# GLOBAL YELLOW PAGES LIMITED (Co. Reg. No. 200304719G) <br> AND ITS SUBSIDIARIES 

## SGXNET ANNOUNCEMENT <br> UNAUDITED INTERIM FINANCIAL INFORMATION <br> For the third quarter and nine months ended 31 December 2013

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

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

|  | Group |  |  |  |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2013/14 | FY2012/13 |  | FY2013/14 | FY2012/13 |  |
|  | $3{ }^{\text {rd }}$ Qtr | $3{ }^{\text {rd }}$ Qtr | Change | $\begin{aligned} & 1.42013 \text { to } \\ & 31.12 .2013 \end{aligned}$ | $\begin{aligned} & 1.42012 \text { to } \\ & 31.12 .2012 \end{aligned}$ |  |
|  | S\$'000 | S\$'000 | \% | S\$'000 | S\$'000 | \% |
| Revenue | 14,690 | 18,204 | (19.3) | 23,153 | 25,558 | (9.4) |
| Other gain (net) | 487 | 603 | (19.2) | 1,626 | 2,001 | (18.7) |
| Printing and material costs | $(1,743)$ | $(2,124)$ | (17.9) | $(1,753)$ | $(2,056)$ | (14.8) |
| Staff costs | $(3,210)$ | $(4,190)$ | (23.4) | $(9,748)$ | $(12,928)$ | (24.6) |
| Other expenses | $(3,466)$ | $(124,260)$ | (97.2) | $(7,084)$ | $(128,144)$ | (94.5) |
| Finance expenses | (146) | (103) | 41.7 | (397) | (507) | (21.7) |
| Depreciation | (438) | (301) | 45.5 | $(1,302)$ | (927) | 40.5 |
| Amortisation | (110) | (148) | (25.7) | (325) | (442) | (26.5) |
| Total expenses | $(9,112)$ | $(131,126)$ | (93.1) | $(20,609)$ | $(145,004)$ | (85.9) |
| Share of results of associated companies | 1,746 | (125) | N.M. | 1,817 | 38 | N.M. |
| (Loss)/profit before income tax | 7,811 | $(112,444)$ | N.M. | 5,987 | $(117,407)$ | N.M. |
| Income tax expense | $(1,054)$ | $(1,649)$ | (36.1) | (790) | (715) | 10.5 |
| Net (loss)/profit | 6,757 | $(114,093)$ | N.M. | 5,197 | $(118,122)$ | N.M. |
| Other comprehensive income/(loss): |  |  |  |  |  |  |
| Currency translation differences | 275 | (32) | N.M. | 83 | (212) | N.M. |
| Fair value gain on cashflow hedges | (4) | - | (100.0) | - | 41 | (100.0) |
| Total comprehensive income/(loss) | 7,028 | $(114,125)$ | N.M. | 5,280 | $(118,293)$ | N.M. |
| (Loss)/profit attributable to: |  |  |  |  |  |  |
| Equity holders of the Company | 6,949 | $(113,974)$ | N.M. | 5,475 | $(117,874)$ | N.M. |
| Non-controlling interests | (192) | (119) | 61.3 | (278) | (248) | 12.1 |
|  | 6,757 | $(114,093)$ | N.M. | 5,197 | $(118,122)$ | N.M. |
| Total comprehensive income/(loss) attributable to: |  |  |  |  |  |  |
| Equity holders of the Company | 7,220 | $(114,006)$ | N.M. | 5,558 | $(118,045)$ | N.M. |
| Non-controlling interests | (192) | (119) | 61.3 | (278) | (248) | 12.1 |
|  | 7,028 | $(114,125)$ | N.M. | 5,280 | $(118,293)$ | N.M. |

[^0]1(a)(ii)

|  | Group |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2013/14 | FY2012/13 |  | FY2013/14 | FY2012/13 |  |
|  | $3{ }^{\text {rd }}$ Qtr | $3^{\text {rd }}$ Qtr | Change | $\begin{aligned} & 1.42013 \text { to } \\ & 31.12 .2013 \end{aligned}$ | $\begin{aligned} & 1.42012 \text { to } \\ & 31.12 .2012 \end{aligned}$ | Change |
|  | S\$'000 | S\$'000 | \% | S\$'000 | S\$'000 | \% |
| Interest on borrowings | (147) | (102) | 44.1 | (397) | (413) | (3.9) |
| (Allowance for)/write-back of impairment of receivables | (623) | (346) | 80.1 | (266) | 408 | N.M. |
| Write-back of impairment of a non-current asset | - | - | - | - | 6 | (100.0) |
| Foreign exchange (loss)/gain | - | - | - | (1) | 6 | N.M. |
| Gain/(Loss) on disposal of subsidiary | (114) | - | 100.0 | 9 | - | 100.0 |
| Loss on disposal of property, plant and equipment | - | (7) | (100.0) | (13) | (7) | (85.7) |
| Impairment of goodwill on business acquisition/ |  |  |  |  |  |  |
| consolidation | - | $(59,032)$ | (100.0) | - | $(59,032)$ | (100.0) |
| Impairment of intangible assets | - | $(62,968)$ | (100.0) | - | $(62,968)$ | (100.0) |

N.M. - Not meaningful
(1)(b)(i) A statement of financial position (for the issuer and group), together with a comparative statement as at the end of the immediately preceding financial year.

Group
Company

| Dec-13 | Mar-13 | Dec-13 | Mar-13 |
| :--- | :--- | :--- | :--- |
| S\$'000 | S\$'000 | S\$'000 | S\$'000 |

ASSETS
Current assets
Cash and cash equivalents
Trade and other receivables
Inventories
Assets Held for Sale
Other current assets
Due from subsidiaries
Due from associated companies

## Non-current assets

Other non-current assets
Investment in subsidiaries
Investments in associated companies
Property, plant and equipment
Intangible assets
Due from a subsidiary

Total assets

## LIABILITIES

Current liabilities
Trade and other payables
Advance receipts and billings
Due to subsidiaries
Borrowings
Current income tax liabilities

## Non-current liabilities

Borrowings
Due to subsidiaries
Deferred income tax liabilities

## Total liabilities

## NET ASSETS

## SHAREHOLDERS' EQUITY

Share capital
Treasury shares
Share option reserve
Currency translation reserve
Other reserve
(Accumulated loss)/retained earnings
Capital and reserves attributable to equity holders of the Company
Non-controlling interests
Total equity

| 5,857 | 9,771 | 2,671 | 4,754 |
| :---: | :---: | :---: | :---: |
| 11,983 | 8,553 | 10,808 | 6,500 |
| 121 | 385 | 115 | 385 |
| 1,032 | - | 1,032 | - |
| 4,376 | 669 | 4,254 | 288 |
| - | - | 1,619 | 631 |
| 27 | 18 | 16 | 18 |
| 23,396 | 19,396 | 20,515 | 12,576 |
| 52 | 52 | 52 | 52 |
| - | - | 11,452 | 10,816 |
| 26,583 | 1,497 | 24,666 | 1,968 |
| 16,216 | 16,452 | 11,230 | 11,819 |
| 51,139 | 50,791 | 47,699 | 47,900 |
| - | - | 5,134 | 4,974 |
| 93,990 | 68,792 | 100,233 | 77,529 |
| 117,386 | 88,188 | 120,748 | 90,105 |


| 5,569 | 6,776 | 4,363 | 5,439 |
| :---: | :---: | :---: | :---: |
| 1,806 | 2,027 | 1,787 | 1,834 |
| - | - | 2,745 | 2,484 |
| 10,036 | 1,019 | 10,036 | 1,019 |
| 982 | 425 | 915 | 470 |
| 18,393 | 10,247 | 19,846 | 11,246 |
| 15,668 | 16,445 | 15,668 | 16,445 |
| - | - | 2,000 | - |
| 94 | 149 | 46 | 84 |
| 15,762 | 16,594 | 17,714 | 16,529 |
| 34,155 | 26,841 | 37,560 | 27,775 |
| 83,231 | 61,347 | 83,188 | 62,330 |


| 84,396 | 155,790 | 84,396 | 155,790 |
| :---: | :---: | :---: | :---: |
| $(5,775)$ | $(5,775)$ | $(5,775)$ | $(5,775)$ |
| 57 | 57 | 57 | 57 |
| (951) | $(1,035)$ | - |  |
| $(2,348)$ | $(2,354)$ | - |  |
| 8,183 | $(85,034)$ | 4,510 | $(87,742)$ |
| 83,561 | 61,649 | 83,188 | 62,330 |
| (330) | (302) | - | - |
| 83,231 | 61,347 | 83,188 | 62,330 |

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

Amount repayable in one year or less (S\$'000)

| Dec-13 |  | Mar-13 |  |
| :---: | ---: | ---: | ---: |
| Secured | Unsecured | Secured | Unsecured |
|  |  |  |  |
| 1,036 | 9,000 | 1,019 | - |

Amount repayable after one year ( $\mathbf{S} \$ \mathbf{\prime} 000$ )

| Dec-13 |  | Mar-13 |  |
| :---: | ---: | ---: | ---: |
| Secured | Unsecured | Secured | Unsecured |
|  |  |  |  |
| 15,668 | - | 16,445 | - |

The term loan of $\$ 16.7$ million is secured over the Company's leasehold property and repayable over 10 years with fixed repayment schedule.
(1)(c) A statement of cash flows (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year.

|  | $\begin{gathered} \text { FY2013/14 } \\ 3^{\text {rd }} \text { Qtr } \\ \text { S\$'000 }^{\prime} \end{gathered}$ | $\begin{gathered} \text { FY2012/13 } \\ 3^{\text {rd }} \text { Qtr } \\ \text { S\$'000 } \end{gathered}$ | $\begin{gathered} \text { FY2013/14 } \\ 1.42013 \text { to } \\ 31.12 .2013 \\ \text { S } \$ \prime 000 \end{gathered}$ | $\begin{gathered} \text { FY2012/13 } \\ 1.42012 \text { to } \\ 31.12 .2012 \\ \text { S } \$ \mathbf{\prime} 000 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |  |
| Net (loss)/profit | 6,757 | $(114,093)$ | 5,197 | $(118,122)$ |
| Adjustments for |  |  |  |  |
| Income tax expense | 1,054 | 1,649 | 790 | 715 |
| Share of results of associated companies | $(1,746)$ | 125 | $(1,817)$ | (38) |
| Depreciation | 438 | 301 | 1,302 | 927 |
| Loss on disposal of property, plant and equipment Loss on deemed disposal of financial asset, available-forsale | - | 7 | 13 220 | 7 |
| Amortisation | 110 | 148 | 325 | 442 |
| Interest income | (1) | (1) | (11) | (5) |
| Interest expense | 147 | 102 | 397 | 413 |
| Write-back of impairment of a non-current asset | - | - | - | (6) |
| (Gain)/Loss on disposal of subsidiaries | 114 | - | (9) |  |
| Impairment of assets reclassified as Held for Sale | 99 | - | 99 |  |
| Impairment of goodwill on consolidation | - | 59,032 | - | 59,032 |
| Impairment of intangible assets |  | 62,968 | - | 62,968 |
| Unrealised translation loss/(gain) | (18) | 1 | (50) | (9) |
|  | 6,954 | 10,239 | 6,456 | 6,324 |
| Change in working capital |  |  |  |  |
| Inventories | 270 | 198 | 264 | 131 |
| Receivables | $(9,701)$ | $(7,588)$ | $(7,194)$ | $(4,352)$ |
| Advance receipts and billings | (87) | (373) | (209) | (98) |
| Payables | 1,607 | 3,575 | $(1,200)$ | 3,168 |
| Cash generated from operations | (957) | 6,051 | $(1,883)$ | 5,173 |
| Income tax paid | (182) | (434) | (405) | (753) |
| Net cash provided by operating activities | $(1,139)$ | 5,617 | $(2,288)$ | 4,420 |
| Cash flows from investing activities |  |  |  |  |
| Investment in a subsidiary by a non-controlling interest | - | - |  | 24 |
| Purchase of property, plant and equipment | (85) | $(3,704)$ | $(1,132)$ | $(3,838)$ |
| Purchase of intangible assets | (63) | (29) | (423) | (89) |
| Proceeds from disposal of property, plant and equipment | - | 22 | - | 23 |
| Proceeds from disposal of subsidiaries | - | - | 282 | - |
| Investment in associated companies | - | - | $(16,072)$ |  |
| Dividend received | 267 | - | 267 | - |
| Interest received | 1 | - | 11 | 5 |
| Net cash used in investing activities | 120 | $(3,711)$ | $(17,068)$ | $(3,875)$ |
| Cash flows from financing activities |  |  |  |  |
| Proceeds from issue of shares | - | - | 7,547 |  |
| Proceeds from borrowings | 4,000 | 5,000 | 13,000 | 20,413 |
| Repayment of borrowings | $(2,256)$ | $(3,779)$ | $(4,761)$ | $(19,379)$ |
| Interest paid | (127) | (86) | (351) | (350) |
| Dividends paid | - | - | - | (999) |
| Net cash provided by/(used in) financing activities | 1,617 | 1,135 | 15,435 | (315) |
| Net increase in cash and cash equivalents | 598 | 3,041 | $(3,921)$ | 230 |
| Cash and cash equivalents at beginning of the financial period | 5,253 | 4,729 | 9,771 | 7,549 |
| Effects of exchange rate changes on cash and cash equivalents | 6 | (2) | 7 | (11) |
| Cash and cash equivalents at end of the financial period | 5,857 | 7,768 | 5,857 | 7,768 |

1)(d)(i) A statement of all changes in equity (for the issuer and group), together with a comparative statement for the corresponding period of the immediately preceding financial year.

|  | Attributable to equity holders of the Company |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Group | Share capital S\$'000 | Treasury shares S\$'000 | Share option $\frac{\text { reserve }}{\text { S\$'000 }}$ | $\begin{gathered} \text { Cash flow } \\ \text { hedge } \\ \text { reserve } \\ \hline \text { S\$'000 } \end{gathered}$ | Currency translation $\frac{\text { reserve }}{\text { S\$'000 }}$ | $\begin{aligned} & \text { Other } \\ & \text { reserve } \end{aligned}$ | {ff3125903-d813-4793-8248-886f48094dde} Retained  <br>  earnings/ }$\frac{\text { accumulated }}{}$S $\$$ oss) | $\frac{\text { Total }}{\text { S\$'000 }}$ | Noncontrolling $\frac{\text { interests }}{\text { S } \$ 000}$ | Total equity S\$'000 |
| Balance at 1 Apr 2013 | 155,790 | $(5,775)$ | 57 | - | $(1,035)$ | $(2,354)$ | $(85,034)$ | 61,649 | (302) | 61,347 |
| Total comprehensive income/(loss) for the period | - | - | - | 4 | (191) | - | $(1,474)$ | $(1,661)$ | (86) | $(1,747)$ |
| Issue of shares | 16,348 | - | - | - | - | - | - | 16,348 | - | 16,348 |
| Adjustment in purchase consideration for noncontrolling interest's shares | - | - | - | - | - | 6 | - | 6 | - | 6 |
| Investment in a subsidiary by a non-controlling interest | - | - | - | - | - | - | - | - | 250 | 250 |
| Write-off of accumulated loss | $(87,742)$ | - | - | - | - | - | 87,742 | - | - | - |
| Balance at 30 Sep 2013 | 84,396 | $(5,775)$ | 57 | 4 | $(1,226)$ | $(2,348)$ | 1,234 | 76,342 | (138) | 76,203 |
| Total comprehensive loss for the period | - | - | - | (4) | 275 | - | 6,949 | 7,220 | (192) | 7,028 |
| Balance at 31 Dec 2013 | 84,396 | $(5,775)$ | 57 | - | (951) | $(2,348)$ | 8,183 | 83,561 | (330) | 83,231 |


|  | Share capital S\$'000 | Treasury shares S\$'000 | Share option reserve S\$'000 | $\begin{gathered} \text { Cash flow } \\ \text { hedge } \\ \text { reserve } \\ \hline \text { S } \$ 000 \end{gathered}$ | Currency translation $\frac{\text { reserve }}{\text { S\$'000 }}$ | Other reserve S\$'000 | Retained <br> earnings/ <br> (accumulated$\frac{\text { loss) }}{\text { S } \$ 000}$ | $\frac{\text { Total }}{\mathrm{S} \$, 000}$ | Noncontrolling interests S\$'000 | Total equity S\$'000 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Group |  |  |  |  |  |  |  |  |  |  |
| Balance at 1 Apr 2012 | 155,790 | $(5,775)$ | 57 | (41) | (866) | (571) | 40,238 | 188,832 | (238) | 188,594 |
| Total comprehensive income/(loss) for the period | - | - | - | 41 | (180) | - | $(3,900)$ | $(4,039)$ | (129) | $(4,168)$ |
| Acquisition of non-controlling interests' shares in a subsidiary | - | - | - | - | - | (3) | - | (3) | 3 | - |
| Dividend paid | - | - | - | - | - | - | (999) | (999) | - | (999) |
| Investment in a subsidiary by a non-controlling interest | - | - | - | - | - | - | - | - | 24 | 24 |
| Balance at 30 Sep 2012 | 155,790 | $(5,775)$ | 57 | - | $(1,046)$ | (574) | 35,339 | 183,791 | (340) | 183,451 |
| Total comprehensive loss for the period | - | - | - |  | (32) | - | $(113,974)$ | $(114,006)$ | (119) | $(114,125)$ |
| Balance at 31 Dec 2012 | 155,790 | $(5,775)$ | 57 |  | $(1,078)$ | (574) | $(78,635)$ | 69,785 | (459) | 69,326 |


|  | Share capital S\$'000 | Treasury shares S\$'000 | Share option reserve S\$'000 | Cash flow hedge $\frac{\text { reserve }}{\text { S } \$ \mathbf{0 0 0}}$ | {f2c2442f3-9767-4854-94a7-42b72a30c504} Retained  <br>  earnings/ }$\frac{(\text { accumulated }}{}$$\frac{\text { loss })}{S \$ \prime 000}$ | Total equity S\$'000 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Company |  |  |  |  |  |  |
| Balance at 1 Apr 2013 | 155,790 | $(5,775)$ | 57 | - | $(87,742)$ | 62,330 |
| Total comprehensive income/(loss) for the period | - | - | - | 4 | (636) | (632) |
| Issue of shares | 16,348 | - | - | - | - | 16,348 |
| Write-off of accumulated loss | $(87,742)$ |  |  |  | 87,742 | - |
| Balance at 30 Sep 2013 | 84,396 | $(5,775)$ | 57 | 4 | (636) | 78,046 |
| Total comprehensive loss for the period | - | - | - | (4) | 5,146 | 5,142 |
| Balance at 31 Dec 2013 | 84,396 | $(5,775)$ | 57 | - | 4,510 | 83,188 |
| Balance at 1 Apr 2012 | 155,790 | $(5,775)$ | 57 | (41) | 37,652 | 187,683 |
| Total comprehensive income/(loss) for the period | - | - | - | 41 | $(4,260)$ | $(4,219)$ |
| Dividend paid | - | - | - | - | (999) | (999) |
| Balance at 30 Sep 2012 | 155,790 | $(5,775)$ | 57 | - | 32,393 | 182,465 |
| Total comprehensive income for the period | - | - | - | - | $(103,921)$ | $(103,921)$ |
| Balance at 31 Dec 2012 | 155,790 | $(5,775)$ | 57 | - | $(71,528)$ | 78,544 |

(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 period 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.

As at 31 December 2013, the Company's share capital was S\$84,396,013 (30 September 2013: S $\$ 84,396,011$ ) comprising 736,754,731 (30 September 2013: 736,754,721) ordinary shares.

As at 31 December 2013 and 31 December 2012, there were $27,729,514$ unexercised options to subscribe for ordinary shares under the Global Yellow Pages Share Option Scheme.

During the third quarter ended 31 December 2013, 10 warrants were exercised. As at 31 December 2013, 156,700,312 warrants have not been exercised (31 December 2012: 156,702,081).

As at 31 December 2013 and 31 December 2012, the Company held 55,000,000 treasury shares.
(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 immediately preceding year.

|  | Dec-13 <br> '000 | Mar-13 <br> '000 |
| :--- | :---: | :---: |
| Total number of issued ordinary shares excluding treasury <br> shares |  |  |

(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 reported on.

There have been no sales, transfer, disposal, cancellation and/or use of treasury shares for the period reported on. Total number of treasury shares as at 31 December 2013 was 55,000,000.
(2) Whether the figures have been audited or reviewed and in accordance with which auditing standard or practice.

The figures have not been audited or 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 accounting policies and methods of computation used are consistent with those used in the most recently audited annual financial statements except for the adoption of the new or amended Financial Reporting Standards (FRS) and Interpretations to FRS ("INT FRS") that are mandatory for financial years beginning on or after 1 April 2013.
(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.

On 1 April 2013, the Group adopted the new or amended FRS and INT FRS that are mandatory for application from that date. Changes to the Group's accounting policies have been made as required, in accordance with the transitional provisions in the respective FRS and INT FRS.

The adoption of these new or amended FRS and INT FRS did not result in any substantial changes to the Group's accounting policies nor any significant impact on the financial statements.
(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 |  |  |  |
| :---: | :---: | :---: | :---: |
| FY2013/14 | FY2012/13 | FY2013/14 | FY2012/13 |
| $3^{\text {rd }} \mathrm{Qtr}$ | $3^{\text {rd }} \mathrm{Qtr}$ | 1.42013 to | 1.42012 to |
|  |  | 31.12 .2013 | 31.12 .2012 |

Based on weighted average number of ordinary shares in issue (cents)

On a fully diluted basis (cents)

| 1.02 | $(22.81)$ | 0.88 | $(23.59)$ |
| :---: | :---: | :---: | :---: |
| 1.02 | $(22.81)$ | 0.88 | $(23.59)$ |

(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 current financial period reported on; and immediately preceding financial year.
Dec-13 ${ }^{\text {Group }} \operatorname{Mar-13} \quad$ Dec-13 $\frac{\text { Company }}{\text { Mar-13 }}$

Net asset value per ordinary share based on issued share capital of the Company at the end of the financial period (cents)

| 12.26 | 12.34 | 12.20 | 12.48 |
| :--- | :--- | :--- | :--- |

(8) Review of the performance of the group.

## 3Q FY2014

The Group's revenue for 3Q FY2014 was $\mathrm{S} \$ 14.7$ million, a decrease of $\mathrm{S} \$ 3.5$ million or $19.3 \%$ as compared to 3Q FY2013 mainly due to the lower revenue from Singapore Phone Directories partly offset by revenue from Singapore River Explorer.

Total expenses at $S \$ 9.1$ million were $\mathrm{S} \$ 122.0$ million lower than the corresponding quarter last year due to absence of one-off expenses attributed to restructuring costs of $\mathrm{S} \$ 0.9$ million and an impairment of intangible assets of $S \$ 122.0$ million in the prior corresponding period. Excluding these one off expenses, total expenses for 3Q FY2014 were S $\$ 0.9$ million higher than 3Q FY2013 mainly because of advertising and promotion expenses for the launch of CallMyName application and technical and licensing fees for Singapore River Explorer .

The Group's results were also supported by share of profit contributions from associates of $\mathrm{S} \$ 1.7 \mathrm{~m}$ compared to a loss of S\$0.1m in 3Q FY2013, arising mainly from the Group's investment in Yamada Green Resources Limited ("Yamada") in August 2013.

As a result, the Group posted a net profit of S $\$ 6.8$ million in 3 Q FY2014 compared to a net loss of S\$114.1 million in 3Q FY2013.

## Nine months ended 31 December 2013

The Group's revenue of $\mathrm{S} \$ 23.2$ million was lower by $\mathrm{S} \$ 2.4$ million or $9.4 \%$ as compared to the corresponding period last year mainly due to the lower revenue from Singapore Phone Directories, partly offset by the increase in revenue from Singapore River Explorer.

Total expenses of $\mathrm{S} \$ 20.6$ million were $\mathrm{S} \$ 124.4$ million lower than the corresponding period last year due to one off expenses mentioned above. Excluding these one off expenses, total expenses for the nine months ended 31 December 2013 were $\mathbf{S} \$ 1.5$ million lower than the corresponding period last year mainly because of lower staff costs.

Consequently, the Group posted a net profit of $S \$ 5.2$ million for the nine months ended 31 December 2013 as compared to a net loss of $S \$ 118.1$ million for the corresponding period last year. Excluding the one off expenses, the Group's net profit for the nine months ended 31 December 2013 was S $\$ 0.4$ million higher than the corresponding period last year mainly because of lower staff costs.

## Statement of financial position and Statement of cash flows for the Group

The Group's cash and cash equivalents decreased by S $\$ 3.9$ million from 31 March 2013 to close at S $\$ 5.9$ million as at 31 December 2013 due mainly to the investment in associated company Yamada which was funded by proceeds from the share placement, the share swap and the Group's cash resources.

Trade and other receivables of $\mathrm{S} \$ 12.0$ million as at 31 December 2013 were higher by $\mathrm{S} \$ 3.4$ million as compared to 31 March 2013 mainly due to invoicing of the print directories published in 3Q FY2014. Other current assets increased from $\mathrm{S} \$ 0.7$ million to $\mathrm{S} \$ 4.4$ million mainly because of $\mathrm{S} \$ 4.1$ million deposit paid for the proposed acquisition of the global intellectual property rights, master franchisor rights and supply chain business of Gloria Jean's brand and It's A Grind brand.

The Group's net assets closed at S $\$ 83.2$ million as at 31 December 2013, an increase of $\mathbf{S} \$ 21.9$ million compared to S $\$ 61.3$ million as at 31 March 2013. The increase was due to the placement of 99.9 million new shares completed in June 2013 and the issue of 82.2 million new shares as swap consideration for 41.1 million shares in Yamada in August 2013 as well as the net profit retained for 9M FY2014.
(9) Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results.

No forecast or a prospect statement had been previously disclosed to shareholders.
(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 Company announced on 19 December 2013 that it has entered into a conditional sale and purchase agreement with Tea \& Coffee Traders Pty Ltd acting as trustee for the Saleh Family Trust to acquire the global intellectual property rights, master franchisor rights and supply chain business of Gloria Jean's brand and It's A Grind brand.

The proposed acquisition is a continuation of the Company's stated strategy to diversify and invest in the food and beverage sector. Gloria Jean's Coffees is a leading specialty coffee and coffee house chain with over 800 coffee houses across 39 countries worldwide and the Company believes there is significant potential for further expansion of the brand in Asia, especially China. This proposed acquisition is an opportunity for the Company to acquire a leading global coffee business with growth potential and provide the Company with a platform to tap on the growing coffee-drinking trend in Asia.

The proposed acquisition is subject to regulatory and shareholders' approval. If the acquisition is approved and completed, the Company expects the acquisition to enhance shareholders value and contribute meaningfully to the Group's results post completion.
(11) Dividends

Not applicable.
(12) If no dividend has been declared (recommended), a statement to that effect.

No dividend has been declared or recommended for the third quarter ended 31 December 2013.
(13) Confirmation pursuant to Rule 920(1)(a)(ii) of the Listing Manual

There was no general mandate obtained for interested person transactions for the financial period ended 31 December 2013.

## (14) Confirmation pursuant to Rule 705(5) of the Listing Manual

The Board of Directors hereby confirm that, to the best of their knowledge, nothing has come to their attention which may render the unaudited interim financial results of the Group and the Company for the third quarter ended 31 December 2013 to be false or misleading in any material aspect.

## BY ORDER OF THE BOARD

Lee Wei Hsiung
Company Secretary
07 February 2014


[^0]:    N.M. - Not meaningful

