

MEDIA CLIPPING

Client :	Privasia Technology Berhad	Date :	23 April 2010
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Privasia in acquisition talks with 2 firms

By Goh Thean Eu

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PRIVASIA Technology Bhd, an information technology (IT) firm specialising in business process outsourcing and wireless communications solutions, may acquire up to two firms to expand its business by year-end.

It is in talks with two companies with one specialising in IT, while the other is a telecommunications service provider.

"We are now looking at two candidates. We are in early talks with one of them, and in advanced talks with the other," its chief executive officer and managing director Puvanesan Suberthiran told a media briefing in Petaling Jaya, Selangor, yesterday.

Privasia, listed on the ACE Market of Bursa Malaysia after taking over the listing status of Airocom Technology Bhd, said it will most likely acquire these companies via internally-generated funds and does not plan to borrow from banks.

Based on the company's unaudited balance sheet, it has over RM3.3 million cash in hand in 2009.

Besides the two potential candidates, the firm said it is keeping its eyes open for more opportunities.



Puvanesan says Privasia aims to buy with internally-generated funds

"We are actively looking at different candidates ... We are looking at companies like Airocom, which has a lot of potential and focus on ICT," said Puvanesan.

The company, which posted a net profit of RM1.1 million and revenue of RM27.2 million in 2009, expects sales to grow by 10-20 per cent this year, as it continues to grow its customer base.

Currently, 40 per cent of its revenue are recurring income. Privasia hopes its recurring income can contribute half of the group's total sales by year-end and 60 per cent of sales within three years.

So far, it has order book of RM75 million, which is expected to last the company for five years.

"We hope to grow our order book by double-digit in three years. One may think it is a small growth, but it's actually not, because order book as time goes by will shrink," he said.

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Privasia eyes more M&A for growth

by **Tony C H Goh**
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KUALA LUMPUR: Privasia Technology Bhd is finalising terms for a possible takeover of an IT company and is in advanced talks with another as the ICT outsourcing and consulting services player continues to seek growth through mergers and acquisitions (M&A).

According to its group chief executive officer Puvanesan Subenthiran, one of the target companies is a telecommunications outfit while another is involved in the information and communications technology (ICT) industry.

"Our target for acquisitions will continue to be small companies that offer good growth potentials. We will fund these acquisitions with internally generated funds, while using our gearing to mainly finance IT outsourcing contracts," said Puvanesan in a media briefing here yesterday.

Privasia has been hot on the acquisition trail lately. It had in May last year taken over the listing status of Airocom Technology Bhd, now known as Airocom Technology Sdn Bhd, via a reverse takeover (RTO) exercise.

Airocom is involved in mobile gateways and system integration projects related to communications. The takeover provided Privasia with the platform to enter the telecommunications sphere. The acquisition of Airocom also came with a profit guarantee of RM4.9 million for Privasia at group level for each of the financial years ended Dec 31, 2008 (FY08) and FY09.

Barely six months after the Airocom RTO, Privasia acquired a 70% stake in another communication-related company, IPSAT Sdn Bhd, for RM1 million in December 2009. IPSAT is principally engaged in the provision of system integration services for ports and logistics, IT outsourcing, e-procurement and wireless communications solutions.

The market for ICT services and outsourcing industry in Malaysia is expected to reach RM1.11 billion in 2012 from RM801 million this year. Since 2005, it has recorded a cumulative average growth rate of 16.8%, according to a survey by Frost & Sullivan.

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**“Privasia continues to be profitable for the year;
Secured order book of RM75million”**

(八打灵再也22日讯) 在去年完成倒置收购Airocom科技 (AIROCOM) 的PRIV亚科 (PRIVA, 0123, 创业板科技股) 有信心2010财年可全年续有获利。

在PRIV亚科未收购并取得Airocom科技 (AIROCOM) 上市前, Airocom科技仍是个亏损的公司, 直到第三季PRIV亚科成功转亏为盈, 并使公司09财年获益85万2000令吉。

PRIV亚科总执行长普瓦纳山指出: “2010财年首季及次季科将持续获益, 相信本财年将可全年取得盈利。”

近期拓展電訊業

不过, 谈及增长目标, 他坦言, 公司营业额增长与订单额增长率息息相关, 订单增幅大小, 就代表著公司收益增长多少。

他今日在PRIV亚科的业务媒体汇报, 发表谈话; 列席者包括副总执行长安德迪鲁。

目前, PRIV亚科持有7500万令吉订单, 可维持未来5年收入至2014年, 一般上每项合约期限是3至5年。

“我们的订单陆续有来, 但相信未来3年订单增长率可达两位数成长。”

PRIV亚科非常著重与客户建立长期的合作关系, 以取得长期的经常收入。

上财年PRIV亚科收入有40%来自经常收入, 预计今年经常收入可达50%。

PRIV亚科的核心业务是为科技业、通讯业甚至是电讯业者提供资讯通讯科技外包服务 (ICT Outsourcing Service)。

电讯业是公司近期计划拓展的行业。

普瓦纳山指出, 40%的市占率并不是指数额 (销售额、投资回报等), 是指在客户群方面取得40%的市占率; 即每10个潜在客户内就有4个是PRIV亚科的客户。

除了不断加强客户群及开拓新市场

持7500萬訂單

PRIV亞科今年續獲利



亚科的业务媒体汇报。
普瓦纳山 (右) 及安德迪鲁, 主持期

翼佔40%區域外包市場

动, 公司将透过内部资金解决。

“除非 收购对象是财力雄厚, 且具有很大发展空间的公司, 我们才会考虑融资。”

尽管PRIV亚科已开始获利, 惟公司并不打算在本财年派息。

“现在这个阶段非常关键, 我们刚开始转亏为盈, 必须有所筹备, 但短期内将会拟定派息政策回馈股东。”