PELIKAN INTERNATIONAL CORPORATION BERHAD (Incorporated in Malaysia)

INTERIM FINANCIAL REPORT

30 SEPTEMBER 2019

PELIKAN INTERNATIONAL CORPORATION BERHAD (63611-U) CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME Interim report for the financial period ended 30 September 2019

The	fiaures	have	not	heen	audited.

The Jigures have not been dualted.	Note	Individual 3 months 30/9/2019 RM' 000		Cumulative Financial peri 30/9/2019 RM' 000	
Revenue		303,310	321,021	837,432	901,192
Other operating income		6,185	3,908	16,357	19,233
Expenses excluding finance costs and tax		(294,287)	(312,333)	(800,803)	(865,318)
Finance costs		(5,443)	(6,567)	(15,282)	(18,773)
Profit before tax Tax expense	B1	9,765 (3,240)	6,029 (4,278)	37,704 (11,064)	36,334 (15,132)
Profit for the financial period		6,525	1,751	26,640	21,202
Other comprehensive (loss)/income: Item that may be reclassified subsequently to profit or loss: Exchange differences on translation of foreig operations	n	(14,496)	11,228	(23,663)	(724)
Total comprehensive (loss)/income for the financia	al period	(7,971)	12,979	2,977	20,478
Total profit attributable to:					
Owners of the parent		4,890	1,690	25,112	20,854
Non-controlling interests		1,635	61	1,528	348
		6,525	1,751	26,640	21,202
Total comprehensive (loss)/income attributable to	:				
Owners of the parent		(9,609)	13,535	1,843	21,466
Non-controlling interests		1,638	(556)	1,134	(988)
		(7,971)	12,979	2,977	20,478
		sen	sen	sen	sen
Basic earnings per ordinary share attributable to equity holders of the parent	B11	0.83	0.31	4.43	3.80

The Condensed Consolidated Statement of Comprehensive Income should be read in conjunction with the audited financial statements for the financial year ended 31 December 2018 and the accompanying explanatory notes attached to the interim financial statements.

PELIKAN INTERNATIONAL CORPORATION BERHAD (63611-U) CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Interim report as at 30 September 2019
The figures have not been audited.

e figures nave not been auaitea.	Note	30/9/2019 RM'000	31/12/2018 RM'000
ASSETS			
Non-current assets			
Property, plant and equipment		394,688	380,379
Trademarks		16,668	17,257
Development costs		2,280	2,583
Goodwill		131,735	133,136
Computer software license		3,186	4,694
Investments in associates		28	24
Other financial assets Pension Trust Fund		2,341 135,995	2,342 135,995
Deferred tax assets		•	,
Defended tax assets	_	108,145	110,973
Company accepts	_	795,066	787,383
Current assets Inventories		235,351	239,891
Receivables, deposits & prepayments		293,191	253,016
Tax recoverable		8,137	14,375
Pension Trust Fund		14,869	14,869
Deposits, cash and bank balances	_	51,444	45,608
	_	602,992	567,759
TOTAL ASSETS	_	1,398,058	1,355,142
EQUITY AND LIABILITIES			
Equity attributable to owners of the parent			
Share capital		640,273	618,887
Foreign currency translation reserves		(101,769)	(78,500)
Accumulated losses		(71,551)	(96,663)
Treasury shares, at cost	_	(5,150)	(5,150)
		461,803	438,574
Non-controlling interests		1,598	464
Tatal assitu	_	462.401	439,038
Total equity	_	463,401	439,036
Non-current liabilities	D.4	255 274	270 222
Post-employment benefit obligations	B4 B2	255,274 99,874	270,222 96,638
Borrowings Deferred tax liabilities	В2	15,524	15,255
Deferred tax habilities	_	15,524	13,233
Command Habilitation	_	370,672	382,115
Current liabilities Payables		214,830	184,892
Borrowings	В2	311,165	302,999
Current tax liabilities	DZ.	37,990	46,098
	_	563,985	533,989
Total liabilities		934,657	916,104
TOTAL EQUITY AND LIABILITIES	_	1,398,058	1,355,142
Net assets per share attributable to owners of the parent (RM)	_	0.76	0.79

The Condensed Consolidated Statement of Financial Position should be read in conjunction with the audited financial statements for the financial year ended 31 December 2018 and the accompanying explanatory notes attached to the interim financial statements.

PELIKAN INTERNATIONAL CORPORATION BERHAD (63611-U) CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY Interim report for the financial period ended 30 September 2019 The figures have not been audited.

	Share Capital	Foreign currency translation reserves (non distributable)	Equity-settled employee benefits (non distributable)	Accumulated losses	Treasury shares, at cost	Equity attributable to owners of the parent	Non- controlling interests	Total equity
	RM' 000	RM' 000	RM' 000	RM' 000	RM' 000	RM' 000	RM' 000	RM' 000
At 1 January 2019	618,887	(78,500)	-	(96,663)	(5,150)	438,574	464	439,038
Profit for the financial period Other comprehensive loss	-	- (23,269)	-	25,112 -		25,112 (23,269)	1,528 (394)	26,640 (23,663)
Total comprehensive (loss)/income	-	(23,269)	-	25,112	-	1,843	1,134	2,977
Transaction with owners: Issue of shares	21,386	-	-	-	-	21,386	-	21,386
At 30 September 2019	640,273	(101,769)	-	(71,551)	(5,150)	461,803	1,598	463,401
At 1 January 2018	618,887	(62,043)	226	(105,080)	(5,150)	446,840	284	447,124
Profit for the financial period Other comprehensive income/(loss)		- 612	-	20,854 -	-	20,854 612	348 (1,336)	21,202 (724)
Total comprehensive income/(loss)	-	612	-	20,854	-	21,466	(988)	20,478
Transaction with owners: ESOS lapsed		-	(226)	226	-	-	-	<u>-</u>
At 30 September 2018	618,887	(61,431)	-	(84,000)	(5,150)	468,306	(704)	467,602

The Condensed Consolidated Statement of Changes in Equity should be read in conjunction with the audited financial statements for the financial year ended 31 December 2018 and the accompanying explanatory notes attached to the interim financial statements.

PELIKAN INTERNATIONAL CORPORATION BERHAD (63611-U) CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS Interim report for the financial period ended 30 September 2019 The figures have not been audited.

The figures have not been audited.	Financial period ended	
	30/9/2019 RM' 000	30/9/2018 RM' 000
Cash Flows From Operating Activities		
Cash receipts from customers	805,582	949,998
Cash paid to suppliers and employees	(774,958)	(879,759)
	30,624	70,239
Interest received	213	177
Interest paid	(12,150)	(17,527)
Taxation paid	(7,165)	(8,923)
Net cash from operating activities	11,522	43,966
Cash Flows From Investing Activities		
Interest paid	(2,472)	(1,326)
Purchase of property, plant and equipment	(15,408)	(7,164)
Proceeds from disposal of property, plant and equipment	190	1,193
Purchase of intangible assets Proceeds from disposal of intangible assets	(69) 18	(613) 143
Proceeds from disposal of intangible assets	18	145
Net cash used in investing activities	(17,741)	(7,767)
Cash Flows From Financing Activities		
Proceeds from issue of shares	21,386	-
Drawdowns of bank borrowings	264,842	441,926
Repayments of bank borrowings	(269,974)	(450,735)
Repayments of lease payables	(4,635)	(1,231)
Net cash from/(used in) financing activities	11,619	(10,040)
Net increase in cash and cash equivalents during the financial period	5,400	26,159
Effects of exchange rate changes on cash and cash equivalents	949	281
Cash and cash equivalents at beginning of the financial period	39,593	42,461
Cash and cash equivalents at end of the financial period	45,942	68,901
Cash and cash equivalents comprise:		
Deposits, cash and bank balances	51,444	79.231
Bank overdrafts	(4,984)	(9,314)
	46.460	60.017
Less: Deposits pledged to licensed banks	46,460 (518)	69,917 (1,016)
Less. Deposits pieugeu to ilectiseu baliks	(318)	(1,010)
	45,942	68,901

The Condensed Consolidated Statement of Cash Flows should be read in conjunction with the audited financial statements for the financial year ended 31 December 2018 and the accompanying explanatory notes attached to the interim financial statements.

A. Notes to the Interim Financial Report For the third quarter and financial period ended 30 September 2019

A1. Basis of Preparation

This interim financial report is based on the unaudited financial statements for the quarter ended 30 September 2019 and has been prepared in accordance with applicable disclosure provisions of paragraph 9.22 of the Listing Requirements of the Bursa Malaysia Securities Berhad and MFRS 134, Interim Financial Reporting in Malaysia. They do not include all the information required for full annual financial statements and should be read in conjunction with the audited financial statements of the Group as at end of the financial year ended 31 December 2018.

A2. Significant Accounting Policies

The accounting policies applied by the Group in this interim financial report are consistent with those followed in the preparation of the Group's annual consolidated financial statements for the year ended 31 December 2018.

In the current financial period, the Group has applied a number of new and revised MFRSs issued by the Malaysian Accounting Standards Board ("MASB") that are mandatorily effective for an accounting period that begins on or after 1 January 2019.

MFRSs, Amendments to MFRSs and IC Interpretations

•	•
Amendments to MFRS 9	Prepayment Features with Negative Compensation
MFRS 16	Leases
Amendments to MFRS 119	Plan Amendment, Curtailment or Settlement
Amendments to MFRS 128	Long-Term Interests in Associates and Joint Ventures
IC Interpretation 23	Uncertainty Over Income Tax Treatments
Amendments to MFRSs	Annual Improvements to MFRSs 2015-2017 Cycle
	 Amendments to MFRS 3 Business Combinations
	 Amendments to MFRS 112 Income Taxes
	 Amendments To MFRS 123 Borrowing Costs

The adoption of the above did not have any significant effect on the interim financial report upon their initial application, except for the adoption of MFRS 16 Leases. The Group has adopted the standards retrospectively from 1 January 2019, with the practical expedients permitted under the standards. Comparatives for 2018 are not restated. As at 30 September 2019, the right-of-use assets and lease liabilities amounted to RM26,547,000 and RM26,401,000 respectively.

A3. Report of the Auditors to the Members

The report of the auditors on the annual financial statements for the financial year ended 31 December 2018 was not subject to any qualification and did not include any adverse comments made under subsection (3) of Section 266 of the Companies Act 2016.

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A. Notes to the Interim Financial Report For the third quarter and financial period ended 30 September 2019

A4. Seasonality or Cyclicality of Interim Operations

The Group's traditional business dealing with stationery, especially for school and office, was affected by the "back to school" season in Europe which normally records higher sales in mid-year.

A5. Exceptional and/or Extraordinary Items Affecting Assets, Liabilities, Equity, Net Income or Cash Flows

There were no exceptional and/or extraordinary items affecting assets, liabilities, equity, net income or cash flows for the current quarter ended 30 September 2019.

A6. Material Changes in Estimates

There were no material changes in estimates of amounts reported in prior interim periods of the current financial period or prior financial years.

A7. Debt and Equity Securities

There were no issuances, cancellations, repurchases, resales and repayments of debt and equity securities during the current quarter ended 30 September 2019, other than the issuance of 54,836,800 new ordinary shares at an issue price of RM0.39 per share as stated in Note A14.

A8. Dividends

No dividends have been paid during the current quarter ended 30 September 2019.

A9. Segment Information

	Germany RM'000	Rest of Europe RM'000	Americas RM'000	Rest of World RM'000	Elimination RM'000	Group RM'000
9 months ended						
30 September 2019 External revenue	467,431	189,773	142,750	37.478	-	837,432
Intersegment revenue	253,645	22,276	10,113	81,626	(367,660)	-
	721,076	212,049	152,863	119,104	(367,660)	837,432
Segment result	25,282	14,989	21,205	2,657	(11,147)	52,986

A. Notes to the Interim Financial Report For the third quarter and financial period ended 30 September 2019

A9. Segment Information (cont'd)

	Germany RM'000	Rest of Europe RM'000	Americas RM'000	Rest of World RM'000	Elimination RM'000	Group RM'000
3 months ended 30 September 2019						
External revenue	167,291	82,762	41,806	11,451	-	303,310
Intersegment revenue	76,139	5,625	2,637	16,382	(100,783)	
	243,430	88,387	44,443	27,833	(100,783)	303,310
Segment result	11,095	8,639	3,077	(1,246)	(6,357)	15,208

Germany

The German segment which represents 55.8% of the Group's revenue showed a decrease in revenue of RM5.3 million (3.0%) as compared to the previous year's corresponding quarter. The decrease was mainly attributed to the weakened translation rates of RM/EUR by 2.6%. The growth in channels such as drugstores and online distribution continues to be positive during the quarter.

The region's segment result improved by RM2.0 million as compared to the previous year's corresponding quarter due to better margin contribution from the focus on the development of high margin assortments, better customer mix and lower cost base arising from several cost optimisation programmes which were being implemented during the current financial period. During the quarter, the segment made additional provisions of RM1.5 million related to staff redundancies.

Rest of Europe

The contribution in revenue from all other European countries, except Germany, represents 22.7% of the Group's total revenue. Back to school sales in the current quarter tapered down, coupled with the weakened RM/EUR and the effects of cessation in Spain has resulted in lower translated revenues.

The region achieved better segment results of RM3.5 million as compared to the previous year's corresponding quarter as a result of reduced losses arising from cessation of Spain and improved overall results in certain European sales organisations.

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A. Notes to the Interim Financial Report For the third quarter and financial period ended 30 September 2019

A9. Segment Information (cont'd)

Americas

Americas, which comprise 17.0% of the Group's revenue are represented by Mexico, Colombia and Argentina. The overall segment sales were relatively around the same levels as compared to the previous year's corresponding quarter, showing a slight decrease mainly from the lower sales from the market in Colombia in the current quarter.

The region recorded a higher segment results as compared to previous year's corresponding quarter due to the normalisation of translation loss on foreign exchange from the strengthening of Mexican Peso against United States Dollar ("USD") and implementation of cost improvement programmes. The region achieved a segment result of RM3.1 million in the current quarter.

Rest of World

Rest of World which comprise 4.5% of the Group's revenue consist mainly countries such as Japan, Taiwan/China, South East Asia and Middle East.

The segment suffered additional loss of RM0.5 million in the current quarter as compared to previous year's corresponding quarter from the lower margin contribution as a result of lower sales due to the delay in product launches.

A10. Valuation of Property, Plant and Equipment

There were no valuations of property, plant and equipment during the current quarter ended 30 September 2019.

A11. Changes in the Composition of the Group

There were no changes in the composition of the Group during the current quarter ended 30 September 2019.

A12. Events Subsequent to the End of the Reporting Period

There was no event subsequent to the financial period ended 30 September 2019.

A. Notes to the Interim Financial Report For the third quarter and financial period ended 30 September 2019

A13. Contingent Liabilities

The Group still has several legal claims brought by Original Equipment Manufacturers ("OEM") for perceived breach of patents related to the discontinued printer consumable business with an assessed potential maximum exposure of EUR2.5 million (RM11.4 million). Historically, the Group has been successful in defending most cases and management remains confident that the Group's exposure to these claims can be reduced or can be successfully defended, especially when it has now exited the printer consumable business. In the opinion of the management, the lawsuits, claims and proceedings which are pending against the Group will not have a material effect on the Group.

A14. Status of Corporate Proposal

On 29 August 2019, the Company had announced a private placement of 54,836,800 new ordinary shares in the Company to Merit Plus Ventures Limited ("MPVL") at an issue price of RM0.39 per share ("Private Placement"). The Private Placement was completed on 12 September 2019.

A15. Status of Utilisation of Proceeds

The status of utilisation of the proceeds from the Private Placement as at 30 September 2019 are as follows:

Purpose	Proposed	Amount	Amount
	Utilisation	Utilised	Unutilised
	RM'000	RM'000	RM'000
Working capital requirements Partial repayment of bank borrowings Estimated expenses in relation to the	11,246	(1,925)	9,321
	10,000	-	10,000
Private Placement	140	(140)	
Total	21,386	(2,065)	19,321

B1. Tax Expense

	3 montl	ns ended	Financial period ended		
	30/09/19 RM'000	30/09/18 RM'000	30/09/19 RM'000	30/09/18 RM'000	
Tax expense charged in respect of current financial period					
- income tax	(3,498)	(3,477)	(11,158)	(13,911)	
- deferred tax	258	(801)	94	(1,221)	
	(3,240)	(4,278)	(11,064)	(15,132)	

On a cumulative basis, the Group's effective tax rate were higher than the statutory income tax rate in Malaysia mainly due to non-availability of group relief where subsidiaries with taxable profits cannot utilise the unused tax losses of other subsidiaries.

B2. Borrowings

Details of the Group's borrowings as at 30 September 2019 are as set out below:

	Shor	Short Term		Long Term		Long Term	
Currency	Secured RM'000	Unsecured RM'000	Secured RM'000	Unsecured RM'000	RM'000		
Euro	204,311	5,760	86,979	-	297,050		
Hungarian Forint	175	-	-	-	175		
Japanese Yen	-	2,907	-	-	2,907		
Mexican Peso	-	16,133	-	-	16,133		
Polish Zloty	921	100	3,895	-	4,916		
Ringgit Malaysia	2,833	-	9,000	-	11,833		
US Dollar	63,990	14,035			78,025		
Total	272,230	38,935	99,874	_	411,039		
iotai	212,230	20,933	99,074		411,039		

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B. Additional Information Required by the Bursa Malaysia Securities Berhad's Listing Requirements

B3. Material Litigation

The Group still has several legal claims brought by Original Equipment Manufacturers ("OEM") for perceived breach of patents related to the discontinued printer consumable business with an assessed potential maximum exposure of EUR2.5 million (RM11.4 million). Historically, the Group has been successful in defending most cases and management remains confident that the Group's exposure to these claims can be reduced or can be successfully defended, especially when it has now exited the printer consumable business. In the opinion of the management, the lawsuits, claims and proceedings which are pending against the Group will not have a material effect on the Group.

B4. Post-Employment Benefit Obligations

	RM'000
Removable Pension Liabilities:	
Liabilities funded by Pension Trust Fund	80,411
Liabilities assumed by the Company	65,087
	145,498
Other post-employment benefit obligations of the Group	109,776
	255,274

Pursuant to the acquisitions of Pelikan Holding AG group ("PHAG group") in 2005, part of the defined benefits retirement plans of the PHAG group in Germany (known as "Removable Pension Liabilities") is now funded by an external Pension Trust Fund created for this purpose, whilst the Company is assuming the balance of the said Removable Pension Liabilities fixed in Ringgit Malaysia as at the completion date of the acquisitions of PHAG group. If the assets in the Pension Trust Fund are capable of paying the entire Removable Pension Liabilities, the Removable Pension Liabilities assumed by the Company will be relinquished.

B5. Capital Commitments

Capital commitments not provided for in the financial statements as at 30 September 2019 were as follows:

	RM'000
Authorised and contracted for:	
Property, plant and equipment	4,989
Authorised but not contracted for:	
Property, plant and equipment	183

B6. Review of Performance

The Group achieved revenue of RM303.3 million in the current quarter as opposed to RM321.0 million in the previous year's corresponding quarter, a decrease of 5.5%. The effects of lower revenue translation resulting from the weaken Euro against RM was around 2.6%. The lower sales from the Colombia market coupled with the effects of cessation in Spain had also contributed to the decreased sales. Nevertheless, the decreased in sales was compensated by the real sales growth in the German markets, particularly, sales to drugstores and online customers.

The Group recorded a profit before tax of RM9.8 million in the current quarter as compared to profit before tax of RM6.0 million in the previous year's corresponding quarter. The profit before tax increased due to improvement measures implemented to improve cost and ceased loss making subsidiaries such as Spain.

B7. Variation of Results Against Preceding Quarter

	Current Quarter 30/09/19 RM'000	Immediate Preceding Quarter 30/06/19 RM'000	Changes %
Revenue	303,310	316,489	-4.2
Profit before interest and tax	15,208	27,011	-43.7
Profit before tax	9,765	21,759	-55.1
Profit for the financial period	6,525	18,555	-64.8

The Group's revenue decreased to RM303.3 million in the current quarter as compared to RM316.5 million in the preceding quarter. The second quarter is normally a stronger quarter for the Group's school products due to the "back to school" season in Europe. As a result of the lower sales and coupled with additional provisions for redundancies of approximately RM1.5 million, the Group recorded a profit before tax of RM9.8 million in the current quarter as compared to a profit before tax of RM21.8 million in the preceding quarter.

B8. Prospects

The global uncertainty in the markets remains the key challenge for the Group despite having clear target focus on having a good product mix, brand building, channel management activities and continuous cost measures. Nevertheless, the Group is stepping up efforts to develop new innovating products and concentrating its effort at untapped markets such as China and ASEAN region which can compensate any short-term reduction and provide long-term sustained growth. The implementation of new stationery assortments for the China market has started and more activities have been planned to penetrate the brand and products in this market going forward.

B9. Dividend

The Board of Directors does not recommend any dividend for the current financial period.

B10. Variance on Profit Forecast / Shortfall in Profit Guarantee

Not applicable.

B11. Earnings Per Ordinary Share

Basic earnings per ordinary share:	3 mont	ns ended	Financial period ended	
	30/09/19	30/09/18	30/09/19	30/09/18
Profit attributable to owners of				
the parent (RM'000)	4,890	1,690	25,112	20,854
Weighted average number of				
ordinary shares in issue ('000)	592,238	548,368	566,647	548,368
Basic earnings per ordinary share (sen)	0.83	0.31	4.43	3.80

B12. Additional Notes to the Statement of Comprehensive Income

	3 months ended		Financial period ended	
	30/09/19	30/09/18	30/09/19	30/09/18
	RM'000	RM'000	RM'000	RM'000
Profit before tax is arrived at				
after charging/(crediting):				
Interest income	(92)	(73)	(213)	(177)
Interest expense	5,443	6,567	15,282	18,773
Depreciation and amortisation	7,870	7,131	22,753	21,052
Impairment loss on receivables	647	306	1,099	970
Inventories write down/(Reversal				
of inventories write down)	14	(937)	51	(899)
Gain on disposal of property,				
plant and equipment	(6)	(70)	(103)	(57)
Foreign exchange (gain)/loss	(3,089)	5,321	(3,854)	5,292