### HEITECH PADU BERHAD CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION FOR THE PERIOD ENDED 31 MARCH 2012

	Unaudited 2012	Audited 2011
	As at 31 March	As at 31 December
NON-CURRENT ASSETS	RM'000	RM'000
	67.016	68,560
Property, plant & equipment Intangible assets	67,016 19,133	19,104
Investment in associates	21,634	21,777
Other investments	9,048	8,026
Trade receivable	92,994	98,839
Trade receivable	92,994	90,039
TOTAL NON-CURRENT ASSETS	209,825	216,306
CURRENT ASSETS		
Inventories	564	436
Trade and other receivables	157,339	189,320
Other current assets	55,269	38,909
Tax recoverable	7,335	7,061
Cash and bank balances	54,981	56,135
TOTAL CURRENT ASSETS	275,488	291,861
CURRENT LIABILITIES		
Trade and other payables	58,530	71,304
Tax payable	723	882
Short term borrowings	119,190	123,884
Hire purchase payables	73	915
TOTAL CURRENT LIABILITIES	178,516	196,985
TOTAL CORRENT EMBIETTES	170,510	170,700
NET CURRENT ASSETS	96,972	94,876
	306,797	311,182
FINANCED BY:		
Share capital	101,225	101,225
		•
Share premium	16,526 1,215	16,526
Share option reserve	•	1,215
Foreign currency translation reserve	(536)	(333)
Retained earnings	85,073	84,222
Shareholders' equity	203,503	202,855
Minority interests	11,110	10,514
Shareholders' Funds	214,613	213,369
Long Term Liabilities		
Long term borrowings	89,964	96,748
Hire purchase creditors	1,862	707
Deferred tax liabilities		
Deferred tax habilities	358	358
Non-current liabilities	92,184	97,813
	306,797	311,182
Net asset per share attributable to ordinary equity		1.02
holders of the parent (RM)	1.82	1.82

# HEITECH PADU BERHAD UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE PERIOD ENDED 31 MARCH 2012

## a) Unaudited Condensed Consolidated Income Statement

	2012 Individua	2011 al Quarter	2012 Cumulativ	2011 ve Quarter
	Current quarter ended 31 March	Comparative quarter ended 31 March	3 months cumulative to date	Comparative 3 months cumulative to date
	RM'000	RM'000	RM'000	RM'000
Revenue	82,390	71,061	82,390	71,061
Other Income	3,707	3,331	3,707	3,331
Total Income	86,097	74,392	86,097	74,392
Staff Cost	(22,112)	(18,415)	(22,112)	(18,415)
Purchase of Hardware and Software	(4,965)	(3,695)	(4,965)	(3,695)
Leaseline Rental	(11,970)	(9,878)	(11,970)	(9,878)
Maintenance Cost	(14,650)	(16,346)	(14,650)	(16,346)
Bulk Mailing Operating Cost	(3,929)	(4,231)	(3,929)	(4,231)
Depreciation	(2,432)	(2,900)	(2,432)	(2,900)
Television Program Production Cost	(426)	(2,173)	(426)	(2,173)
Professional Fees	(11,249)	(3,871)	(11,249)	(3,871)
Project Implementation Cost	(1,743)	(364)	(1,743)	(364)
Other Operating Expenses	(8,976)	(10,141)	(8,976)	(10,141)
Total Operating Expenditure	(82,452)	(72,014)	(82,452)	(72,014)
Profit From Operations	3,645	2,378	3,645	2,378
Finance Cost	(1,652)	(1,312)	(1,652)	(1,312)
Share of Results of Associated Companies	(1,632)	(238)	(1,632)	(238)
Profit Before Taxation	1,849	828	1,849	828
Taxation	(607)	(306)	(607)	(306)
Profit for the period	1,242	522	1,242	522
•				
Profit attributable to:				
Equity holders of the Parent	851	186	851	186
Minority Interest	391	336	391	336
	1,242	522	1,242	522
Number of Ordinary Shares of RM1.00 each	101,225	100,716	101,225	100,716
Earning per share attributable to equity holders of the parent:				
Basic for profit for the period	0.84	0.18	0.84	0.18
b) Unaudited Condensed Consolidated Statement of C	omprenensive income			
Profit for the period	1,242	522	1,242	522
Foreign currency translation	194	98	194	98
Total comprehensive income	1,436	620	1,436	620
Total comprehensive income attributable to:				
Equity holders of the Parent	648	(16)	648	(16)
Minority Interest	788	636	788	636
initially interest	1,436	620	1,436	620
	1,150		1,100	

#### HEITECH PADU BERHAD UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE PERIOD ENDED 31 MARCH 2012

	2012 Period ended 31 March	2011 Year ended 31 December
CACHELOW EDOM ODED ATING ACTIVITIES	RM'000	RM'000
CASHFLOW FROM OPERATING ACTIVITIES Profit before taxation	1,849	9,618
Adjustment for:	1,049	9,010
Depreciation	2,432	11,937
Finance costs	1,652	4,915
Impairment loss on:	-,	-,,
- trade receivables	_	2,650
- other receivables	-	109
Net fair value gain on held for trading investment	-	(939)
Share option granted under ESOS	-	621
Amortisation of intangible assets	-	2,043
Share of results of associates	144	(1,164)
Gain on disposal of property, plant and equipment	-	(139)
Gain on disposal of other investment	-	(218)
Interest income	(11)	(1,031)
Dividend income	(2,158)	(3,376)
Operating profit before working capital changes	3,908	25,026
(Increase)/decrease in inventories	(128)	450
Decrease/(increase) in receivables	21,465	(7,334)
Decrease in payables	(12,378)	(45,499)
Cash used in operations	12,867	(27,357)
Interest paid	(1,652)	(4,915)
Income taxes paid	(1,242)	(5,946)
Net cash generated from/(used in) operating activities	9,973	(38,218)
CASHFLOW FROM INVESTING ACTIVITIES	11	1 021
Interest received Net dividends received	11	1,031
Purchase of investments	2,158	3,376 (17,845)
Proceeds from disposal of an investment	(1,022)	1,128
Purchase of property, plant and equipment	(888)	(8,405)
Proceed from disposal of property, plant and equipment	(888)	736
Additions to intangible assets	(29)	(478)
Net cash outflow on acquisition of a subsidiary	(2)	(5,734)
Net cash generated from/(used in) investing activities	230	(26,191)
There as it generated from (used in investing activities	230	(20,131)
CASHFLOW FROM FINANCING ACTIVITIES		=00
Proceeds from issuance of ordinary shares	-	509
Proceeds from loans and borrowings	(4 < 44 5)	78,717
Repayment of loans and borrowings	(16,115)	(10,782)
Repayment of obligations under finance lease	313	(351)
Dividends paid to minority interest Dividend paid	(192)	(10,604)
N	(15.00.0)	
Net cash (used in)/generated from financing activities	(15,994)	57,489
NET DECREASE IN CASH & CASH EQUIVALENTS	(5,791)	(6,920)
Effect of exchange rate changes on cash and cash equivalents	(0)751)	51
CASH AND CASH EQUIVALENTS AT BEGINNING OF THE		01
YEAR	40,475	47,344
CASH AND CASH EQUIVALENTS AT END OF THE PERIOD	34,684	40,475
CASH & CASH EQUIVALENTS COMPRISE:		
Cash and bank balances	32,183	34,012
Fixed deposits with licensed banks	22,798	22,123
Bank overdrafts	(20,297)	(15,660)
	34,684	40,475

#### HEITECH PADU BERHAD UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE PERIOD ENDED 31 MARCH 2012

	_	N	lon- distributab	le	Distributable			
For the period ended 31 March 2012	Share capital RM'000	Share premium RM'000	Share Option Reserve RM'000	Foreign Currency Translation Reserve RM'000	Retained profits RM'000	Total RM'000	Minority Interest RM'000	Total RM'000
	KWI 000	KIVI 000	KIVI 000	KIVI 000	KIVI 000	KWI 000	KWI 000	KWI 000
At 1 January 2012	101,225	16,526	1,215	(333)	84,222	202,855	10,514	213,369
Total comprehensive income for the period	-	-	-	(203)	851	648	788	1,436
<b>Transaction with owners</b> Dividends paid to minority interest	-	-	-	-	-	-	(192)	(192)
At 31 March 2012	101,225	16,526	1,215	(536)	85,073	203,503	11,110	214,613
For the period ended 31 March 2011								
At 1 January 2011	100,716	16,526	594	(701)	85,721	202,856	8,340	211,196
Total comprehensive income for the period	-	-	-	(202)	186	(16)	636	620
At 31 March 2011	100,716	16,526	594	(903)	85,907	202,840	8,976	211,816





## HEITECH PADU BERHAD Company No: 310628-D

## UNAUDITED RESULTS FOR THE FINANCIAL PERIOD ENDED 31 MARCH 2012

#### **Notes to The Financial Statements**

#### 1. BASIS OF PREPARATION

The interim financial statements have been prepared under the historical cost convention. The interim financial statements are unaudited and have been prepared in accordance with the requirements of MFRS 134: Interim Financial Reporting and paragraph 9.22 of the Listing Requirements of Bursa Malaysia Securities Berhad.

The interim financial statements should be read in conjunction with the audited financial statements for the year ended 31 December 2011. These explanatory notes attached to the interim financial statements 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 year ended 31 December 2011.

#### 2. CHANGES IN ACCOUNTING POLICIES

These are the Group's first interim financial statements for the part of the period covered by the Group's first MFRS framework annual financial statements for the year ending 31 December 2012. MFRS 1: First-Time Adoption of Malaysian Financial Reporting Standards ("MFRS 1") has been applied.

The transition to MFRS framework does not have any material impact to these interim financial statements.

#### 3. AUDITORS' REPORT ON PRECEDING ANNUAL FINANCIAL STATEMENTS

The auditors' report on the financial statements for the year ended 31 December 2011 was not qualified.

#### 4. SEASONAL OR CYCLICAL FACTORS

The principal business operations of the Group are not significantly affected by seasonality or cyclical factors.

#### 5. UNUSUAL ITEMS

Other than disclosed in the financial statements, there were no unusual items affecting the financial statements for the financial period under review.



Company No: 310628-D

## 6. CHANGES IN ESTIMATES

There were no significant changes in estimates that materially affect the financial statements for the financial period under review.

## 7. DEBTS AND EQUITY SECURITIES

There were no repayment and issuance of debt securities, share buy-backs, share cancellation, share held as treasury shares and resale of treasury shares for the financial period under review.

## 8. DIVIDENDS PAID

No dividend was paid out in the financial period under review.



Company No: 310628-D

## 9. SEGMENTAL REPORTING

The segmental reporting is disclosed separately for the bulk mailing outsourcing contribution and television content services. The segmental reporting by business segment is reflected below:

For the period ended 31 March 2012	IT related products and services	Bulk mailing outsourcing services	Television content services	Consolidation Adjustments	Consolidated
REVENUE	RM '000	RM '000	RM '000	RM '000	RM '000
External	73,799	7,631	960	-	82,390
RESULT					
Profit for the year	653	987	211	(609)	1,242

For the period ended 31 March 2011	IT related products and services	Bulk mailing outsourcing services	Television content services	Consolidation Adjustments	Consolidated
REVENUE	RM '000	RM '000	RM '000	RM '000	RM '000
External	59,465	8,054	3,542	-	71,061
RESULT					
Profit for the year	(1,158)	1,509	821	(650)	522

## 10. VALUATION OF PROPERTY, PLANT & EQUIPMENT

Property, plant and equipment are stated at cost less accumulated depreciation and impairment losses, if any.

There was no valuation of the property, plant and equipment during the current quarter under review.



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#### 11. CHANGES IN THE COMPOSITION OF THE GROUP

There were no material changes to the composition of the Group besides as disclosed above in the current financial period under review.

## 12. SUBSEQUENT EVENTS

There was no material event from 31 March 2012 to the date of this announcement, which affects substantially the results of the operations of the Group for the period ended 31 March 2012 in respect of which this announcement is made.

#### 13. CAPITAL COMMITMENTS

The amount of commitments for purchase of property, plant & equipment not provided for in the financial statements for the period ended 31 March 2012 are as follows:

	Unaudited Financial Period 31/03/12 RM'000
Approved and contracted for	1,115
Approved but not contracted for	1,420

#### 14. CONTINGENT LIABILITIES

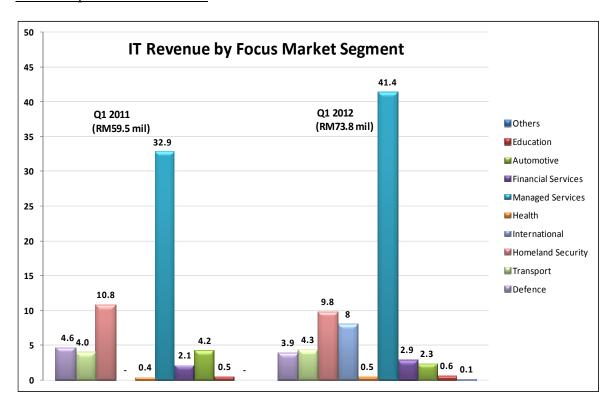
There were no contingent liabilities for the Group as at 9 May 2012 being the latest practicable date, which is not earlier than seven days from the date of issuance of this quarterly announcement.



Company No: 310628-D

#### 15. REVIEW OF PERFORMANCE

#### IT related products and services



The operation of this segment is mainly concentrated in Malaysia, with market presence in Middle East and Australia. IT products and services segment can be further divided into the following focus market segments:

- Defence Simulation and Training and IT related solution for defence and security.
- Transport IT Systems covering multi-sectoral (road, rail, air and water).
- Homeland security IT related solution for homeland security.
- International IT relates solution for international business in Middle East.
- Health System integration and product development of healthcare related business.
- Managed services ICT infrastructure solutions.
- Financial services Core banking, takaful, insurance and credit management solutions.
- Automotive Database build for industry reference (Malaysia) and software (Australia).
- Education Education solution services provider.
- Others.

Defence sector recorded lower revenue by 15% mainly due to lower revenue recognition of flight simulator maintenance. The long-term simulator maintenance contract will end in year 2020.



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Transport sector recorded higher revenue by 8% mainly due to delivery of system integration development phase for a major customer. The development phase is expected to be completed in current year and maintenance period will commence.

Homeland security sector experienced lower revenue by 9% mainly due to scope reduction of system integration project.

The revenue generated by the international sector of RM8.0 million relates to new business secured in the Middle East.

Health sector experienced higher revenue by 25% due to higher revenue generated from health solutions for public hospitals.

Managed services registered higher revenue by 26% as a result of its effort in securing new customers in Quarter 4, 2011.

Financial services sector recorded higher revenue by 38% mainly due to higher maintenance services revenue for a financial institution. The segment has secured a core banking project with a financial institution in current year and it is expected to contribute positively.

Automotive sector is contributed by subsidiaries in Malaysia and Australia. The sector experienced lower revenue by 45% as a result of lower database transaction revenue recorded by the subsidiary in Australia.

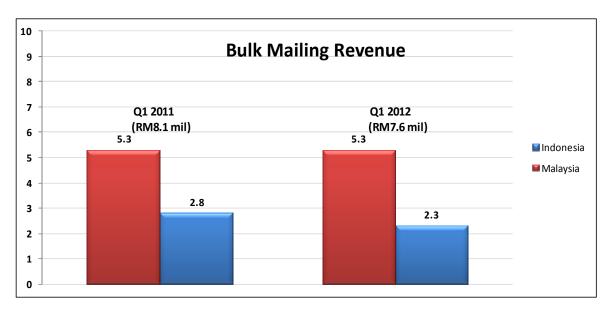
Education sector is contributed by a subsidiary in Malaysia. The increase in revenue generated during the period by 20% is mainly contributed by various education products and services projects secured.

Overall, the increase in revenue by RM14,334,000 or 24% relative to financial period ended 31 March 2011 has resulted in increase of profit after taxation by RM720,000 to RM653,000 for the financial period ended 31 March 2012.



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## **Bulk mailing outsourcing services**



The segment is contributed by the Group's subsidiaries in Malaysia and Indonesia.

The revenue of RM7,631,000 for the financial period ended 31 March 2012 decreased by 5% compared to RM8,054,000 for the previous financial period ended 31 March 2011. The decrease is mainly due to decrease in revenue contribution by subsidiary in Indonesia as a result of capacity constraint, while revenue contribution by subsidiary in Malaysia remains consistent.

Meanwhile, the profit after taxation of RM987,000 for the financial period ended 31 March 2012 decreased by 35% compared to profit after taxation of RM1,509,000 for the financial period ended 31 March 2011. The decrease in profit is contributed by increase in depreciation and promotion expenses as a result of rebranding exercise and purchase of new machineries for business expansion by subsidiary in Malaysia.

#### Television content services

The segment is contributed by the Group's subsidiary in Malaysia.

The revenue of RM960,000 for the financial period ended 31 March 2012 decreased by 73% compared to RM3,542,000 for the previous financial period ended 31 March 2011. The decrease in revenue is contributed by decrease in delivery of television contents to a major customer as the long-term contract with the customer has completed in FY2011. As a result, profit after taxation of RM211,000 for the financial period ended 31 March 2012 decreased by 74% compared to profit after taxation of RM821,000 for the financial period ended 31 March 2011.



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## 16. COMPARISON WITH PRECEDING QUARTER'S RESULTS

The Group recorded revenue of RM82,390,000 for the current quarter ended 31 March 2012, a decrease of RM24,577,000 or 23% relative to the preceding quarter ended 31 December 2011.

The Group recorded profit before taxation of RM1,849,000 for the current quarter ended 31 March 2012, a decrease of RM6,585,000 relative to the preceding quarter ended 30 December 2011.

The Group recorded profit after taxation of RM1,242,000 for the current quarter ended 31 March 2012, a decrease of RM3,690,000 to the preceding quarter ended 30 December 2011.

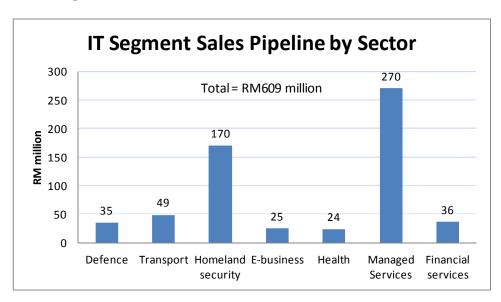
The decrease in revenue and profit before tax was due to the decline in system integration development, system application maintenance business and network business.

#### 17. PROSPECTS IN THE CURRENT FINANCIAL YEAR

Moving forward, global economic conditions are expected to remain challenging given the uncertainty over recovery of major global economies and the European debt crisis. Based on International Data Corporation's 2012 projections, Malaysia's economic growth is expected to remain cautiously optimistic. Malaysia Gross Domestic Products for 2012 is forecasted to grow between 2.8% to 5%.

While the Group's business environment is expected to remain challenging, the Group believes that the strategies implemented will continue to contribute to a positive performance. These include the following:

## IT related products and services





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- Targeted completion and delivery of major contracts under system integration business in transport sector.
- Securing recurring business from existing customers while gaining new business from both existing and new customers.
- Continuously exploring new opportunities in the Middle East.

## Bulk mailing outsourcing services

- Capacity expansion in order to secure new customers.
- Promoting value-added services to existing customer base from public and private sector.

#### Television content services

- Leverage on good relationship with a major customer to continue with television content delivery.
- Continuously pitching television contents to major television networks.
- Joint movie production partnership with a reputable production company.

Overall, the Group is positive on the outlook for the remaining part of FY2012.

#### 18. VARIANCE ON FORECASTED PROFIT

Not applicable.



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## 19. PROFIT BEFORE TAX

Included in the profit before tax are the following items:

	Current Quarter 31/03/2012 RM'000	Accumulated Current Year 31/03/2012 RM'000
Interest income	(11)	(11)
Other income (including investment		
income)	(2,158)	(2,158)
Interest expense	1,652	1,652
Depreciation of property, plant and		
equipment	2,432	2,432
Amortisation of prepaid lease payments	-	-
Amortisation of intangible assets	-	-
Impairment loss on trade receivables	-	-
Bad debts written off	-	-
Inventories written off	-	-
(Gain)/loss on disposal of quoted and		
unquoted investments	-	-
(Gain)/loss on disposal of property,		
plant and equipment	-	-
Impairment of goodwill	-	-
Impairment of other assets	-	-
Impairment of property, plant and		
equipment	-	-
(Gain)/loss on foreign exchange	-	-
(Gain)/loss on fair value changes of		
derivatives		

## 20. TAXATION

The taxation of the Group for the financial period under review is as follows:-

	Current Quarter	Accumulated Current Year
	31/03/2012	31/03/2012
	RM'000	RM'000
Current Taxation	607	607



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## 21. CORPORATE DEVELOPMENTS

There were no corporate developments during the financial period under review.

## 22. GROUP BORROWINGS AND DEBT SECURITIES

As at 31 March 2012, the Group has the following borrowings which are denominated in Ringgit Malaysia from local financial institutions:-

Secured:	Total <u>RM'000</u>
Short Term Borrowings	
Hire Purchase Creditor due within 12 months	73
Other short term borrowings due within 12 months	89,683
_	89,756
Long Term Borrowings	
Hire Purchase Creditor due after 12 months	1,862
Other long term borrowings due after 12 months	119,471
	121,333
Total	211,089



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## 23. REALISED AND UNREALISED PROFITS OR LOSSES DISCLOSURE

The breakdown of the retained profits of the Group as at 31 March 2012 and 31 December 2011 into realised and unrealised profits is presented in accordance with the directives issued by Bursa Malaysia Securities Berhad dated 25 March 2010 and 20 December 2010, prepared in accordance with Guidance on Special Matter No. 1, Determination of Realised and Unrealised Profits or Losses in the Context of Disclosure Pursuant to Bursa Malaysia Securities Berhad Listing Requirements, as issued by the Malaysian Institute of Accountants.

	As at 31/03/2012 RM'000	As at 31/12/2011 RM'000
Total retained profits of the Company and its		
subsidiaries:		
- Realised	89,294	88,789
- Unrealised	358	358
Total retained profits from associated companies:		
- Realised	4,015	4,073
- Unrealised	-	-
Consolidation adjustments	(8,594)	(8,958)
Total Group retained profits as per consolidated		
account	85,073	84,222

#### 24. MATERIAL LITIGATIONS

The Group is not engaged in any material litigations, claims or arbitration either as plaintiff or defendant as at 9 May 2012, being the latest practicable date, which is not earlier than seven days from the date of issuance of this quarterly announcement.

#### 25. PROPOSED DIVIDEND

There was no dividend proposed in respect of the current financial year during the financial period under review.



Company No: 310628-D

## 26. EARNINGS/(LOSS) PER SHARE

	<b>Current Quarter 31/03/2012</b>	Accumulated Current Year 31/03/2012
a) Basic		
Net profit attributable to ordinary equity holders of the parent company (RM'000)	851	851
Weighted average number of ordinary shares in Issue ('000)	101,225	101,225
Basic earnings per share (sen)	0.84	0.84
b) Diluted		
Net profit attributable to ordinary equity holders of the parent company (RM'000)	851	851
Weighted average number of ordinary shares in Issue ('000)	101,225	101,225
Adjusted for:	4 621	4.621
Assume shares issued from exercise of options ('000)	4,631	4,631
Effect of the dilution of share option ('000)	105,856	105,856
Diluted earnings per share (sen)	0.80	0.80

#### **27. SIGNIFICANT EVENTS**

- a. On 16 January 2012, the Company has accepted a Letter of Award for the Supply, Design, Development, Installation, Integration, Testing, Commissioning, Training and Post Implementation Support of the Core Banking System for Bank Simpanan Nasional valued at RM63,604,564.28.
- b. On 17 January 2012, pursuant to the acceptance of Letter of Award for the Supply, Design, Development, Installation, Integration, Testing, Commissioning, Training and Post Implementation Support of the Core Banking System for Bank Simpanan Nasional, the Company has entered into an agreement with Bank Simpanan Nasional for the aforementioned valued at RM63,604,564.28.
- c. On 22 February 2012, the Company has accepted a Letter of Award for the Emirates Vehicle Gates for SAEED for Traffic Systems valued at AED24,399,924.00 (equivalent to RM20,101,877.39).



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d. On 2 May 2012, the Company has accepted a Letter of Award for the Extension of Maintenance Services of the Wide Area Network (WAN) for Jabatan Pendaftaran Negara ("National Registration Department") valued at RM15,200,000.

By Order of the Board

KHAERUDDIN BIN SUDHARMIN (LS007037) AHMAD NOOR BIN SULONG (MAICSA 7062155)

Secretary