(Incorporated in Malaysia)

Financial Year End : 30 September 2018 Quarter : Third Quarter

Quarterly report on results for the 3rd quarter ended 30 September 2018. These figures have not been audited.

## CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	INDIVIDUAL	QUARTER		CUMULATIVE QUARTER		
	Current Year Quarter 30.09.2018 RM'000	Preceding Year Quarter 30.09.2017 RM'000	% chg	Current Year To Date 30.09.2018 RM'000	Preceding Year To Date 30.09.2017 RM'000	% chg
Revenue	65,499	63,697	2.8%	192,475	190,843	0.9%
Cost Of Sales	(47,056)	(47,301)	-0.5%	(141,867)	(136,570)	3.9%
Gross Profit	18,443	16,396	12.5%	50,608	54,273	-6.8%
Other Income	(136)	1,522	-108.9%	4,685	4,573	2.4%
Distribution Costs	(4,836)	(3,757)	28.7%	(11,665)	(11,129)	4.8%
Administrative Expenses	(4,533)	(4,973)	-8.8%	(16,410)	(16,269)	0.9%
Profit Before Taxation	8,938	9,188	-2.7%	27,218	31,448	-13.5%
Taxation	(1,977)	(2,038)	-3.0%	(5,937)	(8,017)	-25.9%
Profit After Taxation	6,961	7,150	-2.6%	21,281	23,431	-9.2%
Other Comprehensive Income Items that are or may be reclassified subsequently to profit or loss						
- Exchange Translation Differences For Foreign Operations	7			41	(24)	
Other Comprehensive Income For The Period	7	-		41	(24)	
Total Comprehensive Income For The Period	6,968	7,150		21,322	23,407	
Profit For The Period Attributable To: Owners Of The Company	6,961	7,150		21,281	23,431	
Total Comprehensive Income Attributable To Owners Of The Company	6,968	7,150		21,322	23,407	
Earnings Per Share Basic And Diluted Earnings Per Share (Sen)	3.04	3.13		9.30	10.24	

#### Notes:

The Condensed Financial Statements should be read in conjunction with the accompanying explanatory notes attached to the financial statements.

(Incorporated in Malaysia)

# CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS OF 30 SEPTEMBER 2018 (These figures have not been audited)

	As At End Of Current Quarter (Unaudited) 30.09.2018	As At End of Financial Year (Audited) 31.12.2017
ASSETS	RM'000	RM'000
Non-Current Assets		
Property, Plant And Equipment	109,267	114,607
alter 200 miles and alternative	109,267	114,607
Current Assets		
Inventories	32,678	37,182
Trade Receivables	44,005	50,861
Tax Recoverable	1,390	502
Other Receivables, Deposits & Prepayments	8,580	3,127
Fixed Deposits With Licensed Bank	62,947	72,334
Short Term Deposits	400	500
Cash & Bank Balances	19,533	14,782
545.1.4 54.1.1.500	169,533	179,288
TOTAL ASSETS	278,800	293,895
EQUITY AND LIABILITIES Equity Attributable To Owners Of The Company Share Capital Revenue Reserves Exchange Translation Reserves Total Equity	130,154 109,938 232 240,324	130,154 119,746 191 250,091
Non-Current Liability		
Deferred Tax Liability	7,665	8,314
	7,665	8,314
Current Liabilities		
Trade Payables	22,216	22,446
Other Payables & Accruals	8,595	11,166
Tax Payable	-	1,878
	30,811	35,490
TOTAL LIABILITIES	38,476	43,804
TOTAL EQUITY AND LIABILITIES	278,800	293,895
Net Assets Per Share (RM) Attributable to Owners of the Company	1.05	1.09

(Incorporated in Malaysia)

#### UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

		<non distri<="" th=""><th>ibutable&gt;</th><th><distributable></distributable></th><th colspan="2"></th></non>	ibutable>	<distributable></distributable>		
	Share Capital	Share Premium	Exchange Translation Reserve	Retained Earnings	Total	
9 months ended 30 September 2017	RM'000	RM'000	RM'000	RM'000	RM'000	
As at 1 January 2017	114,400	15,754	248	109,100	239,502	
Foreign currency translation differences	-	-	(24)	-	(24)	
Total comprehensive income	-	-	-	23,431	23,431	
Interim single-tier dividend of 20% paid on 6 April 2017	-	-	-	(22,880)	(22,880)	
Transition to no par value regime (1)	15,754	(15,754)	-	-	-	
As at 30 September 2017	130,154	-	224	109,651	240,029	
9 months ended 30 September 2018	RM'000	RM'000	RM'000	RM'000	RM'000	
As at 31 December 2017 as previously reported	130,154	-	191	119,746	250,091	
Opening balance adjustments from adoption of MFRS 9	<u> </u>	<u>-</u> _		(1,345)	(1,345)	
Restated as at 1 January 2018	130,154	-	191	118,401	248,746	
Foreign currency translation differences	-	-	41	-	41	
Total comprehensive income	-	-	-	21,281	21,281	
Interim single-tier dividend of 13 sen paid on 5 April 2018	-	-	-	(29,744)	(29,744)	
As at 30 September 2018	130,154	-	232	109,938	240,324	

## Note

<sup>[1]</sup> Effective from 31 January 2017, the new Companies Act 2016 abolished the concept of authorised share capital and par value of share capital. Consequently, the balance of share premium account is credited to share capital pursuant to the provision set out in Section 618(2) of the Act. Notwithstanding this provision, the Company may within 24 months from the commencement of the Act, use this amount for purposes as set out in Section 618(3) of the Act. There is no impact on the numbers of ordinary shares in issue or the relative entitlement of any of the members as a result of this transition.

(Incorporated in Malaysia)

# CONDENSED CONSOLIDATED STATEMENT OF CASH FLOW FOR THE 9 MONTHS ENDED 30 SEPTEMBER 2018 (These figures have not been audited)

(These figures have not been audited)		
	Cumulative	Cumulative
	Current Year	Preceding Year
	To Date	To Date
	30.09.2018	30.09.2017
	RM'000	RM'000
Cash Flow From Operating Activities	07.040	21 112
Profit Before Taxation	27,218	31,448
Adjustments for:-		
Write-down of inventory	_	22
Reversal of inventory written-down	(967)	(395)
Reversal of impairment loss on trade receivables	(388)	(328)
Bad debt written off	-	112
Depreciation of property, plant and equipment	8,361	8,235
Unrealised (gain)/ loss on foreign exchange	(389)	(138)
(Gain) /Loss on disposal of property, plant & equipment	(173)	(163)
Property, plant and equipment written off	15	10
Dividend income	-	(1)
Interest income	(1,982)	(1,596)
Operating profit before working capital changes	31,695	37,206
Changes in working capital:		
Decrease in inventories	5,471	5,070
Decrease in receivables	2,180	16,272
Decrease in payables	(2,801)	(9,759)
	4,850	11,583
Cash generated from operations	36,545	48,789
Interest received	1,982	1,596
Tax refund	42	115
Tax paid	(9,394)	(10,867)
Dividend paid	(29,744)	(22,880)
Dividend received	(07.14.4)	(20,005)
Not Cook Hood In/ Congreted Even Operating Activities	(37,114)	(32,035)
Net Cash Used In/ Generated From Operating Activities	(569)	16,754
Cash Flow From Investing Activities		
Purchase of property, plant and equipment	(3,051)	(4,140)
Proceed from disposal of property, plant and equipment	188	171
Increase in fixed deposits with maturity more than three months	(18,209)	_
Proceed from disposal of investment	-	2
Net Cash Used In Investing Activities	(21,072)	(3,967)
•		
Cash Flow From Financing Activities		<u></u> .
Net Cash Generated From / (Used In) Financing Activities		
N. (D	(04.044)	10 707
Net (Decrease) / Increase in Cash And Cash Equivalents	(21,641)	12,/8/
Effect of Exchange Translation Differences	(1,304)	287
on Cash and Cash Equivalents	07.616	GE 444
Cash And Cash Equivalents At Beginning Of The Period  Cash And Cash Equivalents At End Of The Period *	87,616 <b>64.671</b>	65,444 <b>78,518</b>
Cash And Cash Equivalents At Lind Of The Period	04,071	70,510
* Cash & cash equivalents consists of:		
Fixed deposits with licensed banks	62,947	48,960
Short term deposits with licensed banks	400	2,962
•		•
Cash and bank balances	19,533	26,596
Local Final demonstration with mark with account the section of th	82,880	78,518
Less: Fixed deposits with maturity more than three months	(18,209)	70 510
	64,671	78,518

Quarterly Unaudited Results Of The Group For The 3<sup>rd</sup> Quarter Ended 30 September 2018

# Part A: Explanatory Notes In Compliance With Malaysian Financial Reporting Standard ("MFRS") 134: Interim Financial Reporting in Malaysia

#### A1. Accounting Policies and Basis Of Preparation

These condensed consolidated interim financial statements have been prepared in accordance with Malaysian Financial Reporting Standard ("MFRS") 134: Interim Financial Reporting in Malaysia issued by the Malaysian Accounting Standards Board and with paragraph 9.22 and Appendix 9B of the of the Listing Requirements of Bursa Malaysia Securities Berhad ("Bursa Securities"). The interim financial statements should be read in conjunction with the Group's audited financial statements for year ended 31 December 2017.

The audited financial statements of the Group for the year ended 31 December 2017 were prepared in accordance with MFRS.

There are no new MFRSs or interpretations that are effective for the first time in this quarter that would be expected to have a material effect of the Group.

The accounting policies and methods of computation adopted by the Group in these quarterly financial statements are consistent with those adopted in the most recent annual audited financial statements for the year ended 31 December 2017 except for changes arising from the adoption of MFRS 9 "Financial Instruments" as described below:

#### Adoption of MFRS 9 "Financial Instruments"

MFRS 9 replaces MFRS 139 "Financial Instruments: Recognition and Measurement". The adoption of MFRS 9 has resulted in changes in the accounting policy for impairment of financial assets.

MFRS 9 introduces an expected credit loss ("ECL") model on impairment that replaces the incurred loss impairment model used in MFRS 139. The ECL model is forward-looking and eliminates the need for a trigger event to have occurred before credit losses are recognised.

The Group assesses on a forward-looking basis the ECL's associated with its financial assets classified at amortised cost. The impairment methodology applied depends on whether there has been a significant increase in credit risk.

On the date of initial application, MFRS 9 affected the Group's allowance for trade receivables has increased by RM1.3 million as at 1 January 2018 as a result of applying the ECL model. As permitted by the transitional provisions of MFRS 9, the Group has elected not to restate comparative figures and thus this adjustment was recognized in the opening retained earnings of the current period.

Quarterly Unaudited Results Of The Group For The 3<sup>rd</sup> Quarter Ended 30 September 2018

#### A2. Qualification of Financial Statements

The audited report of the preceding annual financial statements was not subjected to any qualification.

## A3. Seasonal or Cyclical Factors

The Group's business operation results for the current quarter under review were not materially affected by any seasonal or cyclical factors.

#### A4. Nature and Amount of Unusual Items

There were no unusual items affecting assets, liabilities, equity, net income or cash flows during the current quarter under review.

#### A5. Nature and Amount of Changes in Estimates

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

#### A6. Dividend Paid

#### For the financial period ended 30 September 2018

(i) The first interim single-tier dividend of 13.00 sen per ordinary share, on 228,800,000 ordinary shares, amounting to RM29.744 million in respect of the financial year ended 31 December 2017, was paid on 5 April 2018.

#### For the financial period ended 30 September 2017

(ii) The first interim single-tier dividend of 10.00 sen per ordinary share, on 228,800,000 ordinary shares, amounting to RM22.880 million in respect of the financial year ended 31 December 2016, was paid on 6 April 2017.

## A7. Debt and Equity Securities

There were no issuance, cancellations, repurchases, resale and repayment of debt and equity securities for the current financial quarter.

Quarterly Unaudited Results Of The Group For The 3<sup>rd</sup> Quarter Ended 30 September 2018

## A8. Segmental Reporting

Group – by business segment :-

The Group's segmental report for the current financial period ended 30 September 2018 is as below:-

			Investment			
	Manufacturing	Trading	Holding	Elimination	Total	
	RM'000	RM'000	RM'000	RM'000	RM'000	
ord . I						
	d 30 September 2	<u>:018</u>				
Revenue:	10044	40.550			05.400	
External	18,941	46,558	-	(00.500)	65,499	
Inter-segment	35,158	1,372	-	(36,530)		
Total revenue	54,099	47,930		:	65,499	
Profit/(Loss) before tax	4,085	5,218	(145)	(220)	8,938	
·	.,000		(1.0)	(==0)		
3 <sup>rd</sup> quarter ended	30 September 20	<u>)17</u>				
Revenue:						
External	20,126	43,571	-	-	63,697	
Inter-segment	27,234	188	-	(27,422)		
Total revenue	47,360	43,759	-	=	63,697	
Profit/(Loss)	1 0 1 0	0.000	(404)	(4, 000)	0.400	
before tax	1,846	9,362	(181)	(1,839)	9,188	
	uarter ended 30 S	september 20	<u>18</u>			
Revenue:						
External	59,852	132,623	-	- (07.000)	192,475	
Inter-segment	93,320	4,572	-	(97,892)		
Total revenue	153,172	137,195	-	= =	192,475	
Profit/ (Loss) before tax	5,238	24,879	(566)	(2,333)	27,218	
				( ) /		
Cumulative 3 <sup>rd</sup> quarter ended 30 September 2017						
Revenue:						
External	62,331	128,512	-	-	190,843	
Inter-segment	80,211	746	20,000	(100,957)		
Total revenue	142,542	129,258	20,000	= =	190,843	
Profit before tax	5,087	28,652	19,436	(21,727)	31,448	

Quarterly Unaudited Results Of The Group For The 3<sup>rd</sup> Quarter Ended 30 September 2018

	Manufacturing	Trading	Investment Holding	Elimination	Total
	RM'000	RM'000	RM'000	RM'000	RM'000
Assets and liabilities as at 30 September 2018					
Segment assets	153,015	212,236	144,950	(231,401)	278,800
Segment liabilities	120,307	105,022	2,107	(188,960)	38,476

#### Group - by geographical segments

In preparing information on the basis of geographical segments, segment revenue is based on geographical location of customers. Segment non-current assets are based on geographical location of the assets.

	Revenue		Non-curre	ent assets
	for the per	riod ended	as	at
	30 September	30 September	30 September	30 September
	2018	2017	2018	2017
	RM'000	RM'000	RM'000	RM'000
Malaysia	91,209	87,172	109,235	115,428
Eastern Asia	50,621	50,570	27	32
South East Asia	28,222	28,153	5	7
Middle East	18,052	19,511	-	-
Others	4,371	5,437	-	-
	192,475	190,843	109,267	115,467

#### A9. Valuations of Property, Plant and Equipment

The property, plant and equipment except for freehold land are stated at cost/valuation less accumulated depreciation and impairment losses. There was no revaluation of property, plant and equipment for the current quarter and financial year to date.

The valuation of property, plant and equipment of the Group have been brought forward without amendment from the financial statements for the year ended 31 December 2017.

## A10. Subsequent Events

There were no material events subsequent to the reporting period up to 19 November 2018 (latest practicable date which is not earlier than 7 days from the date of issue of this quarterly report) which have not been reflected in the financial statements for the quarter under review.

Quarterly Unaudited Results Of The Group For The 3<sup>rd</sup> Quarter Ended 30 September 2018

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#### A11. Changes in the Composition of the Group

On 31 October 2018, the Company entered into a Share Sale Agreement ("SSA") with Xie, Shihao ("Purchaser") to dispose of its entire investment in the share capital of B Plus Q Sdn. Bhd. ("BPQ"), comprising 2,670,000 ordinary shares ("Sale Shares") representing 100% of the issued share capital of BPQ for a total consideration of RM1,492,000 (Ringgit Malaysia One Million Four Hundred Ninety Two Thousand Only) ("the Disposal"). BPQ's principal activity is manufacturing of fruit juice and foodstuffs. The announcement on the Disposal was made on 31 October 2018.

The Disposal does not have any material effect on the net assets, earnings and gearing of Cocoaland for the financial year ending 31 December 2018.

#### **A12. Contingent Liabilities or Contingent Assets**

There were no changes in other contingent liabilities or contingent assets since the last annual statement of financial position as at 31 December 2017.

#### A13. Capital Commitments

The outstanding amount of capital commitments as at 30 September 2018 are as follows:-

RM'000

Property, plant and equipment : Approved and contracted for	12,248

#### A14. Significant Related Party Transactions

The Group has the following significant transactions with the related parties during the periods:-

	Current Year Quarter RM'000	Preceding Year Quarter RM'000
Prepare, package, pack and deliver Fraser and Neave Limited group of companies' products : Sales - Purchase of ingredients*	2,003 1,766	4,285 2,671

<sup>\*</sup> The purchase of ingredients are exclusively used for the preparing of the Fraser and Neave Limited group of companies products.

The above transactions had been entered into in the ordinary course of business on normal commercial terms with Fraser and Neave Limited group of companies. These transactions are within the ambit of the mandate approved by the shareholders of the Company on 30 May 2018.

Quarterly Unaudited Results Of The Group For The 3<sup>rd</sup> Quarter Ended 30 September 2018

# Part B: Additional Explanatory Notes In Compliance With Listing Requirements Of The Bursa Malaysia Securities Berhad

#### **B1.** Review of Performance

The Group registered higher revenue of RM192.4 million for the first 9 months under review, an increase of RM1.6 million or 0.8% as compared to RM190.8 million in the preceding year's corresponding period. This was mainly attributable to higher demand for gummy and hard candy products from domestic and overseas market. However, the increase was partially offset by lackluster performance of beverage segment for local Contract Manufacturing Business and Cocopie in the overseas market.

The Group registered a lower pre-tax profit of RM27.2 million as compared to same corresponding period of preceding year of RM31.4 million, a decrease of 13.5%. The decline was mainly attributable to escalating labour cost and higher expenditure incurred for product advertisement and promotion activities.

The performance of the major operating business segments of the Group is summarized as follows:-

#### Manufacturing segment

Decline in revenue was recorded by manufacturing segment. This was mainly attributable to sluggish demand for our Contract Manufacturing Business of beverage product although rising demand for hard candy. Higher pre-tax profit compared to the same period of preceding year predominantly due to higher profit margin earned from product sales mixed.

#### Trading segment

Improvement in revenue was mainly due to rising demand for gummy products from both local and overseas market. Declining in pre-tax profit was principally attributable to increase in staff cost, product advertisement and promotion expenses.

Quarterly Unaudited Results Of The Group For The 3<sup>rd</sup> Quarter Ended 30 September 2018

#### B2. Comparison with Immediate Preceding Quarter's Results

	Current Year Quarter	Immediate Preceding Quarter	Difference
	RM'000	RM'000	%
Revenue	65,499	62,610	+4.61%
Gross Profit	18,443	15,153	+21.71%
Profit Before Taxation	8,938	7,336	+21.84%
Profit After Tax	6,961	5,747	+21.12%
Profit Attributable to Ordinary			
Equity Holders of the Parent holders	6,961	5,747	+21.12%
Of the parent			

The Group recorded higher revenue of RM65.5 million for current quarter, an increase of 4.61% from the immediate preceding quarter. This was predominantly due to rising demand for gummy products and hard candy products. The 0% Goods and Services Tax ("GST") from June 2018 to August 2018 was also another contributory factor for improving domestic consumer sentiment which led to stronger demand and higher sales.

Higher pre-tax profit of RM8.94 million for the current quarter, an improvement of 21.84% against the pre-tax profit of previous quarter. The increase was mainly attributable to the higher profit margin from product sales mixed and gain from foreign currencies exchange.

## **B3.** Commentary On Prospects

The Group continues to take cautious outlook on the remaining months of year 2018. Despite the improving local consumer sentiment, the Group is of the view that the business environment is expected to remain challenging with high competition among industrial players, volatility of material prices due to Ringgit's fluctuation and escalating labour costs.

Nevertheless, the Group will continue to maintain revenue growth by stretching products line and intensifying marketing strategies. The Group is also committed to improve operational efficiency and adopt cost saving measures to remain competitive in future.

#### **B4.** Profit Forecast or Profit Guarantee

The Group did not issue any profit forecast or profit estimate previously in any public document.

Quarterly Unaudited Results Of The Group For The 3<sup>rd</sup> Quarter Ended 30 September 2018

1,977

B5.	Income Tax					
		<u>Individua</u>		Cumulative Quarter		
		Current Year Quarter RM'000	Preceding Year Quarter RM'000	Current Year To Date RM'000	Preceding Year To Date RM'000	
	Income tax:					
	<ul> <li>Current period estimate</li> </ul>	2,287	2,343	6,741	8,409	
	<ul><li>Prior year</li></ul>	(155)	(145)	(155)	(145)	
	Deferred taxation:					
	<ul> <li>Transferred</li> </ul>	(155)	(160)	(649)	(247)	

#### **B6.** Status of Corporate Proposals

deferred taxation

to/(from)

There were no corporate proposals announced but not completed as at 19 November 2018 which is not earlier than 7 days form the date of issue of this quarterly report.

2,038

5,937

8,017

## **B7.** Group Borrowings

The Group's borrowings (all denominated in Ringgit Malaysia) as at the end of the reporting quarter are as follows:-

	As At	As At
	30.09.2018	30.09.2017
	RM'000	RM'000
TOTAL BORROWING	-	-

#### **B8.** Material Litigation

There was no material litigation at the date of this quarterly report.

## **B9.** Dividend Payable

The Board has declared a first interim single-tier dividend of 6.0 sen per ordinary share (30 September 2017: Nil) on 228,800,000 ordinary shares, amounting to RM13.728 million in respect of the financial year ending 31 December 2018, which will be paid on 31 December 2018. The entitlement date for the above-mentioned interim dividend is on 12 December 2018. The total dividend of the current year is 6.0 sen per ordinary share.

Quarterly Unaudited Results Of The Group For The 3<sup>rd</sup> Quarter Ended 30 September 2018

## B10. Earnings per share

The earnings per share for the quarter and cumulative year to date are computed as follows: -

	Individu Current Year Quarter	al Quarter Preceding Year Quarter	Cumulat Current Year To Date	ive Quarter Preceding Year To Date
Profit for the period (RM'000)	6,961	7,150	21,281	23,431
Weighted average number of ordinary shares of RM0.50 each ('000)	228,800	228,800	228,800	228,800
Basic earnings per share (sen)	3.04	3.13	9.30	10.24
Diluted earnings per share (sen) *	N.A.	N.A.	N.A	N.A

<sup>\*</sup> The Group has no potential ordinary shares in issue, therefore diluted earnings per share has not been presented.

#### B11. Supplementary Information on the breakdown of realised and unrealised profits or losses

The following analysis of realised and unrealised retained profits is prepared pursuant to Paragraph 2.06 and 2.23 of Bursa Malaysia Securities Berhad Listing Requirements and in accordance with the Guidance on Special Matter No.1 – Determination of Realised and Unrealised Profits or Losses as issued by the Malaysian Institute of Accountants. This disclosure is based on the format prescribed by Bursa Malaysia Securities Berhad.

	As at 30.09.2018 RM'000	As at 31.12 2017 RM'000				
Total retained profits of the Company and its subsidiaries						
- Realised - Unrealised	149,247 (8,054)	156,877 (8,206)				
Less: Consolidation adjustments	(31,255)	(28,925)				
Retained profit as per financial statements	109,938	119,746				

Quarterly Unaudited Results Of The Group For The 3<sup>rd</sup> Quarter Ended 30 September 2018

## B12. Profit before tax is stated after charging/(crediting) :-

	Current Year Quarter RM'000	Preceding Year Quarter RM'000
Interest income	(643)	(618)
Depreciation of property, plant and equipment	2,885	2,837
Gain on disposal of property, plant and equipment	(59)	(109)
Property, plant and equipment written off	9	7
(Reversal of)/Impairment loss on trade receivables	790	(101)
Loss/(gain) on foreign exchange		
- realized	(1,542)	(231)
- unrealized	796	123

By Order Of The Board

**Tai Chun Wah**Executive Director

Dated: 26 November 2018