carry one vote per share without restriction.

The Company has an employee share option scheme (Note 29) under which options to subscribe for the Company's ordinary shares have been granted to employees.

There was Nil (2007 : Nil) treasury shares in issue during the financial year.

# NOTES TO THE FINANCIAL STATEMENTS

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## 17. Other reserves

### (a) *Employee share option reserve*

Employee share option reserve represents the equity-settled share options granted to employees (Note 29). The reserve is made up of the cumulative value of services received from employees recorded on grant of equity-settled share options.

	Group and Company	
	2008	2007
	\$'000	\$'000
At 1 January	–	1
Exercise of share options	–	(1)
At 31 December	–	–

### (b) *Translation reserve*

The translation reserve is used to record exchange differences arising from the translation of the financial statements of foreign operations whose functional currencies are different from that of the Group's presentation currency.

	Group	
	2008	2007
	\$'000	\$'000
At 1 January	(1,960)	(1,664)
Net effect of exchange differences	(636)	(296)
At 31 December	(2,596)	(1,960)
Net effect of exchange differences arises from :-		
Translation of financial statements of foreign operations	(636)	(296)

## 18. Turnover

	Group	
	2008	2007
	\$'000	\$'000
Sales of goods	125,175	131,715
Services rendered	35,142	34,654
	160,317	166,369



# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 19. Other operating income

	Group	
	2008	2007
	\$'000	\$'000
Service fee	1,094	902
Commission income	306	166
Gain on disposal of fixed assets	18	–
Support fee from a principal	–	1,000
Others	25	4
	1,443	2,072

## 20. Administrative and other operating expenses

Administrative and other operating expenses include :

Non-audit fees paid to :-

Auditors of the Company	26	24
Foreign exchange loss/(gain), net - forward currency contracts	1,270	(10)
Foreign exchange (gain)/loss, net - others	(139)	223
Loss on disposal of fixed assets	–	5

## 21. Personnel expenses and employee benefits

Wages, salaries and bonuses	13,283	12,718
Pension contributions	1,639	1,443
Termination benefits	3	(121)
Other personnel benefits	1,457	1,175
	16,382	15,215

Personnel expenses include directors and executive officers' remuneration as shown in Note 32.

## 22. Directors' remuneration

The number of directors of the Company whose remunerations fell within the bands indicated was as follows :-

	2008	2007
\$500,000 and above	1	1
\$250,000 to \$499,999	–	–
Below \$250,000	4	3
	5	4

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 23. Financial income

	Group	
	2008	2007
	\$'000	\$'000
Interest income from :-		
Bank deposits	426	406
An associate	380	592
	806	998

## 24. Financial expenses

Bank charges	(247)	(227)
Interest expense	(5)	–
	(252)	(227)

## 25. Tax

Major components of income tax expense for the year ended 31 December were:

Current tax :-		
Current year	1,882	2,409
Foreign tax	200	970
Over provision in respect of prior years	(675)	(142)
Deferred tax :-		
Current year	701	(584)
Under provision in respect of prior year	128	–
Income tax expense recognised in the profit and loss account	2,236	2,653

A reconciliation between the tax expense and the product of accounting profit multiplied by the applicable tax rate for the year ended 31 December is as follows :

Accounting profit before tax	12,404	14,106
Tax at 18% (2007 : 18%)	2,233	2,539
Tax effect of expenses that are not deductible in determining taxable profit	275	198
Realisation of deferred tax assets previously not recognised	(106)	(90)
Double tax deduction	–	(17)
Tax exemption	(27)	(27)
Over provision in respect of prior years	(547)	(142)
Difference in tax rates applicable to subsidiaries and associates	175	107
Tax effect of reduction in tax rates	54	7
Deferred tax assets not recognised by subsidiaries	151	77
Share of results of an associate	(2)	(3)
Tax effect of income not subject to tax	(9)	(4)
Others	39	8
Income tax expense recognised in the profit and loss account	2,236	2,653

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 25. Tax (cont'd)

### Deferred tax assets and liabilities

Deferred tax as at 31 December related to the following:

	Group		Company	
	2008 \$'000	2007 \$'000	2008 \$'000	2007 \$'000
Deferred tax liability :-				
Excess of tax over book depreciation of fixed assets	(724)	(506)	(678)	(485)
Interest income not remitted	(175)	–	(175)	–
	(899)	(506)	(853)	(485)
Deferred tax assets :-				
General provisions	1,314	1,833	685	665
Net deferred tax assets	415	1,327	(168)	180

The corporate income tax rate applicable to Malaysian companies of the Group was reduced from 27% to 26% and 25% for the year of assessment 2008 and the year of assessment 2009 onwards respectively. The corporate income tax rates applicable to Indonesian and Philippines companies of the Group will be reduced from 30% to 28% and 35% to 30% respectively for the fiscal year 2009 onwards.

### Unrecognised tax losses

The Group has tax losses of approximately \$1,699,000 (2007 : \$1,908,000) that are available for offset against future taxable profits of the companies in which the losses arose for which no deferred tax asset is recognised due to uncertainty of its recoverability. The use of these tax losses is subject to the agreement of the tax authorities and compliance with certain provisions of the tax legislation of the respective countries in which the companies operate.

## 26. Earnings per share

Basic earnings per share amounts are calculated by dividing the net profit attributable to ordinary equity holders of the Company by the weighted average number of ordinary shares outstanding during the year.

Diluted earnings per share amounts are calculated by dividing the net profit attributable to ordinary equity holders of the Company (after deducting dividends) by the weighted average number of ordinary shares outstanding during the year (adjusted for the effects of dilutive options).

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 26. Earnings per share (cont'd)

The following reflects the income and share data used in the basic and diluted earnings per share computations for the years ended 31 December :

	Group	
	2008	2007
	\$'000	\$'000
Net profit attributable to ordinary equity holders of the Company for basic and diluted earnings per share	10,168	11,453
Weighted average number of ordinary shares in issue applicable to basic earnings per share	361,897,000	361,892,551
Effect of dilutive share options	–	–
Adjusted weighted average number of ordinary shares applicable to diluted earnings per share	361,897,000	361,892,551

1,014,000 (2007 : 1,032,000) of share options granted to employees under the Employees' Share Option Scheme have not been included in the calculation of diluted earnings per share because they are anti-dilutive for the current and previous financial periods presented.

There have been no transactions involving ordinary shares or potential ordinary shares since the end of the financial year and before the completion of these financial statements.

## 27. Dividends

	Group and Company	
	2008	2007
	\$'000	\$'000
A final dividend paid in respect of the previous financial year of 4 cents (2007 : 3 cents) per share one-tier tax exempt	14,476	10,857

The directors proposed a final dividend of 3 cents (2007 : 4 cents) per share one-tier tax exempt dividend (2007 : one-tier tax exempt) amounting to \$10,857,000 (2007 : \$14,476,000) in respect of the year ended 31 December 2008. The proposed final dividend is subject to the approval by shareholders at the Annual General Meeting of the Company. The proposed dividend has not been recognised as liabilities as at year end in accordance with FRS 10, Events after the Balance Sheet Date.

## 28. Cash and cash equivalents

	Group		Company	
	2008	2007	2008	2007
	\$'000	\$'000	\$'000	\$'000
Fixed deposits	2,018	–	2,018	–
Cash and bank balances	18,831	21,151	16,466	18,934
	20,849	21,151	18,484	18,934

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 28. Cash and cash equivalents (cont'd)

Cash at banks earns interest at floating rates based on daily bank deposit rates ranging from 0.05% to 5% (2007 : 0.19% to 6.05%) per annum. Included in cash and bank balances is an amount of \$30,000 (2007 : \$35,000) pledged in accordance to a contractual arrangement.

Fixed deposits of the Group and the Company were made for varying periods between 1 week to 3 months (2007 : 1 week to 1 month) depending on the immediate cash requirements of the Group and the Company, and earned interests at the respective fixed deposit rates. The effective interest rates of fixed deposits were 0.22% to 1.47% (2007 : 2.55% to 3.16%) per annum.

## 29. Employee share option scheme

Share options under the Employees' Share Option Scheme (the "Scheme") are granted to executive, non-executive directors and other employees on a discretionary basis. The exercise price of the options is at a discount which shall not exceed 20% of the market price of the shares for the 3 consecutive market days immediately preceding the date of grant.

The options may be exercised after two years but not later than ten years from the date of grant for employees of the Company and subsidiaries and Executive directors, and not later than five years from the date of grant for employees of the associate and non-executive directors of the Company. The shares under option may be exercised in full or in respect of 1,000 shares or a multiple thereof, on the payment of the exercise price. There are no cash settlement alternatives.

Details of share options to subscribe for ordinary shares pursuant to the Scheme are as follows :-

2008 Category	Exercise price \$	Number of options outstanding at 1.1.2008 <sup>(1)</sup>	During the year			Number of options outstanding at 31.12.2008	Exercisable period
			Granted	Exercised	Forfeited		
Employees of the Company	0.625	597,000	–	–	9,000	588,000	1.3.2004 to 28.2.2012
Employees of the subsidiaries	0.625	235,000	–	–	9,000	226,000	1.3.2004 to 28.2.2012
		832,000	–	–	18,000	814,000	
Executive director	0.625	200,000	–	–	–	200,000	1.3.2004 to 28.2.2012
		200,000	–	–	–	200,000	
Total		1,032,000	–	–	18,000	1,014,000	
Exercisable at end of year						1,014,000	

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 29. Employee share option scheme (cont'd)

2007 Category	Exercise price \$	Number of options outstanding at 1.1.2007 <sup>(1)</sup>	During the year			Number of options outstanding at 31.12.2007	Exercisable period
			Granted	Exercised	Forfeited		
Employees of the	0.625	619,000	–	–	22,000	597,000	1.3.2004 to 28.2.2012
Company	0.22	14,000	–	14,000	–	–	20.3.2005 to 19.3.2013
Employees of the	0.625	259,000	–	–	24,000	235,000	1.3.2004 to 28.2.2012
subsidiaries	0.22	9,000	–	–	9,000	–	20.3.2005 to 19.3.2013
Employees of an associate	0.625	119,000	–	–	119,000	–	1.3.2004 to 28.2.2007
		1,020,000	–	14,000	174,000	832,000	
Non-executive directors	0.625	350,000	–	–	350,000	–	1.3.2004 to 28.2.2007
Executive director	0.625	200,000	–	–	–	200,000	1.3.2004 to 28.2.2012
		550,000	–	–	350,000	200,000	
Total		1,570,000	–	14,000	524,000	1,032,000	
Exercisable at end of year						1,032,000	

<sup>(1)</sup> Included within these balances are equity-settled options that have not been recognised in accordance with FRS 102 as these equity-settled options were granted on or before 22 November 2002. These options have not been subsequently modified and therefore do not need to be accounted for in accordance with FRS 102.

During the year, no option was exercised. As at 31 December 2007, 14,000 options were exercised on 27 April 2007 with an exercise price of \$0.22.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 30. Commitments

### (a) Capital commitments

Capital expenditure contracted for as at the balance sheet date but not recognised in the financial statements are as follows :-

	Group		Company	
	2008	2007	2008	2007
	\$'000	\$'000	\$'000	\$'000
Capital commitments in respect of property, plant and equipment	556	–	556	–

### (b) Non-cancellable operating lease commitments

As at 31 December 2008, the Group has commitments under operating leases for office and factory premises. The leases have an average remaining tenure of between 1 and 4 years. The leases contain renewable options and do not contain escalation clauses or provide for contingent rentals. Lease terms do not contain restrictions on the activities concerning dividends, additional debt or further leasing. Operating lease expenses included in the consolidated profit and loss account during the year amounted to \$1,016,000 (2007 : \$921,000).

Future minimum lease payments payable under non-cancellable operating leases as at 31 December are as follows:

	Group	
	2008	2007
	\$'000	\$'000
Not later than one year	878	558
Later than one year but not later than five years	754	878
Later than five years	–	–
	1,632	1,436

## 31. Contingent liabilities

	Group		Company	
	2008	2007	2008	2007
	\$'000	\$'000	\$'000	\$'000
Bankers' guarantees issued on behalf of :				
Associate	435,000	1,866,000	435,000	1,866,000
Subsidiaries	–	–	4,609,000	3,792,000
	435,000	1,866,000	5,044,000	5,658,000



# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 32. Related party disclosures

In addition to the related party information disclosed elsewhere in the financial statements, significant transactions with related parties, on terms agreed between the parties were as follows :-

	Group	
	2008	2007
	\$'000	\$'000
Income :-		
Sales to related companies	1,040	6,849
Sales to an associate	8,767	7,394
Commission income from related companies	6	85
Service fee from a related company	1,094	891
Expenses :-		
Purchase of goods from related companies	34,032	49,362
Directors of the Company :-		
Directors' fees	201	165
Directors' remuneration	903	1,377
Defined contribution benefits	8	7
Directors of the subsidiaries :-		
Directors' fees	2	2
Directors' remuneration	419	472
Defined contribution benefits	13	15
Senior management :-		
Senior management's remuneration	1,158	1,184
Defined contribution benefits	52	59

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 33. Segment information

### Reporting format

The primary segment reporting format is determined to be business segments as the Group's risks and rates of return are affected predominantly by differences in the products and services produced. Secondary information is reported geographically. The operating businesses are organised and managed separately according to the nature of the products and services provided, with each segment representing a strategic business unit that offers different products and serves different markets.

### Allocation basis and transfer pricing

Segment results, assets and liabilities include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Unallocated items comprise mainly corporate assets, liabilities and expenses.

Transfer prices between business segments are set on an arm's length basis in a manner similar to transactions with third parties. Segment revenue, expenses and results include transfers between business segments. These transfers are eliminated on consolidation.

### Business segments

The Group is organised on a worldwide basis into two main operating divisions, namely :

- |                    |   |
|--------------------|---|
| Telecommunications | – Sales, marketing and distribution, design and engineering, project implementation, service and maintenance of satellite communications and transmission products and systems.   |
| Infocomm           | – Sales, marketing and distribution, design and engineering, project implementation, service and maintenance of info-communications network infrastructure, broadcast infrastructure, payment systems and wireless solutions. |

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 33. Segment information (cont'd)

2008	Telecommunications \$'000	Infocomm \$'000	Elimination \$'000	Total \$'000
Turnover	83,275	77,042	–	160,317
Inter-segment turnover	6,349	2,835	(9,184)	–
Total turnover	89,624	79,877	(9,184)	160,317
Cost of sales	(75,632)	(58,580)	9,184	(125,028)
Gross profit	13,992	21,297	–	35,289
Other operating income	1,218	225	–	1,443
Distribution and selling expenses	(4,453)	(10,958)	–	(15,411)
Administrative expenses	(3,671)	(3,635)	–	(7,306)
Other operating expenses	(2,044)	(130)	–	(2,174)
Profit from operating activities	5,042	6,799	–	11,841
Financial income				806
Financial expenses				(252)
				12,395
Share of results of an associate				9
Tax				(2,236)
Net profit for the year				10,168
Other information				
Segment assets	53,813	35,756		89,569
Investment in an associate				1,077
Unallocated assets				24,804
Total assets				115,450
Segment liabilities	17,323	20,685		38,008
Tax liabilities				1,948
Unallocated liabilities				13,248
Total liabilities				53,204
Capital expenditure	511	3,182		3,693
Depreciation	369	2,163		2,532
Other non-cash expenses	144	700		844

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 33. Segment information (cont'd)

2007	Telecommunications \$'000	Infocomm \$'000	Elimination \$'000	Total \$'000
Turnover	100,239	66,130	–	166,369
Inter-segment turnover	2,150	7,646	(9,796)	–
Total turnover	102,389	73,776	(9,796)	166,369
Cost of sales	(86,031)	(56,059)	9,796	(132,294)
Gross profit	16,358	17,717	–	34,075
Other operating income	1,992	80	–	2,072
Distribution and selling expenses	(5,367)	(9,613)	–	(14,980)
Administrative expenses	(3,407)	(3,378)	–	(6,785)
Other operating expenses	(1,464)	399	–	(1,065)
Profit from operating activities	8,112	5,205	–	13,317
Financial income				998
Financial expenses				(227)
				14,088
Share of results of an associate				18
Tax				(2,653)
Net profit for the year				11,453
Other information				
Segment assets	70,437	23,579		94,016
Investment in an associate				1,111
Unallocated assets				24,247
Total assets				119,374
Segment liabilities	20,877	11,033		31,910
Tax liabilities				2,826
Unallocated liabilities				17,448
Total liabilities				52,184
Capital expenditure	209	3,622		3,831
Depreciation	428	1,620		2,048
Other non-cash expenses	2,575	913		3,488

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 33. Segment information (cont'd)

### Geographical segments

Turnover is based on the location of customers. Assets and additions to property, plant and equipment are based on the location of those assets.

	Singapore		Indonesia		Philippines		Thailand	
	2008	2007	2008	2007	2008	2007	2008	2007
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Turnover	55,297	46,771	30,420	46,132	18,464	19,735	28,118	8,415
Inter-company sales	729	587	2,679	1,448	266	2,187	5,054	4,645
	56,026	47,358	33,099	47,580	18,730	21,922	33,172	13,060
Assets	86,949	92,182	5,088	7,521	4,130	3,595	10,337	5,814
Capital expenditure	2,520	1,132	161	554	180	402	551	1,114

(cont'd)

	Other Asian		Others		Eliminations		Total	
	2008	2007	2008	2007	2008	2007	2008	2007
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Turnover	26,236	35,067	1,782	10,249	–	–	160,317	166,369
Inter-company sales	456	928	–	–	(9,184)	(9,795)	–	–
	26,692	35,995	1,782	10,249	(9,184)	(9,795)	160,317	166,369
Assets	8,946	10,262	–	–	–	–	115,450	119,374
Capital expenditure	281	629	–	–	–	–	3,693	3,831

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 34. Financial risk management objectives and policies

The main risks arising from the Group's financial instruments are foreign currency risk, interest rate risk, liquidity risk and credit risk. The management reviews and agrees policies for managing each of these risks and they are summarised below.

### Foreign currency risk

The Group has transactional currency exposures arising from sales or purchases that are denominated in a currency other than the respective functional currencies of Group entities. The foreign currencies in which these transactions are denominated are mainly U.S Dollars (USD), Euro Dollars and Norwegian Krone. Approximately 49% (2007: 55%) of the Group's sales and 87% (2007 : 91%) of the Group's purchases are denominated in foreign currencies.

The Group and the Company also hold cash and cash equivalents denominated in foreign currencies for working capital purposes. At the balance sheet date, such foreign currency balances amount to \$5,821,000 (2007 : \$11,625,000) and \$5,612,000 (2007 : \$11,420,000) for the Group and the Company respectively.

The Group uses forward currency contracts to mitigate the currency exposures on transactions in excess of \$100,000 for which payment is anticipated more than one month after the Group has entered into a firm commitment for a sale or purchase. The forward currency contracts must be in the same currency as the hedged item. It is the Group's policy not to enter into forward currency contracts until a firm commitment is in place. It is the Group's policy to negotiate the terms of the hedge derivatives to match the terms of the hedged item to maximise hedge effectiveness.

The Group is also exposed to currency translation risk arising from its net investments in foreign operations. These investments are not hedged as the respective currency positions are considered to be long-term in nature.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 34. Financial risk management objectives and policies (cont'd)

### Foreign currency risk (cont'd)

#### *Sensitivity analysis for foreign currency risk*

The following table demonstrates the sensitivity to a reasonably possible change in the US dollar, Norwegian Krone and Euro dollar exchange rates (against SGD), with all other variables held constant, of the Group's profit net of tax and equity.

	Group				Company			
	2008 \$'000		2007 \$'000		2008 \$'000		2007 \$'000	
	Profit net of tax	Equity	Profit net of tax	Equity	Profit net of tax	Equity	Profit net of tax	Equity
<b>US dollar -</b>								
- Strengthened 8% (2007 : 3%)	(1,410)	-	281	-	(878)	-	422	-
- Weakened 8% (2007 : 3%)	1,410	-	(281)	-	878	-	(422)	-
<b>Norwegian Krone</b>								
- Strengthened 10% (2007 : 3%)	214	-	27	-	273	-	41	-
- Weakened 10% (2007 : 3%)	(214)	-	(27)	-	(273)	-	(41)	-
<b>Euro dollar -</b>								
- Strengthened 5% (2007 : 3%)	(50)	-	61	-	(43)	-	61	-
- Weakened 5% (2007 : 3%)	50	-	(61)	-	43	-	(61)	-

### Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of the Group's and the Company's financial instruments will fluctuate because of changes in market interest rates. The Group's and the Company's exposure to interest rate risk arises primarily from cash and bank balances and amount due from an associate.

The Group's policy is to obtain the most favourable interest rates available without increasing its foreign currency exposure.

Surplus funds are placed with reputable banks.

Information relating to the Group and the Company interest rate exposure is also disclosed in the notes to the financial statements.



# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 34. Financial risk management objectives and policies (cont'd)

### Interest rate risk (cont'd)

#### *Sensitivity analysis for interest rate risk*

The following table demonstrates the sensitivity to a reasonably possible change in interest rates on interest income from cash assets placed with banks and amount due from an associate, with all other variables held constant, of the Group's and the Company's profit net of tax and equity.

	Group and Company		
	Increase/ (decrease) basis points \$'000	Effect on profit net of tax \$'000	Effect on equity \$'000
<b>2008</b>			
Singapore dollar	(100)	(88)	–
US dollar	(100)	(14)	–
Norwegian Krone	(100)	(11)	–
Euro dollar	(100)	(22)	–
 Singapore dollar	 100	 171	 –
US dollar	100	34	–
Norwegian Krone	100	12	–
Euro dollar	100	22	–
 <b>2007</b>			
Singapore dollar	(100)	(50)	–
US dollar	(100)	(104)	–
Norwegian Krone	(100)	(7)	–
Euro dollar	(100)	(27)	–
 Singapore dollar	 100	 85	 –
US dollar	100	104	–
Norwegian Krone	100	7	–
Euro dollar	100	27	–

### Liquidity risk

Liquidity risk is the risk that the Group or the Company will encounter difficulty in meeting financial obligations due to shortage of funds. The Group's and the Company's exposure to liquidity risk arises primarily from mismatches of the maturities of financial assets and liabilities.

The principal method the Group uses to manage liquidity risk arising from financial liabilities is maintaining an adequate level of cash and cash equivalents and committed stand-by credit facilities with banks. The Group's objective is to maintain a balance between continuity of funding and flexibility through the use of stand-by credit facilities.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 34. Financial risk management objectives and policies (cont'd)

### Liquidity risk (cont'd)

The table below analyses the Group's financial liabilities and certain derivative financial instruments that will be settled on a gross basis into relevant maturity groupings based on the remaining period at reporting date to the contractual maturity date. The amounts disclosed in the table are the contractual carrying undiscounted cash flows. Balances due within 12 months approximate their carrying amounts as the impact of discounting is insignificant.

	2008				2007			
	1 year or less \$'000	1-5 years \$'000	> 5 years \$'000	Total \$'000	1 year or less \$'000	1-5 years \$'000	> 5 years \$'000	Total \$'000
<b>Group</b>								
Trade payables (excluding fair value of forward currency contract)	33,155	–	–	33,155	22,542	–	–	22,542
Other payables and accruals	13,141	–	–	13,141	17,448	–	–	17,448
Amounts due to related companies	1,474	–	–	1,474	5,591	–	–	5,591
Obligations under finance leases	23	84	–	107	–	–	–	–
Derivative financial instruments								
- Forward currency contracts								
– gross payments	15,387	–	–	15,387	4,543	–	–	4,543
- Forward currency contracts								
– gross receipts	(44,141)	–	–	(44,141)	(32,230)	–	–	(32,230)
	19,039	84	–	19,123	17,894	–	–	17,894
<b>Company</b>								
Trade payables (excluding fair value of forward currency contract)	28,027	–	–	28,027	16,989	–	–	16,989
Other payables and accruals	8,618	–	–	8,618	13,875	–	–	13,875
Amounts due to subsidiaries	316	–	–	316	400	–	–	400
Amounts due to related companies	1,427	–	–	1,427	5,548	–	–	5,548
Derivative financial instruments								
- Forward currency contracts								
– gross payments	15,387	–	–	15,387	4,543	–	–	4,543
- Forward currency contracts								
– gross receipts	(44,141)	–	–	(44,141)	(32,230)	–	–	(32,230)
	9,634	–	–	9,634	9,125	–	–	9,125

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 34. Financial risk management objectives and policies (cont'd)

### Credit risk

Credit risk is the risk of loss that may arise on outstanding financial instruments should a counterparty default on its obligations. The Group's and the Company's exposure to credit risk arises primarily from trade and other receivables. For other financial assets (including cash and cash equivalents and derivatives), the Group and the Company minimise credit risk by dealing exclusively with high credit rating counterparties.

The Group's objective is to seek continual revenue growth while minimising losses incurred due to increased credit risk exposure. The Group trades only with recognised and creditworthy third parties. It is the Group's policy that all customers who wish to trade on credit terms are subject to credit verification procedures. In addition, receivable balances are monitored on an ongoing basis with the result that the Group's exposure to bad debts is not significant.

The carrying amount of trade and other receivables, amounts due from an associate and related companies, and cash and cash equivalents represent the Group's maximum exposure to credit risk. No other financial assets carry a significant exposure to credit risk.

### Credit risk concentration profile

The Group determines concentrations of credit risk by monitoring the country and industry sector profile of its trade receivables on an on-going basis. The credit risk concentration profile of the Group's and the Company's trade at the balance sheet date is as follows:

### Customers' profile

#### By country

% of total	Group		Company	
	2008	2007	2008	2007
≥ 25	Philippines	Indonesia	Philippines and Singapore	Indonesia
>10 and <25	Indonesia, Singapore and Thailand	Philippines and Singapore	Indonesia	Philippines and Singapore
≤ 10	Malaysia, India, China and others	Sri Lanka, Malaysia, Thailand, Taiwan and others	India, Thailand, China and others	Sri Lanka, China and others

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 34. Financial risk management objectives and policies (cont'd)

Credit risk (cont'd)

*Customers' profile (cont'd)*

	Group				Company			
	2008		2007		2008		2007	
	\$'000	% of total	\$'000	% of total	\$'000	% of total	\$'000	% of total
<b><u>By Industry Sectors</u></b>								
Telecommunication	13,969	45	40,063	82	12,175	60	35,434	92
Financial institutions	5,030	16	3,905	8	912	5	1,172	3
Government agencies	4,806	16	2,735	6	1,197	6	450	1
Media and broadcasting	3,815	12	335	1	3,693	18	224	1
Multi industry conglomerates	1,894	6	769	1	1,894	9	710	2
Others	1,298	5	926	2	344	2	573	1
	30,812	100	48,733	100	20,215	100	38,563	100

At the balance date,

- 73% (2007 : 98%) of the Group's trade receivables in Philippines (2007 : Indonesia) were due from a reputable telecommunication service provider; and
- 43% (2007 : 59%) of the Group trade receivables were due from 3 major customers in Telecommunication industry.

### Financial assets that are neither past due nor impaired

Trade receivables that are neither past due nor impaired are creditworthy debtors with good payment record with the Group. Cash and cash equivalents that are neither past due nor impaired are placed with reputable financial institutions.

### Financial assets that are either past due or impaired

Information regarding financial assets that are either past due or impaired is disclosed in Note 9.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 35. Financial instruments

### (a) *Fair values*

The fair value of a financial instrument is the amount at which the instrument could be exchanged or settled between knowledgeable and willing parties in an arm's length transaction, other than in forced or liquidation sale.

### *Derivatives*

The Group and Company has carried all derivative financial instruments at their fair value as required by FRS 39. The fair value of forward currency contracts is calculated by reference to current forward exchange rates for contracts with similar maturity profiles.

### *Cash and cash equivalents, current trade and other receivables, current trade and other payables, related companies balances and associate balances*

Management has determined that the carrying amounts of cash and cash equivalents, current trade and other receivables, current trade and other payables, related companies balances and associate balances, based on their notional amounts, reasonably approximate their fair values because these are mostly short term in nature or are repriced frequently.

### *Lease obligations*

The fair values of lease obligations are estimated by discounting expected future cash flows at market incremental lending rate for similar types of leasing arrangements at the balance sheet date. The carrying value on the balance sheet does not differ significantly from its fair value at year end.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 35. Financial instruments (cont'd)

### (b) Interest rate risk

The following tables sets out the carrying amount, by maturity, of the Group's and the Company's financial instruments that are exposed to interest rate risk :-

Group	Within 1 year \$'000	1-2 years \$'000	2-3 years \$'000	3-4 years \$'000	4-5 years \$'000	More than 5 years \$'000	Total \$'000
<b>2008</b>							
<b>Floating rate</b>							
Cash and bank balances	18,831	–	–	–	–	–	18,831
Amount due from an associate	13,851	–	–	–	–	–	13,851
<b>Fixed rate</b>							
Fixed deposits	2,018	–	–	–	–	–	2,018
Obligations under finance leases	23	23	23	23	15	–	107
<b>Company Floating rate</b>							
Cash and bank balances	16,466	–	–	–	–	–	16,466
Amounts due from an associate	11,260	–	–	–	–	–	11,260
<b>Fixed rate</b>							
Fixed deposits	2,018	–	–	–	–	–	2,018
<b>2007</b>							
<b>Floating rate</b>							
Cash and bank balances	21,151	–	–	–	–	–	21,151
Amount due from an associate	9,145	–	–	–	–	–	9,145
<b>Company Floating rate</b>							
Cash assets	18,934	–	–	–	–	–	18,934
Amounts due from an associate	8,076	–	–	–	–	–	8,076

Interest on financial instruments subject to floating interest rates is contractually repriced at intervals of less than 6 months. The other financial instruments of the Group and the Company that are not included in the above table are not subject to interest rate risk.

# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## 35. Financial instruments (cont'd)

### (c) Derivative financial instruments

	2008		2007	
	Assets \$'000	Liabilities \$'000	Assets \$'000	Liabilities \$'000
Fair value adjustment of forward currency contracts - gain/(loss)	524	(414)	64	44

## 36. Capital management

The primary objective of the Group's capital management is to ensure that it maintains a strong credit rating and healthy capital ratios in order to support its business and maximise shareholder value.

The Group manages its capital structure and makes adjustments to it, in light of changes in economic conditions. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares. No changes were made in the objectives, policies or processes during the years ended 31 December 2008 and 31 December 2007.

The Group monitors capital using a gearing ratio, which is net debt divided by total capital plus net debt. The Group's policy is to keep the gearing ratio to be less than 50%. The Group includes within net debt, loans and borrowings, trade and other payables, obligations under finance leases, other liabilities, less cash and cash equivalents. Capital refers to equity attributable to the equity holders of the Company.

	Group	
	2008 \$'000	2007 \$'000
Trade payables (Note 12)	33,569	22,498
Other payables and accruals (Note 13)	13,141	17,448
Amounts due to related companies (Note 11)	1,474	5,591
Obligations under finance leases (Note 15)	107	–
Less: Cash and cash equivalent (Note 28)	(20,849)	(21,151)
Net debt	27,442	24,386
Capital :		
Equity attributable to equity holders of the Company	62,246	67,190
Capital and net debt	89,688	91,576
Gearing ratio	30.6%	26.6%



# NOTES TO THE FINANCIAL STATEMENTS

31 December 2008

## **37. Events after balance sheet date**

On 22 January 2009, the Singapore Finance Minister announced the revision in the Singapore corporate tax rate from 18% to 17% with effect from year of assessment 2010. In accordance with FRS 12, Income taxes and FRS 10 Events after the balance sheet date, this is a non-adjusting event and the financial effect of the reduced tax rate will be reflected in the 31 December 2009 financial year. The Company's deferred tax liabilities have been computed on the year end prevailing tax rate of 18%.

## **38. Authorisation of financial statements for issue**

The financial statements for the year ended 31 December 2008 were authorised for issue in accordance with a resolution of the directors on 30 March 2009.

# STATISTICS OF SHAREHOLDINGS

as at 11 March 2009

Issued and fully paid-up capital	: S\$29,909,152
Number of ordinary shares in issue	: 361,897,000
Class of shares	: ordinary share
Voting rights	: one vote per share

## DISTRIBUTION OF SHAREHOLDINGS

Size of Shareholdings	No. of Shareholders	%	No. of Shares	%
1 - 999	8	0.14	1,400	0.00
1,000 - 10,000	3,644	63.63	20,286,000	5.61
10,001 - 1,000,000	2,059	35.95	100,328,200	27.72
1,000,001 - and above	16	0.28	241,281,400	66.67
Total:	5,727	100.00	361,897,000	100.00

## TWENTY LARGEST SHAREHOLDERS

No.	Name	No. of Shares	%
1.	Eltek ASA	181,136,000	50.05
2.	HSBC (Singapore) Nominees Pte Ltd	11,775,000	3.25
3.	DBSN Services Pte Ltd	11,210,000	3.10
4.	DBS Nominees Pte Ltd	8,404,000	2.32
5.	NTUC Thrift & Loan Co-operative Limited	5,670,000	1.57
6.	United Overseas Bank Nominees Pte Ltd	4,719,000	1.30
7.	Citibank Nominees Singapore Pte Ltd	3,257,000	0.90
8.	UOB Kay Hian Pte Ltd	2,801,000	0.77
9.	Poh Kheng Mui (Fu Qingmei)	2,712,000	0.75
10.	OCBC Nominees Singapore Pte Ltd	2,568,000	0.71
11.	Raffles Nominees Singapore Pte Ltd	2,234,000	0.62
12.	Ang Xinwei @ Hong Xinwei	1,630,000	0.45
13.	Phillip Securities Pte Ltd	1,149,400	0.32
14.	Tan Boon Khak Holdings Pte Ltd	1,014,000	0.28
15.	Kim Leng Tee Investments Pte Ltd	1,002,000	0.28
16.	Ang Seong Kang Samuel	1,000,000	0.28
17.	Phay Seng Whatt	1,000,000	0.28
18.	Pillai Rosie	1,000,000	0.28
19.	Yim Chee Chong	837,000	0.23
20.	Koh Peck Hoon	800,000	0.22
Total :		245,918,400	67.96

## SUBSTANTIAL SHAREHOLDERS AS AT 11 MARCH 2009

	Direct Interest	%	Deemed Interest	%
Eltek ASA	181,136,000	50.05	-	-

## PERCENTAGE OF SHAREHOLDING IN PUBLIC'S HAND

49.09% of the Company's shares are held in the hands of public. Accordingly, the Company has complied with Rule 723 of the Listing Manual of the SGX-ST.

# NOTICE OF ANNUAL GENERAL MEETING

Nera Telecommunications Ltd

(Company Registration No. 197802690R) (Incorporated in Singapore with limited liability)

NOTICE IS HEREBY GIVEN that the Annual General Meeting of Nera Telecommunications Ltd ("the Company") will be held at 109 Defu Lane 10, Singapore 539225 on 24 April 2009 at 11.30 a.m. for the following purposes:

## AS ORDINARY BUSINESS

1. To receive and adopt the Directors' Report and the Audited Accounts of the Company for the year ended 31 December 2008 together with the Auditors' Report thereon. (Resolution 1)
2. To declare a final one-tier tax exempt dividend of 3 cents per share for the year ended 31 December 2008 (2007: a final one-tier tax exempt dividend of 4 cents per share). (Resolution 2)
3. To re-elect the following Directors retiring pursuant to the Company's Articles of Association:

Mr Lau Ping Sum	(Retiring under Article 87)	(Resolution 3)
Mr Sitoh Yih Pin	(Retiring under Article 87)	(Resolution 4)
Mr Jan T. Jorgensen	(Retiring under Article 94)	(Resolution 5)

Mr Lau Ping Sum will, upon re-election as Director of the Company, remain as Chairman of the Audit Committee and a member of the Nominating Committee and will be considered independent.

Mr Sitoh Yih Pin will, upon re-election as Director of the Company, remain as member of the Audit and Compensation Committees and will be considered independent.

Mr Jan T. Jorgensen will, upon re-election as Director of the Company, remain as member of the Compensation Committee and will be considered non-independent.

4. To re-appoint Messrs Ernst & Young LLP as the Company's Auditors and to authorise the Directors to fix their remuneration. (Resolution 6)
5. To transact any other ordinary business which may properly be transacted at an Annual General Meeting.

## AS SPECIAL BUSINESS

6. To approve the payment of Directors' fees of S\$201,100 for the year ended 31 December 2008 (2007: S\$165,000). (Resolution 7)

# NOTICE OF ANNUAL GENERAL MEETING

Nera Telecommunications Ltd

(Company Registration No. 197802690R) (Incorporated in Singapore with limited liability)

To consider and if thought fit, to pass the following resolutions as Ordinary Resolutions, with or without any modifications:

## 7. Authority to issue shares

That pursuant to Section 161 of the Companies Act, Cap. 50 and Rule 806 of the Listing Manual of the Singapore Exchange Securities Trading Limited, the Directors of the Company be authorised and empowered to:

- (a) (i) issue shares in the Company ("shares") whether by way of rights, bonus or otherwise; and/or
- (ii) make or grant offers, agreements or options (collectively, "Instruments") that might or would require shares to be issued, including but not limited to the creation and issue of (as well as adjustments to) options, warrants, debentures or other instruments convertible into shares,

at any time and upon such terms and conditions and for such purposes and to such persons as the Directors of the Company may in their absolute discretion deem fit; and

- (b) (notwithstanding the authority conferred by this Resolution may have ceased to be in force) issue shares in pursuance of any Instrument made or granted by the Directors of the Company while this Resolution was in force,

provided that:

- (1) the aggregate number of shares (including shares to be issued in pursuance of the Instruments, made or granted pursuant to this Resolution) to be issued pursuant to this Resolution shall not exceed fifty per centum (50%) of the total number of issued shares (excluding treasury shares) in the capital of the Company (as calculated in accordance with sub-paragraph (2) below), of which the aggregate number of shares and Instruments to be issued other than on a pro rata basis to existing shareholders of the Company shall not exceed twenty per centum (20%) of the total number of issued shares (excluding treasury shares) in the capital of the Company (as calculated in accordance with sub-paragraph (2) below);
- (2) (subject to such calculation as may be prescribed by the Singapore Exchange Securities Trading Limited) for the purpose of determining the aggregate number of shares that may be issued under sub-paragraph (1) above, the total number of issued shares (excluding treasury shares) shall be based on the total number of issued shares (excluding treasury shares) in the capital of the Company at the time of the passing of this Resolution, after adjusting for:
  - (a) new shares arising from the conversion or exercise of any convertible securities;
  - (b) new shares arising from exercising share options or vesting of share awards which are outstanding or subsisting at the time of the passing of this Resolution; and
  - (c) any subsequent bonus issue, consolidation or subdivision of shares;
- (3) in exercising the authority conferred by this Resolution, the Company shall comply with the provisions of the Listing Manual of the Singapore Exchange Securities Trading Limited for the time being in force (unless such compliance has been waived by the Singapore Exchange Securities Trading Limited) and the Articles of Association of the Company; and

# NOTICE OF ANNUAL GENERAL MEETING

Nera Telecommunications Ltd

(Company Registration No. 197802690R) (Incorporated in Singapore with limited liability)

- (4) unless revoked or varied by the Company in a general meeting, such authority shall continue in force until the conclusion of the next Annual General Meeting of the Company or the date by which the next Annual General Meeting of the Company is required by law to be held, whichever is earlier.  
[See Explanatory Note (i)] (Resolution 8)

## 8. Authority to allot and issue shares under the Nera Telecom Employees' Share Option Scheme

That pursuant to Section 161 of the Companies Act, Cap. 50, the Directors of the Company be authorised and empowered to offer and grant options under the Nera Telecom Employees' Share Option Scheme ("the Scheme") and to issue from time to time such number of shares in the capital of the Company as may be required to be issued pursuant to the exercise of options granted by the Company under the Scheme, whether granted during the subsistence of this authority or otherwise, provided always that the aggregate number of additional ordinary shares to be issued pursuant to the Scheme shall not exceed fifteen per centum (15%) of the total number of issued shares (excluding treasury shares) in the capital of the Company from time to time and that such authority shall, unless revoked or varied by the Company in a general meeting, continue in force until the conclusion of the next Annual General Meeting of the Company or the date by which the next Annual General Meeting of the Company is required by law to be held, whichever is earlier.  
[See Explanatory Note (ii)] (Resolution 9)

By Order of the Board

**Tan Cher Liang**  
Company Secretary

Singapore, 8 April 2009

## Explanatory Notes:

- (i) The Ordinary Resolution 8 in item 7 above, if passed, will empower the Directors of the Company, effective until the conclusion of the next Annual General Meeting of the Company, or the date by which the next Annual General Meeting of the Company is required by law to be held or such authority is varied or revoked by the Company in a general meeting, whichever is the earlier, to issue shares, make or grant instruments convertible into shares and to issue shares pursuant to such instruments, up to a number not exceeding, in total, 50% of the total number of issued shares (excluding treasury shares) in the capital of the Company, of which up to 20% may be issued other than on a pro-rata basis to shareholders.

For determining the aggregate number of shares that may be issued, the total number of issued shares (excluding treasury shares) will be calculated based on the total number of issued shares (excluding treasury shares) in the capital of the Company at the time this Ordinary Resolution is passed after adjusting for new shares arising from the conversion or exercise of any convertible securities or share options or vesting of share awards which are outstanding or subsisting at the time when this Ordinary Resolution is passed and any subsequent bonus issue, consolidation or subdivision of shares.

# NOTICE OF ANNUAL GENERAL MEETING

Nera Telecommunications Ltd

(Company Registration No. 197802690R) (Incorporated in Singapore with limited liability)

- (ii) The Ordinary Resolution 9 in item 8 above, if passed, will empower the Directors of the Company, effective until the conclusion of the next Annual General Meeting of the Company, or the date by which the next Annual General Meeting of the Company is required by law to be held or such authority is varied or revoked by the Company in a general meeting, whichever is the earlier, to issue shares in the Company pursuant to the exercise of options granted or to be granted under the Scheme up to a number not exceeding in aggregate (for the entire duration of the Scheme) fifteen per centum (15%) of the total number of issued shares (excluding treasury shares) in the capital of the Company from time to time.

## Notes:

1. A Member entitled to attend and vote at the Annual General Meeting (the "Meeting") is entitled to appoint a proxy to attend and vote in his/her stead. A proxy need not be a Member of the Company.
2. The instrument appointing a proxy must be deposited at 109 Defu Lane 10, Singapore 539225 not less than forty-eight (48) hours before the time appointed for holding the Meeting.
3. If the appointor is a corporation, the instrument appointing a proxy must be executed under its seal or the hand of its duly authorised officer or attorney.







# PROXY FORM

## Nera Telecommunications Ltd

(Company Registration No. 197802690R) (Incorporated in Singapore with limited liability)

### IMPORTANT:

1. For investors who have used their CPF monies to buy Nera Telecommunications Ltd's shares, this Report is forwarded to them at the request of the CPF Approved Nominees and is sent solely FOR INFORMATION ONLY.
2. This Proxy Form is not valid for use by CPF investors and shall be ineffective for all intents and purposes if used or purported to be used by them.
3. CPF investors who wish to attend the Meeting as an observer must submit their requests through their CPF Approved Nominees within the time frame specified. If they also wish to vote, they must submit their voting instructions to the CPF Approved Nominees within the time frame specified to enable them to vote on their behalf.

I/We, \_\_\_\_\_

of \_\_\_\_\_

being a member/members of Nera Telecommunications Ltd (the "Company"), hereby appoint:

Name	NRIC/Passport No.	Proportion of Shareholdings	
		No. of Shares	%
Address			

and/or (delete as appropriate)

Name	NRIC/Passport No.	Proportion of Shareholdings	
		No. of Shares	%
Address			

or failing the person, or either or both of the persons, referred to above, the Chairman of the Meeting as my/our proxy/proxies to vote for me/us on my/our behalf at the Annual General Meeting (the "Meeting") of the Company to be held at 109, Defu Lane 10, Singapore 539225 on 24 April 2009 at 11.30 a.m. and at any adjournment thereof. I/We direct my/our proxy/proxies to vote for or against the Resolutions proposed at the Meeting as indicated hereunder. If no specific direction as to voting is given or in the event of any other matter arising at the Meeting and at any adjournment thereof, the proxy/proxies will vote or abstain from voting at his/her discretion. The authority herein includes the right to demand or to join in demanding a poll and to vote on a poll.

(Please indicate your vote "For" or "Against" with a tick [✓] within the box provided.)

No.	Resolutions relating to:	For	Against
1	Directors' Report and Audited Accounts for the year ended 31 December 2008		
2	Payment of proposed final one-tier tax exempt dividend		
3	Re-election of Mr Lau Ping Sum as a Director		
4	Re-election of Mr Sitoh Yih Pin as a Director		
5	Re-election of Mr Jan T. Jorgensen as a Director		
6	Re-appointment of Messrs Ernst & Young LLP as Auditors		
7	Approval of Directors' fees amounting to S\$201,100		
8	Authority to issue shares		
9	Authority to allot and issue shares under the Nera Telecom Employees' Share Option Scheme		

Dated this \_\_\_\_\_ day of \_\_\_\_\_ 2009

Total number of Shares in:	No. of Shares
(a) CDP Register	
(b) Register of Members	

\_\_\_\_\_  
Signature of Shareholder(s)

or, Common Seal of Corporate Shareholder

# PROXY FORM

## Nera Telecommunications Ltd

(Company Registration No. 197802690R) (Incorporated in Singapore with limited liability)

### Notes :

1. Please insert the total number of Shares held by you. If you have Shares entered against your name in the Depository Register (as defined in Section 130A of the Companies Act, Chapter 50 of Singapore), you should insert that number of Shares. If you have Shares registered in your name in the Register of Members, you should insert that number of Shares. If you have Shares entered against your name in the Depository Register and Shares registered in your name in the Register of Members, you should insert the aggregate number of Shares entered against your name in the Depository Register and registered in your name in the Register of Members. If no number is inserted, the instrument appointing a proxy or proxies shall be deemed to relate to all the Shares held by you.
2. A member of the Company entitled to attend and vote at a meeting of the Company is entitled to appoint one or two proxies to attend and vote in his/her stead. A proxy need not be a member of the Company.
3. Where a member appoints two proxies, the appointments shall be invalid unless he/she specifies the proportion of his/her shareholding (expressed as a percentage of the whole) to be represented by each proxy.
4. The instrument appointing a proxy or proxies must be deposited at 109 Defu Lane 10, Singapore 539225, not less than forty-eight (48) hours before the time appointed for the Meeting.
5. The instrument appointing a proxy or proxies must be under the hand of the appointor or of his attorney duly authorised in writing. Where the instrument appointing a proxy or proxies is executed by a corporation, it must be executed either under its seal or under the hand of an officer or attorney duly authorised. Where the instrument appointing a proxy or proxies is executed by an attorney on behalf of the appointor, the letter or power of attorney or a duly certified copy thereof must be lodged with the instrument.
6. A corporation which is a member may authorise by resolution of its directors or other governing body such person as it thinks fit to act as its representative at the Meeting, in accordance with Section 179 of the Companies Act, Chapter 50 of Singapore.

### General:

The Company shall be entitled to reject the instrument appointing a proxy or proxies if it is incomplete, improperly completed or illegible or where the true intentions of the appointor are not ascertainable from the instructions of the appointor specified in the instrument appointing a proxy or proxies. In addition, in the case of Shares entered in the Depository Register, the Company may reject any instrument appointing a proxy or proxies lodged if the member, being the appointor, is not shown to have Shares entered against his name in the Depository Register as at forty-eight (48) hours before the time appointed for holding the Meeting, as certified by The Central Depository (Pte) Limited to the Company.

