# ISS CONSULTING SOLUTIONS BERHAD ("ISS") QUARTERLY REPORT ON CONSOLIDATED RESULTS FOR THE FINANCIAL YEAR ENDED 31 MARCH 2008

### A. EXPLANATORY NOTES PURSUANT TO FINANCIAL REPORTING STANDARDS ("FRS") 134

### A1. Basis of Preparation

The interim financial statements are unaudited and have been prepared in accordance with Financial Reporting Standards ("FRS") 134 - Interim Financial Reporting issued by the Malaysian Accounting Standards Board ("MASB"), and Paragraph 9.22 of the Listing Requirements of Bursa Malaysia Securities Berhad ("Bursa Securities") for the MESDAQ Market.

The interim financial report should be read in conjunction with the audited financial statements of the Company for the financial year ended ("FYE") 31 December 2007.

The accounting policies and methods of computation adopted by the ISS and its subsidiaries ("Group") are consistent with those adopted in the preparation of the financial statements for the FYE 31 December 2007, except for the adoption of the following new and revised financial reporting standards ("FRS") and new interpretations which are effective for the financial period beginning on or after 1 January 2008:

FRS 107	:	Cash Flow Statements
FRS 111	:	Construction Contracts

FRS 112 : Income Taxes FRS 118 : Revenue

FRS 120 : Accounting for Government Grants and Disclosure of

Government Assistance

FRS 134 : Interim Financial Reporting

FRS 137 : Provisions, Contingent Liabilities and Contingent Assets IC Interpretation 1 : Changes in Existing Decommissioning, Restoration and

Similar Liabilities

IC Interpretation 2 : Members' Shares in Co-operative Entities and Similar

Instruments

IC Interpretation 5 : Rights to Interests arising from Decommissioning,

Restoration and Environmental Rehabilitation Funds

IC Interpretation 6 : Liabilities arising from Participating in a Specific Market

Waste Electrical and Electronic Equipment

IC Interpretation 7 : Applying the Restatement Approach under FRS 129 (2004)

- Financial Reporting in Hyperinflationary Economies

IC Interpretation 8 : Scope of FRS 2

The adoption of the abovementioned FRSs does not result in significant changes in accounting policies of the Group.

FRS139 Financial Instruments: Recognition and Measurement has been deferred and has not been adopted by the Group.

### A1. Basis of Preparation (cont'd)

These attached explanatory notes provide an explanation of events and transactions that are significant to an understanding of the changes in the financial position and performance of the Group since the financial year ended 31 December 2007.

### A2. Auditors' Report

The auditors' report on the financial statements of the Company for the FYE 31 December 2007 was not subject to any qualification.

### A3. Translation of Foreign Currency Financial Statements

For consolidation purposes, all foreign currency monetary assets and liabilities and the financial statements of the Group's foreign subsidiaries, ISS Consulting (S) Pte Ltd, ISS Consulting (Thailand) Ltd., PT ISS Consulting Indonesia and Ledge Consulting Pte Ltd ("Ledge") had been translated at the exchange rates ruling at the balance sheet date.

The applicable closing foreign exchange rates used in the translation of foreign currency monetary assets and liabilities and the financial statements of the foreign subsidiaries are as follows:-

Foreign currency	RM
Singapore Dollar ("SGD")	2.3102
100 Thai Baht	10.107
100 Indonesian Rupiah	0.0346
United States Dollar	3.1800

### A4. Seasonal or Cyclical Factors

The operations of the Group are not affected by any significant seasonal or cyclical factor during the financial quarter under review.

#### A5. Unusual Items

There were no items affecting the assets, liabilities, equity, net income or cash flows that are unusual by reason of their nature, size or incidence during the financial quarter under review.

### A6. Changes in Estimates

There were no material changes in the nature and amount of estimates reported that have a material effect in the financial quarter under review.

### A7. Changes in Debts and Securities

There were no issuance, cancellation, repurchase, resale and repayments of debt and equity securities for the financial quarter under review.

### A8. Dividend Paid

No dividend was paid during the current quarter under review.

### A9. Segmental Reporting

The Group is engaged in the provision of project management, consulting and programming services primarily related to mySAP products as well as in sales of its XPress suite of products. The business segments can be broken down as follows:-

### (a) Analysis of Revenue by Products and Services

	Product RM'000	Services RM'000	Total RM'000
Revenue Cost of sales	5,382 (3,448)	4,593 (2,571)	9,975 (6,019)
Gross profit	1,934	2,022	3,956
Other operating income			1
Administrative expenses Marketing and distribution cost Other operating expenses Finance costs		_	3,957 (2,968) (32) (443) (7)
Profit before taxation Taxation		_	507 (102)
Profit attributable to shareholders		_	405
		_	
			Total RM'000
Segment assets Unallocated assets			64,943
		-	•
Segment liabilities Unallocated liabilities		-	12,610
Capital expenditure Unallocated capital expenditure		<u>-</u>	270
<b>Depreciation</b> Unallocated depreciation		_	128

Operating expenses incurred by the Group could not be allocated to the individual segment as the expenses were incurred in a pool to generate revenue.

### A9. Segmental Reporting (continued)

### (b) Analysis of Revenue by Geographical Area

Revenue	Cumulative To 31.03.2008 RM'000
Malaysia	3,823
Singapore	4,106
Thailand	1,587
India	366
China	17
Taiwan	42
Korea	34
	9,975

	Segment assets RM'000	Segment liabilities RM'000	Capital expenditure RM'000	Depreciation RM'000
Malaysia Singapore Thailand Indonesia	39,830 14,592 4,989 5,532	4,403 6,024 1,164 1,019	246 19 5 0	93 22 9 4
	64,943	12,610	270	128

### A10. Valuation of Property, Plant and Equipment

There has been no revaluation of property, plant and equipment during the financial quarter.

### A11. Significant Events Subsequent To The End of The Financial Quarter

There are no significant events subsequent to the balance sheet date and up to the date of this report.

### A12. Changes in the Composition of The Group

There were no changes in the composition of the Group during the current quarter under review.

### A13. Contingent Liabilities or Contingent Assets

There were no changes in contingent liabilities or contingent assets since the last financial year as at 31 December 2007.

### A14. Capital Commitments

There were no material capital commitments of the Group at the date of this report.

### A15. Significant Related Party Transactions

There were no related party transactions during the current quarter under review.

### ISS CONSULTING SOLUTIONS BERHAD

QUARTERLY REPORT ON CONSOLIDATED RESULTS FOR THE FINANCIAL YEAR ENDED 31 MARCH 2008 (CONT'D)

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

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

	Individual Quarter		<b>Cumulative Quarter</b>	
	Current year Quarter 31.03.08 RM'000	Preceding year corresponding quarter 31.03.07 RM'000	Current year to date 31.03.08 RM'000	Preceding year corresponding Quarter 31.03.07 RM'000
Revenue	<u>9,975</u>	<u>7,151</u>	<u>9,975</u>	<u>7,151</u>
Profit before tax ("PBT")	<u>507</u>	<u>755</u>	<u>507</u>	<u>755</u>
PBT margin (%)	<u>5.08</u>	<u>10.55</u>	<u>5.08</u>	<u>10.55</u>

For the current financial quarter under review, the Group reported a revenue of RM9.9 million and a PBT of RM0.5 million. This represents an increase of RM2.8 million or 39% in revenue whilst profit decreased by RM0.2 million or 33% as compared to the preceding year corresponding quarter.

The overall lower profit before tax in the current quarter is due to a higher level of operating expenses arising from increased rental costs for the Malaysian office and increased resources for business development across most markets.

### B2. Material Changes In The Quarterly Results Compared To The Results of The Immediate Preceding Quarter

	Current Quarter	Immediate Preceding Quarter
	31.03.08	31.12.07
	RM'000	RM'000
Revenue	9,975	13,058
Profit before tax	507	3,627

Revenue reduced by RM3.08 million (24%) in the current quarter compared to the immediate preceding quarter, whilst profit before tax decreased by RM3.12 million (86%).

### B. ADDITIONAL INFORMATION REQUIRED BY THE LISTING REQUIREMENTS OF BURSA SECURITIES FOR THE MESDAQ MARKET (cont'd)

### B2. Material Changes In The Quarterly Results Compared To The Results of The Immediate Preceding Quarter (continued)

Higher revenue and profit in the immediate preceding quarter was due to achievement of billable milestones of certain projects that started in the previous quarters.

### **B3.** Prospects For The Financial Year Ending 31 December 2008

The Group is actively building its presence in the markets in which it operates – Singapore, Thailand, Indonesia and Malaysia. A resource base with specialized skill sets is being set up in Malaysia to meet the continuous demand in the South East Asian region.

The need for accurate and reliable information systems coupled with resource constraints across all industries will provide the impetus for automation and enhancement of systems. In this respect, the Board of Directors of ISS is of the opinion that there is potential for growth in most of the markets in which the Group operates.

Barring any unforeseen circumstances, the Board is cautiously optimistic of positive growth in the financial year ending 31 December 2008.

### **B4.** Profit Forecast Or Profit Guarantee

No profit forecast or profit guarantee was published.

#### **B5.** Taxation

The current quarter tax expenses relate to foreign tax arising from its foreign subsidiaries in Thailand and Singapore.

There is no tax charge for the current quarter on business income derived from Malaysia as a subsidiary was granted Multimedia Super Corridor Status which qualifies the subsidiary for the pioneer status incentive with tax exemption on the subsidiary's income from pioneer activities during the period from 19 August 1998 to 31 July 2008.

### **B6.** Sale of Unquoted Investments and/or Properties

There were no sale of unquoted investments and/or properties during the financial quarter under review.

#### **B7.** Quoted Securities

There were no purchase or disposals of quoted securities during the financial quarter under review.

# B. ADDITIONAL INFORMATION REQUIRED BY THE LISTING REQUIREMENTS OF BURSA SECURITIES FOR THE MESDAQ MARKET (CONT'D)

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

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

### B9. Status of Utilisation of Proceeds

The Company raised proceeds of RM16,877,240 from its Initial Public Offering ("IPO") in August 2006. On 28 May 2007, the Securities Commission approved the revision of the utilization of the IPO proceeds as set out below. Details of the utilisation of the IPO proceeds as at 31 March 2008 are as follows:-

Purpose	Approved proposed utilisation	Revised approved utilisation	Actual utilisation	Deviati	on	Approved timeframe for utilisation
	RM	RM	RM	RM	%	umsanon
Working capital R&D expenditure Part financing of cash consideration	10,377,240 5,000,000	3,203,000 5,000,000	3,203,000 5,000,000	-		-
for the acquisition Listing expenses	0 1,500,000	7,174,240 1,500,000	4,523,560 1,500,000	2,650,680 -	36.9	July 2008 -
_	16,877,240	16,877,240	14,226,560	2,650,680	15.7	

### B10. Group's Borrowings and Debt Securities

The Group's borrowings at the end of the financial quarter are as follows:-

Secured	Repayable within 12 months RM'000	Repayable later than 12 months RM'000	
Denominated in RM Denominated in SGD	321 17	93 17	
Hire purchase and Lease payables	338	110	

As at the date of this report, the Group has not issued any debt securities.

### B. ADDITIONAL INFORMATION REQUIRED BY THE LISTING REQUIREMENTS OF BURSA SECURITIES FOR THE MESDAQ MARKET (CONT`D)

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

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

### **B12.** Material Litigations

The Group does not have any material litigation which would materially and adversely affect the financial position of the Group at the date of this report.

### **B13.** Dividends Payable

No dividend has been declared during the financial quarter under review.

### **B14.** Earnings Per Share

The earnings per share were calculated by dividing the net profit attributable to shareholders by the weighted average number of ordinary shares of RM0.10 each during the reporting period as follows:-

	Current Quarter Ended 31.03.2007		Cumulative Q 31.03.2008	uarter Ended 31.03.2007
Profit attributable to shareholders (RM'000)	405	517	405	517
Weighted average number of ordinary shares of RM0.10 each for computing earnings per share:				
- Basic ('000) - Diluted ('000)	255,877 N/A	218,377 N/A	255,877 N/A	218,377 N/A
Basic earnings per share (sen) * Diluted earnings per share (sen) ^	0.16 N/A	0.24 N/A	0.16 N/A	0.24 N/A

#### Note:

- No diluted earnings per share has been computed as the Group presently does not have any potential dilutive effects.
- \* The difference in the basic earnings per share was mainly due to different weighted average number of shares in issue for financial quarter ended 31 March 2008 and 31 March 2007 respectively while profit after tax and attributable to shareholders remained relatively consistent.

# B. ADDITIONAL INFORMATION REQUIRED BY THE LISTING REQUIREMENTS OF BURSA SECURITIES FOR THE MESDAQ MARKET (CONT`D)

### **B15.** Authorization for Issue

The interim financial statements were authorized for issue by the Board of Directors in accordance with a resolution of the Board of Directors dated 15 May 2008.

By order of the Board ISS CONSULTING SOLUTIONS BERHAD

Mah Li Chen (MAICSA 7022751) Company Secretary Dated this 15 May 2008