

**NEWS RELEASE****GLOBAL YELLOW PAGES POSTS 9 MONTHS FY2012 REVENUE OF S\$30.4 MILLION**

- Registers a profit of S\$6.7 million for the 9 months ended 31 December 2011
- Contributions from strategic investments acquired last year

*Singapore, February 3, 2012* – Global Yellow Pages Limited (“GYP” or the “Group”), a multi-platform solutions company focusing on up-to-date search, Small and Medium Enterprises (“SME”) enablement and database marketing, and the largest publisher of directories and provider of classified directory advertising and associated products and services in Singapore, today posted a net profit of S\$6.7 million for the nine months ended 31 December 2011 (“9MFY2012”), compared to S\$12.9 million in the corresponding period last year (“9MFY2011”).

GYP’s revenue for the first nine months of FY2012 decreased 15.3% to S\$30.4 million compared to the corresponding period last year due to lower revenue from Singapore Phone Directories which offset the increase in revenue from subsidiaries acquired last year.

Total expenses were S\$24.5 million during 9MFY2012, representing an increase of 10.1% against the corresponding period last year. The increase was attributable to higher staff costs, following the acquisition of new subsidiaries into the Group.

The Group’s cash and cash equivalents increased by S\$1.8 million from 31 March 2011 to close at S\$8.9 million as at 31 December 2011 due mainly to profits earned during the period under review, which were partially offset by payment of dividends and a higher level of trade receivables.

Net assets of S\$198.3 million were higher by S\$2.6 million compared with 31 March 2011 due mainly to profits earned during the period offset by dividends paid.

Mr Stanley Tan, Chief Executive Officer of the Group said: "The first nine months of FY2012 proved to be challenging in the face of uncertain economic conditions. We believe that our transition from a print directory publisher to a multi-platform solutions company for SMEs will strengthen the quality of our revenue and earnings streams. Our strategic investments have also started to bear fruit contributing to the Group's revenue."

### **Canvass results and business outlook**

The Group recognised S\$21.2 million from its sales for the Singapore Phone Directories in 3Q FY2012 as compared to S\$28.5 million for the previous year, a drop of 25.6%.

The Group's expects its full year results to be lower than that of the previous year as economic uncertainties continue to cast a shadow on the business environment. In order to improve its revenue streams and strengthen shareholders' value, the Group is continuously creating and enhancing its value proposition for its SME client base and users through its three core pillars of strength - search leadership, data expertise and business solutions.

Recently, the Group launched a local web portal MyTampines.sg and MyTampines Card to empower and connect the Tampines community. These will provide local merchants with up to date tools to reach out to their customers. These tools will be continuously improved through enhancing the MyTampines Card rewards and benefits as well as payment capability to make this a card for the residents' daily needs. The Group is looking to launch community portals in other neighbourhoods in Singapore as part of its effort to create local community portals.

Looking ahead, the Group will continue its strategy to drive its business forward and expand its geographical footprint within the region.

### **About Global Yellow Pages Limited**

Global Yellow Pages Limited (GYP) is a multi-platform solutions company focusing on up-to-date search, SME enablement and database marketing. It is also the largest publisher of directories and provider of classified directory advertising and associated products and services in Singapore. Listed on SGX-ST, the Group continues to develop and expand its suite of products and services to ensure usability and accessibility in a changing market.

In addition to its core print directories and Internet Yellow Pages, the Group includes Singapore Information Services Pte Ltd, ShowNearby Pte Ltd (ShowNearby), Qpay Asia Pte Ltd (Qpay), Global Digital Express Pte Ltd and eFusion Solutions Pte Ltd (eFusion). Singapore Information Services provides database marketing services; ShowNearby develops location-specific applications for mobile and web platforms; Qpay is a provider of secure yet simple to use mobile payment services; Global Digital Express produces engaging, effective websites and design tools for businesses and eFusion has proven success through its sales and voice-based solutions.

To further add value to its SME clientele, GYP widened the offerings under SOLUTIONS through joint ventures (“JV”) with software solutions providers, namely, Global Coresoft Pte Ltd to provide customer relationship management and other cloud computing solutions for SMEs, Global OneEmpower Pte Ltd to provide loyalty management and prepaid/gift card solutions, Global CyOne Pte Ltd to provide Rosetta Enterprise software, including accounting and payroll applications, and Global HubOne Pte Ltd to help customers migrate their existing platforms to Microsoft Office 365 efficiently. The new offerings are enablers for SMEs to generate customer loyalty, and further improve productivity and operational efficiency.

For further information, please visit [www.yellowpages.com.sg](http://www.yellowpages.com.sg).

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