

EFFICIENT E-SOLUTIONS BERHAD

(Company No. 632479-H) (Incorporated in Malaysia under the Companies Act, 1965)

QUARTERLY REPORT ON CONSOLIDATED RESULTS FOR THE FOURTH QUARTER ENDED 31 DECEMBER 2013

CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE QUARTER ENDED 31 DECEMBER 2013

	Individual Quarter		Cumulative	Quarter
	31.12.2013	31.12.2012	31.12.2013	31.12.2012
	RM	RM	RM	RM
Revenue	11,138,485	9,710,066	44,858,981	41,942,6
Cost of sales	(7,663,805)	(6,635,170)	(30,194,102)	(28,874,
Gross profit	3,474,680	3,074,896	14,664,879	13,068,
Other operating income	356,343	258,436	1,167,412	2,179,
Administrative and operating expenses	(2,779,087)	(3,314,915)	(10,743,756)	(11,132,0
Profit from operations	1,051,936	18,417	5,088,535	4,115,
Finance costs	(71,000)	(86,490)	(302,732)	(369,
Interest income	289,574	293,262	1,105,689	965,
Share of result of associates	189,545	60,041	476,746	415,
Profit before tax	1,460,055	285,230	6,368,238	5,127,
Income tax expense	(157,989)	(250,810)	(1,508,341)	(1,098,
Profit for the period	1,302,066	34,420	4,859,897	4,029,
Other comprehensive income	123,377	-	123,377	
Total comprehensive income for the period	1,425,443	34,420	4,983,274	4,029,
Profit for the period attributable to :				
Equity holders of the parent	1,302,066	34,420	4,859,897	4,029,
Non-controlling interests	1,302,066	34,420	4,859,897	4,029,
Total comprehensive income for the period attributable to :				
Equity holders of the parent Non-controlling interests	1,425,443	34,420	4,983,274	4,029,
Non-controlling interests	1,425,443	34,420	4,983,274	4,029,
Earnings per share attributable to equity holders of the parent :				
Basic (sen)	0.18	0.00	0.69	C
Diluted (sen)	N/A	0.00	NA	C

⁽ The condensed consolidated statement of comprehensive income should be read in conjunction with the audited financial statements for the year ended 31 December 2012.)

EFFICIENT E-SOLUTIONS BERHAD (Company No. 632479-H) QUARTERLY REPORT ON CONSOLIDATED RESULTS FOR THE FINANCIAL QUARTER ENDED 31 DECEMBER 2013

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2013

	(Unaudited) As at 31.12.2013	(Audited) As at 31.12.2012
	RM	RM
400570		
ASSETS		
Non-current assets	05 445 040	07.000.444
Property, plant and equipment	35,445,612	37,309,411
Investment in associated companies	4,009,164	3,532,418
Other investments	150,000	150,000
Software development expenditure	210,771	316,309
Goodwill on consolidation	1,585,252	1,582,719
	41,400,799	42,890,857
Current assets		
Inventories	1,737,517	2,112,762
Trade receivables	20,493,830	21,771,232
Other receivables	3,802,889	3,072,070
Investment securities	12,111,428	11,337,099
Deposits with licensed banks	42,970,100	34,353,501
Cash and bank balances	9,115,299	11,821,662
	90,231,063	84,468,326
Total assets	131,631,862	127,359,183
EQUITY AND LIABILITIES Equity attributable to equity holders of the parent		
Share capital	70,913,010	70,913,010
Share premium	4,633,588	
	4,033,366	4,633,588
Share option reserve	422.277	81
Fair value reserve	123,377	40.747.540
Retained earnings	45,577,518	40,717,540
Total equity	121,247,493	116,264,219
Non-current liabilities		
Term loans	2,986,437	4,068,812
Deferred tax liabilities	2,007,362	2,254,506
	4,993,799	6,323,318
Current liabilities		
Trade payables	1,970,426	1,300,251
Other payables	1,987,164	2,282,084
Term loans	1,085,259	1,016,780
Tax Payable	347,721	172,531
Tax Fayable	5,390,570	4,771,646
Total liabilities		
Total liabilities	10,384,369	11,094,964
Total equity and liabilities	131,631,862	127,359,183

(The condensed consolidated statement of financial position should be read in conjunction with the audited financial statements for the year ended 31 December 2012.)

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE QUARTER ENDED 31 DECEMBER 2013

	Non Distributable			Distributable				
	Share	Share	Share Option	Fair Value	Retained	T-1-1	Non-Controlling	Total
	Capital RM	Premium RM	Reserve RM	Reserve RM	Earnings RM	Total RM	Interests RM	Equity RM
FINANCIAL YEAR ENDED 31 DECEMBER 2012								
As at 1 January 2012	70,899,010	4,625,188	81	-	37,752,165	113,276,444	-	113,276,444
Profit for the year Other comprehensive income	-	<u> </u>	<u>-</u>	<u>-</u>	4,029,070	4,029,070	-	4,029,070
Total comprehensive income for the period	-	-	-	-	4,029,070	4,029,070	-	4,029,070
ssuance of new shares pursuant to private placement	14,000	8,400	-	-	-	22,400	-	22,400
Dividends declared during the period	-	-	-	-	(1,063,695)	(1,063,695)	-	(1,063,695
s at 31 December 2012	70,913,010	4,633,588	81	-	40,717,540	116,264,219	-	116,264,219
FINANCIAL YEAR ENDED 31 DECEMBER 2013								
s at 1 January 2013	70,913,010	4,633,588	81	-	40,717,540	116,264,219	-	116,264,219
				_	4,859,897	4,859,897	-	4,859,897
	-			100 077		400 077		400 077
Profit for the year Other comprehensive income Total comprehensive income for the period	-		- -	123,377 123,377	4,859,897	123,377 4,983,274	-	123,377 4,983,274
Other comprehensive income	-	- - -	- - (81)		- 4,859,897 - 81		- - - -	
other comprehensive income otal comprehensive income for the period essuance of new shares pursuant to ESOS	- - - -	- - - - -	-		-		- - - - -	

CONDENSED CONSOLIDATED STATEMENT OF CASH FLOW FOR THE QUARTER ENDED 31 DECEMBER 2013

	31.12.2013	31.12.2012
	RM	RM
CASH FLOWS FROM OPERATING ACTIVITIES		
Profit before taxation	6,368,238	5,127,300
Adjustments for:-	-,- ,	±1: ,-
Amortisation of software development expenditure	105,538	141,11;
Depreciation of property, plant and equipment	3,583,097	4,169,89
Fair value (gain)/loss on FVTPL financial assets	(271,017)	(173,88
Property, plant and equipment written off	4,790	(173,86
Gain on disposal of investment securities	(94,433)	-
·	* * *	- /4 275 04
Gain on disposal of property, plant and equipment	(29,776)	(1,375,04)
Dividend income	(73,546)	(74,16
Interest income	(1,105,689)	(965,79
Interest expenses	302,732	369,613
Investment income from investment securities	(221,542)	(217,34
Share of results of associated companies	(476,746)	(415,444
Operating profit before changes in working capital	8,091,646	6,586,60
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Inventories	375,245	47,72
Trade and other receivables	546,583	4,894,85
Trade and other payables	372,721	135,958
Cash generated from operations	9,386,195	11,665,139
Cash generated norm operations	3,300,133	11,000,10
Tax paid, net of tax refunded	(1,580,294)	(1,155,014
Dividends paid	(.,,,	(2,127,180
Net cash generated from operating activities	7.805.901	8,382,94
Net Cash generated from operating activities	7,003,301	0,302,37
CARL FLOWE FROM INVESTING ACTIVITIES		
CASH FLOWS FROM INVESTING ACTIVITIES		(450.00
Acquisition of investment	-	(150,000
Dividend income	73,546	524,16
Net changes of fixed deposits pledged	(2,118)	225,90
Interest from deposits with licensed banks	1,105,689	965,79
Increase in investment securities	(3,785,502)	(287,56
Investment income	221,542	217,34
Proceeds from disposal of property, plant & equipment	29,776	2,845,73
	,	۷,0-0,10
Proceeds from disposal of investment securities	3,500,000	- (4.047.50
Purchase of property, plant and equipment	(1,724,088)	(1,917,53
Purchase of software development expenditure		52,59
Net cash (used in) / generated from investing activities	(581,155)	2,476,44
CASH FLOWS FROM FINANCING ACTIVITIES		
		22.40
Proceeds from issuance of ordinary shares under ESOS	- (1.240.000)	22,40
Repayment of term loans	(1,013,896)	(949,41
Repayment of hire purchase payables	-	(88,23
Interest paid	(302,732)	(369,61
Net cash used in financing activities	(1,316,628)	(1,384,86
•		
Net change in cash and cash equivalents	5,908,118	9,474,52
		-, ,
Cash and cash equivalents at beginning of the financial year	46,109,512	36,634,99
•		
Cash and cash equivalents at end of the financial year*	52,017,630	46,109,51
*Cash and cash equivalents at end of the financial period comprise the follow	wing:-	
Cash and bank balances	9,115,299	11,821,66
Deposits with licensed banks (Note)	42,902,331	34,287,85
	52,017,630	46,109,51
Note:	32,017,000	40,100,01
The security deposit of RM67,769 which has been pledged to the bank in group is excluded from the deposits with licensed banks.	respect of the banking faciliti	es granted to the
(The condensed consolidated statement of cash flow should be read in conju	unction with the audited finance	cial statements f

PART A - EXPLANATORY NOTES PURSUANT TO MFRS 134: INTERIM FINANCIAL REPORTING

A1 Basis of preparation

These condensed consolidated interim financial statements are unaudited and have been prepared in accordance with the applicable disclosure provisions of the Listing Requirements of the Bursa Malaysia Securities Berhad and *MFRS134*: *Interim Financial Reporting* in Malaysia and with *IAS34*, *Interim Financial Reporting*.

The condensed consolidated interim financial statements do not include all of the information required for full annual financial statements, and should be read in conjunction with audited financial statements of the Group as at and for the financial year ended 31 December 2012. The audited financial statements of the Group were prepared in accordance with the provisions of the Companies Act 1965, Malaysia Financial Reporting Standards ("MFRS"), and International Financial Reporting Standards ("IFRS").

The Group's audited financial statements as at and for the financial year ended 31 December 2012 was the Group's first financial statements prepared in accordance with MFRS and MRFS 1, First-time Adoption of Malaysia Financial Reporting Standards has been applied.

The adoption of the following MFRSs and Amendments to MFRSs that came into effect on 1 January 2013 did not have any significant impact on the condensed consolidated interim financial statements upon their initial application:

MFRS 10 Consolidated Financial Statements

MFRS 11 Joint Arrangements

MFRS 12 Disclosure of Interests in Other Entities

MFRS 13 Fair Value Measurement

MFRS 119 Employee Benefits

MFRS 127 Separate Financial Statements

MFRS 128 Investment in Associates and Joint Ventures

Amendments to MFRS 1First-time Adoption of Malaysian Financial Reporting Standards: Government Loans Amendments to MFRS 7 Financial Instruments: Disclosures: Offsetting Financial Assets and Financial Liabilities

Amendments to MFRS 10 Consolidated Financial Statements: Transition Guidance

Amendments to MFRS 11 Joint Arrangements: Transition Guidance

Amendments to MFRS 12 Disclosure of Interest in Other Entities: Transition Guidance

Amendments to MFRS 101 Presentation of Financial Statements: Presentation of Items of Other Comprehensive Income

(effective from 1 July 2012)

The Group did not early adopt the following standards that have been issued by the Malaysian Accounting Standards Board as these standards are not effective yet:

Amendments to MFRS 10 Consolidated Financial Statements: Investment Entities

Amendments to MFRS 12 Disclosure of Interest in Other Entities: Investment Entities

Amendments to MFRS 119 Employee Benefits: Defined Benefit Plans: Employee Contributions Amendments to MFRS 127 Consolidated and Separate Financial Statements: Investment Entities

Amendments to MFRS 132 Financial Instruments: Presentation: Offsetting Financial Assets and Financial Liabilities

Amendments to MFRS 136 Impairment of Assets: Recoverable Amount Disclosures For Non-Financial Assets

Amendments to MFRS 139 Financial Instruments: Recognition and Measurement: Novation of Derivatives and Continuation of

Hedaina Accountina

A2 Auditors' Report on preceding annual financial statements

The auditors' report on the financial statements for year ended 31 December 2012 was not subject to any qualification.

A3 Seasonality or cyclicality of interim operations

The Group's operations are not materially affected by seasonal or cyclical factors during the quarter and financial year 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 flows during the quarter and financial year under review.

A5 Material changes in estimates

There were no changes in estimates that have had a material effect in the current financial year's results.

PART A - EXPLANATORY NOTES PURSUANT TO MFRS 134: INTERIM FINANCIAL REPORTING

A6 Debt and equity securities

There were no issuances, cancellations, repurchases, resale and repayments of debt and equity securities during the quarter and financial year under review.

A7 Dividend paid

No dividend was paid during the quarter and financial year ended 31 December 2013.

Dividend amounting to RM1,063,695 being first interim tax exempt dividend of 1.5% per ordinary share of RM0.10 each for the financial year ended 31 December 2012 was paid on 10 July 2012.

A8 Segment information

Segment information is presented in respect of the Group's business segment for the financial year ended 31 December 2013.

	Data and Document	Software	Forms			
Analysis by activities	Processing	Development	Printing	Others	Elimination	Total
	RM	RM	RM	RM	RM	RM
Operating Revenue						
External sales	43,806,579	488,110	490,746	73,546	-	44,858,981
Inter-segment sales		2,039,849	3,220,529	1,500,000	(6,760,378)	-
Total operating revenue	43,806,579	2,527,959	3,711,275	1,573,546	(6,760,378)	44,858,981
Result						
Profit/(Loss) from operations	4,920,351	28,305	605,699	(465,820)	_	5,088,535
Finance costs	(270,383)	(32,349)	-	-	-	(302,732)
Interest income	378,320	12,809	44,566	669,994	-	1,105,689
Share of result of associates	-			476,746	-	476,746
Profit before taxation	5,028,288	8,765	650,265	680,920	-	6,368,238
Income tax expense						(1,508,341)
Profit for the period						4,859,897
Other comprehensive income						123,377
Total comprehensive income for the period						4,983,274

A9 Material events subsequent to the end of the quarter

There were no material events subsequent to the end of the current quarter and financial year under review except as follows:

The Group had on 21 February 2014 entered into a Sale and Purchase Agreement with Lembaga Tabung Haji (the Proprietor) and THP Enstek Development Sdn Bhd (the Vendor) to purchase 21,964 square metre of freehold lands all held at Bandar Baru Enstek, District of Seremban, State of Negeri Sembilan for a total consideration of RM5,670,466.56.

A10 Changes in the composition of the Group

There were no changes in the composition of the Group during the quarter and financial year under review except as follows:

The Group had on 23 May 2013 acquired the entire equity interest in Data Framework Sdn Bhd ("DFSB") comprising 2 ordinary shares of RM1.00 each for a total cash consideration of RM2.00 only. DFSB is a dormant company and its authorised share capital is RM400,000 comprising of 400,000 ordinary shares of RM1.00 each. The intended principal activities of DFSB are property investment and provision of document archiving and related services.

Data Framework Sdn. Bhd. had changed its name to Efficient Storage Solutions Sdn. Bhd. on 27 June 2013.

The Group also had on 2 December 2013 acquired the entire equity interest in E2Print Sdn Bhd ("E2Print") comprising 2 ordinary shares of RM1.00 each for a total cash consideration of RM2.00 only. E2Print is a dormant company and its authorised share capital is RM100,000 comprising of 100,000 ordinary shares of RM1.00 each. The intended principal activities of E2Print are property investment and provision of document archiving and related services.

E2Print Sdn. Bhd. had changed its name to Efficient Storage Solutions (Techpark) Sdn. Bhd. on 4 December 2013

A11 Changes in contingent liabilities and contingent assets

There were no changes in the contingent liabilities and contingent assets of the Group since the last annual balance sheet date as at 31 December 2012.

PART A - EXPLANATORY NOTES PURSUANT TO MFRS 134: INTERIM FINANCIAL REPORTING

A12 Capital commitments

The were no capital commitments for the purchase of property, plant and equipment not provided for in the financial statements as at 31 December 2013 except as follows:

On 25 January 2013, one of the subsidiary company of the Group had entered into a sale and purchase agreement with HIG Livingston Sdn. Bhd. ("HIG") for the acquisition of a property for a total cash consideration of RM 904,000.

During the financial year under review, 20% of progress payment amounting to RM180,800 was paid to HIG.

A13 Significant related party transactions

Related Transacting Parties	Related Parties and Relationship
Regalia Records Management Sdn Bhd ("RRM")	An associated company

The related party transactions of the Group for the quarter and financial year ended 31 December 2013 are as follows:

	Individual Quarter		Cumulati	ive Quarter
	31.12.2013	31.12.2012	31.12.2013	31.12.2012
	RM	RM	RM	RM
Provision of document archiving and related services by RRM	2,477	42,760	26,883	57,826
Renting of vault room for security file storage and related services to RRM	242,060	102,240	548,240	408,240
Total	244,537	145,000	575,123	466,066

The Directors of the Group are of the opinion that all the transactions above have been entered into in the normal course of business and have been established on terms and conditions that are not materially different from those obtainable in transactions with unrelated parties.

B1 Review of performance

(a) Current Year To Date Vs Preceding Year To Date

Group revenue for the financial year ended 31 December 2013 increased by 7% to RM44.9 million from preceding year of RM41.9 million, which was mainly due to the increase of revenue from the services rendered for data and document processing.

Group profit after tax for the financial year ended 31 December 2013 increased by 21% to RM4.9 million from preceding year of RM4.0 million. The Group operation performance had improved in tandem with the increase of revenue. There was a RM1.4 million capital gain arising from the disposal of leasehold land and buildings in the preceding year.

	Cumulati	Cumulative Quarter 31.12.2013 31.12.2012		riance
	31.12.2013			lance
	RM'000	RM'000	RM'000	%
Revenue	44,859	41,943	2,916	7%
Profit after tax for the financial period	4,860	4,029	831	21%

(b) Current Quarter Vs Preceding Year Corresponding Quarter

Group revenue for the quarter ended 31 December 2013 increased by 15% to RM11.1 million from preceding year corresponding quarter of RM9.7 million, which was mainly due to the increase of revenue from the services rendered for data and document processing.

Group profit after tax for the quarter ended 31 December 2013 increased by 3,729% to RM1.3 million from preceding year corresponding quarter of RM0.034million. The increase in Group profit was in tandem with the increase of revenue. The increase was also due to high operating expenses incurred for an e-portal developed by the Group to address the document management needs of consumers during the preceding year corresponding quarter.

	Individu	al Quarter		/ariance	
	31.12.2013	31.12.2012	Vai	iance	
	RM'000	RM'000	RM'000	%	
Revenue	11,138	9,710	1,428	15%	
Profit after tax for the quarter	1,302	34	1,268	3729%	

B2 Material changes in the profit before taxation for the current quarter as compared with the preceding quarter

The Group recorded RM1.5 million profit before tax for the quarter, an increase of 24% as compared to the preceding quarter of RM1.2 million. The increase in profit before tax was attributed to higher revenue from the services rendered for data and document processing in the current quarter.

	Current Quarter	Immediate Preceding Quarter	Va	riance
	31.12.2013	30.09.2013		
	RM'000	RM'000	RM'000	%
Profit before taxation	1,460	1,177	283	24%

B3 Prospects

The implementation of minimum wage rate since beginning of the year has a direct impact on our production cost, the management has initiated some productivity incentives and other cost optimization measures to cushion the impact. We have achieved positive performance during the year with these initiatives.

The management foresees that the performance of the group should improve with more cost optimization efforts in the coming year.

B4 Profit forecast or profit guarantee

This note is not applicable.

B5 Taxation

	Individu	Individual Quarter		ive Quarter
	31.12.2013	31.12.2012	31.12.2013	31.12.2012
	RM	RM	RM	RM
Current tax	405,133	636,070	1,755,485	1,483,490
Deferred tax	(247,144)	(385,260)	(247,144)	(385,260)
	157,989	250,810	1,508,341	1,098,230

The effective tax rate for the financial year ended 31 December 2013 is slightly lower than the statutory tax rate of 25%. The building cost of a subsidiary company, Efficient Mailcom Sdn Bhd does not qualify for industrial building allowance. However, the impact is set off by exempt income granted to another subsidiary company, Efficient Softech Sdn Bhd, a Multimedia Super Corridor status company.

B6 Corporate proposals

There were no corporate proposals announced but not completed during the guarter and financial year under review.

B7 Borrowings and debt securities

The Group's total borrowings, all of which were secured and were denominated in Ringgit Malaysia as at 31 December 2013, are as follows:

	Short term	Long term	Total
	RM	RM	RM
Secured bank borrowings	1,085,259	2,986,437	4,071,696
Total	1,085,259	2,986,437	4,071,696

B8 Changes in material litigation

There was no pending material litigation as at the latest applicable date from the date of issuance of this report.

B9 Dividend

During the quarter and financial year under review, the Board of Directors declared an interim tax exempt dividend of 2.0% per ordinary share in respect of the financial year ending 31 December 2013.

The entitlement to the interim dividend will be determined based on the shareholders registered in the record of depositors as at 17 March 2014 and payment will be made on 28 March 2014.

During the financial year ended 31 December 2012, the Board of Directors had declared a first interim tax exempt dividend of 1.5% per ordinary share in respect of the financial year ending 31 December 2012. The dividend was paid on 10 July 2012.

B10 Earnings per share

	Individual Quarter		Cumulative Quarter	
	31.12.2013	31.12.2012	31.12.2013	31.12.2012
	RM	RM	RM	RM
Basic Earnings Per Share Profit attributable to ordinary equity holders of the				
parent	1,302,066	34,420	4,859,897	4,029,070
Weighted average number of ordinary shares in issue	709,130,100	709,130,100	709,130,100	709,079,335
Basic EPS (sen)	0.18	0.00	0.69	0.57
Diluted Earnings Per Share Profit attributable to ordinary equity holders of the parent		34,420		4,029,070
Weighted average number of ordinary shares in issue Effect of dilution of share options		709,130,100 -		709,079,335 -
Adjusted weighted average number of ordinary shares in issue and issuable		709,130,100		709,079,335
Diluted EPS (sen)	NA	0.00	NA	0.57

Basic earnings per share is calculated by dividing the net profit for the period by the weighted average number of ordinary shares in issue during the period.

For the purpose of calculating comparative diluted earnings per share, the net profit for the period and the weighted average number of ordinary shares in issue during the period had been adjusted for the dilutive effects of all potential ordinary shares.

The Group's shares option granted on 15 March 2011 under Executives' Share Option Scheme had expired on 14 September 2013. The potential dilutive effect of the outstanding share options are no longer applicable with effect from the expiry date.

B11 Profit for the period

	Individual Quarter		Cumulative Quarter	
	31.12.2013	31.12.2012	31.12.2013	31.12.2012
	RM	RM	RM	RM
Profit for the period is arrived at after charging :				
Interest expense	71,000	86,490	302,732	369,613
Depreciation of property, plant and equipment	816,380	1,159,385	3,583,097	4,169,895
Amortisation of software development expenditure	21,217	(38,068)	105,538	141,113
Foreign exchange loss	-	5,304	-	15,747
and after crediting :				
Interest income	289,574	293,262	1,105,689	965,794
Other income including investment income	283,829	226,531	843,328	699,745
Gain on disposal of property, plant and equipment	-	18,357	29,776	1,375,042
Gain on disposal of quoted and unquoted investments	(2,283)	-	94,433	-
Foreign exchange gain	1,922	-	2,404	-
Fair value gain on FVTPL financial assets	71,940	72,266	271,017	173,881

B12 Realised and unrealised profit/ losses

Total retained profits of the Group comprised the following:-

	31.12.2013	31.12.2012
	RM	RM
Realised	46,097,044	42,065,977
Unrealised	(1,733,942)	(2,083,574)
	44,363,102	39,982,403
Add consolidation adjustments	1,214,416	735,137
Total Group retained profits as per consolidated accounts	45,577,518	40,717,540

B13 Authorisation for Issue

The interim financial statements were authorised for issue by the Board of Directors in accordance with a resolution of the directors on 28 February 2014.