INFORMATICS EDUCATION LTD
EDUCATION EXCELLENCE ACROSS GENERATIONS
ANNUAL REPORT 2013
With over 30 years in the business, we have guided generations of students through myriads paths to achieve their dreams. With each passing year, we refine our expertise to deliver better quality education.

**VISION**
To be a global leader in providing quality education and training services.

**MISSION**
To educate and train global citizens to make them effective and competent contributors to society.

**CORE VALUE**
**Student-Centric**
We focus in understanding our students and putting them first in everything we do.

**People**
We empower our people to be professionals demonstrating the highest standards of ethics and integrity.

**Innovative Culture**
We manifest creativity and innovation in our development and delivery of programmes and services.

**Social Responsibility**
We strive to be responsible corporate citizens in every society that we operate.

**Results**
We endeavour to provide sustainable returns to our stakeholders.

“I walked these same steps that my daughter walks on today and I am confident that they will bring her even further.”
Established in 1983, Informatics Education Ltd. was founded in response to Asia’s economic growth fostering tremendous demands for skilled Information Technology (IT) manpower and knowledge-based workers to build and sustain the rapid economic development in the region.

The Group has grown from strength to strength, expanding rapidly from one centre when it was first established, to a global network of 227 centres in 53 countries spanning Asia Pacific, Africa, Middle East and Europe. Informatics, together with its subsidiary, NCC Education, offers a wide spectrum of programs and postgraduate degrees. Over the years, Informatics has built a strong track record for quality programs in infocomm technology, business, finance, management and language.

Informatics is one of the largest education and training institutes in Asia and the first private lifelong learning company to obtain a listing on SGX-Mainboard since May 1993.

Today, Informatics Education Ltd., together with its subsidiaries, NCC Education, Informatics Academy, Informatics Global Campus, and regional country offices are established global leaders in providing quality education and training services for individuals, institutions and corporations.
Group Structure

- Informatics Academy International
- Franchise & Licensing
- Informatics Global Campus
- Singapore School Operation
- Hong Kong School Operation
- Sri Lanka School Operation
- United Kingdom Head Office
- South Africa Regional Office
- East Asia Regional Office
- South East Asia Regional Office
Chairman’s Message

“Living up to our heritage as a pioneer in the area of IT education, we have enhanced the academic experience of our students through several technology-driven initiatives.”

Dato’ Robin Tan Yeong Ching
Chairman
Dear Shareholders,

In another challenging year for Informatics Education, I would like to present our annual report for the Financial Year 2013 (“FY2013”).

In the year under review, revenue dipped by 12% to $28.7 million, from $32.5 million in the year before. This was primarily due to lower student enrolment in United Kingdom arising from the more stringent student visa entry requirements as well as the depreciating British Sterling Pound, and the downsizing of Hong Kong and Sri Lanka school operations. The revenue decline is also attributed to lower student enrolment in the Singapore school operations.

However, even though revenue decreased, operating profit improved with the Group recording a profit before tax of $3.0 million, an improvement of $0.5 million or 20% compared with $2.5 million in FY2012. This improvement was mainly due to lower employee benefit expenses and other operating expenses resulting from the downsizing of operations, partly offset by lower revenue and higher depreciation. The Group recorded a net profit after tax of approximately $2.9 million, a 5% moderation from $3.0 million achieved in the previous financial year. Together with these results, our cash position dipped by $0.8 million attributed to investment in fixed assets, with cash and cash equivalents at FY2013 year-end at $31.3 million, compared to $32.1 million at FY2012 year-end.

Reviewing our business

In the second half of the year under review, the Board took a more active role in monitoring the performance of management as it became more concerned about the following issues:

• Decline in revenue;
• Erosion of margins;
• High turnover of staff; and
• Challenges in expanding our university networks.

With the departure of the CEO Mr Wong Wee Woon in January 2013, the Board initiated a comprehensive review of the strategic agenda which encompassed the key elements of our business model such as curriculum, university partnerships and course delivery methods.

Since then, the Board has reconstituted the management team and expects to appoint a new CEO in July 2013.

Improving and Enriching our Services

In the year under review, we streamlined student admissions and advisory services as well as increased the number of service touch points between faculty and students in an effort to enrich the learning experience. In FY2014, it is expected that there will be further integration of services to better respond to the unique needs of each of our students.

Living up to our heritage as a pioneer in the area of IT education, we have enhanced the academic experience of our students through several technology-driven initiatives. Students can now access courses through multiple platforms such as tablets and smart phones, and multiple channels such as Internet streaming, online facilitated classroom sessions and packaged courses.

 Widening our Footprint into the region

Over the past year, we began offering a wider range of courses in Myanmar and Vietnam, as well as more pathways to progress from diploma and degree, in an effort to create more opportunities to suit the domestic needs of students in these countries. This programme has had early successes and we will continue to develop the model to expand into other regional markets.

With our experience in reaching out to a global student body, I am confident we will be able to develop an improved model. In fact, working with a wide range of educational institutions, we have been providing various educational routes to our diploma programmes and UK universities for students in Greater Asia and Indochina as well as for regional student populations. Through our Franchised Centres, we continue to offer the same standard of education found at our Singapore school to students aspiring to business and IT careers in their home countries or abroad.
Chairman’s Message

Changes to the Board during the Financial Year

Mr Freddie Pang who was Non-Executive Director resigned in November 2012 to focus on his other duties within the Berjaya Group of Companies. We thank him for his valued contribution over the years. In the same month, Ms Yau Su Peng stepped down as Alternate Director to Dato’ Robin Tan and was appointed a Non-Executive Director.

The former CEO, Mr Wong Wee Woon, resigned in January 2013.

Conclusion

While business conditions have continued to be challenging over the past year, we have taken stock and re-focussed on the basic elements of building a sustainable business. With continued focus, I am confident that we will be able to rebuild and thrive. At this juncture, on behalf of the Board, I would like to extend our gratitude to the directors, management and all staff. I would also like to thank our students, partners and shareholders for their continued confidence in the Board.

With the combined support of our directors, management and staff, we look forward to a better year ahead.

Dato’ Robin Tan Yeong Ching
Chairman

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<tr>
<th>SS’000</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
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<td>FY2013 Revenue</td>
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<td>8,165</td>
<td>6,245</td>
<td>8,872</td>
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<td>Profit/(Loss) Before Tax</td>
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<td>651</td>
<td>(139)</td>
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<td>(156)</td>
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<td>8,714</td>
<td>7,642</td>
<td>9,242</td>
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<td>1,531</td>
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<td>1,479</td>
<td>1,498</td>
<td>1,350</td>
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</table>
"Our knowledge of the world around us continues to evolve, writing and rewriting to refine understanding of our world. I am reassured that my daughter is kept ahead in an ever competitive world."

We pride ourselves on our ability to stay ahead of the pack and continually deliver industry-relevant curriculum to ensure that we nurture our students to the best of their potential.
Growing Beyond Borders

The diversity of cultures and nationalities around the world is a challenge we embrace and continually strive to tailor our programmes to better deliver knowledge to students of all backgrounds.
Global Operations Review

Global Brand and Know How

In the Philippines, a student is awarded an Informatics scholarship and achieves her IT career dream. From Myanmar, a student obtains his business administration diploma entirely online and completes his post-graduate studies in Informatics Singapore. These students, and many, many more are the treasured life stories of our graduates, coming from all walks of life and corners of the world, that drive our global Informatics brand.

Informatics Group has a presence in more than 53 countries including countries in Greater Asia, Indo-China, South-East Asia, Middle East, Africa and Europe. Over its 30 year history, Informatics developed individualised delivery channels to reach each of the culturally diverse student populations be it by distance e-learning or blended learning, and by localised classroom teaching or guided self-study. Through more than 20 years of partnerships with some of the most progressive and exclusive universities in the world, we have nurtured a highly experienced full-time faculty who support our growing network of collaborations via a system of articulations and post graduate progressions. The faculty has also been highly effective in delivering the level of competent and confident graduates that employers want in the workplace.

Our unique academic know-how is in how we customise and deliver our comprehensive range of Business and IT curriculum to an international audience, crossing multicultural boundaries, to create a truly vibrant global cultural melting pot of learning experiences. This is most evident in our Singapore City Campus where more than half of the 1,500 yearly enrolments are international students.
Presence in 53 Countries

We have a presence in 53 countries through a network of franchisees and licensees, many who have been with us since our inception. Informatics serves these centres primarily as an awarding body, and provides examination board services in addition to the delivery of lessons through multi-modal channels such as e-learning, podcasts, video streaming and chat.

Many of the centres run Informatics programmes leading to an internationally recognised award that is the Informatics Diploma or Post-Graduate Diploma. With this award, students have the option of either completing their studies with the universities or institutions in their home country or progressing to higher education programs in Informatics Singapore.

Our mission is to provide a pathway for every student to pursue his or her choice of subjects in order to become a valued employee or to advance a chosen career. To this end, we have delivered lessons in modular formats with a minimum class size of one to five students, across multiple time-zones, and supplemented by enrichment programmes inculcating core learning competencies, ethics and employability skills.
Global Operations Review

Multi Channel learning - pedagogy & location

At Informatics, we use a variety of assessment methods, pedagogies and technologies to get close and stay relevant to our students, meeting their personal learning preferences and time-commitments. We provide our students with the same high quality of full- and part-time higher education courses and part-time professional certifications through our centre network, and we also cater to their broad range of lifestyle demands.

In the first year, foundation year, we focus on recognising and augmenting the students’ prior learning and language proficiency by various on-line and classroom sessions. We gradually introduce more problem based learning assignments as we progress into the second year with a further emphasis on employability skills going into the third year. We use a series of real world case studies and collaborative projects to give students a sense of the globalised workplace they will be entering into. Along the way enrichment programs begin to raise awareness on issues of global citizenry, business ethnics and sustainable development.

Each key learning touch point in the curriculum is streamed and recorded so that students can revisit whole or specific points in a particular session whenever they need to. We are also migrating an increasing proportion of course work online so that assignments can be done collaboratively and across borders. In the same vein, we are able to deliver classes right up to the doorstep in the students’ home countries through webinars and e-learning, and create an immersive experience though online services such as chats, forums, and collaborative projects.
Academic Standards

The Informatics Academy award is internationally recognised. IAI’s reputation as an awarding body has been built up through 30 years of complete credibility sustained by strict academic compliance and corporate governance. The quality assurance encompasses academic assessments, program development, and regulatory compliance in the countries where Informatics operates. IAI has to coordinate with school operations in all parts of the world to ensure the smooth and efficient distribution of our programs. The validity of examination results is secured through a rigorous second marker and moderation process, while reliability is ensured through reviews by external academic panels. Finally, fairness and timeliness are ensured so that there is no discrimination of students across national, racial and cultural borders. Across time zones, graduates are able to pursue their studies with more than 20 universities in the UK, USA, Australia and New Zealand, and earn their qualifications because of Informatics’ promise of an international quality education.

Our Informatics academic standards and work flow is continuously updated with new best practices and technologies. Since 2010, IAI’s efforts at maintaining academic excellence have contributed to Informatics attaining the 4-year EduTrust Accreditation Status from the Council of Private Education in Singapore. This accreditation is a testament to IAI’s high standards of academic governance and quality which will be enhanced in 2014 onwards with the formation of a Compliance and Quality Management team to improve operational efficiency and monitoring.

At the highest level, Informatics has its long-serving Academic Board constituted from a mix of university programme leaders from Informatics, as well as invited distinguished external academics. The Board provides independent advice and leadership in the continuous review of academic policies and procedures and fosters continuous improvement and innovation. In 2013, a large part of academic innovation has been in the approval of new awards, and in developing customised academic tracks for certain partner institutions to provide greater flexibility for students to transfer between programs and earning the necessary credits to enter the stream they want. The pathways are regulated by the assessments of our Informatics Examinations Board. Yearly, Informatics invites a panel of external examiners to authenticate our processes and records so that grades awarded to students meet the stringent criteria of our partner universities. They also conduct independent audits on marking schemes, examinations scripts and course work submitted from various centres.
Global Operations Review

NCC Education

With an impressive track record spanning more than four decades and even greater potential before it, NCC Education is ensuring that we are well positioned as a British awarding body for growth during a period of unprecedented change in the global education landscape.

Across more than 45 countries worldwide 28 new accredited partner centres joined the NCC Education community in 2012-13 to offer our qualifications in an additional 67 teaching programmes to students. Student registrations for NCC Education qualifications reached 24,212. This has been against a backdrop of economic turmoil and uncertainty in world markets as well as changing educational legislation in key countries which has affected student mobility and student enrolments at some of our centres.

In the UK, 2012 witnessed significant changes both in the regulatory operating environment with new compliance requirements for awarding bodies from Ofqual, the exam regulator, and in relation to UK Borders Agency (UKBA) policies which have restricted student visa applications to the UK. Such seismic shifts externally bring both challenges and opportunities which NCC Education is well-placed to face. We fully support government initiatives which aim to create greater transparency and rigour in the awarding process and qualifications.

Pathways to Success

As a leading British awarding body specialising in IT and Business subjects, NCC Education has focused energy on sustaining its differentiation in the marketplace through the provision of an access pathway to British Higher Education for those who choose to study in their home country. With a wide range of learning routes, NCC Education offers flexible and cost-effective ways for individual students to join and exit study programmes with an appropriate British qualification as an outcome, from foundation level to Master’s degrees. In this way individual students can opt for either job focus or degree progression according to their aspirations. The principal beneficiaries of NCC Education are, and should always be, the thousands of young people who look to our qualifications and programmes for advancement in their careers.

Recognition of the NCC Education brand continues to grow worldwide and we play a commanding role in meeting today’s demand for developing competence in these core areas of IT and Business, skills which are critical for all in the highly competitive world of work whatever the field of vocational specialism.

The primary driver for NCC Education has been the recognition of the need to be market-led and to support a strong customer-service orientation alongside the delivery of our organisational mission to be a global leader in the provision of British qualifications and recognised education programmes. At the same time it has been critical to hold fast to the commitment to improve students’ future prospects and opportunities by providing quality qualifications that are widely recognised and valued by employers and universities. To this end NCC Education has extended our range of university articulations and progression routes in the UK and overseas and also begun a programme of work in employer recognitions. Specifically we launched a new online top-up degree validated and awarded by the University of Central Lancashire (UClan) BSc (Hons) Business Computing and Information Systems and secured new progression routes with a range of Russell Group universities. Allied to this activity there has been a new emphasis on gaining recognitions from the local Ministries of Education and regulatory authorities in key markets worldwide.
Service Development and Centre Support

Our continued commitment to the UK Investors in People quality award gives our customers independent assurance that we are in fact achieving our goals. The initiatives taken during the year to improve operational efficiency and service delivery through process and procedural reviews have provided the building blocks for developing customer loyalty and a stronger NCC Education community. The first contact with a student is often the start of a longer-term and progressive relationship which offers lifelong value and creates a lasting synergy that greatly profits both sides. Technology has continued to play a significant role in the delivery of qualifications and programmes as well as in centre administration; it enables us to reach individuals and markets on a global scale. NCC Education launched the pilot of its digital library – a new resource tool for students and centres. We also developed our website to make it even more interactive thereby allowing more information about NCC Education and its products and services to be accessible. Also launched during the year, as a result of the priority given to extend support to centres, was a new programme of workshops for centre teachers with a focus on Continuing Professional Development (CPD). This heralds the start of a new approach to working with centres for on-going improvements in the quality of teaching and for raising standards in student achievement. To further enable NCC Education's interfaces with our customers, we are investigating enhancements to our Virtual Learning Environment. This will also ensure that our technology delivers the functionality necessary to support future developments in new products and in administrative and operational areas. Technology transfer remains high on the world's agenda and so does the exchange of ideas and the spread of best practice. In each of these areas NCC Education makes a major contribution. Thus the people who stand to benefit extend far beyond the circle of those working for our qualifications.

Moving Forward

Demand for IT and business qualifications, especially examined in English language, continues to grow as developing countries emerge into the world arena. And given that change is a constant in today’s world, NCC Education will ensure that it remains centre stage in terms of developments in British education and that its products and services meet the needs of our rapidly changing marketplace. We will build on our solid track record of success to deliver tangible results and growth whilst fulfilling our promise to centres and students through well-developed antennae which respond to key developments in an ever-increasing range of countries. Our achievements in the past year stem directly from the abilities and energies of our staff and examiners and their commitment to our objectives and mission. We will invest further in developing our own people in line with organisational needs to provide a strong platform for a continued growth trajectory.
Global Operations Review

NCC Education Accredited Partner Testimonials

1. People’s Republic of China:

“NCC Education has a wonderful and complete education quality assurance system, which provides us with excellent courses and expert support and guidance. The key benefit of the course is it offers students various choices for their higher education study and also their professional development within China and abroad. The successful partnership with NCC Education not only provides us with diverse western teaching skills, but it also creates a successful international platform for our university.”

Wang Quan,
President of International College,
Hubei Normal University, China

2. Brazil:

“Our partnership with NCC Education started when I met one of their representatives. After we met he introduced me to the International Foundation Year course (IFY). I had some challenges ahead but I really wanted to make it work for our school. Our school has five specific principles on which we base all our academic excellence. These include: open dialogue with families, the development of world citizens, having a pleasurable studying environment, and caring about our students’ comprehensive education. Soon after we were accredited we received a pack of orientation manuals and leaflets explaining the programmes, this was just the start of a great relationship. I also met with the wonderful NCC Education staff for regulatory advice on the programme in relation to timing and planning. We keep in touch on a frequent basis so we are always aligned with our objectives and procedures. I am really thankful for all the work developed and efforts to make everything right. Thank you very much.”

Carlos Freitas,
Department of International Affairs,
Colégio Pentágono, Brazil
3. Africa:

“There are many education centres in our area, all trying to attract the same students, but with NCC Education we attract more students than our competitors. This is because NCC Education qualifications are internationally recognised, teach the knowledge that students want to learn and develop the skills that employers want applicants to have.”

Mr Sanjeev Kumar,
Centre Principal,
IPMC, Ghana

4. Rwanda:

“NCC Education has realised that today’s job market is looking for individuals who can go to work the next day, not to wait and get six to twelve months of training at the expense of the employer.”

Mr Sanjeev Kumar,
Centre Principal,
IPMC, Ghana
Dato' Robin Tan graduated with a Bachelor of Social Science degree in Accounting/Law from the University of Southampton in the 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 the Chairman/Chief Executive Officer of Berjaya Corporation Berhad, Chief Executive Officer of Berjaya Sports Toto Berhad, Executive Chairman of Berjaya Food Berhad, Chairman of Berjaya Media Berhad, Chairman of Sun Media Corporation Sdn Bhd and Executive Director of Sports Toto Malaysia Sdn Bhd.

Dato' Robin Tan is also a Director of Atlan Holdings Berhad, Berjaya Sompo Insurance Berhad, Berjaya Hills Berhad, KDE Recreation Berhad, Berjaya Golf Resort Berhad and several other private limited companies in the Berjaya Corporation group of companies.

Ms Yau Su Peng currently holds the positions of General Manager of Special Projects at Berjaya Corporation Berhad, the Chief Operating Officer of Borders and Berjaya RadioShack Sdn Bhd. Ms Yau has a wealth of experience in financial payments, law, marketing and communications from both the government and private sectors.

Ms Yau was appointed to the Board in November 2012 after being Alternate Director to the Chairman from April 2012.

She joined the Berjaya group from MasterCard Worldwide, where she was Vice President of Marketing and Sales. She was responsible for developing the marketing and corporate communications strategy and building the MasterCard brand in Malaysia. In her six years with MasterCard, Ms Yau led on a number of key corporate accounts and strengthened MasterCard’s market share and brand presence in Malaysia especially within the premium customer segment in the area of retail and cross-border payments with partnerships with tourism and retail industry authorities.

She qualified as a lawyer from the University of Melbourne, and originally practiced law in both Melbourne and Kuala Lumpur. In the 1990s, while completing her Masters of Laws degree, Yau worked with the Government of Victoria on attracting international trade and investment into the state. In 1997, she returned to Malaysia and held several roles within the banking industry in change management, corporate affairs and branding. Subsequently, she became the Senior General Manager of Strategic Communications for Alliance Bank, building the brand from a merger of 7 Malaysian banks in 2000.

Ms Mae Ho Seok Khen is currently the Chief Operating Officer of BERJAYA University College of Hospitality, a subsidiary of the Berjaya Corporation Group, and is also the Director of the Academy of Nursing (M) Sdn Bhd and Berjaya Higher Education Sdn Bhd.

Ms Ho has been in the hospitality industry for the last 25 years. She was trained in England in Hospitality Management which led her to specialise in cuisine, patisserie, restaurant service and oenology.
She graduated with an MA in Education Management (Bath), UK. She was also awarded the professional membership in the prestigious Institute of Hospitality, UK (formerly known as HCIMA).

She made her first step towards the hospitality industry as a lecturer and as the Dean of the School of Hotel & Catering Management at Kolej Damansara Utama, Petaling Jaya. Subsequently, Ms Ho was appointed Director of the School of Hospitality & Tourism Management at Sunway University College of Hospitality from 1997 until 2007. During her tenure at Sunway, Ms Ho was appointed Project Director for the China operations to set up the Xian-Sunway International Business Management to conduct corporate training programmes and summer schools.

Ms Ho sits on the panel of judges for the Hospitality Asia Platinum Award (HAPA) and her judging stretches across the ASEAN Continent for Service Excellence Awards, Signature Establishment Awards, Revolutionary Personality Awards and Fine Culinary Awards, just to name a few. She is also an active member and sits on the panel of judges for the Malaysia Retailers’ Association (MRA), and is a Council member of the National Council of the Confrerie de la Chaine des Rotisseurs, Bailliage de Malaisie. Ms Ho was recently appointed the New Conseiller Gastromique – Chaine Des Rotisseurs.

Mr Ung is currently the vice president of the Singapore China Friendship Association, and he is active in organizing and promoting cultural and educational exchanges between Singapore and China. He is also a committee member of the China Aw Boon Haw Foundation, a member and legal advisor of Tan Kah Kee Foundation and the Singapore China Business Association as well as an independent director of EMS Energy Ltd.

Mr Ung holds a Bachelor of Arts degree in Economics from the National University of Singapore, a Common Professional Examination Qualification in Law from UK and a Master of Law qualification from the City University of Hong Kong.

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Professor Chew Soon Beng is Professor of Economics and Industrial Relations in the Division of Economics at the Nanyang Technological University (NTU). He was the Founding Director of the Asia Commerce and Economics Studies (ACES) Center in the Nanyang Business School in 1993, and was also the Founding Director of the Master of Science programme in Managerial Economics (popularly known as the Mayor programme since its inception in 1998) at NTU. He is currently Programme Director of the Master of Science in Applied Economics at NTU.

Between 2004 and 2005, Prof Chew was a consultant to the Omani Ministry of Higher Education. He is currently also a member of the Singapore Institute of Arbitrators.

Prof Chew received his Ph.D. in Economics from the University of Western Ontario, Canada, after obtaining a Master of Social Science in Economics from the former University of Singapore and a Bachelor of Commerce (First Class Honours) from the former Nanyang University.
Corporate Information

Board of Directors
Dato' Robin Tan Yeong Ching
(Non-Executive Chairman)
Ms Yau Su Peng (appointed on 23 November 2012)
(Non-Executive Director)
Ms Mae Ho Seok Khen
(Non-Executive Director)
Mr Ung Gim Sei
(Independent Director)
Prof Chew Soon Beng @ Teo Soon Beng
(Independent Director)

Audit and Risk Management Committee
Mr Ung Gim Sei (Chairman)
Prof Chew Soon Beng @ Teo Soon Beng
Ms Yau Su Peng

Remuneration and Strategic HR Committee
Prof Chew Soon Beng @ Teo Soon Beng (Chairman)
Mr Ung Gim Sei
Ms Yau Su Peng

Nominating Committee
Mr Ung Gim Sei (Chairman)
Prof Chew Soon Beng @ Teo Soon Beng
Ms Yau Su Peng

Banking Committee
Prof Chew Soon Beng @ Teo Soon Beng
Ms Yau Su Peng

Company Secretaries
Ms Loo Lay Chin
Ms Lo Swee Oi

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Tel: (65) 62251452
Fax: (65) 62276660

Auditors
Ernst & Young LLP
Public Accountants
and Certified Public Accountants

Partner in charge:
Gajendran Vyapuri
(from financial year 2009)

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