

**ESTHETICS INTERNATIONAL GROUP BERHAD**  
**Company No : 199601035708 (408061-P)**  
**Unaudited Condensed Statements of Comprehensive Income**  
**For The Three Months Period Ended 30 June 2024**

	Individual Quarter		Cumulative Quarter	
	Current Year Quarter Ended 30/06/2024 (RM'000)	Prior Year Quarter Ended 30/06/2023 (RM'000)	Current Year To Date 30/06/2024 (RM'000)	Prior Year-To-Date 30/06/2023 (RM'000)
<b>Revenue</b>	45,747	42,345	45,747	42,345
Cost of sales / services	(22,808)	(21,119)	(22,808)	(21,119)
<b>Gross profit</b>	<u>22,939</u>	<u>21,226</u>	<u>22,939</u>	<u>21,226</u>
Other income	80	29	80	29
Other (losses)/gains	(693)	1,415	(693)	1,415
Other expenses	(22,351)	(22,403)	(22,351)	(22,403)
<b>Results from operating activities</b>	<u>(25)</u>	<u>267</u>	<u>(25)</u>	<u>267</u>
Finance costs	(445)	(390)	(445)	(390)
Interest income	571	634	571	634
<b>Profit before tax</b>	<u>101</u>	<u>511</u>	<u>101</u>	<u>511</u>
Tax expense	(1,095)	(405)	(1,095)	(405)
<b>(Loss)/Profit for the financial period attributable to the owners of the Company</b>	<u>(994)</u>	<u>106</u>	<u>(994)</u>	<u>106</u>
<b>Other comprehensive (expense)/income, net of tax</b> <i>Item that may be subsequently reclassified to profit or loss:</i>				
Foreign currency translation	(41)	1,498	(41)	1,498
<b>Total comprehensive (loss)/income for the period attributable to the owners of the Company</b>	<u><u>(1,035)</u></u>	<u><u>1,604</u></u>	<u><u>(1,035)</u></u>	<u><u>1,604</u></u>
<b>(Loss)/Profit per share attributable to owners of the Company:</b>				
<b>Basic (sen)</b>	<b>(0.42)</b>	<b>0.04</b>	<b>(0.42)</b>	<b>0.04</b>

(The Condensed Consolidated Statements of Comprehensive Income should be read in conjunction with the Audited Financial Statements for the financial year ended 31 March 2024 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 June 2024**

	As at 30/06/2024 (Unaudited) (RM '000)	As at 31/03/2024 (Audited) (RM '000)
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	30,052	29,401
Right-of-use assets	89,563	93,531
Intangible assets	1,493	1,509
Investment properties	2,828	2,828
Receivables	39,984	38,218
Deferred tax assets	5,063	5,587
	<u>168,983</u>	<u>171,074</u>
<b>Current assets</b>		
Inventories	46,646	48,440
Receivables, deposits and prepayments	21,884	22,193
Tax recoverable	2,654	2,056
Cash and bank balances	22,282	32,414
	<u>93,466</u>	<u>105,103</u>
<b>TOTAL ASSETS</b>	<u>262,449</u>	<u>276,177</u>
<b>EQUITY AND LIABILITIES</b>		
Share capital	128,768	128,768
Reserves	5,614	5,655
Retained earnings	25,701	26,695
<b>TOTAL EQUITY/EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY</b>	<u>160,083</u>	<u>161,118</u>
<b>Non-current liabilities</b>		
Borrowings	15,272	15,550
Lease liabilities	8,708	11,275
Contract liabilities	2,288	3,519
Deferred tax liabilities	10	8
	<u>26,278</u>	<u>30,352</u>
<b>Current liabilities</b>		
Contract Liabilities	33,676	34,648
Payables and accruals	19,783	26,580
Borrowings	3,643	3,823
Lease liabilities	18,686	19,380
Tax Payable	300	276
	<u>76,088</u>	<u>84,707</u>
<b>TOTAL LIABILITIES</b>	<u>102,366</u>	<u>115,059</u>
<b>TOTAL EQUITY AND LIABILITIES</b>	<u>262,449</u>	<u>276,177</u>
<b>Net assets per share attributable to owners of the Company (RM)</b>	<b>0.67</b>	<b>0.68</b>

(The Condensed Consolidated Statements of Financial Position should be read in conjunction with the Audited Financial Statements for the financial year ended 31 March 2024 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 Three Months Period Ended 30 June 2024**

	<b>Current Year To Date (RM '000)</b>	<b>Prior Year To Date (RM '000)</b>
<b>Cash flows from operating activities</b>		
Profit before tax	101	511
<i>Adjustments for : -</i>		
Depreciation of property, plant and equipment	889	879
Depreciation of right-of-use assets	4,964	4,954
Amortisation of development cost	16	36
Gain on disposal of property, plant and equipment	(5)	-
Interest expense	445	390
Interest income	(571)	(634)
Property, plant and equipment written off	4	-
Inventories written off	84	468
Unrealised loss/(gain) on foreign exchange	598	(1,776)
Operating profit before working capital changes	<u>6,525</u>	<u>4,828</u>
Changes in working capital		
Inventories	1,710	(6,603)
Receivables, deposits and prepayments	(1,420)	827
Payables and accruals	(6,797)	(3,829)
Contract liabilities	(2,203)	(1,180)
Cash used in operating activities	<u>(2,185)</u>	<u>(5,957)</u>
Tax paid	(1,136)	(709)
Tax refunded	-	215
<b>Net cash used in operating activities</b>	<u><b>(3,321)</b></u>	<u><b>(6,451)</b></u>
<b>Cash flows generated from investing activities</b>		
Acquisition of property, plant and equipment	(1,565)	(1,971)
Advances to associates	(635)	(510)
Proceeds from disposal of property, plant and equipment	7	-
Withdrawal of short term cash investments	-	8,872
Interest and short term money market income received	571	634
<b>Net cash (used in)/generated from investing activities</b>	<u><b>(1,622)</b></u>	<u><b>7,025</b></u>
<b>Cash flows used in financing activities</b>		
Interest paid	(445)	(390)
Lease payment	(4,665)	(4,640)
Repayment of term loan	(352)	(296)
<b>Net cash used in financing activities</b>	<u><b>(5,462)</b></u>	<u><b>(5,326)</b></u>
<b>Net decrease in cash and cash equivalents</b>	<b>(10,405)</b>	<b>(4,752)</b>
<b>Effect of exchange rate changes</b>	<b>273</b>	<b>(545)</b>
<b>Cash and cash equivalents at beginning of financial year</b>	<b>32,414</b>	<b>29,062</b>
<b>Cash and cash equivalents at end of financial period</b>	<u><b>22,282</b></u>	<u><b>23,765</b></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 2024 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 Three Months Period Ended 30 June 2024**

	<b>&lt;-----Non-distributable-----&gt;</b>		<b>Distributable</b>	<b>Attributable to</b>
	<b>Share</b>	<b>Translation</b>	<b>Retained</b>	<b>Owners Of The</b>
	<b>Capital</b>	<b>Reserve</b>	<b>Earnings</b>	<b>Company/Total</b>
	<b>(RM '000)</b>	<b>(RM '000)</b>	<b>(RM '000)</b>	<b>Equity</b>
	<b>(RM '000)</b>	<b>(RM '000)</b>	<b>(RM '000)</b>	<b>(RM '000)</b>
<b>At 1 April 2024</b>	<b>128,768</b>	<b>5,655</b>	<b>26,695</b>	<b>161,118</b>
Loss for the financial period	-	-	(994)	(994)
Other comprehensive expense, net of tax - Exchange differences on translation of the financial statements of foreign entities	-	(41)	-	(41)
<b>Total comprehensive loss for the financial period</b>	<b>-</b>	<b>(41)</b>	<b>(994)</b>	<b>(1,035)</b>
<b>At 30 June 2024</b>	<b>128,768</b>	<b>5,614</b>	<b>25,701</b>	<b>160,083</b>
<b>At 1 April 2023</b>	<b>128,768</b>	<b>3,488</b>	<b>29,433</b>	<b>161,689</b>
Profit for the financial period	-	-	106	106
Other comprehensive income, net of tax - Exchange differences on translation of the financial statements of foreign entities	-	1,498	-	1,498
<b>Total comprehensive income for the financial period</b>	<b>-</b>	<b>1,498</b>	<b>106</b>	<b>1,604</b>
<b>At 30 June 2023</b>	<b>128,768</b>	<b>4,986</b>	<b>29,539</b>	<b>163,293</b>

(The Condensed Consolidated Statements of Cash Flows should be read in conjunction with the Audited Financial Statements for the financial year ended 31 March 2024 and the accompanying explanatory attached to the Interim Financial Statements)

# ESTHETICS INTERNATIONAL GROUP BERHAD

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 2024. 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 2024 except for the adoption of the following standards applicable to the Group's financial year beginning 1 April 2024:

#### **Amendments to MFRSs**

		<b>Effective Date</b>
<u>Amendments to MFRSs</u>		
MFRS 7	Financial Instruments: Disclosures	1 January 2024
MFRS 16	Leases	1 January 2024
MFRS 101	Presentation of Financial Statements	1 January 2024
MFRS 107	Statements of Cash Flows	1 January 2024

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

		<b>Effective for financial periods beginning on or after</b>
<u>New MFRSs</u>		
MFRS 18	Presentation and Disclosure in Financial Statements	1 January 2027
MFRS 19	Subsidiaries without Public Accountability: Disclosures	1 January 2027

#### Amendments to MFRSs

MFRS 7	Financial Instruments: Disclosures	1 January 2026
MFRS 9	Financial Instruments	1 January 2026
MFRS 10	Consolidated Financial Statements	Deferred
MFRS 121	The Effects of Changes in Foreign Exchange Rate	1 January 2025
MFRS 128	Investments in Associates and Joint Ventures	Deferred

The Group plans to adopt the above applicable new MFRSs and amendments to MFRSs when they become effective. The initial application of the applicable new MFRSs and amendments to MFRSs is not expected to have material impact on the financial statements of the Group in the period of initial application.

## ESTHETICS INTERNATIONAL GROUP BERHAD

Company No: 199601035708 (408061-P)

### 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 2024 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 2024 that may have a material effect on the current quarter ended 30 June 2024.

### 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 June 2024.

### A7. Dividends paid

No dividend was paid in the quarter under review.

### A8. Segmental information

Quarter ended 30 Jun

	Professional services and sales		Product distribution		Ecommerce		Others *		Total	
	RM'000		RM'000		RM'000		RM'000		RM'000	
Revenue	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023
Total revenue	27,205	24,042	24,202	26,066	3,217	1,915	3,379	2,734	58,003	54,757
Inter-segment revenue	-	-	(8,896)	(9,696)	-	-	(3,360)	(2,716)	(12,256)	(12,412)
External revenue	27,205	24,042	15,306	16,370	3,217	1,915	19	18	45,747	42,345
<b>Segment results</b>	2,411	1,094	(3,163)	(759)	414	39	313	(107)	(25)	267
Finance costs	(285)	(243)	-	-	-	-	(160)	(147)	(445)	(390)
Interest income	43	26	158	127	8	5	362	476	571	634
Profit before tax									101	511
Taxation									(1,095)	(405)
(Loss)/Profit after tax									(994)	106

\* Others mainly consist of investment holding, education and training.

## ESTHETICS INTERNATIONAL GROUP BERHAD

Company No: 199601035708 (408061-P)

### 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 June 2024.

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

	As at 30/06/2024 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 2024.

### A13. Capital commitments

	As at 30/06/2024 RM'000	As at 31/3/2024 RM'000
<b>Property, plant and equipment</b>		
Approved and contracted for	1,475	896
Approved but not contracted for	-	-
	<u>1,475</u>	<u>896</u>

### A14. Related party transactions

There were no material related party transactions during the current quarter ended 30 June 2024.

## **ESTHETICS INTERNATIONAL GROUP BERHAD**

**Company No: 199601035708 (408061-P)**

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

#### **B1. Review of performance**

##### **Quarter ended 30 June 2024 ('1Q25') compared with quarter ended 30 June 2023 ('1Q24')**

The Group recorded revenue of RM45.7 million for 1Q25, 8.0% higher than 1Q24 and a profit before tax of RM0.1 million as compared to a profit before tax of RM0.5 million for 1Q24. Despite the higher revenue for 1Q25, profit before tax was lower due to higher unrealised foreign exchange losses in 1Q25 as compared to 1Q24.

Professional Services and Sales (Corporate Outlets) revenue of RM27.2 million was 13.2% higher than 1Q24, with an operating profit of RM2.4 million as compared to an operating profit of RM1.1 million for 1Q24. The Group owns and operates 59 AsterSpring professional skin care salons, retail kiosks and department store concession counters across Malaysia, Singapore, Hong Kong and Thailand as at 30 June 2024.

Product Distribution (Professional Distribution and Fast Moving Consumer Goods (FMCG)) revenue of RM15.3 million was 6.5% lower than 1Q24, and recorded an operating loss of RM3.2 million as compared to an operating loss of RM0.8 million in 1Q24.

Ecommerce recorded revenue of RM3.2 million for 1Q25, as compared to revenue of RM1.9 million for 1Q24.

On a geographic basis, the proportion of revenue from regional and export business against the domestic business of the Group was 35% and 65% respectively.

#### **B2. Material changes in the quarterly results compared to the results of the immediate preceding quarter ended 31 March 2024 ('4Q24')**

The Group recorded revenue of RM45.7 million and profit before tax of RM0.1 million for 1Q25, as compared to revenue of RM44.7 million and loss before tax of RM1.6 million for 4Q24. The profit before tax for 1Q25 was due to higher revenue in the quarter.

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

The Group continues to focus on growing as a leader in professional skin care services and 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 cautious consumer sentiment and the strong US dollar. Over the longer term, the beauty and wellness industry 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.



**ESTHETICS INTERNATIONAL GROUP BERHAD**

Company No: 199601035708 (408061-P)

**B5. Profit before Tax**

	Individual Quarter		Cumulative Quarter	
	Current	Prior	Current	Prior
	Quarter	Quarter	Year-To-	Year-To-
	Ended	Ended	Date	Date
	30/6/2024	30/6/2023	30/6/2024	30/6/2023
	RM'000	RM'000	RM'000	RM'000
Profit before tax is arrived at after charging/(crediting):				
Depreciation of property, plant and equipment	889	879	889	879
Amortisation of development cost	16	36	16	36
Depreciation of right-to-use assets	4,964	4,954	4,964	4,954
Gain on disposal of property, plant and equipment	(5)	-	(5)	-
Property, plant and equipment written off	4	-	4	-
Inventories written off	84	468	84	468
Loss/(gain) on foreign exchange:				
- realised	96	361	96	361
- unrealised	598	(1,776)	598	(1,776)
Interest expense	445	390	445	390
Interest income	(571)	(634)	(571)	(634)
Rental income from investment properties	(28)	(34)	(28)	(34)

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.

**ESTHETICS INTERNATIONAL GROUP BERHAD**

Company No: 199601035708 (408061-P)

**B6. Tax expense**

	<b>Individual Quarter</b>		<b>Cumulative Quarter</b>	
	<b>Current</b>	<b>Prior</b>	<b>Current</b>	<b>Prior</b>
	<b>Quarter</b>	<b>Quarter</b>	<b>Year-To-</b>	<b>Year-To-</b>
	<b>Ended</b>	<b>Ended</b>	<b>Date</b>	<b>Date</b>
	<b>30/6/2024</b>	<b>30/6/2023</b>	<b>30/6/2024</b>	<b>30/6/2023</b>
	<b>RM'000</b>	<b>RM'000</b>	<b>RM'000</b>	<b>RM'000</b>
Current tax				
- For the financial period	563	96	563	96
	<hr/>	<hr/>	<hr/>	<hr/>
Deferred tax	532	309	532	309
	<hr/>	<hr/>	<hr/>	<hr/>
Tax expense	<u>1,095</u>	<u>405</u>	<u>1,095</u>	<u>405</u>

The Group's effective tax rate for the financial period ended 30 June 2024 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**

	<b>As at</b>	<b>As at</b>
	<b>30/6/2024</b>	<b>31/3/2024</b>
	<b>RM'000</b>	<b>RM'000</b>
Short Term Borrowings		
Secured :		
Hong Kong Dollar	2,845	3,001
Singapore Dollar	<u>798</u>	<u>822</u>
	<u>3,643</u>	<u>3,823</u>
Long Term Borrowings:		
Secured :		
Singapore Dollar	<u>15,272</u>	<u>15,550</u>
Total Borrowings	<u>18,915</u>	<u>19,373</u>

The borrowings as at 30 June 2024 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.

## ESTHETICS INTERNATIONAL GROUP BERHAD

Company No: 199601035708 (408061-P)

### B9. Changes in material litigation

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

### B10. Dividend proposed or declared

The Directors have recommended a final single-tier dividend of 0.50 sen per ordinary share in respect of the previous financial year ended 31 March 2024, amounting to RM1.2 million, which is subject to approval by shareholders at the forthcoming Annual General Meeting on 26 September 2024. This proposed dividend has not been included in the financial statements for the financial year ended 31 March 2024.

The total dividend payable for the financial year ended 31 March 2024, including the recommended final dividend, if approved, would amount 0.5 sen per ordinary share, totaling RM1.2 million.

The Board does not recommend any interim dividend for the current quarter ended 30 June 2024.

### B11. Basic and diluted earnings per share

#### (a) Basic earnings per share

	Individual Quarter	
	Current Year Quarter 30/6/2024 RM'000	Prior Year Quarter 30/6/2023 RM'000
(Loss)/Profit attributable to owners of the Company	(994)	106
Number of ordinary shares in issue (‘000)	237,194	237,194
Basic earning per share (sen)	(0.42)	0.04

#### (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 28 August 2024.