

(Incorporated in Malaysia)

# **Condensed Consolidated Statement of Comprehensive Income (Unaudited)**

For nine months ended 31 December 2013 (financial year ending 31 March 2014)

i or fillie months ended of December 2010 (imancia	ii yea	i chang of Ma	1011 2017)
		3 months ended	9 months ended
	Note	31/12/2013	31/12/2013
RM'000		(Unaudited)	(Unaudited)
Revenue		100,689	287,227
Investment revenue	Α	399	1,114
Other gains and losses	В	199	322
Other operating income		2,704	7,934
Changes in inventories of finished goods, work in progress, trading merchandise, food, beverages and consumables		269	2,847
Raw materials and consumables used		(26,429)	(76,568)
Purchase of trading merchandise, food , beverages and consumables		(18,221)	(52,872)
Directors' remuneration		(1,012)	(2,054)
Employee benefits expenses		(13,472)	(40,832)
Depreciation of property, plant and equipment		(4,062)	(11,875)
Finance costs	С	(336)	(1,256)
Amortisation of prepaid lease payments		(46)	(138)
Amortisation of intangible asset		(586)	(1,758)
Other operating expenses		(21,718)	(62,797)
Share of profits/(losses) in associates		(137)	34
Profit before tax		18,241	49,328
Income tax expense		(4,352)	(10,839)
Profit For The Period		13,889	38,489
Changes in fair value of available-for-sale financial assets		23	(900)
Reclassification adjustments relating to available-for-sale financial assets disposed of during the period		(8)	417
Exchange difference on translating foreign subsidiaries		391	1,582
Total Comprehensive Income For The Period		14,295	39,588
Profit For The Period attributable to :			
Owners of the Company		13,429	36,992
Non-controlling interests		460	1,497
		13,889	38,489
Total Comprehensive Income For The Period attributable to :			
Owners of the Company		13,835	38,091
Non-controlling interest		460	1,497
		14,295	39,588
Earnings per share (EPS) attributable to Owners of the Company (set	n) :		
Basic EPS (sen)		2.96	8.16
Diluted EPS (sen)		2.96	8.16

## Note:

The financial period ended 31 March 2013 made up of 15 months' results from 1 January 2012 to 31 March 2013. As such, no comparative figures are presented for Statements of Comprehensive Income as there are no comparable interim periods (current and year-to-date) of the immediately preceding financial year. Comparative figures for the same financial year ended / ending 31 March will be available for interim financial reports for the financial year ending 31 March 2015.



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# Condensed Consolidated Statement of Comprehensive Income (Unaudited) (continued) For nine months ended 31 December 2013 (financial year ending 31 March 2014) Notes to the Statement of Comprehensive Income

	3 months ended	9 months ended
	31/12/2013	31/12/2013
RM'000	(Unaudited)	(Unaudited)
Note A - Investment revenue		
- interest income	379	1,058
- rental income from investment property	20	56
Total investment revenue	399	1,114
Note B - Other gains and (losses)		
- Gain on disposal of property, plant and equipment	29	37
- Government grants received	6	18
- Gain/(loss) on disposal of available-for-sale investments	1	81
- Reclassification adjustments relating to available-for-sale financial assets disposed of during the period	8	(417)
- Foreign exhange gain/(loss) - realised and unrealised	155	603
Total other gains and (losses)	199	322
Note C - Finance costs		
- Interest expense	298	1,137
- Other bank charges	38	119
Total finance costs	336	1,256

(The unaudited Condensed Consolidated Statement of Comprehensive Income should be read in conjunction with the Audited Financial Statements for the financial period ended 31 March 2013 and the accompanying notes attached to this interim financial report.)

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# Condensed Consolidated Statement of Financial Position (Unaudited) As at 31 December 2013

	Unaudited As At	Audited As At 31/03/2013
DMICOCO	31/12/2013	(15 months)
RM'000		(13 1110111113)
ASSETS		
Non-current assets		
Property, plant and equipment	107,926	102,397
Prepaid lease payments	13,619	13,757
Investment properties	2,720	2,040
Investment in associates	1,741	1,706
Other investments	1,087	46,628
Goodwill on consolidation	41,503	23,712
Intangible assets	17,379	19,137
Deferred tax assets	1,214	1,280
Total non-current Assets	187,189	210,657
Current assets		
Inventories	21,579	14,228
Trade and other receivables	55,567	48,783
Amount owing by associates	2,235	1,349
Other investments	55,648	25,694
Current tax assets	4,315	1,106
Fixed deposits, cash and bank balances	93,041	86,227
Total current assets	232,385	177,387
TOTAL ASSETS	419,574	388,044
EQUITY		
Capital and reserves		
Issued capital	363,000	363,000
Reserves	(176,985)	(178,084)
Treasury shares, at cost	(1,486)	-
Retained earnings	146,036	119,934
Equity attributable to owners of the Company	330,565	304,850
Non-controlling interests	7,546	2,192
Net equity	338,111	307,042



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# Condensed Consolidated Statement of Financial Position (Unaudited) (continued) As at 31 December 2013

	Unaudited As At 31/12/2013	Audited As At 31/03/2013
RM'000	31/12/2013	(15 months)
Non-current liabilities		
Hire-purchase payables	398	837
Borrowings	22,428	25,288
Deferred income	1,885	2,061
Deferred capital grant	1	17
Deferred tax liabilities	3,254	2,069
Total non-current liabilities	27,966	30,272
Current liabilities		
Trade and other payables	46,582	40,045
Amount owing to ultimate holding company	111	88
Hire-purchase payables	565	648
Borrowings	3,792	7,768
Deferred income	1,533	1,497
Deferred capital grant	22	24
Current tax liabilities	892	660
Total current liabilities	53,497	50,730
TOTAL LIABILITIES	81,463	81,002
TOTAL EQUITY AND LIABILITIES	419,574	388,044
Net assets per share attributable to owners of the Company (RM) *	0.91	0.84

<sup>\*</sup>It is arrived at by dividing the Equity attributable to owners of the Company by the number of shares outstanding (after the deduction of the number of treasury shares). As at 31 December 2013, the number of outstanding ordinary shares in issue after the set off of 611,000 treasury shares held by the Company is 362,389,000 ordinary shares of RM1.00 each.

(The unaudited Condensed Consolidated Statement of Financial Position should be read in conjunction with the Audited Financial Statements for the financial period ended 31 March 2013 and the accompanying notes attached to this interim financial report.)



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# Condensed Consolidated Statement of Changes in Equity (Unaudited) For nine months ended 31 December 2013 (financial year ending 31 March 2014)

			Non-distribut	able Reserves	Distributable Reserve	Attributable to	Non-			
RM'000	Issued Capital	Share Premium	Treasury Shares	Reserve Arising From Restructuring	Investment Revaluation Reserve	Foreign Currency Translation Reserve	Retained Earnings	Owners of the Company	controlling Interests	Net Equity
Balance as at 1 April 2013	363,000	43,554	-	(222,654)	1,029	(13)	119,934	304,850	2,192	307,042
Arising from acquisition of subsidiary	-	-	-	-	•	-	-	1	3,857	3,857
Other comprehensive income for the period	-	-	-	-	(483)	1,582	1	1,099	ı	1,099
Profit for the period	-	-	-	-	ı	-	36,992	36,992	1,497	38,489
Total comprehensive income for the period	-	-	-	-	(483)	1,582	36,992	38,091	1,497	39,588
Dividends	-	-	-	-	-	-	(10,890)	(10,890)	-	(10,890)
Buy-back of ordinary shares			(1,486)					(1,486)		(1,486)
Balance as at 31 December 2013	363,000	43,554	(1,486)	(222,654)	546	1,569	146,036	330,565	7,546	338,111
Balance as at 1 January 2012	330,000	12,311	-	(222,654)	-	7	97,407	217,071	236	217,307
Arising from acquisition of subsidiaries	-	-	-	-	-	-	-	-	1,952	1,952
Other comprehensive income for the period	-	-	-	-	1,029	(20)	-	1,009	-	1,009
Profit for the period	-	-	-	-	-	-	55,527	55,527	60	55,587
Total comprehensive income for the period	-	-	-	-	1,029	(20)	55,527	56,536	60	56,596
Payment of dividends	_	-	-		-	-	(33,000)	(33,000)	(56)	(33,056)
Issue of shares	33,000	31,243	-	-	-	-	-	64,243	-	64,243
Balance as at 31 March 2013 (Audited) (15 months)	363,000	43,554	-	(222,654)	1,029	(13)	119,934	304,850	2,192	307,042

(The unaudited Condensed Consolidated Statement of Changes in Equity should be read in conjunction with the Audited Financial Statements for the financial period ended 31 March 2013 and the accompanying notes attached to this interim financial report.)



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# Condensed Consolidated Statement of Cash Flow (Unaudited) For nine months ended 31 December 2013 (financial year ending 31 March 2014)

	9 months ended	15 months ended
	31/12/2013	31/03/2013
RM'000	(Unaudited)	(Audited)
CASH FLOWS FROM / (USED IN) OPERATING ACTIVITIES		
Profit for the period	38,489	55,587
Adjustments for :		
Income tax expense recognized in profit or loss	10,839	19,360
Depreciation of property, plant and equipment	11,875	17,584
Amortization of intangible asset	1,758	2,929
Impairment of goodwill	-	1,960
Property, plant and equipment written off	67	1,566
Finance costs	1,256	1,346
Amortization of prepaid lease payments	138	231
Inventories written down in value	-	216
Inventories written off	-	138
Bad debts written off	3	10
Investment revenue recognized in profit and loss	(1,114)	(2,479)
Gain on disposal of property, plant and equipment	(37)	(924)
Share of (profits)/losses in associates	(34)	(528)
Changes in fair value of investment properties	-	(180)
Unrealised gain on foreign exchange	(596)	(103)
Deferred capital grants	(18)	(30)
Dividend income	-	(15)
Gain/(loss) on disposal of available-for-sale investments	(81)	-
Reclassification adjustments relating to available-for-sale financial assets disposed of during the period	417	-
Operating profit before changes in working capital	62,962	96,668
Movements in working capital		
(Increase)/decrease in inventories	(4,574)	1,836
(Increase)/decrease in receivables	(349)	(4,142)
(Increase)/decrease in amount owing by associates	(807)	21
Increase/(decrease) in payables	(270)	1,313
Increase/(decrease) in deferred income	(145)	(520)
Increase/(decrease) in amount owing to ultimate holding company	-	29
Cash Generated From Operations	56,817	95,205
Income tax refunded	-	1,043
Income tax paid	(13,196)	(24,662)
NET CASH FROM OPERATING ACTIVITIES	43,621	71,586

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# Condensed Consolidated Statement of Cash Flow (Unaudited) (continued) For nine months ended 31 December 2013 (financial year ending 31 March 2014)

	9 months ended	15 months ended
	31/12/2013	31/03/2013
RM'000	(Unaudited)	(Audited)
CASH FLOWS FROM / (USED IN) INVESTING ACTIVITIES		
Interest income received	1,058	2,389
Proceeds from disposal of property, plant and equipment	167	1,915
Rental income received	56	90
Repayment from/(Advances granted to) associates	-	60
Dividend income received	-	45
Purchase of property, plant and equipment	(14,754)	(63,682)
Purchase of other investments	(50,454)	(60,000)
Investment in unquoted shares	-	(321)
Advance payments for acquisition of property, plant and equipment	-	(208)
Withdrawal/(Placement) of fixed deposits	1,773	(130)
Proceeds from disposal of other investments	64,542	-
Acquisition of subsidiary (net)	(16,336)	-
NET CASH USED IN INVESTING ACTIVITIES	(13,948)	(119,842)
CASH FLOWS FROM / (USED IN) FINANCING ACTIVITIES		
Proceeds from issuance of shares	-	64,350
Proceeds from term loans	249	17,952
Proceeds from trust receipts	-	4,438
Repayment from ultimate holding company	23	8
Dividends paid to owners of the Company	(10,890)	(33,000)
Repayment of term loans	(8,531)	(2,367)
Finance costs paid	(1,256)	(1,346)
Repayment of hire-purchase payables	(523)	(1,205)
Payment for share issue expenses	-	(108)
Payment for buy-back of shares	(1,486)	-
Dividends paid to non-controlling interests	-	(56)
Repayment to a director of a subsidiary	-	(4)
NET CASH FROM / (USED IN) FINANCING ACTIVITIES	(22,414)	48,662
NET INCREASE IN CASH AND CASH EQUIVALENTS	7,259	406
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD	83,668	83,198
Currency translation differences	425	36
Effect of exchange differences	903	28
CASH AND CASH EQUIVALENTS AT END OF PERIOD	92,255	83,668



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# Condensed Consolidated Statement of Cash Flow (Unaudited) (continued) For nine months ended 31 December 2013 (financial year ending 31 March 2014)

	9 months ended	15 months ended
	31/12/2013	31/03/2013
RM'000	(Unaudited)	(Audited)
Cash and cash equivalents comprise the following :		
Fixed deposits	2,268	2,559
Short-term investment fund	63,267	69,294
Cash and bank balances	27,506	14,374
	93,041	86,227
Less : Fixed deposits on lien	(786)	(2,559)
CASH AND CASH EQUIVALENTS AT END OF PERIOD	92,255	83,668

(The unaudited Condensed Consolidated Statement of Cash Flow should be read in conjunction with the Audited Financial Statements for the financial period ended 31 March 2013 and the accompanying notes attached to this interim financial report.)



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Quarterly financial report (unaudited)
For nine months ended 31 December 2013 (financial year ending 31 March 2014)
PART A - Explanatory Notes Pursuant To Malaysian Financial Reporting Standard ("MFRS") 134, Interim Financial Reporting

## A1. Basis of Preparation

The interim financial report is unaudited and has been prepared in accordance with MFRS 134: Interim Financial Reporting issued by the Malaysian Accounting Standards Board ("MASB") and Paragraph 9.22 of the Main Market Listing Requirements of Bursa Malaysia Securities Berhad.

The interim financial report should be read in conjunction with the Audited Financial Statements for the financial period ended 31 March 2013 and the accompanying notes attached to this interim financial report.

### Change of Financial Year End

The Board of Directors of the Company had on 27 August 2012 approved the change of financial year end of the Company from 31 December to 31 March.

The financial period ended 31 March 2013 made up of 15 months' results from 1 January 2012 to 31 March 2013. As such, no comparative figures are presented for Statements of Comprehensive Income as there are no comparable interim periods (current and year-to-date) of the immediately preceding financial year. Comparative figures for the same financial year ended / ending 31 March will be available for interim financial reports for the financial year ending 31 March 2015.

### A2. Significant Accounting Policies

The accounting policies and methods of computation adopted for the interim financial report are consistent with those adopted for the annual audited financial statements for the financial period ended 31 March 2013.

The Group has adopted all the new and revised Malaysian Financial Reporting Standards ("MFRS") framework issued by MASB and Issues Committee Interpretations ("IC Interpretations") that are relevant and effective for accounting periods beginning on or after 1 January 2013. The adoption of these new and revised MFRSs and IC Interpretations have not resulted in any material impact on the financial statements of the Group.

#### A3. Comments about Seasonal or Cyclical Factors

Generally there is no seasonality for our chain of café outlets as well as our instant coffee mix and tea manufacturing operations. The Group's business operations and performance are not subject to seasonal or cyclical factors for the current quarter under review.

#### A4. Unusual Items Affecting Assets, Liabilities, Equity, Net Income or Cash Flows

There were no items affecting assets, liabilities, equities, net income or cash flows that are unusual because of their nature, size or incidence during the quarter under review.



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PART A - Explanatory Notes Pursuant To Malaysian Financial Reporting Standard ("MFRS") 134, Interim Financial Reporting

## A5. Material Changes in Estimates

There were no changes in estimates of amounts reported in prior financial years that have had a material effect in the current quarter.

### A6. Debt and Equity Securities

During the financial year-to-date, the Company repurchased a total of 611,000 ordinary shares of its issued ordinary shares from the open market at an average price of RM2.43 per share. The total consideration paid for the repurchase including transaction costs amounting to RM1.49 million was financed by internally generated funds. The shares repurchased are being held as treasury shares in accordance with Section 67A of the Companies Act, 1965. As at 31 December 2013, the number of treasury shares held were 611,000 shares.

Other than the above, there were no issuances, cancellations, repurchases and repayments of debt and equity securities for the current year-to-date.

#### A7. Dividend Paid

No dividend was paid during the guarter ended 31 December 2013.

#### A8. Segment Information

The Group's operations can be segmented by business activities namely:

- (a) Operation of a chain of cafes;
- (b) Manufacturing of coffee and other beverages and
- (c) Others (investment holding and provision of management services)

The segment information by business activities is as follows:

	3 month	s ended	9 month	s ended
	31/12/2013	31/12/2012	31/12/2013	31/12/2012
RM'000	Unaudited	Unaudited	Unaudited	Unaudited
Revenue				
Operation of Café Chain	52,591	52,570	154,414	151,922
Manufacturing of Beverages	48,098	35,321	132,813	104,295
Others	-	30	-	30
	100,689	87,921	287,227	256,247
Profit Before Tax				
Operation of Café Chain	8,093	7,493	21,341	25,003
Manufacturing of Beverages	10,490	5,933	28,635	19,351
Others	(342)	(412)	(648)	22
	18,241	13,014	49,328	44,376



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## A8. Segment Information (continued)

# **Geographical Segment**

The Group operates in four principal geographical areas - Malaysia (country of domicile), South East Asia, other Asian countries and others.

The Group's revenue from continuing operations from external customers by geographical area are detailed below:

	3 month	s ended	9 months ended			
	31/12/2013 31/12/2012		31/12/2013	31/12/2012		
RM'000	Unaudited	Unaudited	Unaudited	Unaudited		
Revenue						
Malaysia	69,084	65,160	199,282	190,565		
South East Asia	8,440	9,307	27,633	26,517		
Other Asian countries	20,662	11,389	53,259	33,287		
Others	2,503	2,065	7,053	5,878		
	100,689	87,921	287,227	256,247		

Revenue of approximately RM30,313,000 which contributed more than 10% of the total revenue of the Group is derived from one (1) external customer under manufacturing of beverages of Malaysia segment during the financial year-to-date.

Segment assets, segment liabilities and capital additions were not disclosed as they were not regularly provided to the chief operating decision maker for their day-to-day operation decision making.

#### A9. Material Events Subsequent to the End of the Interim Period

Save as disclosed in Section B6 (A) on the Status of Corporate Proposals, there were no material events subsequent to the end of the current quarter.

#### A10. Changes in the Composition of the Group

There were no changes in the composition of the Group during the current quarter.

## A11. Changes in Contingent Liabilities or Contingent Assets

There were no changes in contingent liabilities and contingent assets since the end of the last annual reporting period.



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# **A12.** Related Party Transactions

The related party transactions entered into by the Group are recurrent transactions of revenue or trading in nature ("RRPTs"). The Group's related party transactions for 9 months ended 31 December 2013 are as follows:

(in RM'000)	Trade sales	Royalty	A&P	Trade Purchases	Rental	Franchise fees	Others	Total	Trade sales	Royalty	A&P	Trade Purchases	Rental	Franchise fees	Others	Total
			9 1	months end	ed 31/12/	2013					9	months ende	ed 31/12/2	2012		
Transactions with Holding Company																
Old Town International Sdn Bhd	-	-	-	-	855	-	-	855	-	-	-	-	835		-	835
Transactions with Associates																
OTK Eatery Sdn. Bhd.	5	296	177	-	-	-	158	636	11	302	181	-	-		149	644
OTK Singapore Pte. Ltd.	3,095	794	477	-	-	-	-	4,366	2,934	751	451	-	-		-	4,137
Plus One Solution Sdn. Bhd.	-	-	-	627	-	-	250	876	-	-	-	-	-		782	782
substantial financial interest; a company in wh	ich a ciose	e family me	ember of a	a director of t	the Comp	any is a sha	reholder.									
AC Montage Marketing Sdn. Bhd.  Transactions with a company in which close substantial financial interest; a company in w	family me	mbers of	a director	of the Com	22 pany are	directors ar	- nd have	22	-	-	-	-	37		-	37
AC Montage Marketing Sdn. Bhd.  Transactions with a company in which close	family me	mbers of	a director	of the Com	22 pany are	directors ar	- nd have	22	-	-	-	-	37	-	-	37
AC Montage Marketing Sdn. Bhd.  Transactions with a company in which close substantial financial interest; a company in w	family me	mbers of se family	a director member c	of the Com f a director	pany are of the Co	directors ar mpany is a	nd have director.		-	-	-	-	-	-	-	-
AC Montage Marketing Sdn. Bhd.  Transactions with a company in which close substantial financial interest; a company in w CN Properties Sdn Bhd  Transactions with a company in which a dire	family me	mbers of se family	a director member c	of the Com f a director	pany are of the Co	directors ar mpany is a	nd have director.		-	-	-	-	-	-	-	-
AC Montage Marketing Sdn. Bhd.  Transactions with a company in which close substantial financial interest; a company in w CN Properties Sdn Bhd  Transactions with a company in which a dire financial interests.	family me hich a clo	mbers of se family i	a director member o	of the Com f a director - vife are dire	pany are of the Co	directors ar mpany is a d - d have subs	nd have director. (5) tantial	14	-	-	-	-	-	-	-	-



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PART A - Explanatory Notes Pursuant To Malaysian Financial Reporting Standard ("MFRS") 134, Interim Financial Reporting

(in RM'000)	Trade sales	Royalty	A&P	Trade Purchases	Rental	Franchise fees	Others	Total	Trade sales	Royalty	A&P	Trade Purchases	Rental	Franchise fees	Others	Total
	9 months ended 31/12/2013										9 :	months ende	ed 31/12/2	2012		
Transactions with companies in which a close family member of a director of the Company is a director and has substantial financial interest.																
GC Alamanda Sdn. Bhd.	517	73	44	-	-	-	33	666	482	71	42	-	-		-	595
GC Bangsar Two Sdn. Bhd.	482	79	47	-	-	-	4	612	425	75	45	-	-		-	545
GC Brickfields Sdn. Bhd.	436	57	34	-	-	-	5	533	462	63	38	-	-		-	562
GC Selayang Sdn. Bhd.	408	59	36	-	-	-	34	537	390	58	35	-	-		-	483
GC Shamelin Sdn. Bhd.	355	59	36	-	-	-	1	451	325	54	32	-	-		-	410
Gourmet Chef Sdn. Bhd.	304	44	26	-	-	-	33	408	292	42	25	-	-		-	360
Gourmet Corner KL Sdn. Bhd.	567	83	50	-	188	-	34	922	552	82	49	-	188		-	871
Gourmet Chef Kinrara Sdn. Bhd.	479	71	42	-	-	-	3	595	-	-	-	-		-	-	
Natural Marketing Sdn. Bhd.	-	-	-	111	-	-	-	111	-	-	-	145	-		-	145
OTK (Genting) Sdn. Bhd.	7,008	1,109	666	-	-	80	251	9,114	5,128	939	563	-	-		-	6,630
OTK Kopitiam (KLCC) Sdn Bhd	288	25	17	-	-	-	1	331	-	-	-	-	-	-	-	
Carefree Avenue Sdn Bhd	491	65	39	-	-	-	70	665	-	-	-	-	-	-	-	
Conneczone Puchong Sdn Bhd	207	31	19	-	-	-	32	289	-	-	-	-	-	-	-	
OTK (MBH) Sdn Bhd	219	10	6	-	-	80	50	365	-	-	-	-	-	-	1	-
Transactions with companies in which a direct substantial financial interest.	or of the C	ompany a	nd his clo	se family me	ember are	deemed to	have									
Acadian Gourmet Sdn. Bhd.	265	30	18	-	-	-	2	315	279	33	20	-	-		-	332
Acadian Gourmet KK Sdn. Bhd.	427	46	27	-	-	-	35	536	368	48	29	-	-		-	445
Acadian Gourmet PB Sdn. Bhd.	505	56	34	-	-	-	4	599	499	61	37	-	-		-	596



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(in RM'000)	Trade sales	Royalty	A&P	Trade Purchases	Rental	Franchise fees	Others	Total	Trade sales	Royalty	A&P	Trade Purchases	Rental	Franchise fees	Others	Total
			9	months end	ed 31/12/:	2013					9 ו	months ende	ed 31/12/2	2012		
Transactions with a company in which a close substantial financial interest; a company in whi financial interest.	-				-											
Gourmet Corner Ipoh Sdn. Bhd.	1,126	90	54	-	-	10	79	1,358	675	96	58	-	-		-	829
Transactions with companies in which a close family member of a director of the Company is a director and deemed to have substantial financial interest.																
GC Bangsar Sdn. Bhd.	515	79	47	-	-	-	36	678	487	75	45	-	-		-	607
GC Kapar Sdn. Bhd.	349	49	29	-	-	-	3	430	542	49	29	-	-		-	620
GC South City Sdn. Bhd.	330	48	29	-	ı	-	33	441	298	43	26	-	-		-	367
OTK (Alam Damai) Sdn. Bhd.	236	29	18	-	į	-	3	286	200	30	18	-	-		ı	248
OTK (Intan) Sdn. Bhd.	446	68	41	-	ı	-	33	588	431	69	41	-	-		ı	541
OTK (Kuala Selangor) Sdn. Bhd.	298	44	27	-	ı	-	2	371	247	41	25	-	-		ı	312
OTK (Rawang) Sdn. Bhd.	1,168	73	44	-	ı	-	24	1,309	772	61	36	-	-		1	869
OTK (Shah Alam) Sdn. Bhd.	640	92	55	-	1	-	15	802	850	55	33	-	-		1	939
OTK Manjung Sdn. Bhd.	337	48	29	-	-	-	33	446	417	63	38	-	-		-	517
OTK Sarawak Sdn. Bhd.	5	59	35	-	-	-	68	168	ı	89	54	-	-		45	187
OTK (Senai) Sdn. Bhd.	503	9	6	-	-	30	40	588	ı	-	-	-	-	-	1	
OTK (Teluk Cempedak) Sdn. Bhd. (formerly known as OTK (Skyway) Sdn Bhd)	757	27	16	-	1	80	51	931	-	-	-	-	-	-	-	-



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(in RM'000)	Trade sales	Royalty	A&P	Trade Purchases	Rental	Franchise fees	Others	Total	Trade sales	Royalty	A&P	Trade Purchases	Rental	Franchise fees	Others	Total
			9	months end	ed 31/12/	2013					9	months ende	ed 31/12/	2012	•	
Transactions with a company in which a clos financial interest.	e family n	nember of	a directo	or of the Con	npany has	substantia	I									
OTK Logistics Sdn. Bhd	2,342	-	-	2,560	-	-	3	4,904	2,181	-	-	2,298	-		-	4,479
Transactions with a company in which a close interest.	family me	ember of a	director	of the Comp	any has s	ubstantial fir	nancial									
Mayson Trade (M) Sdn. Bhd.	-	-	-	105	-	-	-	105	-	-	-	-	-		102	102
Transactions with companies in which a dire interest.	ctor of th	e Compar	ny is a dire	ector and ha	s substa	ntial financia	al									
Oldtown Asia Pacific Limited	-	63	-	-	-	-	-	63	-	63	-	-	-		-	63
OTK Northern Sdn. Bhd.	863	97	58	-	-	-	8	1,027	1,073	103	62	-	-		-	1,239
Transactions with a company in which a direction 02/08/2013 to 30/12/2013.	tor of the	Company	is deeme	ed to have s	ubstantia	l financial in	terest									
OTK (Penang) Sdn Bhd	5		-	-	-	-	-	5	-	-	-	-	-	-	-	-
Transactions with a company in which a clos direct and indirect substantial financial interest to have substantial financial interest; a compa substantial financial interest	st; a com	pany in wh	nich certa	in directors	of the Co	mpany are	deemed									
Gourmet Corner Sdn. Bhd.	519	73	44	-	-	-	35	672	652	92	55	-	-		-	800
Transactions with a company in which close substantial financial interests.	family me	embers of	a directo	or of the Con	npany are	directors a	nd have									
Myth Empire Sdn Bhd (formerly known as Soonsen Enterprise Sdn Bhd)	2	-	-	-	129	-	-	130	-	-	-	-	117		-	117



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PART A - Explanatory Notes Pursuant To Malaysian Financial Reporting Standard ("MFRS") 134, Interim Financial Reporting

(in RM'000)	Trade sales	Royalty	A&P	Trade Purchases	Rental	Franchise fees	Others	Total	Trade sales	Royalty	A&P	Trade Purchases	Rental	Franchise fees	Others	Total
			9	months end	ed 31/12/	2013					9 ו	months ende	ed 31/12/2	2012		
Transactions with a company in which close substantial shareholders.	family me	mbers of	a directo	r of the Com	pany are	directors ar	nd									
GC Bangi Sdn. Bhd.	519	65	39	-	-	-	33	657	483	63	38	-	-		-	584
Transactions with companies in which close substantial financial interests.	Transactions with companies in which close family members of a director of the Company are directors and have substantial financial interests.															
OTK Ipoh Road Sdn. Bhd.	287	38	23	-	-	-	43	391	265	36	22	-	-		-	324
OTK Megah Sdn. Bhd.	178	24	14	-	-	-	32	248	181	26	16	-	-		-	222
OTK USJ Sdn. Bhd.	385	52	31	-	-	-	33	502	407	65	39	-	-		-	511
OTK Sunway Sdn. Bhd.	415	56	34	-	ı	-	33	538	380	53	32	-	-		ı	466
OTK (Petaling Jaya) Sdn. Bhd.	728	90	54	-	ı	-	82	954	722	97	58	-	-		ı	878
Transactions with a director and substantial	sharehold	ler of the (	Company	; a close fan	nily memb	er of a direc	ctor of									
the Company																
Lee Siew Heng	-	-	-	-	15	-	-	15	-	-	-	-	-	-	-	-
Lee Siew Meng	-	1	-	-	14	-	-	14	-	-	-	-	-	-	-	-
Lim Khim Lan	-	-	-	-	45	-	-	45	-	-	-	-	45		-	45

Note :		
Trade sales	Sale of food and beverages products & Sale of furniture and utensils	
Royalty	Royalty fees charged	
A&P	Advertising and promotion fees charged	
Trade purchases	Purchase of food and beverages products	
Rental	Rental of hostel, office, warehouse, outlet	
Franchise fees	Franchise fees received	
Others	Training fees, incentives, logistic and handling fees etc.	



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# A13. Capital Commitments

The capital commitments for property, plant and equipment not provided for as at 31 December 2013 were as follows:

	As at 31 December 2013		
	RM'000		
Approved and contracted for	2,443		
Approved but not contracted for	86		
Total capital commitments	2,529		



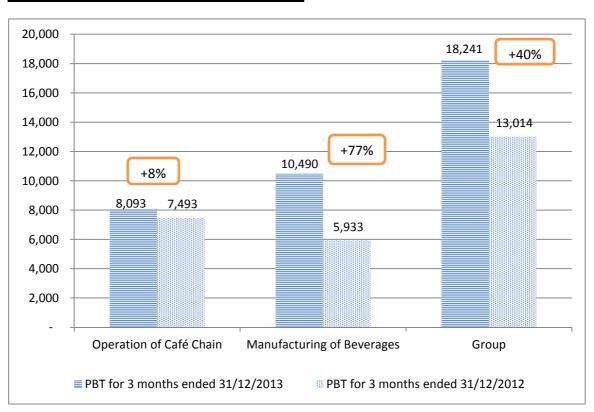
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PART B - Explanatory Notes Pursuant To The Listing Requirements of Bursa Malaysia Securities Berhad

## **B1.** Review of Performance

	3 month	s ended	9 months ended		
	31/12/2013	31/12/2012	31/12/2013	31/12/2012	
RM'000	Unaudited	Unaudited	Unaudited	Unaudited	
Revenue					
Operation of Café Chain	52,591	52,570	154,414	151,922	
Manufacturing of Beverages	48,098	35,321	132,813	104,295	
Others	-	30	-	30	
	100,689	87,921	287,227	256,247	
Profit Before Tax					
Operation of Café Chain	8,093	7,493	21,341	25,003	
Manufacturing of Beverages	10,490	5,933	28,635	19,351	
Others	(342)	(412)	(648)	22	
	18,241	13,014	49,328	44,376	

#### 3-month period (31/12/2013 vs. 31/12/2012)





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### **B1.** Review of Performance (continued)

#### 3-month period (31/12/2013 vs. 31/12/2012) (continued)

The Group recorded revenue of RM100.69 million for the quarter ended 31 December 2013, increased by 15% compared to RM87.92 million in the quarter ended 31 December 2012. The manufacturing of beverages segments contributed to the increase of revenue.

The profit before tax (PBT) for the quarter ended 31 December 2013 was RM18.24 million, an increase of 40% from RM13.01 million in the quarter ended 31 December 2012.

#### Operation of café chain

The Group's café chain operation recorded PBT of RM8.09 million for the quarter ended 31 December 2013 at the back of the segment's revenue of RM52.59 million. This represented 8% increase in PBT as compared to RM7.49 million achieved in the quarter ended 31 December 2012.

During the quarter ended 31 December 2012, the PBT was impacted by the goodwill written off of RM1.96 million due to one of its acquired subsidiaries has shown risk of impairment due to declining business. The PBT (before the goodwill written off) was RM9.45 million.

The PBT of RM8.09 million registered in the current quarter was lower than the RM9.45 million PBT (before the goodwill written off) due to higher operating costs.

## Manufacturing of beverages

Manufacturing of beverages segment recorded revenue of RM48.10 million and PBT of RM10.49 million for the quarter ended 31 December 2013. The revenue and PBT were RM35.32 million and RM5.93 million respectively for the quarter ended 31 December 2012.

The increase in PBT of 77% was attributable to the following reasons:

- (i) Increase in revenue of 36% and
- (ii) Profits contribution from the newly acquired foreign subsidiary, which is the sole distributor of OLDTOWN beverage products in Hong Kong.

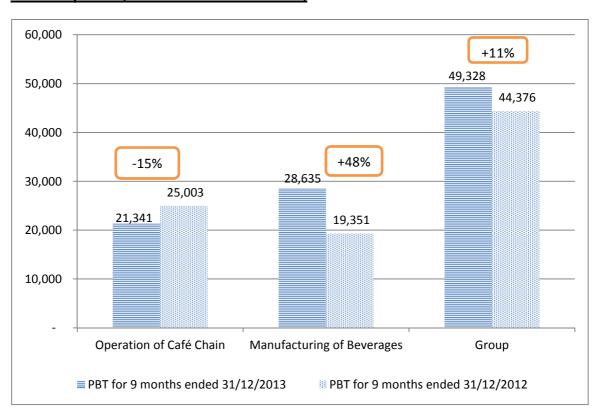


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### **B1.** Review of Performance (continued)

#### 9-month period (31/12/2013 vs. 31/12/2012)



The Group recorded revenue of RM287.23 million for the 9-month period ended 31 December 2013, increased by 12% compared to RM256.25 million in the 9-month period ended 31 December 2012. Both café chain operation and manufacturing of beverages segments contributed to the increase of revenue.

The profit before tax (PBT) for the 9-month period ended 31 December 2013 of RM49.33 million was higher than the PBT of RM44.38 million in the 9-month period ended 31 December 2012 due to the improved PBT from the manufacturing of beverages segment.

#### Operation of café chain

The Group's café chain operation recorded PBT of RM21.34 million for the 9-month period ended 31 December 2013 at the back of the segment's revenue of RM154.41 million. This represented 15% drop in PBT as compared to RM25.00 million achieved in the 9-month period ended 31 December 2012.



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### **B1.** Review of Performance (continued)

#### 9-month period (30/09/2013 vs. 30/09/2012) (continued)

#### Operation of café chain

The drop in PBT mainly due to the following reasons:

- (i) Higher operating costs mainly attributable to minimum wage ruling for foreign workers;
- (ii) Non-recurring other gains of RM0.79 million registered in the 9-month period ended 31 December 2012;
- (iii) Higher advertising and promotion fees charged out due to various activities being carried out during the 9-month period ended 31 December 2013 and
- (iv) Higher selling and distribution expenses mainly on advertising costs incurred by its foreign café chain operation.

#### **Manufacturing of beverages**

Manufacturing of beverages segment recorded revenue of RM132.81 million and PBT of RM28.64 million for the 9-month period ended 31 December 2013. The revenue and PBT were RM104.30 million and RM19.35 million respectively for the 9-month period ended 31 December 2012.

The increase in PBT of 48% was attributable to the following reasons:

- (i) Increase in revenue of 27% and
- (ii) Eight (8) months' profits contribution from the newly acquired Hong Kong subsidiary, of which the results are consolidated from 1<sup>st</sup> May 2013.



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## **B2.** Variation of Results against Preceding Quarter

	Current Quarter	Preceding Quarter
RM'000	31/12/2013	30/09/2013
Revenue		
Operation of Café Chain	52,591	49,915
Manufacturing of Beverages	48,098	45,384
	100,689	95,299
Profit Before Tax		
Operation of Café Chain	8,093	4,403
Manufacturing of Beverages	10,490	11,095
Others	(342)	(83)
	18,241	15,415

## Operation of café chain

The café chain operation recorded revenue of RM52.59 million in the current quarter, an increase of 5% as compared to the preceding quarter's revenue of RM49.92 million.

The PBT of RM8.09 million was 84% higher than the PBT of RM4.40 million in the preceding quarter mainly due to the following factors:

- (i) Higher revenue and
- (ii) Lower advertising and promotion fees charged out.

#### **Manufacturing of beverages**

The revenue of RM48.10 million for the current quarter ended 31 December 2013 for the manufacturing of beverages division was 6% higher than RM45.38 million in the preceding quarter mainly attributable to the increase in local sales.

The PBT of RM10.49 million for the current quarter was 5% lower than the RM11.10 million in the preceding quarter mainly due to the increase in selling and distribution expenses in the current quarter.



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# **B3.** Commentary on Prospects

# (i) Café Chain Operation Development Plans

As at 31 December 2013, the Group has a total of 234 café outlets, of which 205 are located in Malaysia, 10 in Singapore, 15 in Indonesia and 4 in China.

The Group plans to open more outlets in the domestic front. Realizing most of the second and third tier cities and townships present vast opportunity for the Group to reach a wider range of customers; we are progressively penetrating into the suburban and rural markets over the next few years.

For the international market, the Group is well-positioned to open more outlets in Singapore, Indonesia and China. The Group is actively exploring penetration opportunities to accelerate its regional outlets expansion.

In Singapore, we have and are still in the process of revamping its stores with a more innovative design concept. In Indonesia, the Group has gradually changed the Indonesian market business model from company operated outlet to the sublicensing model and plans to open more licensed outlets in Indonesia this year.

For the China market, there is a huge growth potential for Oldtown's café chain business in view of its large population base and growing spending power, therefore, the Group has an ambitious vision of opening more licensed outlets in strategic locations in China. As part of the Group's long term business plan, the Group will start to manufacture products for the café chain in China to support the future expansion of new café outlets.

### (ii) Manufacturing of Beverages Development Plans

The new beverage manufacturing facility is expected to provide an additional production capacity of approximately 300% compared to the output capacity in year 2012. With this increased production capacity, the Group is able to cope with the rising demand over the next 5 years.

The Group aims to increase its market share in the existing export markets where the Group already has market presence such as Hong Kong, Taiwan, China and Singapore. The Group is seeking for more potential new distributors and retailers in different countries to improve its regional market shares and export sales.

The Group foresees that there is much more room to grow for its beverages products in China in view of the country's enormous market and rising affluent amongst the urban population. Besides the coastal cities of China, the Group plans to expand further to the second tier cities of the central region of China.



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# **B3.** Commentary on Prospects (continued)

#### (ii) Manufacturing of Beverages Development Plans

The other overseas markets with huge market potentials are Taiwan and Thailand. The Group has appointed a new well-established distributor in Taiwan and successfully penetrated into Thailand retail market via the appointment of a well-known international distributor.

The Group is adopting various flexible and adaptive strategies by customising its marketing campaign and product mix when venturing into the international markets, as each consumer market possesses unique characteristics and preferences.

In the domestic market, the Group will continue to maintain its dominant presence by actively participating in various joint marketing programs organized by the local key retailers and engaging consumers through various promotional activities.

Both café chain operation and manufacturing of beverages operation operate under an integrated business model, of which both operations complement each other in terms of raw materials procurement, support services, marketing campaign, promotion, business strategies and advertisement. Its integrated business model enables the Group to mitigate price fluctuations in raw materials while preserving margins. It also allows for further market share growth without much investment in sales, marketing and logistics.

The Group shall continue to invest in advertising, promotional and marketing activities to promote and strengthen the "OLDTOWN" brand name to further enhance its brand equity and customer loyalty in the marketplace. Riding on its strong and influential brand equity and the unique integrated business strategies, the outlook for both the café chain operation and manufacturing of beverages segments are expected to progress optimistically.

#### **B4.** Profit Forecast and Profit Guarantee

The Group has not provided any profit forecast or profit guarantee in any public document.

#### **B5.** Taxation

	3 month	s ended	9 months ended		
	31/12/2013	31/12/2012	31/12/2013	31/12/2012	
RM'000	Unaudited	Unaudited	Unaudited	Unaudited	
Income tax	3,614	3,418	9,590	11,010	
Deferred tax	738	(62)	1,249	118	
Total tax expense	4,352	3,356	10,839	11,128	

The Group's effective tax was 22.13% for nine months ended 31 December 2013. It was lower than the statutory tax rate of 25% mainly due to certain capital expenditure which were qualified to claim Reinvestment Allowance.



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## **B6.** (A) Status of Corporate Proposals

There were no other corporate proposals except for the following:

On 27 November 2013, on behalf of the Board of Directors, AmInvestment Bank Berhad had announced a proposal to undertake a bonus issue of up to 90,750,000 new ordinary shares of RM1.00 each on the basis of 1 bonus share for every 4 existing shares held.

Bursa Securities had, vide its letter dated 9 December 2013, approved the listing of and quotation for up to 90,750,000 bonus shares subject to the fulfillment of conditions as stipulated in the letter.

The resolution in relation to the bonus issue was duly passed by the shareholders at the Extraordinary General Meeting which was held on 6 January 2014.

On 28 January 2014, the bonus issue has been completed following the listing of and quotation for 90,597,242 bonus shares on the Main Market of Bursa Securities.

# **B6.** (B) Status of Utilization of Proceeds

On 21 December 2012, on behalf of the Board of Directors, AmInvestment Bank Berhad had announced the completion of the Private Placement following the listing of and quotation for 33,000,000 Placement Shares on the Main Market of Bursa Malaysia Securities Berhad.

The utilization of the gross proceeds of RM64,350,000 raised from the Private Placement as at the date of this quarterly announcement is as follows:

	Proposed	Actual	Intended	Balance /	
	Utilization	Utilization	Timeframe for	Deviation	Note
Purpose	(RM'000)	(RM'000)	Utilization	(RM'000)	
Capital expenditure for business expansion	44,695	37,790	within 24 months	6,905	Α
Working capital	19,155	19,155	within 12 months	-	
Estimated expenses	500	504	within 1 month	(4)	В
	64,350	57,449			

#### Note:

(A) The amount of RM37.79 million was utilized to acquire 70% equity interest in Advance City Limited, Hong Kong, acquisition of new plant and machinery and acquisition of equipment for the new outlet. The remaining proceeds are intended to be utilized for business expansion purposes in the domestic and international markets, which comprise, but not limited to, opening of new outlets in the domestic and international markets, acquisition of equipment for the new and existing outlets, acquisition of plant and machinery for the new and existing factories, and also investments into a "Central Kitchen Business" to support the development of the licensed shops in China.



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# B6. (B) Status of Utilization of Proceeds (continued)

(B) The estimated expenses made up of professional fees, fees paid to authorities and other miscellaneous expenses. The total private placement expenses were RM0.504 million, approximately RM0.108 million and RM0.396 million was written off against share premium account and expensed off respectively in the current period. The shortfall of approximately RM4,000 was funded by the Group's internally generated funds.

# **B7.** Borrowings and Debt Securities

Details of the Group's borrowings as at 31 December 2013 are as follows:

Secured Borrowings	RM'000
Current	
- Term Loan	3,792
- Hire-purchase payables	565
	4,357
Non-current	
- Term Loan	22,428
- Hire-purchase payables	398
	22,826
Total	27,183

The total borrowings denominated in foreign and local currency as at 31 December 2013 as presented below:-

0.00000.00	
	RM'000
Foreign currency - USD 1,615,000 @ RM3.281/USD1	5,299
Local currency	21,884
Total	27,183

# **B8.** Changes in Material Litigation

There were no material litigations as at the date of this report.

#### **B9.** Proposed Dividend

The Board of Directors declared an interim dividend of 3.0 sen per share under the single tier system for the financial year ending 31 March 2014. Details of the interim dividend approved and declared by the Board of Directors are as follows:

Interim dividend for financial year ending	31 March 2014
Dividend per share (single-tier)	3 sen
Approved and declared on	26 February 2014
Entitlement to dividends based on Record of Depositors as at	21 March 2014
Date payable	17 April 2014



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## **B10.** Earnings per Share

The basic and diluted EPS are calculated by dividing the profit for the period attributable to owners of the Company by the weighted average number of ordinary shares in issue during the period.

ше репои.				
	3 months ended		9 months ended	
Earnings Per Share ("EPS")	31/12/2013	31/12/2012	31/12/2013	31/12/2012
	Unaudited	Unaudited	Unaudited	Unaudited
Net profit attributable to owners of the Company (RM'000)	13,429	9,649	36,992	33,224
Weighted average number of ordinary shares in issue ('000)	453,387	413,969	453,387	413,969
Basic EPS (sen)	2.96	2.33	8.16	8.03
Diluted EPS (sen)	2.96	2.33	8.16	8.03
The weighted average number of ordinary shares in issue is continuous continu	omputed as foll	ows:-		
Shares issued pursuant to :	('000')	('000')	('000')	('000')
- incorporation of the Company	#	#	#	#
- acquisition of subsidiaries	266,606	266,606	266,606	266,606
- effect of Public Issue	63,394	63,394	63,394	63,394
- effect of Private Placement	33,000	1,175	33,000	1,175
- effect of Share Buy-back	(210)	-	(210)	-
- effect of Bonus Issue *	90,597	82,794	90,597	82,794
	453,387	413,969	453,387	413,969
# 2 units of ordinary shares				
* The effect of Bonus Issue on number of ordinary shares for the	ne individual qua	arter and cumu	lative quarters	of the
preceding year is adjusted proportinately as if the event had of	occurred on 1 A	oril 2012.		

## B11. Realized and Unrealized Profits/Losses Disclosure

The breakdown of the retained profits of the Group into realized and unrealized profits is as follows:

	As At 31 December 2013	As At 31 March 2013	
RM000	(Unaudited)	(Audited)	
Total retained earnings of the Company and its subsidiary companies			
- Realized	171,918	140,262	
- Unrealized	(530)	852	
Total share of retained earnings from associated companies			
- Realized	206	191	
- Unrealized	73	54	
	171,667	141,359	
Less : consolidation adjustments	(25,631)	(21,425)	
Group's retained profits as per consolidated financial statements	146,036	119,934	



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## **B12.** Audit Report of Preceding Annual Financial Statements

The preceding year's annual audited financial statements of the Group were not subject to any qualification.

#### B13. Authorization for Issue

The interim financial report was duly reviewed by Audit Committee and approved by the Board of Directors on 26 February 2014.

By Order of the Board

Wong Wai Foong Company Secretary

26 February 2014