

## Unaudited Condensed Statements of Comprehensive Income For The Nine Months Period Ended 31 December 2015

	Individua	l Quarter	<b>Cumulative Quarter</b>		
	Current Year Quarter Ended	Prior Year Quarter Ended	Current Year To Date	Prior Year-To-Date	
	<b>31/12/2015</b> (RM'000)	<b>31/12/2014</b> (RM'000)	<b>31/12/2015</b> (RM'000)	<b>31/12/2014</b> (RM'000)	
Revenue	43,385	36,647	119,470	109,614	
Cost of sales / services	(17,570)	(15,404)	(48,907)	(44,138)	
Gross profit	25,815	21,243	70,563	65,476	
Other income	406	611	5,013	2,474	
Other expenses	(21,098)	(19,697)	(61,708)	(54,922)	
Results from operating activities	5,123	2,157	13,868	13,028	
Finance costs	(111)	(48)	(303)	(110)	
Interest income	354	393	1,357	1,171	
Share of results after tax of equity accounted associates	240	(4)	476	(209)	
Profit before tax	5,606	2,498	15,398	13,880	
Tax expense	(1,626)	(488)	(3,725)	(2,688)	
Profit for the financial period/year attributable to the owners of the Company	3,980	2,010	11,673	11,192	
Other comprehensive expenses, net of tax Item that may be subsequently reclassified to profit or loss:					
Foreign currency translation	(1,394)	1,009	1,373	902	
Total comprehensive income for the period/year attributable to the					
owners of the Company	2,586	3,019	13,046	12,094	
Earnings per share attributable to owners of the Company:		•			
Basic (sen)	2.15	1.09	6.29	6.05	
Diluted (sen)	1.91	0.94	5.56	5.20	

(The Condensed Consolidated Statements of Comprehensive Income should be read in conjunction with the Audited Financial Statements for the financial year ended 31 March 2015 and the accompanying explanatory notes attached to the Interim Financial Statements)

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### Esthetics International Group Berhad (408061-P)

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## Esthetics International Group Berhad (Company No : 408061-P)

#### Unaudited Condensed Consolidated Statements of Financial Position As At 31 December 2015

	As at 31/12/2015 (Unaudited) (RM '000)	As at 31/03/2015 (Audited) (RM '000)
ASSETS		
Non-current assets		
Property, plant and equipment	109,909	85,761
Intangible assets	3,572	3,612
Investment properties	1,055	1,055
Investments in associates	3,456	2,995
Receivables	13,423	10,680
Deferred tax assets	3,364	1,020
	134,779	105,123
Current assets		
Inventories	38,449	23,021
Receivables, deposits and prepayments	22,147	20,668
Tax recoverable	16	80
Cash and cash equivalents	45,714	63,905
<b>'</b>	106,326	107,674
TOTAL ASSETS	241,105	212,797
EQUITY AND LIABILITIES		
Share capital	92,800	92,750
Reserves	12,142	10,769
Retained earnings	43,829	35,866
TOTAL EQUITY/EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY	148,771	139,385
Non-current liabilities		
Borrowings	15,614	10,491
Deferred tax liabilities	199 15,813	179 10,670
	10,010	10,070
Current liabilities		
Deferred revenue	28,291	27,423
Payables and accruals	36,255	25,658
Borrowings	7,709	6,895
Taxation	4,266	2,766
TOTAL LIABILITIES	76,521	62,742
TOTAL LIABILITIES	92,334	73,412
TOTAL EQUITY AND LIABILITIES	241,105	212,797
Net assets per share attributable to owners of the Company (RM)	0.80	0.75

(The Condensed Consolidated Statements of Financial Position should be read in conjunction with the Audited Financial Statements for the financial year ended 31 March 2015 and the accompanying explanatory notes attached to the Interim Financial Statements)

## Esthetics International Group Berhad (Company No : 408061-P)

## Unaudited Condensed Consolidated Statements of Cash Flows For The Nine Months Period Ended 31 December 2015

Cash flows from operating activities         15,398         13,880           Profit before tax         15,398         13,880           Adjustments for: -         Depreciation of property, plant and equipment         6,447         5,332           Amortisation of development cost         42         18           Fair value loss derivative financial instrument         -         (8)           Gain on disposal of property, plant and equipment         (22)         (78)           Interest expense         303         110           Interest income         (1,357)         (1,171)           Property, plant and equipment written off         60         -           Inventories written off         829         432           Bad debts recovered         (37)         -           Share of results of equity accounted associates         (476)         209           Unrealised (gain)/loss on foreign exchange         (4,103)         (428)           Operating profit before working capital changes         (7,084         18,296           Changes in working capital         (290)         (8,528)           Receivables, deposits and prepayments         (290)         (8,528)           Payables and accruals         6,995         6,882           Deferred revenue         86
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Net cash used in investing activities (24,135) (23,330)
Cash flows from financing activities
Proceed from issuance of ordinary shares pursuant to warrants 50 291
Interest paid (303) (110)
Dividends paid to owners of the Company (3,710) (2,775)
Drawdown of term loan 4,326 10,718
Repayment of term loan (927) (335)
Net cash generated from financing activities (564) 7,789
Net decrease in cash and cash equivalents (19,427) (863)
Effect of exchange rate fluctuations on cash held 1,236 673
Cash and cash equivalents at beginning of financial year 63,905 59,917
Cash and cash equivalents at end of financial period 45,714 59,727
Cash and cash equivalents at end of financial period 45,714 59,727  Note: Cash and cash equivalents at end of financial period comprise:-  Short-term money market deposits with investment management companies 12,930 40,649 Cash and cash balances 32,784 19,078
<u>45,714</u> <u>59,727</u>

(The Condensed Consolidated Statements of Cash Flows should be read in conjunction with the Audited Financial Statements for the financial year ended 31 March 2015 and the accompanying explanatory attached to the Interim Financial Statements)

## Esthetics International Group Berhad (Company No : 408061-P)

#### Unaudited Condensed Consolidated Statements of Changes in Equity For The Nine Months Period Ended 31 December 2015

	<		<i>Distributable</i> Retained Earnings	Attributable to Owners Of The Company/Total Equity		
	(RM '000)	(RM '000)	(RM '000)	(RM '000)	(RM '000)	(RM '000)
At 1 April 2015	92,750	5,632	4,575	562	35,866	139,385
Profit for the financial period	-	-	-	-	11,673	11,673
Other comprehensive expenses, net of tax - Exchange differences on translation of the financial statements of foreign entities	-	-	-	1,373	· -	1,373
Total comprehensive income for the period	-	-	-	1,373	11,673	13,046
Transactions with owners Issuance of ordinary shares pursuant to warrant Dividends paid	50	9	(9) -	-	- (3,710)	50 (3,710)
At 31 December 2015	92,800	5,641	4,566	1,935	43,829	148,771
At 1 April 2014	92,459	5,581	4,626	(1,257)	25,261	126,670
Profit for the financial period	-	-	_	•	11,192	11,192
Other comprehensive expenses, net of tax - Exchange differences on translaton of the financial statements of foreign entities	-	-	-	902	-	902
Total comprehensive income for the period	-	-	-	902	11,192	12,094
Transactions with owners Issuance of ordinary shares pursuant to warrant Dividends paid	291 -	51 -	(51) -	-	(2,775)	291 (2,775)
At 31 December 2014	92,750	5,632	4,575	(355)	33,678	136,280

#### Part A: Explanatory Notes Pursuant to MFRS 134

#### A1. Basis of preparation and accounting policies

The condensed consolidated interim financial statements have been prepared in accordance with MFRS 134: Interim Financial Reporting issued by the Malaysian Accounting Standards Board and Paragraph 9.22 of the Main Market Listing Requirements of Bursa Malaysia Securities Berhad.

The interim financial statements should be read in conjunction with the audited financial statements of the Group for the financial year ended 31 March 2015. The accounting policies and methods of computation adopted by the Group in the interim financial statements are consistent with those adopted in the financial statements of the Group for the financial year ended 31 March 2015 except for the adoption of the following standards applicable to the Group's financial year beginning 1 April 2015:

#### Amendments/Improvements to MFRSs

Amendments/I	mprovements to MFRSs	<b>Effective Date</b>
MFRS 1	First-time Adoption of Malaysian Financial Reporting	1 July 2014
	Standards	
MFRS 2	Share-based Payment	1 July 2014
MFRS 3	Business Combinations	1 July 2014
MFRS 8	Operating Segments	1 July 2014
MFRS 13	Fair Value Measurement	1 July 2014
MFRS 116	Property, Plant and Equipment	1 July 2014
MFRS 119	Employees Benefits	1 July 2014
MFRS 124	Related Party Disclosures	1 July 2014
MFRS 138	Intangible Assets	1 July 2014
MFRS 140	Investment Property	1 July 2014

#### New and amendments/improvement to MFRSs that are issued, but not yet effective

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N. MEDG.		Effective for financial periods beginning on or after
New MFRSs		
MFRS 9	Financial Instruments	1 January 2018
MFRS 15	Revenue from Contracts with Customers	1 January 2018
Amendments/ MFRS 5	/Improvements to MFRSs  Non-Current Asset Held for Sale and Discontinued Operations	1 January 2016
MFRS 7	Financial Instruments: Disclosures	1 January 2016
MFRS 10	Consolidated Financial Statements	To be determined by
		MASB
MFRS 11	Joint Arrangement	1 January 2016
MFRS 12	Disclosure of Interests in Other Entities	1 January 2016
MFRS 101	Presentation of Financial Statements	1 January 2016
MFRS 116	Property, Plant and Equipment	1 January 2016

#### A1. Basis of preparation and accounting policies (cont'd)

MFRS 119	Employee Benefits	1 January 2016
<b>MFRS 127</b>	Separate Financial Statements	1 January 2016
MFRS 128	Investments in Associates and Joint Ventures	To be determined by
		MASB
MFRS 138	Intangible Assets	1 January 2016

The adoption of the above new and amendments/improvements to MFRSs, are not expected to have any material financial impact to the current financial year upon their initial adoption.

#### A2. Auditors' report on preceding annual financial statements

The auditors' report on the financial statements of the Group for the financial year ended 31 March 2015 was not subject to any qualification.

#### A3. Seasonal or cyclical factors

The business operations of the Group are customarily affected by seasonal and festivity sales.

#### A4. Exceptional Items

There were no exceptional items during the quarter under review.

#### A5. Material changes in accounting estimates

There were no changes in estimates of amounts reported in the annual financial statements of the Group for the financial year ended 31 March 2015 that may have a material effect on the current quarter ended 31 December 2015.

#### A6. Issuance and / or repayment of debt and equity instruments

During the quarter under review, 100,000 Warrants were exercised which resulted in the issuance of 100,000 new ordinary shares of RM0.50 each which were thereafter listed on the Main Market of Bursa Malaysia Securities Berhad.

Subsequent to the current quarter ended 31 December 2015 and up to 19 February 2016, a total of 51,999,400 Warrants remained unexercised.

Save for the above, there were no other issuance, repurchase and/or repayment of debt and equity instruments for the current quarter ended 31 December 2015.

#### A7. Dividends paid

The Company paid a final single-tier dividend of 4% (2.0 sen) per ordinary share on 12 October 2015, amounting to RM3.71 million in respect of the previous financial year ended 31 March 2015, which was approved by the shareholders of the Company at the Annual General Meeting on 25 August 2015.

## A8. Segmental information

## Quarter ended 31 December

	Profes services : RM	and sales	Prod distrib RM'(	ution	Othe RM'		To:	
Revenue	2015	2014	2015	2014	2015	2014	2015	2014
Total revenue	24,337	21,158	27,595	20,827	1,789	6,363	53,721	48,348
Inter-segment revenue		-	(8,631)	(5,391)	(1,705)	(6,310)	(10,336)	(11,701)
External revenue	24,337	21,158	18,964	15,436	84	53	43,385	36,647
Segment results	1,828	688	3,257	1,458	38	11	5,123	2,157
Finance costs Interest income Share of results of equit	•						(111) 354 240	(48) 393
accounted associates								(4)
Profit before tax Taxation							5,606 (1,626)	2,498 (488)
Profit after tax						-	3,980	2,010

### Year ended 31 December

	Profes services RM	and sales	Prod distrib RM'	ution	Othe RM'		To RM'	
Revenue	2015	2014	2015	2014	2015	2014	2015	2014
Total revenue	67,557	62,785	75,304	62,082	5,402	9,422	148,263	134,289
Inter-segment revenue	_	-	(23,632)	(15,405)	(5,161)	(9,270)	(28,793)	(24,675)
External revenue	67,557	62,785	51,672	46,677	241	152	119,470	109,614
Segment results	6,759	5,652	6,108	6,120	1,001	1,256	13,868	13,028
Finance costs							(303)	(110)
Interest income							1,357	1,171
Share of results of equit accounted associates	•						476	(209)
Profit before tax						•	15,398	13,880
Taxation							(3,725)	(2,688)
Profit after tax							11,673	11,192

<sup>\*</sup> Others mainly consist of investment holding, education and training.

#### A9. Valuation of property, plant and equipment

Property, plant and equipment are carried at cost less accumulated depreciation. Accordingly, no valuations have been brought forward from the previous annual financial statements.

#### A10. Subsequent events

On 29 January 2016, the Company entered into a binding Sale and Purchase Agreement ('SPA') to dispose of its 25% holding of the share capital in Medklinn Holdings Sdn Bhd ('MHSB') for RM2.1 million, of which RM1.0 million was paid on signing of the SPA with the balance RM1.1 million to be paid within 3 months from the date of the SPA. The carrying value of the Group's shareholding in MHSB was RM1.6 million as at 31 December 2015.

Other than the above, there were no significant events subsequent to the end of the current quarter up to the date of this report that have not been reflected in the financial statements for the current quarter under review.

#### A11. Changes in composition of the Group

There were no changes in the composition of the Group for the current quarter ended 31 December 2015.

#### A12. Changes in contingent liabilities and contingent assets

There were no major contingent liabilities or contingent assets as at 31 December 2015.

#### A13. Commitments

#### (a) Capital commitments

	As at 31/12/2015 RM'000	As at 31/3/2015 RM'000
Property, plant and equipment Approved and contracted for Approved but not contracted for	1,300	9,269 3,447
	1,300	12,716

## (b) Non-cancellable operating lease commitments in respect of certain rented premises by subsidiaries as follows:

	As at 31/12/2015	As at 31/3/2015
	RM'000	RM'000
Less than one year	19,828	15,998
Between one and five years	12,427	11,795
	32,225	27,793

#### A14. Related party transactions

There were no material related party transactions during the current quarter ended 31 December 2015.

# <u>Part B - Explanatory Notes Pursuant to Appendix 9B of the Main Market Listing Requirements of Bursa Malaysia Securities Berhad</u>

#### B1. Review of performance

Quarter ended 31 December 2015 ('3Q16') compared with quarter ended 31 December 2014 ('3Q15')

Trading conditions continued to be challenging during 3Q16 as consumer sentiment and economic growth remained weak. In Malaysia, the Consumer Sentiment Index measured by the Malaysian Institute of Economic Research weakened further during 3Q16 to a new record low of 63 points as compared to 83 points in the prior year. In Singapore, retail sales excluding motor vehicles declined by 3.6% compared to the prior year while in Hong Kong retail sales declined by 8.5% year-on-year.

Against this backdrop, the Group recorded revenue of RM43.4 million for 3Q16, which was 18.4% higher than 3Q15. This was contributed by the Group's new brands and products, brand building and promotional activities as competitors continued aggressive promotions in the current environment, as well as higher contributions from the Group's operations in Singapore and Hong Kong due to the strengthening of the HKD and SGD against the MYR by 27% and 17% respectively as compared to 3Q15. Profit before tax of RM5.6 million was RM3.1 million higher than 3Q15 due to the higher revenue in the current quarter as well as the absence of one-off accruals associated with the implementation of GST which had been incurred in 3Q15.

Professional Services and Sales (Corporate Outlets) revenue of RM24.3 million was 15.0% higher than 3Q15, while operating profit was RM1.1 million higher to RM1.8 million. During the quarter, the Group opened 1 new AsterSpring salon, and rationalised 1 retail kiosk in order to refocus the Group's resources to areas with higher potential. The Group's network of Corporate Outlets comprised of 73 professional skin care salons and retail kiosks across Malaysia, Singapore, Hong Kong and Thailand as at 31 December 2015.

For the Product Distribution segment (Professional Distribution and Fast Moving Consumer Goods (FMCG)), 3Q16 revenue of RM19.0 million was 22.9% higher than 3Q15 while operating profit of RM3.3 million was higher by RM1.8 million.

On a geographic basis, the proportion of revenue from the regional and export business against the domestic business of the Group was 45% and 55% respectively.

# 9 months ended 31 December 2015 ('9M16') compared with 9 months ended 31 December 2014 ('9M15')

Group revenue increased by 9.0% to RM119.5 million for 9M16, while profit before tax was 10.9% higher at RM15.4 million, contributed by the Group's new brands and products, brand building and promotional activities, as well as higher contributions from the Group's operations in Singapore and Hong Kong due to the strengthening of the HKD and SGD against the MYR by 22% and 12% respectively as compared to 9M15.

Professional Services and Sales (Corporate Outlets) revenue increased by 7.6% to RM67.6 million for 9M16, while profit before tax of RM6.8 million was higher by RM1.1 million. During 9M16, the Group opened 7 new outlets comprising of 5 AsterSpring salons in Malaysia, Singapore and Thailand as well as 2 retail kiosks in Hong Kong. The Group also rationalised and closed 2 AsterSpring salons and 6 retail kiosks where the business potential was not as expected in order to refocus the Group's resources to areas with higher potential. Consequently, the Group owned and operated 73 professional skin care salons and retail kiosks across Malaysia, Singapore, Hong Kong and Thailand as at 31 December 2015.

Product Distribution (Professional Distribution and FMCG) revenue for 9M16 was 10.7% higher at RM51.7 million while operating profit remained at RM6.1 million due to higher inventory costs from the strengthening of the USD which was higher by 22% than 9M15, as well as brand building and promotional activities as competitors continued aggressive discounting and promotions given the challenging trading conditions.

The revenue contributed from the regional and export business against the domestic business of the Group was 44% and 56% respectively.

# B2. Material changes in the quarterly results compared to the results of the immediate preceding quarter ended 30 September 2015 ('2Q16')

The Group recorded revenue of RM43.4 million for 3Q16 as compared to revenue of RM41.0 million for 2Q16 due to seasonally higher revenue for the quarter while profit before tax remained at RM5.6 million due to higher inventory costs from the strengthening of the USD as well as brand building and promotional activities required in the current challenging trading conditions.

#### **B3.** Commentary on prospects

The beauty and wellness industry in the Group's markets is expected to achieve moderate growth over the longer term. However, should economic conditions deteriorate further, consumer spending, including spending for the beauty and wellness industry in the Group's markets, may be impacted over the short term.

Barring any adverse developments in local and regional market conditions, the Board continues to adopt focused and prudent strategies to execute the Group's strategic long-term priorities and continue to grow the core brands and businesses of the Group.

#### **B4.** Profit forecast

The Group does not provide profit forecasts.

#### **B5.** Profit before Tax

Tront before Tax	Individual Quarter Current Prior Quarter Quarter Ended Ended		Cumulative Quarter Current Prior Year-To- Year-To- Date Date	
	31/12/2015 RM'000	31/12/2014 RM'000	31/12/2015 RM'000	31/12/2014 RM'000
Profit before tax is arrived at after charging/(crediting):				
Depreciation of property, plant and equipment	2,252	1,857	6,447	5,332
Amortisation of development cost	15	6	42	18
Fair value (gain)/loss derivative		(6)		(9)
financial instrument Gain on disposal of property, plant	-	(6)	-	(8)
and equipment	(1)	(12)	(22)	(78)
Property, plant and equipment		, ,	,	` '
written off	8	-	60	-
Inventories written off	505	264	829	432
Bad debts recovered	(31)	-	(37)	-
Loss on deregistration of a subsidiary	_	-	412	2
Loss/(gain) on foreign exchange:				
- realised	(301)		(419)	
- unrealised	50	(509)	(4,103)	(428)
Interest expense	111	48	303	110
Interest income	(354)	` ,	(1,357)	* ' '
Rental expense	5,786	5,132	16,891	14,848
Rental income from investment	/4 <b>=</b> \	(10)	/50>	(FA)
properties	(17)	(18)	(53)	(54)

Save as disclosed above, the other items required under Appendix 9B Part A (16) of the Main Market Listing Requirements of Bursa Securities are not applicable.

#### **B6.** Tax expense

	Individua Current Quarter Ended 31/12/2015 RM'000	al Quarter Prior Quarter Ended 31/12/2014 RM'000	Cumulativ Current Year-To- Date 31/12/2015 RM'000	Prior Year-To- Date
Current tax - For the financial period/year	4,220	534	6,072	3,032
Deferred tax	4,220 (2,594)	534 (46)	6,072 (2,347)	3,032 (344)
Tax expense	1,626	488	3,725	2,688

The Group's effective tax rate for the current quarter ended 31 December 2015 was higher than the Malaysian statutory income tax rate due to non deductibility of certain expenses.

### B7. Status of corporate proposal announced

There were no new corporate proposals announced but not completed as at 19 February 2016.

#### B8. Borrowings and debt securities

	As at 31/12/2015 RM'000	As at 31/3/2015 RM'000
Short Term Borrowings		
Secured:		
Hong Kong Dollar	7,130	6,539
Singapore Dollar	579	356
. ·	7,709	6,895
Long Term Borrowings: Secured:		
Singapore Dollar	15,614	10,491
Total Borrowings	23,323	17,386

The borrowings as at 31 December 2015 were solely for the part financing of the Group's corporate offices in Hong Kong and Singapore.

There was no unsecured debt as at end of the reporting period. Borrowings denominated in foreign currencies are stated at Ringgit Malaysia equivalent as at the reporting date.

#### B9. Changes in material litigation

There was no material litigation against the Group as at the reporting date.

#### B10. Realised and unrealised Profits/Losses Disclosure

	As at 31/12/2015 RM'000	As at 31/12/2014 RM'000
Total retained earnings of the Company and its subsidiaries		
- realised	41,244	33,283
- unrealised	3,985	957
	45,229	34,240
Share of accumulated losses from associates - realised	(2,830)	(3,323)
	42,399	30,917
Less: Consolidation adjustments	1,430	2,761
Total retained earnings of the Group	43,829	33,678

#### B11. Dividend proposed or declared

- (a) No interim dividend has been proposed or declared for the current quarter ended 31 December 2015.
- (b) The total dividend declared for the current financial period ended 31 December 2015 is 3.0% (1.5 sen per ordinary share), which was paid on 12 January 2016.

#### B12. Basic and diluted earnings per share

	Individual Quarter Current Prior Year		Cumulative Quarter		
Basic earnings per share	Year Quarter Ended 31/12/2015 RM'000	Quarter Ended 31/12/2014 RM'000	Current Year-To- Date 31/12/2015 RM'000	Prior Year- To-Date 31/12/2014 RM'000	
Profit attributable to owners of the Company (RM'000)	3,980	) 2,010	0 11,673	3 11,192	
Number of shares in issue at beginning of the financial year ('000) Effect of exercise of warrants ('000) Weighted average number of ordinary shares in issue ('000)	185,501 185,540	150	6 13	3 106	
Basic earnings per ordinary shares of RM0.50 each (sen)	2.15				
Diluted earnings per share					
Profit attributable to owners of the Company (RM'000)	3,980	2,010	0 11,673	3 11,192	
Weighted average number of ordinary shares in issue ('000) Effect of dilutive potential ordinary	185,540	ŕ	,	ŕ	
shares – Warrants ('000) Adjusted weighted average number of ordinary shares for calculating diluted earnings per ordinary share ('000)	23,05′				
Basic earnings per ordinary shares of RM0.50 each (sen)	1.93		-		

#### B13. Authorised for issue

The interim financial statements were authorised for issue by the Board of Directors in accordance with a resolution of the Directors on 26 February 2016.