

esthetics international group ESTHETICS INTERNATIONAL GROUP BERHAD (Company No : 408061-P)

# Unaudited Condensed Statements of Comprehensive Income For The Six Months Period Ended 30 September 2016

Individual Quarter

Cumulative Quarter

	Individua	l Quarter	Cumulati	ve Quarter
	Current Year Quarter Ended 30/09/2016 (RM'000)	Prior Year Quarter Ended 30/09/2015 (RM'000)	Current Year To Date 30/09/2016 (RM'000)	Prior Year-To-Date 30/09/2015 (RM'000)
Revenue	41,290	41,016	78,941	76,085
Cost of sales / services	(16,995)	(17,085)	(32,065)	(31,337)
Gross profit	24,295	23,931	46,876	44,748
Other income	148	56	734	315
Other gains / (losses)	780	3,027	1,589	3,828
Other expenses	(21,298)	(21,468)	(41,521)	(40,146)
Results from operating activities	3,925	5,546	7,678	8,745
Finance costs	(125)	(107)	(221)	(192)
Interest income	556	546	1,092	1,003
Share of results after tax of equity accounted associates	(299)	(348)	(447)	236
Profit before tax	4,057	5,637	8,102	9,792
Tax expense	(1,011)	(1,250)	(2,139)	(2,099)
Profit for the financial period attributable to the owners of the Company	3,046	4,387	5,963	7,693
Other comprehensive expenses, net of tax Item that may be subsequently reclassified to profit or loss:				
Foreign currency translation	470	2,517	779	2,767
Total comprehensive income for the period/year attributable to the	2.516	6 904	6,742	10,460
owners of the Company	3,516	6,904	0,142	10,400
Earnings per share attributable to owners of the Company:				
Basic (sen)	1.31	2.36	2.56	4.15
Diluted (sen)	1.30	2.09	2.55	3.65

(The Condensed Consolidated Statements of Comprehensive Income should be read in conjunction with the Audited Financial Statements for the financial year ended 31 March 2016 and the accompanying explanatory notes attached to the Interim Financial Statements)

### 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 30 September 2016

	As at 30/09/2016 (Unaudited) (RM '000)	As at 31/03/2016 (Audited) (RM '000)
ASSETS		
Non-current assets	-	
Property, plant and equipment	106,268	105,669
Intangible assets	3,610	3,592
Investment properties	1,055	1,055
Investments in associates	1,117	1,555
Receivables	10,648	10,012
Deferred tax assets	4,212	4,347
	126,910	126,230
Current assets		
Inventories	33,420	37,589
Receivables, deposits and prepayments	24,890	24,337
Short term cash investments	42,002	34,373
Cash and bank balances	28,764	28,648
	129,076	124,947
TOTAL ASSETS	255,986	251,177
EQUITY AND LIABILITIES		
Share capital	117,083	116,200
Reserves	10,764	9,985
Retained earnings	51,712	45,749
TOTAL EQUITY/EQUITY ATTRIBUTABLE TO	1	
OWNERS OF THE COMPANY	179,559	171,934
Non-current liabilities		
Borrowings	18,566	18,028
Deferred tax liabilities	196	187
	18,762	18,215
Current liabilities		
Deferred revenue	25,613	26,832
Payables and accruals	22,732	23,477
Borrowings	7,184	7,134
Taxation	2,136	3,585
	57,665	61,028
TOTAL LIABILITIES	76,427	79,243
TOTAL EQUITY AND LIABILITIES	255,986	251,177
Net assets per share attributable to owners of the Company (RM)	0.77	0.74

(The Condensed Consolidated Statements of Financial Position should be read in conjunction with the Audited Financial Statements for the financial year ended 31 March 2016 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 Six Months Period Ended 30 September 2016

	Current Year To Date (RM '000)	Prior Year-To-Date (RM '000)
Cash flows from operating activities	(13	
Profit before tax	8,102	9,792
Adjustments for : -		
Depreciation of property, plant and equipment	4,482	4,195
Amortisation of development cost	42	27
Gain on disposal of property, plant and equipment	(25)	(21)
Interest expense	221	192
Income from short term money market	(629)	(755)
Interest income	(463)	(248)
Property, plant and equipment written off	4	52
Inventories written off	567	324
Bad debts recovered	-	(6)
Share of results of equity accounted associates	447	(236)
Unrealised gain on foreign exchange	(1,761)	(4,153)
Operating profit before working capital changes	10,987	9,163
Changes in working capital		
Inventories	3,602	(10,023)
Receivables, deposits and prepayments	1,192	553
Payables and accruals	(1,892)	5,318
Deferred revenue	(1,219)	334
Cash generated from operating activities	12,670	5,345
Interest and short term money market income received	1,092	1,003
Tax paid	(3,444)	(1,499)
Tax refunded	40.040	51
Net cash from operating activities	10,318	4,900
Cash flows used in investing activities		
Acquisition of property, plant and equipment	(2,338)	(21,749)
Acquisition of intangible assets	(58)	` -
Advances to associates	(636)	(600)
Proceeds from disposal of property, plant and equipment	34	21
(Placement in) / redemption of short term cash investments	(7,629)	18,422
Net cash used in investing activities	(10,627)	(3,906)
Cash flows from financing activities		
Proceed from issuance of ordinary shares pursuant to warrants	883	-
Interest paid	(221)	(192)
Drawdown of term loan	-	4,440
Repayment of term loan	(590)	(481)
Net cash from financing activities	72	3,767
Net (decrease)/increase in cash and cash equivalents	(237)	4,761
Effect of exchange rate fluctuations on cash held	353	906
Cash and cash equivalents at beginning of financial year	28,648	23,898
Cash and cash equivalents at end of financial year	28,764	29,565

(The Condensed Consolidated Statements of Cash Flows should be read in conjunction with the Audited Financial Statements for the financial year ended 31 March 2016 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 Six Months Period Ended 30 September 2016

	Share Capital (RM '000)	Non-distr Share Premium (RM '000)	ributable Warrant Reserve (RM '000)	Translation Reserve (RM '000)	Distributable Retained Earnings (RM '000)	Attributable to Owners Of The Company/Total Equity (RM '000)
At 1 April 2016	116,200	9,751	456	(222)	45,749	171,934
Profit for the financial period  Other comprehensive expenses, net of tax	-	=	_	_	5,963	5,963
Exchange differences on translation of the financial statements of foreign entities	-	-	-	779	-	779
Total comprehensive income for the period	-	-	-	779	5,963	6,742
Transactions with owners Issuance of ordinary shares pursuant to warrant	883	155	(155)	per l	-	883
At 30 September 2016	117,083	9,906	301	557	51,712	179,559
At 1 April 2015	92,750	5,632	4,575	562	35,866	139,385
Profit for the financial period	-	-	•		7,693	7,693
Other comprehensive expenses, net of tax - Exchange differences on translaton of the financial statements of foreign entities	-	-	-	2,767	-	2,767
Total comprehensive income for the period	-	=	-	2,767	7,693	10,460
At 30 September 2015	92,750	5,632	4,575	3,329	43,559	149,845

#### 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 2016. 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 2016 except for the adoption of the following standards applicable to the Group's financial year beginning 1 April 2016:

#### Amendments/Improvements to MFRSs

Amendments/	Improvements to MFRSs	<b>Effective Date</b>
MFRS 5	Non-Current Asset Held for Sale and Discontinued	1 January 2016
	Operations	
MFRS 7	Financial Instruments: Disclosures	1 January 2016
MFRS 10	Consolidated Financial Statements	1 January 2016
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
MFRS 119	Employee Benefits	1 January 2016
MFRS 127	Separate Financial Statements	1 January 2016
MFRS 128	Investments in Associates and Joint Ventures	1 January 2016
MFRS 138	Intangible Assets	1 January 2016

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

New MFRSs		Effective for financial periods beginning on or after
MFRS 9	Financial Instruments	1 January 2018
MFRS 15	Revenue from Contracts with Customers	1 January 2018
MFRS 16	Leases	1 January 2019
Amendments/In	mprovements to MFRSs	
MFRS 2	Classification an Measurement of Share-based	1 January 2018
	Payment Transactions	
MFRS 10	Consolidated Financial Statements	Deferred
MFRS 107	Statement of Cash Flows	1 January 2017
MFRS 112	Income Taxes	1 January 2017
MFRS 128	Investments in Associates and Joint Ventures	Deferred

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 2016 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 2016 that may have a material effect on the current quarter ended 30 September 2016.

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

During the quarter under review, 1,765,300 Warrants were exercised which resulted in the issuance of 1,765,300 new ordinary shares of RM0.50 each which were thereafter listed on the Main Market of Bursa Malaysia Securities Berhad.

Subsequent to the quarter ended 30 September 2016 and up to 15 November 2016, a total of 3,423,524 Warrants remained unexercised.

Save for the above, there were no issuance, repurchase and/or repayment of debt and equity instruments for the current quarter ended 30 September 2016.

#### A7. Dividends paid

The shareholders of the Company approved a final single-tier dividend of 4% (2.0 sen) per ordinary share in respect of previous financial year ended 31 March 2016 at the Annual General Meeting on 25 August 2016. The dividend was paid on 19 October 2016.

## A8. Segmental information

# Quarter ended 30 September

	Profes services RM	and sales	Prod distrib RM'	ution	Other		To RM'	
Revenue	2016	2015	2016	2015	2016	2015	2016	2015
Total revenue	24,581	23,251	21,726	26,346	7,139	1,827	53,446	51,424
Inter-segment revenue	_	-	(5,151)	(8,674)	(7,005)	(1,734)	(12,156)	(10,408)
External revenue	24,581	23,251	16,575	17,672	134	93	41,290	41,016
Segment results	3,178	2,965	372	1,922	375	659	3,925	5,546
Finance costs							(125)	(107)
Interest income							556	546
Share of results of equit accounted associates	•						(299)	(348)
Profit before tax						_	4,057	5,637
Taxation							(1,011)	(1,250)
Profit after tax						_	3,046	4,387

# Year ended 30 September

	Profes services RM	and sales	Prod distrib RM'	ution	Other RM'(		To RM'	
Revenue	2016	2015	2016	2015	2016	2015	2016	2015
Total revenue	47,843	43,220	42,449	47,709	9,039	3,613	99,331	94,542
Inter-segment revenue	_	-	(11,581)	(15,001)	(8,809)	(3,456)	(20,390)	(18,457)
External revenue	47,843	43,220	30,868	32,708	230	157	78,941	76,085
Segment results	5,948	4,931	1,590	2,851	140	963	7,678	8,745
Finance costs							(221)	(192)
Interest income							1,092	1,003
Share of results of equit accounted associates	•						(447)	236
Profit before tax						-	8,102	9,792
Taxation							(2,139)	(2,099)
Profit after tax							5,963	7,693

st Others mainly consist of investment holding, education, training and e-commerce.

## 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

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 other material changes in the composition of the Group for the current quarter ended 30 September 2016.

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

There were no major contingent liabilities or contingent assets as at 30 September 2016.

#### A13. Commitments

#### (a) Capital commitments

	As at 30/9/2016 RM'000	As at 31/3/2016 RM'000
Property, plant and equipment		
Approved and contracted for	971	225
Approved but not contracted for	274	1,145
	1,245	1,370

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

	As at 30/9/2016 RM'000	As at 31/3/2016 RM'000
Less than one year Between one and five years	17,573 12,882	17,155 9,396
	30,455	26,551

#### A14. Related party transactions

There were no material related party transactions during the current quarter ended 30 September 2016.

# <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 30 September 2016 ('2Q17') compared with quarter ended 30 September 2015 ('2Q16')

Trading conditions continued to be challenging during 2Q17 as consumer sentiment and economic growth remained weak across the region.

The Group recorded revenue of RM41.3 million for 2Q17, which was marginally higher by RM0.3 million as compared to 2Q16. This was contributed by the Group's brand building activities, new products and strategic promotional activities. However, the Group's profit before tax of RM4.1 million was lower by RM1.6 million, mainly due to lower net foreign exchange gains, which was RM2.3 million lower as compared to 2Q16.

Professional Services and Sales (Corporate Outlets) revenue of RM24.6 million was 5.7% higher than 2Q16, while operating profit was 7.2% higher to RM3.2 million. During the quarter, the Group opened 1 new retail kiosk and rationalised 2 professional skin care salons and 5 retail kiosks to refocus the Group's resources to areas of higher potential. The Group's network of Corporate Outlets comprised of 69 AsterSpring professional skin care salons and retail kiosks across Malaysia, Singapore, Hong Kong and Thailand as at 30 September 2016.

Product Distribution (Professional Distribution and Fast Moving Consumer Goods (FMCG)) revenue of RM16.6 million was 6.2% lower than 2Q16 due to more challenging trading conditions regionally. Operating profit was RM1.6 million lower than 2Q16 due to lower net foreign exchange gains which were RM0.5 million lower than 2Q16, as well as brand building and promotional activities undertaken during the quarter.

On a geographic basis, the proportion of revenue from the regional and export business against the domestic business of the Group was 40% and 60% respectively.

# Half year ended 30 September 2016 ('1H17') compared with half year ended 30 September 2015 ('1H16')

Group revenue increased by RM2.9 million or 3.8% to RM78.9 million for 1H17, while profit before tax of RM8.1 million was lower by RM1.7 million due to higher net foreign exchange gains by RM2.7 million in 1H16.

Professional Services and Sales (Corporate Outlets) revenue increased by 10.7% to RM47.8 million for 1H17, while profit before tax of RM5.9 million was RM1.0 million higher than 1H16. During 1H17, the Group opened 2 new outlets comprising of 1 AsterSpring salon and 1 retail kiosk, and rationalised 2 AsterSpring salons and 5 retail kiosks, where the business potential was not as expected in order to refocus the Group's resources to areas with higher potential.

Product Distribution (Professional Distribution and FMCG) revenue for 1H17 was 5.6% lower at RM30.9 million, while profit before tax of RM1.6 million was lower by RM1.3 million due to brand building and promotional activities required with competitors continuing aggressive discounting and promotions in the current environment.

The revenue contributed from the regional and export business against domestic business of the Group was 39% and 61% respectively.

# B2. Material changes in the quarterly results compared to the results of the immediate preceding quarter ended 30 June 2016 ('1Q17')

The Group recorded revenue of RM41.3 million and profit before tax of RM4.1 million for 2Q17 as compared to revenue of RM37.7 million and profit before tax of RM4.0 million for 1Q17. The higher revenue for 2Q17 is due to seasonally higher revenue as compared to 1Q17, while profit before tax was marginally higher by RM0.1 million after offsetting higher brand building and promotional activities undertaken during 2Q17.

#### **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 continue to 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 to grow the core brands and businesses of the Group.

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

The Group does not provide profit forecasts.

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

	Individua Current Quarter Ended 30/9/2016 RM'000	l Quarter Prior Quarter Ended 30/9/2015 RM'000	Cumulativ Current Year-To- Date 30/9/2016 RM'000	e Quarter Prior Year-To- Date 30/9/2015 RM'000
Profit before tax is arrived at after				
charging/(crediting):				
Depreciation of property, plant and				
equipment	2,262	2,152	4,482	4,195
Amortisation of development cost	21	13	42	27
Gain on disposal of property, plant				
and equipment	(25)	(21)	(25)	(21)
Property, plant and equipment				
written off	2	48	4	52
Inventories written off	423	269	567	324
Bad debts recovered	-	(6)	-	(6)
Loss on deregistration of a subsidiary	-	-	-	412
Loss/(gain) on foreign exchange:	(1)	(100)	102	(110)
- realised	(1)	(182)	193	(118)
- unrealised	(759) 125	(2,877)	(1,761)	(4,153)
Interest expense		107	221	192
Interest income from short term money market Interest income	(278)	(486)	(629)	(755)
	(278)	(60) 5 824	(463)	(248) 11,105
Rental expense Rental income from investment	5,810	5,824	11,373	11,103
properties	(14)	(18)	(27)	(36)

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.

<b>B6.</b> Tax expense
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Tax expense	Individual Quarter		Cumulative Quarter	
	Current	Prior	Current	Prior
	Quarter Ended	Quarter Ended	Year-To- Date	Year-To- Date
	30/9/2016	30/9/2015	30/9/2016	30/9/2015
	RM'000	RM'000	RM'000	RM'000
Current tax				
- For the financial period	1,302	1,263	2,004	1,852
	1,302	1,263	2,004	1,852
Deferred tax	(291)	(13)	135	247
Tax expense	1,011	1,250	2,139	2,099

The Group's effective tax rate for the current quarter ended 30 September 2016 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 the date of this report.

### B8. Borrowings and debt securities

	As at 30/9/2016 RM'000	As at 31/3/2016 RM'000
Short Term Borrowings Secured:		
Hong Kong Dollar	6,516	6,498
Singapore Dollar	668	636
	7,184	7,134
Long Term Borrowings: Secured:		
Singapore Dollar	18,566	18,028
Total Borrowings	25,750	25,162

The borrowings as at 30 September 2016 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 30/09/2016 RM'000	As at 30/09/2015 RM'000
Total retained earnings of the Company and its subsidiaries		
- realised	47,824	43,736
- unrealised	5,777	1,404
Share of accumulated losses from associates	53,601	45,140
- realised	(3,169)	(3,054)
	50,432	42,086
Less: Consolidation adjustments	1,280	1,473
Total retained earnings of the Group	51,712	43,559

### B11. Dividend proposed or declared

The Board is pleased to declare and approve an interim single-tier dividend of 2.5% or 1.25 sen per ordinary share in respect of the financial year ending 31 March 2017.

The interim dividend shall be payable on 12 January 2017.

A Depositor shall qualify for entitlement to the interim dividend only in respect of:

- (i) Shares transferred into the Depositor's Securities Account on 15 December 2016 in respect of ordinary transfers; and
- (ii) Shares bought on Bursa Securities on a cum entitlement basis according to the Main Market Listing Requirements of Bursa Securities.

The total dividend for the 6 months ended 30 September 2016 is 1.25 sen per ordinary share (2015: 1.5 sen)

# B12. Basic and diluted earnings per share

	Individual Quarter Current Prior Year		Cumulative Quarter	
Basic earnings per share	Year Quarter Ended 30/9/2016 RM'000	Quarter Ended 30/9/2015 RM'000	Current Year-To- Date 30/9/2016 RM'000	Prior Year- To-Date 30/9/2015 RM'000
Profit attributable to owners of the Company (RM'000)	3,046	4,387	5,963	7,693
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)	232,401 648 233,049		232,401 326 232,727	
Basic earnings per ordinary shares of RM0.50 each (sen)	1.31	2.36	2.56	
Diluted earnings per share				
Profit attributable to owners of the Company (RM'000)	3,046	4,387	5,963	7,693
Weighted average number of ordinary shares in issue ('000) Effect of dilutive potential ordinary	233,049	185,501	232,727	185,501
shares – Warrants ('000) Adjusted weighted average number of	1,406	24,870	1,367	25,105
ordinary shares for calculating diluted earnings per ordinary share ('000)	234,455	210,371	234,094	210,606
Basic earnings per ordinary shares of RM0.50 each (sen)	1.30	2.09	2.55	3.65

## 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 22 November 2016.