

## UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION AS AT 31 MARCH 2020

	Note	As At 31/03/2020 RM'000	As At 31/12/2019 RM'000
ASSETS			
Plant and equipment		2,130	2,222
Investment properties		9,381	9,388
Right-of-use assets		1,584	2,057
Investment in an associate		22,084	21,226
Investment in a joint venture		13,815	13,876
Investment in club membership		62	62
Intangible asset		571	571
Deferred tax assets		1,455	1,137
Receivables and deposits		2,777	2,743
Total non-current assets		53,859	53,282
Inventories	18 (a)	85,553	131,625
Receivables, deposits and prepayments	- ( )	244,495	291,993
Cash and cash equivalents		81,056	71,015
Total current assets	_	411,104	494,633
TOTAL ASSETS	_	464,963	547,915
EQUITY			
Share capital		90,000	90,000
Reserves		224,048	217,782
Total equity attributable to owners of the Company	_	314,048	307,782
LIABILITIES			
Lease liabilities		139	176
Total non-current liabilities	_	139	176
Payables and accruals		146,417	235,419
Lease liabilities		1,470	1,937
Tax payable		2,889	2,601
Total current liabilities	_	150,776	239,957
Total liabilities		150,915	240,133
TOTAL EQUITY AND LIABILITIES	_	464,963	547,915
Net assets per share attributable to owners of the Company (RM)		1.75	1.71

The Condensed Consolidated Statement of Financial Position should be read in conjunction with the audited financial statements for the financial year ended 31 December 2019 and the accompanying explanatory notes attached to the interim financial statements.

## VSTECS BERHAD [Registration No: 199501021835 (351038-H)] (Incorporated in Malaysia)



# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE QUARTER AND THREE MONTHS ENDED 31 MARCH 2020

		Individual Quarter Three Months Ended					ative Quarter Months Ended	
	Note	31/03/2020 RM'000	31/03/2019 RM'000	31/03/2020 RM'000	31/03/2019 RM'000			
Revenue		372,672	378,833	372,672	378,833			
Cost of sales		(350,465)	(360,561)	(350,465)	(360,561)			
Gross profit	_	22,207	18,272	22,207	18,272			
Distribution expenses		(9,365)	(8,485)	(9,365)	(8,485)			
Administrative expenses		(5,314)	(5,087)	(5,314)	(5,087)			
Net (loss)/gain on impairment of financial instrument		(413)	150	(413)	150			
Other income	17	273	1,047	273	1,047			
Results from operating activities	17	7,388	5,897	7,388	5,897			
Finance income	18 (b )	375	126	375	126			
Finance costs		(28)	(54)	(28)	(54)			
Net finance income	L	347	72	347	72			
Share of profit of equity-accounted associate, net of	tax	858	-	858	-			
Share of profit of equity-accounted joint venture, ne	et of tax	188	165	188	165			
Profit before tax	_	8,781	6,134	8,781	6,134			
Tax expense	21	(1,992)	(1,889)	(1,992)	(1,889)			
Profit for the period / Total comprehensive income for the period	-	6,789	4,245	6,789	4,245			
	_				·			
Profit for the period / Total comprehensive income for the period attri	butable to:							
Owners of the Company Non-controlling interest		6,789	4,245	6,789	4,245			
Non-controlling interest	_	6,789	4,245	6,789	4,245			
Earnings per share attributable to owners of the	Company:							
Basic (sen)	26	3.8	2.4	3.8	2.4			
Diluted (sen)		N/A	N/A	N/A	N/A			
Notes:								

Notes: N/A Not applicable

The Condensed Consolidated Statement of Profit or Loss and Other Comprehensive Income should be read in conjunction with the audited financial statements for the financial year ended 31 December 2019 and the accompanying explanatory notes attached to the interim financial statements.

## VSTECS BERHAD

[Registration No: 199501021835 (351038-H)] (Incorporated in Malaysia)



## UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE QUARTER ENDED 31 MARCH 2020

	<- Attributable to owners of the Company ->					
	Share	l Treasury	Distributable Treasury Retained		Non- Controlling	Total
	Capital RM'000	Shares RM'000	Earnings RM'000	Total RM'000	Interest RM'000	Equity RM'000
At 1 January 2019	90,000	-	198,096	288,096	-	288,096
Profit for the period / Total comprehensive income for the period	-	-	4,245	4,245	-	4,245
At 31 March 2019	90,000	-	202,341	292,341	-	292,341
At 1 January 2020	90,000	(930)	218,712	307,782	-	307,782
Profit for the period / Total comprehensive income for the period	-	-	6,789	6,789	-	6,789
Own shares acquired	-	(523)	-	(523)	-	(523)
At 31 March 2020	90,000	(1,453)	225,501	314,048	-	314,048

The Condensed Consolidated Statement of Changes in Equity should be read in conjunction with the audited financial statements for the financial year ended 31 December 2019 and the accompanying explanatory notes attached to the interim financial statements.

## VSTECS BERHAD

[Registration No: 199501021835 (351038-H)] (Incorporated in Malaysia)



## UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE QUARTER ENDED 31 MARCH 2020

	Three Months Ended	
	31/03/2020 RM'000	31/03/2019 RM'000
Cash Flows from Operating Activities		
Profit before tax	8,781	6,134
Adjustments for:		
Non-cash items	1,217	353
Non-operating items	(1,393)	(237)
Operating profit before changes in working capital	8,605	6,250
Change in inventories	46,071	22,644
Change in receivables, deposits and prepayment	49,104	29,375
Change in payables and accruals	(91,065)	(44,926)
Cash generated from operations	12,715	13,343
Tax paid	(2,022)	(1,996)
Net cash generated from operating activities	10,693	11,347
Cash Flows from Investing Activities		
Purchase of plant and equipment	(188)	(601)
Proceeds from disposal of plant and equipment	-	116
Dividend income from a joint venture	250	-
Net cash from/(used in) investing activities	62	(485)
Cash Flows from Financing Activities		
Interest received	341	126
Interest paid	(28)	(54)
Repayment of lease liabilities	(504)	(470)
Purchase of treasury shares	(523)	-
Net cash used in financing activities	(714)	(398)
Net increase in cash and cash equivalents	10,041	10,464
Cash and cash equivalents at beginning of period	71,015	54,541
Cash and cash equivalents at end of period	81,056	65,005
Cash and cash equivalents comprise the following: Cash and bank balances	81,056	65,005

The Condensed Consolidated Statement of Cash Flows should be read in conjunction with the audited financial statements for the financial year ended 31 December 2019 and the accompanying explanatory notes attached to the interim financial statements.



## PART A - EXPLANATORY NOTES PURSUANT TO THE MALAYSIAN FINANCIAL REPORTING STANDARDS ("MFRS") 134: INTERIM FINANCIAL REPORTING

#### 1. Basis of preparation

These condensed consolidated interim financial statements have been prepared in accordance with the applicable disclosure provisions of the Listing Requirements of the Bursa Malaysia Securities Berhad and MFRS 134, *Interim Financial Reporting* in Malaysia and with IAS 34, *Interim Financial Reporting*. They do not include all the information required for full annual financial statements, and should be read in conjunction with the consolidated financial statements of the Group as at and for the financial year ended 31 December 2019.

The consolidated financial statements of the Group as at and for the financial year ended 31 December 2019 are available upon request from the Company's registered office at: Level 7, Menara Milenium, Jalan Damanlela, Pusat Bandar Damansara, Damansara Heights, 50490 Kuala Lumpur, Wilayah Persekutuan.

#### 2. Significant accounting policies

The accounting policies applied by the Group in these condensed consolidated interim financial statements are consistent with the audited financial statements for the financial year ended 31 December 2019, except with the adoption of the following Amendments to MFRS for financial period beginning on or after 1 January 2020:

- Amendments to MFRS 3, Business Combinations Definition of a Business
- Amendments to MFRS 101, Presentation of Financial Statements and MFRS 108, Accounting Policies, Changes in Accounting Estimates and Errors Definition of Material
- Amendments to MFRS 9, Financial Instruments, MFRS 139, Financial Instruments: Recognition and Measurement and MFRS 7, Financial Instruments: Disclosures Interest Rate Benchmark Reform

The adoption of the above standards, interpretations or amendments are not expected to have material financial impacts to the financial statements of the Group.

#### 3. Seasonal or cyclical factors

The Group's operations were not significantly affected by seasonal or cyclical factors.

### 4. Unusual items

There were no significant unusual items affecting assets, liabilities, equity, net income, or cash flows during the current financial quarter.

#### 5. Material changes in estimates

There was no estimation made for the current financial quarter results.

#### 6. Debt and equity securities

There were no issuances, cancellations, resale and repayments of debt and equity securities for the current quarter and the financial yearto-date except that the Company purchased its own shares totalling 589,700 ordinary shares amounted to RM522,711.



## PART A - EXPLANATORY NOTES PURSUANT TO THE MALAYSIAN FINANCIAL REPORTING STANDARDS ("MFRS") 134: INTERIM FINANCIAL REPORTING

## 7. Dividends paid

There was no dividend paid during the quarter.

## 8. Segmental reporting

Segment information is presented in respect of the Group's business segments.

The Group business segments comprise the following:

(i)	ICT Distribution	Distribution of volume ICT	products to resellers,	comprising mainl	y retailers

(ii) Enterprise Systems Distribution of value ICT products to resellers, comprising mainly system integrators and corporate dealers

(iii) ICT Services Provision of ICT services

Other non-reportable segments comprise management services and investment holding.

#### (a) Information about reportable segments

ICT Distribution	Enterprise Systems	ICT Services	Total
RM'000	RM'000	RM'000	RM'000
240,894	114,784	16,994	372,672
1,926	1,441	2,529	5,896
242,820	116,225	19,523	378,568
2,214	4,635	646	7,495
256,355	110,065	12,413	378,833
2,278	290	2,026	4,594
258,633	110,355	14,439	383,427
2,673	2,583	376	5,632
	Distribution RM'000 240,894 1,926 242,820 2,214 256,355 2,278 258,633	Distribution RM'000 Systems RM'000   240,894 114,784   1,926 1,441   242,820 116,225   2,214 4,635   256,355 110,065   2,278 290   258,633 110,355	Distribution RM'000 Systems RM'000 Services RM'000   240,894 114,784 16,994   1,926 1,441 2,529   242,820 116,225 19,523   2,214 4,635 646   256,355 110,065 12,413   2,278 290 2,026   258,633 110,355 14,439

## (b) Reconciliation of reportable segment profit and loss:

	Current	Preceding Year
	Year To-	Corresponding
	date	Period
	31/03/2020	31/03/2019
	RM'000	RM'000
Total profit for reportable segments before tax	7,495	5,632
Other non-reportable segments profit	1,536	502
Eliminate of inter-segments profit and loss	(250)	-
Consolidated profit before tax	8,781	6,134



## PART A - EXPLANATORY NOTES PURSUANT TO THE MALAYSIAN FINANCIAL REPORTING STANDARDS ("MFRS") 134: INTERIM FINANCIAL REPORTING

## 8. Segmental reporting

## (c) Disaggregation of the Group's revenue

	Current Year-to-date 31/03/2020		Preceding Year-to-date 31/03/2019	
	At a point in time RM'000	Over time RM'000	At a point in time RM'000	Over time RM'000
ICT Distribution				
Desktop PC, notebooks, mobility devices and peripherals	240,894	-	256,355	-
Enterprise Systems				
Server, storage, software and networking products	114,784	-	110,065	-
ICT Services				
Services and maintenance	16,329	665	10,859	1,554
	372,007	665	377,279	1,554

#### (d) Segment assets

	As at 31/03/2020 RM'000	As at 31/12/2019 RM'000
ICT Distribution	276,638	341,772
Enterprise Systems	135,186	192,028
ICT Services	5,234	7,739
Total reportable segment assets	417,058	541,539
Reconciliation of reportable segment:		
Total reportable segment assets	417,058	541,539
Other non-reportable segments assets	129,497	129,578
Elimination of inter-segment balances	(81,592)	(123,202)
Consolidated total	464,963	547,915

There were no major changes in segment assets during the period.

## (e) Segment liabilities

Segment liabilities information is neither included in the internal management reports nor provided regularly to the Chief Executive Office. Hence, no disclosure is made on segment liabilities.



## PART A - EXPLANATORY NOTES PURSUANT TO THE MALAYSIAN FINANCIAL REPORTING STANDARDS ("MFRS") 134: INTERIM FINANCIAL REPORTING

## 9. Material events subsequent to the end of the financial period

There were no material events subsequent to the end of the financial period under review that have not been reflected in the quarterly financial statements.

#### 10. Changes in the composition of the Group

There were no changes in the composition of the Group.

#### 11. Contingent liabilities and contingent assets

## (a) Contingent liabilities

	As At 31/03/2020 RM'000	As At 31/12/2019 RM'000
Guarantees to suppliers and licensed banks for trade credit facilities granted by holding company to Group entities	145,125	144,892

#### (b) Contingent assets

There were no contingent assets as at the end of the current financial period.

## 12. Capital commitments

The capital expenditure contracted but not provided for as at the end of the current financial period amounted to RM709,000.

#### 13. Capital expenditure

The major additions and disposals to plant and equipment during the current quarter and financial year-to-date were as follows:

	Year	Current Year
Q	uarter	To-date
31/0	3/2020	31/03/2020
R	M'000	RM'000
Addition to plant and equipment	188	188



## PART A - EXPLANATORY NOTES PURSUANT TO THE MALAYSIAN FINANCIAL REPORTING STANDARDS ("MFRS") 134: INTERIM FINANCIAL REPORTING

## 14. Related party transactions

Related parties are those defined under MFRS 124 *Related Party Disclosures*. The Directors are of the opinion that the related party transactions and balances described below were carried out in the ordinary course of business and had been established on negotiated terms.

	Current Year To- date 31/03/2020 RM'000	Balance Due From/(To) As at 31/03/2020 RM'000
Transactions with a company in which a Director has interests:		
Lease liabilities	(494)	-
Administrative and accounting charges	2	1
Transactions with a company in which a Director has common directorship :		
Sales	59	22
Transactions with an associate company:		
Sales	2	-
Support services	(50)	(50)



## PART B-EXPLANATORY NOTES PURSUANT TO PART A OF APPENDIX 9B OF THE BURSA SECURITIES LISTING REQUIREMENTS

#### 15. Review of performance

	I Current Year Quarter 31/03/2020 RM'000	ndividual Quarter Preceding Year Corresponding Quarter 31/03/2019 RM'000	Changes %	C Current Year To-date 31/03/2020 RM'000	umulative Quarter Preceding Year Corresponding Period 31/03/2019 RM'000	Changes %
Revenue	372,672	378,833	(1.6)	372,672	378,833	(1.6)
Gross profit	22,207	18,272	21.5	22,207	18,272	21.5
GP margin %	6.0%	4.8%		6.0%	4.8%	
Profit before tax	8,781	6,134	43.2	8,781	6,134	43.2
Profit for the period	6,789	4,245	59.9	6,789	4,245	59.9

#### Q1 2020 compared with Q1 2019

For Q1 2020, the revenue decreased by 1.6% to RM372.7 million from RM378.8 million last year because the sales in March 2020 was impacted by the Movement Control Order (MCO) effective from 18 March 2020 due to the prevailing coronavirus pandemic. However with higher Gross Profit (GP) margin of 6.0% from the product mix compared with the GP margin of 4.8% last year, the GP increased by 21.5% to RM22.2 million from RM18.3 million last year.

With higher GP and share of profit in associate for RM858,000 (2019: Nil), the profit before tax (PBT) increased by 43.2% to RM8.8 million compared with RM6.1 million last year.

#### **Quarterly Segmental Result**

The performance of the three business segments for Q1 FY2020 compared with Q1 FY2019 were as follows:

a) ICT Distribution

Revenue decreased by 6.0% mainly due to lower sales from notebook and mobility. With lower sales and GP, PBT decreased by 17.2% to RM2.2 million from RM2.7 million last year.

b) Enterprise Systems

Revenue increased by 4.3% mainly from software and networking. With higher sales and GP margin arising from the product mix, the PBT increased by 79.4% to RM4.6 million compared with RM2.6 million last year.

c) ICT Services

Revenue increased by RM4.6 million and PBT increased to RM646,000 compared with RM376,000 last year mainly due to higher sales from the Enterprise Systems segment.



## PART B - EXPLANATORY NOTES PURSUANT TO PART A OF APPENDIX 9B OF THE BURSA SECURITIES LISTING REQUIREMENTS

#### 16. Financial review of current quarter compared with immediate preceding quarter

	Current Quarter 31/03/2020 RM'000	Immediate Preceding Quarter 31/12/2019 RM'000	Changes %
Revenue	372,672	542,096	(31.3)
Gross Profit	22,207	28,180	(21.2)
GP margin %	6.0%	5.2%	
Share of profit of equity-accounted associate, net of tax	858	1,370	(37.4)
Share of profit of equity-accounted joint venture, net of tax	188	180	4.4
Profit before tax	8,781	13,955	(37.1)
Profit for the period	6,789	10,735	(36.8)

Revenue of ICT Distribution segment and Enterprise Systems decreased by 32.1% and 33.1% respectively; while revenue for ICT services increased by RM1.4 million. Total revenue decreased by 31.3% to RM372.7 million from RM542.1 million for the preceding quarter. The first quarter normally has lower sales compared with final quarter which has higher ICT spending.

With lower sales and GP and lower share of profit in associate, the PBT decreased by 37.1%.

## 17. Results from operating activities are arrived at after (charging)/crediting:

	Individual Quarter		Cumulative Quarter	
	Current Year Quarter 31/03/2020 RM'000	Preceding Year Corresponding Quarter 31/03/2019 RM'000	Current Year To-date 31/03/2020 RM'000	Preceding Year Corresponding Period 31/03/2019 RM'000
Depreciation	(760)	(808)	(760)	(808)
Written back/(down) of inventories	552	(1,238)	552	(1,238)
Other income/(expenses):				
Bad debts recovered	17	-	17	-
Foreign exchange gain - Realised	711	589	711	589
Foreign exchange loss - Unrealised	(4,338)	(139)	(4,338)	(139)
Fair value gain	3,881	485	3,881	485
Gain on fixed assets disposal	-	109	-	109
Others	2	3	2	3
	273	1,047	273	1,047

The Group is exposed to foreign currency risk on purchases that are mainly denominated in US Dollar ("USD"). However, the Group hedges most of these exposures by purchasing forward currency contracts in USD for payments on due dates.

There was no gain or loss on disposal of quoted or unquoted investments or properties, impairment of assets and exceptional items.



## PART B - EXPLANATORY NOTES PURSUANT TO PART A OF APPENDIX 9B OF THE BURSA SECURITIES LISTING REQUIREMENTS

#### 18. Commentaries and disclosure of other information

#### (a) Other major changes in financial position and cash flow

The inventory level has reduced substantially to RM85.6 million from RM131.6 million at last financial year due to the supplies of certain products were disrupted by Covid-19.

#### (b) Finance income

The Finance Income consists of RM34,000 arising from unwinding the fair value measurement of an non-current trade receivable.

#### (c) Trade receivables

Trade receivables have a credit term ranging from 14 to 60 days. Aging analysis of trade receivables as at 31 March 2020 were as follows:

	Gross carrying amount RM'000	Loss allowance RM'000	Net balance RM'000
Current not past due	76,153	-	76,153
Past due 1 - 30 days	95,988	-	95,988
Past due 31 - 60 days	42,619	-	42,619
Past due 61 - 90 days	12,882	-	12,882
	227,642	-	227,642
Past due more than 90 days	5,403	(859)	4,544
Individual impaired	70	(70)	-
	233,115	(929)	232,186

The Group uses aging analysis to monitor the credit quality of the receivables. Invoices which are past due more than 90 days are considered as credit impaired. The gross carrying amount of credit impaired trade receivables are written off when there is no realistic prospect of recovery.

#### 19. Prospects

The Movement Control Order (MCO) imposed by the government on the 18th March to curb the spread of the Covid-19 outbreak has severely impacted the country's economy. Malaysia's 2020 Gross Domestic Product (GDP) growth is expected to contract sharply from the previous forecast of 4.5% to be in the negative.

With the current tough economic climate and the expected higher unemployment rate, the demand of ICT products from the consumer market will be rather subdued. However, we have developed e-commerce strategies to broaden our reach in both the business-to-business (B2B) and business-to-consumer (B2C) market segments for the growing popularity of online purchases arising from the pandemic.

The new business norm for employees working from home will spur demand for bandwidth and devices from the commercial and enterprise markets. Businesses will be digitally transforming and upgrading their ICT infrastructure with enterprise products such as video conferencing facilities, cloud computing and cybersecurity software. We expect this trend to continue in growing the revenue of our Enterprise and Services segments.

Although our business has returned to firm footing after the lifting of the MCO lockdown on 13 May 2020, with the prevailing pandemic and economic uncertainty, we remain cautious of the prospects for the remaining of FY 2020.



## PART B - EXPLANATORY NOTES PURSUANT TO PART A OF APPENDIX 9B OF THE BURSA SECURITIES LISTING REQUIREMENTS

#### 20. Profit forecast or profit guarantee

Not applicable as the Group did not publish any profit forecast or profit guarantee.

## 21. Tax expense

	Individual Quarter		<b>Cumulative Quarter</b>	
	Current Year Quarter 31/03/2020 RM'000	Preceding Year Corresponding Quarter 31/03/2019 RM'000	Current Year To-date 31/03/2020 RM'000	Preceding Year Corresponding Period 31/03/2019 DM/0000
Current income tax:	KNI 000	KIVI 000	KIVI UUU	RM'000
Current year	2,310	1,947	2,310	1,947
(Over)/Under provision prior year			-	-
	2,310	1,947	2,310	1,947
Deferred tax	(318)	(58)	(318)	(58)
	1,992	1,889	1,992	1,889
Effective tax rate	22.7%	30.8%	22.7%	30.8%

The effective tax rate was different from the statutory tax rate of 24% due to share of profit in associate and joint venture which was net of tax and certain expenses which were not deductible for tax purposes.

#### 22. Corporate proposals

There was no corporate proposals as at the end of the current financial period.

#### 23. Borrowings and debt securities

There were no borrowings as at the end of the current financial period.

#### 24. Changes in material litigation

There was no material litigation as at the end of the current financial period.

#### 25. Dividend

No dividend was recommended in the current quarter under review.



# PART B - EXPLANATORY NOTES PURSUANT TO PART A OF APPENDIX 9B OF THE BURSA SECURITIES LISTING REQUIREMENTS

## 26. Earnings per share

The basic and diluted earnings per share ("EPS") for the current quarter and current year-to-date were computed as follows:

	Individual Quarter		<b>Cumulative Quarter</b>	
	Preceding			Preceding
	Current Year	Year	Current	Year Corresponding
		Corresponding	Year	
	Quarter	Quarter	To-date	Period
	31/03/2020	31/03/2019	31/03/2020	31/03/2019
Profit attributable to equity holders of the Company (RM'000)	6,789	4,245	6,789	4,245
Weighted average number of ordinary shares ('000)	179,016	180,000	179,016	180,000
Basic earnings per share (sen)	3.8	2.4	3.8	2.4
Diluted earnings per share (sen)	N/A	N/A	N/A	N/A

Diluted EPS is not applicable as there were no potential ordinary shares in issue for the current quarter and cumulative quarter.

#### 27. Auditor's report on preceding annual financial statements

There was no qualification to the audited financial statements of the Company and its subsidiaries for the financial year ended 31 December 2019.

By order of the Board

Chua Siew Chuan Cheng Chia Ping Company Secretaries

17 June 2020 Selangor