

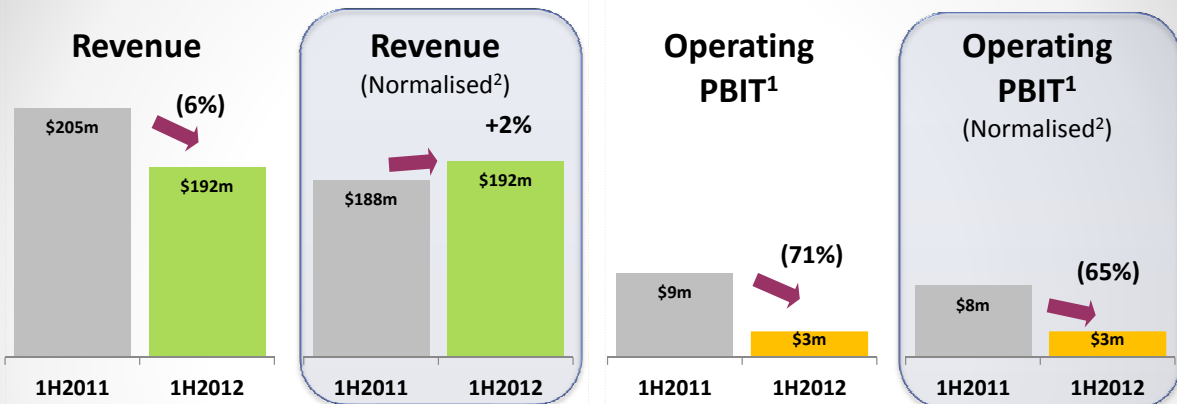


**Times Publishing Group**

**GOH SIK NGE**

CHIEF EXECUTIVE OFFICER,  
TIMES PUBLISHING GROUP  
11 MAY 2012

## FINANCIAL HIGHLIGHTS



1. Revenue up 2% (normalised for divestments in Retail)
2. Driven by growth in Education Publishing

1. Education Publishing continued to support underlying business operating PBIT
2. Overall PBIT affected by decline in print volume, Australian distribution business, Book distribution & lower GP margins

<sup>1</sup> Denotes Profit Before Interest and Tax

<sup>2</sup> Excluding divested school retail bookstore business

# FINANCIAL HIGHLIGHTS

\$ ' million	1H2012	1H2011	Chg
<b>Operating Profit (b/f EI)</b>	<b>3</b>	<b>9</b>	<b>(71%)</b>
Share of Associates	3	0	NM
<b>PBIT (b/f EI)</b>	<b>6</b>	<b>9</b>	<b>(39%)</b>
<b>APBE<sup>1</sup></b>	<b>4</b>	<b>5</b>	<b>(18%)</b>

<sup>1</sup> Denotes Attributable Profit Before Exceptional Items

# PUBLISHING HIGHLIGHTS

1. Export portfolio continued to grow with strong gains in US, Chile and Indonesia
2. Our digital products gaining interest with successful US school adoptions of Math Buddies (US web based e-learning)
3. Made inroads into developing markets (South Africa, Colombia)
4. Spanish Mathematics pilot programme in Colombia, 2000 students
5. Continued to invest in talent development

## PRINTING HIGHLIGHTS

1. Base print volume was secured through the renewal of major contracts
2. Print adversely affected by lower orders from US, Europe & Australia, partly cushioned by increased work from China and Malaysia
3. Keen competition and increased labour cost squeezed Print margins
4. Focused on expansion into Malaysia & China

## RETAIL & DISTRIBUTION HIGHLIGHTS

1. Distribution gains due to increased range of non-magazine products
2. New outlets in Singapore (Paragon) and Malaysia (Citta Mall) fueled Retail growth
3. Book Distribution experienced lower revenue from closures of several retail bookstore chains in Singapore
4. Australian Distribution affected by weak consumer sentiments

[www.nooqstore.asia](http://www.nooqstore.asia)

# ONLINE RETAIL HIGHLIGHTS

Expanded online shop product range

The screenshot displays the NOO store website interface. At the top, there is a navigation bar with links for Home, Sign In, My Account, Order History, and Wish List, along with a currency selector for Singapore Dollar (SGD). A promotional banner offers "GET GOOD READS DELIVERED TO YOUR DOORSTEP AT JUST \$5 WITHIN SINGAPORE" and features book covers for "Inside Apple", "It's Book", and "TOM CLANCY". A "SAVE EVEN MORE! Be a MEMBER now. Welcome to NoQ store!" button is also present.

Below the banner is a category navigation bar with "Books", "Magazines", "Gifts & Novelties", "Stationery", and "Media Accessories". A search bar prompts users to "Enter a Title, Author, ISBN or Publisher" and includes a "GO Advanced Search" button and a "SHOPPING CART [0]" icon.

The main content area features a "shop by Categories" sidebar with a list of genres: Asian Titles, Arts & Photography, Biographies & Memoirs, Body, Mind and Spirit, Business & Investing, Children's Books, Christian Books, Comics & Graphic Novels, Computers & Internet, and Cooking, Food & Wine.

The central product recommendation section is titled "Perfect Gifts & Perfect Reads FOR PERFECT MOTHERS" and includes a "PRICE GUARANTEED" badge. It displays four items: a pink gift box (S\$49.41 to S\$35.60\*), a pink balloon arrangement (S\$26 to S\$5.32\*), a book "PLEASE LOOK AFTER MOTHER" (S\$18.22 to S\$11.66\*), and a book "PARIS IS LOVE" (S\$4.55 to S\$24.07\*). A pagination bar shows "1 2 3 4".

On the right, there is a call to action: "Download our App for price comparison now! Available on the iPhone App Store". Below this is a "CHECK OUT OUR PROMOTIONS AND EVENTS" section with a calendar icon and a list of dates from 1 to 30.

NOO store  
**IS NOW OPEN!**  
[www.nooqstore.asia](http://www.nooqstore.asia)



## THANK YOU!

• • •  
NEXT SPEAKER:

**LIM EE SENG**

CHIEF EXECUTIVE OFFICER,  
FRASERS CENTREPOINT GROUP