## Nippecraft secures orders worth S\$6.6m from major American office supply chain

- S\$6.6m represents 10% of FY2004 revenue
- Will have positive impact on FY2005's earnings
- Orders are to be delivered in FY2005 and company accepted offer to supply products for 3 years.

**Singapore, 15 April 2005** – Mainboard-listed Nippecraft Limited ("Nippecraft" or "The Company"), a specialist provider of personal and business organizing tools, has accepted a Letter of Offer ("LO") on 14 April 2005 from a major American Office Supply Chain ("The Chain") to supply diaries, calendars and dated products for a term of 3 years commencing 14 January 2005 to North America and Canada.

As a result of this, the Company received purchase orders with a total value of approximately \$\$6.6 million (US\$4.0 million) for FY2005. The \$6.6m value represents about 10% of FY2004 revenue.

The Chain is understood to be one of the world's largest business-to-business suppliers of essential office and computer products and services with 2004 sales of over US\$4 billion in North America.

Dr Howard Lo, Executive Director and Chief Operating Officer of Nippecraft, said, "We have identified the US market as a key growth area for us since 2003 and concerted efforts have been put into developing this market. The orders secured are a testament to the increasing awareness and acceptance of our products in this key market."

Dr Lo added, "Our presence in this market is further strengthened by our acceptance of the LO, signaling the start of a fruitful working relationship with an established player in the US office products industry. This year is shaping out to be a rewarding one for Nippecraft."

The Company expects the orders to have a positive impact on the Group's earnings for this year.

-- The End --



## Nippecraft Limited

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## **About Nippecraft Limited**

Nippecraft is an established and leading provider of Personal & Business Organizing Tools, which includes a wide range of paper-based diaries, organizers and related products such as refills and accessories, telephone address books, notepads, business card holders, guest books and digital writing solutions. The Group has a presence in Australia, United Kingdom, the United States and Singapore.

Owning the rights to well-known brands "Collins" and "Debden", Nippecraft command a large market share of the retail diaries market (Around 70% in Australia and 35% in UK). Currently, Nippecraft is expanding into other European markets as well as renewing its focus on brand building.

For more information, please visit our corporate website at <a href="https://www.nippecraft.com.sg">www.nippecraft.com.sg</a>.

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