# CBSA

CBSA BERHAD (537337M)
(Incorporated in Malaysia)
QUARTERLY REPORT ON CONSOLIDATED RESULTS
FOR THE THIRD QUARTER ENDED 30 SEPTEMBER 2012
(The figures have not been audited)

# CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

	Note	INDIVIDUAL PERIOD		CUMULATIVE		
		Quarter ended 30.9.2012 RM	Quarter ended 30.9.2011 RM	Year to date 30.9.2012 RM	Year to date 30.9.2011 RM	
Revenue		14,256,484	13,992,570	34,443,774	34,008,899	
Cost of sales		(6,304,435)	(6,599,669)	(14,918,382)	(16,459,833)	
Gross profit		7,952,049	7,392,901	19,525,392	17,549,066	
Other income		162,466	129,443	2,410,989	633,754	
Selling and distribution expenses		(106,514)	(140,665)	(874,335)	(458,001)	
Administration expenses		(4,272,495)	(5,330,081)	(13,157,398)	(11,356,979)	
Other expenses		(3,673)	-	(5,356)	-	
Finance Cost		(17,532)	(14,189)	(68,140)	(51,499)	
Share of results of an associate		(296,100)		(296,100)		
Profit before taxation	B14	3,418,201	2,037,409	7,535,052	6,316,341	
Taxation		106,652	392,855	(251,434)	217,294	
Profit for the financial year		3,524,853	2,430,264	7,283,618	6,533,635	
Other comprehensive income - Currency translation differences		(180,152)	52,022	(228,492)	(46,945)	
Total comprehensive income		3,344,701	2,482,286	7,055,126	6,486,690	
Attributable to:- Owners of the parent		3,357,916	2,383,292	7,145,460	6,340,615	
Non-controlling interest		(13,215)	98,994	(90,334)	146,075	
	,	3,344,701	2,482,286	7,055,126	6,486,690	
Weighted average number of shares		240,228,885	238,981,085	239,839,484	238,981,085	
Earnings per share (sen) -Basic		1.40	1.00	2.98	2.65	
-Diluted	B12	1.40	1.00	2.98	2.65	

(The Condensed Consolidated Statements of Comprehensive Income should be read in conjunction with the Company's audited financial statements for the year ended 31 December 2011 and the accompanying explanatory notes attached to the interim financial statements)

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(Incorporated in Malaysia)
QUARTERLY REPORT ON CONSOLIDATED RESULTS
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(The figures have not been audited)

# CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

	Unaudited as at 30.9.2012 RM	Audited as at 31.12.2011 RM
SHARE CAPITAL	24,022,889	23,898,109
SHARE PREMIUM	806,169	316,407
SHARE OPTION RESERVE	613,067	657,081
UNAPPROPRIATED PROFIT	44,402,988	43,263,249
	44,402,300	43,263,249
	69,845,113	68,134,846
MINORITY INTEREST	115,501	205,835
Total equity	69,960,614	68,340,681
NON-CURRENT LIABILITIES		
Finance lease liabilities	1,083,414	783,587
Deferred taxation	52,000	52,000
	•	32,000
Total non-current liabilities	1,135,414	835,587
	71,096,028	69,176,268
REPRESENTED BY:		
NON-CURRENT ASSETS	•	
Property, plant and equipment		
Intangible assets	8,189,649	2,904,288
Development cost	21,362,160	21,362,160
Goodwill on consolidation	986,667	898,806
Investment in Associate company	8,344,078	8,344,078
Other investment	473 55,000	473 55,000
Total non-current assets		<u> </u>
•	38,938,027	33,564,805
CURRENT ASSETS		
Inventories	7,512,485	156,898
Trade receivables	16,036,239	21,897,772
Other receivables	2,844,142	4,801,865
Amount due from related company	255,493	258,774
Investments	5,771,865	26,342,234
Tax recoverable	214,056	294,451
Directories in progress	2,797,837	2,302,046
Fixed deposits with licensed banks	3,259,387	4,004,493
Cash and bank balances	11,399,474	4,279,292
Total current assets	50,090,978	64,337,825
CURRENT LIABILITIES		
Trade payables	420,657	5,543,908
Other payables	16,913,562	22,606,256
Share of results of an associates	296,100	22,000,250
Finance Lease liabilities	302,658	143,006
Tax payables	302,000	433,192
Total curent liabilities	17,932,977	28,726,362
NET CURRENT ASSETS		
NET CONTENT ASSETS	32,158,001	35,611,463
	71,096,028	69,176,268
Net asset per share attributable to ordinary equity holders of the parent (sen)	29.12	28.60

(The Condensed Consolidated Statements of Financial Position should be read in conjunction with the Company's audited financial statements for the year ended 31 December 2011 and the accompanying explanatory notes attached to the interim financial statements)

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Share based payment under ESOS

As at 30 September 2011

Total comprehensive income for the period

# CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

	<	Attributable 1 Non-Distributable	Fo Equity Holder	's Of The Parent Distributable			
	Share capital	Share premium	Share option reserve	Unappropriated profit	Total	Non-controlling Interest	Total Equity
	RM	RM	RM	RM	RM	RM	RM
As at 1 January 2012	23,898,109	316,407	657,081	43,263,249	68,134,846	205,835	68,340,681
Issuance of share capital	124,780	311,950	-	-	436,730	-	436,730
Share base payment under ESOS	•	-	133,798	-	133,798	-	133,798
Exercise of ESOS	-	177,812	(177,812)		-	•	-
Interim dividend paid	-	-	-	(6,005,721)	(6,005,721)	-	(6,005,721)
Total comprehensive income for the period	-	-	-	7,145,460	7,145,460	(90,334)	7,055,126
As at 30 September 2012	24,022,889	806,169	613,067	44,402,988	69,845,113	115,501	69,960,614
		Attributable T Ion-Distributable	o Equity Holders	s Of The Parent Distributable			
	Share capital	Share premium	Share option reserve	Unappropriated profit	Total	Non-controlling Interest	Total Equity
As at 1 January 2011	RM 23,898,109	RM 316,407	RM -	RM 30,223,895	<b>RM</b> 54,438,411	RM 181,858	RM 54,620,269

(The Condensed Consolidated Statements of Change in Equity should be read in conjunction with the Company's audited financial statements for the year ended 31 December 2011 and the accompanying explanatory notes attached to the Interim financial statements)

316,407

23,898,109

657,081

657,081

657,081

6,340,615

61,436,107

6,340,615

36,564,510

657,081

6,486,690

61,764,040

146,075

327,933



**CBSA BERHAD (537337M)** 

(Incorporated in Malaysia)

QUARTERLY REPORT ON CONSOLIDATED RESULTS

FOR THE THIRD QUARTER ENDED 30 SEPTEMBER 2012

(The figures have not been audited)

### CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

		Cumulative Quarter		
		Current year 30.9.2012 RM	Preceding year 30.9.2011 RM	
CASH FLOW FROM OPERATING ACTIVITIES				
Profit before taxation		7,306,560	6,269,396	
Adjustment for:		,,,	4,200,000	
Non-cash items		917,626	2,084,506	
Non-operating items		115,048	(199,730)	
Operating profit before working capital changes		8,339,234	8,154,172	
Net changes in current assets		116,309	(8,143,785)	
Net changes in current liabilities		(10,945,668)	13,091,855	
Cash generated from operations		(2,490,125)	13,102,242	
Interest income received		192,647	199,730	
Interest paid		(68,140)	(34,714)	
Income tax paid		(604,231)	(377,575)	
Net cash flow from operating activities		(2,969,849)	12,889,683	
CASH FLOW FROM INVESTING ACTIVITIES				
Investment in trust funds		-	(502,685)	
Other investment income		60,926	-	
Proceeds from disposal of property, plant and equipment		326,370	-	
Proceeds from disposal of investment securities		396,471	-	
Acquisition of property, plant and equipment Payment for development costs		(6,185,104)	(488,991)	
r ayment for development costs		(242,475)	(389,553)	
Net cash flow from investing activities		(5,643,812)	(1,381,229)	
CASH FLOW FROM FINANCING ACTIVITIES		•		
Dividend paid		(6,005,721)	_	
Proceeds from issuance of share capital		436,730	-	
Proceeds from finance lease		942,000	200,000	
Repayment of finance lease liabilities		(482,521)	(172,495)	
Net cash flow from financing activities		(5,109,512)	27,505	
Net change in cash and cash equivalents		(13,723,173)	11,535,959	
Effect on exchange rate differences		(79,180)	(38,113)	
Cash and cash equivalents at beginning of period		34,233,079	20,306,824	
Cash and cash equivalents at end of period	Note A	20,430,726	31,804,670	

#### Note:

A. Cash and cash equivalents included in the Statements of Cash Flows comprise the following balance sheets items:

	As at	As at
	30.9.2012	30.9.2011
The distance to the transfer of	RM	RM
Fixed deposits with licensed banks Cash and bank balances Money market funds (included within Investments under Current Assets)	3,259,387	3,938,778
	11,399,474	5,000,704
	5,771,865	22,865,188
	20,430,726	31,804,670

(The Condensed Consolidated Statements of Cash Flows should be read in conjunction with the Company's audited financial statements for the year ended 31 December 2011 and the accompanying explanatory notes attached to the interim financial statements)



#### **NOTES**

# A EXPLANATORY NOTES PURSUANT TO MALAYSIAN FINANCIAL REPORTING STANDARD ("MFRS") 134, INTERIM FINANCIAL REPORTING

## A1. Basis of Preparation

The interim financial statements are unaudited and have been prepared in accordance with the requirements of Malaysian Financial Reporting Standard ("MFRS") 134: Interim Financial Reporting and paragraph 9.22 of the Main Market Listing Requirements of Bursa Malaysia Securities Berhad ("Bursa Securities").

The interim financial statements should be read in conjunction with the audited financial statements of CBSA Berhad ("CBSA" or the "Company") and its subsidiary companies ("Group") for the financial year ended 31 December 2011.

The accounting policies adopted by the Group in the interim financial statements are consistent with those adopted in the audited financial statements for the financial year ended 31 December 2011 except for the adoption of the new and revised FRSs which are mandatory for financial periods beginning on or after 1 January 2012.

### A2. Qualification of Financial Statements

The auditor's report of the preceding financial statements for the financial year ended 31 December 2011 was not subject to any audit qualification.

## A3. Seasonal or Cyclical Factors

The business of the Group was not materially affected by any significant seasonal or cyclical factors during the current quarter under review.

# A4. Unusual Items Affecting Assets, Liabilities, Equity, Net Income or Cash Flows

There were no unusual items affecting assets, liabilities, equity, net income or cash flow of the Group during the current quarter under review.

### A5. Material Changes in Estimates

There were no changes in the estimates of amounts reported in the prior financial period, which have a material effect in the current quarter under review.



## A6. Debts and Equity Securities

There were no issuance and repayment of debt and equity securities, share buy-back, share cancellation, shares held as treasury shares and resale of treasury shares during the current quarter and financial period to-date, except as disclosed below:-

	Quarter ended 30.9.2012	Year to date 30.9.2012
No. of ordinary shares of RM0.10 each issued pursuant to the exercise of options granted under the Employees' Share Option Scheme	-	1,247,800
-	-	1,247,800

### A7. Dividends Paid

On 28 June 2012, the Company paid 25% or 2.5 sen per share tax exempt interim dividend in respect of the financial year ending 31 December 2012 totaling RM6,005,721.

# A8. Segmental Information

The Group's segment report is presented based on its operating segments as follows:

Segment revenue	Individua	l Period	Cumulative			
	Quarter ended 30.9.2012 RM'000	Quarter ended 30.9.2011 RM'000	Year to date 30.9.2012 RM'000	Year to date 30.9.2011 RM'000		
ΙΤ	4,140	5,140	14,607	18,404		
Search & Advertising	10,116	8,853	19,825	15,605		
Investment holding	_*	-	12	_*		
Consolidated revenue	14,256	13,993	34,444	34,009		

<sup>\*</sup> Negligible.

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Segment result	Individual Period		Cumulative		
	Quarter ended 30.9.2012 RM'000	Quarter ended 30.9.2011 RM'000	Year to date 30.9.2012 RM'000	Year to date 30.9.2011 RM'000	
ſΤ	1,249	679	3,540	4,474	
Search & Advertising	2,494	1,887	4,518	2,596	
Investment holding	(325)	(529)	(523)	(754)	
Consolidated profit before tax	3,418	2,037	7,535	6,316	

### A9. Valuation of Property, Plant and Equipment

The Group did not revalue any of its property, plant and equipment during the current quarter under review.

### A10. Subsequent Events

- (a) On 4 October 2012, the Company announced the incorporation of PanPages (Cambodia) Ltd. ("PanPages Cambodia") by PanPages Ltd, a wholly-owned subsidiary of CBSA Bizhub Sdn Bhd which in turn a wholly-owned subsidiary of the Company. PanPages Cambodia was incorporated in Cambodia on 1 October 2012 with a share capital of 4,000,000 riels. The principal activity of PanPages Cambodia is investment holding.
- (b) On 11 July 2012, CBSA International Sdn Bhd, a wholly-owned subsidiary of the Company entered into a conditional sale and purchase of shares agreement with Kim Gjemmestad for the acquisition of 510 ordinary shares of 4,400,000 riels (approximately USD1,100) each representing 51% equity interest in Cam YP Co., Ltd ("Cam YP") for a total cash consideration of USD2.04 million. The acquisition was completed on 31 October 2012 and upon completion, Cam YP has become a 51% owned subsidiary of PanPages Cambodia.

Save as disclosed above, there were no other material events subsequent to the end of the current quarter.

## A11. Changes in Composition of the Group

On 15 August 2012, PanPages Ltd ("PanPages") was incorporated in the British Virgin Islands as BVI Business Company with an initial authorised and issued share capital of USD50,000 and USD1.00 respectively. PanPages Ltd is a wholly-owned subsidiary of CBSA Bizhub Sdn. Bhd. ("CBSA Bizhub"), which in turn a wholly owned subsidiary of the Company. The principal activity of PanPages is investment holding.



Save as disclosed above, there were no major changes in the composition of the Group for the current quarter under review.

# A12. Capital Commitments

The amount of commitments for the purchase of property, plant and equipment not provided for in the interim financial statements as at 30 September 2012 is as follows:

Approved and contracted for:
Property, plant and equipment 13,500

## A13. Contingent Liabilities

There were no changes in contingent liabilities or contingent assets since the last annual balance sheet as at 31 December 2011.



# B. EXPLANATORY NOTES PURSUANT TO APPENDIX 9B OF THE MAIN MARKET LISTING REQUIREMENTS OF BURSA SECURITIES

#### B1. Review of Performance

The Group reported revenue of RM14.26 million for the quarter ended 30 September 2012 ("3Q2012') compared with RM13.99 million for the corresponding quarter ended 30 September 2011 ("3Q2011"), an increase of approximately 1.9%. The increase was mainly due to higher revenue recorded by Search and Advertising (S&A) division however was partially offset by the decrease in revenue from Information Technology ("IT") division.

The Group's profit before tax ("PBT") increased by 67.8% from RM2.04 million for 3Q2011 to RM3.42 million for 3Q2012. Besides higher revenue, the improvement in the PBT was mainly contributed by lower administration expenses and higher gross margin.

For the nine (9) months ended 30 September 2012 ("FY2012"), the Group registered revenue of RM34.44 million, improved slightly from RM34.01 million for the corresponding period ended 30 September 2011("FY2011"). Despite a higher revenue was achieved by S&A division, the increase was offset by the drop in revenue from IT division.

The Group's PBT improved by 19.3% from RM6.32 million for FY2011 to RM7.54 million for FY2012 mainly due to higher gross margin as well as other income of RM2.41 million recorded in the current period.

Analysis of the performance of operating segments:

## Search and Advertising ("S&A") division

S&A division reported revenue of RM10.12 million for 3Q2012 compared with RM8.85 million for 3Q2011, representing an increase of 14.3% mainly due to the increase in sales of the licensed content following the expansion of the content development activities in the Southeast Asia region.

PBT improved by 31.7% to RM2.49 million for 3Q2012 compared with RM1.89 million for 3Q2011 as a result of the increase in revenue as well as better gross margin from the sales of the licensed content.

For FY2012, S&A division's revenue increased by 27.0% from RM15.61 million for FY2011 to RM19.83 million, contributed mainly from the increase in sales of the licensed content and the e-Commerce solutions.



In tandem with the increase in revenue and coupled with higher gross margin achieved, the PBT for FY2012 improved by 73.8% from RM2.60 million to RM4.52 million for FY2011.

#### Information Technology ("IT") division

Revenue from IT division dropped 19.5% from RM5.14 million for 3Q2011 to RM4.14 million for 3Q2012 attributed to lower maintenance revenue from the software products of Allen Systems Group (ASG) following the termination of ASG's distributorship in May 2012 as reported in the previous guarter.

Despite lower revenue for 3Q2012, PBT improved by 83.8% from RM0.68 million for 3Q2011 to RM1.25 million for 3Q2012 due to higher gross margin from the on-going projects as well as lower administration expenses incurred as a result of a reduction in headcount after the termination of ASG's distributorship.

For FY2012, IT division registered revenue of RM14.61 million, which is 20.6% lower than the revenue of RM18.40 million for FY2011 mainly due to the same reason as explained above coupled with the business activities slowed down.

PBT dropped 20.8% from RM4.47 million for FY2011 to RM3.54 million for FY2012 due to lower revenue recorded and higher administration expenses incurred especially in the first quarter of FY2012. The drop was however mitigated by other income of RM2.14 million recorded in the current period.

### B2. Material Changes in the Quarterly Results

	Quarter ended 30.9.2012 RM'000	Quarter ended 30.6.2012 RM'000
Revenue	14,256	11.649
Profit Before Tax	3,418	2,907

The Group's revenue increased by RM2.61 million or 22.4% to RM14.26 million for the current quarter mainly contributed by the improvement in revenue from S&A division due to higher sales of licensed content.

In line with the increased revenue, PBT improved by 17.6% to RM3.42 million for 3Q2012.

#### **B3.** Prospects

The Group's S&A division is expected to register good financial performance in the coming quarters. Besides the expansion of the content development activities in the Southeast Asia region, CBSA Online Sdn Bhd ("CBSA Online"), a wholly owned



subsidiary of the Company, has been appointed as the Google AdWords Premier SME Partner in October 2012. This would allow CBSA Online to resell the advertising products made generally and commercially available to advertisers by Google through the advertising program under the name "AdWords" in Malaysia and thus generate a new revenue stream for S&A division.

On the other hand, the termination of Allen Systems Group's distributorship as reported in the previous quarter has adversely affected IT division's revenue and earnings which compelled IT division to change its business model. Such changes may dampen the Group's overall results for the financial year ending 31 December 2012.

Barring any unforeseen circumstances, the Board of Directors of CBSA expects the Group to achieve a satisfactory financial performance for the financial year ending 31 December 2012.

# B4. Statement of the Board of Directors' Opinion on Profit Estimate, Forecast, Projection or Internal Targets

The Group has not provided any profit estimate, forecast, projection in any public documents.

#### B5. Variance on Profit Forecast

Not applicable.

#### **B6.** Taxation

	Individu Quarter	ıal Period	Cumulative			
	ended 30.9.2012 RM'000	Quarter ended 30.9.2011 RM'000	Year to date 30.9.2012 RM'000	Year to date 30.9.2011 RM'000		
Current year	18	110	376	286		
Under/(over) provision in prior years	(125)	(503)	(125)	(503)		
	(107)	(393)	(251)	(217)		
Deferred taxation		-				
_	(107)	(393)	251	(217)		

The Group's effective tax rate is lower than the statutory tax rate for the quarter ended 30 September 2012 due to no taxation charge on the business income derived from its wholly-owned subsidiaries, CBSA MSC Sdn Bhd ("CBSA MSC") and CBSA Online Sdn



Bhd ("CBSA Online"). CBSA MSC was granted pioneer status on 26 September 2003 and the tax exemption period of CBSA MSC has been extended for another five (5)-year period to 25 September 2013. CBSA Online was granted pioneer status on 18 January 2006 and the tax exemption period has been extended to 17 January 2016.

### B7. (a) Status of Corporate Proposal

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

### (b) Status of utilisation of proceeds

There were no unutilized proceeds raised from any corporate proposals.

## B8. Borrowings and Debts Securities

The details of the Group's borrowings and debts securities outstanding as at 30 September 2012 are as follows:

Secured	Current RM'000	Non-current RM'000
Finance lease liabilities	302	1,083

All borrowings are denominated in Ringgit Malaysia.

### B9. Changes in Material Litigation

The Group is not engaged in any material litigation either, as plaintiff or defendant, and the Directors do not have any knowledge of any proceedings pending or threatened against the Group as at the date of this report.

#### B10. Dividend

(a) The Company declared a first interim tax exempt dividend of 25% in respect of the financial year ending 31 December 2012:

(i) Amount per share: 2.5 sen

(ii) Entitlement date : 12 June 2012 (iii) Payment date : 28 June 2012

(11)

(b) Total dividend for the financial year ending 31 December 2012 : 2.5 sen per share.

Total dividend for the previous financial period ended 30 June 2011: Nil.



## **B11.** Earnings Per Share

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The basic earnings per share is calculated by dividing the net profit 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.

For the purpose of calculating diluted earnings per share, the net profit for the period attributable to equity holders of the parent and weighted average number of ordinary shares in issue during the period have been adjusted for the dilutive effects of all potential ordinary shares from the share options granted to employees under the Company's Employees' Share Option Scheme.

<u>Basic</u>					
		Individual	Period	Cumu	lative
		Quarter ended 30.09.12	Quarter ended 30.09.11	Year to date 30.09.12	Year to date 30.09.11
Net profit attributable to equity holders of the parent	(RM'000)	3,358	2,383	7,145	6,341
Weighted average number of ordinary shares in issue and issuable	(Unit'000) _	240,229	238,981	239,839	238,981
Basic earnings per share	(sen) _	1.40	1.00	2.98	2.65
<u>Diluted</u>					
		Individual	l Period	Cumulative	
		Quarter ended 30.09.12	Quarter ended 30.09.11	Year to date 30.09.12	Year to date 30.09.11
Adjusted net profit attributable to equity holders of the parent	(RM'000) _	3,371	2,383	7,185	
Adjusted weighted average number of ordinary shares in issue and issuable	(Unit'000)	241,377	238,981	240,989	238,981
				<del></del> -	



### B12. Disclosure of Realised and Unrealised Profits

The breakdown of realised and unrealised profits as at 30 September 2012 and 31 December 2011 is as follows:

Total unappropriated profits:-	Period ended 30.09.2012 RM'000	As at 31.12.2011 RM'000
- Realised - Unrealised	46,572 (229)	45,436 (152)
	46,343	45,284
Consolidated adjustments	(1,940)	(2,021)
	44,403	43,263

## B13. Profit / (loss) before taxation

Profit/(loss) before taxation is arrived after charging/(crediting) amongst other items the following:

	Individual Period		Cumulative	
	Quarter ended 30.9.2012 RM'000	Quarter ended 30.9.2011 RM'000	Year to date 30.9.2012 RM'000	Year to date 30.9.2011 RM'000
Interest income	(84)	(69)	(193)	(200)
Other investment income	-	_	(61)	· <u>-</u>
Interest expense	18	14	68	51
Depreciation and amortization Provision for and write off of trade	231	273	647	793
receivables (Gain) on disposal of quoted or	93	396	861	281
unquoted investments or properties	-	-	(4)	-
(Gain)/Loss on foreign exchange	215	81_	(4)	122

# B14. Qualification of Financial Statements

The Company's preceding annual financial statements was not subject to any audit qualification.