

Unaudited Condensed Statements of Comprehensive Income For The Nine Months Period Ended 31 December 2016

	Individua	Individual Quarter		Cumulative Quarter		
	Current Year Quarter Ended 31/12/2016 (RM'000)	Prior Year Quarter Ended 31/12/2015 (RM'000)	Current Year To Date 31/12/2016 (RM'000)	Prior Year-To-Date 31/12/2015 (RM'000)		
Revenue	43,209	43,385	122,150	119,470		
Cost of sales / services	(18,288)	(17,570)	(50,353)	(48,907)		
Gross profit	24,921	25,815	71,797	70,563		
Other income	21	153	755	468		
Other gains / (losses)	3,139	244	4,728	4,072		
Other expenses	(22,375)	(21,089)	(63,896)	(61,235)		
Results from operating activities	5,706	5,123	13,384	13,868		
Finance costs	(128)	(111)	(349)	(303)		
Interest income	582	354	1,674	1,357		
Share of results after tax of equity accounted associates	(344)	240	(791)	476		
Profit before tax	5,816	5,606	13,918	15,398		
Tax expense	(1,647)	(1,626)	(3,786)	(3,725)		
Profit for the financial period attributable to the owners of the Company	4,169	3,980	10,132	11,673		
Other comprehensive expenses, net of tax Item that may be subsequently reclassified to profit or loss:						
Foreign currency translation	134	(1,394)	913	1,373		
Total comprehensive income for the period/year attributable to the owners of the Company	4,303	2,586	11,045	13,046		
Earnings per share attributable to owners of the Company:						
Basic (sen) Diluted (sen)	1.77 1.77	2.15 1.91	4.34 4.34	6.29 5.56		

(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 31 December 2016

	As at 31/12/2016 (Unaudited)	As at 31/03/2016 (Audited)
	(RM '000)	(RM '000)
ACCETO		
ASSETS Non-current assets		
Property, plant and equipment	108,914	105,669
Intangible assets	3,594	3,592
Investment properties	1,055	1,055
Investments in associates	750	1,555
Receivables	11,147	10,012
Deferred tax assets	4,436	4,347
	129,896	126,230
Current assets	20.000	27 590
Inventories	29,606	37,589
Receivables, deposits and prepayments Short term cash investments	28,007 39,628	24,337 34,373
Cash and bank balances	39,626 30,671	28,648
Cash and pank palances	127,912	124,947
TOTAL ASSETS	257,808	251,177
TO THE HOOL TO	201,000	201,171
EQUITY AND LIABILITIES		
Share capital	118,573	116,200
Reserves	10,898	9,985
Retained earnings	51,200	45,749
TOTAL EQUITY/EQUITY ATTRIBUTABLE TO		· · · · · ·
OWNERS OF THE COMPANY	180,671	171,934
Non-current liabilities		
Borrowings	18,753	18,028
Deferred tax liabilities	200	187
	18,953	18,215
Current liabilities		
Deferred revenue	27,137	26,832
Payables and accruals	22,221	23,477
Borrowings	7,690	7,134
Taxation	1,136	3,585
	58,184	61,028
TOTAL LIABILITIES	77,137	79,243
TOTAL EQUITY AND LIABILITIES	257,808	251,177
Net assets per share attributable to owners of the Company (RM)	0.76	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 Nine Months Period Ended 31 December 2016

	Current Year	Prior
	To Date	Year-To-Date
Cash flows from operating activities	(RM '000)	(RM '000)
Profit before tax	13,918	15,398
Adjustments for : -	13,310	15,550
Depreciation of property, plant and equipment	6,701	6,447
Amortisation of development cost	64	42
Gain on disposal of property, plant and equipment	(75)	(22)
Interest expense	349	303
Income from short term money market	(976)	(762)
Interest income	(698)	(595)
Property, plant and equipment written off	4	60
Inventories written off	967	829
Bad debts recovered	-	(37)
Share of results of equity accounted associates	791	(476)
Unrealised gain on foreign exchange	(4,997)	(4,103)
Operating profit before working capital changes	16,048	17,084
Changes in working capital	,0,010	,
Inventories	7,016	(16,257)
Receivables, deposits and prepayments	1,298	462
Payables and accruals	(4,329)	6,995
Deferred revenue	305	868
Cash generated from operating activities	20,338	9,152
Interest and short term money market income received	1,674	1,357
Tax paid	(6,311)	(4,536)
Tax refunded	-	51
Net cash from operating activities	15,701	6,024
,		
Cash flows used in investing activities		
Acquisition of property, plant and equipment	(3,930)	(24,157)
Acquisition of intangible assets	(62)	-
Advances to associates	(1,135)	(752)
Proceeds from disposal of property, plant and equipment	83	22
(Placement in) / redemption of short term cash investments	(5,255)	27,077
Net cash (used in)/generated from investing activities	(10,299)	2,190
Cash flows used in financing activities		
Proceed from issuance of ordinary shares pursuant to warrants	2,373	50
Interest paid	(349)	(303)
Dividends paid to owners of the Company	(4,681)	(3,710)
Drawdown of term loan	-	4,326
Repayment of term loan	(1,177)	(927)
Net cash used in financing activities	(3,834)	(564)
Net increase in cash and cash equivalents	1,568	7,650
Effect of exchange rate fluctuations on cash held	455	1,236
Cash and cash equivalents at beginning of financial year	28,648	23,898
Cash and cash equivalents at end of financial period	30,671	32,784

(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 Nine Months Period Ended 31 December 2016

	<	Non-dist	ributable	·>	Distributable Attributable to			
	Share Capital	Share Premium	Warrant Reserve	Translation Reserve	Retained Earnings	Owners Of The Company/Total		
v ((RM '000)	(RM '000)	(RM '000)	(RM '000)	(RM '000)	Equity (RM '000)		
At 1 April 2016	116,200	9,751	456	(222)	45,749	171,934		
Profit for the financial period	-	-	-	-	10,132	10,132		
Other comprehensive expenses, net of tax - Exchange differences on translation of the financial statements of foreign entities		-	<u>-</u>	913	_	913		
Total comprehensive income for the period	-	-	_	913	10,132	11,045		
Transactions with owners Issuance of ordinary shares pursuant to warrant Dividends paid	2,373	416 -	(416) -	<u>-</u> -	- (4,681)	2,373 (4,681)		
At 31 December 2016	118,573	10,167	40	691	51,200	180,671		
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				4 272		4 272		
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		

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	Effective Date
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

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.

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

N. AGDG		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
MFRS 16	Leases	1 January 2019

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

New and amendments/improvement to MFRSs that are issued, but not yet effective (cont'd)

Effective for

		financial periods beginning on or after
Amendments/	Improvements to MFRSs	
MFRS 1	First-time Adoption of Malaysian Financial Reporting Standards	1 January 2018
MFRS 2	Classification an Measurement of Share-based Payment Transactions	1 January 2018
MFRS 4	Insurance Contracts	1 January 2018
MFRS 10	Consolidated Financial Statements	Deferred
MFRS 12	Disclosure of Interests in Other Entities	1 January 2017
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/1 January 2018
MFRS 140	Investment Property	1 January 2018
New IC Int		
IC Int 22	Foreign Currency Transactions and Advance Consideration	1 January 2018

Due to the complexity of these new MFRSs and amendments/improvements to MFRSs and New IC Int, the financial effects of their adoption are currently being assessed by the Group.

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 31 December 2016.

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

During the quarter under review, 2,979,544 Warrants were exercised which resulted in the issuance of 2,979,544 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 31 December 2016 and up to 3 January 2017, a total of 48,000 Warrants were exercised and the remaining 405,980 Warrants expired and were delisted from Bursa Malaysia Securities Berhad on 4 January 2017.

Save for the above, there was no issuance, repurchase and/or repayment of debt and equity instruments for the current quarter ended 31 December 2016.

A7. Dividends paid

The Company paid a final single-tier dividend of 4% (2.0 sen) per ordinary share on 19 October 2016, amounting to RM4.68 million in respect of previous financial year ended 31 March 2016, which was approved by the shareholders of the Company at the Annual General Meeting on 25 August 2016.

A8. Segmental information

Quarter ended 31 December

	Profes services : RM'	and sales	Prod distrib RM'(ution	Other RM'(To RM'	
Revenue	2016	2015	2016	2015	2016	2015	2016	2015
Total revenue	25,392	24,337	25,441	27,595	3,518	1,789	54,351	53,721
Inter-segment revenue	_	=	(7,770)	(8,631)	(3,372)	(1,705)	(11,142)	(10,336)
External revenue	25,392	24,337	17,671	18,964	146	84	43,209	43,385
Segment results	3,550	1,828	1,099	3,257	1,057	38	5,706	5,123
Finance costs							(128)	(111)
Interest income							582	354
Share of results of equit accounted associates	•						(344)	240
Profit before tax						_	5,816	5,606
Taxation							(1,647)	(1,626)
Profit after tax						_	4,169	3,980

Year ended 31 December

	Profes services RM	and sales	Prod distrib RM'	ution	Othe:		To:	
Revenue	2016	2015	2016	2015	2016	2015	2016	2015
Total revenue	73,235	67,557	67,890	75,304	12,557	5,402	153,682	148,263
Inter-segment revenue		_	(19,351)	(23,632)	(12,181)	(5,161)	(31,532)	(28,793)
External revenue	73,235	67,557	48,539	51,672	376	241	122,150	119,470
Segment results	9,498	6,759	2,689	6,108	1,197	1,001	13,384	13,868
Finance costs							(349)	(303)
Interest income							1,674	1,357
Share of results of equit accounted associates	•						(791)	476
Profit before tax						•	13,918	15,398
Taxation							(3,786)	(3,725)
Profit after tax							10,132	11,673

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 31 December 2016.

A12. Changes in contingent liabilities and contingent assets

There were no major contingent liabilities or contingent assets as at 31 December 2016.

A13. Commitments

(a) Capital commitments

•	As at 31/12/2016 RM'000	As at 31/3/2016 RM'000
Property, plant and equipment		
Approved and contracted for	-	225
Approved but not contracted for	869_	1,145
	869	1,370

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

	As at 31/12/2016	As at 31/3/2016
	RM'000	RM'000
Less than one year	18,781	17,155
Between one and five years	13,462	9,396
	32,243	26,551

A14. Related party transactions

There were no material related party transactions during the current quarter ended 31 December 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 31 December 2016 ('3Q17') compared with quarter ended 31 December 2015 ('3Q16')

Trading conditions continued to be challenging during 3Q17 as consumer sentiment and economic growth remained weak across the region. Against this backdrop, the Group recorded revenue of RM43.2 million for 3Q17, which was only marginally lower than 3Q16 by 0.4% due to the Group's investment in brand building and promotional activities. However, the Group's profit before tax was marginally higher by RM0.2 million to RM5.8 million, which was partly due to higher net foreign exchange gains recorded in 3Q17 as compared to 3Q16.

Professional Services and Sales (Corporate Outlets) revenue of RM25.4 million was 4.3% higher than 3Q16, while operating profit was RM1.7 million higher to RM3.6 million. During the quarter, the Group opened 3 new professional skin care salons and rationalised 5 professional skin care salons and 1 retail kiosk to refocus the Group's resources to areas of higher potential. The Group's network of Corporate Outlets comprised of 66 AsterSpring professional skin care salons and retail kiosks across Malaysia, Singapore, Hong Kong and Thailand as at 31 December 2016.

Product Distribution (Professional Distribution and Fast Moving Consumer Goods (FMCG)) revenue of RM17.7 million was 6.8% lower than 3Q16 due to more challenging trading conditions regionally. Operating profit was RM2.2 million lower than 3Q16 due to the lower revenue for the quarter, brand building and promotional activities undertaken during the quarter as well as the Group's initial investment in Indonesia.

On a geographic basis, the proportion of revenue from the regional and export business against the domestic business of the Group was 44% and 56% respectively.

9 months ended 31 December 2016 ('9M17') compared with 9 months ended 31 December 2015 ('9M16')

Group revenue increased by RM2.7 million or 2.2% to RM122.2 million, while profit before tax of RM13.9 million was lower by RM1.5 million due to higher brand building and promotional activities required as competitors continued aggressive discounting and promotions amidst the challenging trading conditions.

Professional Services and Sales (Corporate Outlets) revenue increased by 8.4% to RM73.2 million for 9M17, while profit before tax of RM9.5 million was RM2.7 million higher than 9M16. During 9M17, the Group opened 5 new outlets comprising of 4 AsterSpring salons and 1 retail kiosk, and rationalised 7 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.

Product Distribution (Professional Distribution and FMCG) revenue for 9M17 was 6.1% lower at RM48.5 million, while profit before tax of RM2.7 million was lower by RM3.4 million due to the lower revenue and brand building and promotional activities required in the current environment as well as the Group's initial investment in Indonesia.

The revenue contributed from the regional and export business against domestic business of the Group was 41% and 59% respectively.

B2. Material changes in the quarterly results compared to the results of the immediate preceding quarter ended 30 September 2016 ('2Q17')

The Group recorded revenue of RM43.2 million and profit before tax of RM5.8 million for 3Q17 as compared to revenue of RM41.3 million and profit before tax of RM4.1 million for 2Q17. The higher revenue for 3Q17 is due to seasonally higher revenue as compared to 2Q17, while profit before tax was higher by RM1.7 million due to higher net foreign exchange gains of RM3.1 million as compared to RM0.8 million in 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 31/12/2016 RM'000	l Quarter Prior Quarter Ended 31/12/2015 RM'000	Cumulativ Current Year-To- Date 31/12/2016 RM'000	e Quarter Prior Year-To- Date 31/12/2015 RM'000
Profit before tax is arrived at after				
charging/(crediting):				
Depreciation of property, plant and				
equipment	2,219	2,252	6,701	6,447
Amortisation of development cost	22	15	64	42
Gain on disposal of property, plant				
and equipment	(50)	(1)	(75)	(22)
Property, plant and equipment				
written off	-	8	4	60
Inventories written off	400	505	967	829
Bad debts recovered		(31)	-	(37)
Loss on deregistration of a subsidiary	-	-	-	412
Loss/(gain) on foreign exchange:				
- realised	147	(301)	340	(419)
- unrealised	(3,236)	50	(4,997)	(4,103)
Interest expense	128	111	349	303
Interest income from short term money market	(347)	(7)	(976)	(762)
Interest income	(235)	(347)	(698)	(595)
Rental expense	6,189	5,786	17,562	16,891
Rental income from investment				
properties	(16)	(17)	(43)	(53)

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
270.	1 ua	CADCHSC

	Individua Current Quarter Ended 31/12/2016 RM'000	al Quarter Prior Quarter Ended 31/12/2015 RM'000	Current Year-To- Date	Prior Prior Year-To- Date 31/12/2015 RM'000
Current tax - For the financial period	1,886	4,220	3,890	6,072
Deferred tax	1,886 (239)	4,220 (2,594)	3,890 (104)	6,072 (2,347)
Tax expense	1,647	1,626	3,786	3,725

The Group's effective tax rate for the current quarter ended 31 December 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

8	As at 31/12/2016 RM'000	As at 31/3/2016 RM'000
Short Term Borrowings		
Secured:		
Hong Kong Dollar	7,000	6,498
Singapore Dollar	690	636
	7,690	7,134
Long Term Borrowings: Secured:		
Singapore Dollar	18,753	18,028
Total Borrowings	26,443	25,162

The borrowings as at 31 December 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 31/12/2016 RM'000	As at 31/12/2015 RM'000
Total retained earnings of the Company and its subsidiaries		
- realised	44,227	41,244
- unrealised	9,233	3,985
Share of accumulated losses from associates	53,460	45,229
- realised	(3,466)	(2,830)
	49,994	42,399
Less: Consolidation adjustments	1,206	1,430
Total retained earnings of the Group	51,200	43,829

B11. Dividend proposed or declared

- (a) No interim dividend has been proposed or declared for the current quarter ended 31 December 2016.
- (b) The total dividend declared for the current financial period ended 31 December 2016 is 2.5% (1.25 sen per ordinary share), which was paid on 12 January 2017.

B12. Basic and diluted earnings per share

	Individual Quarter Current Prior Year		Cumulative Quarter		
	Year Quarter Ended	Quarter Ended	Year-To- Date	Prior Year- To-Date	
Basic earnings per share	31/12/2016 RM'000	31/12/2015 RM'000	31/12/2016 RM'000	31/12/2015 RM'000	
Profit attributable to owners of the Company (RM'000)	4,169	3,98	0 10,132	2 11,673	
Number of shares in issue at beginning of the financial year ('000)	g 234,166	5 185,50	1 232,40	185,501	
Effect of exercise of warrants ('000)	743			•	
Weighted average number of ordinary shares in issue ('000)	234,909	9 185,54	0 233,455	5 185,514	
Basic earnings per ordinary shares of RM0.50 each (sen)	1.77	7 2.1	5 4.34	1 6.29	
Diluted earnings per share					
Profit attributable to owners of the Company (RM'000)	4,169	3,98	0 10,132	2 11,673	
Weighted average number of ordinary shares in issue ('000)	234,909	9 185,54	0 233,455	5 185,514	
Effect of dilutive potential ordinary shares – Warrants ('000)	197	7 23,05	7 186	5 24,421	
Adjusted weighted average number of ordinary shares for calculating diluted earnings per ordinary share					
('000)	235,100	5 208,59	7 233,64	1 209,935	
Basic earnings per ordinary shares of RM0.50 each (sen)	1.7	7 1.9	1 4.34	4 5.56	

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 28 February 2017.