

# ACROSS ASIA LIMITED

*(Incorporated in the Cayman Islands with limited liability)*

*(Stock Code: 8061)*

## **ANNUAL RESULTS ANNOUNCEMENT FOR THE YEAR ENDED 31ST DECEMBER 2011**

## **CHARACTERISTICS OF THE GROWTH ENTERPRISE MARKET (“GEM”) OF THE STOCK EXCHANGE OF HONG KONG LIMITED (THE “STOCK EXCHANGE”)**

**GEM has been positioned as a market designed to accommodate companies to which a higher investment risk may be attached than other companies listed on the Stock Exchange. Prospective investors should be aware of the potential risks of investing in such companies and should make the decision to invest only after due and careful consideration. The greater risk profile and other characteristics of GEM mean that it is a market more suited to professional and other sophisticated investors.**

**Given the emerging nature of companies listed on GEM, there is a risk that securities traded on GEM may be more susceptible to high market volatility than securities traded on the Main Board and no assurance is given that there will be a liquid market in the securities traded on GEM.**

*Hong Kong Exchanges and Clearing Limited and the Stock Exchange take no responsibility for the contents of this announcement, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.*

*This announcement, for which the Directors of the Company (namely, executive Director: Mr. Marshall Wallace COOPER; and independent non-executive Directors: Mr. Albert Saychuan CHEOK, Dr. Boh Soon LIM and Mr. Thomas Yee Man LAW) collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on the Growth Enterprise Market (the “GEM”) of the Stock Exchange for the purpose of giving information with regard to the Company. The Directors, having made all reasonable enquiries, confirm that to the best of their knowledge and belief the information contained in this announcement is accurate and complete in all material respects and not misleading or deceptive, and there are no other matters the omission of which would make any statement herein or this announcement misleading.*

# ACROSS ASIA LIMITED

*(Incorporated in the Cayman Islands with limited liability)*

*(Stock Code: 8061)*

## **ANNUAL RESULTS ANNOUNCEMENT FOR THE YEAR ENDED 31ST DECEMBER 2011**

### **HIGHLIGHTS**

- AcrossAsia Group's turnover sharply increased by 29.9% to HK\$920.6 million compared to HK\$709.0 million in 2010 mainly contributed by a growth in number of Internet service subscribers and demand for data communications services and other revenue including income from WiMAX, sale of modems and converters and joining fee.
- AcrossAsia Group's gross profit increased by 30.8% to HK\$725.0 million from HK\$554.5 million in 2010 mainly attributable to additional demand for services and the aforesaid other revenue.
- The profit margin rose to 78.7% from 78.2% for 2010 because cable TV and broadband businesses remain operating cost-effectively on existing infrastructure and capacity.
- AcrossAsia Group recorded a profit from operations of HK\$18.4 million compared to HK\$75.9 million for 2010.
- Total operating expenses (excluding other income and expenses) increased to HK\$771.3 million from HK\$508.1 million for 2010 mainly as a result of increase in depreciation charge, sales promotion, rental for locating WiMAX Base Stations, bad debts, legal and professional fees mainly for the transaction in respect of the deemed disposal of certain interests in subsidiaries, and staff salaries and benefits resulting from recruitment of additional staff to support the WiMAX business and rapid growth of broadband Internet.
- AcrossAsia Group recorded a loss attributable to owners of the Company of HK\$80.4 million compared to HK\$33.1 million for 2010.

## ANNUAL RESULTS

The Directors of the Company are pleased to announce the following audited consolidated Income Statement, Statement of Comprehensive Income and Statement of Financial Position (collectively the “Financial Statements”) of the Company and its subsidiaries (collectively “AcrossAsia Group”) for the year ended 31st December 2011 (“2011”) together with audited comparative figures for the year ended 31st December 2010 (“2010”).

### Audited Consolidated Income Statement

	<i>Note</i>	<b>2011</b> <i>HK\$'000</i>	2010 <i>HK\$'000</i>
<b>Turnover</b>	4	<b>920,648</b>	708,984
Cost of services rendered		<u>(195,663)</u>	<u>(154,520)</u>
Gross profit		<b>724,985</b>	554,464
Other income		<b>17,754</b>	5,384
Gain on disposal of a subsidiary		<b>18,411</b>	—
Fair value loss on derivative financial instruments		—	(502)
Net foreign exchange gains		<b>28,492</b>	24,757
Selling and distribution costs		<b>(77,408)</b>	(44,912)
General and administrative expenses		<u>(693,875)</u>	<u>(463,244)</u>
<b>Profit from operations</b>		<b>18,359</b>	75,947
Finance costs	5	<u>(54,355)</u>	<u>(73,197)</u>
<b>(Loss)/profit before tax</b>		<b>(35,996)</b>	2,750
<b>Income tax expense</b>	6	<u>(28,193)</u>	<u>(20,470)</u>
<b>Loss for the year</b>	7	<u><b>(64,189)</b></u>	<u>(17,720)</u>
<b>Attributable to:</b>			
Owners of the Company		<b>(80,431)</b>	(33,145)
Non-controlling interests		<u><b>16,242</b></u>	<u>15,425</u>
		<u><b>(64,189)</b></u>	<u>(17,720)</u>
<b>Loss per share</b>	8		
— basic ( <i>HK cents</i> )		<u><b>(1.59)</b></u>	<u>(0.65)</u>
— diluted ( <i>HK cents</i> )		<u><b>N/A</b></u>	<u>N/A</u>

## Audited Consolidated Statement of Comprehensive Income

	<b>2011</b> <i>HK\$'000</i>	2010 <i>HK\$'000</i>
<b>Loss for the year</b>	<u>(64,189)</u>	<u>(17,720)</u>
<b>Other comprehensive income:</b>		
Exchange differences on translating foreign operations	(105,101)	5,445
Exchange differences reclassified to income statement on disposal of a subsidiary	<u>(348)</u>	<u>—</u>
<b>Other comprehensive income for the year, net of tax</b>	<u>(105,449)</u>	<u>5,445</u>
<b>Total comprehensive income for the year</b>	<u><u>(169,638)</u></u>	<u><u>(12,275)</u></u>
<b>Attributable to:</b>		
Owners of the Company	(120,981)	(31,058)
Non-controlling interests	<u>(48,657)</u>	<u>18,783</u>
	<u><u>(169,638)</u></u>	<u><u>(12,275)</u></u>

## Audited Consolidated Statements of Financial Position

		AcrossAsia Group		Company	
		2011	2010	2011	2010
	Note	HK\$'000	HK\$'000	HK\$'000	HK\$'000
<b>Non-current assets</b>					
Property, plant and equipment		<b>1,388,449</b>	1,030,282	—	—
Interests in subsidiaries		—	—	<b>430,849</b>	430,849
Available-for-sale financial assets		<b>4,326</b>	4,403	<b>67</b>	67
Other intangible assets		<b>99,778</b>	104,733	—	—
Deferred tax assets		<b>30,999</b>	12,070	—	—
Non-current prepayments, deposits and receivables		<b>225,908</b>	109,875	<b>354</b>	793
		<u><b>1,749,460</b></u>	<u>1,261,363</u>	<u><b>431,270</b></u>	<u>431,709</u>
<b>Current assets</b>					
Trade receivables	9	<b>85,679</b>	97,727	—	—
Due from related companies		<b>3,587</b>	—	<b>323</b>	—
Financial assets at fair value through profit or loss		—	—	<b>26,790</b>	8,058
Prepayments, deposits and other current assets		<b>289,704</b>	67,373	<b>50,031</b>	50,742
Bank and cash balances		<b>691,568</b>	67,087	<b>650</b>	1,632
		<u><b>1,070,538</b></u>	<u>232,187</u>	<u><b>77,794</b></u>	<u>60,432</u>
<b>TOTAL ASSETS</b>		<u><b>2,819,998</b></u>	<u>1,493,550</u>	<u><b>509,064</b></u>	<u>492,141</u>

## Audited Consolidated Statements of Financial Position (continued)

	Note	AcrossAsia Group		Company	
		2011 HK\$'000	2010 HK\$'000	2011 HK\$'000	2010 HK\$'000
<b>Capital and reserves</b>					
Share capital	10	50,646	50,646	50,646	50,646
Reserves	10	247,899	(143,068)	3,953	227,115
Equity attributable to owners of the Company	10	298,545	(92,422)	54,599	277,761
Non-controlling interests	10	1,192,334	282,340	—	—
<b>Total equity</b>	10	<b>1,490,879</b>	189,918	<b>54,599</b>	277,761
<b>Non-current liabilities</b>					
Employees' benefits obligations		24,426	17,209	—	—
Interest-bearing borrowings		61,257	220,057	—	202,800
Notes payable		—	217,442	—	—
Bond payable		612,210	—	—	—
Finance lease payables		2,509	21,631	—	—
Due to related companies		24,906	25,355	—	—
		<b>725,308</b>	501,694	—	202,800
<b>Current liabilities</b>					
Interest-bearing borrowings		246,293	629,229	93,600	—
Notes payable		4,240	6,338	—	—
Finance lease payables		689	8,861	—	—
Due to a subsidiary		—	—	352,393	—
Due to a related company		4,000	4,000	4,000	4,000
Derivate financial instruments		—	509	—	—
Trade payables	11	165,778	29,895	—	—
Receipts in advance		21,298	15,950	—	—
Other payables and accruals		118,678	97,071	4,472	7,580
Current tax payable		42,835	10,085	—	—
		<b>603,811</b>	801,938	<b>454,465</b>	11,580
<b>Total liabilities</b>		<b>1,329,119</b>	1,303,632	<b>454,465</b>	214,380
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>2,819,998</b>	1,493,550	<b>509,064</b>	492,141
<b>Net current assets/(liabilities)</b>		<b>466,727</b>	(569,751)	<b>(376,671)</b>	48,852
<b>Total assets less current liabilities</b>		<b>2,216,187</b>	691,612	<b>54,599</b>	480,561

*Note:*

## **1. BASIS OF PREPARATION**

The Financial Statements include the financial statements of the Company and its subsidiaries for 2011. Subsidiaries are consolidated from the date on which control is transferred to AcrossAsia Group and cease to be consolidated from the date on which control is transferred out of AcrossAsia Group. The results of subsidiaries acquired or disposed of, if any, during the year are consolidated from or to their effective dates of acquisition or disposal, respectively. All significant intercompany transactions and balances within AcrossAsia Group have been eliminated on consolidation.

The Financial Statements have been prepared under the historical cost convention, as modified by the revaluation of certain investments and derivative financial instruments which are carried at their fair values.

Non-controlling interests represent the interests of outside shareholders in the results and net assets of the Company's subsidiaries.

## **2. STATEMENT OF COMPLIANCE**

The Financial Statements have been prepared in accordance with International Financial Reporting Standards ("IFRSs") issued by the International Accounting Standards Board ("IASB") and the applicable disclosures required by the Rules Governing the Listing of Securities on the Growth Enterprise Market of The Stock Exchange of Hong Kong Limited (the "GEM Listing Rules") and the Hong Kong Companies Ordinance.

The audit committee has reviewed the Financial Statements.

## **3. ADOPTION OF NEW AND REVISED IFRSs**

In the current year, AcrossAsia Group has adopted all the new and revised IFRSs that are relevant to its operations and effective for its accounting year beginning on 1st January 2011. IFRSs comprise International Financial Reporting Standards; International Accounting Standards; and Interpretations. The adoption of these new and revised IFRSs did not result in significant changes to AcrossAsia Group's accounting policies, presentation of AcrossAsia Group's financial statements and amounts reported for the current year and prior years.

## **4. SEGMENT INFORMATION**

No segment information is presented for the years ended 31st December 2011 and 2010 as AcrossAsia Group only engages in the provision of broadband network services, broadband internal services and cable television services in Indonesia and all revenue, expenses, results, assets and liabilities and capital expenditures are predominately attributable to this single operating segment.

None of AcrossAsia Group's customers contributed 10% or more of AcrossAsia Group's revenue during the years ended 31st December 2011 and 2010 accordingly, no major customers information is presented.



## 5. FINANCE COSTS

	<b>2011</b> <i>HK\$'000</i>	2010 <i>HK\$'000</i>
Interest on:		
Bank loans and overdrafts	<b>27,860</b>	26,511
Notes payable wholly repayable within five years	<b>7,256</b>	40,075
Other borrowings wholly repayable within five years	<b>17,236</b>	4,104
Finance lease charges	<b>2,003</b>	2,507
	<u><b>54,355</b></u>	<u>73,197</u>

## 6. INCOME TAX EXPENSE

	<b>2011</b> <i>HK\$'000</i>	2010 <i>HK\$'000</i>
Current tax — Overseas	<b>46,789</b>	12,894
Deferred tax	<b>(18,596)</b>	7,576
Income tax expense	<u><b>28,193</b></u>	<u>20,470</u>

No provision for Hong Kong Profits Tax is required since AcrossAsia Group's income is derived from overseas sources which is not liable to Hong Kong Profits Tax (2010: Nil).

Taxes charge on profits assessable elsewhere have been calculated at the rates of tax prevailing in the countries in which AcrossAsia Group operates, based on existing legislation, interpretation and practices in respect thereof.

The Company's subsidiaries incorporated and operating in Indonesia are subject to Indonesian income tax at a maximum rate of 25% (2010: 25%) of the individual entities' respective assessable profits in accordance with Indonesian income tax law.

The reconciliation between the Indonesian income tax rate and the effective tax rate is as follows:

	<b>2011</b> %	2010 %
Indonesian income tax rate	<b>25</b>	25
Deferred tax assets not recognised	<b>(41)</b>	9
Non-deductible items	<b>(64)</b>	720
Non-taxable items	<b>2</b>	(10)
Effective tax rate	<u><b>(78)</b></u>	<u>744</u>

## 7. LOSS FOR THE YEAR

AcrossAsia Group's loss for the year is stated after charging/(crediting) the following:

	<b>2011</b> <i>HK\$'000</i>	2010 <i>HK\$'000</i>
Depreciation of property, plant and equipment	<b>172,393</b>	122,949
Amortisation of other intangible assets*	<b>15,548</b>	12,993
Staff costs, including Directors' remuneration:		
Salaries, allowances and benefits in kind	<b>183,732</b>	119,884
Retirement benefit scheme contributions (defined contribution schemes)	<b>350</b>	590
Provision for employees' benefits	<b>12,309</b>	6,576
	<b>196,391</b>	127,050
Loss/(gain) on disposal of property, plant and equipment	<b>101</b>	(327)
Operating lease charges for land and buildings	<b>402</b>	957
Bad debts expense/allowance for receivables	<b>34,770</b>	4,329
Auditors' remuneration	<b>1,191</b>	967

\* Included in "General and administrative expenses" on the face of the consolidated income statement.

## 8. LOSS PER SHARE

The calculation of basic loss per share attributable to owners of the Company is based on the loss for the year attributable to owners of the Company of approximately HK\$80,431,000 (2010: HK\$33,145,000) and 5,064,615,385 (2010: 5,064,615,385) ordinary shares in issue during the year.

No diluted loss per share is presented as the Company did not have any dilutive potential ordinary share during the years ended 31st December 2011 and 2010.

## 9. TRADE RECEIVABLES

AcrossAsia Group's trading terms with its customers are mainly on credit. AcrossAsia Group allows an average general credit period of 60 days to its customers, except for certain well-established customers, where the terms are extended beyond 60 days.

AcrossAsia Group seeks to maintain strict control over its outstanding receivables. Overdue balances are reviewed regularly by senior management.

The ageing analysis of trade receivables, based on invoice date and net of allowance, is as follows:

	<b>AcrossAsia Group</b>	
	<b>2011</b> <i>HK\$'000</i>	2010 <i>HK\$'000</i>
Within 1 month	<b>53,000</b>	36,770
1 to 2 months	<b>14,981</b>	10,203
2 to 3 months	<b>9,917</b>	4,171
Over 3 months	<b>7,781</b>	46,583
	<b>85,679</b>	97,727

At 31st December 2011, trade receivables of approximately HK\$17,698,000 (2010: HK\$50,724,000) were past due but not impaired. These related to a number of independent customers for whom there is no recent history of default. The ageing analysis of these trade receivables is as follows:

	<b>AcrossAsia Group</b>	
	<b>2011</b> <i>HK\$'000</i>	2010 <i>HK\$'000</i>
2 to 3 months	<b>9,917</b>	4,171
Over 3 months	<b>7,781</b>	46,583
	<b><u>17,698</u></b>	<u>50,724</u>

At 31st December 2011, trade receivables of AcrossAsia Group included receivables from certain related companies, which are directly or indirectly owned, controlled or influenced by the principal beneficial shareholder of the Company, totalling approximately HK\$2,167,000 (2010: HK\$9,402,000). These balances are unsecured, interest-free and are repayable principally in accordance with normal trading terms.

At 31st December 2011, trade receivables of approximately HK\$63,568,000 (2010: HK\$42,763,000) were pledged to a bank to secure interest-bearing borrowings.

## 10. AUDITED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	<u>Attributable to owners of the Company</u>					<b>Non- controlling interests</b> <i>HK\$'000</i>	<b>Total equity</b> <i>HK\$'000</i>
	<b>Issued capital</b> <i>HK\$'000</i>	<b>Share premium account</b> <i>HK\$'000</i>	<b>Translation reserve</b> <i>HK\$'000</i>	<b>Accumulated losses</b> <i>HK\$'000</i>	<b>Total</b> <i>HK\$'000</i>		
At 1st January 2010	506,462	414,318	798	(982,942)	(61,364)	86,852	25,488
Total comprehensive income for the year	—	—	2,087	(33,145)	(31,058)	18,783	(12,275)
Capital reduction	(455,816)	—	—	455,816	—	—	—
Rights issue of a subsidiary	—	—	—	—	—	176,705	176,705
Changes in equity for the year	<u>(455,816)</u>	<u>—</u>	<u>2,087</u>	<u>422,671</u>	<u>(31,058)</u>	<u>195,488</u>	<u>164,430</u>
At 31st December 2010 and 1st January 2011	<u>50,646</u>	<u>414,318</u>	<u>2,885</u>	<u>(560,271)</u>	<u>(92,422)</u>	<u>282,340</u>	<u>189,918</u>
Total comprehensive income for the year	—	—	(40,550)	(80,431)	(120,981)	(48,657)	(169,638)
Deemed disposal of subsidiaries	—	—	—	511,948	511,948	958,651	1,470,599
Changes in equity for the year	<u>—</u>	<u>—</u>	<u>(40,550)</u>	<u>431,517</u>	<u>390,967</u>	<u>909,994</u>	<u>1,300,961</u>
At 31st December 2011	<u>50,646</u>	<u>414,318</u>	<u>(37,665)</u>	<u>(128,754)</u>	<u>298,545</u>	<u>1,192,334</u>	<u>1,490,879</u>

## 11. TRADE PAYABLES

The ageing analysis of trade payables, based on invoice date, is as follows:

	AcrossAsia Group	
	2011	2010
	HK\$'000	HK\$'000
Within 1 month	58,545	12,092
1 to 2 months	12,620	3,198
2 to 3 months	2,850	383
Over 3 months	91,763	14,222
	<u>165,778</u>	<u>29,895</u>

At 31st December 2011, trade payables of AcrossAsia Group included payables to certain related companies, which are directly or indirectly owned, controlled or influenced by the principal beneficial shareholder of the Company, totalling approximately HK\$71,884,000 (2010: HK\$3,536,000). These balances are unsecured, interest-free and are repayable principally in accordance with normal trading terms.

## EMPHASIS OF MATTER IN THE INDEPENDENT AUDITOR'S REPORT

The unqualified audit opinion in the Independent Auditor's Report for the consolidated financial statements of AcrossAsia Group for 2011 contains the following emphasis:

### **“Emphasis of matter relating to the garnishee proceedings**

Without qualifying our opinion, we draw attention to the following matter:

As explained in note 41 to the financial statements, garnishee proceedings have been brought against the Company in Hong Kong as part of the attempts to enforce certain arbitration awards issued by the Singapore International Arbitration Centre in Singapore against PT First Media Tbk (“First Media”), a 55.1% owned subsidiary of the Company, PT Ayunda Prima Mitra (“Ayunda”), the then wholly owned subsidiary of First Media, and PT Direct Vision, an associate of Ayunda. Based on the information available to the directors of the Company, details of which are set out in note 41 to the financial statements, the directors of the Company are of the view that no provision is required to be made in the Group's consolidated financial statements for the year ended 31st December 2011.”

Note 41 to the financial statements referred to above is as follows:

### **“41. GARNISHEE PROCEEDINGS**

As stated in the annual report of the Company for the year ended 31st December 2009, on 6th October 2008, (i) Astro Nusantara International B.V., (ii) Astro Nusantara Holdings B.V., (iii) Astro Multimedia Corporation N.V., (iv) Astro Multimedia N.V., (v) Astro Overseas Limited (formerly known as AAAN (Bermuda) Limited), (vi) Astro All Asia Networks Limited (formerly known as Astro All Asia Networks PLC), (vii) Measat Broadcast Network Systems SDN BHD and (viii) All Asia Multimedia Networks FZ-LLC (hereinafter collectively referred to as “Astro Group”) filed a Notice of Arbitration against Ayunda, First Media and Direct Vision under the rules of Singapore International Arbitration Centre (“SIAC”) in Singapore.

SIAC issued several awards in 2009 and 2010 ruling in favour of Astro Group. Based on legal opinions obtained from First Media's Indonesian lawyer dated 10th March 2011 and 29th February 2012, the Interim Final Award (as amended by the Amendment of Interim Final Award), Partial Costs Award and Final Costs Award (hereinafter collectively referred to as the "Awards") are against the Indonesian law and therefore, could not be enforced in Indonesia according to the New York Convention and the Indonesia Regulation of Arbitration No. 30/1999. Moreover, the Awards are continuance of the Interim Arbitration Award as the Interim Arbitration Award was determined to be unenforceable by the Central Jakarta District Court which has been affirmed by the Supreme Court.

In July 2011, a Garnishee Order to Show Cause was served on the Company (as garnishee) ordering that all sums due or accruing due from the Company to First Media (being a judgement debtor) be attached to answer a Hong Kong Court judgement dated 9th December 2010 against First Media by Astro Group for certain judgement sums (the "Hong Kong Judgement"), and that the Company attend before the Hong Kong Court on 17th August 2011 relating to the application by Astro Group that the Company shall pay to Astro Group all debts due or accruing due from the Company to First Media, or so much thereof as may be sufficient to satisfy the judgement debt owed by First Media to Astro Group, together with the costs of the garnishee proceedings. At the directions hearing on 17th August 2011 (which was attended by the Company and Astro Group), the Hong Kong Court ordered, amongst other things, that the application by Astro Group be adjourned for argument. The adjourned hearing was subsequently fixed to be heard on 3rd February 2012. After a further directions hearing on 27th January 2012 (which was attended by the Company and Astro Group), the Hong Kong Court vacated the hearing scheduled to be held on 3rd February 2012 and adjourned it to a date to be fixed.

For the sake of completeness, it is noted that First Media has made an application to the Hong Kong Court, amongst other things, to set aside the Hong Kong Judgement, and Astro Group has made an application to stay all further Hong Kong proceedings and to require the Company to pay any amounts due or accruing due from the Company to First Media as they fall due into Court in Hong Kong pending the determination of proceedings in Singapore pursuant to which First Media seeks to challenge judgements obtained by Astro Group against it. On 15th March 2012, the Hong Kong Court ordered a stay of the Hong Kong proceedings pending the determination of proceedings in Singapore. On 21st March 2012, the Hong Kong Court ordered the Company to pay all sums due and payable to First Media into Court in Hong Kong, as they become due and payable, pending the outcome of the proceedings in Singapore. The Company is currently considering whether or not to appeal this decision. The Company anticipates that the garnishee proceedings will be heard following the determination of First Media's application to set aside the Hong Kong Judgement but no date has been fixed for the hearing of that application.

Based on a legal opinion obtained from the Company's Hong Kong lawyer, the Directors of the Company are of the opinion that there is a reasonable prospect of resisting the garnishee proceedings in Hong Kong. As a result, no provision has been made in the consolidated financial statements of AcrossAsia Group for the year ended 31st December 2011."

## **FINAL DIVIDEND**

The Directors do not recommend the payment of the final dividend for 2011 (2010: Nil).

## **FINANCIAL REVIEW**

AcrossAsia Group's results for 2011 were analysed as follows:

### **Turnover**

AcrossAsia Group's total turnover sharply increased by 29.9% to HK\$920.6 million compared to HK\$709.0 million in 2010 mainly contributed by a growth in number of Internet service subscribers and demand for data communications services amounting to HK\$533.8 million in aggregate from HK\$428.4 million in 2010. AcrossAsia Group also generated other revenue of HK\$105.9 million compared to HK\$25.1 million in 2010 from another stream of business comprising income from WiMAX of HK\$10.6 million, sale of modems and converters, leasing out equipment, joining fee and other related services.

### **Gross Profit**

AcrossAsia Group's gross profit increased by 30.8% to HK\$725.0 million from HK\$554.5 million in 2010 mainly attributable to additional demand for services and the aforesaid other revenue. The profit margin rose to 78.7% from 78.2% for 2010 because cable TV and broadband businesses remain operating cost-effectively on existing infrastructure and capacity.

### **Profit from Operations**

AcrossAsia Group recorded a profit from operations of HK\$18.4 million compared to HK\$75.9 million for 2010.

Total operating expenses (excluding other income and expenses) increased to HK\$771.3 million from HK\$508.1 million for 2010 mainly as a result of depreciation charge of HK\$172.4 million (2010: HK\$122.9 million), sales promotion of HK\$22.4 million (2010: HK\$7.5 million) as incentive for pushing up revenue, rental for locating WiMAX Base Stations of HK\$58.0 million (2010: HK\$22.8 million), bad debts of HK\$34.8 million (2010: HK\$4.3 million), legal and professional fees of HK\$60.5 million (2010: HK\$28.5 million) mainly for the transaction in respect of the deemed disposal of certain interests in subsidiaries, and staff salaries and benefits of HK\$184.1 million (2010: HK\$120.5 million) resulting from recruitment of additional staff to support the WiMAX business and rapid growth of broadband Internet.

### **Profit Attributable to Owners**

AcrossAsia Group recorded a loss attributable to owners of the Company of HK\$80.4 million compared to HK\$33.1 million for 2010.

## **Finance Resources and Capital Structure**

AcrossAsia Group primarily financed its operations with internally generated cash flows, capital injection from investors and borrowings during 2011. As at 31st December 2011, AcrossAsia Group had bank and cash balances of HK\$691.6 million. The total borrowings amounted to HK\$927.2 million compared to HK\$1,103.6 million as at 31st December 2010. Borrowings were mainly denominated in Indonesian Rupiah and United States Dollar with interest generally chargeable at market rates, and had maturity dates ranging from less than a year to 5 years. Part of the borrowings was secured by certain property, plant and equipment and trade receivables of AcrossAsia Group.

During the year, AcrossAsia Group implemented and is continuing to implement the following management plan to further improve its financial position: restructuring of current borrowings to long-term loans; enhancement of operational efficiency; procurement of long-term debt/equity financing; extension of the penetration of the cable TV, broadband Internet and other services; and exploration of new business opportunities. AcrossAsia Group's gearing ratio, representing total borrowings divided by equity attributable to owners of the Company, was 3.1 times as at 31st December 2011. The accumulated losses of AcrossAsia Group also reduced to HK\$128.8 million as at 31st December 2011 from HK\$560.3 million as at 31st December 2010. Such improvement was attributable to the completion of a transaction resulting in a gain from deemed disposal of minority interests of subsidiaries.

As a result of substantial operations in Indonesia, AcrossAsia Group has exposed foreign currency risk from borrowings denominated in Indonesian Rupiah and United States Dollar and funds received and spent mainly denominated in Indonesian Rupiah. During the year, the foreign currency exposure had positive impact on AcrossAsia Group's results. AcrossAsia Group will continue to monitor and manage its foreign exchange exposure.

## **BUSINESS REVIEW**

AcrossAsia Group through First Media (a subsidiary of the Company listed on the Indonesia Stock Exchange in which the Company has a 55.1% interest) and its subsidiaries (collectively "First Media Group") recorded growth in their services. First Media Group is the only multimedia service provider in Indonesia to offer broadband Internet and digital-quality cable TV services through a two-way HFC (Hybrid Fibre Coaxial) network, and the first pay-TV network in Indonesia to offer High-Definition TV programmes. With its Triple-play services, namely FastNet, HomeCable and DataComm, First Media Group offers a new edutainment and lifestyle of experience and high speed, 24/7 broadband Internet connectivity as well as digital quality pay-TV access to its valuable residential and business customers in Indonesia.

FastNet is an unlimited high-speed Internet access service offering a variety of connection speeds with smart values and best deals. Packages offered currently range from 1.5 Mbps to 20 Mbps with minimum subscription fees Rp235,000/month. With 20Mbps of unlimited access, First Media Group offers the fastest truly broadband Internet service in Indonesia. It has the unique opportunity to sell premium products to its target customers by leveraging its exclusive access to high-end customer segments. First Media Group also takes care of kids' Internet access needs by providing innovative and content-protected FastNet KIDS package.

With the addition of more SD (standard definition) and HD (high definition) channels, HomeCable now offers a total of 100 SD channels of local and international TV plus 21 HD channels covering news, education, movies, lifestyle, entertainment, sports and music channels. Packages offered include HomeCable Family, HomeCable Family Plus, HomeCable Ultimate, Sport Channels and attractive selection packs/add-ons with minimum subscription fees increased to Rp90,000 per month, depending on the number of channels/selections.

DataComm services provide excellent connectivity and availability for decision making process and business continuity. DataComm continues to serve the demand from corporate customers for high reliability connection using the latest technology of fibre optic cable. The Metro Ethernet technology applied in the network backbone gives the corporate customers the very simple and flexible technology to adapt. Through its DataComm business, First Media Group is presently the market leading provider of high capacity and high speed data communications solutions to its commercial subscribers with cutting-edge technology in coverage of key commercial office buildings and hotels in Jakarta region. DataComm has been the sole network provider to the Indonesia Stock Exchange for its JATS-Remote Trading for over nine years now.

During 2011, First Media Group continued its focus on improvement of its services and customer satisfaction in order to grow its customer base as well as its new rollout on the infrastructure to cover untapped areas. The results were healthy growth of its customer base, strengthening of the dominance of its Triple-Play Megamedia services, together with achievement of satisfactory operating results. First Media Group has implemented more aggressive marketing campaign to promote its service offerings and introduced more channels and packages as aforesaid to meet market needs.

In late June 2011, First Media Group completed the subscription by Asia Link group (part of the world class fund, CVC) of minority equity interests in PT Link Net and PT First Media Television (operating broadband Internet and cable TV businesses) and a bond issued by First Media for an aggregate price of approximately HK\$2 billion (collectively the “CVC Transactions”). It also completed the purchase of 4 floors of office space at Gedung Citra Graha in Jakarta, Indonesia for a consideration of approximately HK\$106 million (the “Purchase”) for its self-use and leasing.

First Media Group continued its second phase network coverage expansions particularly with the benefits of the CVC Transactions. It has added over 148,000 home pass to its HFC network. By the end of 2011, its fiber optic cable reached over 4,272 km whilst its coaxial cable network reached over 5,954 km, passing more than 654,000 homes. This HFC network covers major residential and central business districts in Greater Metropolitan Jakarta and other prime cities in Indonesia such as Surabaya and Bali. By the end of 2011, the number of cable TV subscribers and broadband Internet subscribers reached over 190,700 and over 192,900 respectively. First Media Group has been expanding into the most advanced wireless broadband operation after successful soft launch of its new high speed 4G WiMAX service “Sitra” to cope with rising demand for mobile data service driven by affluence of smartphones and tablet devices. The network already covers some prominent areas in West and South Jakarta. Sitra has started to accumulate subscribers and generate revenue.



## **PROSPECTS**

Indonesia is forecasted to attain a GDP growth of over 6% in 2012 though slightly lower than the 6.5% in 2011. This continuous growth momentum will foster expansion of the middle class and demand for higher living standards of the 240 million population, and will also provide sound environment for domestic consumption and foreign investment which in turn will spiral up the demand for good quality broadband Internet and cable TV services that First Media Group is offering. The CVC Transactions provide First Media Group with the right financial resources to promptly expand its well established HFC network to tap the huge potential of the broadband Internet and cable TV businesses (such as HD TV channels) given the relatively low penetration rates in Indonesia and to roll out its Sitra WiMAX service thereby consummating its goal of becoming a Quadruple-play service provider. AcrossAsia Group will stay alert towards the global economic situations while continuing to optimize and broaden its operations through First Media Group.

## **EMPLOYEES**

As at 31st December 2011, AcrossAsia Group had approximately 750 employees (2010: 630). Their remuneration, promotion and salary review are assessed based on job responsibilities, work performance, professional experiences and the prevailing industry practices. AcrossAsia Group's employees in Hong Kong joined the Mandatory Provident Fund Scheme. Other benefits include share options granted or to be granted under the share option scheme, incentive bonus and training schemes.

## **CODE ON CORPORATE GOVERNANCE PRACTICES**

The Company has implemented measures to meet the Code on Corporate Governance Practices set out in Appendix 15 of the GEM Listing Rules (the "CG Code"). To the knowledge of the Directors, they consider that the Company has applied the principles of the CG Code and to a certain extent, of the recommended best practices thereof and are not aware of any non compliance with the CG Code during 2011 save as disclosed herein.

First Media entered into a sale and purchase agreement with a seller on 27th June 2011 for the Purchase. The Purchase constituted a discloseable transaction for the Company under the GEM Listing Rules. The Company did not fully comply with the GEM Listing Rules to announce the Purchase in a timely manner and could only publish the relevant announcement on 11th August 2011 as soon as it had become aware of the Purchase.

## **PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SHARES**

During 2011, there was no purchase, sale or redemption of shares of the Company by the Company or any of its subsidiaries.

By Order of the Board  
**Albert Saychuan CHEOK**  
*Chairman*

Hong Kong, 22nd March 2012

*This announcement will remain on the “Latest Company Announcements” page of the GEM website at [www.hkgem.com](http://www.hkgem.com) for at least seven days from its date of publication and on the Company’s website at [www.across-asia.com](http://www.across-asia.com).*