## Berjaya Food Berhad

Company No: 876057-U

Date: 5 December 2018

# Subject: UNAUDITED QUARTERLY (Q2) FINANCIAL REPORT FOR THE PERIOD ENDED 31 OCTOBER 2018

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UNAUDITED INTERIM FINANCIAL REPORT FOR THE PERIOD ENDED 31 OCTOBER 2018 CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

	Current Quarter		Financial Year To Date		
	3 months		6 months ended		
	31/10/2018	31/10/2017	31/10/2018	31/10/2017	
	RM'000	RM'000	RM'000	RM'000	
REVENUE	166,584	160,778	327,960	315,168	
PROFIT FROM OPERATIONS	14,761	13,223	29,879	25,584	
Investment related income	83	47	136	92	
Finance cost	(3,385)	(3,758)	(7,557)	(7,407)	
PROFIT BEFORE TAX	11,459	9,512	22,458	18,269	
TAXATION	(4,447)	(4,019)	(9,218)	(8,088)	
PROFIT AFTER TAX	7,012	5,493	13,240	10,181	
OTHER COMPREHENSIVE ITEM: <u>To be reclassified to profit or loss in subsequent periods:</u> - Foreign currency translation	99	946	163	2,469	
TOTAL COMPREHENSIVE INCOME					
FOR THE PERIOD	7,111	6,439	13,403	12,650	
PROFIT ATTRIBUTABLE TO:					
- Equity holders of the parent	7,033	5,812	13,273	11,150	
- Non-controlling interests	(21)	(319)	(33)	(969)	
	7,012	5,493	13,240	10,181	
TOTAL COMPREHENSIVE INCOME					
ATTRIBUTABLE TO:	7.110	6.047	10 410	12.740	
<ul><li>Equity holders of the Company</li><li>Non-controlling interests</li></ul>	7,119 (8)	6,247 192	13,413	12,748	
- Non-controlling interests	(8)	192	(10)	(98)	
	7,111	6,439	13,403	12,650	
EARNINGS PER SHARE (SEN)					
-Basic, for the period	1.89	1.55	3.54	2.97	
-Diluted, for the period	1.89	1.55	3.54	2.97	

## UNAUDITED INTERIM FINANCIAL REPORT FOR THE PERIOD ENDED 31 OCTOBER 2018 CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ACCIETTO	As at 31/10/2018 RM'000	As at 30/04/2018 RM'000 (Audited)
ASSETS Non-current assets		
Property, plant and equipment	254,719	234,083
Deferred tax assets	4,977	5,005
Intangible assets	457,967	457,106
Receivables	23,822	23,128
	741,485	719,322
Current Assets		,
Inventories	34,294	34,068
Trade and other receivables	24,463	24,281
Tax recoverable	2,603	3,457
Deposits with financial institutions	894	884
Cash and bank balances	15,782	31,378
	78,036	94,068
TOTAL ASSETS	819,521	813,390
EQUITY AND LIABILITIES		
Share capital	243,312	243,232
Reserves	157,253	150,274
	400,565	393,506
Treasury shares	(28,708)	(7,687)
•	371,857	385,819
Non-controlling interests	1,360	1,370
Equity funds	373,217	387,189
Non-current liabilities		
Long term borrowings	132,358	137,495
Deferred taxation	687	1,271
Provisions	10,615	11,452
C	143,660	150,218
Current Liabilities	95 049	70,000
Payables and provisions Bank borrowings	85,948 150,825	70,990 141,758
Taxation	2,754	141,736
Deferred income	63,117	63,235
Deferred mediae	302,644	275,983
Total Liabilities	446,304	426,201
TOTAL EQUITY AND LIABILITIES	819,521	813,390
	0.77,0.21	2-2,270
Basic net assets per share (sen)	102.61	102.38
Dilutive net assets per share (sen)	101.77	101.34
1 ' '		

### Note:

The net assets per share is calculated based on the following:

Basic: Equity funds less non-controlling interests divided by the number of outstanding shares in issue with voting rights.

Dilutive: Equity funds less non-controlling interests divided by the number of outstanding shares in issue with voting rights and the potential issue of new shares pursuant to the exercise of the Company's outstanding Warrants and share options under ESS.

	Attributable to the equity holders of the parent										
	_						Distributable				
	Share capital RM'000	Employees' share plan reserve* RM'000	Consolidation reserve RM'000	Warrant reserve RM'000	Exchange reserve RM'000	Merger deficit RM'000	Retained earnings RM'000	Treasury shares RM'000	Total RM'000	Non- controlling interests RM'000	Total equity RM'000
At 1 May 2018	243,232	3,913	322	-	1,649	(55,087)	199,477	(7,687)	385,819	1,370	387,189
Total comprehensive income	-	-	-	-	140	-	13,273	-	13,413	(10)	13,403
<u>Transactions with owners</u> Treasury shares acquired	-	-	-	-	-	-	-	(21,021)	(21,021)	-	(21,021)
ESS options exercised	55	(12)	-	-	-	-	-	-	43	-	43
ESS options/shares forfeited	25	(25)	-	-	-	-	-	-	-	-	-
Share-based payment under ESS	-	1,022	-	-	-	-	-	-	1,022	-	1,022
Interim dividends #	-	-	-	-	-	-	(7,419)	-	(7,419)	-	(7,419)
At 31 October 2018	243,312	4,898	322	-	1,789	(55,087)	205,331	(28,708)	371,857	1,360	373,217
At 1 May 2017	240,617	1,476	-	367	(362)	(55,087)	213,240	(8,334)	391,917	(17,587)	374,330
Total comprehensive income	-	-	-	-	1,598	-	11,150	-	12,748	(98)	12,650
Transactions with owners ESS options exercised	4	(1)	-	-	-	-	-	-	3	-	3
ESS options forfeited	117	(117)	-	-	-	-	-	-	-	-	-
Warrants exercised	1,573	-	-	(336)	-	-	-	-	1,237	-	1,237
Warrants expired	-	-	-	(31)	-	-	31	-	-	-	-
Share-based payment under ESS	-	2,226	-	-	-	-	-	-	2,226	-	2,226
Interim dividends	-	-	-	-	-	-	(7,505)	-	(7,505)	-	(7,505)
At 31 October 2017	242,311	3,584	-	-	1,236	(55,087)	216,916	(8,334)	400,626	(17,685)	382,941

<sup>\*</sup> Employees' share plan reserves includes reserves relating to Employees' share scheme ("ESS") # Refer to Note A6.

## UNAUDITED INTERIM FINANCIAL REPORT FOR THE PERIOD ENDED 31 OCTOBER 2018 CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

	6 months	ended
	31/10/2018	31/10/2017
	RM'000	RM'000
CASH FLOW FROM OPERATING ACTIVITIES	220.027	217 646
Receipts from operations	329,837	317,646
Payments to suppliers and operating expenses Payment of taxes	(270,854)	(270,371) (11,738)
Payment of taxes	(6,734)	(11,/38)
Net cash generated from operating activities	52,249	35,537
CASH FLOW FROM INVESTING ACTIVITIES		
Proceeds from disposal of property, plant and equipment	107	25
Acquisition of property, plant and equipment	(33,971)	(24,939)
Acquisition of intangible assets	(2,117)	(2,596)
Interest received	136	92
Net cash used in investing activities	(35,845)	(27,418)
CASH FLOW FROM FINANCING ACTIVITIES	42	1.240
Issuance of share capital	(21,021)	1,240
Treasury shares acquired Dividends paid	(21,021)	(7,505)
Interest paid	(7,419) (7,369)	(7,235)
Drawdown of bank borrowings	85,300	17,486
Repayment of bank borrowings	(81,392)	(16,388)
Payment of bank borrowings  Payment of hire purchase	(192)	(34)
Net placement in bank as security pledged for borrowing	(4,240)	(14)
	(-,=)	(- 1)
Net cash used in financing activities	(36,290)	(12,450)
NET CHANGE IN CASH AND CASH EQUIVALENTS	(19,886)	(4,331)
OPENING CASH AND CASH EQUIVALENTS	28,782	21,827
Effect of exchange rate changes	56	(10)
CLOSING CASH AND CASH EQUIVALENTS	8,952	17,486
Cash and cash equivalents carried forward comprise:	RM'000	RM'000
Deposits with financial institutions	894	830
Cash and bank balances	15,782	21,693
	16,676	22,523
Less: Cash pledged with bank - restricted	(7,139)	(4,466)
Deposits pledged with bank - restricted	(585)	(571)
	8,952	17,486

UNAUDITED INTERIM FINANCIAL REPORT FOR THE PERIOD ENDED 31 OCTOBER 2018 NOTES TO THE INTERIM FINANCIAL REPORT

A1 The condensed consolidated interim financial report is unaudited and has been prepared in accordance with MFRS 134, Interim Financial Reporting Standards in Malaysia and IAS 34, Interim Financial Reporting, requirements of the Companies Act 2016 and applicable disclosure provisions of the Listing Requirements of Bursa Malaysia Securities Berhad. The condensed consolidated interim financial report should be read in conjunction with the audited financial statements of the Group for the financial year ended 30 April 2018. These explanatory notes, attached to the condensed consolidated interim financial report, provide an explanation of the events and transactions that are significant to the understanding of the changes in the financial position and performance of the Group since the financial year ended 30 April 2018.

The accounting policies and methods of computations used in the preparation of the financial statements are consistent with those adopted in the audited financial statements for the year ended 30 April 2018 except the adoption of the new or revised standards, IC Interpretation and amendments to standards.

The Group has not early adopted new or revised standards and amendments to standards that have been issued but not yet effective for the accounting period beginning 1 May 2018.

The initial application of the MFRSs, Amendments to MFRSs and IC Interpretations, which will be applied prospectively or which requires extended disclosures, is not expected to have any significant financial impact to the financial statements of the Group upon their first adoption.

#### **MFRS 9: Financial Instruments**

MFRS 9 introduces new requirements for classification and measurement of financial instruments, impairment assessment based on the expected credit loss model and hedge accounting. MFRS 9 is effective for annual periods beginning on or after 1 January 2018, with early application permitted.

The adoption of MFRS 9 did not have any significant effects on the interim financial report upon their initial application, except for the effect of applying the impairment assessment based on the expected credit loss model on trade receivables.

#### i. Classification and measurements

There is no significant impact on the Group's statement of financial position or changes in equity on applying the classification and measurement requirements of MFRS 9.

Loans and receivables are held to collect contractual cash flows and are expected to give rise to cash flows representing solely payments of principal and interest. The Group analysed the contractual cash flow characteristics of those instruments and concluded that they meet the criteria for amortised cost measurement under MFRS 9. Therefore, cash and bank balances, deposits with financial institutions and trade and other receivables that were classified as loans and receivables under MFRS139 are now classified at amortised cost.

#### ii. Impairment

The Group has applied the simplified approach to calculate expected credit losses which uses a lifetime expected loss allowance on all trade receivables. The Group's provision matrix is based on its historical credit loss experience with trade receivables of similar credit risk characteristics. There is no significant impact to the Group's financial statements.

The Group has applied MFRS 9 retrospectively on the initial application date of 1 May 2018 and has elected not to restate comparatives.

UNAUDITED INTERIM FINANCIAL REPORT FOR THE PERIOD ENDED 31 OCTOBER 2018 NOTES TO THE INTERIM FINANCIAL REPORT

#### MFRS 15: Revenue from Contracts with Customers

MFRS 15 establishes a new five-step model that will apply to revenue arising from contracts with customers. MFRS 15 which came into effect in this financial period superseded the previous revenue recognition guidance including MFRS 118: Revenue, MFRS 111: Construction Contracts and the related interpretations.

The core principle of MFRS 15 is that an entity should recognise revenue which depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.

Under MFRS 15, an entity recognises revenue when (or as) a performance obligation is satisfied, i.e when "control" of the goods or services underlying the particular performance obligation is transferred to the customer.

The Group has adopted the new standard on the required effective date using the full retrospective method and apply all the practical expedients available for modified retrospective approach. The adoption of MFRS 15 did not have any significant effects on the interim financial report upon their initial application.

- A2 The Group's operations are affected by major festive seasons and school holidays as well as the Muslim fasting month. In Malaysia, the major school holiday is traditionally scheduled during the third quarter, while certain festive celebrations fall during the third and fourth quarters of the Group's financial year. These holidays and festive celebrations will normally have a positive impact to the Group's operations in the second half of the financial year.
- A3 There was no unusual items during the financial period under review:
- A4 As at 31 October 2018, the issued ordinary share capital of the Company was RM243,312,003.

The movements during the financial period were as follows:-

ordinary shares	RM
381,858,757	243,232,513
29,200	54,020
-	25,470
381,887,957	243,312,003
	ordinary shares 381,858,757 29,200

Number of

### **ESS**

As at 31 October 2018, the total number of unexercised ESS options was 9,246,240 and the total number of ESS shares that have not been awarded was 2,218,670.

UNAUDITED INTERIM FINANCIAL REPORT FOR THE PERIOD ENDED 31 OCTOBER 2018 NOTES TO THE INTERIM FINANCIAL REPORT

A5 The details of the share buyback during the financial period ended 31 October 2018 were as follows:

Month	Pri Lowest	ce per share (R)	M) Average	Number of shares	Total consideration RM'000
Wolldi	Lowest	riigiiest	Average	Shares	IXIVI 000
July 2018 August 2018 September 2018 October 2018	1.46 1.46 1.42 1.37	1.50 1.45	1.49 1.44	550,460 150,000 1,000,000 12,780,000	837 224 1,439 18,521
			1.45	14,480,460	21,021

The number of treasury shares held in hand as at 31 October 2018 was as follows:

	Average		
	price per		
	share	Number	Amount
	RM	of shares	RM'000
Balance as at 1 May 2018	1.53	5,019,540	7,687
Increase in treasury shares	1.45	14,480,460	21,021
Total treasury shares as at 31 October 2018	1.47	19,500,000	28,708

As at 31 October 2018, the number of outstanding shares in issue with voting rights (rounded to nearest thousand) was 362,388,000 (31 October 2017: 375,901,000) ordinary shares.

- A6 During the financial period ended 31 October 2018, the Company paid the following dividend:
  - i) Fourth interim dividend of 1.0 sen per share single-tier dividend amounting to about RM3.77 million in respect of the financial year ended 30 April 2018 on 26 July 2018.
  - ii) First interim dividend of 1.0 sen per share single-tier dividend amounting to about RM3.65 million in respect of the financial year ending 30 April 2019 on 26 October 2018.

UNAUDITED INTERIM FINANCIAL REPORT FOR THE PERIOD ENDED 31 OCTOBER 2018 NOTES TO THE INTERIM FINANCIAL REPORT

A7 Segment information for the financial period ended 31 October 2018:-

REVENUE	Group RM'000
Malaysia	312,596
Singapore	12,193
Other South-East Asian countries	3,171
Total revenue	327,960
	Group
RESULTS	RM'000
Malaysia	31,584
Singapore	(498)
Other South-East Asian countries	30
	31,116
Unallocated corporate expenses	(1,237)
Profit from operations	29,879
Investment related income	
- Interest income	136
Finance cost	(7,557)
Profit before tax	22,458
Taxation	(9,218)
Profit for the period	13,240

- A8 There were no significant events since the end of this current quarter up to the date of this announcement.
- A9 There was no change in the composition of the Group for the current period including business combination, acquisition or disposal of subsidiaries and long term investments, restructuring and discontinuing operations.
- A10 There were no material changes in contingent liabilities or contingent assets since the last audited statement of financial position as at 30 April 2018.
- All There were no material changes in capital commitment since the last audited statement of financial position as at 30 April 2018.

UNAUDITED INTERIM FINANCIAL REPORT FOR THE PERIOD ENDED 31 OCTOBER 2018 ADDITIONAL INFORMATION REQUIRED BY THE BURSA SECURITIES LR

B1 The Group is engaged in developing and operating the "Starbucks Coffee" brand in Malaysia and Brunei, developing and operating the "Kenny Rogers Roasters" ("KRR") chain in Malaysia as well as "Jollibean" and two other brands in Singapore. The key factors that affect the performance of all food and beverage businesses include mainly the festive seasons, tourism, eating out culture, raw material costs (coffee bean, chicken, side dishes, soya bean and effect of foreign exchange on raw materials etc), staff costs and consumer perception.

The summary results of the Group are as follows:

	3-Month Ended			6-Mon	th Ended	
	31/10/2018	31/10/2017	Variance	31/10/2018	31/10/2017	Variance
	RM'000	RM'000	%	RM'000	RM'000	%
Revenue	166,584	160,778	4	327,960	315,168	4
Profit from operations	14,761	13,223	12	29,879	25,584	17
Profit before tax	11,459	9,512	20	22,458	18,269	23

#### Current quarter vs preceding year same quarter

The Group registered a revenue of RM166.58 million and pre-tax profit of RM11.46 million in the current quarter ended 31 October 2018 as compared to a revenue of RM160.78 million and pre-tax profit of RM9.51 million reported in the previous year corresponding quarter.

The higher revenue was mainly due to same-store-sales growth recorded by Starbucks as well as additional Starbucks cafes operating in Malaysia compared to the previous year corresponding quarter.

The profit from operations improved by 12% mainly due to higher profit contributions from Starbucks operations in tandem with the higher revenue achieved. In addition, the Group had ceased consolidation of the losses from its KRR operations in Indonesia following its disposal in the previous financial year. The pre-tax profit accordingly increased in tandem with the increase in profit from operations.

### For the 6-month period

For the 6-month period ended 31 October 2018, the Group's revenue and pre-tax profit were RM327.96 million and RM22.46 million respectively as compared to a revenue and pre-tax profit of RM315.17 million and RM18.27 million respectively in the previous year corresponding period.

The higher revenue and pre-tax profit were mainly due to the abovementioned reasons.

#### B2 Review of results of current quarter vs preceding quarter

	3-Month Ended		
	31/10/2018	Variance	
	RM'000	RM'000	%
Revenue	166,584	161,376	3
Profit from operations	14,761	15,118	(2)
Profit before tax	11,459	10,999	4

The Group reported a revenue of RM166.58 million and pre-tax profit of RM11.46 million in the current quarter as compared to a revenue of RM161.38 million and pre-tax profit of RM11.0 million reported in the preceding quarter .

The increase in revenue was mainly due to additional Starbucks cafes operating compared to the preceding quarter. The lower profit from operations reported in the current quarter was mainly due to slight increase in operating costs after the implementation of Sales and Service Tax. Nevertheless, the Group reported higher pre-tax profit in the current quarter under review due to the lower finance costs as compared to preceding quarter.

UNAUDITED INTERIM FINANCIAL REPORT FOR THE PERIOD ENDED 31 OCTOBER 2018 ADDITIONAL INFORMATION REQUIRED BY THE BURSA SECURITIES LR

#### B3 Future prospects

The Board believes that the renewed consumer confidence level, coupled with the Group's expansion plans, will fuel the Group's business growth. This should augur well for the Group's operations going forward.

- B4 There is no profit forecast or profit guarantee for the financial period ended 31 October 2018.
- B5 The taxation charge for the current quarter and period ended 31 October 2018 are detailed as follows:

	For the current quarter RM'000	Financial year to date RM'000
Group:-	KIVI 000	KWI 000
Based on the results for the period:-		
Current period provision		
- Malaysian taxation	4,448	9,157
Deferred tax	2	88
Over provision in prior years	(3)	(27)
	4,447	9,218

The disproportionate tax charge of the Group for the current quarter and period ended 31 October 2018 was mainly due to certain expenses or losses being disallowed for tax purposes, as well as non-availability of Group tax relief in respect of losses incurred by certain subsidiary companies.

- B6 There were no corporate proposals announced but not completed.
- B7 The Group's bank borrowings and debt securities as at 31 October 2018.

The Group's bank borrowings and debt securities as at 31 October 2018.	As at 31/10/2018 RM'000
Short term borrowing	
Secured	
Denominated in Ringgit Malaysia	150,825
Long term borrowing Secured	
Denominated in Ringgit Malaysia	132,358
Z viio iiiiiiiii viio iii Tuniggat Tauniy oni	102,000
Total borrowings	283,183
	<u></u>

B8 There were no material litigations for the current quarter.

## UNAUDITED INTERIM FINANCIAL REPORT FOR THE PERIOD ENDED 31 OCTOBER 2018 ADDITIONAL INFORMATION REQUIRED BY THE BURSA SECURITIES LR

B9 The Board has recommended a second interim dividend of 1.0 sen single-tier dividend per share (previous year corresponding quarter ended 31 October 2017: second interim dividend of 1.0 sen single-tier dividend per share) in respect of financial year ending 30 April 2019 to be payable on 25 January 2019. The entitlement date has been fixed on 9 January 2019. The total dividend declared for the financial period ended 31 October 2018 amounted to 2.0 sen single-tier dividend per share (previous corresponding financial period ended 31 October 2017: 2.0 sen single-tier dividend per share).

A Depositor shall qualify for the entitlement only in respect of:

- (a) Shares transferred to the Depositor's Securities Account before 4.00 p.m. on 9 January 2019 in respect of ordinary transfers.
- (b) Shares bought on the Bursa Securities on a cum entitlement basis according to the rules of Bursa Securities.

#### B10 Profit before tax is stated after charging/(crediting):

	For the	Financiai
	current quarter	year to date
	RM'000	RM'000
Interest income	(83)	(136)
Dividend income	-	-
Other income excluding dividend and interest income	-	-
Gain on disposal of property, plant and equipment	-	-
Loss on disposal of property, plant and equipment	-	-
Write down of property, plant and equipment	438	438
Depreciation of property, plant and equipment	11,417	19,229
Amortisation of intangible assets	609	1,197
Impairment loss on receivables	-	-
Provision for and write off of inventories	-	-
Foreign exchange loss/(gain), net	(164)	(870)
Gain or loss on derivatives		

For the

Financial

B11 The basic and diluted earnings per share are calculated as follows:

	Group (3-month period)			
	31/10/2018	31/10/2017	31/10/2018	31/10/2017
	RM'000		Sen	
Net profit for the quarter (RM'000)	7,033	5,812		
Weighted average number of ordinary shares in issue ('000)	372,039	375,870		
Basic earnings per share (Sen)			1.89	1.55
Net profit for the quarter (RM'000)	7,033	5,812		
Number of shares used in the calculation of basic earnings per share ('000) Number of shares assuming exercise	372,039	375,870		
of ESS options ('000)	372,039	278 376,148		
Diluted earnings per share (Sen)			1.89	1.55

# UNAUDITED INTERIM FINANCIAL REPORT FOR THE PERIOD ENDED 31 OCTOBER 2018 ADDITIONAL INFORMATION REQUIRED BY THE BURSA SECURITIES LR

	Group (6-month period)			
	31/10/2018	31/10/2017	31/10/2018	31/10/2017
	RM'000		Sen	
Net profit for the period (RM'000)	13,273	11,150		
Weighted average number of ordinary shares in issue ('000)	374,427	375,135		
Basic earnings per share (Sen)			3.54	2.97
Net profit for the period (RM'000)	13,273	11,150		
Number of shares used in the calculation of basic earnings per share ('000)  Number of shares assuming exercise	374,427	375,135		
of ESS options ('000)	374,427	278 375,413		
Diluted earnings per share (Sen)			3.54	2.97

c.c. Securities Commission