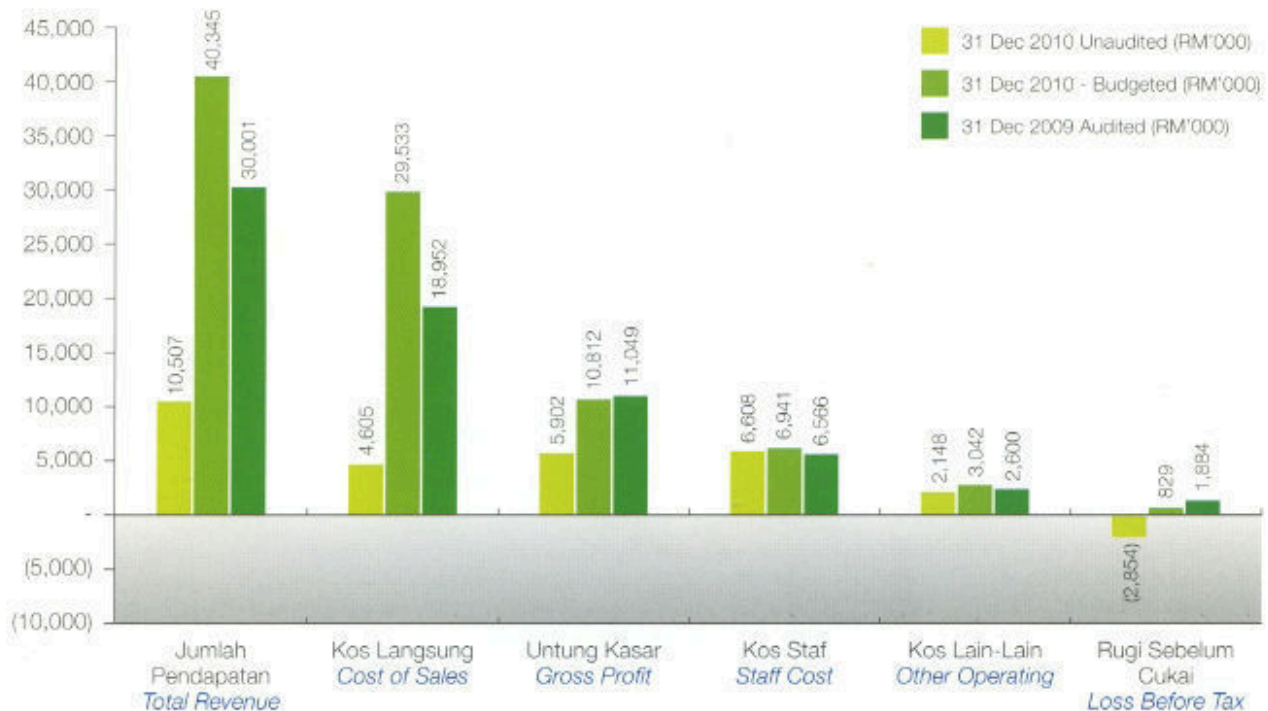


OPERASI BERNAMA SYSTEMS AND SOLUTIONS ADVISOR SDN BHD (BESSAR)

BERNAMA SYSTEM AND SOLUTIONS ADVISOR SDN BHD (BESSAR) OPERATION

Bagi tahun 2010 BESSAR telah menjana pendapatan sebanyak RM10.507 juta dengan kerugian sebelum cukai sebanyak RM2.854 juta. Ini merupakan penurunan sebanyak RM29.838 juta (74%) dari segi pendapatan dan peningkatan sebanyak RM3.683 juta (444%) dari segi kerugian berbanding dengan anggaran bajet. Pendapatan bagi tahun 2010 menurun sebanyak RM19.495 juta manakala kerugian meningkat sebanyak RM4.737 juta berbanding tahun 2009. Ini disebabkan oleh sumbangan pendapatan yang kurang daripada projek-projek pada tahun 2010. Walaubagaimanapun, aliran tunai syarikat adalah baik dengan jumlah tunai di tangan dan bank serta tagihan hutang sebanyak RM20.350 juta.

For the year 2010 BESSAR had generated revenue of RM10.507 million and loss before tax of RM2.854 million. This represented a decrease of RM29.838 million (74%) in terms of revenue and an increase of RM3.683 million (444%) in terms of losses as compared to the budget estimate. Revenue for the year 2010 decreased by RM19.495 million whereas loss increased by RM4.737 million as compared to the year 2009. This was mainly due to the lower revenue contribution from projects in the year 2010. Nonetheless, the company's cash flow is still healthy with total cash in hand and at bank as well as collectible debtors amounting to RM20.350 million.



	31 Dec 2010 Unaudited (RM'000)	31 Dec 2010 Budgeted (RM'000)	31 Dec 2009 Audited (RM'000)	Growth / Shortfall 31 Dec 2010 Unaudited Vs Budgeted (%)
Total Revenue (Jumlah Pendapatan)	10,507	40,345	30,001	-74%
(-) Cost of sales (Kos Jualan)	(4,605)	(29,533)	(18,952)	-84%
Gross Profit (Untung Kasar)	5,902	10,812	11,049	-45%
(-) Operating Cost (Belanja Operasi)				
Staff Cost (Kos Staf)	(6,608)	(6,941)	(6,566)	-5%
Others (Lain)	(2,147)	(3,042)	(2,600)	-29%
Total Operating cost (Jumlah Belanja Operasi)	(8,755)	(9,983)	(9,166)	-12%
Profit/Loss before tax (Untung/Rugi sebelum cukai)	(2,854)	829	1,883	-444%

Pendapatan bagi tahun 2010 daripada projek "Systems and Solutions" adalah sebanyak RM2.212 juta, iaitu lebih rendah berbanding dengan anggaran sebanyak RM31.685 juta. Kekurangan ini adalah disebabkan oleh projek-projek yang tidak dapat direalisasikan seperti RTM – 1 unit OB Van (HD) dan BEST-NCS, yang dianggarkan sebanyak RM21.3 juta.

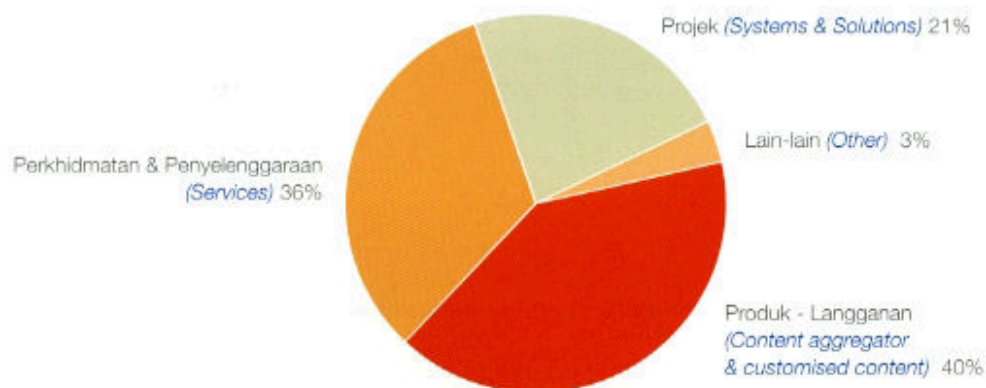
The revenue for the year 2010 from the Systems and Solutions projects amounted to RM2.212 million, which is much lower in comparison with the estimated sum of RM31.685 million. This shortfall was mainly due to projects that could not be realised such as the RTM – 1 unit OB Van (HD) and the BEST-NCS, estimated to be worth RM21.3 million.

Revenue (Pendapatan)	31 Dec 2010 Unaudited (RM'000)	31 Dec 2010 Budgeted (RM'000)	31 Dec 2009 Audited (RM'000)	Growth/ Shortfall 31 Dec 2010 Unaudited Vs Budgeted (%)	Contribution 31 Dec 2010 Unaudited (%)	Contribution 31 Dec 2010 Budgeted (%)	Contribution 31 Dec 2009 Audited (%)
Content aggregator & customised content (Produk - Langganan)	4,218	4,959	4,429	-15%	40%	12%	15%
Services (Perkhidmatan & Penyelenggaraan)	3,753	3,581	6,515	5%	36%	9%	22%
'Systems and Solutions'	2,212	31,685	18,849	-93%	21%	79%	62%
Other (Lain-lain)	324	120	408	170%	3%	0%	1%
Total Revenue (Jumlah Pendapatan)	10,507	40,345	30,001	-74%	100%	100%	100%

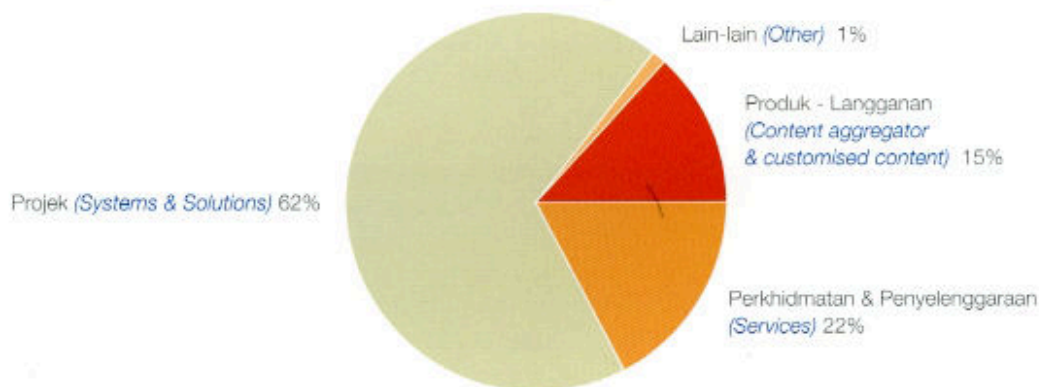
Pendapatan perkhidmatan penyelenggaraan tahun 2010 adalah sebanyak RM3.753 juta iaitu berlebihan RM0.172 juta (5%) daripada anggaran RM3.581 juta. Pendapatan daripada produk langganan adalah sebanyak RM4.218 juta, iaitu kekurangan RM0.741 juta (5%) daripada anggaran sebanyak RM4.959 juta.

Revenue from the maintenance services totaled RM3.753 million in 2010 that is RM0.172 million (5%) more than the budgeted sum of RM3.581 million. Revenue from subscription products was RM4.218 million, that is a decrease of RM0.741 million (5%) less as compared to the estimate of RM4.959 million.

Sumbangan Pendapatan - 31 Dis 2010 Sebelum Audit
Revenue Contribution - 31 Dec 2010 Unaudited



Sumbangan Pendapatan - 31 Dis 2010 Selepas Audit
Revenue Contribution - 31 Dec 2010 Audited



Sumbangan Pendapatan - 31 Dis 2010 Anggaran
Revenue Contribution - 31 Dec 2010 Budgeted

