



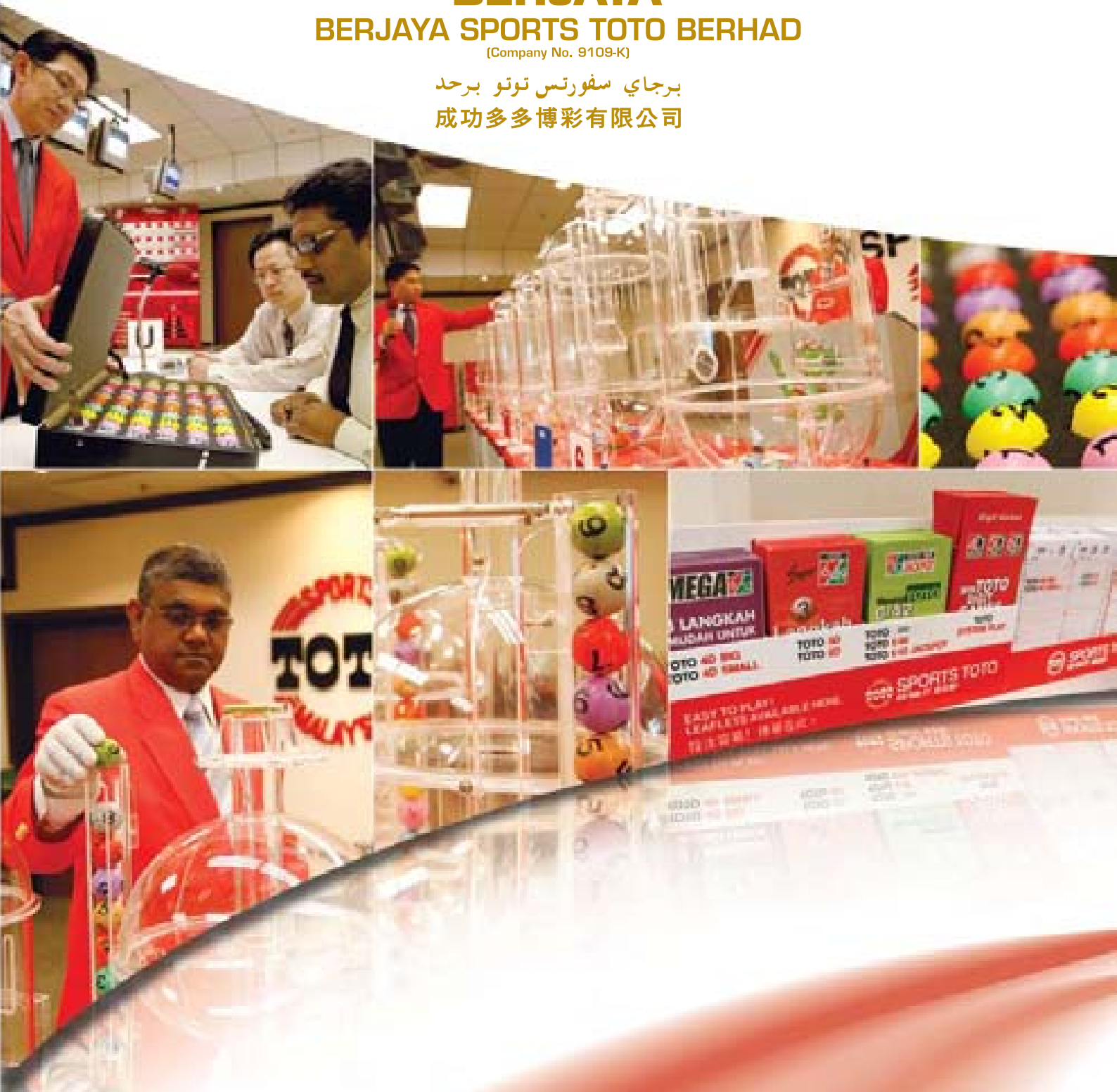
**BERJAYA**

**BERJAYA SPORTS TOTO BERHAD**

(Company No. 9109-K)

برجاي سפורتس توتو برحد

成功多多博彩有限公司



**2009**

**LAPORAN TAHUNAN  
ANNUAL REPORT**



The corporate logo comprises the word BERJAYA in gold and a symbol made up of closely interwoven Bs in rich cobalt blue with gold lining around the circumference and a gold dot in the centre.



BERJAYA means “success” in Bahasa Malaysia and reflects the success and Malaysian character of the Berjaya Corporation’s core businesses. The intertwining Bs of the symbol represent our strong foundations and the constant synergy taking place within the Berjaya Corporation group of companies. Each B faces a different direction, depicting the varied strengths of the companies that make up the Berjaya Corporation group of companies.

To generate consistently profitable returns for our shareholders from investments in core business activities:-

- By providing direction, financial resources and management support for each operating unit;
- Through establishing a major market presence for each activity;
- Through dynamic and innovative management, teamwork and a commitment to excellence.

## Our Mission and Vision

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## Corporate Profile

Berjaya Sports Toto Berhad (“BToto”) was incorporated in 1969 as Unilite Electrical Industries Berhad. The Company changed its name to Far East Asset Berhad in 1987. On 31 October 1992, the Company completed its acquisition of the entire issued and paid-up share capital of 112,522,500 ordinary shares of 50 sen each in Sports Toto Malaysia Sdn Bhd (“Sports Toto”) for a purchase consideration of RM600 million through an issue of RM390.97 million 9% nominal amount of RM1.00 Redeemable Convertible Unsecured Loan Stocks 1992/97 in the Company and the balance in cash of RM209.03 million. On 17 May 1993, the Company was renamed Berjaya Sports Toto Berhad.

The principal activities of the Group are:

- operations of Toto betting under Section 5 of the Pool Betting Act, 1967;
- leasing of on-line lottery equipment; and
- manufacture and distribution of computerised lottery and voting systems.

The history of Sports Toto began in 1969 when it was incorporated to run the Toto betting business. It was essentially the Government’s effort to raise funds to promote and develop sports, youth and cultural activities.

Sports Toto was privatised in 1985 when its Chief Executive Officer, Tan Sri Dato’ Seri Vincent Tan Chee Yioun, through his private company acquired 70% of the paid-up capital.

Today, Sports Toto offers 6 games which are drawn 3 days in a week. Sports Toto is currently the largest Number Forecast Operator in Malaysia.

On the international scene, the Group is supplying and maintaining a computerised on-line lottery system in Luzon Region in the Philippines.

In the USA, BToto’s subsidiary, International Lottery & Totalizator Systems, Inc. (“ILTS”) is a leading supplier of on-line computerized wagering systems with installations worldwide.

The Group has a total employee strength of 841 as at 30 April 2009.

Sports Toto’s financial growth over the past 23 years after its privatisation in 1985 is highlighted below:

	30/4/09 (Million)		31/12/85 (Million)		23 Years’ Annualised Increase (%)
	RM	US\$	RM	US\$	
Revenue	3,570.8	1,001.5	76.0	21.3	199.9
Pre-tax Profit	557.7	156.4	5.0	1.4	480.6
Equity Funds	255.1	71.5	1.0	0.3	1,104.8
Total Assets	836.3	234.6	12.7	3.6	282.0

Exchange rate : US\$1.00 = RM3.5655

# Corporate Information

## BOARD OF DIRECTORS

Tan Sri Dato' Thong Yaw Hong  
**Chairman**

Dato' Robin Tan Yeong Ching  
**Chief Executive Officer**

### Executive Directors

Freddie Pang Hock Cheng  
Chan Kien Sing  
Rayvin Tan Yeong Sheik  
Seow Swee Pin

### Non-Executive Directors

Tan Sri Dato' Tan Chee Sing  
Mohamed Saleh Bin Gomu  
Datuk Robert Yong Kuen Loke

## AUDIT COMMITTEE

### Chairman/Independent

**Non-Executive Director**  
Tan Sri Dato' Thong Yaw Hong

### Independent/Non-Executive Director

Mohamed Saleh Bin Gomu

### Non-Independent/Non-Executive Director

Datuk Robert Yong Kuen Loke

## SECRETARIES

Su Swee Hong  
(MAICSA No. 0776729)

Tham Lai Heng, Michelle  
(MAICSA No. 7013702)

## SHARE REGISTRAR

Berjaya Registration Services Sdn Bhd  
Lot 06-03, Level 6, East Wing  
Berjaya Times Square  
No. 1 Jalan Imbi  
55100 Kuala Lumpur  
Tel : 03 - 2145 0533  
Fax : 03 - 2145 9702

## AUDITORS

Ernst & Young  
Chartered Accountants  
Level 23A, Menara Milenium  
Jalan Damanlela  
Pusat Bandar Damansara  
50490 Kuala Lumpur

## REGISTERED OFFICE

Lot 13-01A, Level 13 (East Wing)  
Berjaya Times Square  
No. 1 Jalan Imbi  
55100 Kuala Lumpur  
Tel : 03 - 2149 1999  
Fax : 03 - 2143 1685

## PRINCIPAL BANKERS

Malayan Banking Berhad  
CIMB Bank Berhad  
The Bank of Nova Scotia Berhad  
RHB Bank Berhad

## STOCK EXCHANGE LISTING

Bursa Malaysia Securities Berhad  
Main Market

## STOCK SHORT NAME

BJTOTO (1562)

## PLACE OF INCORPORATION AND DOMICILE

Malaysia



SPORTS TOTO MALAYSIA BERHAD



## Profile of Directors



**TAN SRI DATO' THONG  
YAW HONG**

79 years of age, Malaysian  
Chairman  
(Independent/Non-Executive)

He was appointed to the Board on 18 October 2001 as the Chairman. He graduated with a Bachelor of Arts (Hons) degree in Economics from University of Malaya, a Master's degree in Public Administration from Harvard University, as well as Advanced Management Program from Harvard Business School. In June 1998, he was appointed a Pro-Chancellor of University Putra Malaysia until his retirement in June 2006. In September 2006, he was conferred the Doctor of Economics (Honorary) from University Putra Malaysia.

He had a distinguished career with the Government of Malaysia, primarily in the fields of socio-economic development, planning and finance. He served in the Economic Planning Unit in the Prime Minister's Department since 1957 and became its Director-General from 1971 to 1978. From 1979 until his retirement in 1986, he served as the Secretary-General of the Ministry of Finance. He was responsible for setting up Sports Toto Malaysia Sdn Bhd in 1969 under the direction of the Government when he was overall in charge of the Economic Planning Unit in the Prime Minister's Department.

He also holds directorships in several public listed companies namely, Batu Kawan Berhad, Glenealy Plantations (Malaya) Berhad, Kuala Lumpur Kepong

Berhad, Public Bank Berhad (Co-Chairman) and LPI Capital Berhad (Co-Chairman). His directorships in other public companies include Malaysian South-South Corporation Berhad, HHB Holdings Berhad (Chairman), Public Islamic Bank Berhad, Public Investment Bank Berhad (Co-Chairman), Lonpac Insurance Berhad (Co-Chairman) and Public Mutual Berhad (Co-Chairman). He also serves as a member on the Boards of Trustees of Program Pertukaran Fellowship Perdana Menteri Malaysia, Tun Razak Foundation, Yayasan Wah Seong and the Malaysian Institute of Economic Research, among others. He is also a senior member of the Working Group of the Executive Committee for the National Economic Council. Presently, he also serves as Senior Adviser of the Advisory Panel on Private and Public Sector Investment in the Economic Planning Unit of the Prime Minister's Department. Tan Sri Dato' Thong Yaw Hong is a Distinguished Fellow of the Institute of Strategic and International Studies (ISIS) Malaysia and is also a Fellow of the Institute of Bankers Malaysia.

Tan Sri Dato' Thong Yaw Hong is the Chairman of the Audit Committee, Remuneration Committee, Risk Management Committee and Nomination Committee of the Company.



**DATO' ROBIN TAN  
YEONG CHING**

35 years of age, Malaysian  
Chief Executive Officer  
Non-Independent

He was appointed to the Board on 21 February 1998 as an Executive Director and subsequently, was appointed as the Chief Executive Officer of the Company on 21 December 2006. He graduated with a Bachelor of Social Science Degree in Accounting/Law from the University of Southampton, United Kingdom, in 1995. He joined Berjaya Group Berhad in 1995 as an Executive and subsequently became the General Manager, Corporate Affairs in 1997.

Currently, he is an Executive Director of Berjaya Corporation Berhad and Sports Toto Malaysia Sdn Bhd. He is also a Director of Berjaya Sampo Insurance Berhad, Qinetics Solutions Berhad,

Berjaya Hills Berhad, KDE Recreation Berhad, TMC Life Sciences Berhad and the Chairman of MOL.com Berhad. He also holds directorships in several other private limited companies in the Berjaya Corporation group of companies.

His uncle, Tan Sri Dato' Tan Chee Sing and his brother, Rayvin Tan Yeong Sheik, are also members of the Board while his father, Tan Sri Dato' Seri Vincent Tan Chee Yioun is a major shareholder of the Company.

Dato' Robin Tan Yeong Ching is a member of the Remuneration Committee of the Company.

## Profile of Directors



**FREDDIE PANG HOCK CHENG**

54 years of age, Malaysian  
(Non-Independent/Executive  
Director)

He was appointed to the Board on 1 December 1992. He began his career with a predecessor firm of Messrs Ernst & Young where he worked for seven years until 1982 during which he qualified for entry as a member of the Malaysian Institute of Certified Public Accountants. He is also a member of the Malaysian Institute of Accountants. Thereafter, he joined the Corporate Advisory Department of Malaysian International Merchant Bankers Berhad where he was actively involved in a wide variety of corporate exercises in an

advisory capacity until his departure in 1990 to join Berjaya Group Berhad.

He is currently the Chairman of Intan Utilities Berhad, an Executive Director of Berjaya Corporation Berhad and a Director of Berjaya Group Berhad, Berjaya Media Berhad, MOL.com Berhad, Berjaya Vacation Club Berhad, TMC Life Sciences Berhad and Informatics Education Ltd, Singapore. He also holds directorships in several other private limited companies.



**CHAN KIEN SING**

53 years of age, Malaysian  
(Non-Independent/Executive  
Director)

He was appointed to the Board on 1 December 1992. He is a member of The Malaysian Institute of Certified Public Accountants and Malaysian Institute of Accountants. Having articulated with Messrs Peat Marwick Mitchell (now known as KPMG) from 1975 to 1981, he subsequently joined Arab-Malaysian Merchant Bank Berhad (now known as AmMerchant Bank Berhad) specialising in corporate finance until 1989 when he joined Berjaya Group Berhad.

Currently, he is an Executive Director of Berjaya Corporation Berhad and Berjaya Media Berhad. He is the Chairman of Berjaya Holdings (HK) Limited and a Director of Berjaya Assets Berhad (formerly known as Matrix International Berhad), Intan Utilities Berhad, Berjaya Vacation Club Berhad, Berjaya Group Berhad, Berjaya Capital Berhad and International Lottery & Totalizator Systems Inc, United States of America. He also holds directorships in several other private limited companies.



**RAYVIN TAN YEONG SHEIK**

30 years of age, Malaysian  
(Non-Independent/Executive  
Director)

He was appointed to the Board on 19 October 2006 as an Executive Director. He graduated with a Bachelor of Science (First Class Hons) degree in Accounting and Finance from the London School of Economics, United Kingdom, in 2000.

During his vocational training as a research intern with Jardine Fleming and Merrill Lynch & Co./Smith Zain Securities, he gained extensive experience in the field of research covering the various sectors of property, commodities, telecommunications and transport.

He joined the Berjaya Group of Companies in May 2001 and was subsequently appointed to the position of Executive Director of Berjaya Group Berhad in May 2002.

Currently, he is also an Executive Director of Berjaya Corporation Berhad. He also holds directorships in Sports Toto Malaysia Sdn Bhd, Singer (Malaysia) Sdn Bhd, Berjaya Holdings (HK) Limited, International Lottery & Totalizator Systems Inc, United States of America, Taiga Forest Products Ltd (Canada), Taiga Building Products Ltd (Canada) and several other private limited companies.

His uncle, Tan Sri Dato' Tan Chee Sing and his brother, Dato' Robin Tan Yeong Ching, are also members of the Board while his father, Tan Sri Dato' Seri Vincent Tan Chee Yioun is a major shareholder of the Company.



**SEOW SWEE PIN**

52 years of age, Malaysian  
(Non-Independent/ Executive  
Director)

He was appointed to the Board on 17 December 2007 as an Executive Director. He is a member of the Malaysian Institute of Certified Public Accountants, the Malaysian Institute of Accountants and Certified Practising Accountants, Australia. He has extensive working experience in auditing, accounting, financial management and corporate finance. He worked with Messrs Ernst & Young from 1976 to 1984 and was appointed as an Audit Manager in 1982. Between 1984 and 1990, he held senior management positions in several major public listed groups including Group Financial Controller of Island & Peninsular Berhad, Group Chief Accountant of Sime Darby Berhad and Group Chief Accountant of Lion Corporation Berhad.

He joined Berjaya Land Berhad as General Manager (Finance) in 1991. In 1994, he was appointed as General Manager (Finance & Operations) of Sports Toto Malaysia Sdn Bhd and was subsequently promoted to Senior General Manager in 1996.

Currently, he is also an Executive Director of Sports Toto Malaysia Sdn Bhd and Chairman of Philippine Gaming Management Corporation. He is also a Director of Prime Gaming Philippines, Inc. and several other private limited companies.

Seow Swee Pin is a member of Risk Management Committee of the Company.

## Profile of Directors



**TAN SRI DATO' TAN  
CHEE SING**

54 years of age, Malaysian  
(Non-Independent/Non-  
Executive)

He was appointed to the Board on 15 April 2009.

He is a businessman and entrepreneur having a wide spectrum of business with extensive experience in property development, resort management, restaurants, leisure and entertainment operations through his investments in various public and private companies.

Currently, he is the Chairman of Sports Toto Malaysia Sdn Bhd, Deputy Chairman of Berjaya Corporation Berhad and Berjaya Land Berhad, Executive Vice-Chairman of TT Resources Berhad, Group Chief

Executive Officer of Dijaya Corporation Berhad and Chief Executive Officer of Tropicana Golf & Country Resort Berhad. He also holds directorships in Berjaya Capital Berhad, Bukit Kiara Resort Berhad, Tioman Island Resort Berhad, KDE Recreation Berhad and Berjaya Golf Resort Berhad.

His nephews, Dato' Robin Tan Yeong Ching and Rayvin Tan Yeong Sheik, are also members of the Board and his brother, Tan Sri Dato' Seri Vincent Tan Chee Yioun, is a major shareholder of the Company.



**MOHAMED SALEH BIN GOMU**

59 years of age, Malaysian  
(Independent/Non-Executive)

He was appointed to the Board on 22 December 1999 as an Independent Non-Executive Director. He joined Polis DiRaja Malaysia ("PDRM") as an Inspector in June 1970 and left for England to further his studies in 1981. He graduated with a Bachelor of Laws (Hons) Degree in 1982 and obtained a Certificate in Legal Practice in 1984. Upon graduation, he continued to serve PDRM in various capacities including as a Staff Officer in the Special Branch, Officer-in-charge of Prosecution (Lower

Courts) Kuala Lumpur and Officer-in-charge of Brickfields Police District. Before his optional retirement in June 1992, he was Head of the INTERPOL/ National Central Bureau Secretariat. Soon after his retirement, he went into private legal practice.

Mohamed Saleh Bin Gomu is a member of the Audit Committee, Nomination Committee, Remuneration Committee and Risk Management Committee of the Company.





**DATUK ROBERT YONG  
KUEN LOKE**

57 years of age, Malaysian  
(Non-Independent/Non-  
Executive Director)

He was appointed to the Board on 1 December 1992. He is a Fellow member of The Institute of Chartered Accountants in England and Wales, The Association of Chartered Certified Accountants and a member of The Institute of Certified Public Accountants of Singapore and the Malaysian Institute of Accountants. He is also a Council Member of the Malaysian Institute of Certified Public Accountants and presently serves as a member of its executive committee. He has many years of working experience in the fields of accounting, audit, treasury and financial management. He started his career in London in 1973 and worked for more than five years in chartered accounting firms in London including two years with Moore Stephens & Co. Subsequently, he was with Price Waterhouse, Singapore from 1979 to 1982. From 1983 to 1986, he served as Group Finance Manager in UMW

Holdings Berhad and Group Treasurer in Edaran Otomobil Nasional Bhd. He joined Berjaya Group of companies in 1987 until his retirement as Executive Director on 30 November 2007 and is currently a Non-Independent Non-Executive Director of the Company.

Currently, he is also a Director of Berjaya Corporation Berhad, Berjaya Land Berhad, Berjaya Group Berhad, Cosway Corporation Berhad, Berjaya Capital Berhad, Berjaya Assets Berhad (formerly known as Matrix International Berhad), Berjaya Golf Resort Berhad and several other private limited companies.

Datuk Robert Yong Kuen Loke is a member of the Audit Committee, Nomination Committee and Risk Management Committee of the Company.

Save as disclosed, none of the Directors have:-

1. any family relationship with any Director and/or major shareholder of the Company;
2. any conflict of interest with the Company; and
3. any convictions for offences within the past 10 years other than traffic offences.



A Toto draw in progress.



## Chairman's Statement

On behalf of the Board of Directors, I am pleased to present the Annual Report and Financial Statements for the financial year ended 30 April 2009.

### FINANCIAL RESULTS

For the financial year under review, the Group registered a revenue of RM3.70 billion, an increase of 12.8%, compared to RM3.28 billion in the previous financial year. The increase in revenue was mainly due to its principal subsidiary company, Sports Toto Malaysia Sdn Bhd ("Sports Toto") recording strong ticket sales for its games and additional draws compared to the previous year. Group pre-tax profit rose 16.5% to RM585.5 million as compared to RM502.6 million in the previous year.

### DIVIDENDS

For the financial year ended 30 April 2009, the Company had declared and paid four interim dividends of an aggregate of 29 sen comprising 15.15 sen dividend less 25% income tax, 2.85 sen single tier exempt dividend and 11 sen tax exempt dividend. The total net dividend distribution in respect of the financial year ended 30 April 2009 was approximately RM316.7 million representing 76.6% of the Group's attributable profit for the year.

The dividend distribution is consistent with the Company's current dividend policy of distributing at least 75% of its annual net earnings to shareholders. The Company will maintain the 75% payment policy subject to factors such as availability of distributable reserves and the Company's cash flow requirements.

Subsequent to the year end, on 15 June 2009, the Company declared a first interim dividend of 19 sen per share comprising 9 sen tax exempt dividend and 10 sen single tier exempt dividend for the financial year ending 30 April 2010. At the same time, the Company also announced that it will distribute its treasury shares to its shareholders on the basis of one (1) treasury share for every fourteen (14) existing ordinary shares of 10 sen each held totalling 89.7 million treasury shares. Both the interim dividend payment and distribution of treasury shares were completed on 27 July 2009.

### CORPORATE DEVELOPMENTS

- On 4 May 2009, Berjaya Sports Toto (Cayman) Limited ("BSTC"), a wholly-owned subsidiary of the Company, entered into a Share Sale Agreement with Ferrystar Limited for the proposed acquisition of 60,655,000 ordinary shares of Php1.00 each representing approximately 6.81% equity interest in Prime Gaming Philippines, Inc. ("PGPI") for a total consideration of Php455.95 million (approximately RM34 million). The proposed acquisition was completed and resulted in the equity interest held by BSTC in PGPI to increase from 9.12% to 15.93%. Together with the equity interests of 72.33% held through Berjaya Lottery Management (HK) Limited, the Group's equity interests in PGPI increased from 81.45% to 88.26%.



Mr Vincent Seow, Executive Director of Berjaya Sports Toto Berhad, receiving the KPMG Shareholder Value Award 2008 from Tan Sri Zarinah Anwar, Chairman of Securities Commission Malaysia.

- In August 2009, Berjaya Sports Toto Berhad was named top sectoral winner for the leisure category of the KPMG Shareholders Value Award 2008. The award ranked Malaysia's public listed companies according to shareholder value creation using the economic value management methodology. Shareholder value incorporates the three elements of corporate governance, shareholder returns and earnings generated.

## REVIEW OF OPERATIONS

### Malaysia

For the financial year under review, Sports Toto recorded a revenue of RM3.57 billion, an increase of 13.3% from the previous year's revenue of RM3.15 billion. The higher revenue was mainly attributed to strong ticket sales recorded for its games and additional draws in the financial year under review.

Correspondingly, pre-tax profit increased by 14.9% to RM557.7 million compared to RM485.2 million in the previous financial year.

Sports Toto continued to gain market share and remained as the market leader among all the Number Forecast Operators in the country.

In December 2008, Sports Toto commenced the digitalization of its telecommunications network under a phased migration program in line with Telekom Malaysia's plan to replace its analogue services with digital services. The migration program is targeted to be completed by end 2009.

To build on its competitive edge, Sports Toto purchased an additional 200 new FLX sales terminals in February 2009 which were deployed to the outlets to further enhance capacity to capture the high sales at the outlets during peak periods. The total number of sales terminals deployed to our outlets stand at 2,850 for the financial year ended 30 April 2009.

In June 2009, Sports Toto announced that it has obtained the necessary approval to replace one of its existing lotto games, the Toto 6/42 Jackpot, with another lotto game under the name of "Power Toto 6/55" which is expected to be launched in late 2009. The launch of Power Toto 6/55 is anticipated to have a positive impact on Sports Toto's revenue growth, with the game's much larger matrix and a minimum guaranteed upfront jackpot of RM3 million. Sports Toto foresees the game to be the front runner amongst its other present lotto-type games.

In June 2009 as well, Sports Toto also introduced check winner terminals at selected outlets under a pilot program to enable punters to self-validate their tickets without the need to refer to the sales counters. This will allow the counter sales staff to focus on selling activities.

### The Philippines

For the financial year under review, Prime Gaming Philippines, Inc. ("PGPI") reported a revenue increase of 14.8% from Peso 1.28 billion in the previous year to Peso 1.47 billion resulting from the higher revenue recorded by its wholly-owned subsidiary, Philippine Gaming Management Corporation ("PGMC").

Pre-tax profit increased by 36.2% from Peso 687.9 million in the previous financial year to Peso 936.6 million as a result of the higher profit achieved by PGMC.

PGMC's revenue increased by 14.8% from Peso 1.28 billion in the previous year to Peso 1.47 billion mainly due to the introduction of the second daily draw for the EZ2 game in August 2008 and the increase in weekly draw frequency for the Super Lotto 6/49 game in January 2009 from twice a week to three times a week. In addition, the increase in the minimum price per bet of the Super Lotto 6/49 game from Peso 10 to Peso 20 in January 2008 resulted in higher jackpot prizes and higher ticket sales.

Pre-tax profit of PGMC increased by 33.0% from Peso 699.1 million in the previous financial year to Peso 929.9 million as the increased revenues outpaced the increase in costs.

During the financial year under review, PGMC acquired an additional 600 terminals to support the Philippine Charity Sweepstakes Office ("PCSO") outlets' expansion project. As at the end of the financial year under review, 2,290 terminals have been installed in 1,885 outlets in Luzon.

Going forward, PGMC will be adding another 500 terminals which are scheduled to be delivered in batches in August 2009 and January 2010. These additional terminals will provide support for the progression towards PCSO outlets' expansion project.

PCSO's drive to increase charity funds through the on-line lottery sector is expected to improve PGMC's future performance. PCSO's efforts will include the introduction of new games, adjustments in the minimum price per bet of selected lotto games and introduction of the third daily draw for the EZ2 game in August 2009.

### The United States of America

For the financial year under review, International Lottery & Totalizator Systems, Inc. ("ILTS") reported a revenue of USD6.51 million, a decrease of 50% compared to USD13.03 million in the previous financial year. The company reported a net loss of USD0.87 million for the year under review compared to a net profit of USD3.87 million in the previous financial year mainly due to lower revenue coupled with the increase in research and development expenditure for its voting business segments in the financial year under review.



The check winner terminal that enables punters to self-validate their tickets.



Counter sales staff at a Sports Toto outlet.

In May 2008, ILTS entered into a contract with Two Jo Company Ltd. of Ulaan Baatar, Mongolia for the delivery of a turnkey system, complete with central system hardware and software and new sales terminals. The new system was delivered within five months and its lottery operations commenced in September 2008.

The lottery business climate continues to be challenging with limited bidding opportunities for the company coupled with intense competition from other lottery system suppliers. The adverse global credit crunch and economic slowdown further dampened ILTS's potential customers' ability to obtain financing for lottery projects. Nevertheless, ILTS will continue to invest and focus on enhancing, upgrading and expanding its suite of lottery products to remain competitive.

During the financial year, ILTS made a significant investment in the research and development efforts to produce a new voting system. It is anticipated that this new voting product may offer the potential for business growth and better prospects for ILTS moving forward.

ILTS is a supplier of secure processing systems and equipment to government-sanctioned lotteries, racing organizations and voting jurisdictions.

## CORPORATE RESPONSIBILITY

Throughout the years, corporate responsibility initiatives have been very much integrated into Sports Toto's business strategies. During the year under review, Sports Toto implemented a range of programmes which were not merely philanthropy-driven but also intended to clearly address the needs of the recipients of our donations.

One notable event was the Sports Toto National Charity Convoy which reached out to 800 deserving children from 20 charity homes throughout the country over 8 weekends from April to May 2009. Sports Toto brought cheer to the children by arranging outings to nearby recreational parks or having fun parties at their homes. In addition, monetary contributions were made to each of these homes.

Apart from the charity convoy, Sports Toto also contributed generously towards the building project of Yayasan Sunbeams Home which has been facing space constraint due to the growing number of needy folks seeking shelter at the home.

Believing that nothing should be a hindrance to education, Sports Toto donated 30 bicycles to 30 underprivileged students in Thiruvalluvar Primary School, Teluk Intan, Perak. We also donated a refitted Toto van to Shepherd's Centre Foundation to ferry their children to school.

During the year under review, we addressed new areas of needs for health care, the costs of which have become burdensome for

many people. We donated towards the Lions Eye Clinic Project Fund to enable better eye care for the underprivileged, as well as contributed to the Scoliosis Treatment Fund, National Stroke Association of Malaysia and the Kiwanis Down Syndrome Foundation.

Sports Toto also extended a helping hand to individual cases of medical needs by contributing to several needy and sickly folks whose plights were highlighted through the local public services bureau.

As part of our yearly tradition of bringing cheer to the less fortunate during the festive seasons, we organized numerous donation campaigns in conjunction with Hari Raya, Deepavali and Chinese New Year celebrations.

During the month of Ramadan, children from Pertubuhan Raudhah, Gombak, Kuala Lumpur were treated to a meaningful and fun-filled breaking-of-fast session at Kelab Darul Ehsan, Kuala Lumpur. In conjunction with the Hari Raya celebration, we visited the paediatric ward of Universiti Kebangsaan Malaysia Medical Centre and brought loads of gift packs and "duit raya" for the child patients. Hampers and ang pows were also given during Deepavali to approximately 600 needy folks in Kajang, Klang and Kuala Kubu Bharu.

The most significant festive campaign was the Sports Toto Chinese New Year Ang Pow Donation Campaign which has been held annually for 21 years. During the 9-day campaign in 42 cities and towns throughout the country, ang pows and hampers were distributed to no less than 15,000 needy old folks including the poor in Sabah and Sarawak.

While we extended assistance to those with critical needs, we are constantly mindful of the needs of the community at large. Sports was given due emphasis as it serves as a great platform for community interaction apart from its basic objective of promoting a healthy lifestyle.

Besides the substantial contributions to the National Sports Council, we also contributed to the Olympic Council of Malaysia. We also engaged with non-governmental organisations ("NGO"), the local government, the media and other parties already active in the arena. Among the established sports events supported were MBPJ Squash Open, Ipoh International Run, Ipoh Starwalk, Seremban Half Marathon, KL-Maran Walk, KSN Netball Championship, International Sabah Open Dart Tournament, Nanyang Wushu Festival and Negeri Sembilan Royal Sevens Rugby Tournament.

As regards popular culture and entertainment for the community, we presented events which served not only as brand building initiatives but also meaningful recreational activities for the community like 8TV Carnival, NTV7 Star Live Concert, Eason Chan Concert and Honouring The Superstars-Teresa Teng & Lee Yee-Singing Competition.



A Sports Toto outlet.

Being part of Berjaya Group, we worked hand in hand with Berjaya Cares Foundation (“BCF”) to synergize our efforts in order to create better and more effective results. During the year under review, we participated in the BCF community outreach programme where we visited old folks’ homes in Selangor, Kuala Lumpur and Perak along with other Group volunteers. We also donated items of necessities to old folks’ homes in Selangor and Kuala Lumpur under the ongoing BCF collection of charity contributions for needy charity homes and NGOs.

We were also one of the sponsors for the ‘Fun-Filled Day’ activity organised by BCF where about 100 children from five welfare homes enjoyed thrilling rides at the Cosmo’s World Theme Park, Berjaya Times Square and were treated to a hit-session filled with exciting games at Berjaya Times Square Hotel & Convention Center. Several Sports Toto staff, along with staff volunteers from other Berjaya subsidiary companies, accompanied the children throughout the whole event.

As part of the Group’s Corporate Social Responsibility efforts, one of the main agenda items undertaken by BCF is promoting literacy among underprivileged children. The first project under this objective is the setting up of mini libraries and recreation corners in underprivileged children’s Homes. Five Homes have been selected to start off the project for this initial year. Through the BCF charity contribution collection drive, our staff donated books, stationery items and other miscellaneous items for these Homes. Under the Book Donation Campaign organized by Borders Bookstore, members of the public were also invited to donate books to these Homes.

Another literacy project that BCF has been organising monthly is a story-telling and craft session for the underprivileged children from Homes and NGOs like Rumah Nur Salam, Harvest Centre and EduCare Centre. The sessions are held at different Borders stores each month to generate interest in cultivating reading habit. Sports Toto has been participating in this project in terms of monetary contributions and staff volunteers.

#### FUTURE OUTLOOK AND PROSPECTS

The global economy has shown signs of recovery as indicated by improving quarterly earnings of some key US corporations. In the Asia Pacific region, some countries such as Singapore, China and India have posted improvements for the second quarter of 2009.

Economists envisaged that the Malaysian economy would also recover during the latter half of 2009. The Government’s RM67 billion fiscal stimulus packages are expected to have the desired impact in late 2009 and the first half of 2010.

Sports Toto expects its business to remain resilient in this challenging economic environment and is optimistic of achieving a positive performance in the current financial year in tandem with more encouraging and positive developments for the Malaysian economy.

Given the success of its lotto game, Mega Toto 6/52, which has created several mega jackpots since its launch in mid 2007, Sports Toto’s plan to introduce a new lotto game “Power Toto 6/55” in replacement of its Toto 6/42 jackpot in late 2009, with its higher matrix and higher minimum guaranteed upfront jackpot of RM3 million, is envisaged to gain quick popularity and create even bigger jackpots surpassing those created by Mega Toto 6/52.

The company will also continue to focus on improving operating efficiencies and cost effectiveness to ensure the long term success of its business.

In the Philippines, ongoing efforts to introduce new games and increasing the frequency of draws and number of terminals are expected to increase PGMC’s revenue.

#### APPRECIATION

On behalf of the Board, I would like to extend a warm welcome to Tan Sri Dato’ Danny Tan Chee Sing who joined the Board as Non-Executive Director on 15 April 2009.

Our deep appreciation goes out to the management, employees and agents for their commitment and dedication to their work throughout the year. To all our customers, shareholders, business associates, financiers and the government authorities, I thank them for their support and co-operation.

I would also like to thank my fellow colleagues on the Board for their guidance and active participation in the Board and look forward to their continued support.

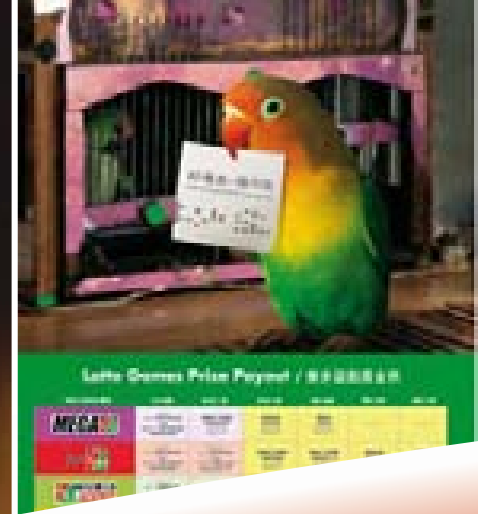
#### CONDOLENCE

I would like to take this opportunity to express our deepest condolences to the bereaved family of Tan Sri Dato’ Jaffar Bin Abdul who passed away peacefully on 1 September 2009.

Tan Sri Dato’ Thong Yaw Hong  
Chairman  
2 September 2009



新的FLX销售终端机



## 主席报告

本人谨此代表董事欣然提呈2009年4月30日截止财政年度的常年报告与财务报告。

### 业绩

在检讨中的财政年度，本集团取得37亿令吉的营业收入，比上一财政年度的32亿8千万令吉增加了12.8%。收益增加主要是因为主要子公司多多博彩马来西亚私人有限公司（“多多博彩”）创下了比上一年度更强劲的彩票售票业绩和额外开彩。集团的税前盈利上升16.5%，达到5亿8千5百50万令吉，上一年度的对比为5亿零2百60万令吉。

### 股息

在2009年4月30日截止的财政年度，本公司已发布及支付4次期中股息，总计29仙，包括15.15仙股息（须扣所得税25%），2.85单层免税股息及11仙免税股息。2009年4月30日截止财政年度所派发的净股息总额，大约是3亿1千6百70万令吉，等于本集团在这一年可分配盈利的76.6%。

股息分配符合本公司现行的股息政策，即每年至少将其全年净收益的75%分配给股东。本公司将沿袭分发75%股息的政策，唯须视各种因素而定，例如是否有可分配的储备金，以及公司的现金流需求。

财政年结束之后，即2009年6月15日，本公司发布了2010年4月30日截止财政年度第一次期中股息，每股19仙，包括9仙免税股息和10仙单层免税股息。同时，本公司也宣布将把其库存股分配给股东，分配依据是每持有14股现有每股10仙的普通股获得分配一股库存股，总计8千9百70万股库存股。期中股息派发与库存股分配，都已于2009年7月27日完成。

### 公司发展

- 在2009年5月4日，本公司属下全资子公司成功多多博彩（开曼）有限公司（“BSTC”）与Ferrystar Limited签署了售股协议，建议收购60,655,000股每股1.00比索的普通股，占菲律宾百灵博彩股份有限公司（“PGPI”）6.81%的股权，议价总额4亿5千5百95万比索（约3千4百万令吉）。这项收购建议已经完成，这使到成功多多博彩（开曼）有限公司在PGPI所占的股权由9.12%增至15.93%。连同成功博彩管理（香港）有限公司所持有的72.33%股权，本集团在PGPI所持股权已由81.45%增至88.26%。
- 在2009年8月，成功多多博彩荣获2008年度毕马威股东价值奖休闲领域组中的最高奖项。这个奖项是以经济价值管理方法论来确定马来西亚的挂牌公司股东价值的排行榜位。股东价值包括三项因素，即企业监管，股东回酬和所得收益。

### 营业检讨

#### 马来西亚

在检讨中的财政年度，多多博彩创下35亿7千万令吉的营业收入，比上一年度的31亿5千万令吉增加了13.3%。较高的收益主要是因为受检讨财政年度的彩票销售额强劲和额外开彩。

相应地，税前盈利提高了14.9%，从上一年度的4亿8千5百20万令吉增至5亿5千7百70万令吉。



菲律宾的六合彩销售站



多多博彩继续增进其市场占有率，保持着我国数字测彩业的市场领导者地位。

在2008年12月，配合马来西亚电讯局欲以数码服务线取代模拟服务线，本公司开始分阶段进行电讯网络数码化的计划。多多博彩拟定在2009年年杪完成此计划。

为了建立竞争优势，多多博彩于2009年2月增购200台新的FLX销售终端机。这些终端机被部署在销售站，以进一步加强应付旺市时段高营业额的能力。直到2009年4月30日截止年度，部署在所有销售站的销售终端机，总数为2,850台。

在2009年6月，多多博彩宣布它已取得所需的批准，将在2009年年杪推出至尊多多六合彩(Power Toto 6/55)，以取代现有六合彩游戏之一的多多六合彩积宝(Toto 6/42 Jackpot)。由于至尊多多六合彩有更多的数字组合以及积宝奖金最低为3百万令吉，预料它将对多多博彩的收益成长带来正面的影响。多多博彩预测这项游戏将会成为其现有六合彩游戏之中的领导者。

同在2009年6月，多多博彩也在一项试验性计划下在一些特选销售商店推出确查中奖号码终端机，以便让投注者无需通过销售柜台即可自行证实及确查票据。这将让柜台的销售职员专注于销售活动。

### 菲律宾

在检讨中的财政年度，菲律宾百灵博彩股份有限公司(“PGPI”)取得收益增加14.8%，从上一年度的12亿8千万比索增至14亿7千万比索，因为其独资子公司菲律宾博彩管理公司(“PGMC”)创下更高收益。

税前盈利也上升了36.2%，由上一年度的6亿8千7百90万比索增加到9亿3千6百60万比索，原因是PGMC取得更高的收益。

PGMC的收益，报升14.8%，从上一年度的12亿8千万比索增加到14亿7千万比索，主要原因是2008年8月份起推出了E22博彩游戏的第二次每日开奖，以及超级六合彩6/49(Super Lotto 6/49)于2009年正月起增加每周开奖次数由2次增至3次。此外，超级六合彩的最低下注额，从2008年正月起从每注10比索提高至20比索，也带来更高的积宝奖金和销售额。

PGMC的税前盈利，提升了33%，由上一财政年度的6亿9千9百10万比索增至9亿2千9百90万比索，原因是收益增加超过成本增加。

在检讨中的财政年度，PGMC再购置了600台终端机，以支援菲律宾慈善大彩办事处(“PCSO”)的销售站扩充计划。截至检讨中财政年度年底，共有2,290台终端机，已安装在吕宋岛的1,885间销售商店内。

展望未来，PGMC将再添购500台终端机，预期可于2009年8月及2010年正月分批交货。这些额外的终端机，将为PCSO的销售店扩充计划提供进展支援。

PCSO通过连线博彩领域方面增加慈善基金的运作，预料可改善PGMC的未来表现。PCSO的努力，包括推出新的博彩游戏、调整特选六合彩游戏的每注最低下注额以及于2009年8月推出E22博彩游戏的第三次每日开奖。

### 美国

在检讨中的财政年度，国际博彩与赛马测彩系统有限公司(“ILTS”)报赚收益6百51万美元，比前财政年度的1千3百零3万美元，减少了50%。公司在这检讨财政年度呈报净亏87万美元，而上一年度的对比是净赚3百87万美元，原因是收益较低，再加上检讨中财政年度内用在投票业务领域的研发开销增加。

在2008年5月，ILTS与蒙古乌兰巴托的二左有限公司(Two Jo Company Ltd.)签约，要移交一套立刻即可使用的系统，包括中央系统软硬件设备和新的销售终端机。这套系统于5个月内交货，而其博彩业务则于2008年9月开始运作。

博彩业的趋势仍然是充满挑战，因为公司的投标机会有限，再加上来自其他博彩系统供应商的剧烈竞争。全球信贷困境和经济放缓的不利因素，进一步阻抑ILTS的潜在顾客取得融资博彩计划的能力。尽管如此，ILTS将继续投资和专注于加强、提升及扩展其全套博彩产品，以保持竞争力。

在本财政年度，ILTS在研究与开发努力上作出重大投资，以研发一项新的投票系统。预料这项新的投票产品，可提供业务成长和更好的展望，以利于ILTS向前迈进。

ILTS是一家安全电脑处理系统和器材的供应商，供应对象是政府批准的博彩与赛马机构，以及投票司法机构。



多多博彩抽签器材



### 企业社会责任

多年以来，企业社会责任的承担一直都结合于多多博彩的业务策略当中。在检讨年度中，多多博彩推行了一系列的活动。这些活动不只是纯粹以慈善为本，更注重的是实实在在地协助受赠者解决困境。

其中一项值得注意的，就是“多多博彩爱心传递走透透”慈善活动。从2009年4月至5月的8个周末内，多多博彩爱心车队造访了全国20间儿童院，向800名弱势儿童施予援手。多多博彩特地安排这些儿童到附近的游乐园游玩，或是为他们举办欢乐派对，把欢笑带给他们。同时，本公司也捐献了为数不少的款项给这些儿童院。

此外，多多博彩也慷慨捐助日辉之家(Yayasan Sunbeams Home)的爱心工程建筑基金。由于到此寻求收容的人士日益增加，这间慈善收容所正面对空间局限的问题。

本公司深信寻求教育机会是不容许任何阻碍，因此捐赠了30辆脚踏车于霹靂州安顺迪路瓦鲁小学的30名贫困学生。此外，本公司也捐赠了一辆重新装修过的货车给加影牧人中心基金(Shepherd's Centre Foundation)，以供运载儿童上学。

在检讨中的财政年度，本公司也帮助急需健康护理的人士。对许多人来说，健康护理的费用，已成为沉重的生活负担。因此，本公司捐助狮子眼科诊所计划基金，好让贫困人士能得到更好的眼睛护理，同时也捐助脊柱侧弯症治疗基金、马来西亚全国中风协会和同济唐氏儿童基金会。

多多博彩也对需要医药协助的人士施予援手，通过地方公共服务局捐献给几位贫病交加的老人。

本公司多年来都不懈地为不幸人士带来佳节欢笑。配合开斋节、屠妖节及华人农历新年欢庆，本公司举办了无数的施赠活动。

在斋戒月，本公司款待了来自吉隆坡鹅麦Raudhah机构的弱势儿童，在达鲁益善俱乐部(Kelab Darul Ehsan)欢享有意义的开斋餐。配合开斋节庆典，本公司也造访了马来西亚国民大学医药中心的儿科病房，并送上许多礼物及开斋青包给患病的儿童们。在屠妖节期间，本公司也赠送礼包及红包给加影、巴生和新古毛大约600名的贫老。

最深具意义的佳节活动则是多多博彩连续21年所举办的农历新年红包施赠贫老活动。在这项为期9天，于全国42个城镇举行的活动中，本公司把红包及礼包施赠给大约1万5千名华族及其它友族的贫老，包括沙巴和砂劳越的贫老们。

在施援极需救助者的同时，本公司也不忘却广大社群的需要。体育也是备受重视的一部分，因为它除了能促进健康的生活方式，也为社群提供一个交流及互动的重要平台。

除了对国家体育理事会作出庞大的捐助，本公司也捐献于马来西亚奥林匹克理事会。此外，本公司也支持非政府组织(NGO)，地方政府，媒体和其它在体坛极为活跃的团体所举办的体育活动。其中一些受支助的体育项目包括八打灵市政局壁球公开赛、怡保国际赛跑、怡保星光竞走、芙蓉半马拉松赛、沙巴国际掷标锦标赛、南洋武术节以及森美兰皇家七人橄榄球锦标赛。

至于广受欢迎的社群文娱盛会，本公司所呈献的活动，不仅有助于建立品牌，同时也为社群提供极有意义的娱乐活动，如八度空间嘉年华、NTV7十分红演唱会、陈奕迅演唱会及缅怀巨星——邓丽君及李逸歌唱比赛。

作为成功集团的一份子，本公司与成功爱心基金会(Berjaya Cares Foundation “BCF”)携手合作，以打造更好及更有效的成果。在检讨年度中，本公司积极参与BCF所举办的社群施援活动，联同集团内的志愿工作者，拜访雪兰莪、吉隆坡及霹靂州的几间老人院。本公司也协助BCF不断收集慈善物品以捐献给急需帮助的慈善机构和非政府机构，包括捐赠给雪兰莪与吉隆坡的老人院。





多多博彩抽籤结果陈示板

多多博彩销售站  
柜台的销售职员

本公司也赞助BCF所主办的“欢乐洋溢日”活动。在这项活动中，有100名弱势儿童在成功时代广场的Cosmo's World主题公园游玩，并于成功时代广场酒店特设丰富的茶点及游戏环节来款待他们。数位多多博彩职员联同其它成功子公司的职员也趁此环节与这群儿童玩乐。

BCF所推行的集团企业社会责任的其中一项要务，就是要促进弱势儿童的阅读与书写能力。在此宗旨下进行的第一项计划，就是在弱势儿童院设立迷你图书馆和消闲空间。在实行的第一年里，有五间儿童院被选为这项计划的受惠单位。通过BCF的慈善捐献收集运动，本公司的职员将书本、文具用品和其它用品捐给这些儿童院。而在Borders书局主办的书本捐赠运动下，公众人士也受邀捐书给这些儿童院。

另一项由BCF每个月主办的类似活动，即是为儿童院和非政府机构的弱势儿童举办的讲故事与手工艺活动，受惠单位有Rumah Nur Salam、Harvest Centre及爱心教育中心。这项活动是每个月在不同的Borders书局举行，以鼓励儿童培养阅读的兴趣。多多博彩一直以金钱捐献和员工参与的方式支持这项计划。

#### 今后前景与展望

恰如一些美国主要企业的季度收益改善显示，全球经济已经有复苏的迹象。在亚太区，有些国家如新加坡、中国和印度则已在2009年第二季皆已显示改善。

经济学家预料，马来西亚的经济也将在2009年下半年复苏。政府推出的670亿令吉经济刺激配套，预料会在2009年后期和2010年上半年，达到期盼的成果。

多多博彩预料会在这艰巨的经济环境中保持弹力，并且保持乐观。随着更令人鼓舞和正面的经济发展，本公司预料将能在本财政年度达成正面的表现。

无敌多多六合彩(Mega Toto 6/52)自2007年年中推出以来，曾创下好几个超级积宝大奖。有鉴于此，多多博彩计划于2009年年杪推出另一项新的六合彩游戏，即至尊多多六合彩(Power Toto 6/55)，以取代多多六合彩积宝(Toto 6/42 Jackpot)。由于有更多的数字组合以及至少3百万令吉的积宝奖金，这项新的

游戏预料很快就会广受欢迎及创造出更大数额的积宝奖金，超越无敌多多六合彩(Mega Toto 6/52)所创下的积宝奖金。

公司也继续专注于改善作业效率和成本效益，以确保业务长期成功。

在菲律宾，本公司不断努力的推出新的测彩游戏和增加开奖的次数以及终端机的数额，预料这将会提高PGMC的营业收益。

#### 申谢

我谨此代表董事部，热烈欢迎丹斯里拿督陈志成于2009年4月15日加入董事部担任非执行董事。

董事部对管理层，全体员工和代理们在工作上的尽忠职守和奉献，致予深切的谢意。对于所有顾客、股东、商业伙伴、融资机构和政府机关，我也衷心谢谢他们的支持与合作。

我也要感谢董事部同仁的指导和积极参与，并寄望他们继续鼎力支持。

#### 慰问

我要借此机会向 Tan Sri Dato' Jaafar Bin Abdul 的家人，致予深切的慰问。后者已于2009年9月1日与世长辞。

丹斯里拿督汤耀鸿  
主席  
2009年9月2日