

## FULL YEAR RESULTS \* FINANCIAL STATEMENT AND RELATED ANNOUNCEMENT

\* Asterisks denote mandatory information

<b>Name of Announcer *</b>	UNIFIED COMMUNICATIONS HLDGLTD
<b>Company Registration No.</b>	200211129W
<b>Announcement submitted on behalf of</b>	UNIFIED COMMUNICATIONS HLDGLTD
<b>Announcement is submitted with respect to *</b>	UNIFIED COMMUNICATIONS HLDGLTD
<b>Announcement is submitted by *</b>	ANTON SYAZI AHMAD SEBI
<b>Designation *</b>	CHIEF EXECUTIVE OFFICER & EXECUTIVE DIRECTOR
<b>Date &amp; Time of Broadcast</b>	24-Feb-2012 17:33:46
<b>Announcement No.</b>	00076

## &gt;&gt; ANNOUNCEMENT DETAILS

The details of the announcement start here ...

<b>For the Financial Period Ended *</b>	31-12-2011
<b>Description</b>	Please see attached.
<b>Attachments</b>	 UCHLAnnouncementof2011FullYearResults.PDF Total size = <b>102K</b> (2048K size limit recommended)

Full Year Financial Statements and Dividend Announcement  
for the Year Ended 31 December 2011

PART 1 - INFORMATION REQUIRED FOR ANNOUNCEMENTS OF QUARTERLY (Q1, Q2, Q3 & Q4), HALF-YEAR AND FULL YEAR RESULTS

1(a)(i) An income statement (for the group) together with a comparative statement for the corresponding period of the immediately preceding financial year.

Set out below are the financial statements for the year ended 31 December 2011

Consolidated Income Statement

	Group		
	12 months ended 31 Dec		
	2011	2010	Inc/(dec)
	S\$'000	S\$'000	%
<b>Revenue</b>	<b>13,947</b>	<b>18,223</b>	<b>(23)</b>
Cost of sales	(6,362)	(8,901)	(29)
<b>Gross profit</b>	<b>7,585</b>	<b>9,322</b>	<b>(19)</b>
Other operating income	1,502	1,512	(1)
Expenses:			
Technical support expenses	(3,034)	(2,803)	8
Distribution costs	(1,222)	(1,874)	(35)
Administrative expenses	(3,273)	(2,425)	35
Other operating expenses	(154)	(2,086)	(93)
Finance costs	-	(1)	(100)
Share of profit from an equity-accounted associate	1,031	1,156	(11)
<b>Profit before income tax</b>	<b>2,435</b>	<b>2,801</b>	<b>(13)</b>
Income tax expenses	(260)	(329)	(21)
<b>Profit for the year</b>	<b>2,175</b>	<b>2,472</b>	<b>(12)</b>
<b>Profit attributable to:</b>			
Owners of the Company	1,918	2,067	(7)
Non-controlling interest	257	405	(37)
<b>Profit for the year</b>	<b>2,175</b>	<b>2,472</b>	<b>(12)</b>

Consolidated Statement of Comprehensive Income

	Group		
	12 months ended 31 Dec		
	2011	2010	Inc/(dec)
	S\$'000	S\$'000	%
<b>Profit for the year</b>	<b>2,175</b>	<b>2,472</b>	<b>(12)</b>
Other comprehensive income:			
Exchange difference on translating foreign operations	(460)	566	(181)
<b>Total comprehensive income for the year</b>	<b>1,715</b>	<b>3,038</b>	<b>(44)</b>
<b>Total comprehensive income/(expense) attributable to:</b>			
Owners of the Company	1,469	2,628	(44)
Non-controlling interest	246	410	(40)
<b>Total comprehensive income for the year</b>	<b>1,715</b>	<b>3,038</b>	<b>(44)</b>

1(a)(ii) Notes to income statement

Profit after tax is stated after (charging)/crediting the following items:

	Group		
	12 months ended 31 Dec		
	2011	2010	Inc/(dec)
	S\$'000	S\$'000	%
<b>Other operating income, comprising:</b>			
Write back of allowance for impairment of receivables - trade	54	182	(70)
Write back of allowance for impairment of receivables - non-trade	-	49	(100)
Foreign exchange gain	153	726	(79)
Write back of allowance for inventories obsolescence	8	-	100
Write back of allowance for impairment of plant and equipment	68	-	100
Write back of payables	213	-	100
Fair value gain on investment property	388	-	100
Interest income	491	415	18
Gain on disposal of plant and equipment	2	28	(94)
Gain on disposal of a subsidiary	83	-	100
<b>Other operating expenses, comprising:</b>			
Allowance for inventories obsolescence	(14)	(36)	100
Allowance for impairment of trade receivables	-	(52)	100
Allowance for impairment of other receivables	(21)	(29)	(28)
Amortisation of development costs and intellectual property	(702)	(627)	12
Depreciation of plant and equipment	(493)	(571)	(14)
Foreign exchange loss	(93)	(772)	(88)
Allowance for impairment loss on plant and equipment	-	(734)	(100)
Allowance for impairment loss on development cost	-	(447)	(100)
Plant and equipment written off	(2)	(1)	64
<b>Income tax expenses:</b>			
Current income tax	283	82	245
Deferred income tax	-	239	(100)
(Over)/Under provision in prior years	(23)	8	(388)

1(b)(i) A balance sheet (for the issuer and group), together with a comparative statement as at the end of the immediately preceding financial year.

**Balance Sheets**

	Group		Company	
	As at		As at	
	12/31/2011	12/31/2010	12/31/2011	12/31/2010
	S\$'000	S\$'000	S\$'000	S\$'000
<b>ASSETS</b>				
<b>Non-current assets</b>				
Plant and equipment	3,846	3,799	-	-
Investment property	3,630	-	-	-
Intangible assets	3,765	3,286	-	-
Investments in subsidiaries	-	-	32,734	32,734
Investment in an associate	798	1,449	-	-
Deferred income tax assets	42	43	-	-
Trade and other receivables	880	2,672	-	-
Other assets	173	-	-	-
<b>Total non-current assets</b>	<b>13,134</b>	<b>11,249</b>	<b>32,734</b>	<b>32,734</b>
<b>Current assets</b>				
Inventories	94	158	-	-
Trade and other receivables	6,351	7,043	6,451	6,354
Cash and cash equivalents	15,083	17,220	37	9
<b>Total current assets</b>	<b>21,528</b>	<b>24,421</b>	<b>6,488</b>	<b>6,363</b>
<b>Total assets</b>	<b>34,662</b>	<b>35,670</b>	<b>39,222</b>	<b>39,097</b>
<b>EQUITY AND LIABILITIES</b>				
<b>Equity</b>				
Share capital	31,948	31,948	31,948	31,948
(Accumulated losses)/retained earnings	(623)	(2,221)	6,704	6,708
Foreign currency translation reserve	(1,830)	(1,381)	-	-
<b>Equity attributable to owners of the Company</b>	<b>29,495</b>	<b>28,346</b>	<b>38,652</b>	<b>38,656</b>
Non-controlling interest	1,273	1,029	-	-
<b>Total equity</b>	<b>30,768</b>	<b>29,375</b>	<b>38,652</b>	<b>38,656</b>
<b>Non-current liabilities</b>				
Deferred income tax liabilities	25	25	-	-
<b>Total non-current liabilities</b>	<b>25</b>	<b>25</b>	<b>-</b>	<b>-</b>
<b>Current liabilities</b>				
Current income tax liabilities	7	39	-	-
Trade and other payables	3,862	6,231	570	441
<b>Total current liabilities</b>	<b>3,869</b>	<b>6,270</b>	<b>570</b>	<b>441</b>
<b>Total liabilities</b>	<b>3,894</b>	<b>6,295</b>	<b>570</b>	<b>441</b>
<b>Total equity and liabilities</b>	<b>34,662</b>	<b>35,670</b>	<b>39,222</b>	<b>39,097</b>

1(b)(ii) Aggregate amount of group's borrowings and debt securities.

Amount repayable in one year or less, or on demand

Group		Group	
As at 31/12/2011		As at 31/12/2010	
Secured	Unsecured	Secured	Unsecured
S\$'000	S\$'000	S\$'000	S\$'000
-	-	-	-

Amount repayable after one year

Group		Group	
As at 31/12/2011		As at 31/12/2010	
Secured	Unsecured	Secured	Unsecured
S\$'000	S\$'000	S\$'000	S\$'000
-	-	-	-

Details of any collateral

Not applicable

1(c) A cash flow statement (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year.

**Consolidated Statement of Cash Flow**

	Group	
	12 months ended 31 December	
	2011	2010
	S\$'000	S\$'000
<b>Operating activities:</b>		
Profit before income tax	2,435	2,801
Adjustments for:		
Amortisation of development costs and intellectual property	702	627
Depreciation of plant and equipment	493	571
Gain on disposal of a subsidiary	(83)	-
Plant and equipment written off	2	1
Write back of allowance for impairment of receivables - trade	(54)	(182)
Write back of allowance for impairment of receivables - non-trade	0	(49)
Write back of allowance for impairment of plant and equipment	(68)	-
Write back of payables	(213)	-
Fair value gain on investment property	(388)	-
Allowance for inventory obsolescence	14	36
Allowance for impairment loss on plant and equipment	-	734
Allowance for impairment loss for development costs	-	447
Write back of allowance for inventories obsolescence	(8)	-
Allowance for impairment of trade receivables	-	52
Allowance for impairment of other receivables	21	29
Gain on disposals of plant and equipment	(2)	(28)
Interest expense	-	1
Interest income	(491)	(415)
Share of profit from an equity-accounted associate	(1,031)	(1,156)
<b>Operating cash flow before movement in working capital</b>	<b>1,329</b>	<b>3,469</b>
Changes in operating assets and liabilities		
Inventories	89	(23)
Other assets	(173)	-
Trade and other receivables	2,519	2,528
Trade and other payables	(1,955)	(1,773)
<b>Cash generated from operations</b>	<b>1,809</b>	<b>4,201</b>
Income tax paid	(248)	(58)
Interest paid	-	(1)
<b>Net cash from operating activities</b>	<b>1,561</b>	<b>4,142</b>
<b>Investing activities:</b>		
Purchase of plant and equipment	(640)	(1,308)
Purchase of investment property	(3,243)	-
Proceeds from disposals of plant and equipment	6	35
Disposal of subsidiary, net of cash disposed	(4)	-
Development costs paid	(1,143)	(1,784)
Deposits placement with licensed banks	(754)	-
Interest received	491	415
Dividend received from an equity-accounted associate	1,640	508
<b>Net cash from used in investing activities</b>	<b>(3,647)</b>	<b>(2,134)</b>
<b>Financing activities:</b>		
Dividend paid by a subsidiary to non-controlling interest	(80)	(41)
Dividend paid to equity holders of the Company	(320)	(320)
Repayments of finance leases	-	(10)
<b>Net cash used in financing activities</b>	<b>(400)</b>	<b>(371)</b>

1(c) A cash flow statement (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year. (continued)

	Group	
	12 months ended 31 December	
	2011	2010
	S\$'000	S\$'000
Net change in cash and cash equivalents	(2,486)	1,637
Cash and cash equivalents at beginning of the financial year (Note 1)	17,194	14,991
Effect of exchange rate changes on cash and cash equivalents	(405)	566
Cash and cash equivalents at end of the financial period (Note 1)	14,303	17,194

Explanatory Notes:

**Note 1**

	Group	
	12 months ended 31 December	
	2011	2010
	S\$'000	S\$'000
Cash and cash equivalents	15,083	17,220
Restricted deposits	(780)	(26)
Cash and cash equivalents per consolidated cash flow statement	14,303	17,194

1(d)(i) A statement (for the Issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalisation issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.

**Statement of Changes in Equity for the year ended 31 December 2011**

	Issued and fully paid		Foreign currency translation reserve	(Accumulated losses) / retained earnings	Sub-Total	Non-Controlling Interest	Total
	Number of shares	Share capital					
		S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000
<b>Financial year ended 31/12/2011</b>							
<b>Group</b>							
Balance at 1/1/2011	319,572,675	31,948	(1,381)	(2,221)	28,346	1,029	29,375
Total comprehensive income/ (expenses) for the financial year	-	-	(449)	1,918	1,469	246	1,715
Disposal of a subsidiary	-	-	-	-	-	78	78
Dividend paid to equity holders of the Company	-	-	-	(320)	(320)	-	(320)
Dividend paid to Non-controlling interest	-	-	-	-	-	(80)	(80)
<b>Balance at 31/12/2011</b>	<b>319,572,675</b>	<b>31,948</b>	<b>(1,830)</b>	<b>(623)</b>	<b>29,495</b>	<b>1,273</b>	<b>30,768</b>
<b>Company</b>							
Balance at 1/1/2011	319,572,675	31,948	-	6,708	38,656	-	38,656
Total comprehensive income/ (expenses) for the financial year	-	-	-	316	316	-	316
Dividend paid to equity holders of the Company	-	-	-	(320)	(320)	-	(320)
<b>Balance at 31/12/2011</b>	<b>319,572,675</b>	<b>31,948</b>	<b>-</b>	<b>6,704</b>	<b>38,652</b>	<b>-</b>	<b>38,652</b>

1(d)(i) A statement (for the Issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalisation issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year. (continued)

**Statement of Changes in Equity for the year ended 31 December 2010**

	Issued and fully paid		Foreign currency translation reserve	(Accumulated losses) / retained earnings	Sub-Total	Non-Controlling Interest	Total
	Number of shares	Share capital					
		S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000
<b>Financial year ended 31/12/2010</b>							
<b>Group</b>							
Balance at 1/1/2010	319,572,675	31,948	(1,942)	(3,968)	26,038	660	26,698
Total comprehensive income/ (expenses) for the financial period	-	-	561	2,067	2,628	410	3,038
Dividend paid to equity holders of the Company	-	-	-	(320)	(320)	-	(320)
Dividend paid to Non-controlling interest	-	-	-	-	-	(41)	(41)
<b>Balance at 31/12/2010</b>	<b>319,572,675</b>	<b>31,948</b>	<b>(1,381)</b>	<b>(2,221)</b>	<b>28,346</b>	<b>1,029</b>	<b>29,375</b>
<b>Company</b>							
Balance at 1/1/2010	319,572,675	31,948	-	(402)	31,546	-	31,546
Total comprehensive income/ (expenses) for the financial period	-	-	-	7,430	7,430	-	7,430
Dividend paid to equity holders of the Company	-	-	-	(320)	(320)	-	(320)
<b>Balance at 31/12/2010</b>	<b>319,572,675</b>	<b>31,948</b>	<b>-</b>	<b>6,708</b>	<b>38,656</b>	<b>-</b>	<b>38,656</b>

1(d)(ii) Details of any changes in the company's share capital arising from rights issue, bonus issue, share buy-backs, exercise of share options or warrants, conversion of other issues of equity securities, issue of shares for cash or as consideration for acquisition or for any other purpose since the end of the previous financial year reported on. State also the number of shares that may be issued on conversion of all the outstanding convertibles, as well as the number of shares held as treasury shares, if any, against the total number of issued shares excluding treasury shares of the issuer, as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year.

None

1(d)(iii) To show the total number of issued shares excluding treasury shares as at the end of the current financial period and as at the end of the preceding year.

	Company	
	As at 31/12/2011	As at 31/12/2010
Ordinary shares	319,572,675	319,572,675

1(d)(iv) A statement showing all sales, transfers, disposal, cancellation and/or use of treasury shares as at the end of the current financial period report on.

Not applicable.

2. Whether the figures have been audited or reviewed and in accordance with which auditing standard or practice.

These figures have neither been audited nor reviewed.

3. Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of a matter).

Not applicable.

4. Whether the same accounting policies and methods of computation as in the issuer's most recently audited annual financial statements have been applied.

The Group has adopted the same accounting policies and methods of computation in the financial statements for the current period as those applied in their audited financial statements for the year ended 31 December 2010.

5. If there are any changes in the accounting policies and methods of computation, including any required by an accounting standard, what has changed, as well as the reasons for, and the effect of, the change.

Not applicable.

6. Earnings per ordinary share of the group for the current financial period reported on and the corresponding period of the immediately preceding financial year, after deducting any provision for preference dividends.

	Group	
	12 months ended 31 December	
	2011	2010
	cents	cents
Based on the weighted average number of ordinary shares on issue <sup>(1)</sup>	0.60	0.65
On fully diluted basis (detailing any adjustments made to the earnings) <sup>(2)</sup>	n.a	n.a

n.a.: not applicable

<sup>(1)</sup> For comparative purposes, the earnings per ordinary share of the Group has been computed based on the net profit after tax from the financial statements of the relevant financial period and the weighted average number of ordinary shares issued of 319,572,675 shares for financial year ended 31 December 2011 and 2010.

<sup>(2)</sup> Diluted earnings per share have not been calculated as no diluting events existed during these periods. No share options were granted to any employees during these periods.

7. Net asset value (for the issuer and group) per ordinary share based on the total number of issued shares excluding treasury shares of the issuer at the end of the: (a) current financial period reported on; and (b) immediately preceding financial year.

	As at 31/12/2011		As at 31/12/2010	
	Group cents	Company cents	Group cents	Company cents
Net asset value per ordinary share <sup>(1)</sup>	9.23	12.09	8.87	12.10

<sup>(1)</sup> The net asset value per ordinary share of the Group and the Company has been computed based on the net asset value of the Group and the Company at the relevant financial year end and the existing issued share capital of 319,572,675 shares.



8. A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. The review must discuss any significant factors that affected the turnover, costs, and earnings of the group for the current financial period reported on, including (where applicable) seasonal or cyclical factors. It must also discuss any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on

**Review of results for the financial year ended 31 December 2011 as compared to financial year ended 31 December 2010**

*Group Revenue*

The Group recorded consolidated revenue of S\$13.9 million for the year ended 31 December 2011 ("2011"), a decrease of 23%, against revenue achieved in the corresponding year ended 31 December 2010 ("2010"). The decline in revenue recorded for 2011 is attributable to lower revenue recorded by all business units except for OHQ BU.

TECH BU closed the year with lower revenue of S\$5.8 million in 2011, a decrease of 10% from the S\$6.5 million achieved in 2010, mainly due to lower sales recorded from the SEA region, especially during the last quarter of 2011.

VAS BU's revenue for 2011 of S\$3.4 million, as compared S\$4.5 million for 2010, is due to lower system sale contract revenues. The lower revenue generated by VAS BU from the 'Others' region in 2011 meanwhile, is directly related to the subsidiary in Hong Kong disposed during second quarter of 2011, which now no longer contributes any revenue to VAS BU and the Group. In contrast to the decline in SEA and MEA revenues, VAS BU's revenue from the SA region for 2011 showed encouraging growth of 82% against 2010 results – an improvement driven by a sharp rise in managed service contract revenues.

OSS BU recorded revenue of S\$4.5 million in 2011, a decline of 37% from the S\$7.2 million achieved in 2010. The decline in 2011 revenue was due to significantly lower system sale revenues being secured this year compared to 2010.

OHQ BU contributed a new income stream to the Group in 2011 by recording rental income of S\$0.3 million from the investment property acquired in early 2011.

As a result of the lower system sale revenues of all three BUs, coupled with the 5% growth in managed service revenue, the Group now has 64% of consolidated revenue comprising managed service revenue as compared to 46% for the same in 2010.

Following the decline in revenue contribution from SEA and 'Other' regions, SA increased its contribution to 9.5% of Group revenue for 2011 as compared to 4.2% in the previous year.

*Group Gross Profit and Gross Profit Margins*

The Group achieved gross profit of S\$7.6 million and a gross profit margin of 54% in the current year, as compared to the S\$9.3 million and 51% realised in 2010 respectively. Group gross profit in 2011 did not decline by the same magnitude as consolidated revenue, arising from the higher overall gross profit margin achieved by the Group in the current year.

The improvement in overall gross profit margin of the Group is attributable to the higher contribution from managed service contract revenues which yield gross profit margins of more than 60% as compared to gross margins of less than 45% typical to system sale contracts.

*Group Net Profit and EBITDA*

The Group recorded net profit of S\$2.2 million and EBITDA of S\$3.3 million in 2011. These results are lower compared to the net profit and EBITDA achieved in 2010 of S\$2.5 million and S\$3.6 million respectively. The decrease in net profit of 12% was mainly due to the flow-down effect of lower revenue recorded in 2011. The following factors had however partially offset the effect of the lower revenue achieved on the Group net profit result:

- \* Improvement in overall gross profit margin as contributed by the growth in managed service contract revenue;
- \* Absence in 2011 of impairment loss on plant and equipment and development costs in respect of certain managed service contracts;
- \* A fair value gain of S\$0.4 million being recorded on the Group's investment property, following the open market valuation for the property conducted by an independent professional valuer; and
- \* A net foreign exchange gain of S\$0.1 million recorded in 2011, primarily due to revaluation gain associated with USD and SGD denominated assets of the Group's MYR reporting subsidiaries for 2011. In comparison, a net foreign exchange loss of S\$0.1 million was recorded in 2010.

*Detailed Segmental Breakdown of Group Revenue and Gross Profit*

The detailed segmental breakdown of the Group's revenue and gross profit for 2011, together with comparative results for 2010 is provided below:

**Table 8.1: Group consolidated revenue as analysed by business unit for financial year ended 31 December**

	2011 S\$'000	Sales mix %	2010 S\$'000	Sales mix %
Mobile Technology (TECH BU)	5,805	42	6,490	36
Mobile Value-Added-Services (VAS BU)	3,382	24	4,513	25
Operation Support Systems (OSS BU)	4,505	32	7,212	40
Operational Headquarters (OHQ BU)	255	2	8	0
<b>Total</b>	<b>13,947</b>	<b>100</b>	<b>18,223</b>	<b>100</b>

8. A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. The review must discuss any significant factors that affected the turnover, costs, and earnings of the group for the current financial period reported on, including (where applicable) seasonal or cyclical factors. It must also discuss any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on (continued)

**Review of results for the financial year ended 31 December 2011 as compared to financial year ended 31 December 2010 (continued)**

**Table 8.2: Group consolidated revenue analysed by geographical segment for financial year ended 31 December**

External Sales	2011				
	TECH S\$'000	VAS S\$'000	OSS S\$'000	OHQ S\$'000	Group S\$'000
South East Asia (SEA)	5,779	664	4,447	255	11,145
South Asia (SA)	23	1,262	36	-	1,321
Middle East & Africa (MEA)	-	1,413	-	-	1,413
Others	3	43	22	-	68
<b>Total</b>	<b>5,805</b>	<b>3,382</b>	<b>4,505</b>	<b>255</b>	<b>13,947</b>

External Sales	2010				
	TECH S\$'000	VAS S\$'000	OSS S\$'000	OHQ S\$'000	Group S\$'000
South East Asia (SEA)	6,442	1,522	7,172	8	15,144
South Asia (SA)	48	692	40	-	780
Middle East & Africa (MEA)	-	1,772	-	-	1,772
Others	-	527	-	-	527
<b>Total</b>	<b>6,490</b>	<b>4,513</b>	<b>7,212</b>	<b>8</b>	<b>18,223</b>

**Table 8.3: Group consolidated revenue as analysed by contract type for financial year ended 31 December**

External Sales	2011			2010		
	System Sale <sup>(1)</sup>	Managed Service <sup>(2)</sup>	Group	System Sale <sup>(1)</sup>	Managed Service <sup>(2)</sup>	Group
Revenue	5,048	8,899	13,947	9,778	8,445	18,223
Gross Profit	2,135	5,450	7,585	4,077	5,245	9,322
Gross Profit (%)	42%	61%	54%	42%	62%	51%

(1) System Sale – this refers to contracts that involve the outright purchase by customers of systems comprising the Group's products and technologies, and where these systems are in turn delivered as turnkey solutions. The scope of work for a system sale contract includes system design, implementation, testing and commissioning services.

(2) Managed Service – this refers to contracts that involve the provision of both systems comprising the Group's products and technologies as well as the Group's professional services, on a recurring, revenue sharing, software-as-a-service, pay-per-use or monthly or quarterly fixed and variable fee basis. Also treated as a managed service contract are system maintenance and technical support contracts with existing customers of the Group.

**Review of the Group's financial position as at 31 December 2011 as compared to the Group's financial position as at 31 December 2010**

Current assets decreased to S\$21.5 million as at 31 December 2011 (a decline of S\$2.9 million or 12%) from S\$24.4 million as at 31 December 2010. This decrease was mainly due to the net decrease in cash and cash equivalents by S\$2.1 million arising largely from payment of consideration for the investment property acquired earlier in the year.

Total non-current assets of the Group increased by S\$1.9 million or 17%, from S\$11.2 million as at 31 December 2010 to S\$13.1 million as at 31 December 2011. This increase is attributable mainly to the acquisition of the above-mentioned investment property. This increase is partially however offset by the decrease in non-current receivables as a result of collection and reclassification of the non-current portion of a trade receivable to current.

Total liabilities of the Group decreased by S\$2.4 million (or 38%) from S\$6.3 million as at 31 December 2010 to S\$3.9 million as at 31 December 2011. The decrease was mainly due to a reduction in trade and other payables.

**Review of the Group's cash flow for the financial year ended 31 December 2011 as compared to the corresponding financial year ended 31 December 2010**

The Group's cash from operations and operating cash flow before working capital changes for 2011 amounted to S\$1.8 million and S\$1.3 million as compared to S\$4.2 million and S\$3.5 million respectively in 2010. This decrease was primarily due to lower revenue contribution of S\$13.9 million as compared to S\$18.2 million in 2010.

**9. Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results.**

No profit forecast has been issued for the financial year under review.

**10. A commentary at the date of the announcement of the significant trends and competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months.**

The Group will continue to execute its key strategies to achieve the objectives as described below:

• **Defend Existing Businesses**

The market position of the existing businesses of the Group will be defended by nurturing further growth in managed service revenues. This will be driven by the continued enhancement of our capabilities in value-added-service creation, development and management. The Group's sales and distribution infrastructure to originate and secure these managed service opportunities in all our regions of focus will also continue to be strengthened.

• **Re-Establish Growth Path**

The Group will re-establish its growth path organically, and by way of acquisition of and/or strategic investment in complementary businesses. Building up a larger base of recurring revenue will continue to be a key focus of the Group's development strategy to ensure sustainable profitability and profit growth. The recently completed acquisition of the 60% equity interest in the Group's former associate, Ahead Mobile Sdn Bhd and its integration into the Group as a wholly-owned subsidiary will further the Group's strategy to drive future growth and profitability through growth in managed service revenue.

The Directors and management are optimistic of extending the Group's track record of profitable performance, but expect the year ahead to continue to be challenging due to the following factors:

- (a) Intensified competition for many of the Group's more mature products and technologies;
- (b) Pressure on the Group's capacity to recruit and retain suitable human capital to support growth and development plans partly due to increased competition for talent in all its regions of focus; and
- (c) Changes in management and ownership of and/or the strategic emphasis at the Group's existing and prospective mobile network operator customers, potentially affecting their technology investment plans, or hampering the progress of imminent or existing system implementation projects.

**11. Dividend**

**(a) Current Financial Year Reported On**

Any dividend declared for the current financial period reported on?

An interim dividend has been declared on 12 August 2011 and paid out on 13 September 2011.

Name of Dividend	Interim
Dividend Type	Cash
Dividend Amount per share (in cents)	0.1 Singapore Cents per ordinary share
Tax Rate	Tax-exempt (one-tier)

**(b) Corresponding Period of the Immediately Preceding Financial Year**

Any dividend declared for the corresponding period of the immediately preceding financial year?

Name of Dividend	Interim
Dividend Type	Cash
Dividend Amount per share (in cents)	0.1 Singapore Cents per ordinary share
Tax Rate	Tax-exempt (one-tier)

**(c) Date payable**

Not applicable.

**(d) Books closure date**

Not applicable.

**12. If no dividend has been declared/recommended, a statement to that effect.**

No final dividend has been declared or recommended for the financial year ended 31 December 2011.

### 13. Interested Person Transactions

Name of the Interested Person	Aggregate value of all interested person transactions during the financial year under review (excluding transactions less than S\$100,000 and transactions conducted under shareholders' mandate pursuant to Rule 920)		Aggregate value of all interested person transactions conducted under shareholders' mandate pursuant to Rule 920 (excluding transactions less than \$100,000)	
	12 months ended 31 December		12 months ended 31 December	
	2011 S\$'000	2010 S\$'000	2011 S\$'000	2010 S\$'000
AESBI Power System Sdn Bhd *	278	302	Nil	Nil

\* A wholly-owned subsidiary of Advance Synergy Capital Sdn. Bhd. (a subsidiary of Advance Synergy Berhad)

### PART II - ADDITIONAL INFORMATION REQUIRED FOR FULL YEAR ANNOUNCEMENT (This part is not applicable to Q1, Q2, Q3 or Half Year Results)

14. Segmented revenue and results for business or geographical segments (of the group) in the form presented in the issuer's most recently audited annual financial statements, with comparative information for the immediately preceding year.

#### Financial year ended 31 December 2011

	TECH S\$'000	VAS S\$'000	OSS S\$'000	OHQ S\$'000	Elimination S\$'000	Group S\$'000
<b>Revenue:</b>						
-external	5,805	3,382	4,505	255	-	13,947
-inter-segment	227	4	738	2,970	(3,939)	-
	<b>6,032</b>	<b>3,386</b>	<b>5,243</b>	<b>3,225</b>	<b>(3,939)</b>	<b>13,947</b>
Cost of sales	(4,060)	(1,859)	(3,171)	(49)	2,777	(6,362)
<b>Gross profit</b>	<b>1,972</b>	<b>1,527</b>	<b>2,072</b>	<b>3,176</b>	<b>(1,162)</b>	<b>7,585</b>
Other operating income	733	566	84	1,578	(1,459)	1,502
Expenses:						
Technical support expenses	(563)	(405)	(785)	(1,554)	273	(3,034)
Distribution costs	(256)	(449)	(375)	(289)	147	(1,222)
Administrative expenses	(1,040)	(1,125)	(513)	(1,175)	580	(3,273)
Other operating expenses	(12)	(88)	(33)	(291)	270	(154)
Finance costs	-	-	-	-	-	-
Share of profit from an equity-accounted associate	-	1,026	-	-	5	1,031
<b>Profit before income tax</b>	<b>834</b>	<b>1,052</b>	<b>450</b>	<b>1,445</b>	<b>(1,346)</b>	<b>2,435</b>
Income tax expenses	(137)	(21)	(4)	(98)	-	(260)
<b>Profit for the year</b>	<b>697</b>	<b>1,031</b>	<b>446</b>	<b>1,348</b>	<b>(1,346)</b>	<b>2,175</b>
<b>Profit attributable to:</b>						
Owners of the Company	697	994	226	1,348	(1,346)	1,918
Non-controlling interest	-	37	220	-	-	257
<b>Profit for the year</b>	<b>697</b>	<b>1,031</b>	<b>446</b>	<b>1,348</b>	<b>(1,346)</b>	<b>2,175</b>
<b>Segment assets</b>	<b>26,277</b>	<b>10,304</b>	<b>4,508</b>	<b>48,888</b>	<b>(56,156)</b>	<b>33,822</b>
Associate	-	798	-	-	-	798
Unallocated assets	28	0	-	-	14	42
<b>Consolidated total assets</b>						<b>34,662</b>
<b>Segment liabilities</b>	<b>4,363</b>	<b>10,226</b>	<b>1,975</b>	<b>9,181</b>	<b>(21,876)</b>	<b>3,869</b>
Unallocated liabilities	-	-	-	25	-	25
<b>Consolidated total liabilities</b>						<b>3,894</b>
<b>Other segment items</b>						
Capital expenditure						
- Plant and equipment	70	461	58	56	(5)	640
- Investment property	-	-	-	3,243	-	3,243
- Development costs of intellectual property	720	555	38	54	(224)	1,143

14. Segmented revenue and results for business or geographical segments (of the group) in the form presented in the issuer's most recently audited annual financial statements, with comparative information for the immediately preceding year. (continued)

Financial year ended 31 December 2010

	TECH S\$'000	VAS S\$'000	OSS S\$'000	OHQ S\$'000	Elimination S\$'000	Group S\$'000
<b>Revenue:</b>						
-external	6,490	4,513	7,212	8	-	18,223
-inter-segment	931	2	715	2,432	(4,080)	-
	<b>7,421</b>	<b>4,515</b>	<b>7,927</b>	<b>2,440</b>	<b>(4,080)</b>	<b>18,223</b>
Cost of sales	(3,585)	(2,874)	(5,436)	(75)	3,069	(8,901)
<b>Gross profit</b>	<b>3,836</b>	<b>1,641</b>	<b>2,491</b>	<b>2,365</b>	<b>(1,011)</b>	<b>9,322</b>
Other operating income	662	427	422	8,016	(8,015)	1,512
Expenses:						
Technical support expenses	(295)	(988)	(567)	(1,285)	332	(2,803)
Distribution costs	(341)	(722)	(729)	(309)	227	(1,874)
Administrative expenses	(395)	(704)	(447)	(1,159)	280	(2,425)
Other operating expenses	(429)	(1,638)	(85)	(15)	81	(2,086)
Finance costs	(1)	-	-	-	-	(1)
Share of profit from an equity-accounted associate	-	1,150	-	-	6	1,156
<b>Profit/(Loss) before income tax</b>	<b>3,037</b>	<b>(834)</b>	<b>1,085</b>	<b>7,613</b>	<b>(8,100)</b>	<b>2,801</b>
Income tax expenses	19	(311)	(1)	(35)	(1)	(329)
<b>Profit/(Loss) for the year</b>	<b>3,056</b>	<b>(1,145)</b>	<b>1,084</b>	<b>7,578</b>	<b>(8,101)</b>	<b>2,472</b>
<b>Profit attributable to:</b>						
Owners of the Company	3,055	(1,018)	552	7,578	(8,101)	2,067
Non-controlling interest	-	(127)	532	-	-	405
<b>Profit for the year</b>	<b>3,055</b>	<b>(1,145)</b>	<b>1,084</b>	<b>7,578</b>	<b>(8,101)</b>	<b>2,472</b>
Segment assets	24,312	9,621	5,240	42,587	(47,582)	34,178
Associate	-	1,449	-	-	-	1,449
Unallocated assets	28	-	-	-	15	43
<b>Consolidated total assets</b>						<b>35,670</b>
Segment liabilities	3,192	9,918	3,176	3,616	(13,632)	6,270
Unallocated liabilities	-	-	-	25	-	25
<b>Consolidated total liabilities</b>						<b>6,295</b>
Other segment items						
Capital expenditure						
- Plant and equipment	346	792	64	126	(20)	1,308
- Development costs of intellectual property	874	973	-	130	(193)	1,784

	Group					
	Sales		Total assets		Capital expenditure	
	2011 S\$'000	2010 S\$'000	2011 S\$'000	2010 S\$'000	2011 S\$'000	2010 S\$'000
South East Asia (SEA)	11,145	15,144	28,222	30,046	4,629	2,326
South Asia (SA)	1,321	780	4,569	3,469	398	760
Middle East & Africa (MEA)	1,413	1,772	967	323	-	-
Others	68	527	65	340	-	6
	<b>13,947</b>	<b>18,223</b>	<b>33,822</b>	<b>34,178</b>	<b>5,027</b>	<b>3,092</b>
Investment in an associate			798	1,449		
Unallocated assets			42	43		
			<b>34,662</b>	<b>35,670</b>		

15. In the review of performance, the factors leading to any material changes in contributions to turnover and earnings by the business or geographical segments.

Not applicable.

16. A breakdown of sales.

	Group 12 months ended 31 Dec		
	2011 S\$'000	2010 S\$'000	Inc/(dec) %
(a) Sales reported for first half year	7,188	7,832	(8)
(b) Profit after tax before deducting non-controlling interest reported for first half year	961	1,191	(19)
(c) Sales reported for second half year	6,759	10,391	(35)
(d) Profit after tax before deducting non-controlling interest reported for second half year	1,214	1,281	(5)

17. A breakdown of the total annual dividend (in dollar value) for the issuer's latest full year and its previous full year.

	Total annual dividend	
	2011 S\$'000	2010 S\$'000
Interim dividend to ordinary share	320	320

18. Disclosure of person occupying a managerial position in the issuer or any of its principal subsidiaries who is a relative of a director or chief executive officer or substantial shareholder of the issuer pursuant to Rule 704(13).

Pursuant to Rule 704(13) of the Listing Manual of the Singapore Exchange Securities Trading Limited, the Company hereby confirms that as at the date of this announcement, to the best of its knowledge, none of the persons occupying managerial positions in the Company or any of its principal subsidiaries, is a relative of a Director or Chief Executive Officer or Substantial Shareholder of the Company.

BY ORDER OF THE BOARD

Anton Syazi Ahmad Sabi  
Chief Executive Officer  
24 February 2012