

# **CHINA EDUCATION RESOURCES INC.**



**Management's Discussion and Analysis  
For the period ended September 30, 2014**

**FORM 51-102F1**

*CER – Management Discussion and Analysis  
For the period ended September 30, 2014*

This Management Discussion and Analysis (“MD&A”) reviews the activities of China Education Resources Inc. (“CER”), its Chinese operating subsidiaries, Today’s Teachers Technology & Culture Ltd. (“TTTC”), CEN Smart (“CEN”) and Zhong Yu Cheng Yuan Education Technology Ltd. (previously known as Zhong Yu Cheng Yuan Curriculum Development Center Ltd.) (“ZYCY”) (and/or collectively the “Group”) and compares the financial results for the period ended September 30, 2014 with the same period of 2013. The MD&A should be read in conjunction with the audited consolidated financial statements and accompanying notes for the year ended December 31, 2013, copy of which is filed on the SEDAR website.

All financial information in this MD&A is prepared in accordance with International Financial Reporting Standards (“IFRSs”), except those exceptions specially mentioned. All dollar amounts presented are expressed in United States dollars unless otherwise noted.

### **FORWARD LOOKING INFORMATION**

Except for statements of historical fact, the discussion and analysis of financial performance and position including, without limitation, statements regarding projections, future plans, and objectives of CER are forward-looking statements that are subject to various risks and uncertainties. Forward-looking statements are based on management experience, historical results, current expectations and analyses, trends, government policies, and current business and economic conditions, including CER’s analysis of its product and distribution system and its expectations regarding the effects of anticipated product and distribution changes and the potential benefits of such efforts and activities on CER’s results of operations in future periods. There can be no assurance that such statements will prove to be accurate; actual results and future events could differ materially from those anticipated in such statements.

### **DATE OF REPORT – December 1, 2014**

### **DESCRIPTION AND OVERVIEW OF BUSINESS**

CER is a corporation organized under the predecessor to the *Business Corporations Act* of British Columbia. CER is public company traded on the TSX Venture Exchange with the trading symbol “CHN” and OTCQX with the trading symbol “CHNUF”. The Group, through its subsidiaries in China, is a leading provider of kindergarten to grade 12 (“K-12”) education resources and services through its national internet portal, China Education Resources and Services Platform (“CERSP”), [www.cersp.com](http://www.cersp.com), to China’s kindergarten to grade 12 education market.

The Group has worked in all areas of education resources development, marketing and sales. Working with the Curriculum Development Center (“CDC”) of China’s Ministry of Education (“MOE”) and Chinese Society of Education (“CSE”) the largest academic association in China, CER has developed a unique national education portal ([www.CERSP.com](http://www.CERSP.com)) to help the Central Government implement policy reform. This reform effort is designed to bring China’s education system into the twenty first century by changing teaching methods from rote memory learning to a more individualized and creative approach. Teachers completed the national or provincial online training programs on CERSP.com will receive teacher’s continuing education credit from either MOE or provincial education authorities. In collaboration with China’s various education authorities and experts, the CERSP portal is

designed to support all stakeholders and participants in the K-12 education domain; teachers, students, administrators, subject matter experts, and parents.

The Group's comprehensive Education Services Portal ("ESP") is a natural extension of CERSP, and helps to organize the wealth of teaching, learning, and administrative resources available through CERSP at the individual school level.

CERSP is the equivalent of a mega-portal. It is designed to be accessible by everyone associated with K-12 education across China and is loaded with robust features and resources that enable the development, delivery, and support of resources and activities related to the national K-12 education reform initiative. CERSP is a primary venue for teacher training in schools, districts, cities, and provinces. It is also the aggregator for subject matter experts in all K-12 subject areas and a place where they can gather virtually to improve upon the work they have done in response to national mandates.

ESP, on the other hand, is a commercial service for the K-12 education marketplace that extends the reach and relevance of the CERSP portal at the school and individual level. Its primary function is to support the administrative, teaching, learning, testing, and assessment needs of an individual school, and it does so in a way that is standardized, allowing for combined results to the district, city, province, or national level. CERSP can be regarded as a large "back-end" resource that greatly enriches each instance of ESP. ESP can be considered as a way to monetize the momentum of CERSP by creating a direct, revenue producing relationship with every school, administrator, teacher, parent and student that subscribes.

Currently, our ESP provides the following services:

(a) School Platform

The school platform provides a link between a school with its teachers, students and parents. Through the platform, the school can send messages to the teachers, students and parents. The teachers can upload homework and tests to the platform and the students can go to the platform to complete and submit their homework and write the tests. The school can automatically collect the markings received by each student. Each teacher and student has his or her own account number registered with the platform. Currently, the Group is adding mobile learning solutions to the School Platform for both of the students and teachers.

(b) Online tutoring program

Online tutoring program is a platform developed for a teacher to provide online tutoring services through the internet to his or her students. This program still has not started to generate revenue. Students have to prepay for the services to TTTC and TTTC pays the net amount to the teachers after deducting our share of revenue.

(c) Digital education products

Digital education products are the products containing digital textbook tutorial materials, digital supplementary materials such as lesson plans, course modules and tests. CER has had more than 100,000 lesson plans, course modules and continues to develop the materials.

The Group, through TTTC, acquired a 60% interest in Zhong Yu Cheng Yuan Education Technology Ltd. (previously known as Zhong Yu Cheng Yuan Curriculum Development Center Ltd.) (“ZYCY”), a distributor of education products in China for RMB6,000,000 (\$878,460) payable in 2,860,000 shares of common stock of the CER at a deemed value of CND0.35 (\$0.30) per share. On top of increasing its book selling business, the Group can also strengthen its sales and distribution of its national CERSP and ESP web portal services in China through the sales team of ZYCY.

Due to the size of the Group, the provision of education internal portal services and distribution of educational textbooks and materials were considered in one segment based on the organizational structure, strategies, decision making and the availability of financial information.

#### *Four Step Growth and Revenue Strategy*

The Group has implemented a four step growth and revenue strategy which is now being commercialized and expanded nationwide.

The first step of the strategy involves working with various levels of government to deliver government-funded online teacher training programs. The Group has developed more than 400 online teacher training courses for the continuous education of teachers. This means teachers can obtain government certificates upon successful completion of any of these courses through national, provincial and municipal teacher training programs. More than 500,000 teachers were trained in the Group’s teacher training programs. CER is the only public company endorsed by China’s Ministry of Education (“MOE”) for national level online teacher training programs.

The second step of the strategy involves integrating the Group’s products and services into teachers’ daily routines. This will allow teachers to interact and communicate with each other while establishing a close relationship with the Group and its products. These products include online teacher training, professional development and sharing of lesson plans. The CERSP portal is one of the largest and most popular K-12 teacher blog systems in China with more than one million registered and active K-12 teachers. The CERSP portal has developed into a strong national brand and it has a reputation for offering best-in-class online learning products and services. The first two steps are well underway and are expanding into more provinces.

The third step involves promoting products directly to teachers through CER’s School Platform. The School Platform provides a link between a school with its teachers, students and parents. Through the platform, the school can send messages to the teachers, students and parents. The teachers can upload homework and tests to the platform and the students can go to the platform to complete and submit their homework and write the tests. The school can automatically collect the markings received by each student. Each teacher and student has his or her own account number registered with the platform.

The fourth step of the growth strategy is to target students by offering a number of products and services. This includes offering our collection of online tutoring courses, customized education resources, formative assessment tools and education games. Currently, CER is adding mobile learning solutions to both of the students and teachers.

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Please refer to the Outlook section at the end of this MD&A on the current achievement made by the Company.

### **OVERALL PERFORMANCE**

During the three months ended September 30, 2014, the Company generated revenue of \$2,278,883 as compared with \$3,475,166 for the same period of last year. The net income attributable to the shareholders of the Company for the period was \$348,906 as compared to \$741,010 for the same period of last year. The net income per share was \$0.01 for the three months ended September 30, 2014 as compared to \$0.02 for comparable period ended September 30, 2013.

During the nine months ended September 30, 2014, the Company generated revenue of \$8,993,641 as compared with \$9,931,149 for the same period of last year. The net income attributable to the shareholders of the Company for the period was \$118,025 as compared to \$618,069 for the same period of last year. The net income per share was \$0.00 for the nine months ended September 30, 2014 as compared to \$0.01 for comparable period ended September 30, 2013.

### **Selected Annual Information**

	<b>2013</b>	<b>2012</b>	<b>2011</b>
Total revenue	\$ 10,085,422	\$ 7,391,934	\$ 6,553,140
Net gain (loss)	(2,469,961)	(1,503,652)	83,481
Net loss per share	(0.06)	(0.03)	(0.01)
Total assets	6,709,095	7,259,378	7,963,826
Long-term liabilities	7,100	31,440	252,951

The net loss for 2013 was increased significantly due to the increase in goodwill impairment of \$2,221,441 (non-cash item).

The net loss for 2012 was increased significantly due to the increase in selling expenses to market our new products and services and a goodwill impairment of \$500,000 (non-cash item).

The significant increase of the net loss for 2013 was mainly as a result of the goodwill impairment incurred in the current year. However, revenue increased materially along with the better control on the spending of the general and administration expenses in 2013.

### **Results of Operations**

#### ***For the three months ended September 30, 2014:***

For the three months ended September 30, 2014, the Group reported aggregate sales revenue of \$2,278,883 (2013: \$3,475,166). There was a decrease in revenue from online products sales for the current quarter as compared to the sales of the same quarter of previous year due to the fact that the regulatory authority in China is now revising the content of the on-line teacher training resulting in a delay of launching the training courses.

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The following is a discussion of certain expense categories:

*General and administrative expenses*

For the three months ended September 30, 2014, general and administrative expenses were \$327,540 compared to \$317,383 recorded in 2013.

Salaries, wages, commission and benefits incurred \$130,559 for the three months ended September 30, 2014 from \$153,955 for the comparable 2013 period.

Loss on disposal of equipments for the three months ended September 30, 2014 was \$4,182 as compared to \$nil for the comparable 2013 period.

Consulting fees in the amount of \$44,382 for the three months ended September 30, 2014 as compared to \$43,670 for the 2013 period.

*Amortization*

The amortization decreased to \$4,746 for the three months ended September 30, 2014 as compared to \$8,357 in the same period of 2013.

*Selling expenses*

The selling expenses of \$744,006 for the three months ended September 30, 2014 increased as compared to \$505,895 in the same period of 2013. Apart from the promotional activities for the current products, the Company also engaged in developing new products with increase in selling expenses for the current quarter.

*Stock based compensation*

During the three months ended September 30, 2014, the Group recorded a non-cash stock based compensation expense of \$nil (2013: \$14,672) for options previously granted.

*Finance cost*

The Company incurred finance costs of \$57,924 for the three months ended September 30, 2014 as compared to \$54,074 for the same period of 2013 which was largely due to the increase in loan interest expenses as increase in debt financing during the current quarter.

***For the nine months ended September 30, 2014:***

For the nine months ended September 30, 2014, the Group reported aggregate sales revenue of \$8,993,641 (2013: \$9,931,149). There was a decrease in revenue from online products sales for the current period as compared to the revenue of the same quarter of previous year due to the fact that the regulatory authority in China is now revising the content of the on-line teacher training resulting in a delay in launching the training courses.

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The following is a discussion of certain expense categories:

*General and administrative expenses*

For the nine months ended September 30, 2014, general and administrative expenses were \$914,037 compared to \$1,092,816 recorded in 2013. The decrease in general and administrative expenses was a result of the effective control of the operating expenses within the Group:

Salaries, wages, commission and benefits incurred \$384,179 for the nine months ended September 30, 2014 from \$452,808 for the comparable 2013 period.

Accounting and audit fees for the nine months ended September 30, 2014 was \$151,838 as compared to \$153,483 for the comparable 2013 period.

Rent expense in the amount of \$75,853 for the nine months ended September 30, 2014 was decreased as compared to \$102,404 for the 2013 period.

*Amortization*

The amortization decreased to \$13,878 for the nine months ended September 30, 2014 as compared to \$17,080 in the same period of 2013.

*Selling expenses*

The selling expenses of \$3,294,175 for the nine months ended September 30, 2014 increased as compared to \$3,079,271 in the same period of 2013. Apart from the promotional activities for the current products, the Company also engaged in developing new products with increase in selling expenses for the current period.

*Stock based compensation*

During the nine months ended September 30, 2014, the Group recorded a non-cash stock based compensation expense of \$nil (2013: \$56,473) for options previously granted.

*Finance cost*

The Company incurred finance costs of \$122,262 for the nine months ended September 30, 2014 as compared to \$157,341 for the same period of 2013 which was largely due to the higher interest payments on the bank loan and other loan payables for the period ended September 30, 2013.

**SUMMARY OF QUARTERLY AND ANNUAL RESULTS**

All amounts are expressed in United States dollars. In addition, all amounts are in thousands except for per share amounts.

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	<b>For the Quarters Ended</b>			
	<b>9/30/2014</b>	<b>6/30/2014</b>	<b>3/31/2014</b>	<b>12/31/2013</b>
	(\$'000)	(\$'000)	(\$'000)	(\$'000)
Revenue	2,279	4,257	2,457	154
Net income (loss) for the period	349	(333)	102	(3,336)
Net income (loss) per share	0.01	(0.01)	0.00	(0.07)
Total assets	9,139	8,828	5,677	6,709
Total liabilities	11,395	11,651	8,152	9,562

	<b>For the Quarters Ended</b>			
	<b>9/30/2013</b>	<b>6/30/2013</b>	<b>3/31/2013</b>	<b>12/31/2012</b>
	(\$'000)	(\$'000)	(\$'000)	(\$'000)
Revenue	3,475	4,053	2,403	820
Net income (loss) for the period	741	123	(246)	(2,947)
Net income (loss) per share	0.02	0.00	(0.01)	(0.06)
Total assets	11,938	9,898	6,944	7,259
Total liabilities	11,301	10,142	7,609	7,897

Due to the seasonal factor, revenue for Q4 usually was less than other quarters. In addition, there were annual adjustments made in Q4 of the year, hence, net loss increased in the same quarter. For the year 2013, the goodwill impairment of \$2,221,441 was incurred in Q4.

Net profit increased materially for Q3 of 2013 as selling expenses decreased significantly for the same quarter. Total assets also increased as an increase in accounts receivable.

#### **FINANCIAL POSITION, LIQUIDITY AND CAPITAL RESOURCES**

Working capital deficiency decreased by \$601,412 to an amount of \$2,344,450 from a working capital deficiency of \$2,945,862 at the beginning of the year, primarily as a result of the increase in sales and reduction in operating expenses during the current period.

Cash used in operating activities was \$1,558,668 for the period ended September 30, 2014, compared to \$1,920,061 used in operating activities for the period ended September 30, 2013.

At September 30, 2014, accounts and other receivables increased to \$8,194,146 from \$5,375,147 at December 31, 2013. The increase was mainly due to the long credit period required to collect the outstanding receivables.

Cash used in investing activities was \$7,465 for the period ended September 30, 2014, compared to cash used in investing activities of \$4,619 for the period ended September 30,



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2013. The cash outflow for investing activities was related to the acquisition of equipment for the respective periods.

Cash provided by financing activities was \$1,195,528 for the period ended September 30, 2014, compared to cash provided by financing activities of 1,394,562 for the period ended September 30, 2013.

The Group has increased its types of services provided through its education service portal. The revenue of the Group is expected to increase through providing additional services to the customers. The Group also plans to have equity or debt financing to maintain the Group's capacity, meet planned growth and fund development activities.

### **Equipment**

At September 30, 2014, the Group's net equipment cost was \$88,211 as compared to \$100,237 as at December 30, 2013. This decrease was mainly attributed to the amortization and depreciation of \$13,878 for the current year.

### **Liabilities**

The Group's total liabilities were \$11,394,986 as at September 30, 2014, which is comparable with \$9,561,820 at December 31, 2013.

### **Shareholders' Equity**

There was a shareholders' deficiency of \$2,256,239 at September 30, 2014 as compared to \$2,852,725 at December 31, 2013, which included the net income attributable to shareholders of \$118,025 for the period ended September 30, 2014.

### **Outstanding share data**

The Group's common shares outstanding as at December 1, 2014 were 47,364,983.

At December 1, 2014, the Group has outstanding stock options of 1,924,000. Details are as follows:

Exercise Prices (CND)	Number	Expiry Date
0.60	200,000	February 3, 2015
1.00	100,000	February 3, 2015
1.05	624,000	February 3, 2015
0.40	1,000,000	March 15, 2017
	<u>1,924,000</u>	

At December 1, 2014, there were no outstanding stock purchase warrants.

## **Dividend**

The payment of dividends to shareholders will depend on a number of factors such as earnings, CER's financial requirements and other factors that the Board of Directors considers relevant in the circumstances. The Group currently does not have intention to pay dividends on the common shares. The Board of Directors will review this policy, from time to time, as circumstances change. To date, CER has not declared or paid any dividends on any of its shares.

## **OFF-BALANCE SHEET ARRANGEMENTS**

The Group does not have any off-balance sheet arrangements.

## **CHANGE OF MEMBERS OF BOARD OF DIRECTORS OF CER**

Mr. Mark Scott resigned from the Board of Directors of CER for personal reasons effective May 28, 2014. We thank Mark's contributions to CER and wish the best to his future endeavor. Mr. Mark Scott will continue to provide advisory service to CER after his resignation.

CER appointed Mr. Yan Tian to be a member of the Board of Directors of CER. Mr. Yan Tian has more than 30 years experience in banking and investment area. He currently is the Managing Director of Alexion Bio-Technologies (Nanjing) LLC and financial advisor to various companies. Mr. Yan Tian held Economist title at Bank of China and worked 13 years for Bank of China. He was the Chief Representative in Beijing for Hong Leong Investment Ltd., a Singapore investment firm. He was also the Senior Investment Manager of China Dynamic Investment Management (HK) Ltd. (a joint venture investment fund by Bank of China and H&Q Asia Pacific, a Silicon Valley private equity firm). Mr. Yan Tian earned his Master of Business Administration from The State University of New York at Buffalo in 1988.

## **TRANSACTIONS WITH RELATED PARTIES**

All related party transactions are recorded in the normal course of operations on normal commercial terms and conditions and at market rates, which is the amount of consideration established and agreed to by the related parties.

### **Key management personnel and director transactions**

Directors of the Group control 13.7% percent of the voting shares of the Group.

A number of key management personnel, or their related parties, hold positions in other entities that result in them having control or significant influence over the financial or operating policies of these entities.

The aggregate value of transactions and outstanding balances relating to key management personnel and entities over which they have control or significant influence were as follows:

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Director/Officer	Transaction	Three months ended		Nine months ended	
		September 30,		September 30,	
		2014	2013	2014	2013
C F Zhou (director and CEO)	Salary and benefits	\$ -	\$ -	\$ -	\$ 2,074
C F Zhou (director and CEO)	Consulting fees	41,674	44,553	125,023	131,706
C F Zhou (director and CEO)	Interest expense	5,528	4,465	16,325	12,235
Danny Hon (director and CFO)	Accounting fees (ii)	16,450	21,495	56,662	64,485
Danny Hon (director and CFO)	Interest expense	2,505	2,773	7,714	8,209
		<u>\$ 66,157</u>	<u>\$ 73,286</u>	<u>\$ 205,724</u>	<u>\$ 218,709</u>

Director/Officer	Transaction	Balance outstanding	
		September 30, 2014	December 31, 2013
C F Zhou (director and CEO)	Salary and benefits	\$ -	\$ 228,542
C F Zhou (director and CEO)	Consulting fees	824,387	511,561
C F Zhou (director and CEO)	Loan payable (i)	142,755	129,278
C F Zhou (director and CEO)	Loan interest payable (i)	43,065	28,586
Danny Hon (director and CFO)	Accounting fees payable (ii)	355,430	316,252
Danny Hon (director and CFO)	Loan payable (iii)	62,503	70,564
Danny Hon (director and CFO)	Loan interest payable (iii)	32,253	26,051
		<u>\$ 1,460,393</u>	<u>\$ 1,310,834</u>

- (i) During the period ended September 30, 2014, the Group has received short term loan of CND \$22,500 from C F Zhou, director and CEO of the Group (During the year ended December 31, 2013 - CDN \$50,000). The short-term loans were unsecured and due on demand with an annual interest rate of 15%. At September 30, 2014, there was an interest payable balance of \$43,065 (December 31, 2013: \$28,586) owed to director of the Group.
- (ii) The Group engaged a company, which is controlled by Danny Hon, to provide accounting services.
- (iii) During the period ended September 30, 2014, the Group has received short term loan of CND \$nil from Danny Hon, director and CFO of the Group (During the year ended December 31, 2013 - CND \$nil). The short-term loans were unsecured and due on demand with an annual interest rate of 15%. At September 30, 2014, there was an interest payable balance of \$32,254 (December 31, 2013: \$26,051) owed to director of the Group.

### Unsecured loan payables

The Group had the following loan payables to the key management personnel of the Group with the terms and conditions summarized as follows:

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September 30, 2014					
	RMB	Canadian dollars	U.S. dollars equivalent	Annual interest rate	Due date
<b>Unsecured loan payables</b>					
Chengguang Zhou (director of TTTC)	700,000	-	114,044	12%	8/14/2015
Weiguo Mu (minority shareholder of ZYCY)	300,000	-	48,876	10%	1/12/2015
Weiguo Mu (minority shareholder of ZYCY)	1,000,000	-	162,920	10%	9/15/2015
Yuanlin Lang	1,000,000		162,920	10%	9/15/2015
	¥ 3,000,000		\$ 488,760		
Interest payable	¥ 38,345		\$ 6,247		

December 31, 2013					
	RMB	Canadian dollars	U.S. dollars equivalent	Annual interest rate	Due date
<b>Unsecured loan payables</b>					
Chenggang Zhou (director of TTTC) [i]	¥ 700,000		\$ 115,633	9%	7/27/2014
Weiguo Mu (minority shareholder of ZYCY)	500,000		82,595	20%	due on demand
	¥ 1,200,000		\$ 198,228		
Interest payable	¥ 91,082		\$ 15,046		

**Other related party transactions**

	September 30, 2014	December 31, 2013
Amount due from a company related to the non-controlling shareholders of ZYCY [ii]	\$ 145,615	\$ 132,005

[i] During the period ended September 30, 2014, Chenggang Zhou, director of TTTC, borrowed the loan with annual rate of 12% [2013: 9%] from Bank of Merchant under his name to finance TTTC's daily activities. The loan is secured by his personal assets.

[ii] It represents the amount collected on behalf of the Group by a company related to the non-controlling shareholders of ZYCY as non-secured and non-interest bearing short-term loan.

**RISK AND UNCERTAINTY FACTORS**

**History of losses and anticipate that we may continue for the foreseeable future**

The Group has recognized a net income attributable to shareholders of \$118,025 (2013: \$618,069) for the period ended September 30, 2014 and has incurred a cumulative loss of

\$35,479,231 since inception. The Group's future business plan includes the further development and operation of CER's education service portal and sino-foreign co-operation to develop English as a second language training program in China and Chinese Mandarin training program in U.S. The Group's ability to continue as a going concern is depending upon achieving acceptance by the users and profitable level of operations of the education service portal and on the ability to obtain necessary financing to fund our operations. The outcome of these matters cannot be predicted at this time.

### **Seasonality**

Historically in its traditional distribution business, the operations of the business are highly seasonal. The Group is attempting to lessen the seasonality of the business by expanding its business into other related areas in the education sector through its internet education service portals.

### **Reliance on Government Relationships**

The Group is relying upon continued good working relationships and acceptance from both the national and regional governments it works with. Additionally, continued collaboration with the CDC is important to the Group being able to sell and deliver the teacher training programs. If the CERSP portal was no longer acceptable or it failed to meet acceptable government standards for the K-12 sector, it would seriously impact the continued successful deployment of the CERSP portal and education service portal.

### **Tax and Legal Systems in China**

The Group, through its subsidiaries, conducts a significant amount of its business in China. China currently has a number of laws related to various taxes imposed by both federal and regional governmental authorities. Applicable taxes include value added tax, corporate income tax (profits tax), and payroll (social) taxes, together with others. Laws related to these taxes have not been in force for a significant period, in contrast to more developed market economies; therefore, implementing regulations are often unclear or nonexistent. Often, differing opinions regarding legal interpretation exist both among and within government ministries and organizations; thus, creating uncertainties and areas of conflict. Tax declarations, together with other legal compliance areas (as examples, customs and currency control matters) are subject to review and investigation by a number of authorities, which are enabled by law to impose extremely severe fines, penalties and interest charges. These facts create tax risks in China substantially more significant than typically found in countries with more developed tax systems.

Management believes that the Group is in substantial compliance with the tax laws affecting its operations; however, the risk remains that the relevant authorities could take different positions with regard to interpretive issues and the effect could be significant. The fact that a year has been reviewed does not close that year, or any tax declaration applicable to that year, from further review.

### **Competition**

Foreign direct investment in China has increased rapidly and the investment environment has further improved to encourage foreign and local investors to invest in fields, such as education, high-tech, modern agriculture and infrastructure construction. A number of large companies are involved in the publishing and distribution of educational products in the mainstream areas of math, science and language arts. There is no guarantee that other competitors will not become involved in business similar to that of the Group.

### **Management**

The Group currently has a small executive management group, which is sufficient for its present stage of development. Although the Group's development to date has largely depended and in the future will continue to depend upon the efforts of certain current executive management, the loss of a member of this group could have a material adverse effect on the Group.

### **Funds Remittance**

Provided that conversion of Renminbi into foreign exchange and the remittance of foreign exchange are duly arranged in accordance with the relevant laws and regulations on foreign exchange, a Foreign Investment Enterprise ("FIE") is able to remit dividends and other payments from China.

According to the 1999 Circular on Relevant Questions Concerning the Remittance of Profits, Dividends and Bonuses out of China Through Designated Foreign Exchange Banks, effective from October 1, 1999, an FIE is permitted to remit profits, dividends and bonuses out of China in proportion to the amount of registered capital that has been paid up, notwithstanding that its registered capital has not been paid up pursuant to its constitutional documents.

### **Financial Instruments**

The Board of Directors has overall responsibility for the establishment and oversight of the Group's risk management framework. The Group's financial instruments consist of cash, accounts receivables, trade and other payables, loan payable and due to related parties.

The Group's financial instruments are exposed to the risks described below:

#### **(a) Credit risk**

Credit risk is the risk of an unexpected loss if a party to a financial instrument fails to meet its contractual obligations. The Group's credit risk is primarily attributable to cash and accounts and other receivables. The Group has no significant concentration of credit risk arising from operations. Other receivables mainly consist of an advance to a third party for project development, as well as goods and services tax due from the Federal Government of Canada, interest receivable and amounts advanced to employees and others. Management assesses the credit risk concentration with respect to accounts receivable and other receivables annually and adjusts them accordingly.

#### **(b) Liquidity risk**

Liquidity risk is the risk that the Group will not be able to meet its financial obligations as they fall due. At September 30, 2014, the Group had a working capital deficiency of \$2,344,450 (December 31, 2013: \$2,945,862). The Group is focused on generating sales revenue and is actively pursuing additional sources of financing to ensure that it can meet its ongoing operating requirements and planned capital expenditures.

(c) Market risk

Market risk is the risk of loss that may arise from changes in market factors such as interest rates, foreign exchange rates and equity prices.

(i) Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. From time to time, the Group is exposed to short term interest rates through the interest earned on cash and cash equivalents. The Group only has debt with fixed interest rates. The Group's current policy is to invest excess cash in short-term deposits with its banking institutions. The Group periodically monitors the investments it makes and is satisfied with the credit ratings of its banks.

(ii) Foreign currency exchange rate risk

Foreign currency exchange rate risk is the risk that the fair value of financial instruments or future cash flows will fluctuate as a result of changes in foreign exchange rates. The majority of the Group's assets, liabilities, revenues and expenses are denominated in Chinese Renminbi ("RMB"), which was tied to the U.S. dollar and is now tied to a basket of currencies of China's largest trading partners, is not a freely convertible currency. The appreciation of the RMB against the U.S. dollar would result in an increase in the assets, liabilities, revenues and expenses of the Group and a foreign currency gain included in other comprehensive income. Conversely, the devaluation of the RMB against the US dollar would result in a decrease in the assets, liabilities, revenues and expenses of the Group and a foreign currency loss included in other comprehensive income.

The functional currency of CER is Canadian dollar and the functional currency of its China subsidiaries is RMB. Major transactions are transacted in Canadian dollars and RMB. The Group maintains Chinese RMB bank accounts in China to support monthly forecasted cash outflows. Management believes the foreign exchange risk derived from currency conversions is minimal and therefore does not hedge its foreign exchange risk.

Fluctuation in the value of Canadian dollar relative to US dollar has some impact on the Group's head office financial results. However, such exchange rate fluctuations have not materially affected the overall financial earnings and results on a consolidated basis.

## **SIGNIFICANT ACCOUNTING POLICIES**

The preparation of financial data is based on accounting principles and practices consistent with those used in the preparation of the audited annual financial statements as at December 31, 2013.

### **New standards and interpretations adopted during the period**

The Group adopted the following new standards during the period:

#### *IFRS 7, Financial instruments: disclosures and IAS 32 Financial instruments: presentation*

On January 1, 2014, the Company adopted IFRS 7. IFRS 7 clarifies that financial assets and financial liabilities may be offset, with the net amount presented in the statement of financial position, only when there is a legally enforceable right to set off and when there is either an intention to settle on a net basis or to realize the asset and settle the liability simultaneously. The amendments to IAS 32, issued in December 2011, clarify the meaning of the offsetting criterion "currently has a legally enforceable right to set off" and the principle behind net settlement, including identifying when some gross settlement systems may be considered equivalent to net settlement. Adoption of the standard did not have a significant impact on the financial statements of the Company.

#### *Amendments to IAS 36, Impairment of assets*

On January 1, 2014, the Company adopted amendments to IAS 36. The amendments to IAS 36 require:

- Disclosure of the recoverable amount of impaired assets; and
- Additional disclosures about the measurement of the recoverable amount when the recoverable amount is based on fair value less costs of disposal, including the discount rate when a present value technique is used to measure the recoverable amount.

#### *IFRS 2 Share-based payment*

On July 1, 2014, the Company adopted the amendments to IFRS 2 which clarify the definition of “vesting conditions”, and separately define a “performance condition” and a “service condition”. A performance condition requires the counterparty to complete a specified period of service and to meet a specified performance target during the service period. A service condition solely requires the counterparty to complete a specified period of service. The adoption of the new standard did not have any significant impact on the financial statements of the Company.

The amendments will only affect disclosure and do not have any impact on the financial statements of the Company.

### **6. New standards and interpretations not yet adopted**

Standards issued but not yet effective up to the date of issuance of the Company’s consolidated financial statements are listed below. This listing is of standards and interpretations issued, which the Company reasonably expects to be applicable at a future date. The Company intends to adopt those standards when they become effective. The Company does not expect the impact of such changes on the consolidated financial statements to be material.

#### *IFRS 9 Financial Instruments*



IFRS 9, *Financial Instruments*, was issued in November 2009 and addresses classification and measurement of financial assets. It replaces the multiple category and measurement models in IAS 39, *Financial Instruments – Recognition and Measurement*, for debt instruments with a new mixed measurement model having only two categories: amortized costs and fair value through profit or loss. IFRS 9 also replaces the models for measuring equity instruments. Such instruments are either recognized at fair value through profit or loss or at fair value through other comprehensive income. Where equity instruments are measured at fair value through other comprehensive income, dividends are recognized in profit or loss to the extent that they do not clearly represent a return of investment; however, other gains and losses (including impairments) associated with such instruments remain in accumulated comprehensive income indefinitely. Requirements for financial liabilities were added in October 2010 and they largely carried forward existing requirements in IAS 39, *Financial Instruments – Recognition and Measurement*, except that fair value changes due to credit risk for liabilities designated at fair value through profit and loss would generally be recorded in other comprehensive income. The tentative date of this standard is set for annual periods beginning on or after January 1, 2018 with early adoption permitted.

#### *IFRS 13, Fair Value Measurement*

IFRS 13 is a comprehensive standard for fair value measurement and disclosure for use across all IFRS standards. The new standard clarifies that fair value is the price that would be received to sell an asset, or paid to transfer a liability in an orderly transaction, between market participants, at the measurement date. Under existing IFRS, guidance on measuring and disclosing fair value is dispersed among the specific standards requiring fair value measurements and does not always reflect a clear measurement basis or consistent disclosures. The amendments to IFRS 13, issued in December 2013, clarify that the portfolio exception applies to all contracts within the scope of IFRS 9 Financial instruments or IAS 39 Financial instruments: Recognition and measurement, regardless of whether they meet the definitions of financial assets or financial liabilities in IAS 32 Financial instruments: Presentation. The amendments are effective for annual periods beginning on or after July 1, 2014.

#### *Amendments to IAS 24, Related Party Disclosures*

The amendments to IAS 24, issued in December 2013, clarify that a management entity, or any member of a group of which it is a part, that provides key management services to a reporting entity, or its parent, is a related party of the reporting entity. The amendments also require an entity to disclose amounts incurred for key management personnel services provided by a separate management entity. This replaces the more detailed disclosure by category required for other key management personnel compensation. The amendments will only affect disclosure and are effective for annual periods beginning on or after July 1, 2014. The adoption of this issuance did not have a significant impact on the Company's financial statements.

## **OUTLOOK**

The Group's objective is to become the leading kindergarten to grade 12 education services platform, content provider and social networking system in China's education sector. The Group provides a range of services to government education authorities, schools, teachers, students and their parents.

*CER – Management Discussion and Analysis  
For the period ended September 30, 2014*

As part of our four step growth and revenue strategy, the Group has achieved the followings:

- a) CER has developed digital textbooks and started to provide the digital textbooks to the students in Guizhou Province. This is a significant step for CER to combine the Group's internet portal with traditional textbooks, which also provides significant opportunities for CER's textbook business.
- b) The Group has developed more than 700 online teacher training courses for the continuous education of teachers and also developed more than 100,000 K-12 online lesson plans and is continuing to develop new educational content and upgrade the technology and functions of its portal.
- c) The Group recently signed a strategic partnership agreement with a major China local teacher continuous training company to form a strategic task team for creating additional sales revenue for both companies through utilizing the resources available from both companies. The partnership will have the synergy effect of bringing together both parties' training contents and sales channels to deliver teacher training programs under the Group's brand "New Thinking" to China kindergarten to grade 12 teachers via the Group's online training platform. The arrangement will significantly reduce the Group's cost of marketing and development of teacher training programs and can generate more revenue to both parties. Due to the increase in the number of teachers involved in the training, we can also do cross selling of our other products and services at the same time.
- d) CER also signed an agreement with the Teaching & Research Division of Gansu Provincial Education Department to add mobile learning solutions to the Company's School Platform for the students in Gansu Province. The Teaching & Research Division will organize academic experts and distinguished teachers in Gansu Province and CER will organize national academic experts to create video and written content for the program. This new digital content will be available on the School Platform and, together with CER's existing content (which includes tests, assessments, over 100,000 lesson plans, and other comprehensive education resources), will provide significant value to teachers and students. These new solutions will provide students and teachers with additional functionality for their mobile devices and will emphasize interaction among teachers and students, and their PC environment. CER signed an agreement with China Telecom (Gansu) to provide Smartphone services to the mobile learning program.

This project is a keystone to CER's business strategy, the teachers and students interact on our school platform, which is the centerpiece of our online education service business. Not only do teachers and students interact through our platform, they will propagate its use with other teachers, students and parents. Because of its advanced features and complete compliance with government programs, the Company expects that educators, students and parents will gravitate to the system to work, study, interact and develop social networks. We expect the new functions of the school platform will be an example of the high-growth potential of our products and business model in other provinces, particularly for the provinces which have started to used our school platform.

This project is subject to the availability of additional financing. The Group is now actively seeking additional financing to activate this project.