

ESTHETICS INTERNATIONAL GROUP BERHAD Company No : 199601035708 (408061-P)

Unaudited Condensed Statements of Comprehensive Income For The Six Months Period Ended 30 September 2023

	Individual	Quarter	Cumulative Quarter		
	Current Year Quarter Ended	Prior Year Quarter Ended	Current Year To Date	Prior Year-To-Date	
	30/09/2023 (RM'000)	30/09/2022 (RM'000)	30/09/2023 (RM'000)	30/09/2022 (RM'000)	
Revenue	46,687	40,532	89,032	76,220	
Cost of sales / services	(22,860)	(21,139)	(43,979)	(38,984)	
Gross profit	23,827	19,393	45,053	37,236	
Other income	95	659	124	947	
Other gains	83	856	1,498	1,239	
Other expenses	(22,353)	(21,522)	(44,756)	(41,739)	
Results from operating activities	1,652	(614)	1,919	(2,317)	
Finance costs	(426)	(296)	(816)	(601)	
Interest income	541	559	1,175	900	
Profit/(Loss) before tax	1,767	(351)	2,278	(2,018)	
Tax expense	(1,107)	(311)	(1,512)	(624)	
Profit/(Loss) for the financial period attributable to the owners of the Company	660	(662)	766	(2,642)	
Other comprehensive income, net of tax Item that may be subsequently reclassified to profit or loss:					
Foreign currency translation	(12)	708	1,486	1,654	
Total comprehensive income/(loss) for the period attributable to the owners of the Company	648	46	2,252	(988)	
Earnings/(Loss) per share attributable to owners of the Company:			·		
Basic (sen)	0.28	(0.28)	0.32	(1.11)	

(The Condensed Consolidated Statements of Comprehensive Income should be read in conjunction with the Audited Financial Statements for the financial year ended 31 March 2023 and the accompanying explanatory notes attached to the Interim Financial Statements)

Esthetics International Group Berhad Company No : 199601035708 (408061-P)

Unaudited Condensed Consolidated Statements of Financial Position As At 30 September 2023

	As at 30/09/2023 (Unaudited) (RM '000)	As at 31/03/2023 (Audited) (RM '000)
ASSETS		
Non-current assets		
Property, plant and equipment	28,709	28,128
Right-of-use assets	91,583	85,343
Intangible assets	1,548	1,618
Investment properties	2,828	2,828
Receivables	36,549	33,909
Deferred tax assets	4,726	5,351
	165,943	157,177
Current assets		
Inventories	45,677	42,492
Receivables, deposits and prepayments	21,063	22,669
Tax recoverable	1,074	934
Short term cash investments	1,247	14,095
Cash and bank balances	25,623	29,062
TOTAL ASSETS	94,684	109,252
TOTAL ASSETS	260,627	266,429
EQUITY AND LIABILITIES		
Share capital	128,768	128,768
Reserves	4,974	3,488
Retained earnings	30,199	29,433
TOTAL EQUITY/EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY	163,941	161,689
	100,041	101,000
Non-current liabilities		
Borrowings	15,574	15,407
Lease liabilities	12,185	9,714
Contract liabilities	1,550	2,792
Deferred tax liabilities	<u>10</u> 29,319	10 27,923
	29,319	21,923
Current liabilities		
Contract Liabilities	30,949	31,495
Payables and accruals	15,414	26,004
Borrowings	4,209	4,242
Lease liabilities	16,524	14,815
Tax Payable	271	261
TOTAL LIADULTICS	67,367	76,817
TOTAL LIABILITIES	96,686	104,740
TOTAL EQUITY AND LIABILITIES	260,627	266,429
Net assets per share attributable to owners of the Company (RM)	0.69	0.68

(The Condensed Consolidated Statements of Financial Position should be read in conjunction with the Audited Financial Statements for the financial year ended 31 March 2023 and the accompanying explanatory notes attached to the Interim Financial Statements)

Esthetics International Group Berhad Company No : 199601035708 (408061-P)

Unaudited Condensed Consolidated Statements of Cash Flows For The Six Months Period Ended 30 September 2023

	Current Year	Prior Year
	To Date	To Date
	(RM '000)	(RM '000)
Cash flows from operating activities		
Profit/(Loss) before tax	2,278	(2,018)
Adjustments for : -		
Depreciation of property, plant and equipment	1,600	1,380
Depreciation of right-of-use assets	10,025	9,713
Amortisation of development cost	72	73
Covid-19 related rent concession income	-	(8)
Gain on disposal of property, plant and equipment	-	(13)
Interest expense	816	601
Interest income	(1,175)	(900)
Property, plant and equipment written off	-	1
Inventories written off	350	1,352
Reversal of impairment losses of trade receivables	-	(5)
Unrealised gain on foreign exchange	(1,830)	(1,67 4)
Operating profit before working capital changes	12,136	8,502
Changes in working capital	,	,
Inventories	(3,535)	(3,868)
Receivables, deposits and prepayments	`1,930 [°]	(249)
Payables and accruals	(10,590)	(5,636)
Contract liabilities	(1,788)	2,454
Cash (used in)/from operating activities	(1,847)	1,203
Tax paid	(1,241)	(556)
Tax refunded	222	-
Net cash (used in)/from operating activities	(2,866)	647
Cash flows generated from investing activities		
Acquisition of property, plant and equipment	(2,115)	(1,058)
Addition of intangible assets	(2)	(99)
Advances to associates	(1,275)	(408)
Proceeds from disposal of property, plant and equipment	-	` 13
Withdrawal of short term cash investments	12,848	9,864
Interest and short term money market income received	1,175	900
Net cash generated from investing activities	10,631	9,212
Cash flows used in financing activities		
Interest paid	(816)	(601)
Lease payment	(9,292)	(9,259)
Repayment of term loan	(686)	(693)
Net cash used in financing activities	(10,794)	(10,553)
Net decrease in cash and cash equivalents	(3,029)	(694)
Effect of exchange rate changes	(410)	(308)
Cash and cash equivalents at beginning of financial year	29,062	27,322
Cash and cash equivalents at end of financial period	25,623	26,320

(The Condensed Consolidated Statements of Cash Flows should be read in conjunction with the Audited Financial Statements for the financial year ended 31 March 2023 and the accompanying explanatory attached to the Interim Financial Statements)

Esthetics International Group Berhad Company No: 199601035708 (408061-P)

Unaudited Condensed Consolidated Statements of Changes in Equity For The Six Months Period Ended 30 September 2023

	<non-distributable> Share Translation Capital Reserve</non-distributable>		Distributable Retained Earnings	Attributable to Owners Of The Company/Total Equity
	(RM '000)	(RM '000)	(RM '000)	(RM '000)
At 1 April 2023	128,768	3,488	29,433	161,689
Profit for the financial period	-	-	766	766
Other comprehensive income, net of tax - Exchange differences on translation of the				
financial statements of foreign entities	-	1,486	-	1,486
Total comprehensive income for the year	-	1,486	766	2,252
At 30 September 2023	128,768	4,974	30,199	163,941
At 1 April 2022	128,768	1,161	36,295	166,224
Loss for the financial year	-	-	(2,642)	(2,642)
Other comprehensive income, net of tax - Exchange differences on translation of the				
financial statements of foreign entities	-	1,654	-	1,654
Total comprehensive income/(loss) for the year	-	1,654	(2,642)	(988)
At 30 September 2022	128,768	2,815	33,653	165,236

(The Condensed Consolidated Statements of Cash Flows should be read in conjunction with the Audited Financial Statements for the financial year ended 31 March 2023 and the accompanying explanatory attached to the Interim Financial Statements)

Company No: 199601035708 (408061-P)

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 2023. 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 2023 except for the adoption of the following standards applicable to the Group's financial year beginning 1 April 2023:

New MFRS and amendments/improvements to MFRSs

New MFRS MFRS 17	Insurance Contracts	Effective Date 1 January 2023
Amendment	s/Improvements to MFRSs	
MFRS 1	First-time Adoption of Malaysian Financial Reporting Standards	1 January 2023#
MFRS 3	Business Combinations	1 January 2023#
MFRS 5	Non-current Assets Held for Sale and Discontinued Operations	1 January 2023#
MFRS 7	Financial Instruments: Disclosures	1 January 2023#/ 1 January 2024
MFRS 9	Financial Instruments	1 January 2023#
MFRS 15	Revenue from Contracts with Customers	1 January 2023#
MFRS 17	Insurance Contracts	1 January 2023
MFRS 101	Presentation of Financial Statements	1 January 2023/ 1 January 2023#
MFRS 107	Statements of Cash Flows	1 January 2023#/ 1 January 2024
MFRS 108	Accounting Policies, Changes in Accounting Estimates and Errors	1 January 2023
MFRS 112	Income Taxes	1 January 2023
MFRS 116	Property, Plant and Equipment	1 January 2023#
MFRS 119	Employees Benefits	1 January 2023#
MFRS 128	Investments in Associates and Joint Ventures	1 January 2023#
MFRS 132	Financial Instruments: Presentation	1 January 2023#
MFRS 136	Impairment of Assets	1 January 2023#
MFRS 137	Provisions, Contingent Liabilities and Contingent Assets	1 January 2023#
MFRS 138	Intangible Assets	1 January 2023#
MFRS 140	Investment Property	1 January 2023#

[#] Amendments as to the consequences of effective of MFRS 17 Insurance Contracts

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

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

Amendments/improvement to MFRSs that are issued, but not yet effective

Effective for financial periods beginning on or after

Amendments/Improvements to MFRSs

MFRS 10	Consolidated Financial Statements	Deferred
MFRS 16	Leases	1 January 2024
MFRS 101	Presentation of Financial Statements	1 January 2024
MFRS 128	Investments in Associates and Joint Ventures	Deferred

Due to the complexity of these new MFRS and amendments/improvements to MFRSs, 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 2023 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 2023 that may have a material effect on the current quarter ended 30 September 2023.

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

There was no issuance, repurchase and/or repayment of debt and equity instruments for the current quarter ended 30 September 2023.

A7. Dividends paid

No dividend was paid in the quarter under review.

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A8. Segmental information

Quarter ended 30 Sep

	Profession services an RM'00	d sales	Produ distribu RM'0	tion	Ecomr RM'		Other RM'0		Tota RM'0	
Revenue	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022
Total revenue	27,320	22,364	24,802	25,677	2,588	1,991	3,114	2,650	57,824	52,682
Inter-segment revenue	-	-	(8,042)	(9,515)	-	-	(3,095)	(2,635)	(11,137)	(12,150)
External revenue	27,320	22,364	16,760	16,162	2,588	1,991	19	15	46,687	40,532
Segment results	2,774	(22)	(747)	(437)	297	(99)	(672)	(56)	1,652	(614)
Finance costs	(251)	(204)	=	-	-	-	(175)	(92)	(426)	(296)
Interest income	19	18	138	98	5	3	379	440	541	559
Profit/(Loss) before tax								=	1,767	(351)
Taxation									(1,107)	(311)
Profit/(Loss) after tax								_	660	(662)

Year-to-date ended 30 Sep

	Profession services an RM'00	d sales	Produ distribu RM'0	ıtion	Ecomr RM'		Other RM'0		Tota RM'0	
Revenue	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022
Total revenue	51,362	42,083	50,868	47,700	4,503	3,712	5,848	4,955	112,581	98,450
Inter-segment revenue	-	-	(17,738)	(17,305)	-	-	(5,811)	(4,925)	(23,549)	(22,230)
External revenue	51,362	42,083	33,130	30,395	4,503	3,712	37	30	89,032	76,220
Segment results	3,868	256	(1,506)	(1,773)	336	(696)	(779)	(104)	1,919	(2,317)
Finance costs	(494)	(413)	-	-	-	-	(322)	(188)	(816)	(601)
Interest income	45	30	265	190	10	5	855	675	1,175	900
Profit/(Loss) before tax								_	2,278	(2,018)
Taxation								<u></u>	(1,512)	(624)
Profit/(Loss) after tax								_	766	(2,642)

 $^{{\}it *Others mainly consist of investment holding, education and training.}$

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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 2023.

A12. Changes in contingent liabilities and contingent assets

	As at 30/9/2023 Utilised RM'000
Guarantees given to landlords to secure tenancy payments by subsidiaries of EIG for salons and kiosks	264

Save for the above, there were no other contingent liabilities or contingent assets that had arisen since the financial year ended 31 March 2023.

A13. Capital commitments

	As at 30/9/2023 RM'000	As at 31/3/2023 RM'000
Property, plant and equipment Approved and contracted for Approved but not contracted for	1,117	1,657
	1,117	1,657

A14. Related party transactions

There were no material related party transactions during the current quarter ended 30 September 2023.

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

B1. Review of performance

Quarter ended 30 September 2023 ('2Q24') compared with quarter ended 30 September 2022 ('2Q23')

The Group recorded revenue of RM46.7 million for 2Q24, 15.2% higher than 2Q23 and a profit before tax of RM1.8 million as compared to a loss before tax of RM0.4 million for 2Q23. The higher profit before tax was led by the higher revenue, partially offset by higher cost of sales and product costs due to the strong US dollar.

Professional Services and Sales (Corporate Outlets) revenue of RM27.3 million was 22.2% higher than 2Q23, with an operating profit of RM2.8 million as compared to an operating loss of RM22K for 2Q23. The Group owns and operates 65 AsterSpring professional skin care salons, retail kiosks and department store concession counters across Malaysia, Singapore, Hong Kong and Thailand as at 30 September 2023.

Product Distribution (Professional Distribution and Fast Moving Consumer Goods (FMCG)) revenue of RM16.8 million was 3.7% higher than 2Q23, and recorded an operating loss of RM0.7 million as compared to an operating loss of RM0.4 million in 2Q23.

Ecommerce recorded revenue of RM2.6 million for 2Q24, as compared to revenue of RM2.0 million for 2Q23.

On a geographic basis, the proportion of revenue from regional and export business against the domestic business of the Group was 39% and 61% respectively.

Half year ended 30 September 2023 ('1H24') compared with half year ended 30 September 2022 ('1H23')

The Group generated revenue of RM89.0 million for 1H24, 16.8% higher than 1H23 and a profit before before tax of RM2.3 million as compared to a loss before tax of RM2.0 million for 1H23. The higher profit before tax for 1H24 was due to the higher revenue across each segment, partially offset by higher cost of sales and product costs due to the strong US dollar.

Professional Services and Sales (Corporate Outlets) revenue of RM51.4 million was 22.0% higher than 1H23, resulting in an operating profit of RM3.9 million as compared to an operating profit of RM0.3 million for 1H23.

Product Distribution (Professional Distribution and FMCG) revenue for 1H23 was 9.0% higher at RM33.1 million. The segment recorded an operating loss of RM1.5 million as compared to an operating loss of RM1.8 million in 1H23 due to higher revenue generated in 1H24.

Ecommerce contributed RM4.5 million in revenue for 1H24, as compared to revenue of RM3.7 million for 1H23.

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

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B2. Material changes in the quarterly results compared to the results of the immediate preceding quarter ended 30 June 2023 ('1Q24')

The Group recorded revenue of RM46.7 million and profit before tax of RM1.8 million for 2Q24, as compared to revenue of RM42.3 million and profit before tax of RM0.5 million for 1Q24. The higher profit before tax for 2Q24 was due to seasonally higher revenue in 2Q24.

B3. Commentary on prospects

The Group continues to focus on growing as a leader in professional skin care services, as well as building its own and select distribution brands on an omnichannel basis in ASEAN and Hong Kong.

At the present time, the Group continues to navigate challenging conditions including inflationary pressures, cautious consumer sentiment and the strong US dollar. However, over the longer term, the beauty and wellness industry in the Group's markets is expected to have positive potential for growth due to favourable demographic trends, desire for beauty and wellness services and products, and economic potential in the region.

B4. Profit forecast

The Group does not provide profit forecasts.

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B5. Profit/(Loss) before Tax

Trong(Loss) before Tax	Individual	Quarter	Cumulative Quarter		
	Current Prior Quarter Quarter Ended Ended		Current Year-To- Date	Prior Year-To- Date	
	30/9/2023 RM'000	30/9/2022 RM'000	30/9/2023 RM'000	30/9/2022 RM'000	
Profit/(Loss) before tax is arrived at after charging/(crediting):					
Depreciation of property, plant and					
equipment	721	707	1,600	1,380	
Amortisation of development cost	36	37	72	73	
Depreciation of right-to-use assets	5,071	4,832	10,025	9,713	
Covid-19 related rent concession income	-	-	-	(8)	
Gain on disposal of property, plant					
and equipment	-	(12)	-	(13)	
Property, plant and equipment					
written off	-	-	-	1	
Inventories written (back)/off	(118)	661	350	1,352	
Reversal of losses of trade receivables	-	2	-	(5)	
Loss/(gain) on foreign exchange:					
- realised	(30)	10	331	446	
- unrealised	(54)	(854)	(1,830)	(1,674)	
Interest expense	426	296	816	601	
Interest income	(541)	(559)	(1,175)	(900)	
Rental income from investment					
properties	(25)	(34)	(59)	(68)	

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.

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B6. Tax expense

	Individua	al Quarter	Cumulative Quarter		
	Current	Prior	Current	Prior Year-To- Date 30/9/2022 RM'000	
	Quarter Ended 30/9/2023 RM'000	Quarter Ended 30/9/2022 RM'000	Year-To- Date 30/9/2023 RM'000		
Current tax					
- For the financial period	790	639	886	765	
	790	639	886	765	
Deferred tax	317	(328)	626	(141)	
Tax expense	1,107	311	1,512	624	

The Group's effective tax rate for the financial period ended 30 Sept 2023 was disproportionate to the Malaysian statutory tax rate principally due to group tax relief not being available to off-set Group profits against certain loss making Malaysian and regional subsidiaries for the period.

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 30/9/2023 RM'000	As at 31/3/2023 RM'000	
Short Term Borrowings			
Secured:			
Hong Kong Dollar	3,312	3,377	
Singapore Dollar	897	865	
	4,209	4,242	
Long Term Borrowings: Secured:			
Singapore Dollar	15,574	15,407	
• •	19,783		
Total Borrowings	19,783	19,649	

The borrowings as at 30 September 2023 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.

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B9. Changes in material litigation

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

B10. Dividend proposed or declared

In light of the current macroeconomic uncertainties, there was no dividend declared or paid during the quarter under review, and will be reviewed following the close of the financial year ending 31 March 2024.

B11. Basic and diluted earnings per share

(a) Basic earnings per share

	Individual Quarter		Cumulative Quarter	
	Current Year 30/9/2023 RM'000	Prior Year Quarter 30/9/2022 RM'000	Current Year-To- 30/9/2023 RM'000	Prior Year- To-Date 30/9/2022 RM'000
Profit/(Loss) atributable to owners of the Company	660	(662)	766	(2,642)
Number of ordinary shares in issue ('000)	237,194	237,194	237,194	237,194
Basic earnings/(loss) per share (sen)	0.28	(0.28)	0.32	(1.11)

(b) Diluted earnings per share

The diluted earnings per share is similar to the basic earnings per share as the Company does not have any dilutive potential ordinary shares in issue.

B12. 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 29 November 2023.