

CTOS DIGITAL BERHAD (Incorporated in Malaysia)

CONDENSED CONSOLIDATED FINANCIAL INFORMATION

FOR THE FOURTH QUARTER ENDED 31 DECEMBER 2022

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# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	Note	24.42.2022	Quarter ended	%	24 42 2022	Year ended	%
	Note	31.12.2022 RM'000	31.12.2021 RM'000	+/(-)	31.12.2022 RM'000	31.12.2021 RM'000	+/(-)
Continuing operations							
Revenue	A8	52,743	38,794	36.0	194,781	153,166	27.2
Cost of sales Gross profit		(8,833) 43,910	(4,825)	83.1 29.3	(30,245) 164,536	(19,190) 133,976	57.6 22.8
Other (expense)/income		(2,441)	471	(618.3)	(1,513)	375	(503.5)
Selling and marketing		(0.025)	(6,604)	) , , , , , , , , , , , , , , , , , , ,	, ,	(20.242)	,
expenses Administrative expenses		(8,935) (20,799)	(6,601) (15,694)	35.4 32.5	(33,124) (63,178)	(29,243) (54,015)	13.3 17.0
Finance income		154	162	(4.9)	519	412	26.0
Finance costs Share of profits of associates		(1,897) 8,445	(19) 1,626	9,884.2 419.4	(4,345) 22,513	(5,679) 7,217	(23.5) 211.9
Profit before tax	B5	18,437	13,914	32.5	85,408	53,043	61.0
Tax expense	В6	(4,706)	(1,988)	136.7	(13,963)	(9,338)	49.5
Profit from continuing operations		13,731	11,926	- 15.1	71,445	43,705	63.5
Discontinued operations							
Loss from discontinued operations (Note 1)		_	<u>-</u>	_	_	(1,134)	(100.0)
Profit for the financial year		13,731	11,926	- 15.1	71,445	42,571	67.8
Other comprehensive income/(loss): Items that will be subsequently reclassified to profit or loss: Exchange differences on translation of foreign operations Share of other comprehensive income/(loss) of associate	e	5,543	1,261	339.6	1,051	(6,742)	(115.6)
accounted for using equity method Exchange differences on		10	(13)	(176.9)	(51)	(13)	292.3
translation of discontinued operations		-	-	-	-	392	(100.0)
Items that will not be subsequently reclassified to profit or loss: Exchange differences on translation of foreign							
operations Share of other comprehensive loss of associate accounted for using equity method	e	-	- (16)	- (100.0)	(59)	171	(100.0)
0 1 7			- (10)	(100.0)	(58)		. <u>-</u>
Other comprehensive income/(loss) for the financial year		5,553	1,232	350.7	942	(6,192)	(115.2)
Total comprehensive income for the financial year		19,284	13,158	46.6	72,387	36,379	99.0

#### Note 1:

<sup>1.</sup> The discontinued operations are in relation to the results of CIBI Holdings Pte Ltd ("CIBI Holdings") (formerly known as CTOS SG Pte Ltd) and CIBI Information, Inc ("CIBI"), following the completion of the distribution by way of dividend-in-specie of the entire equity interest in CIBI Holdings held by the Company to the existing shareholders of the Company in the previous financial year.

# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (CONTINUED)

			Quarter ended	%		Year ended	%
	Note	31.12.2022 RM'000	31.12.2021 RM'000	+/(-)	31.12.2022 RM'000	31.12.2021 RM'000	+/(-)
Profit/(loss) for the financial year attributable to: Owners of the Company							
<ul><li>from continuing operations</li><li>from discontinued</li></ul>		13,731	11,926	15.1	71,445	43,705	63.5
operations		40.704	- 11.006	- 15.1	71 115	(583)	(100.0)
Non-controlling interests		13,731	11,926	15.1	71,445	43,122 (551)	65.7 (100.0)
Non-controlling interests		40.704	11,926	15.1	74.445	42,571	67.8
Total comprehensive income/(loss) for the financial year attributable to: Owners of the Company - from continuing operations - from discontinued operations		19,284	13,158	46.6	71,445	36,950 (191)	95.9 (100.0)
Non-controlling interests		19,284	13,158	46.6	72,387	36,759 (380)	96.9 (100.0)
Non-controlling interests		40.004	12.150		70.207	36,379	99.0
		19,284	13,158	46.6	72,387	30,379	99.0
Earnings per share for profit attributable to ordinary equity holders of the Company Basic/Diluted (sen) - Continuing operations	B12	0.6	0.5	20.0	3.1	2.1	47.6
<ul> <li>Discontinued operations</li> </ul>				<u>-</u>		*	-
		0.6	0.5	20.0	3.1	2.1	47.6
		-		•			1

<sup>\*</sup> Negligible

The above condensed consolidated statement of comprehensive income should be read in conjunction with the audited financial statements for the financial year ended 31 December 2021 and the accompanying explanatory notes.

# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	Note	Unaudited As at <u>31.12.2022</u> RM'000	Audited As at 31.12.2021 RM'000
NON-CURRENT ASSETS			
Property, plant and equipment Right-of-use assets Intangible assets Investments in associates Other investment Receivables, deposits and prepayments Deferred tax assets	A10	15,805 3,033 81,803 570,961 - 554 972	14,694 4,631 79,176 172,904 17,664 554 1,237
TOTAL NON-CURRENT ASSETS		673,128	290,860
CURRENT ASSETS			
Receivables, deposits and prepayments Other investments Amount due from related parties Tax recoverable Cash and bank balances	A15	40,134 5,048 2 33 12,407	25,161 26,000 1,422 9 17,131
TOTAL CURRENT ASSETS		57,624	69,723
CURRENT LIABILITIES			
Payables and accruals Contract liabilities Lease liabilities Contingent consideration Amount due to related parties Taxation Borrowings TOTAL CURRENT LIABILITIES	A15	31,849 7,508 1,606 12,157 100 16,294 9,972	21,755 8,208 1,546 - 144 7,970 - - 39,623
TOTAL CONNENT LIABILITIES		79,400	39,023
NET CURRENT (LIABILITIES)/ASSETS		(21,862)	30,100

# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION (CONTINUED)

	Note	Unaudited As at <u>31.12.2022</u> RM'000	Audited As at <u>31.12.2021</u> RM'000
NON-CURRENT LIABILITIES			
Lease liabilities Contingent consideration Deferred tax liabilities Provision for restoration costs Borrowings		1,493 - 71 678 139,489	3,100 9,267 100 612
TOTAL NON-CURRENT LIABILITIES		141,731	13,079
NET ASSETS		509,535	307,881
EQUITY			
Share capital Reverse acquisition reserve Equity contribution from shareholder Other reserves Retained earnings		584,047 (193,528) 315 (5,440) 124,141	412,524 (193,528) 315 (6,426) 94,996
TOTAL EQUITY		509,535	307,881
Net assets per share attributable to Owners of the Company (RM)		0.22	0.15

The above condensed consolidated statement of financial position should be read in conjunction with the audited financial statements for the financial year ended 31 December 2021 and the accompanying explanatory notes.

# CTOS DIGITAL BERHAD

(Incorporated in Malaysia)

Registration No. 201401025733 (1101823-A)

#### UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Ordinary	shares				serves			
	Number of shares '000	Share capital RM'000	Equity contribution from share- holders RM'000	Reverse acquisition reserve <sup>(1)</sup>	Foreign currency translation reserve RM'000	Fair value reserve RM'000	Retained earnings RM'000	Total equity RM'000	
Group									
As at 1 January 2022	2,200,000	412,524	315	(193,528)	(6,669)	243	94,996	307,881	
Issuance of new shares (Note A5)	110,000	173,800	-	-	-	-	-	173,800	
Share issuance expenses	-	(2,277)	-	-	-	-	-	(2,277)	
Profit for the financial year	-	-	-	-	-	-	71,445	71,445	
Other comprehensive income/(loss)	-	-	-	-	1,044	(58)	(44)	942	
Transaction with owners: Dividends paid (Notes A6)	-	-	-	-	-	-	(42,256)	(42,256)	
As at 31 December 2022	2,310,000	584,047	315	(193,528)	(5,625)	185	124,141	509,535	

#### Note:

<sup>(1)</sup> The reverse acquisition reserve was created during the acquisition of CTOS Business Systems Sdn. Bhd. ("CBS"), CTOS Data Systems Sdn. Bhd. ("CDS") and Automated Mail Responder Sdn. Bhd. ("AMR") by the Company in 2014. CBS was identified as the accounting acquirer in accordance with MFRS 3 "Business Combination". The difference between the issued equity of the Company and issued equity of CBS together with the deemed purchase consideration of subsidiaries other than CBS is recorded as reverse acquisition reserve.

#### CTOS DIGITAL BERHAD

(Incorporated in Malaysia)

Registration No. 201401025733 (1101823-A)

# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (CONTINUED)

	Ordinary	shares			Other r	eserves				
	Number of shares '000	Share capital RM'000	Equity contribution from share-holders RM'000	Reverse acquisition reserve <sup>(1)</sup>	Foreign currency translation reserve RM'000	Retirement benefit reserve & fair value reserve RM'000	Retained earnings RM'000	Total attributable to owners of the Company	Non- controlling interest RM'000	Total equity RM'000
<u>Group</u>										
As at 1 January 2021	100,000	197,994	315	(193,528)	(145)	100	106,025	110,761	4,967	115,728
Subdivision of shares	1,900,000	-	-	-	-	-	-	-	-	-
Issuance of new shares	200,000	220,000	-	-	-	-	-	220,000	-	220,000
Share issuance expenses	-	(5,470)	-	-	-	-	-	(5,470)	-	(5,470)
Profit/(loss) for the financial year	-	-	-	-	-	-	43,122	43,122	(551)	42,571
Other comprehensive (loss)/ income	-	-	-	-	(6,363)	-	-	(6,363)	171	(6,192)
Distribution of subsidiaries	-	-	-	-	(161)	143	(13,135)	(13,153)	(4,587)	(17,740)
Transaction with owners: Dividends provided for or paid							(41,016)	(41,016)		(41,016)
As at 31 December 2021	2,200,000	412,524	315	(193,528)	(6,669)	243	94,996	307,881	-	307,881

#### Note

The above condensed consolidated statement of changes in equity should be read in conjunction with the audited financial statements for the financial year ended 31 December 2021 and the accompanying explanatory notes.

<sup>(1)</sup> The reverse acquisition reserve was created during the acquisition of CBS, CDS and AMR by the Company in 2014. CBS was identified as the accounting acquirer in accordance with MFRS 3 "Business Combination". The difference between the issued equity of the Company and issued equity of CBS together with the deemed purchase consideration of subsidiaries other than CBS is recorded as reverse acquisition reserve.

# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

		Year ended
	31.12.2022	31.12.2021
	RM'000	RM'000
CASH FLOWS FROM OPERATING ACTIVITIES		
Profit/(loss) before tax		
Continuing operations	85,408	53,043
Discontinued operations	-	(970)
	85,408	52,073
Adjustments for:	00, 100	02,070
(Reversal of)/allowance for impairment of receivables		
and deposits - net	245	304
Depreciation of property, plant and equipment	5,448	5,989
Depreciation of right-of-use assets	1,598	1,729
Amortisation of intangible assets	1,219	880
Dividend income		000
	(1,346)	(156)
Interest income	(108)	(156)
Distribution income from money market funds	(61)	(258)
Fair value gain on other investments	(350)	- (4)
Loss/(gain) on disposal of property, plant and equipment	4	(4)
Accretion of provision for restoration costs	17	9
Changes in fair value of contingent consideration payable	2,889	(177)
Interest expense	4,178	5,616
Lease interest	150	81
Share of profits of associates	(22,513)	(7,217)
Defined benefit plan expense	·'	49
Unrealised loss on foreign exchange	19	4,417
Operating cash flows before working capital changes	76,797	63,335
Changes in working capital:		
Pageivables, deposits and propayments	(15.207)	(2.070)
Receivables, deposits and prepayments	(15,287)	(3,070)
Payables and accruals Contract liabilities	12,314	5,820 4,340
	(700)	1,310
Related parties balances	1,376	(1,646)
Cash flows generated from operations	74,500	65,749
Interest received	108	156
Defined benefit plan contribution	-	(373)
Share based payment	_	(113)
Tax paid	(5,427)	(3,283)
Tax refunded	(0,721)	(5,265)
Dividends received	12,649	5,195
Net cash flows generated from operating activities	81,830	67,337
The each news generated from operating activities		

# UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS (CONTINUED)

			Year ended
	<u>Note</u>	31.12.2022	31.12.2021
		RM'000	RM'000
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of property, plant and equipment		(8,570)	(2,587)
Purchase of intangible assets Proceeds from disposal of property, plant and		(4,003)	(2,038)
equipment		-	27
Distribution income from money market funds		453	215
Acquisition of subsidiary, net of cash acquired	440	(000.050)	(28,018)
Investments in associates	A10	(336,259)	(26,802)
Purchase of other investment Purchase of investment in money market funds	A10	(31,983)	(17,664) (26,000)
Net cash outflow on distribution of subsidiaries		-	(3,147)
Proceeds from sale of investment in money market			(0,147)
funds - net		20,952	-
Net cash flows used in investing activities		(359,410)	(106,014)
CASH FLOWS FROM FINANCING ACTIVITIES			
Restricted cash for term loan facility		(1,692)	1,435
Proceeds from issuance of shares		173,800	220,000
Payment of share issuance expenses		(2,277)	(5,470)
Dividends paid	A6	(42,256)	(41,016)
Drawdown of borrowings		224,210	32,000
Repayment of borrowings		(73,628)	(170,646)
Payment of lease liabilities		(1,697)	(1,885)
Transaction costs paid		(2,528)	(627)
Interest paid		(2,771)	(3,092)
Net cash flows generated from financing activities		271,161	30,699
NET DECREASE IN CASH AND CASH EQUIVALENTS		(6,419)	(7,978)
EFFECT OF EXCHANGE RATE CHANGES		3	173
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE FINANCIAL YEAR		17,131	24,936
CASH AND CASH EQUIVALENTS AT THE END OF THE FINANCIAL YEAR		10,715	17,131

The above condensed consolidated statement of cash flows should be read in conjunction with the audited financial statements for the financial year ended 31 December 2021 and the accompanying explanatory notes.

Explanatory Notes on the Quarterly Report – 31 December 2022

#### A. EXPLANATORY NOTES PURSUANT TO MFRS 134

#### A1. Basis of Preparation

This condensed consolidated financial information of CTOS Digital Berhad ("the Company") and its subsidiaries ("the Group") is prepared in accordance with the requirements of paragraph 9.22 of the Main Market Listing Requirements of Bursa Malaysia Securities Berhad and complies with the requirements of the Malaysian Financial Reporting Standard ("MFRS") 134 – Interim Financial Reporting and International Accounting Standard 34 "Interim Financial Reporting". The condensed consolidated financial information is unaudited and should be read in conjunction with the Group's audited annual financial statements for the financial year ended 31 December 2021.

The significant accounting policies and methods of computation adopted for the condensed consolidated financial information are consistent with those adopted for the audited consolidated financial statements for the financial year ended 31 December 2021 except for the adoption of the following amendment to published standard:

- Amendments to MFRS 3 'Reference to Conceptual Framework' (effective 1 January 2022)
- Amendments to MFRS 116 'Proceeds before Intended Use' (effective 1 January 2022)
- Amendment to MFRS 16 'Covid-19-Related Rent Concessions beyond 30 June 2021' (effective 1 January 2022)
- Amendments to MFRS 137 'Onerous contracts cost of fulfilling a contract' (effective 1 January 2022)
- Annual Improvements to MFRS 1 'Subsidiary as First-time Adopter' (effective 1 January 2022)
- Annual Improvements to MFRS 9 'Fees in the 10% test for derecognition of financial liabilities' (effective 1 January 2022)
- Annual Improvements to Illustrative Example accompanying MFRS 16 'Leases: Lease incentives' (effective 1 January 2022)
- Annual Improvements to MFRS 141 'Taxation in Fair Value Measurements' (effective 1 January 2022)

The adoption of the amendments did not have any impact on the Group.

#### Amendments to MFRS that are applicable to the Group but not yet effective

The Malaysian Accounting Standards Board had issued the following amendments to MFRS of which are effective for the financial year beginning on or after 1 January 2023.

- MFRS 17 Insurance Contracts and Amendments to MFRS 17 (effective 1 January 2023)
- Amendments to MFRS 101 'Classification of liabilities as current or non-current (effective 1 January 2023)
- Amendments to MFRS 101 'Disclosure of accounting policies' (effective 1 January 2023)
- Amendments to MFRS 108 'Definition of accounting estimates' (effective 1 January 2023)
- Amendments to MFRS 112 'Deferred tax related to assets and liabilities arising from a single transaction' (effective 1 January 2023)
- Amendments to MFRS 16 'Lease Liability in a Sale and Leaseback' (effective 1 January 2024)

The Group did not early adopt these amendments to MFRS and they are not expected to have a material impact to the Group.

## A2. Seasonal or Cyclical Factors

The Company does see some impact from the festive season which generally occurs in the first half of the year with the second half typically being stronger. Pent up demand from the festive season is captured early in the second half while larger corporates looking to maximise on their budget allocations will see increased demand for services such as insights and analytics in the latter part of the year.

Explanatory Notes on the Quarterly Report – 31 December 2022

# A3. Unusual Items Affecting Assets, Liabilities, Equity, Net Income or Cash Flows

There were no significant unusual items affecting assets, liabilities, equity, net income or cash flows of the Group for the financial year ended 31 December 2022.

### A4. Material Changes in Estimates

There were no changes in estimates which had a material effect in the financial year ended 31 December 2022.

# A5. Debts and Equity Securities

During the financial year, the issued and paid-up ordinary share capital of the Company was increased from RM412.5 million to RM584.0 million by way of issuance of 110,000,000 new ordinary shares at an issue price of RM1.58 per share pursuant to the private placement exercise which was completed on 3 March 2022. Following the allotment of new shares, the Company's total number of share capital has increased to 2,310,000,000 shares.

Other than the above, there was no other issuance, repurchase and repayment of debts and equity securities during the financial year ended 31 December 2022.

#### A6. Dividends Paid

	Single-tier tax-exempt dividend <u>per share</u> sen	Amount of dividends, single-tier tax-exempt RM'000
31.12.2022 Dividends paid in respect of the financial year ended 31 December 2021:		
- third interim dividend, paid on 25 February 2022	0.330	7,260
Dividends paid in respect of the financial year ending 31 December 2022:		
- first interim dividend, paid on 10 June 2022	0.325	7,507
- second interim dividend, paid on 13 September 2022	0.590	13,629
- third interim dividend, paid on 14 December 2022	0.600	13,860
	1.515	34,996

Explanatory Notes on the Quarterly Report – 31 December 2022

#### A7. Segment Reporting

The Group is primarily engaged in credit reporting, digital software related services including software development, outsourcing and provision of training. Management has determined the operating segments to be based on the management reports reviewed by the chief operating decision makers ("CODM") that are used to make strategic decisions, for which discrete financial information is available. For management purposes, the Group is organised into two reportable segments based on their geographical locations. The reportable segments are summarised as follows:

- (i) Malaysia which comprises the provision of credit reporting services (sale of reports, monitoring and trade referencing services and other services), sale of software licenses and provision of installation and maintenance services to 3 types of customers, namely Key Accounts, Commercial and Direct-to-Consumer; and
- (ii) International which comprises the provision of comprehensive commercial credit reports and bulk commercial data sales to international customers.

The provision of credit reporting services (sale of reports) by CIBI previously included in the International segment is presented as discontinued operations following the completion of the Distribution on 15 June 2021. The financial results are not reported in the International segment as they are no longer reviewed by the CODM.

The performance of the operating segments is measured based on segment profit calculated as profit for the relevant financial year plus tax expense, finance costs, depreciation and amortisation and foreign exchange losses less interest income, foreign exchange gains and share of profits of associates.

The share of results of associates represents the following:

- (i) business of a credit reporting, credit bureau and information services, a provider of credit enterprise software in Malaysia and a provider of independent credit rating services, sustainability rating services, environment, social and government analytics, data analytics, economic research and consultancy services, bond pricing and information services as well as credit opinions on ventures listed on the Investment Account Platform; and
- (ii) business of a service provider, developer of local and global financial information system and as an online and offline business information service provider as well as consulting service and database management in Thailand;

The CODM also reviews the revenue of the Malaysia and International segments by type of customers as disclosed in Note A8. All assets are managed based on their geographical locations. Capital expenditure comprises additions to property, plant and equipment, right-of-use ("ROU") assets and intangible assets.

Explanatory Notes on the Quarterly Report – 31 December 2022

# A7. Segment Reporting (continued)

-			<u>3</u>	1.12.2022				ear ended 1.12.2021
	<u>Malaysia</u> <u>I</u>	nternational	Elimination	RM'000 <u>Total</u>	<u>Malaysia</u>	<u>International</u>	Elimination	RM'000 <u>Total</u>
Continuing operations Revenue Sales to external customers Inter-segment sales	181,461 3,279	13,320 546	- (3,825)	194,781 -	145,906 274	7,260 244	- (518)	153,166
Total revenue	184,740	13,866	(3,825)	194,781	146,180	7,504	(518)	153,166
Gross profit	153,397	11,139	-	164,536	127,700	6,276	-	133,976
Segment profit	65,094	8,576	-	73,670	58,986	4,474	-	63,460
Dividend income Depreciation and amortisation Finance costs Finance income Share of profits of associates Realised and unrealised (losses)/gains on foreign exchange - net	1,346 (8,009) (4,345) 434 15,049 (90)	(256) - 85 7,464 60	- - - - -	1,346 (8,265) (4,345) 519 22,513 (30)	(7,938) (5,679) 382 1,606 (4,394)	(186) - 30 5,611 151	- - - - -	(8,124) (5,679) 412 7,217 (4,243)
Profit before taxation Tax expense	69,479 (11,826)	15,929 (2,137)	-	85,408 (13,963)	42,963 (8,250)	10,080 (1,088)	-	53,043 (9,338)
Profit from continuing operations	57,653	13,792	-	71,445	34,713	8,992	-	43,705
Discontinued operations Loss from discontinued operations				-				(1,134)
Profit for the financial year			_	71,445			_	42,571
Segment assets	537,084	193,668	<del>-</del>	730,752	202,974	157,609	<del>-</del>	360,583
Other disclosures Non-cash items* (other than depreciation and amortisation) Capital expenditure arising from:	282	(18)	-	264	4,681	(97)	-	4,584
<ul> <li>acquisition of a subsidiary</li> <li>property, plant and equipment, ROU assets and intangible assets additions</li> </ul>	8,406	1,578	-	9,984	11,589	37,613 37	-	37,613 11,626

<sup>\*</sup> Included in non-cash items are (reversal of) / allowance for impairment of receivables and deposits – net, defined benefit plan expenses and unrealised loss on foreign exchange.

Explanatory Notes on the Quarterly Report – 31 December 2022

# A7. Segment Reporting (continued)

# Geographical segments

# Non-current assets

Non-current assets are determined according to the country of the operating segment. Non-current assets exclude financial instruments and deferred tax assets.

		As at
	31.12.2022	<u>31.12.2021</u>
	RM'000	RM'000
Malaysia	522,198	175,364
Thailand	148,358	113,704
	670,556	289,068
Borrowings and lease liabilities		
		As at
	31.12.2022	31.12.2021
	RM'000	RM'000
Malaysia	152,560	4,646

# Information about a major customer

There is no single customer that contributed 10% or more of the Group's revenue throughout the reported financial year.

# A8. Revenue

The disaggregation of revenue by types of services are as follows:

			Year ended
	<u>Note</u>	31.12.2022	31.12.2021
		RM'000	RM'000
Provision of services	(a)		
- digital reports	(a)	78,949	55,524
- subscriptions and monitoring services		85,832	80,914
- comprehensive portfolio review and analytics		15,323	9,398
- digital solutions		14,677	7,330
		194,781	153,166
a) Revenue from contracts with customers:			
			Year ended
		31.12.2022	31.12.2021
		RM'000	RM'000
Timing of revenue recognition:			
- at a point in time		104,228	68,971
- over time		90,553	84,195
OVOI UIIIO			
Revenue from contracts with customers		194,781	153,166

Explanatory Notes on the Quarterly Report – 31 December 2022

#### A8. Revenue (continued)

The Group serves three distinct types of customers, namely Key Accounts, Commercial and Direct-to-Consumer. Key Accounts customers comprise the Group's highest revenue-generating customers as well as other selected customers, such as those with complex requirements or well-recognised brands. Commercial customers comprise (i) the Group's Malaysian segment commercial customers other than Key Accounts customers and (ii) all of CTOS Basis Sdn. Bhd.'s ("CTOS Basis"), a wholly owned subsidiary of the Company, customers which are all commercial customers included within the international segment in Note A7. Direct-to-Consumer comprise the Group's retail consumers.

The disaggregation of revenue by types of customers are as follows:

		Year ended
	31.12.2022	31.12.2021
	RM'000	RM'000
Type of customers		
- Key Accounts	74,767	53,589
- Commercial – Malaysia	91,415	83,205
- Commercial – International	13,320	7,260
- Direct-to-Consumer	15,279	9,112
Total	194,781	153,166

#### A9 Valuations of Property, Plant and Equipment

There were no revaluations of property, plant and equipment during the financial year ended 31 December 2022. As at 31 December 2022, all property, plant and equipment were stated at cost less accumulated depreciation.

#### A10. Changes in the Composition of the Group

- 1. Investment in an associate
  - (i) On 4 March 2022, the Company completed the acquisition of 490,000 ordinary shares in Juris Technology Sdn. Bhd. ("JurisTech") for a total cash consideration of RM205.8 million. Upon completion of the transaction, JurisTech becomes an associate of the Company.
  - (ii) During the financial year, the Company acquired a total of 3,180,000 ordinary shares in RAM Holdings Berhad ("RAM"), representing 49.55% of the total issued and paid-up share capital of RAM for a total cash consideration of RM136.2 million. At the end of the financial year, the Group holds 57.675% in RAM. Accordingly, the investment in RAM which was previously classified as other investment as at 30 June 2022 is now reclassified to associate.

# 2. Accretion of equity interest in an associate

On 9 March 2022, the Company acquired additional 17,846,200 ordinary shares in Business Online Public Company Limited ("BOL") representing 2.175% of the total paid up share capital of BOL, for a total cash purchase consideration of THB205.2 million or equivalent to RM26.2 million. Upon completion of the acquisition, the shareholdings in BOL increased to 203,690,600 ordinary shares, representing 24.825% of the equity interest in BOL. The acquisition was completed on 11 March 2022.

Other than the above, there were no changes in the composition of the Group during the financial year ended 31 December 2022.

Explanatory Notes on the Quarterly Report – 31 December 2022

#### A11. Material Events Subsequent to the Financial Year

There were no material events subsequent to the end of the financial year up to the date of this report.

#### A12. Contingent Liabilities or Contingent Assets

In the normal course of business, there are contingent liabilities arising from legal recourse sought on the Group's credit reporting operations. There were no material losses anticipated as a result of these transactions.

- a) In January 2020, CDS, a wholly owned subsidiary of the Company was served a legal notice by a Plaintiff on the basis of an alleged negligence in reporting credit information. CDS reiterates through its defence that it is a licensed entity under the Credit Reporting Agencies Act 2010 (Act) and has conducted its business pursuant to and in compliance of the Act. The Court has fixed the matter for Full Trial on 11 and 12 May 2023.
- b) In February 2022, CDS was served a legal notice by a Plaintiff on the basis of an alleged inaccuracy in reporting credit information and that the said reporting was not consented. CDS reiterates through its defence that it is a licensed entity under the Act and has conducted its business pursuant to and in compliance of the Act. The Court had dismissed the Plaintiff's Application for Summary Judgement and the case will proceed with Full Trial. Case Management will be held on 31 January 2023.
- c) In July 2022, a Plaintiff filed an action seeking for a Court Order and/or Injunction against CDS (First Defendant) to delete and/or withdraw the credit information under the "Special Attention Account" status in his credit report that relates to the "Temporary Overdraft" facility granted by a financial institution (Second Defendant) to the Plaintiff. In addition, the Plaintiff further seeks an Order against the Second Defendant to withdraw the publication and/or any upload of credit information under the "Special Attention Account" status relating to the "Temporary Overdraft" facility in CDS and other credit reporting agency in Malaysia including Bank Negara Malaysia (BNM) through BNM CCRIS database. The Full Trial was duly conducted and completed. The Court had subsequently fixed the Case Management on 28 February 2023 for the Parties to file Written Submissions.
- d) In October 2022, CDS was served with a Writ Summon by a Plaintiff claiming negligence in CDS' credit report which had contained the Plaintiff's bankruptcy proceeding that was annulled by the Court. The Plaintiff seeks damages, a public apology and an order to restrain CDS from making and/or publishing the information. CDS maintained that it has the right to publish the bankruptcy proceeding and the status update on the annulment in the credit report within the timeframe as allowed under the Act. The Court has fixed the matter for Case Management on 30 March 2023.
- e) On 20 January 2023, CDS was served with a Writ Summons as the Fourth Defendant whereby the Plaintiff alleged negligence and/or conspiracy to injure its interests through the electronic trade reference (eTR) listing. The Plaintiff seeks injunction against the CDS' Subscriber and its Directors (First, Second and Third Defendants). The Plaintiff further seeks damages, losses, interests and costs from all the Defendants including CDS. CDS maintains that it has conducted its business pursuant to and in compliance of the Act. CDS further maintains that the disclosure of the Plaintiff's eTR data to others (if any) can only be made with the consent of the Plaintiff. CDS will seek indemnity against the First Defendant in the event of any breach of the Subscription Agreement. There is no Court date fix for the matter.

The Management has seek external legal advice on these litigation cases. The Board and Management have been advised that the Group has a fair chance in successfully defending the cases based on past precedents and no provisions are required in the condensed consolidated financial information as at 31 December 2022. Furthermore, CDS' obligations from these claims, if any, are unable to be measured reliably as at 31 December 2022.

There were no other material changes in the contingent liabilities or contingent assets since the last financial year ended 31 December 2021.

Explanatory Notes on the Quarterly Report – 31 December 2022

## A13. Capital Commitments

Significant capital expenditure contracted for at the end of reporting date but not recognised as liabilities are as follows:

		As at
	31.12.2022	31.12.2021
	RM'000	RM'000
Contracted		
- property, plant and equipment	808	319
- intangible assets	2,011	1,240
	2,819	1,559

# A14. Significant Related Party Transactions

The related party transactions described below were carried out on agreed commercial terms and transacted on an arm's-length basis with the related parties.

	Transactions for the year ended <u>31.12.2022</u> RM'000	Balances as at 31.12.2022 RM'000
Group	TXIVI 000	1 (W 000
Purchase of services - Professional services from Credisense Limited ("Credisense")	1,250	92
Sale of services - Advisory and support services to CIBI Holdings	1,808	

The Group has entered into the above related party transactions with parties whose relationships are set out below:

- (i) Credisense, being an entity connected to the immediate holding company, Inodes Limited, is principally engaged in software development. Credisense has been providing services to CDS pursuant to a master software license and service agreement dated 8 June 2018 comprising software, consultancy, training, maintenance and support.
- (ii) CIBI Holdings, being an entity connected to certain directors of the Company, is an investment holding company. CDS provides advisory and support services relating to credit bureaus to CIBI Holdings from September 2021.

Explanatory Notes on the Quarterly Report – 31 December 2022

#### A15. Fair Value Measurements

Fair values are categorised into different levels in a fair value hierarchy based on the inputs used in the valuation technique as follows:

Level 1 – quoted prices (unadjusted) in active markets for identical assets or liabilities;

Level 2 – inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices); and

Level 3 – inputs for the asset or liability that are not based on observable market data (i.e. unobservable inputs).

a) Financial instruments carried at amortised cost

The carrying amounts of financial assets and liabilities of the Group approximated their fair values as at 31 December 2022.

b) Financial instruments carried at fair value

The following table represents the assets and liabilities measured at fair value, using the respective valuation techniques, as at 31 December 2022:

	Level 1	Level 3
	RM'000	RM'000
<u>Current asset</u>		
Other investments		
<ul> <li>Investment in money market funds</li> </ul>	5,048	-
Current liability		
Contingent consideration	-	12,157

The fair value of the other investments is calculated based market approach using market multiples, financial information of the equity investments and a discount/premium applied in the valuation. Fair value gain and loss is presented in other comprehensive income.

The fair value of the contingent consideration is calculated as the present value of estimated future cash flow using a discount rate that is adjusted for projection and credit risk. Fair value gain and loss is presented in profit or loss within other income/expense.

Explanatory Notes on the Quarterly Report – 31 December 2022

# PART B: EXPLANATORY NOTES PURSUANT TO PARAGRAPH 9.22 OF THE MAIN MARKET LISTING REQUIREMENTS

# **B1.** Review of Group Performance

		Year ended	%
	31.12.2022	31.12.2021	+/(-)
	RM'000	RM'000	
Revenue			
Malaysia	181,461	145,906	24.4
International	13,320	7,260	83.5
	194,781	153,166	27.2
Segment profit			
Malaysia	65,094	59,018	10.3
International	8,576	4,437	93.3
	73,670	63,455	16.1
Profit before tax ("PBT")	85,408	53,043	61.0
Profit/(loss) after tax			
Continuing operations	71,445	43,705	63.5
Discontinued operations	-	(1,134)	(100.0)
Diocommuna oporanione	71,445	42,571	67.8
Profit/(loss) attributable to Owners of the Company ("PATAMI")			
Continuing operations	71,445	43,705	63.5
Discontinued operations	<u> </u>	(583)	(100.0)
	71,445	43,122	65.7
Reconciliation of PATAMI to Normalised PATAMI:			
PATAMI Add:	71,445	43,122	65.7
Losses from CIBI Holdings and CIBI	_	583	
Costs related to acquisitions	4,402	1,055	
Realised and unrealised foreign exchange losses on	, -	,	
USD borrowings	-	4,438	
Incremental income tax expense	14,306	5,404	
Write back of prior year tax	(5,066)		
Normalised PATAMI, before interest expense	85,087	54,602	55.8
Interest expense on bank borrowings	4,178	5,608	
Normalised PATAMI – Note 1	89,265	60,210	48.3

Note 1 – Normalised PATAMI is calculated as profit for the financial year attributable to owners of the Company plus (i) losses from CIBI and CIBI Holdings; (ii) costs related to our acquisition of CTOS Basis (for the financial year ended ("FYE") 31 December 2021) and acquisitions of RAM, JurisTech and additional investment in BOL (for the FYE 31 December 2022); (iii) realised and unrealised foreign exchange losses/(gains) on USD borrowings; (iv) incremental income tax expense of CDS recognised based on the statutory tax rate of 24% for FYE 31 December 2022 and estimated annual effective tax rate of 15.1% for the FYE 31 December 2021 as compared to the tax payable by CDS in accordance with the tax exemption granted for the tax relief period under the Pioneer Status incentives (refer to note B6 for more details); (v) write back of prior year tax of CDS on approval of transition to the MSC Malaysia Status Services Incentive for the period from 1/7/2021 to 8/11/2021 and (vi) interest expense on bank borrowings.

Explanatory Notes on the Quarterly Report - 31 December 2022

#### **B1.** Review of Group Performance (continued)

For the financial year ended 31 December 2022, the Group registered a revenue of RM194.8 million as compared to a revenue of RM153.2 million in the previous financial year, an increase of 24.4% year on year whilst the Group's segment profit improved by 17.2% to RM74.4 million from RM63.5 million a year ago. The Group's PATAMI jumped 65.7% to RM71.4 million as compared to RM43.1 million recorded in the previous financial year.

The Malaysia operations contributed profit of RM65.1 million for the financial year ended 31 December 2022, an increase of 10.3% from RM59.0 million in the previous financial year. This is contributed by the 24.4% increase in revenue to RM181.5 million from RM145.9 million in the previous financial year. Revenue was higher for all the 3 types of customers (namely Key Accounts, Commercial – Malaysia and Direct-to-Consumer), driven by strong demand for CTOS Data Systems Reports, digital solutions and comprehensive portfolio review as well as growth in new CTOS Credit Manager subscribers. Segment profit increased by 10.3% to RM65.1 million contributed by the revenue growth but offset by the Group's higher operating expenses in staff costs and information technology related costs following the Group's continuing investment in key talents, cybersecurity and technology to drive future growth.

The profit from the International operations nearly doubled to RM8.6 million in the current financial year from RM4.4 million a year ago attributed to the 83.5% jump in revenue to RM13.3 million in the current year. The significant increase in revenue is mainly contributed by the higher bulk data sales to new customers.

The PBT of the Group for the current financial year improved by 61.0% to RM85.4 million with the higher share of profits of associates, lower finance costs and foreign exchange losses as well as receipt of dividend income of RM1.3 million from our investment in RAM. Share of profits of associates jumped to RM22.5 million from RM7.2 million a year ago with the contribution from JurisTech and RAM, which were acquired in the current financial year, and higher profit from BOL, our associate in Thailand. The foreign exchange losses incurred in the previous financial year were in relation to the foreign currency borrowings procured to finance the acquisition of BOL which have been fully settled with the IPO proceeds in the previous financial year.

Profit after tax increased by 67.8% to RM71.4 million from RM42.6 million in the previous financial year after incorporating the write back of prior year tax in CDS of RM5.1 million following the approval received on 26 May 2022 on the transition to the MSC Malaysia Status Services Incentive for the transitional period from 1 July 2021 until 8 November 2021 (see Note B6). The profit for the previous financial year included loss from CIBI Holdings and CIBI of RM1.1 million which has been classified as discontinued operations following the completion of the distribution by way of dividend-in-specie of the ordinary shares in CIBI Holdings held by the Company on 15 June 2021.

Normalised PATAMI increased by 48.3% to RM89.3 million in the current year from RM60.2 million in the previous financial year attributed mainly to the growth in our segment profit and the higher share of profits of associates. Excluding the normalisation of interest expense on borrowings, the normalised PATAMI grew by 55.8%.

Explanatory Notes on the Quarterly Report - 31 December 2022

#### B2. Comparison with Immediate Preceding Quarter

		Quarter ended	%
	31.12.2022	30.9.2022	+/(-)
	RM'000	RM'000	
Revenue			
Malaysia	49,388	47,651	3.6
International	3,355	5,196	(35.4)
	52,743	52,847	(0.2)
Segment profit			
Malaysia	11,951	20,851	(42.7)
International	2,051	3,665	(44.0)
	14,002	24,516	(42.9)
PBT	18,437	27,618	(33.2)

The Group recorded a marginally lower revenue of RM52.7 million for the current quarter compared to RM52.8 million in the preceding quarter. However, the PBT decreased by 33.2% to RM18.4 million compared to RM27.6 million in the preceding quarter.

The Malaysia operations recorded a 3.6% higher revenue of RM49.4 million in the current quarter contributed by the higher sale of digital solutions to the Key Account customers. However, the profit from Malaysia operations decreased by 42.7% from RM20.9 million in the preceding quarter to RM12.0 million in the current quarter due to the lower gross margin on product mix and higher operating expenses incurred in the current quarter, mainly in staff costs.

The profit from International operations dropped by RM1.6 million to RM2.1 million compared to RM3.7 million in the preceding quarter due to the lower revenue in the current quarter.

Group PBT decreased to RM18.4 million in the current quarter due to the lower segment profit and the higher finance costs incurred on the term loans for our investments but mitigated by the higher share of profits from our investments.

# **B3.** Prospects of the Group

The Company expects its subsidiaries and business segments to continue with the growth momentum into 2023 on the back of the continued recovery of the Malaysian and regional economies.

Growth in Key Accounts segment is expected to be driven by continued adoption of our leading digital solutions and analytical insights, and organic growth in the BAU business. The Commercial segment should see growth through new account activations as well as increasing consumption of products and solutions as SMEs look to onboard and assess creditworthiness of customers more seamlessly. We expect to expand our Direct-to-Consumer business through financial literacy programs and partnerships targeting the circa 15 million credit active consumers in Malaysia.

The Group will continue developing synergistic opportunities in its strategic investments in Malaysia and Thailand. We expect our investments to enhance our value proposition to our clients, from banks to SMEs, by offering unique and value adding end-to-end digital lending solutions.

All associate companies are expected to perform to expectations.

There remain challenges in the domestic and global markets. However, the Company has put in place relevant mitigation measures and barring unforeseen circumstances, the Board is optimistic that the medium to long term outlook for the Group is positive with potential upside through expansion into new verticals.

Explanatory Notes on the Quarterly Report – 31 December 2022

# **B4.** Variance of Actual Profit from Profit Forecast or Profit Guarantee

Not applicable as there was no financial forecast issued for the current financial year.

#### **B5.** Profit Before Tax

The following items have been (credited)/charged in arriving at the profit before tax:

		Quarter ended		Year ended
	31.12.2022	31.12.2021	31.12.2022	31.12.2021
	RM'000	RM'000	RM'000	RM'000
(Reversal of allowance)/allowance for				
impairment of receivables - net	425	(3)	245	304
Depreciation of property, plant and				
equipment	1,467	1,377	5,448	5,989
Depreciation of right-of-use assets	400	395	1,598	1,729
Amortisation of intangible assets	345	200	1,219	880
Realised (gain)/loss on foreign exchange	(27)	(39)	11	4,321
Unrealised loss/(gain) on foreign				
exchange	83	16	19	(47)
Bad debt recovered	-	(7)	-	(42)
Dividend income	-	-	(1,346)	-
Finance income:				
- interest income	(37)	(20)	(108)	(156)
- distribution income from money market	` ,	, ,	` ,	` ,
funds	-	(142)	(61)	(258)
- fair value gain on other investments	(117)	-	(350)	
•				

Other than as presented in the condensed consolidated statements of comprehensive income and as disclosed above, there were no material gains/losses on disposal of quoted and unquoted investments or properties and other exceptional items for the financial year ended 31 December 2022.

# **B6.** Tax Expense

	31.12.2022 RM'000	Quarter ended 31.12.2021 RM'000	31.12.2022 RM'000	Year ended 31.12.2021 RM'000
Continuing operations Current tax - current period - (over)/under accrual in prior year	5,337 -	1,646 331	18,801 (5,074)	10,045 331
	5,337	1,977	13,727	10,376
Deferred tax - origination and reversal of temporary differences	(631)	11	236	(1,038)
unierences	(031)			(1,038)
	4,706	1,988	13,963	9,338
Discontinued operations				164
	4,706	1,988	13,963	9,502

Explanatory Notes on the Quarterly Report - 31 December 2022

#### **B6.** Tax Expense (continued)

The Group's effective tax rate, excluding share of profits of associates, for the current quarter was 44.0%, higher than the statutory tax rate of 24% mainly due to non-deductible expenses whilst the Group's effective tax rate for the financial year ended 31 December 2022 was 22.0%, lower than the statutory tax rate of 24% mainly due to the overprovision of prior year tax.

CDS is entitled to pioneer status incentives under the Promotion of Investments Act ("PIA") 1986 for MSC Malaysia Qualifying Activities. As a result, certain CDS profits are exempted from tax for a period of 10 years, beginning on 9 November 2016. However, based on the provisions of the PIA 1986, the incentive's effective period is only for the first 5 years. CDS can enjoy an extension of a second 5-year incentive period by applying to the Malaysian Investment Development Authority ("MIDA").

The tax relief period under CDS's MSC Pioneer Certificate is from 9 November 2016 to 8 November 2021. However, pursuant to the Grandfathering and Transitional Guidelines issued by Malaysia Digital Economy Corporation Sdn Bhd ("MDEC") which became effective on 1 January 2019, such tax relief period will only last until 30 June 2021. CDS requires approval from the MDEC or the relevant authorities to continue enjoying these tax incentives from 1 July 2021 until 8 November 2021 (the "Transitional Period").

CDS has on 26 May 2022 received the approval letter from MIDA via MDEC on Transition to the MSC Malaysia Status Services Incentive under Income Tax (Exemption) (No. 10) Order 2018 [P.U. (A) 389/2018], Income Tax Act 1967, which grants tax incentives for the whole of the Transitional Period.

CTOS has submitted a new application to MDEC in accordance with the new conditions stipulated in the approval letter, for an extension of tax exemption period for the next five years until 2026.

On 28 July 2022, CDS has received the approval in principle from the Ministry of Finance (MOF) via MDEC on the extension of income tax exemption under Section 127(3)(b) of the Income Tax Act 1967. The approval in principle is applicable until the amendment of provisions for the extension of the second five-year period under P.U. (A) 389/2018 is approved and gazetted.

Pending the gazettement of P.U. (A) 389/2018, CDS' tax expense for the current year ended 31 December 2022 was computed using the corporate income tax rate of 24%. In In the financial year ended 31 December 2021, CDS' tax expense for the period 9 November 2021 to 31 December 2021 was computed using the corporate income tax rate of 24%.

Tax expense for the taxation authorities in the Philippines is calculated at the rate prevailing in that jurisdiction.

#### **B7.** Status of Corporate Proposals

There is no corporate proposal announced but not completed as at the date of this report.

#### **B8.** Borrowings

	<u>Currency</u>		As at
		31.12.2022	31.12.2021
Cooured		RM'000	RM'000
Secured Current			
Term loan	RM	9,972	_
Non-current	DM	400 400	
Term loan	RM	139,489	<u>-</u>
Total borrowings		149,461	-

Explanatory Notes on the Quarterly Report - 31 December 2022

#### **B9.** Material Litigation

Save as disclosed in Note A12, there were no other material changes to the material litigation as at the date of this report since the last audited financial statements for the financial year ended 31 December 2021.

#### **B10.** Financial Liabilities

The Group recognised fair value loss of RM2.9 million during the financial year ended 31 December 2022 on the contingent consideration for the acquisition of CTOS Basis (see Note A15(b)).

Save as disclosed above, there was no other gain or loss arising from fair value changes of the Group's financial liabilities for the current quarter and financial year under review.

#### **B11.** Dividends

The Board of Directors has declared a fourth interim single tier dividend of 0.36 sen per ordinary share in respect of the financial year ended 31 December 2022, which is not taxable in the hands of the shareholders pursuant to paragraph 12B of Schedule 6 of the Income Tax Act 1967, to be paid on 15 March 2023. The entitlement date for the dividend payment is 21 February 2023.

A depositor shall qualify for entitlement to the dividend only in respect of:

- (i) shares transferred into the depositor's securities account before 4.30 pm on 21 February 2023 in respect of transfers; and
- (ii) shares bought on Bursa Malaysia Securities Berhad on a cum entitlement basis according to the Rules of Bursa Malaysia Securities Berhad.

# **B12.** Earnings per Share

Basic and diluted earnings per share of the Group is calculated by dividing the profit attributable to the owners of the Company by the weighted average numbers of ordinary shares in issue during the financial year.

		Quarter ended		Year ended
	<u>31.12.2022</u>	<u>31.12.2021</u>	<u>31.12.2022</u>	<u>31.12.2021</u>
Profit/(loss) attributable to the owners of the Company (RM'000)				
<ul><li>Continuing operations</li><li>Discontinued operations</li></ul>	13,731 - 	11,926 	71,445 	43,705 (583)
	13,731	11,926	71,445	43,122
Number of shares at the beginning of the period ('000)  Adjusted for increase in number of	2,310,000	2,200,000	2,200,000	2,000,000
shares on 3 March 2022 ('000)			91,616	90,959
Weighted average number of				
ordinary shares in issue ('000)	2,310,000	2,200,000	2,291,616	2,090,959
Basic/Diluted earnings per ordinary share (sen)				
- Continuing operations - Discontinued operations	0.6 -	0.5	3.1	2.1
	0.6	0.5	3.1	2.1
* N = -:!'-:' -!-				

<sup>\*</sup> Negligible