



2015

ANNUAL REPORT



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THE CONCEPT

The concept of Dialogue in the Dark is simple, visitors are led by blind guides in groups through specially constructed dark rooms in which scent, sound, wind, temperature and texture convey the characteristics of daily environments – for example a park, a city, a food market, a café, to name a few. The daily routines become a new experience. A reversal of roles is created: people who can see are taken out of their familiar environment. Blind people provide them with security and a sense of orientation by transmitting them to a world without pictures. The tour itself lasts 45 minutes but the effects can last a lifetime.

Within this new paradigm, guides open the visitors' eyes to show them that the world of the blind, the world of the "other", is in no way poorer – just different.

Since 1988:

32

COUNTRIES

130

CITIES

8 MILLION

VISITORS

THE FOUNDER AND HISTORY

Andreas Heincke's journey as a social entrepreneur started in 1985 after working for a radio station, where he was assigned to organise a formation for a 28 years old journalist, who had lost his eyesight in a car accident. Initially confronted with awkward feelings, Andreas started to realise that his pity was misplaced. Being blind is another form of life and contains lots of capabilities. To his surprise it was the blind colleague who showed him how to cope with fundamental changes in life, forcing him to question what makes a truly valuable life. The way was paved to a concept of overcoming barriers and promoting exchange between the blind and the sighted.

Inspired by this encounter and his realisation on the potential effects that a dialogue with a reversal of roles can have, Andreas founded and launched the concept of Dialogue in the Dark in Frankfurt in 1988.

Andreas' complex family background explains a lot about his drive and motivation to become a social entrepreneur. Members of his mother's family were victims of the Holocaust while his father's side were supporters of the Nazi-regime. It was only at the age of 13 that he learnt about his Jewish relatives who were murdered and why his mother had lost so many members of her family in World War II.

The realisation to have family roots with both victims and activists of the regime stirred a lifelong search for answers such as: What is the process of marginalisation and exclusion? On what ground do we judge people and feel inferior or superior? The impact of his search for answers was the start of his quest for tolerance, open dialogue and exchange.

He has since devoted himself to finding new ways to bridge the gaps across human divide through direct human encounter. Andreas holds a PhD in Philosophy and is a Professor for Social Business at the European Business School in Germany. He has been awarded many times for his work and is recognised worldwide for his achievements.



- 2011 - Deutscher Gründerpreis
- 2009 - Global Award Winner for the best innovative and out-of-comfort-zone event by the YPO
 - Dragon Award for the category "Business with Conscience"
- 2008 - Member of the World Economic Forum's Global Agenda Council on Social Entrepreneurship
- 2007 - Outstanding Global Social Entrepreneur by the Schwab Foundation
- 2006 - Deutscher Unternehmer Preis by the Harvard Business School's Entrepreneurship Club
- 2005 - First "Ashoka Fellow" in Western Europe
- 2004 - Best Practice in Universal
- 1998 - Stevie Wonder Vision Award

THE WORLDWIDE IMPACT



Since 1988, over 6000 blind and partially sighted people worldwide have gained income and recognition through their work.

Dialogue in the Dark sparks thoughts that dissolve old mind-sets and allow access to new people and a new world. You begin to question your assumptions as you experience your limits. Meeting ambassadors of a little-known subculture initiates a dialogue, which endures beyond your time inside the exhibition. Dialogue in the Dark consistently appeals to a wide audience while creating jobs for disabled people.

Impact on the sighted: A study showed that an astonishing 100% of visitors who were questioned five years later remembered the experience. 90% reported feeling sensitised to the world of the blind, 52% recommended Dialogue in the Dark to their friends and family, and 34% wanted to experience the exhibition a second time.

Impact on the blind: Dialogue in the Dark creates jobs for disabled people, many of whom are chronically unemployed. For many staff members, this position has meant the end of unemployment, increasing their self-confidence and changing their self-image. Blind people transform themselves from passive welfare recipients to active shapers of their own lives. Key skills required in the world of work-perseverance, flexibility, time-management and social competence, are significantly enhanced.

Dialogue in the Dark is uniquely able to give disabled people meaningful employment and a new perspective for their lives. The idea is bearing more fruit as employers are sensitised by visiting the exhibition and subsequently fill vacancies with disabled people.

WHAT IS SOCIAL ENTERPRISE?

In a business world that is getting more and more complex, the variants on business models have become almost endless. Among the few prominent ones that has just only started to surface and make an impact over the past decade or so is the social enterprise. Thus bringing us to the point of interest for this paper. A social enterprise is defined as any business venture created for a social purpose--mitigating/reducing a social problem or a market failure--and to generate social value while operating with the financial discipline, innovation and determination of a private sector business. (4lenses.org, 2015)

Though the concept of a social enterprise has existed for nearly 40 years, the confines and limitations as well as the function of such an enterprise has not been developed sufficiently until almost 20 years ago. Although the set parameters of a social enterprise varies across the globe, EMES International Research Network (EMES network, 2015) put together the most complete breakdown of the dimensions of a social enterprise. The dimensions are as such:

Economic and Entrepreneurial	Social	Participatory Governance
<ul style="list-style-type: none"> - A continuous activity producing goods and/or selling services - A significant level of economic risk - A minimum amount of paid work 	<ul style="list-style-type: none"> - An explicit aim to benefit the community - An initiative launched by a group of citizens or civil society organizations - A limited profit distribution 	<ul style="list-style-type: none"> - A high degree of autonomy - A decision-making power not based on capital ownership - A participatory nature, which involves various parties affected by the activity

As one can gather from the dimensions above, the profits in a social enterprise are but a means to an end. Thus, the Social Enterprise Alliance operating out of North America describes a social enterprise as a missing middle; bridging the gap between the traditional worlds of business, non-profits, and governments. Social enterprises address social concerns more efficiently than the government, more sustainably than the non-profit sector, and much more generously than the business world. (Se-alliance.org, 2015) In essence, a social enterprise operates entirely like a regular business trading whatever goods or services the company in question has decided to focus on, the only difference is the core values and focus of the company.

SOCIAL ENTERPRISE V/S CHARITY

The key difference between a social enterprise and a charity is that the social enterprise is set up on a self-sustaining business model that ensures that it does not rely on public funding or government support to continue operations. This, in effect, will prevent the organisation from becoming a liability and cost for the community instead of bettering its social situation.

RESPONSIBILITIES OF THE BOARD

One of the main characteristics of a social enterprise is that it is strategically and financially managed by a number of individuals (the board of directors) representative of the community and not one sole individual. The board of directors are legally responsible for the overall management of the social enterprise; thus, they are responsible for ensuring that the social objectives of the enterprise are adhered to guaranteeing best practices and that the enterprises' social objectives are met. (See Ahead, 2015)

EARNINGS MODEL

In essence, a social enterprise operates just as any business would to earning profits, using regular business models and strategies to survive independently in the market; the only difference being that the core role of the social enterprise would be to acquire profits of social benefit rather than personal gain. Beyond the typical social enterprise's core role - generating revenue to support work on behalf of those less fortunate - something that deserves attention is the way many non-profits are using earned income strategies and social enterprises to concurrently create multiple social benefits. Many go beyond earning revenue, creating jobs, and - in the case of innovative workforce development enterprises - facilitating an extended on-the-job paid learning environment for unemployed men and women. They are additionally producing environmental gains and some hone their activities and missions to create products that improve the lives of their mission-aligned business customers.

PROFIT CHANNELING

Now, to the real question, where are all the profits channeled? As opposed to the traditional business where the main objective is the distribution of wealth amongst its majority shareholders and board, the profits from a social enterprise is mainly reinvested into the company itself or to other social benefits. Social Enterprises UK (SEUK) sets the characteristics of a social enterprise to be as such. (Socialenterprise.org.uk, 2015)

Reinvestment Of Profits Into Creating Social Benefits For The Surrounding Community

- Have a clear social and/or environmental mission set out in their governing documents
- Generate the majority of their income through trade
- Reinvest the majority of their profits
- Be autonomous of state
- Be accountable and transparent

DIALOGUE IN THE DARK



Dialogue In The Dark, Malaysia (DiD) was established 19 September 2012 with the mission to facilitate social inclusion of marginalized people on a global basis

The DiD exhibition centre at Petrosains, Suria KLCC was launched on the 8 December 2013

DiD then moved to a new venue at The School, Jaya One which opened its doors to the public on 1 July 2014. After a successful stint at Jaya One, DiD was then invited by Sunway University Malaysia to set up its experiential learning centre on campus where it has been in operation since August 2015 until present.

To achieve our goals, DiD conducts exhibitions and business workshops as a means to create a sustainable revenue stream

DiD hires visually impaired (VI) guides and trainers, and by creating job opportunities, give them a chance at a better life

Every ringgit earned from conducting DiD business workshops and sales of tickets from DiD exhibitions are reinvested back to facilitate training and to create even more job opportunities for the VIs

Awards

- DiGi Challenge For Change (CFC) Winner of 2015
- Amplify Award 2015
- VIP Fellowship Program 2015

The initial birth of Dialogue in the Dark Malaysia and the journey thus far although an exciting one, has not been without its trials and tribulations. Our challenges however, have always been overcome successfully and we owe that to our many supportive partners and other kind souls who have believed in our mission and helped us along the way. We are highly indebted to Petrosains, which supported us with our very first public exhibition in the dark by offering us a space in their venue at The Discovery Centre, KLCC. Our six-month stay at The Discovery Centre was made possible due to the generous support of Petrosains and Tourism Malaysia who extended much assistance in promoting DiD and marketing us to the nation. For your valuable time and effort, we truly thank you.

After gaining much exposure at The Discovery Centre, KLCC, it was time for DiD to establish a more permanent base which we did at The School, Jaya One. It wasn't an easy feat relocating our entire exhibition, and then building and marketing our presence once again from a new location and trying to attract a whole different set of visitors, but much of the work was made easier by the kind help from the team at Jaya One. Their professionalism and dedication made the transition seamless and hassle free. The team also helped us with developing a whole new marketing campaign in order to attract attention and participation from Jaya One patrons.

We had many 'firsts' during our stay at Jaya One. DiD, via Dogs for Sight, successfully introduced Malaysia's first guide dog, Lashawn, to the public. Lashawn, a Labrador Retriever, made his grand entrance into the public eye at a press conference held at Jaya One, which very kindly accommodated his presence. The event was deemed a success and we were honoured to have Dato' Sri Ong Tee Keat as the guest of honour.

After an eventful year at Jaya One, we were then invited by Sunway University Malaysia to station the DiD headquarters and experiential learning centre on its campus in Bandar Sunway. We began operations in August 2015 and have not looked back since. We have received much support from Sunway University's management, staff and students alike, and have been able to collaborate on a number of successful ventures.

At DiD, we truly believe that we have a strong and valuable team – a team of dedicated and confident individuals who are making a difference every day. These individuals work tirelessly to alter the general public's perception of the blind and visually impaired communities. Whilst social enterprises, the business model which DiD Malaysia is built upon, is a relatively new and developing business model in Malaysia, we have made significant progress towards being a long-term sustainable entity. We will continue to strive forward in achieving our mission and making our vision a reality, for this social movement is a very important aspect of Malaysian society.

All of our successes and achievements would not be possible without the many kind and generous hands that have helped us along the way. We would like to take this opportunity to express our heartfelt gratitude to our sponsors, clients, participants, volunteers and staff who share our vision and are dedicated to making DiD a success. We would also like to thank the visually impaired and blind communities for continuing to inspire us to move forward and for reminding us that the work we do is vital and must never cease.

We look forward to your continued support as we move forward into 2016 with a mission to impact and encourage even more Malaysians be it sighted or visual impaired.



MESSAGE FROM THE CEO

Having lost my eyesight at the age of 45 due to Glaucoma in 2007, I had to find a new meaning and hope for my continued existence in this world. I thank GOD and my wife for giving me the strength to climb back out of my perceived Black Hole.

I saw a Light for my continued existence and that is to fight unnecessary blindness be it among the sighted or the visually impaired. In finding this new strength for my purpose, Dialogue in the Dark, Malaysia (DiD) is one of my establishments to fulfill this new ambition of preventing what had happened to me for others. DiD Malaysia is the pivotal force for this battle to stop unnecessary blindness.

It was a passion and a commitment that has enabled us to realise our goals. It started with a strong ambition to educate the society at large and to provide a platform of opportunity for the visually impaired. We believe that education and physical experience are the key ingredients to building true understanding and awareness and inclusiveness in our society.

Since 2012:

60
Workshops

1770
Participants

12,090 Captivated
Impacted
Challenged



Stevens Chan

One of the most distinctive and precious elements of our work is to see how our clients and customers fully embrace and enjoy the experience and moments of the exhibition and workshops. At DiD, we see our participants walking away with a new-found perspective and one-of-a kind, life changing experience. In turn, our participants have contributed directly to the livelihood to our visual impaired guides and trainers.

Managing and conducting workshops and events at DiD gives the visual impaired a real sense of responsibility and confidence that was previously not present. DiD has been successful in improving the livelihood and financial situation of the visual impaired without neglecting their personal growth and development. This success is a testament to the "Social Enterprise" model's effectiveness and relevance.

“The mission of Dialogue in the Dark is to facilitate social inclusion of marginalised people on a global basis.”

Our goal is to raise awareness and create tolerance for “otherness” in the general public, thereby overcoming barriers between “us” and “them”. We create jobs for disadvantaged people by turning deficits into potentials and thereby strengthen the self-esteem of individuals who are typically under-valued. We believe that accomplishing our mission will lead to sustainable and significant improvement of marginalised people’s situations throughout the world. To achieve our goal we operate exhibitions as well as business workshops and events.

BENEFICIARIES



SAVE ONES SIGHT MISSIONS BERHAD (SOSM)

- SOSM is a non-profit organisation (NPO) founded by Stevens and his wife Kaye Chan, in 2011
- SOSM's mission is to fight and prevent unnecessary blindness
- To date, SOSM has organised over 100 eye health screening events, 50 cataract surgeries and offered more than 300 pairs of spectacles for children and adults in need
- Through the society we hope that we are able to:-
 - Continuously hold eye health screenings for members of the public
 - Provide eye education programs to all communities
 - Aid the needy in obtaining support to improve their vision
 - Conduct group and family counselling sessions for all patients
 - Set up eye health data bank for research and development



DOGS FOR SIGHT (DFS) Help the blind to see

- DFS campaign was launched in 2012 by SOSM
- It was created to help educate the public on the need to give VI Malaysians an opportunity to gain their mobility, dignity and independence in their lives through the use of a guide dog
- One of SOSM's mission is to gain permit and acceptance for guide dogs to be allowed on public amenities and in public facilities
- DFS campaign hopes to garner 100,000 signatures along with minimum donations of RM10 in order to create awareness and help to set up the first guide dog training academy and facility in Malaysia
- Lashawn Chan – the pioneer guide dog in Malaysia was introduced to the world in May 2014

ACADEMY OF LIGHT (AOL)

Academy of light is one of the projects aimed to create a learning platform for visually impaired children and adults to have opportunities to gain more knowledge. The learning program planned includes Music, Art (include drawing and photography), Languages (English, Mandarin) and more.

Our Vision - Enabling Empowerment for inclusion

Our Mission

1. Enabling with vocational skills training and coaching
2. Empowerment through job interaction
3. Inclusion in employment



BOARD OF DIRECTORS



Stevens Chan Founder, CEO

Mr. Chan was a corporate professional and active businessman up until the year 2007 when he lost all his vision due to Glaucoma, an eye disease that causes blindness. He then founded two non-profit organisations, Malaysia Glaucoma Society and Save Ones Sight Missions Bhd., with the objectives of educating the public on preventing unnecessary blindness and also to help patients with different eye disorders cope with handling the changes that occur with the disease.



Ng Chin Huat Director

Mr. Ng is an entrepreneur and currently the Group Chairman of Asia Brands Berhad, a consumer retail company listed on the Kuala Lumpur Stock Exchange. Prior to that, Mr Ng was the Group Managing Director of another listed company, Audrey International (M) Bhd. Mr. Ng holds a Bachelor of Commerce (Actuarial) degree from the University of Melbourne, Australia.
Resigned Oct 2015



Lai Siew Hong Director

Mr. Lai is the Chief Executive Designer in Blu Water Studio Sdn Bhd., a company he founded in 2010. Mr. Lai is an interior designer by profession with more than 25 years of experience in the design industry. He graduated with an Associate Degree in Applied Science and Interior Design from the State University of New York. Prior to this Mr. Lai had undertaken roles as the Design Director in Axis Identity Group and a Managing Director for Axis Network Design Consultants Sdn. Bhd. Mr. Lai is an active member of the Entrepreneur's Organisation (EO) and the Malaysian Institute of Interior Designers (MIID).



Mel Leow Director

Mr. Leow is a full-time executive coach and currently trains and certifies 'future coaches'. He is the Founder of Asia Pacific Institute of Coaching (APIC), which provides coaching throughout the region to workplace leaders, business entrepreneurs and people wanting to reach their potential. Mr. Leow has worked with global companies namely Ogilvy & Mather, Colgate Palmolive, Johnson & Johnson, SCA Hygiene and Berjaya. He is also a Certified and Credentialed Coach (ICF-PCC) who is sought after to Coach, Motivate and Grow Leaders to BE their best at Work and at Life. Resigned Jan 16



Poon Yew Hoe Director

Mr. Poon is the Managing Director of Crowe Horwath in Malaysia and Cambodia, specialising in taxation and heads the firms tax division as the Senior Tax Partner in Malaysia. Mr. Poon is also a regular speaker at seminars and serves as a council member in the Chartered Tax Institute of Malaysia and the Malaysian Institute of Certified Public Accountants.
Resigned May 2016



Datin Joanne Wong Director

Datin Joanne Wong Su Ching University of Sydney ,B.Ec Datin Joanne is the Executive Director of Yayasan TSLSC (the CSR & charity arm of The IOI Group) .Joanne holds a Bachelor of Economics degree from Sydney University, Australia.



Lewis Liew Director

Liew Teow Woon graduated from the Portland State University, Oregon, United State of America in 1991, with a Bachelor of Arts degree, majoring in Business Administration Marketing and Economics. He started his career with Europlus Berhad in 1991 as a Marketing Executive. In 1993, he moved over to Asiatic Development Berhad to take up the Marketing Manager's position. He then joined Kajang Rocks in 1995 as the General Manager and was promoted to the Executive Director (Business Development) in 2000, a job which he has done with great success.
Resigned May 2016



Dr. Foo Yin Fah Director

Dr. Foo Yin Fah is an associate professor at Sunway University in Malaysia. He has more than twenty years of experience in the area of accounting, working in several international accounting firms, large public corporations and academic institutions. Dr. Foo is a Chartered Accountant of the Malaysian Institute of Accountants and a Fellow of CPA Australia. He holds a PhD in Accounting from Victoria University in Melbourne, Australia. Dr. Foo is currently Head of the Department of Accounting, Banking and Finance at the Sunway University Business School. He has been passionate about nurturing future business leaders that are more enterprising and socially conscious. Dr. Foo was instrumental in setting social entrepreneurship as a priority area of development at Sunway University culminating in the formation of the Sunway Institute for Social Entrepreneurship of which he now holds the position of its first Director.

SHARING OF EXPERIENCE: THE GUIDES / Facilitator

Dialogue in the Dark has helped me learn a lot and taught me that I can be someone who is very capable. I have the skills to gain employment and skills out there now.

Visual impairment is not the end of our life. I am completely independent. There are many chances for us and our future is still very bright."

Anis Nabilah



Imagine opening your eyes, and not seeing all those things you used to see. Wouldn't you feel lost? Wouldn't you feel depressed. "i joined Dialogue in the Dark as a guide, learn about using computer and telemarketing skill.
"Now I am happy, I found Dialogue in the Dark and I have amazing colleagues"

Jason Wong

"I travel by myself on two different forms of public transport each day to get from Gombak to Sunway, where the DiD centre is located. I am completely independent ."



I used to believe that blind people have limited opportunities but Dialogue in the Dark has shown me otherwise. Dialogue in the Dark is so important because it closes the gap between visually impaired people and society."

Abdul Majid

"I get to mix with people from all backgrounds and of all ages. The darkness renders us all equals, like we are all living in the same world. I also feel like I have something relevant that I can contribute. I see myself staying with DiD long-term."

Michelle Ting





CORPORATE WORKSHOP 2015

Clientele since 2013**DID Corporate Workshop**

- AIG
- Blu Water Studio
- VI Properties
- Asia Brands
- MAN & Diesel
- Censof
- Favelle Favco
- Anakku
- Maybank
- MITI
- Kenanga
- Golden Sand
- Petrofac
- Traders Hotel JB
- My Teksi
- HPL International Conference
- EMI Solutions
- Maxis
- Nexus
- Nike
- AXA
- HUME

Educational Workshop

- SEED Home School
- Rainbow Brigade
- UKM OT
- Lim Kok Wing
- Nottingham
- FGA
- SJKC Choon Wen
- SEGI
- Gemilang
- 1st PJ Girls Brigades
- Taylors University

Corporate Event

- Allianz
- F&N
- Kiwanis
- Shell
- Jumbohan Marketing
- E O Spousal Event
- HSBC



The Harvard University in Sunway

Eastspring Investment



YTL Land



HUME



Johnson & Johnson



Anakku



HSBC



Nike

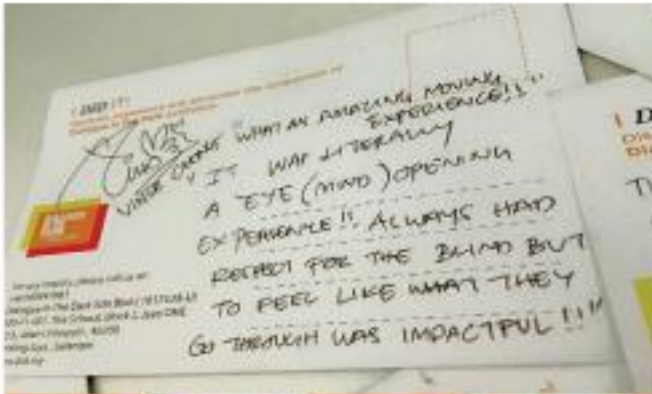


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IOI Corporation

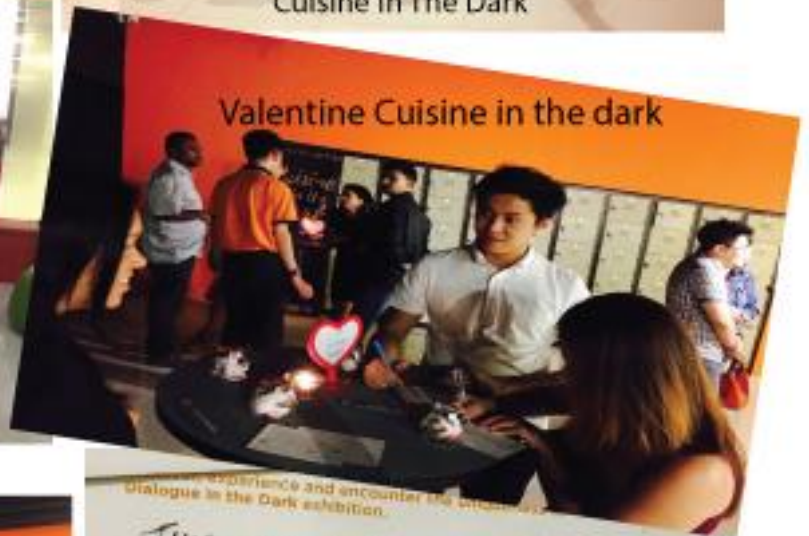
SHARING EXPERIENCE: VISITORS



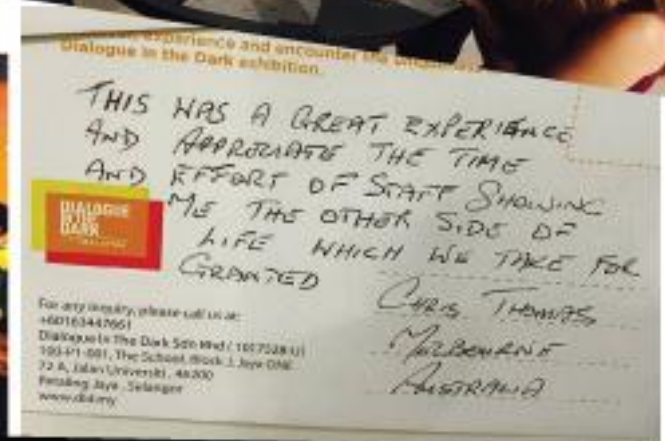
Cuisine In The Dark



Birthday In the dark



BAM Team Building



Educational Workshop
International Islamic School



2015 Special Event



Launching of DID at Sunway University



Cuisine In the Dark for Entrepreneurs Organization (EO)



The Harvard University -Asia Leadership Trek 2015 @ Sunway University & DID



Cuisine In the Dark for Petronas Malaysia

RACE IN THE DARK

RACE IN THE DARK Teams of 8 to 10 participants will be grouped up to complete a Fun Race in the Dark, a Race of Discovery and Exploration in complete darkness. Participants will be led into 3 Different Galleries to hear and identify sounds, touch and identify items and taste to identify food/drinks in complete darkness. Participants will be given a total of 45 mins to complete this Race of using their other senses to identify items that are often seen in their daily world.



Race In the Dark Dell

Cuisine Theater In the dark

In August 2015 Dialogue in The Dark raised funds for eye-check programmes in about 30 schools. The schools include SK Jaya Setia, Methodist Boys School Sentul, SMK Bandar Sunway and SJK (T) Pulau Carey.

The dinner is dubbed "Cuisine Theatre in the Dark", with a specially designed dinner by Chef Christine Ha, the blind Master Chef from the United States.



Cuisine Theatre in the
DARK

Get ready for a gastronomic journey unlike any other. Taste your palate and indulge in a new dining experience, all in complete darkness. Designed by the amazing blind chef Christine Ha, Winner of MasterChef U.S. Season 3. This is a culinary adventure made for the senses.

21st August
7.30pm

Hotel Maya Kuala Lumpur
138, Jalan Ampang.

For bookings and info, call 603 - 5801 6212,
email bookings@hotelmaya.com or visit www.ddt.my

Dialogue in the Dark
in collaboration with

Christine Ha,
Winner of MasterChef U.S.
Season 3



DiGi CFC 2015



Digi Challenge for Change:

Dialogue in the Dark Malaysia was announced as winner of Digi Telecommunications sixth edition Digi Challenge for Change (DigiCFC) programme. DigiCFC aims to encourage Malaysians to develop innovative solutions for change. Dialogue in the Dark Malaysia won the prize with its idea to train and equip Persons with Disabilities (PwDs) and Visually Impaired Persons (VIPs) with language and digital literacy skills to operate a virtual call centre, which will include screen reader technology customised for the PwDs and the visually impaired allowing them to work remotely from their homes. As the Challenge Winner, DiD received a grant of RM250,000 (US\$57,235) and the opportunity to be guided and mentored by the programme's partners.

DigiCFC
Digi Challenge For Change

Amplify Award 2015

Dialogue in the Dark was one of nine recipients of the Amplify Awards. DiD was awarded the grant by the Malaysian Global Innovation and Creativity Centre Social Entrepreneurship which started the Amplify Awards programme to recognise effective and important social enterprises that address pressing challenges in Malaysia.



VIP Fellowship Program



The Volunteering for International Professionals (VIP) Fellowship Programme is designed specially for professionals on career breaks who wish to volunteer in Malaysia. The VIP Fellowship programme is an initiative by the Malaysian government to create a large pool of talented professionals, who are passionate about sharing their expertise and experiences globally, as expert volunteers to contribute towards nation-building.

Dialogue in the dark
Impact Project 3: Empowering The Visually Impaired.
See how our Impact Heroes helped shed light on issues faced by people with disabilities and built their capacity to improve their employability rate





Pilihan 5 tempat
MENARIK

Think you know all about Malaysia? Here are 5 interesting places you should visit...

BOTTLED up paying for a blind person's travel expenses. "Why do you have to pay for their travel?"

The all of 200 is something more as the ground. When it is a blind person, it is not always possible to find a way to get to the place. The Dialogue in the Dark is a way to help them. It is a way to help them to get to the place. It is a way to help them to get to the place.

Making sense of a life without sight

Experiential event aims to change teens' perception of the visually impaired

daily requirements. For example, a person who is blind may have to use a cane to get to the bus stop.

One of the activities they will do is to walk on a tightrope. This is a very difficult task for a blind person. They will have to use a cane to get to the tightrope. They will have to use a cane to get to the tightrope.



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VIEWPOINT

Dinner and Dialogue in the Dark

COMMUNICATION: It is key to beating the odds and attaining success



AHMAD A. TALIB

SUCCESS is not an ordinary word. When I was 10, I was told that success was not just about money and power. It was about the ability to communicate with others. It was about the ability to communicate with others.

ways of doing business. In this particular case, the event was held on a blind, where the blind were the main attraction. It allowed everyone to see the world through the eyes of the blind.

All participants were gathered in a dark room. They were told to enter a pitch-black room, where the blind were the main attraction. They were told to enter a pitch-black room, where the blind were the main attraction.

Cuisine Theatre in the DARK

21st August

The event is a... (text partially obscured)

The event is a... (text partially obscured)

... (text partially obscured)

在「黑暗中對話」體驗失明旅行 旅客全哭了...

記者陳姿吟／馬來西亞報導

Dialogue in the Dark

體驗失明旅行

... (text partially obscured)

旅行或許對我來說並非難事，但如果是完全黑暗、等同失明的旅程，那會是什麼樣的感受呢？一切可能比所有過往的旅程更難忘，甚至讓參與者都流下眼淚。在離吉隆坡不遠的馬來西亞八打靈再也市 (Petaling Jaya) 有個「新景點」，名為「黑暗中對話 (Dialogue in the Dark)」，在這裡旅客可以來一趟「全盲之旅」，體驗在完全黑暗的世界中「旅行馬來西亞名勝地」。

其實黑暗中對話是約700平方公尺的室內空間，在進入之前，旅客對內部一無所知，僅知道將踏入一個全黑的世界，緊張害怕的情緒油然而生，但接待人員親切的提醒毋須恐懼，因為「Lisa」將帶領入內的旅客，只要聽從她的指示就能安心的開始黑暗之旅，旅客入內前須將身上所有會發亮的物品寄放，確保旅程是「全黑」的體驗。

2016 PLANS AND GOALS

Moving into 2016, our main strategy will be largely focused on education, empowerment and entertainment. Our team will be working tirelessly to develop new programmes and activities to raise further awareness of Dialogue in the Dark Malaysia and educate all segments of Malaysian society on the importance of inclusiveness and recognising the needs of marginalised communities.

EDUCATION

We hope to increase our collaborations and partnerships with schools and universities nationwide with the aim of:

Providing educational tours of our experiential learning our centre to build the awareness and importance of sight

Educational workshops to educate not only on the importance of sight but on communication and teamwork as well

ENTERTAINMENT

Our unique Cuisine in the Dark has been an on-going attraction for many since our launch in August 2014. Many of our corporate clients seeking a different, more engaging form of entertainment have been choosing to host their dinners in the form of Cuisine in the Dark. On the 21st of August 2015, we hosted a very special Cuisine Theatre in the Dark event featuring a menu designed by none other than Christine Ha who is well known for being the winner of MasterChef US Season 3. Ha's collaboration with Dialogue in the Dark is made even more meaningful due to the fact that Ha herself is blind and therefore is a great ambassador to represent the message that visual impairment does not need to get in the way of individuals living their dreams. This event was received well by the general public, and we are

Master Chef US Season 3. Christine Ha's collaboration with Dialogue in the Dark is made even more meaningful due to the fact that Ha herself is blind and therefore is a great ambassador to represent the message that visual impairment does not need to get in the way of individuals living their dreams. This event was received well by the general public, and we are excited to continue with this dining experience with our current and future F&B partners.

The DiD Exhibition will also continue to create and provide our visitors with various environments and festive activities to excite and cultivate their senses. We are constantly in talks with different parties to seek favourable collaborations in order to elevate the experience that visitors to the exhibition walk away with.

FRIENDS OF DiD

The 'Friends of DiD' which was launched in 2015 is a loyalty program aimed at raising awareness of blind and visually impaired communities, as well as proceeds for DiD. This loyalty program has allowed our patrons and supporters to have a bigger, more direct impact towards DiD's existence and operations. 'Friend of DiD' enables the public to support us with a minimum contribution of RM50 in exchange for 2 adult tickets plus a blanket 10% rebate on all DiD merchandise, functions and events.

SAVE ONES SIGHT MISSIONS

This year we have continued our partnership with organisations and NGOs to provide free eye screenings to various communities nationwide. We will diagnose and distribute 10,000 pairs of "Simply See Adspecs" to communities that are in need of the glasses.

We are encouraged and will continue to persevere with the "No More Refractive Blindness (Simply See) Campaign" as we see the results and hear testimonies of how we have changed and improved the lives of the recipients. Our vision and mission is to build awareness and prevent unnecessary blindness.

ACADEMY OF LIGHT

The Academy of Light plays an important role in helping individuals with visual impairment to develop a certain sense of self-realisation and acceptance by providing the necessary psychological strength and to provide adequate skill training to acquire their independence.

The chosen candidates will attend a short seminar that will help them understand and accept their condition, manage their emotions, build relationships with others in the same community and acquire new skills. We believe that teaching the candidates to accept and adapt to their physical limitation is vital to them attaining a fulfilled and joyous life.

We train the visual impaired in mobility and soft skills. These aspects will very much improve their chances of securing employment in the market. The Academy of Light's ultimate aim is to equip the the blind and visually impaired candidates to be independent as well as provide them with the opportunity to contribute back to society

DIRECTORS' REPORT

Company No. : 1017528-U

DIALOGUE IN THE DARK SDN BHD

(Incorporated in Malaysia)

DIRECTORS' REPORT

The directors hereby submit their report together with the audited financial statements of the Company for the financial year ended 30th September 2015.

PRINCIPAL ACTIVITIES

The principal activity of the Company is to organise, conduct and to facilitate business workshops, seminars, exhibitions and provide coaching and training services and skills.

There has been no significant change in the nature of this activity during the financial year.

FINANCIAL RESULT

	RM
Loss after tax	<u>(88,913)</u>

DIVIDENDS

No dividend has been paid or declared during the financial year. The directors do not recommend that a final dividend to be paid in respect of the current financial year.

RESERVES AND PROVISIONS

There were no material transfers to or from reserves or provisions during the financial year except as disclosed in the financial statements.

ISSUE OF SHARES AND DEBENTURES

The Company did not issue any new shares or debentures during the financial year.

SHARE OPTIONS

No option has been granted by the Company to any parties during the financial year to take up unissued shares of the Company.

No share has been issued during the financial year by virtue of the exercise of any option to take up unissued shares of the Company. At the end of the financial year, there were no unissued shares of the Company under options.

DIRECTORS

The directors who have held office since the date of the last report are: -

Chan Kum Fai	- No change
Melvin Leow Keat Seong	- Resigned w.e.f. 01.01.2016
Ng Chin Huat	- Resigned w.e.f 17.10. 2015
Lai Siew Hong	- No change
Poon Yew Hoe	- no.change
Liew Teow Woon	- Appointed on 19.11.2014
Foo Yin Far	- Appointed on 10.09.2015
Datin Joanne wong	- Appointed on 13.05.2015

The retirement and re-election of the directors are in accordance with the Company's Articles of Association.

DIRECTORS' REPORT (cont'd)

Company No. : 1017528-U

DIRECTORS' BENEFITS

Since the end of the financial year, no director has received or become entitled to receive any benefit (other than any benefit included in the aggregate amount of emoluments received or due and receivable by the directors shown in the financial statements or the fixed salary of a full-time employee of with a firm of which the director is a member or with a company in which the director has a substantial financial interest.

neither during nor at the end of the financial year, was the Company a party to any arrangement whose object is to enable the directors to acquire benefits by means of the acquisition of shares in or debentures of the company or any other body corporate.

DIRECTORS' INTERESTS

According to the register of directors' shareholding, the interests of directors in office at the end of the financial year in the ordinary shares of the Company are as follows:-

	No. of Ordinary Shares of RM1.00 each			Balance as at 30.09.2015
	Balance as at 01.10.2014	Bought	Sold	
Chan Kum Fai	99	-	-	99

OTHER STATUTORY INFORMATION

Before the income statement and balance sheet of the Company were made out, the directors took reasonable steps: -

- to ascertain that proper action had been taken in relation to the writing off of bad debts and the making of allowance for doubtful debts, and have satisfied themselves that all known bad debts had been written-off and that adequate allowance had been made for doubtful debts; and
- to ensure that any current assets which were unlikely to be realised at their values as shown in the accounting records in the ordinary course of business were written down to an amount which they might be expected so to realise.

At the date of this report, the director are not aware of any circumstances :-

- which would render the amount written off for bad debts or the amount of the allowance for doubtful debts inadequate to any substantial extent in the financial statements of the Company ; or
- which would render the values attributed to current assets in the financial statements of the Company misleading; or
- which have arisen which would render adherence to the existing method of valuation of assets or liabilities of the Company misleading or inappropriate; or
- not otherwise dealt with in this report or the financial statements which would render any amount stated in the financial statements of the company misleading.

DIRECTORS' REPORT (cont'd)

Company No. : 1017528-U

OTHER STATUTORY INFORMATION (CONT'D)

At the date of this report, there does not exist:-

- (a) any charge on the assets that has arisen since the end of the financial year which secures the liabilities of any other person; or
- (b) Any contingent liability that has arisen since the end of the financial year.

No contingent or other liability has become enforceable, or is likely to become enforceable within the period of twelve months after the end of the financial year which, in the opinion of the directors, will or may substantially affect the ability of the Company to meet its obligations as and when they fall due.

In the opinion of the directors:-

- (a) the result of the operations of the Company during the financial year were not substantially affected by any item, transaction or event of a material and unusual nature; and
- (b) no item, transaction or event of a material and unusual nature has arisen in the interval between the end of the financial year and the date of this report which is likely to affect substantially the results of operations of the Company for the financial year in which this report is made.

AUDITORS

The retiring auditors, Messrs. OKL & Partners PLT, have indicated their willingness to be appointed in accordance with Section 172(2) of the Companies Act, 1965.

Signed on behalf of the Board
in accordance with a resolution of the directors,



CHAN KUM FAI
Director



LAI SIEW HONG
Director
Puchong, Selangor
Date: **03 MAR 2016**

STATEMENT BY DIRECTORS

Pursuant To Section 169 (15) of The Companies Act, 1965

We, the undersigned, being two of the directors of the Company, do hereby state that, in our opinion, the financial statements of the Company set out on pages 9 to 20 are drawn up in accordance with the provisions of the Companies Act, 1965 and the MASB Applicable Approved Accounting Standards for Private Entities in Malaysia so as to give a true and fair view of the state of affairs of the Company as at 30 September 2015 and of the results of its business and the cash flows of the Company for the financial year ended on that date.

Signed on behalf of the Board
in accordance with a resolution of the directors,



LAI SIEW HONG
Director

CHAN KUM FAI
Director
Puchong , Selangor
Date: **03 MAR 2016**

STATUTORY DECLARATION

Pursuant To Section 169 (16) of The Companies Act, 1965

I, CHAN KUM FAI, the director primarily responsible for the financial management of Dialogue In The Dark Sdn Bhd, do solemnly and sincerely declare that to the best of my knowledge and belief, the financial statements set out on pages 9 to 20 are correct, and I make this solemn declaration conscientiously believing the same to be true and by virtue of the provisions of the Statutory Declarations Act, 1960.

Subscribed and solemnly
declared at Kuala Lumpur
on **03 MAR 2016**

)
)
)



CHAN KUM FAI

Before me:

Commissioner for Oaths



No. 23B, 1st Floor,
Jalan TK 1/11A, Taman Kinrara
47180 Puchong, Selangor

INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF DIALOGUE IN THE DARK SDN BHD

Company No. : 1017528-U

Report on the Financial Statements

We have audited the financial statements of DIALOGUE IN THE DARK SDN BHD, which comprise the balance sheet as at 30 September 2015, and the income statement, statement of changes in equity and cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory information, as set out on pages 9 to 20.

Directors' Responsibility for the Financial Statements

The directors of the Company are responsible for the preparation of these financial statements so as to give a true and fair view in accordance with Private Entity Reporting Standards and the requirements of the Companies Act, 1965 in Malaysia. The directors are also responsible for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with approved standards on auditing in Malaysia. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation of financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements give a true and fair view of the financial position of the Company as of 30 September 2015 and of its financial performance and cash flows for the year then ended in accordance with Private Entity Reporting Standards and the requirements of the Companies Act, 1965 in Malaysia.

INDEPENDENT AUDITORS' REPORT
TO THE MEMBERS OF DIALOGUE IN THE DARK SDN BHD (cont'd)
Company No. : 1017528-U

Emphasis of matter

Without qualifying our opinion, we draw attention to Note 2 to the financial statements which discloses the premise upon which the Company has prepared its financial statements by applying the going concern assumption, notwithstanding that the Company incurred a net loss of RM88,913 during the year ended 30 September 2015, and as of that date, the Company's current liabilities exceeded its current assets by RM826,148, thereby indicating the existence of a material uncertainty which may cast significant doubt about the Company's ability to continue as a going concern.

Report on Other Legal and Regulatory Requirements

In accordance with the requirements of the Companies Act, 1965 in Malaysia, we also report that in our opinion the accounting and other records and the registers required by the Act to be kept by the Company have been properly kept in accordance with the provisions of the Act.

Other Matters

This report is made solely to the members of the Company, as a body, in accordance with Section 174 of the Companies Act, 1965 in Malaysia and for no other purpose. We do not assume responsibility to any other person for the content of this report.



OKL & PARTNERS PLT
[AF: 2126]
Chartered Accountants



ONG KOON LIANG
[2909/02/15(J)]
Partner of the Firm

Kuala Lumpur

Date: **03 MAR 2016**

BALANCE SHEET

As At 30th September 2015

	Note	2014 (RM)	2014 (RM)
NON-CURRENT ASSETS			
Property, plant and equipment	4	317,614	255,755
Franchise fee	5	120,728	122,826
		<u>438,342</u>	<u>378,581</u>
CURRENT ASSETS			
Trade receivables		32,870	36,890
Other receivables, deposits and prepayments	6		35,156
Cash and bank balances	7	89,399	43,315
		<u>122,269</u>	<u>115,361</u>
CURRENT LIABILITIES			
Trade payables		1,825	12,805
Other payables and accruals	8	20,341	5,322
Amount due to directors	9	926,251	774,708
		<u>948,417</u>	<u>792,832</u>
NET CURRENT LIABILITIES		<u>(826,148)</u>	<u>(677,474)</u>
		<u>(387,806)</u>	<u>(298,893)</u>
Financed by:-			
	10	100	100
SHARE CAPITAL		<u>(387,906)</u>	<u>(298,993)</u>
ACCUMULATED LOSSES		<u>(387,806)</u>	<u>(298,893)</u>

The annexed notes form an integral part of these financial statements.

INCOME STATEMENTS

For The Financial Year Ended 30 September 2015

	Note	2015 (RM)	2014 (RM)
REVENUE	11	599,265	483,525
Cost of sales		<u>(111,518)</u>	<u>(102,882)</u>
Gross profit		487,747	380,643
Other operating income		3,750	-
Depreciation and amortisation		(126,017)	(84,049)
General and administrative expenses		(187,857)	(102,869)
Staff costs	14	(266,536)	(314,433)
Loss before tax	12	<u>(88,913)</u>	<u>(120,708)</u>
Income tax expense	13	-	-
Loss after tax		<u>(88,913)</u>	<u>(120,708)</u>

The annexed notes form an integral part of these financial statements.

NOTES TO THE FINANCIAL STATEMENTS

For The Financial Year Ended 30 September 2015

1. CORPORATE INFORMATION

The Company was incorporated in Malaysia as a private limited by shares under the company Act, 1965 and is domiciled in Malaysia. Its registered office is situated at Cube 1, 3-16-M, Jalan 14/155B, Aged Esplanad, Bukit Jalil, 57000 Kuala Lumpur and the principal place of business is Level 11, West Wing, Sunway University, Bandar Sunway, 47500 Selangor.

The principal activity of the Company is to organise, conduct and facilitate business workshops, seminars, exhibitions and provide coaching and training services and skills.

The financial statements were authorised for issue by the Board of Directors in accordance with a resolution of the directors.

2. BASIS OF PREPARATION OF THE FINANCIAL STATEMENTS

The financial statements have been prepared in accordance with the MASB Applicable Approved Accounting Standards for Private Entities in Malaysia and the provisions of the Companies Act, 1965.

As of 30 September 2015, the Company incurred a net loss of RM88,913 in net current liabilities position of RM826,148 thereby indicating the existence of material uncertainty which may cast significant doubt about the Company's ability to continue as a going concern. The shareholders have indicated their intention to provide continuous financial support to the Company so as to enable the Company to meet its liabilities as and when they fall due and to carry on its business without significant curtailment of operations. In view of the foregoing, the Directors consider that it is appropriate to prepare the financial statements of the Company on a going concern basis.

3. SIGNIFICANT ACCOUNTING POLICIES

(a) Property, Plant and Equipment and Depreciation

Property, plant and equipment are stated at cost less accumulated depreciation and accumulated impairment losses, if any. The policy for the recognition and measurement of impairment losses is in accordance with note 3 (b).

In respect of other property, plant and equipment, depreciation is provided on the straight line method to write off the cost of each property, plant and equipment over their estimated useful lives. The rates used for this purpose are as follows:-

Handphone	20%
Computer and software	20%
Furniture and fitting	20%
Office equipment	20%
Signboard	20%
Renovation	20%
Website development	20%

NOTES TO THE FINANCIAL STATEMENTS

For The Financial Year Ended 30 September 2015

3 SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

(b) Impairment of Assets

The carrying values of assets are reviewed for impairment when there is an indication that the assets might be impaired. Impairment is measured by comparing the carrying values of the assets with their recoverable amounts. The recoverable amount is the higher of an asset's net selling price and its value in use, which is measured by reference to discounted future cash flows. Recoverable amounts are estimated for individual assets, or if it is not possible, for the cash-generating unit.

An impairment loss is charged to the income statement immediately, unless the assets are carried at revalued amount. Any impairment loss of revalued asset is treated as a revaluation decrease to the extent of previously revaluation surplus for the same asset.

Subsequent increase in the recoverable amount of an asset is treated as reversal of the previous impairment loss and is recognised to the extent of the carrying amount of the asset that would have been determined (net of amortisation and depreciation) had no impairment loss been recognised. The reversal is recognised in the income statement immediately, unless the asset is carried at revalued amount. A reversal of an impairment loss on a revalued asset is credited directly to revaluation surplus. However, to the extent that an impairment loss on the same revalued asset was previously recognised as an expense in the income statement, a reversal of that impairment loss is recognised as income in the income statement.

(c) Receivables

Receivables are carried at anticipated reliable value. Known bad debts are written off and specific provision is made for debts that are considered to be doubtful of collection

(d) Cash and Cash Equivalents

For the purposes of the presentation in the cash flow statement, cash and cash equivalents comprise cash in hand and bank balances.

(e) Payables

Payables are stated at cost which is the fair value of the consideration to be paid in the future for goods and services received.

(f) Revenue Recognition

Revenue is recognised when it is probable that economic benefits associated with the transaction will flow to company and the amount of revenue can be measured reliably.

(g) Employee Benefits

(i) Short Term Benefits

Wages, salaries, bonuses and social security contributions are recognised as an expense in the period in which the associated services are rendered by employees of the Company. Short term accumulating compensated absences such as paid annual leave are recognised when services are rendered by employees that increase their entitlement to future compensated absences, and short term non-accumulation compensated absence such as sick leave are recognised when the absences occur.

(ii) Defined Contribution Plan

As required by law, companies in Malaysia made contributions to the statutory pension scheme, the Employees Provident Fund ("EPF"). Such contributions are recognised as an expense in their income statement as incurred. Once the contributions have been paid, the Company has no further payment obligations.

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

For The Financial Year Ended 30 September 2015

(h) Income Taxes

Income tax comprises of current tax and deferred tax.

Current tax and deferred tax are charged or credited to equity if the tax relates to items that are credited or charged directly to equity.

Current tax liabilities are measured based on the amounts expected to be paid, using the tax rates that have been enacted or substantially enacted by the balance sheet date.

Deferred tax is provided in full, using the liability method, on temporary differences which are the differences between the carrying amount in the financial statements and the corresponding tax base of an asset or liability at the balance sheet date.

Deferred tax liabilities are recognised for all taxable temporary differences and deferred tax assets are recognised for all deductible temporary differences to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilised. Deferred tax liabilities and assets are not recognised if the temporary differences arise from goodwill and for initial recognition of assets or liabilities that affect neither accounting profit nor taxable profit. Deferred tax liabilities and assets reflect the tax consequences that would follow the manner in which the entity expects to recover or settle the carrying amounts of its assets and liabilities and are measured using the tax rates that have been enacted or substantially enacted by the balance sheet date.

The carrying amount of the deferred tax assets are reviewed at each balance sheet date, and the carrying amount is reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the asset to be utilised. The reduction is reversed to the extent that it becomes probable that sufficient taxable profit will be available.

(i) Malaysia private Entities Reporting Standard

On 14 February 2014, the Malaysia Accounting Standards Board (MASB) issued a new MASB approved accounting framework, the Malaysia Private Entities Reporting Standard ("MPERS").

The Company will be required to prepare the financial statements using the MPERS in their first MPERS financial statements for the year ending 30 September 2016.

In presenting their first MPERS financial statements, the Company will be required to restate the comparative financial statements to amount reflecting the application of MPERS. The adjustments required on transition will be made, retrospectively, against opening retained profits.

At the date of these financial statements, the Company have not completed its quantification of the financial effects of the differences between Private Entity Reporting Standards and accounting standards under the MPERS due to the on going assessment by the Company. Accordingly, the financial performance and financial position as disclosed in these financial statement for the year ended 30 September 2015 could be different if prepared under MPERS.

The Company expects to achieve their scheduled milestones and be in a position to comply with the requirements of the MPERS for the financial year ending 30 September 2016.

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

For The Financial Year Ended 30 September 2015

4 PROPERTY, PLANT AND EQUIPMENT

	At 01/10/2014 (RM)	Additions (RM)	Disposals (RM)	At 30/09/2015 (RM)
Cost				
Handphone	874	-	-	874
Computer and software	9,875	355	-	10,230
Furniture and fittings	55,838	-	-	55,838
Office equipment	4,720	2,099	-	6,819
signboard	7,040	-	-	7,040
Renovation	224,431	150,000	-	374,431
Website development	6,320	2,000	-	8,320
	<u>309,098</u>	<u>154,454</u>		<u>463,552</u>

	At 01/10/2014 (RM)	Charge for the year (RM)	Disposals (RM)	At 30/09/15 (RM)
Accumulated Depreciation				
Handphone	175	175	-	350
Computer and software	1,749	1,981	-	3,730
Furniture and fittings	8,267	11,167	-	19,434
Office equipment	708	1,364	-	2,072
signboard	821	1,408	-	2,229
Renovation	41,146	74,886	-	116,032
Website development	477	1,614	-	2,091
	<u>53,343</u>	<u>92,595</u>		<u>145,938</u>

	2015 (RM)	2014 (RM)
Net Book Value		
Handphone	524	699
Computer and software	6,500	8,126
Furniture and fittings	36,404	47,571
Office equipment	4,747	4,012
Signboard	4,811	6,219
Renovation	258,399	183,285
Website development	6,229	5,843
	<u>317,614</u>	<u>255,755</u>

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

For The Financial Year Ended 30 September 2015

5. FRANCHISE FEE	2015 (RM)	2014 (RM)
Franchise fee	184,856	153,532
amortisation on franchise fee	(64,128)	(30,706)
	<u>120,728</u>	<u>122,826</u>
6. OTHER RECEIVABLES	2015 (RM)	2014 (RM)
Other Receivables		35,156
		<u>35,156</u>
7. CASH AND BANK BALANCES	2015 RM	2014 RM
Cash in hand	1,266	3,617
Cash in bank	88,133	39,698
	<u>89,399</u>	<u>43,315</u>
8. OTHER PAYABLES AND ACCRUALS	2015 RM	2014 RM
Other payables	14,304	1,878
Accruals	6,037	3,444
	<u>20,341</u>	<u>5,322</u>
9. AMOUNT DUE TO DIRECTOR		
This amount is unsecured, interest free and no fixed terms of repayment		
10. SHARE CAPITAL	2015 RM	2014 RM
ordinary shares of RM 1/each		
Authorised:-	<u>100,000</u>	<u>100,000</u>
Issued and fully paid:-		
At beginning/end of the year	<u>100</u>	<u>100</u>
11. REVENUE		
Revenue represents invoiced value of sales net of discounts and returns		

NOTES TO THE FINANCIAL STATEMENTS (cont'd)

For The Financial Year Ended 30 September 2015

12. LOSS BEFORE TAX	2015	2014
	RM	RM
This is stated after charging:-		
Auditir remuneration		
-Current year		
-Underprovision of property years	1,000	-
Depreciation of property, plant and equipment	800	-
Amortisation of franchise fee	92,595	53,343
Rental of hall	33,422	30,706
Rental of plant	-	2,000
Rental of premises	712	-
Rental of room	123,952	3,788
Rental of storage	-	3,000
Loss on foreign exchange (realised)	3,150	1,050
	95	300
and crediting :-		
Rental income	3,750	-
	2015	2014
	(RM)	(RM)
13. INCOME TAX EXPENSE	-	-
Current year's provision		
Areconciliation of income tax expense applicable to profit before tax at the statutory income tax rate to income tax expense at the effective income tax rate of the Company is as follows:-		
Loss before tax	(88,913)	(120,708)
Tax at Malaysian statutory tax rate at 20%	(17,783)	(24,142)
Expenses not deductible for tax purposes	22,031	15,380
Deferred tax not recognised during the year	(4,248)	8,762
	2015	2014
	(RM)	(RM)
14. STAFF COSTS		
Director's emoluments	16,815	8,400
-Allowances	16,815	8,400
Other staff costs	217,639	263,287
-Wages, salaries and allowance	22,820	23,583
-Contributions to defined contribution plan	9,262	19,163
-Other staff related expense	249,721	306,033
	266,536	314,433
Number of employee at 30 September 2015	11	14

15 COMPARATIVE FIGURES

Certain comparative figures have been reclassified to conform with current year's presentation.

DETAILED INCOME STATEMENTS

For The Financial Year Ended 30 September 2015

	2015 (RM)	2014 (RM)
REVENUE	599,265	483,525
LESS: COST OF SALES		
Café purchases	2,304	4,485
Exhibition and event cost	89,394	64,330
Maintenance Fees	2,000	5,300
Merchandise purchase	5,315	12,679
Purchases	12,056	13,445
Showroom purchases	-	693
Agent Commission	449	-
Workshop allowance	-	1,950
	<hr/> 111,518	<hr/> 102,882
GROSS PROFIT	487,747	380,643
ADD: OTHER OPERATING INCOME		
Room rental- office	3,750	-
	<hr/> 3,750	<hr/> -
LESS:		
DEPRECIATION AND AMORTISATION		
Depreciation for property, plant and equipment	92,595	53,343
Amortisation of franchise fee	33,422	30,706
	126,017	84,049
GENERAL AND ADMINISTRATIVE EXPENSES		
Accounting fee	3,600	2,700
Advertising & promotion	8,800	1,780
Audit fee	1,800	-
Bank charges	1,943	1,914
Commission	-	500
Electricity and water charges	1,516	21
Entertainment	3,482	828
Filing fee	150	200
General expenses	1,108	8,116
Gift & donation	-	788
GST expenses	600	-
Loss on foreign exchange	95	300
Insurance	-	855
license fee	415	-
Parking, toll & petrol	3,045	7,248
Penalty	1,306	125
Postage & courier	274	15,474
Printing & stationery	8,485	24,827
Public relation fees	4,250	5,139
Refreshment	1,930	2,000
	<hr/> 42,799	<hr/> 74,087
Balance c/f		

DETAILED INCOME STATEMENTS

For The Financial Year Ended 30 September 2015

	2015 (RM)	2014 (RM)
Balance b/f	42,799	74,087
Rental of hall	-	2000
Rental of plants	712	-
Rental of premises- Jaya One	113,952	3,788
Rental of premises- sunway	10,000	-
Rental of Room	-	3,000
Rental of storage	3,150	1,050
Secretarial fee	250	490
Service tax	291	-
Telephone and fax	5,486	2,438
Travelling	4,298	14,557
Upkeep of office	6,919	4,459
	<u>187,857</u>	<u>102,869</u>
Staff Costs		
Accommodation	4,903	3,036
Allowance	25,050	54,203
Ang Pow	650	3,250
Director allowance	16,815	8,400
E.P.F. contributions	20,232	20,824
Medical fee	195	482
Salaries, wages and allowance	144,629	160,008
Socso contribution	2,588	2,759
Staff welfare	1,263	961
Traning fee	1,200	10,479
Trasportation	461	955
Uniform	590	-
Wages	47,960	49,076
	<u>266,536</u>	<u>314,433</u>
	<u>580,410</u>	<u>501,351</u>
LOSS BEFORE TAX	<u>(88,913)</u>	<u>(120,708)</u>

This Statement is prepared for the purpose of the Management's use only and does not form part of the statutory audited financial statements.

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