

# **CHINA EDUCATION RESOURCES INC.**



**Management's Discussion and Analysis  
For the nine months September 30, 2008**

**FORM 51-102F1**

**November 28, 2008**

*CER – Management Discussion and Analysis  
For the nine months ended September 30, 2008*

This Management Discussion and Analysis (“MD&A”) reviews the activities of China Education Resources Inc., its Chinese operating subsidiaries, Today’s Teachers Technology & Culture Ltd. (“TTTC”) and CEN Smart (“CEN”) (and/or collectively “CER” or the “Company”) and compares the financial results for the nine months ended September 30, 2008 with the same period of 2007. The MD&A should be read in conjunction with the audited consolidated financial statements and accompanying notes for the year ended December 31, 2007, copy of which is filed on the SEDAR website.

The Company prepares its consolidated financial statements in accordance with Canadian generally accepted accounting principals, and these statements are filed with the relevant regulatory authorities in Canada. 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.

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

The Company 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”. The Company, 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 Company 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”), 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. 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.

In April 2008, the Company launched the beta version of it’s comprehensive Education Services Portal (“ESP”). ESP is a natural extension of CERSP, and helps to organize the wealth of

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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, the Company's revenues are derived from our interests in TTTC which develops and maintains the CERSP and ESP. Our cash flow and financial condition is dependent on TTTC.

CER is focused on commercializing its national CERSP and ESP web portals in China, which are designed to provide educational content, training, and resources to education users. The target user population for the CERSP portal is the K - 12 system; including schools, administrators, teachers, students and parents.

In 2000, the Chinese government began implementing a policy of education reform to change, from its traditional rote memory learning methodology to a more individualized creative approach. The Company's founders realized this reform would create a new, long term business opportunity to meet the expected demand for new curriculum, updated materials, and online delivery systems of educational tools.

The Company continued to sell its established titles in its traditional textbook distribution business during 2006, however, due to new regulations in China and significantly increased costs in developing new textbook titles and updating the Company's current titles, CER has focused its attention and all of its resources to developing the portal. The Company still maintains the distribution of third party textbooks and supplementary materials.

## **OVERALL PERFORMANCE**

### **Comparative Figures**

Certain comparative figures have been reclassified to conform to the presentation of the current year. These reclassifications do not have any impact on results of operations for the period.

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**Selected Annual Information**

	2007	2006	2005
Total revenue	\$ 1,439,637	\$ 1,435,581	\$ 6,016,587
Loss before discontinued operations	(4,137,670)	(2,812,775)	(334,396)
Loss before discontinued operations per share	(0.01088)	(0.0763)	(0.0104)
Net loss	(4,137,670)	(2,568,387)	(710,423)
Net loss per share	(0.1088)	(0.0696)	(0.0220)
Long-term liabilities	47,796	477,914	778,120
Cash dividends	-	-	-

Revenue decreased when comparing 2005 with 2006 and 2007. This was due to the downsizing of the textbook business in 2006 as significant increased costs had to be incurred if the Company continued on developing new textbook titles and updating the Company's current titles. The Company shifted the focus of education textbooks distribution business to the development of an education internet portal with educational content, resources and training programs to users in China.

The increase in net loss in 2007 as compared with 2006 was mainly due to the amortization of the previously capitalized web-site development cost of \$871,860 after the commercialization of the portal in February 2007 and the recording of website operating expenses of \$1,641,093 in 2007.

**Results of Operations**

During the year under review, sales and subsequent revenues in the Company's traditional textbook business continue to decline compared to the prior comparative period. The Company has redirected all of its efforts and resources to the development and deployment of its online education offerings; CERSP.com and ESP.

***For the three months ended September 30, 2008:***

For the three months ended September 30, 2008, the Company reported aggregate sales of \$148,830 (2007: \$605,714). Sales revenue of \$90,026 (2007: \$365,993) was attributable to revenue derived from teacher training service through the internet portal and \$58,804 (2007: \$239,721) was from the Company's traditional business, book selling, with related cost of sales of \$30,986 (2007: \$127,451).

The Company recognized a net loss for the three months ended September 30, 2008 of \$714,006 as compared to a net loss of \$608,072 for the comparable 2007 period. The net loss per share was \$0.0166 for the three months ended September 30, 2008 as compared to a net loss per share of \$0.0160 for comparable period ended September 30, 2007.

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The following is a discussion of certain expense categories:

*Selling and general and administrative expenses*

For the three months ended September 30, 2008, selling and general and administrative expenses were \$363,373 compared to \$597,290 recorded in 2007. Increase in activities on the development of the internet portal and the working to complete a registration statement in the US leading to a significant increase in expenses for the year 2007

Included as part of the selling and general and administrative expenses:

Accounting and audit fees decreased from \$70,065 for the three months ended September 30, 2007 to \$31,539 for the comparable 2008 period. The decrease was mainly due to the expenses associated with the preparation of a US registration statement in 2007 and under-provision of the 2006 audit.

Travel decreased to \$5,161 for the three months ended September 30, 2008 from \$11,576 for the comparable 2007 period due to reduction in travel by management to China and the United States.

*Stock based compensation*

During the three months ended September 30, 2008, the Company recorded stock based compensation expenses of \$128,435 (2007: \$146,000) for options previously granted and vesting over time.

*Web-site operating costs*

The Company recorded web-site operating costs of \$39,740 (2007: \$324,853) in relation to the maintenance and update of the portal and web-site.

*Amortization*

The amortization increased to \$303,731 in 2008 as compared to \$44,914 in 2007 was mainly due to the amortization of web-site development cost.

***For the nine months ended September 30, 2008:***

For the nine months ended September 30, 2008, the Company reported aggregate sales of \$449,238 (2007: \$1,005,786). Sales revenue of \$287,805 (2007: \$587,900) was attributable to revenue derived from teacher training service through the internet portal and \$161,433 (2007: \$417,886) was from the Company's traditional business, book selling, with related cost of sales of \$69,616 (2007: \$241,345).

The Company recognized a net loss for the nine months ended September 30, 2008 of \$2,323,042 as compared to a net loss of \$1,676,630 for the comparable 2007 period. The net loss per share increased to \$0.0544 for the nine months ended September 30, 2008 as compared to a net loss per share of \$0.0442 for comparable period ended September 30, 2007.

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The following is a discussion of certain expense categories:

*Selling and general and administrative expenses*

For the nine months ended September 30, 2008, selling and general and administrative expenses were \$1,376,406 compared to \$1,501,188 recorded in 2007. Increase in activities on the development of the internet portal and the working to complete a registration statement in the US leading to a significant increase in expenses for the year 2007.

Included as part of the selling and general and administrative expenses:

Accounting and audit fees decreased from \$310,209 for the nine months ended September 30, 2007 to \$157,397 for the comparable 2008 period. The decrease was mainly due to the expenses associated with the preparation of a US registration statement in 2007 and under-provision of the 2006 audit.

Travel decreased to \$33,536 for the nine months ended September 30, 2008 from \$51,435 for the comparable 2007 period due to reduction in travel by management to China and the United States.

*Stock based compensation*

During the nine months ended September 30, 2008, the Company recorded stock based compensation expenses of \$363,047 (2007: \$224,013) for options previously granted and vesting over time.

*Web-site operating costs*

The Company recorded web-site operating costs of \$86,217 (2007: \$670,089) in relation to the maintenance and update of the portal and web-site.

*Amortization*

The amortization increased to \$892,615 in 2008 as compared to \$127,225 in 2007 was mainly due to the amortization of web-site development cost.

*Bad debt*

The Company made an additional provision of doubtful debt receivable of \$39,209 in 2007 for the amount receivable from Shengshi Education Service Company. As of September 30, 2008, the Company has totally made a provision for doubtful debt of \$433,034 for the amount of \$976,015 receivable from Shengshi Education Service Company.

**Products - Operations**

The Company has historically developed and distributed educational products in China through its traditional textbook distribution business. The Company now only maintains the distribution of those textbooks which do not require their content to be reviewed and approved by the relevant regulatory authorities.

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The goal of CER is to position CERSP.com as China's central on-line location for the K-12 education sector (students, teachers, parents, schools, government and administrators). These education users can access, discover, learn, socialize, create and share new curriculum materials. CERSP is an advanced learning, working and sharing platform that offers China's teachers, students, administrators, and parents a wide range of services and products.

CER's vision is to take the world's largest education system into the twenty-first century and make CERSP.com the world's largest on-line community.

The Company currently is focused on the marketing, sales and continuing development of its educational internet portal. The portal features online teacher training programs, a student social network (which will include online tutoring and training programs), and supplemental materials and textbooks.

#### *Teacher Training*

To gain rapid adoption of China's new curriculum and the internet portal system, CER and the CDC initially focused on the development and on-line training of the new curriculum for teachers. The portal now contains hundreds of thousands of pages of new curriculum covering all key subjects. In collaboration with the CDC, CER completed 25 online government certificate courses aimed at the primary, middle school, and high school teachers.

Teacher training beta tests were completed in January 2007 and in August 2007 the CDC again adopted the CERSP portal in training 47,000 teachers for the new curriculum certificate program, which was the largest on-line training program ever done in China.

The program consists of 25 courses, 14 of them were newly developed, and is divided into two modules. One module covers teachers from kindergarten to grade 9 and the second module covers the high school level teachers from grades 10-12.

The teacher-training program is one of the sources of revenue of the portal and CER believes that it will be able to capture a sizeable percentage of this \$1.3 billion annual training market. China's 12,000,000 teachers not only have to be trained to teach the new curriculum but must participate in continuing education to maintain their teaching certification.

Currently the portal's capacity is 500,000 simultaneous participants and CER is now working towards a capacity of over one million simultaneous users.

#### *Education Service Portal*

In April 2008, the Company launched its beta version of comprehensive Education Services Portal ("ESP"). ESP is a natural extension of the CER education portal, CERSP, and helps to organize the wealth of teaching, learning, and administrative resources available through CERSP at the individual and school levels.

The school administrators, teachers, students and parents can use ESP to upload and download education resources according to specific learning objectives. It enables teachers to communicate and work collaboratively with each other by providing them with the ability to share and exchange lesson plans, support materials, experiences, and even entire course modules. Students

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can use the Student Activity Center (“the Center”), to collaborate, work jointly on school projects, share learning experiences and even play educational games.

The ESP Testing and Assessment Center (“TAC”), enables schools to create and administer tests and assessments that align with learning objectives and automatically reports raw data results and various analyses that can be used to identify areas in which the student may need extra help and recommend learning strategies. The TAC provides a repository for education E-portfolios, which are complete records of each student’s learning and achievements.

The Student Activity Center provides an informal environment where students can gather online to visit with each other, find relaxing, education-related activities, and to play learning games using points they earn from their educational achievements. The Center also features a customized, unique education resource search function.

## 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.

	<b>For the Quarters Ended</b>			
	9/30/2008 (\$'000)	6/30/2008 (\$'000)	3/31/2008 (\$'000)	12/31/2007 (\$'000)
Revenue	148.8	187.8	112.6	433.9
Loss before non-controlling interest	(714.0)	(721.0)	(888.1)	(2,533.9)
Net loss for the period	(714.0)	(721.0)	(888.1)	(2,461.0)
Net loss per share	(0.0166)	(0.0168)	(0.0210)	(0.0646)
Total assets	7,084.4	7,974.2	8,561.3	7,053.5
Total liabilities including non-controlling interest	4,486.3	4,720.4	4,612.7	4,713.3

	<b>For the Quarters Ended</b>			
	9/30/2007 (\$'000)	6/30/2007 (\$'000)	3/31/2007 (\$'000)	12/31/2006 (\$'000)
Revenue	605.7	113.8	286.2	50.8
Loss before non-controlling interest	(634.1)	(658.0)	(444.3)	(787.0)
Net loss for the period	(608.0)	(633.1)	(435.5)	(572.6)
Net loss per share	(0.0160)	(0.0167)	(0.0115)	(0.0147)
Total assets	8,747.1	8,921.5	9,633.2	9,890.6
Total liabilities including non-controlling interest	4,187.9	3,938.8	4,113.4	4,038.7

The increase in loss before non-controlling interest in Q4 of 2007 was due to the recording of website operating expenses of \$1,641,093 after the web-site development stage was completed.

## FINANCIAL POSITION, LIQUIDITY AND CAPITAL RESOURCES

### Working capital

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Working capital improved by \$955,153 to a deficit of \$2,889,284 from a negative balance of \$3,844,437 at the beginning of the year, primarily as a result of the net proceeds received on issuance of shares of \$2,236,033, which were partially offset by the cash used in operating activities of \$1,214,143 and investing activities of \$20,524.

On January 17, 2008, the Company completed a \$2,300,000 private placement consisting of 4.6 million common shares at \$0.49 (C\$0.50) each. The shares are subject to a four-month hold period until May 18, 2008.

On February 21, 2008, the Company granted 650,000 common share purchase options to directors and employees. These options vested immediately and are exercisable at a price of C\$0.60 per common share expiring February 21, 2013. The Company also cancelled 100,000 common share purchase options held by an ex-employee.

On July 28, 2008, the Company granted 450,000 common share purchase options to directors. These options vested immediately and are exercisable at a price of \$0.94 (C\$1.00) per common share expiring July 28, 2013. The Company also granted 500,000 common share purchase options at a price of \$0.57 (C\$0.60) per share exercisable up to July 28, 2013 to employees. All the options vested 25% on the date of grant and 25 % of the options vested every year for 3 years. The Company also cancelled 300,000 common share purchase options held by an ex-employee.

#### **Equipment and website development costs**

As at September 30, 2008, the Company's net equipment and website development costs were \$1,735,561 as compared to \$2,483,845 as at December 31, 2007. This decrease was primarily due to the amortization of \$749,603 in website development costs.

#### **Liabilities**

The Company's total liabilities were \$4,486,304 as at September 30, 2008, which is comparable with \$4,714,722 as at December 31, 2007.

#### **Shareholders' Equity**

The shareholders' equity was \$2,598,120 as at September 30, 2008 as compared to \$2,338,799 as at December 31, 2007. The increase was primarily due to an increase in the share capital of \$2,236,033, offset by a loss of \$2,323,042 and contributed surplus of \$16,717 in the nine months ended September 30, 2008.

#### **Outstanding share data**

The Company's common shares outstanding as at November 28, 2008 were 43,004,983.

At November 28, 2008, the Company has outstanding stock options of 3,574,000. Details are as follows:

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Exercise Prices (CND)	Number	Expiry Date
\$ 0.50	150,000	October 11, 2010
0.60	20,000	February 15, 2010
0.60	300,000	August 20, 2012
0.60	650,000	February 21, 2013
0.60	500,000	July 28, 2013
0.65	400,000	October 20, 2010
0.70	100,000	October 26, 2012
0.75	200,000	February 15, 2010
1.00	450,000	July 28, 2013
1.05	200,000	October 20, 2010
1.05	<u>604,000</u>	September 11, 2010
	<u>3,574,000</u>	

At November 28, 2008, all outstanding stock purchase warrants were expired.

#### **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 Company 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.

#### **TRANSACTIONS WITH RELATED PARTIES**

All related party transactions are recorded at the exchange amounts as agreed upon by the related parties.

	<b>September 30, 2008</b>	December 31, 2007
Amount due from Beijing Anli Information and Consulting Company ("Anli"), net of bad debt provision of \$33,259 [i]	\$ 175,260	\$ 164,316

[i] Anli and its major shareholder are shareholders of the Company. In 2003, the Company advanced funds of \$164,316 (RMB 1,200,000) to Anli. A loan agreement was signed on October 28, 2003 for a one-year term, non-interest bearing. The loan was subsequently extended to October 31, 2008. At June 30, 2008, the loan was collateralized by the shares of the Company owned by Anli.

The Company's subsidiary, CEN Smart rents its office space from Anli. The Company accrued rent of \$22,018 for the year ended December 31, 2007.

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During the three months and nine months ended September 30, 2008, the Company incurred \$13,295 (2007: \$nil) and \$55,138 (2007: \$nil) accounting fees for accounting services provided by a company controlled by an officer of the Company. Included in accounts payable, is an amount of \$3,801 due to the Company controlled by an officer as at September 30, 2008 (December 31, 2007: \$10,820).

The Company rent office space from a company controlled by a director/officer of the Company. Included in accounts payable, is an amount due to this company of \$nil (December 31, 2007 - \$2,130) at June 30, 2008. The Company paid rent of \$5,302 (2007: \$4,884) and \$16,041 (2007: \$14,252) for the three-month and nine-month periods ended September 30, 2008 respectively.

The Company paid management fees of \$nil (2007: \$21,858) and \$nil (2007: \$69,559) to a corporation controlled by a former officer of the Company for the three-month and nine-month periods ended September 30, 2008 respectively.

## **RISK AND UNCERTAINTY FACTORS**

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

The Company has incurred a net loss of \$2,323,042 for the nine months September 30, 2008 compared to a loss of \$1,676,630 for the same period of 2007. The Company has incurred a cumulative loss of \$27,620,206 since inception. The Company'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 Company's ability to continue as a going concern is dependant 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 Company 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 Company 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 Company 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 Company, 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 Company is in substantial compliance with the tax laws affecting its operations; however, the risk remains that the relevant authorities could take differing 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.

Subsequent to the year-end, the National People's Congress of China passed "The Law of the People's Republic of China on Enterprise Income Tax" (the "Enterprise Income Tax Law"). The Enterprise Income Tax Law will become effective on January 1, 2008. This new law eliminated the existing preferential tax treatment that is available to the foreign invested enterprises ("FIEs") but provides grandfathering of the preferential tax treatment currently enjoyed by the FIEs' Under the new law, both domestic companies and FIEs are subject to a unified income tax rate of 25%.

### **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 Company.

### **Management**

The Company currently has a small executive management group, which is sufficient for its present stage of development. Although the Company'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 Company.

## **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 1 October 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 Company’s risk management framework. The Company’s financial instruments consist of cash, accounts receivable, other receivable, accounts payable and accrued liabilities, due from related parties, long term other receivable and long term payable.

The Company has classified its cash as held for trading, which are measured at fair value. Accounts receivable, other receivable, due from related parties and long term other receivable are classified as loans and receivables, which are measured at amortized cost. Accounts payable and accrued liabilities and long term payable are classified as other financial liabilities, which are measured at amortized cost.

At September 30, 2008, the carrying and fair value amounts of the Company’s financial instruments related to cash and cash equivalents, accounts receivable, other receivable, long term receivable and accounts payable and accrued liabilities are the same due to their short terms to maturity.

At September 30, 2008, the carrying value of long term payable approximates the fair value based on the discounted cash flows at market rate. It is not practical to determine the fair value of the amounts due from related parties with sufficient reliability due to the nature of the financial instruments, the absence of secondary markets and the significant cost of obtaining outside appraisals.

The Company's risk management activities include the preservation of its capital by minimizing risk related to its cash and term deposits. The Company does not trade financial instruments for speculative purposes. The Company does not have a risk management committee or written risk management policies. The Company’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 Company's credit risk is primarily attributable to cash and accounts receivables. The Company has no significant concentration of credit risk arising from operations. Other receivables consist of goods and services tax due from the Federal Government of Canada

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and interest receivable. Management believes that the credit risk concentration with respect to accounts receivable and other receivables is remote. Management does not believe the receivables are impaired.

3 (December 31, 2007: 3) customers represent in excess of 10% of trade accounts receivable at September 30, 2008. 3 (2007: 2) customers represent in excess of 10% of total revenue at September 30, 2008.

(b) Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company has in place a planning and budgeting process to help determine the funds required to support the Company's normal operating requirements on an ongoing basis and its planned capital expenditures. The Company ensures that there is sufficient working capital to fund near term planned work and ongoing operating expenditures. At September 30, 2008, the Company had a negative working capital of \$2,889,284 (December 31, 2007 - \$3,844,437).

(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. The Company is exposed to short term interest rates through the interest earned on cash balances. The Company has significant cash balances and no interest-bearing debt. The Company's current policy is to invest excess cash in short-term deposits with its banking institutions. The Company 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 Company's assets, liabilities, revenues and expenses are denominated in Chinese Renminbi ("RMB"), which was tied to the US 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 US dollar would result in an increase in the assets, liabilities, revenues and expenses of the Company and a foreign currency gain included in 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 Company and a foreign currency loss included in comprehensive income.

The Company's functional currency is the Canadian dollar and major transactions are transacted in Canadian dollars and RMB. The Company 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. At September 30, 2008, approximately \$119,755 of the cash was held in RMB.

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

(iii) Price risk

The Company is exposed to risk of equity prices. Equity price risk is defined as the potential adverse impact on the Company's earnings due to movements in individual equity prices or general movements in the level of the stock market. The Company monitors the movements of the stock market to determine the appropriate course of action to be taken by the Company.

(d) Sensitivity analysis

The Company has designated its cash as held-for-trading, which is measured at fair value. Accounts receivable, other receivable and long term other receivable are classified as loans and receivables, which are measured at amortized cost. Accounts payable and accrued liabilities are classified as other financial liabilities, which are measured at amortized cost.

Based on management's knowledge and experience of the financial markets, the Company believes the following movements are "reasonably possible" over a nine-month period:

- (i) Cash is subject to floating interest rates. Sensitivity to a plus or minus 1% change in rates would affect net loss by approximately \$5,300 for the nine months ended September 30, 2008.
- (ii) The Company is exposed to foreign currency risk on fluctuations of financial instruments related to cash, accounts receivables, other receivables, long term other receivables and accounts payable and accrued liabilities that are denominated in Chinese RMB. Sensitivity to a plus or minus 5% change in the foreign exchange rates would affect net loss by approximately \$30,852 for the nine months ended September 30, 2008.

## **SIGNIFICANT ACCOUNTING POLICIES**

### **Use of Estimates**

The preparation of financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions which affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and revenues and expenses for the years reported. Actual results could differ from these estimates.

### **Stock-Based Compensation**

The Company accounts for stock options granted using the fair value method of accounting. Accordingly, the fair value of the options at the date of the grant is determined using the Black-Scholes option pricing model and stock-based compensation is accrued and charged to operations, with an offsetting credit to contributed surplus, on a straight-line basis over the vesting periods. Option pricing models require the input of highly subjective assumptions regarding the expected volatility. Changes in assumptions can materially affect the fair value estimate, and therefore, the existing models do not

necessarily provide a reliable measure of the fair value of the Company's stock options at the date of the grant or thereafter.

### **Future Income Taxes**

Future income tax assets and liabilities are computed based on differences between the carrying amounts of assets and liabilities on the balance sheet and their corresponding tax values, using the enacted or substantively enacted, as applicable, income tax rates at each balance sheet date. Future income tax assets also result from unused loss carryforwards and other deductions. The valuation of future income tax assets is reviewed yearly and adjusted, if necessary, by use of a valuation allowance to reflect the estimated realizable amount.

### **Goodwill**

Goodwill is the residual amount that results when the purchase price of an acquired business exceeds the sum of the amounts allocated to the identifiable assets acquired, less liabilities assumed, based on their fair values. Goodwill is allocated as of the date of the business combination to the Company's reporting units that are expected to benefit from the synergies of the business combination. When the net of the amounts assigned to identifiable net assets exceeds the cost of the purchase ("negative goodwill"), the excess is eliminated, to the extent possible, by a pro-rata allocation to certain non-current assets, with the balance presented as an extraordinary gain.

Goodwill is not amortized and is tested for impairment annually or more frequently if events or changes in circumstances indicate that the asset might be impaired. Impairment is assessed through a comparison of the carrying amount of the reporting unit with its fair value. When the fair value of a reporting unit is less than its carrying amount, goodwill of the reporting unit is considered to be impaired, and the fair value of the reporting unit's goodwill shall be compared with its carrying amount to measure the amount of the impairment loss. Any impairment of goodwill will be expensed in the period of impairment.

### **Revenue Recognition**

Sales from product sales are recognized when title and risk are transferred and payments are received or rights to receive consideration are obtained, evidence of an arrangement exists, and collection of consideration is reasonably assured. Revenues received in advance of these criteria are deferred until future periods.

Sales from distribution and consulting services are recognized when services are rendered and payments are received or rights to receive consideration are obtained and collection of consideration is reasonably assured. Revenues received in advance of these criteria are deferred until future periods. Sales from distribution and consulting services are not material.

Teacher training services provided through the internet portal are recognized when services are rendered and payments are received or rights to receive consideration are obtained and collection of consideration is reasonably assured.

Interest income is recognized when earned.

**Change in Accounting Policies including Initial Adoption**

*The Company adopted the following new accounting policies as from January 1, 2008:*

(a) Capital Disclosures

Handbook Section 1535 specifies the disclosure of (i) an entity's objectives, policies and processes for managing capital; (ii) quantitative data about what the entity regards as capital; (iii) whether the entity has complied with any capital requirements; and (iv) if it has not complied, the consequences of such non-compliance.

The Company has included disclosures recommended by the new Handbook section in note 3 to these interim consolidated financial statements.

(b) Financial Instruments

Handbook Sections 3862 and 3863 replace Handbook Section 3861, Financial Instruments - Disclosure and Presentation, revising and enhancing its disclosure requirements, and carrying forward unchanged its presentation requirements. These new sections place increased emphasis on disclosures about the nature and extent of risks arising from financial instruments and how the entity manages those risks.

The Company has included disclosures recommended by the new Handbook sections in note 4 to these interim consolidated financial statements.

(c) Inventories

Handbook Section 3031, Inventories, establishes standards for the measurement and disclosure of inventories and provides the Canadian equivalent to International Accounting Standard IAS 2, Inventories. There was no material impact on the Company's financial condition or operating results, as a result of the adoption of this new standard.

The main features of Section 3031 are:

- measurement of inventories at the lower of cost and net realizable value, with guidance on the determination of cost, including allocation of overheads and other costs to inventory;
- cost of inventories of items that are not ordinarily interchangeable, and goods or services produced and segregated for specific projects, assigned by using a specific identification of their individual costs;
- consistent use (by type of inventory with similar nature and use) of either first-in, first-out (FIFO) or weighted average cost formula to measure the cost of other inventories; and
- reversal of previous write-downs to net realizable value when there is a subsequent increase in the value of inventories.

(d) General Standards of Financial Statement Presentation

Handbook Section 1400 includes requirements to assess and disclose an entity's ability to continue as a going concern. This new standard will not have any significant impact on the interim consolidated financial statements of the Company.

*Future Accounting Pronouncements*

(a) International Financial Reporting Standards (“IFRS”)

In January 2006, the CICA’s Accounting Standards Board (“AcSB”) formally adopted the strategy of replacing Canadian GAAP with IFRS for Canadian enterprises with public accountability. The current conversion timetable calls for financial reporting under IFRS for accounting periods commencing on or after January 1, 2011. On February 13, 2008, the AcSB confirmed that the use of IFRS will be required in 2011 for publicly accountable profit-oriented enterprises. For these entities, IFRS will be required for interim and annual financial statements relating to fiscal years beginning on or after January 1, 2011. The Company will be required to have prepared, in time for its first quarter 2011 filing, comparative financial statements in accordance with IFRS for the three months ended March 31, 2010.

(b) Goodwill and Intangible Assets

Section 3064, Goodwill and intangible assets, establishes revised standards for recognition, measurement, presentation and disclosure of goodwill and intangible assets. Concurrent with the introduction of this standard, the CICA withdrew EIC 27, Revenues and expenses during the pre-operating period. As a result of the withdrawal of EIC 27, the Company will no longer be able to defer costs and revenues incurred prior to commercial production at new operations. The new standard is effective as of January 1, 2009. The Company is currently assessing the impact of these new accounting standards on its consolidated financial statements.

**OUTLOOK**

CER believes that while the commercialization of its business has been slow in terms of revenue generation, the business strategy is still fundamentally sound. The company is continuing to develop several new products and services to be launched in the near future and is pleased to report that it has completed the development of certain ESP products which is an important step in the company’s commercialization strategy.