

**Schedule 3  
FORM ECSRC - Q**

**(Select One)**

Quarterly Report  
For the period ended **December 31, 2011**

or

TRANSITION REPORT

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**(Applicable where there is a change in reporting issuer's financial year)**

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Issuer Registration Number: **002216**

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**Cable & Wireless (St. Kitts & Nevis ) Ltd**

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(Exact name of reporting issuer as specified in its charter)

**St. Kitts & Nevis**

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(Territory or jurisdiction of incorporation)

**10 Cayon Street, Basseterre**

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(Address of principal executive Offices)

(Reporting issuer's: **Jonathan Bass**

Telephone number (including area code): **(869) 465-1000 Ext 451**

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Fax number: **(869) 465-1643**

Email address: **jonathan.bass@lime.com**

N/A

(Former name, former address and former financial year, if changed since last report)

(Provide information stipulated in paragraphs 1 to 8 hereunder)

Indicate the number of outstanding shares of each of the reporting issuer's classes of common stock, as of the date of completion of this report.

<b>CLASS</b>	<b>NUMBER</b>
Ordinary Shares	33,130,418

### **SIGNATURES**

Name of General Manager

Name of Company Secretary

David Lake

Jonathan Bass

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Signature

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Signature

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7<sup>th</sup> March, 2012

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7<sup>th</sup> March, 2012

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Date

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Date

## **INFORMATION TO BE INCLUDED IN THE REPORT**

### **1. Financial Statements**

Provide quarterly Financial Statements in accordance with International Accounting Standards. The format of the financial statements should be similar to those provided with the registration statement. Include the following:

- (a) (Condensed Balance Sheet as of the end of the most recent financial year and just concluded quarter.
- (b) Condensed Statement of Income for the interim three, six and nine months of the current financial year and corresponding period in the previous financial year.
- (c) Condensed Statement of Cash Flows for the interim three, six and nine months of the current financial year and the corresponding period in the previous financial year.
- (d) Examples of financial data items to be included in constructing financial statements for various types of businesses are provided in Parts A-D. These items are meant to serve as guidelines only.
- (e) By way of *Notes to Condensed Financial Statements*, provide explanation of items in the financial statements and indicate any deviations from generally accepted accounting practices.

❖ *Please find attached copies of the financial statements for the quarter ended 31 December 2011 which provide the above information.*

### **2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

Discuss reporting issuer's financial condition, changes in financial condition and results of operations during the reporting period. Discussion of material changes should be from the end of the preceding financial year to the date of the most recent interim quarterly report. The broad areas of discussions should centre around liquidity, capital resources and results of operations. Discussions of liquidity and capital resources may be combined whenever the two topics are interrelated.

(a) **Liquidity**

Identify any known trends or commitments, demands, events that will result in or that are reasonably likely to result in the reporting issuer's liquidity increasing or decreasing in any material way. If a deficiency is identified, indicate the course of action that the reporting issuer has taken or proposes to take to remedy the deficiency.

- *The current ratio was 0.96: 1 for the quarter compared to 1.02: 1 for the corresponding period one year ago. The quick ratio was 0.88:1 compared to 0.94:1 of the similar period last year. The decrease in liquidity was driven mainly by a decrease in cash. However, the company continues to be in a healthy position to settle its short-term commitments.*

(b) **Capital Resources**

Describe the reporting issuer's material commitments for capital expenditures as of the end of the latest fiscal period, and indicate the general purposes of such commitments and the anticipated source of funds needed to fulfil such commitments. Describe any material trends, favourable or unfavourable in the reporting issuer's capital resources and any expected change in mix. The discussion should consider changes between equity, debt and any off-balance sheet financing arrangements.

❖ *Capital expenditure analysis is shown below:-*

*Just about 85% of the \$5.5m spent on capital expenditure has been invested to upgrade the mobile networks. Most of funds used to finance the above investment were provided by operating activities.*

(c) **Results of Operation.**

Describe any unusual or infrequent events or transactions or any significant economic changes that materially affected the amount of reported income from continuing operations and in each case indicate the extent the income was so affected. Describe any known trends or uncertainties that have had or that the reporting issuer reasonably expects will have a material favourable or unfavourable impact on net sales or revenues or income from continuing operations. If the reporting issuer knows of events that will cause a material change in the relationship

between costs and revenues (such as price increases, costs of labour or materials), the changes in relationship should be disclosed.

#### ❖ **Executive Summary**

*Turnover for the period ended 31st December, 2011 was \$59.7m. This represents a decrease of 16% when compared to the previous period ended 31st December, 2010. Outpayments and Cost of Sales decreased by 31% to \$11.4m. Gross income decreased by 9% to \$48.2m. Operating income decreased by 29% to \$9.8m.*

#### ❖ **September to December Quarter Discussion**

- *The decrease in total turnover resulted primarily from a decline in Fixed Line and Mobile revenues. The global financial downturn and the poor state of our mobile network contributed to this decline. However, Data revenue increased due to growth in the market .*
- *Outpayments and cost of sales experienced a corresponding decline as in the case of turnover. This was driven primarily by lower overall cost of sales resulting from the decline in revenue.*
- *Gross Margin decreased by 9% as a result of lower Revenue. However, this was mitigated by lower Cost of Sales.*
- *Operating costs decreased by 5%. This was driven mainly by decreases in license fees and rental transmission.*
- *Operating income decreased by 29% to \$9.8m. This result was primarily driven by a reduction in turnover.*
- *Net cash flows generated from operating activities was \$12.3m (2010: \$19.4). \$5.5m was invested in the purchase of fixed assets and \$8.3m was paid out in dividends.*

#### ❖ **Business Segment Discussion for the Quarter**

- *As expected, income from the fixed line stream continues on the path of decline. International call revenues are being eroded by lower international rates in general and the launch of VOIP (voice over internet protocol). Fixed line national income is being challenged by mobile call substitution and the introduction of flat rate domestic calling. Overall the fixed line income trailed revenues generated during the corresponding period by 15%.*
- *The Mobile segment experienced a significant decrease compared with the corresponding period from April 01 to September, 2010.*

*Challenges with our mobile network were mainly responsible for this decline in revenue. Our old Nortel mobile network is being replaced by a new Ericson switch. Work is expected to be completed in February 2012 and promotions are being geared to increase usage and revenue when the project is completed.*

- *Internet line of business experienced marginal decline of 5% compared to December, 2010. This reduction was a result of a slight loss in our market share.*
- *Data revenues showed a slight decrease of 6% due to a reduction in rates of some data services.*

### **3. Disclosure of Risk Factors.**

Provide a discussion of the risk factors that may have an impact on the results from operations or on the financial conditions. Avoid generalised statements and only include factors that are unique to the company. Typical risk factors include untested products, cash flow and liquidity problems, dependence on a key supplier or customer, management inexperience, nature of business, absence of a trading market (specific to the securities of the reporting issuer), etc. Indicate if any risk factors have increased or decreased in the time interval between the previous and current filing.

❖ *Exposure to risk includes the following:*

- *Operational risk resulting from fraud, loss of key people to competitors, product failure, loss of key suppliers and litigation from other Service Providers and Customers.*

- *Financial risk caused by bad debts and foreign exchange loss.*
- *Environmental risk due to competition, changes in regulations, or economic slowdown.*
- *Risk as a threat including loss of market share as a result of competition targeted to the internet, mobile and broadband products.*

*The above risks are not material and the probability of their occurrence is quite low.*

#### **4. Legal Proceedings.**

A legal proceeding need only be reported in the ECSRC - Q filed for the quarter in which it first became a reportable event and in subsequent quarterly reports in which there have been material developments. Subsequent Form ECSRC - Q filings in the same financial year in which a legal proceeding or a material development is reported should reference any previous reports in that year. Where proceedings have been terminated during the period covered by the report, provide similar information, including the date of termination and a description of the disposition thereof with respect to the reporting issuer and its subsidiaries.

❖ *Not applicable*

#### **5. Changes in Securities and Use of Proceeds.**

- (a) Where the rights of the holders of any class of registered securities have been materially modified, give the title of the class of securities involved. State briefly the general effect of such modification upon the rights of holders of such securities.
- (b) Where the use of proceeds of a security issue is different from that which is stated in the registration statement, provide the following:
  - Offer opening date (provide explanation if different from date disclosed in the registration statement)
  - Offer closing date (provide explanation if different from date disclosed in the registration statement)
  - Name and address of underwriter(s)

- Amount of expenses incurred in connection with the offer
- Net proceeds of the issue and a schedule of its use
- Payments to associated persons and the purpose for such payments

❖ *Above not applicable*

- (b) Report any working capital restrictions and other limitations upon the payment of dividends.

❖ *There are no restrictions*

## **6. Defaults upon Senior Securities.**

- (a) If there has been any material default in the payment of principal, interest, a sinking or purchase fund instalment, or any other material default not satisfied within 30 days, with respect to any indebtedness of the reporting issuer or any of its significant subsidiaries exceeding 5 percent of the total assets of the reporting issuer and its consolidated subsidiaries, identify the indebtedness. Indicate the nature of the default. In the case of default in the payment of principal, interest, or a sinking or purchase fund instalment, state the amount of the default and the total arrears on the date of filing this report.

❖ *Above not applicable*

- (b) If any material arrears in the payment of dividends has occurred or if there has been any other material delinquency not satisfied within 30 days, give the title of the class and state the amount and nature of the arrears or delinquency.

❖ *Above not applicable*

## **7. Submission of Matters to a Vote of Security Holders.**

If any matter was submitted during the period covered by this report to a vote of security holders, through the solicitation of proxies or otherwise, furnish the following information:

- (a) The date of the meeting and whether it was an annual or special meeting.



- (b) If the meeting involved the election of directors, the name of each director elected at the meeting and the name of each other director whose term of office as a director continued after the meeting.
- (c) A brief description of each other matter voted upon at the meeting and state the number of votes cast for or against as well as the number of abstentions as to each such matter, including a separate tabulation with respect to each nominee for office.
- (d) A description of the terms of any settlement between the registrant and any other participant.
- (e) Relevant details of any matter where decision was taken otherwise than at a meeting of such security holders.

❖ *Above items are not applicable*

## **8. Other Information.**

The reporting issuer may, at its option, report under this item any information, not previously reported in a Form ECSRC - MC report (related to disclosure of material information), with respect to which information is not otherwise called for by this form. If disclosure of such information is made under this item, it need not be repeated in a Form ECSRC - MC report which would otherwise be required to be filed with respect to such information or in a subsequent Form ECSRC - Q report.