

## **GHL SYSTEMS BERHAD**

(Company No. 293040-D)

Quarterly report on consolidated results for the fourth quarter ended 31 December 2010

# B. ADDITIONAL INFORMATION REQUIRED BY THE MAIN MARKET LISTING REQUIREMENTS OF BURSA SECURITIES

#### **B1.** Review of Performance

For the current quarter ended 31 December 2010, the Group recorded revenue of RM21.85 million, representing an increase of approximately 41.52% compared to RM15.44 million achieved in the preceding year's corresponding quarter ended 31 December 2009. The increase was mainly attributable to the higher sales in the local and overseas markets during the current quarter under review. The Group however incurred a loss before taxation of RM11.80 million as compared to loss before taxation of RM0.96 million in preceding year's corresponding quarter mainly due to higher operational cost incurred, bad debts written off, impairment loss on property, plant and equipment, impairment loss on goodwill, property, plant and equipment written off and higher costs incurred for the sales and promotion activities in international markets.

For the financial year ended 31 December 2010 ("FYE2010"), the Group registered a revenue of RM63.68 million, which is 11.42% higher compared to the RM57.15 million achieved in financial year ended 31 December 2009 ("FYE2009"). The increase was mainly attributable to the higher sales in monthly services rental, sales of hardware and cards in local markets and the higher income in Merchant discount rate, sales of software and hardware in overseas markets. The Group however incurred a loss before taxation of RM14.67 million in FYE2010 as compared to loss before taxation of RM6.47 million in FYE2009 mainly due to significant increase in operational costs during the quarter under review as mentioned above.

#### **B2.** Comparison of Current Quarter Results with the Preceding Quarter

	Current Quarter ended 31 December 2010 RM	Preceding Quarter ended 30 September 2010 RM
Revenue	21,846,782	15,582,733
Loss Before Tax	(11,801,342)	(395,452)

For the current quarter under review, the Group's revenue increased by approximately 40.24% to RM21.85 million, as compared to RM15.58 million reported in the preceding quarter ended 30 September 2010 mainly due to higher sales in monthly services rental, sales of hardware and cards during the current quarter.

Loss before taxation of the Group for the current quarter under review is RM11.80 million as compared to loss before taxation of RM0.40 million in preceding quarter under review due to increased in operational costs as mentioned in Note B1 above.

## **B3.** Next Year's Prospects

The Board of Directors of GHL ("Board") takes cognizant of the current challenging market environment locally and overseas. Notwithstanding, the Board is of the view that barring any unforeseen circumstances, the Group is optimistic of achieving better performance for the coming year in view of the business expansion strategies in place.

### **B4.** Profit forecast and Profit Guarantee

The Company has not issued any profit forecast or profit guarantee for the current year.

#### **B5.** Taxation

	Current Quarter 31.12.10 RM	Preceding Year Corresponding Quarter 31.12.09 RM	Current Year To Date 31.12.10 RM	Preceding Year Corresponding Period 31.12.09
	KIVI	KIVI	KIVI	RM
Tax expenses	492,451	(521,568)	489,050	(522,982)

The Group's tax rate is disproportionate to the statutory tax rate due to unabsorbed tax loss and unutilised tax allowances and deferred tax benefits of certain companies within the Group.

# **B6.** Profit on Sale of Unquoted Investment and/or Properties

There was no disposal of unquoted investment or properties during the financial quarter under review.

# **B7.** Purchase and Disposal of Quoted Securities

- a) There was no purchase or disposal of quoted securities during the financial quarter under review
- b) The disposal of quoted securities during the financial year as follows:-

Proceeds from the disposal of quoted securities	<b>RM</b> 17,461
Disposal of quoted securities, at carrying value	
Gain from the disposal of quoted securities	17,461

### **B8.** Status of Corporate Proposals

There were no corporate proposals announced and not completed as at the date of this report.

# **B9.** Group Borrowings and Debt Securities

The Group's borrowings and debt securities as at 31 December 2010 are as follows:-

(a) Bank Borrowings

	Total Secured Term Loan RM
Repayable within twelve months	182,518
Repayable more than twelve months	2,618,551
	2,801,069

The secured term loan from a local financial institution is to finance the purchase of three (3) units of 4  $\frac{1}{2}$  storey shop offices. The term loan bears an interest of 5.0 % per annum ("pa") on monthly rest for the first three (3) years and thereafter Base Lending Rate ("BLR") + 0.60% pa and is repayable over fifteen (15) years. The loan is expected to be fully repaid by year 2019. The term loan interest rate was revised at BLR + 0.00% pa based on letter dated 21 December 2007. Subsequently, the term loan interest rate was revised at BLR – 1.00% pa based on letter dated 23 February 2010 and 26 April 2010. The BLR as at 30 June 2010 is 5.80% pa and revised to 6.30% pa as at July 2010.

The Group's banking facilities are secured by way of pledging of fixed deposits to the financial institution and pledging of the aforementioned three (3) units of the  $4\frac{1}{2}$  storey shop offices.

The Group does not have any foreign currency denominated bank borrowings as at 31 December 2010.

# (b) Hire Purchase

	Total Hire Purchase RM
Repayable within twelve months	527,889
Repayable more than twelve months	43,721
	571,610

The hire purchase payables of the Group as at 31 December 2010 are for the Group's motor vehicles. The portion of the hire purchase due within one (1) year is classified as current liabilities.

#### **B10.** Realised and Unrealised Profits/Losses

	Current Quarter	Immediate
		Preceding Quarter
	As at 31.12.10	As at 30.09.10
Total retained earnings/(accumulated	RM	RM
losses) of the Company and subsidiaries:-		
- Realised	(26,738,285)	1,874,026
- Unrealised	(671,063)	188,271
	(27,409,348)	2,062,297
Less: Consolidation adjustment	17,638,030	(524,725)
Total group retained	(9,771,318)	1,537,572

#### **B11.** Off Balance Sheet Financial Instruments

The Group does not have any financial instruments with off balance sheet risk as at the date of this report.

# **B12.** Material Litigation

Save as disclosed below, as at the date of this report, the Group is not engaged in any material litigation, claims, arbitration or prosecution, either as plaintiff or defendant, and the Board is not aware of any proceedings pending or threatened against the Group or of any facts likely to give rise to any proceedings which might materially and adversely affect the financial position or business of the Group:-

(a) GHL International Sdn Bhd ("GHLI"), GHLSYS Singapore Pte Ltd ("GHLSYS") and Privilege Investment Holdings Pte Ltd ("Privilege") had entered into a shareholders' agreement dated 31 October 2005 ("Shareholders Agreement") for the purpose of a joint venture. Subsequently, the above-mentioned parties mutually agreed to terminate the Shareholders Agreement via a termination agreement dated 3 March 2006 with a view of entering into a new joint venture subject to further discussions on the terms for such new joint venture. However, the said new joint venture has not eventuated as the parties were unable to reach an agreement on the final terms for the proposed new joint venture. Consequently, a dispute has since arisen in respect of the termination of the Shareholders Agreement.

On 1 April 2006 and 28 April 2006, the Indonesian lawyers acting on behalf of Privilege ("Privilege Lawyers") have via their letter ("Allegation Letter") to GHL, GHLI and GHLSYS (collectively "GHL Entities") alleged various matters against the GHL Entities and certain representatives of the GHL Entities ("GHL Representatives"), amongst others, fraud and misrepresentation in respect of the termination of the Shareholders Agreement, unlawful repudiation of obligations under the Shareholders Agreement, violation of various Indonesian laws and regulations as specified therein, and defamation ("Privilege Threat").

In this connection, the GHL Entities and GHL Representatives have engaged a firm of Indonesian lawyers ("GHL Lawyers"), to represent and advise them on this matter. In their letter dated 3 April 2006 and subsequently on 6 July 2006, the GHL Lawyers have replied to the allegations made in the Allegation Letter by informing the Privilege Lawyers that the GHL Entities and GHL Representatives have categorically denied all the allegations in the Allegation Letter.

Subsequently, PT Multi Adiprakarsa Manunggal ("PT MAM") had in its letter dated 13 February 2007 addressed to the GHL Entities and the GHL Representatives referred to the Allegation Letter dated 1 April 2006 and alleged that it was an intended beneficiary of the Shareholders Agreement and a direct contracting party to all contracts arising out of the Shareholders Agreement and it was injured by the unlawful conduct of the GHL Entities. PT MAM also claimed an amount of USD3 million in damages to be payable by or before 20 February 2007, failing which PT MAM deemed itself free to file litigation in Malaysia, Singapore and/or Indonesia and that the GHL Entities's reporting of accounts receivable in its financial statements may constitute fraudulent misrepresentation as the amount claimed were provided by the GHL Entities as equity contributions to a proposed joint venture company in Indonesia ("PT MAM Threat"). GHLI had in its letter dated 21 February 2007 replied to PT MAM requesting them to refer to the letter dated 6 July

2006 issued by GHL Lawyers to Privilege Lawyers and that GHLI remained open to meeting with PT MAM to resolve matters amicably.

As the matter has yet to proceed to Court, the GHL Entities and GHL Representatives hope to negotiate with Privilege and/or PT MAM to settle the matter amicably. The GHL Lawyers had expressed that they were not aware of any doctrine of intended beneficiary under Indonesian law in respect of the PT MAM Threat. The GHL Lawyers are of the view that there are legal grounds for the GHL Entities to defend both the Privilege Threat and the PT MAM Threat in the event that litigation is commenced in the Courts of the Republic of Indonesia. However, the GHL Lawyers have qualified all such views by expressing that the Indonesian judiciary is sometimes unpredictable in its decision-making process and that a decision may not necessarily be based on the merits of a case. However, as no calculation of a claim for damages has been submitted by Privilege or its Indonesian lawyers and the PT MAM's claim for USD3 million was not quantified, the GHL Lawyers are not able to opine fully on the financial consequences to the GHL Entities.

Meanwhile on 13 May 2009, GHLI received a letter from Messrs Zaid Ibrahim & Co., representing Privilege with the following claims:-

- (i) Payment of the sum of USD3,009,700.00 as general damages suffered by Privilege arising out of GHLI's failure to perform the obligations;
- (ii) Payment of the sum of USD43,047.00 as special damages for expenses incurred by Privilege in setting up PT MAM and GHLSYS;
- (iii)Return of all confidential information, trade secrets and/ or any other proprietary information belonging to Privilege that remain in GHLI's and/ or any other related party's custody;
- (iv)Provision of a written undertaking that GHLI does not have any confidential information, trade secrets and/ or proprietary information belonging to Privilege other than that which was returned, and that GHLI has not and will not utilize the confidential information, trade secrets and/ or proprietary information save other than in the course of the joint venture; and
- (v) Payment of the sum of RM2,500.00 being the cost of the letter of demand.

On 19 May 2009, the management through its solicitor, Messrs. Sreenevasanyoung, denied each and every allegation as set out in the letter and denied being liable as alleged or at all.

The Board is of the view that the GHL Entities have a good defence against such claims made by Privilege. The directors of GHL are of the opinion that should this matter go to court, the GHL Entities will vigorously defend its position.

## **B13.** Dividend Proposed

There was no dividend declared during the quarter under review.

#### **B14.** Loss Per Share

# a) Basic loss per share

The basic loss per share is calculated by dividing the net loss for the period attributable to ordinary equity holders of the parent by the weighted average number of ordinary shares in issue during the financial period and excluding the treasury shares held by the Company.

# b) Diluted loss per share

For the purpose of calculating diluted loss per share, the net loss for the period attributable to equity holders of the parent and weighted average number of ordinary shares in issue during the period and excluding treasury shares held by the Company.

<u>Basic</u>		Current Quarter 31.12.10	Preceding Year Correspondin g Quarter 31.12.09	Current Year To Date 31.12.10	Preceding Year Corresponding Period 31.12.09
Net loss attributable to equity holders of the parent	(RM)	(11,308,891)	(1,484,726)	(14,176,347)	(6,977,824)
Weighted average number of ordinary shares in issue and issuable	(Unit)	151,994,089	145,442,164	187,501,663	145,247,027
Basic loss per share	(Sen)	(7.44)	(1.02)	(7.56)	(4.80)

Diluted  Net loss attributable to equity holders of the		Current Quarter 31.12.10	Preceding Year Corresponding Quarter 31.12.09	Current Year To Date 31.12.10	Preceding Year Corresponding Period 31.12.09
parent *Weighted average	(RM)	(11,308,891)	(1,484,726)	(14,176,347)	(6,977,824)
number of ordinary shares in issue and issuable (	(Unit)	151,994,089	145,442,164	187,501,663	145,247,027
Diluted loss per share	(Sen)	(7.44)	(1.02)	(7.56)	(4.80)

<sup>\*</sup>The number of shares exercised under ESOS was not taken into account in the computation of diluted earnings per shares because the effect on the basic loss per share is antidilutive.

# B15. The Memorandum of Understanding pursuant to Paragraph 9.29 of Main Market Listing Requirements of Bursa Securities

On 31 July 2008, GHL had entered into a memorandum of understanding ("MOU") with a Filipino group on the event date represented by Mr. Ferdinand A Domingo to establish teaming arrangement between GHL & the Filipino Group to undertake the business of providing information technology solutions in the Philippines through a joint venture agreement.

There was no material development or changes in the status of the above mentioned MOU since the date of announcement.