

### HAI-O ENTERPRISE BHD Company No: 22544-D (Incorporated in Malaysia)

Unaudited Interim Financial Report 31 July 2010

# HAI-O ENTERPRISE BHD ( Co.No. 22544-D)

# CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 JULY 2010

Restated

		(Audited)
	AS AT	AS AT
	END OF	PRECEDING
	CURRENT	FINANCIAL
	QUARTER	YEAR ENDED
	31/07/2010	30/04/2010
	(RM'000)	(RM'000)
	(IXIII 000)	(IXIII 000)
ASSETS		
Non-current assets		
Property, Plant and Equipment	61,843	61,739
Investment properties	26,609	26,842
Prepaid lease payments	1,674	1,682
Other Investments	-	1,390
Financial assets at fair value through		
profit or loss	1,201	-
Available-for-sale investment	226	-
Goodwill arising from consolidation	85	85
Trade receivables - non current	914	830
Deferred tax assets	3,107	3,299
	95,659	95,867
Current Assets	45.054	40.050
Inventories	45,351	43,959
Trade and other receivables	17,986	20,024
Other Investments	-	49,371
Financial assets at fair value through	61,699	
profit or loss Cash and Cash Equivalents	52,524	- 70,911
Cash and Cash Equivalents	177,560	184,265
	177,500	104,200
TOTAL ASSETS	273,219	280,132
EQUITY AND LIABILITIES		
Equity attributable to equity holders of the parent	404.00	404.005
Share capital	101,095	101,095
Treasury Shares	(4,122)	(4,122)
Other reserve	555	530
Retained earnings	114,546 212,074	112,655 210,158
	212,074	210,130
Non-controlling interests	7,444	7,374
Total Equity	219,518	217,532
Total Equity	213,310	217,332
Non-current Liabilities		
Borrowings	12,543	13,187
Deferred tax	-	43
	12,543	13,230
0		
Current Liabilities	05.007	00.470
Trade & other payables	25,837	32,473
Short term provision	5,426	4,792 5,070
Short-term provision	5,944	5,070
Current tax payable	3,951 41,158	7,035 49,370
	71,100	73,370
Total Liabilities	53,701	62,600
TOTAL FOLLITY AND LIABILITIES	000.010	200 100
TOTAL EQUITY AND LIABILITIES	273,219	280,132
Net assets per share attributable to ordinary		
equity holders of the parent (RM)	1.06	1.05
squity holders of the parent (thin)	1100	1.00

The Condensed Consolidated Financial Position should be read in conjunction with the audited financial statements for the year ended 30 April 2010 and the accompanying explanatory notes attached to the interim financial statements.



### HAI-O ENTERPRISE BHD ( Co.No. 22544-D)

Quarterly report on consolidated results for the financial period ended 31 July 2010 The figures have not been audited.

# CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE QUARTER ENDED 31 JULY 2010

	INDIVIDUAL QUARTER		CUMULATIVE QUARTER		
	CURRENT YEAR QUARTER	PRECEDING YEAR CORRESPONDING QUARTER	CURRENT YEAR TO DATE	PRECEDING YEAR CORRESPONDING PERIOD	
	31/07/2010	31/07/2009	31/07/2010	31/07/2009	
	RM'000	RM'000	RM'000	RM'000	
Revenue	54,751	148,572	54,751	148,572	
Operating expenses	(45,531)	(123,589)	(45,531)	(123,589)	
Other operating income	1,586	1,338	1,586	1,338	
Operating Profit	10,806	26,321	10,806	26,321	
Interest income	185	172	185	172	
Finance costs	(206)	(206)	(206)	(206)	
Profit before taxation	10,785	26,287	10,785	26,287	
Income tax expenses	(2,911)	(7,768)	(2,911)	(7,768)	
Profit for the period	7,874	18,519	7,874	18,519	
Profit attributable to:					
Owner of the parent	7,804	18,463	7,804	18,463	
Non-controlling Interest	70 7,874	<u>56</u> 18,519	70 7,874	56_ 18,519	
Earnings Per Share attributable to equity holders of the parent					
- Basic	3.91	22.17	3.91	22.17	
- Diluted	0.00	0.00	0.00	0.00	

The Condensed Consolidated Statement of Comprehensive Income should be read in conjunction with the audited financial statements for the year ended 30 April 2010 and the accompanying explanatory notes attached to the interim financial statements.



#### HAI-O ENTERPRISE BHD (Co.No. 22544-D)

Quarterly report on consolidated results for the financial period ended 31 July 2010 The figures have not been audited.

# CONDENSED CONSOLIDATED STATEMENT OF OTHER COMPREHENSIVE INCOME FOR THE QUARTER ENDED 31 JULY 2010

	INDIVIDUAL	QUARTER	CUMULATIVE QUARTER		
	CURRENT YEAR QUARTER	PRECEDING YEAR CORRESPONDING QUARTER	CURRENT YEAR TO DATE	PRECEDING YEAR CORRESPONDING PERIOD	
	31/07/2010	31/07/2009	31/07/2010	31/07/2009	
	RM'000	RM'000	RM'000	RM'000	
Profit for the period	7,874	18,519	7,874	18,519	
Other comprehensive income - Fair value adjustment through financial assets	76	-	76	-	
<ul> <li>Exchange differences on translating foreign operations</li> </ul>	25	-	25		
Total comprehensive Income for the period	7,975	18,519	7,975	18,519	
Total comprehensive income attributable to:					
Owner of the parent	7,905	18,463	7,905	18,463	
Non-controlling Interest	70	56	70	56	
	7,975	18,519	7,975	18,519	

The Condensed Consolidated Statement of Other Comprehensive Income should be read in conjunction with the audited financial statements for the year ended 30 April 2010 and the accompanying explanatory notes attached to the interim financial statements.

### HAI-O ENTERPRISE BHD ( Co.No. 22544-D)

# CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY FOR THE QUARTER ENDED 31 JULY 2010

	II						Non-controlling interests	Total	
	Share Capital	Treasury shares	Share premium	Exchange fluctuation reserve	Capital reserve	Retained Earnings	Total	interests	Equity
	(RM'000)	(RM'000)	(RM'000)	(RM'000)	(RM'000)	(RM'000)	(RM'000)	(RM'000)	(RM'000)
3 month ended 31 July 2010									
Balance as at 1 May 2010 Effect of adopting FRS 139	101,095 -	(4,122) -	- -	(127) -	657 -	111,587 1,068	209,090 1,068	7,374 -	216,464 1,068
As at 1 May 2010 (restated)	101,095	(4,122)	-	(127)	657	112,655	210,158	7,374	217,532
Profit for the period	-	-	-	-	-	7,804	7,804	70	7,874
Other comprehensive income for the period	-	-	-	25	-	76 -	101	-	101
Total comprehensive income for the period	-	-	-	25	-	7,880	7,905	70	7,975
Second interim dividend paid in respect of last financial year	-	-	-	-	<u>-</u>	(5,989)	(5,989)	-	(5,989)
Balance at end of financial period	101,095	(4,122)	-	(102)	657	114,546	212,074	7,444	219,518
3 month ended 31 July 2009									
Balance as at 1 May 2009	84,457	(3,912)	4,791	698	657	79,042	165,733	6,306	172,039
Other comprehensive income for the period Profit for the period	-	-	-	(69)	-	- 18,463	(69) 18,463	- 56	(69) 18,519
Total comprehensive income for the period	-	-	-	(69)	-	18,463	18,394	56	18,450
Purchase of Company's own shares	-	(209)	-	-	-	-	(209)	-	(209)
Balance at end of financial period	84,457	(4,121)	4,791	629	657	97,505	183,918	6,362	190,280

The Condensed Consolidated Statements of Changes in Equity should be read in conjunction with the audited financial statements for the year ended 30 April 2010 and the accompanying explanatory notes attached to the interim financial statements.

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### HAI-O ENTERPRISE BHD ( Co.No. 22544-D)

# CONDENSED CONSOLIDATED CASH FLOW STATEMENTS FOR THE QUARTER ENDED 31 JULY 2010

	2010 3 month ended 31/Jul/10 (RM '000)	2009 3 month ended 31/Jul/09 (RM '000)
Net Profit before tax Adjustment for non-cash flow :-	10,785	26,287
Non-cash items Non-operating items	1,667 (549)	2,089 (194)
Operating profit before changes in working capital	11,903	28,182
Changes in working capital		
Net Change in current assets Net Change in current liabilities Tax paid	401 (6,687) (5,883) (12,169)	(8,599) 5,204 (5,116) (8,511)
Net cash flows from operating activities	(266)	19,671
Investing Activities Other investment Quoted investment	(11,916)	1,620 (38)
Net cash used in investing activities	(11,916)	1,582
Financing Activities  Purchase of Company's own share  Dividend paid  Interest paid  Borrowing	(5,989) (206) (10)	(209) - (206) (232)
Net cash used in financing activities	(6,205)	(647)
Net Changes in Cash & Cash Equivalents	(18,387)	20,606
Cash & Cash Equivalents at begining of financial period	70,911	50,725
Cash & Cash Equivalents at end of the financial period	52,524	71,331

The Condensed Consolidated Cash Flow Statements should be read in conjunction with the audited financial statements for the year ended 30 April 2010 and the accompanying explanatory notes attached to the interim financial statements.

#### A. Notes To The Interim Financial Report

#### A1 Basis of preparation

The interim financial statements have been prepared in accordance with Financial Reporting Standards ("FRS") 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 ("BMSB").

The interim financial report should be read in conjunction with the most recent annual financial statements of the Group for the year ended 30 April 2010.

These explanatory notes attached to the interim financial statements provide an explanation of events and transactions that are significant to an understanding of the changes in the financial position and performance of the Group since the financial year ended 30 April 2010.

#### **A2** Changes in Accounting Policies

The significant accounting policies adopted are consistent with those of the audited financial statements for the financial year ended 30 April 2010 except for the adoption of the following new and amended FRS and IC Interpretations effective for financial period beginning on or after 1 May 2010:

Effective for financial period beginning on or after 1 July 2009

FRS 8 Operating Segments

Effective for financial period beginning on or after 1 January 2010

FRS 4	Insurance Contracts				
1100 .					
FRS 7	Financial Instruments: Disclosures				
FRS 101	Presentation of Financial Statements (revised 2009)				
FRS 123	Borrowing Costs				
FRS 139	Financial Instruments: Recognition and Measurements				
Amendments to FRS 1	First-time Adoption of Financial Reporting Standards				
and FRS 127	and Consolidated and Separate Financial				
	instruments: Cost of an Investment in a				
	subsidiary, Jointly Controlled Entity or				
	associates				
Amendments to FRS2	Share-based Payment: Vesting Conditions and				
	Cancellations				
Amendments to FRS5	Non-current Assets Held for Sale and Discontinued				
	Operations				
Amendments to FRS8	Operating Segments				
Amendments to FRS 107	Statements of Cash Flows				
Amendments to FRS 108	Accounting Policies, Changes in Accounting Estimated				
	and Errors				
Amendments to FRS 110	Events after the Reporting Period				
Amendments to FRS 116	Property, plant and Equipment				
Amendments to FRS 117	Leases				
Amendments to FRS 119	Employee Benefits				
Amendments to FRS 120	Accounting for Government Grants and Disclosure of				
	Government Assistance				
Amendments to FRS 123	Borrowing Costs				
Amendments to FRS 127	Consolidated and Separate Financial Statements				

Amendments to FRS 128	Investments in Associates
Amendments to FRS 129	Financial Reporting in Hyperinflationary Economics
Amendments to FRS 131	Interests in Joint Ventures
Amendments to FRS 132	Financial Instruments: Presentation
Amendments to FRS 134	Interim Financial Reporting
Amendments to FRS 138	Intangible Assets
Amendments to FRS 139,	
FRS 7 and IC Interpretation 9	Financial Instruments: Recognition and Measurement,
	Disclosures and Reassessment of Embedded
	Derivatives
Amendments to FRS 140	Investment Property
IC Interpretation 9	Reassessment of Embedded Derivatives
IC Interpretation 10	Interim Financial Reporting and Impairment
IC Interpretation 11	FRS 2 – Group and Treasury Share Transactions
IC Interpretation 13	Customer Loyalty Programmes
IC Interpretation 14	FRS 119 - The Limit on a Defined Benefit Asset,
	Minimum Funding Requirements and their Interaction

Effective for financial period beginning on or after 1 March 2010

Amendments to FRS 132 Classification of Rights Issues

The FRSs which are effective commencing 1 January 2010 and have significant impact on the financial statements of the Group are:

## a) <u>FRS 101 Presentation of Financial Statements</u> Changes in financial statements presentation have been adopted by the Group

#### b) FRS 139 Financial Instruments: Recognition and Measurement

Financial assets at fair value through profit or loss ("FVTPL") are measured at fair value and fair value changes are recognized directly in profit or loss. Available-for-sale ("AFS") financial assets are measured at fair value and changes in the fair value are recognised directly in equity as "available-for-sale reserve" except for impairment losses which are recognized in profit or loss.

#### Impact on opening balance

In accordance with the transitional provision for first time adoption of FRS 139, the above changes are applied prospectively and the comparative as at 30 April 2010 are not restated. Instead, the changes have been accounted for by restating the following opening balances in the Statement of Changes in Financial Position as at 1 May 2010.

#### Impact on opening balance (continued)

	As previously	Effects of	As restated
	reported	adoption of	
		FRS139	
	RM '000		RM '000
		RM '000	
<u>Assets</u>			
Other Investments (Non-current) –	450	940	1,390
FVTPL and AFS			
	49,243	128	49,371
Other investment (current) -			
FVTPL			
<b>Equity</b>			
Retained earnings	111,587	1,068	112,655

#### c) FRS 4 Insurance contract

The Group has adopted FRS 4 in relation to corporate financial guarantee contracts.

The adoption of other new and revised FRSs, IC Interpretations and Amendments has no effect to the Group's consolidated financial statements of the current quarter or the comparative consolidated financial statements of the prior financial year.

#### A3 Audit report of preceding annual financial statement

The preceding year annual financial statements were not subject to any qualification.

#### A4 Seasonal or cyclical factors

The Group's interim business operations are not significantly affected by seasonal or cyclical factors for the quarter under review except for some consumer products, which are affected by major festive seasons.

#### A5 Unusual items affecting assets, liabilities, equity, net income or cash flows

There were no unusual items affecting assets, liabilities, equity, net income, or cash flows because of their nature, size or incidence.

#### A6 Material changes in estimates

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

#### A7 Debt and equity securities

There have been no other issuance, cancellation, repurchases, resale and repayments of debts and equity securities during the quarter under review except for the following:-

a) The details of shares held as treasury shares for the period ended 31 July 2010 are as follows:

	Number of	Total Considerations
	Treasury shares	RM
Balance as at 1 May 2010	2,536,688	4,121,496
Repurchased during the quarter	0	0
Balance as at 31 July 2010	2,536,688	4,121,496

There were no additional repurchase of shares since 1 May 2010.

#### A8 Dividend paid

A second interim dividend of 4 sen gross, (2009: nil), less tax, amounting to RM 5,989,608 in respect of the financial year ended 30 April 2010 was paid on 20 May 2010.

#### A9 Segment information

Details of segmental analysis for the period ended 31 July 2010 are as follows:

#### **Business Segment of the Group**

	Wholesale	Multi-Level Marketing	Retailing	Manufacturing	Energy	Others	Elimination	Consolidated
	RM '000	RM '000	RM '000	RM '000	RM'000	RM '000	RM '000	RM '000
REVENUE								
External sales	9,851	35,241	8,158	408	-	1,093	-	54,751
Inter-segment sales	12,093	-	-	1,558	-	2,055	(15,706)	-
Total revenue	21,944	35,241	8,158	1,966	-	3,148	(15,706)	54,751
RESULT								
Segment result	2,590	6,361	307	241	(570)	1,087	790	10,806
Unallocated corporat	e expenses						-	<del>-</del>
Operating profit								10,806
Interest expense								(206)
Interest income								185
Profit before								10,785
taxation								
Taxation								(2,911)
Net profit for the period								7,874

#### A10 Property, plant and equipment

There is no revaluation of property, plant and equipment brought forward from the previous audited financial statements.

#### A11 Material events subsequent to the end of the interim period

There were no material events subsequent to the current financial quarter ended 31 July 2010 up to the date of this report.

#### A12 Changes in the composition of the Group

There were no changes in the composition of the Group during the interim period except for the following:

On 16 July 2010, the Company had subscribed an additional 600,000 ordinary shares of RM1 each in Hai-O Energy (M) Sdn Bhd ("Hai-O Energy") for a total cash consideration of RM 600,000. With effect thereof, the issued and paid-up capital of Hai-O Energy had increased to RM 3,400,000 comprising of 3,400,000 ordinary shares of RM 1 each.

#### A13 Contingent liabilities

The changes in contingent liabilities of the Company and the Group since the last annual balance sheet date are as follows:-

<u>Company</u>	As at 21 Sept 2010	As at 31 July 2010	As at 30 Apr 2010
	RM '000	RM '000	RM '000
Corporate guarantee in respect of credit facilities granted to subsidiary companies	1,586	1,586	1,586
-	1,586	1,586	1,586
<u>Group</u>	As at	As at	As at
	21 Sept 2010	31 July 2010	30 Apr 2010
Bank guarantee given to	RM '000	RM '000	RM '000
third parties in respect of services rendered to the Company	2,966	2,086	1,776
<u>-</u> _	2,966	2,086	1,776

#### A14 Capital commitment

The capital commitment of the Group for the period ended 31 July 2010 are as follows:

1)	Approved and contracted for in respect	RM '000
1)	of R&D expenditure.	820
2)	Approved but not yet contracted for in respect of capital expenditure on pharmaceutical factory	10,123
		10,943

#### Additional Information Required By The BMSB - Listing Requirements

## B1 Review of performance of the Company and its principal subsidiaries for the current quarter and financial year-to-date

For the first quarter ended 31 July 2010, the Group recorded lower revenue and pre-tax profit of RM 54.75 million and RM 10.79 million as compared to RM 148.57 million and RM 26.29 million of the corresponding quarter of the preceding year respectively. The drop in revenue and profit was mainly due to lower revenue recorded by the multi-level marketing ("MLM") division. The effects of applying stringent rules on new members' recruitment and enhancement of stockists' management and professionalism since last financial year still need a longer time for the division and distributors to realign their business strategies. Despite the increased external sales of the wholesale division, pre-tax profit is lower compared to the preceding year as a result of lower profit contribution from its inter-segment sales .

However, the Group's operating profit margin of the current quarter had increased by about 2% compared to the previous corresponding quarter, mainly contributed from its higher margin products' sales, weakening of USD against Malaysian Ringgit which have contributed in reducing imported costs plus the improvement in operating efficiency.

## **B2** Material changes for the current quarter as compared with the immediate preceding quarter

For the first quarter under review, the Group recorded lower revenue and pre-tax profit of RM 54.75 million and RM 10.79 million as compared to the immediate preceding quarter of RM 98.84 million and RM 15.78 million respectively. The retail division registered higher revenue and pre-tax profit in the immediate preceding quarter, contributed mainly from the sales made during the Chinese Lunar New Year promotion. The MLM division is currently going through a consolidation stage as mentioned above and therefore, this had affected the revenue and pre-tax profit.

Higher external revenue and pre-tax profit were achieved in the wholesale division as the division is currently having sales incentive promotion, which had encouraged majority of its customers to place more orders during the period.

#### **B3** Commentary on prospect

Despite the stronger economic growth in the 1<sup>st</sup> half of 2010 with GDP grew by 9.5%, the 2<sup>nd</sup> half of 2010 has shown signs of slowdown, especially for the export demand of the manufacturing sector. Interest rate hike coupled with the recent measures taken by the government to reduce subsidies for various household items may have negative impact on domestic consumer spending. However, the Group will continue to strengthen its core business and better strategize its marketing plan to meet a more challenging business operating environment.

Therefore the Board of Directors is of the opinion that the Group will continue to perform profitably in the next quarter.

#### **B4** Profit Forecast

There is no profit forecast.

#### **B5** Taxation

The provision for income tax is based on the business income earned for the period under review.

For the current quarter, the effective tax rate of the Group is higher than the statutory tax rate due mainly to certain expenses which are not deductable for tax purpose and losses of certain subsidiary companies cannot be set off against profits of certain subsidiaries as no Group relief is available for tax purposes.

	Current Quarter Ended 31 July 2010 (RM '000)	Current year to date 31 July 2010 (RM '000)
Profit before taxation	10,785	10,785
Taxation at applicable tax rate – 25%	2,696	2,696
Adjustment mainly due to certain non-allowable expenses and unutilised tax losses not recognised as deferred tax assets.	215	215
Total Taxation expenses	2,911	2,911

#### **B6** Profits on Sale of Unquoted Investment and / or Properties

There were no profits on sale of unquoted investments and properties for the current quarter and financial year-to-date.

#### **B7** Purchase or Disposal of Quoted Securities

- There were no purchase or disposal of quoted securities for the current quarter and current year to date.
- b) The details of all investments in quoted securities at the end of the reporting financial period are as follows:-

	RM'000
Total investment at cost	226
Total investment at book value/carrying amount	1,201
Total investment at market value at the end of	1,201
reporting period	

#### **B8** Corporate Proposals

There were no corporate proposals for the period under review.

#### **B9** Group Borrowings and Debts Securities

The Group borrowings and debts securities as at the end of the reporting financial period are:

Group Borrowings	Currency	Secured/	RM'000
		Unsecured	
Short Term Borrowings	Malaysia Ringgit	Unsecured	2,951
Short Term Borrowings	Malaysia Ringgit	Secured	2,475
Long Term Borrowings	Malaysia Ringgit	Secured	12,543
Total			17,969

#### **B10** Off Balance Sheet Financial Instruments

There were no financial instruments with off balance sheet risk for the period ended 31 July 2010.

#### **B11** Material Litigation

The Group has not engaged in any material litigation, claims or arbitration, including those pending or threatened against our Group, either as plaintiff or defendant, which has a material effect on the financial position of the Group.

#### **B12** Dividend Payable

No interim dividend has been declared for the period under review (31/7/2009: nil)

#### **B13** Earnings per share (EPS)

#### Earnings per share

Earlings per share	INDIVIDUAL QUARTER		<b>CUMULATIVE QUARTER</b>	
	CURRENT YEAR QUARTER 31-Jul –10		CURRENT YEAR TO DATE 31-Jul –10	PRECEDING YEAR CORRESPONDING PERIOD 31-Jul-09
Earnings				
Net profit for the year attributable to equity holders of the parent	7,804	18,463	7,804	18,463
Weighted average number of shares ('000)	199,654	83,273	199,654	83,273
Basic earnings per share (sen)	3.91	22.17	3.91	22.17

Diluted earning per share is not applicable as there were no dilutive potential ordinary shares during the reporting period.